East Valley Market Intelligence

OCTOBER 2026 | Chandler · Gilbert · Mesa · Scottsdale · Tempe

Prepared November 11, 2026 | Housing indicators and rental inventory reflect the observation dates noted below.

Market at a Glance

Housing conditions remain uneven across the East Valley. Some communities have more homes available relative to buyer demand, giving purchasers additional negotiating room. Others remain closer to balance. Mortgage rates continue to weigh on affordability, while rental activity varies by city and by individual property.

The practical message: a citywide trend can guide your search or pricing strategy, but it cannot replace a closer look at the specific home and its competition.

Five-City Housing Snapshot

How to read this table. Months of supply estimates how long the available homes would take to sell at the recent sales pace. Annual prices describe the trailing 12 months, not October alone.

City	Months supply	Annual median	Annual $/SF YoY
Chandler	3.6	$550,000	-0.6%
Gilbert	4.6	$599,000	+0.9%
Mesa	4.5	$490,000	-0.4%
Scottsdale	4.5	$1,236,000	+3.3%
Tempe	5.5	$540,000	+1.2%

Note: Annual median prices and price-per-square-foot changes cover the trailing 12 months.
Source: Cromford Report city snapshots, November 9, 2026.

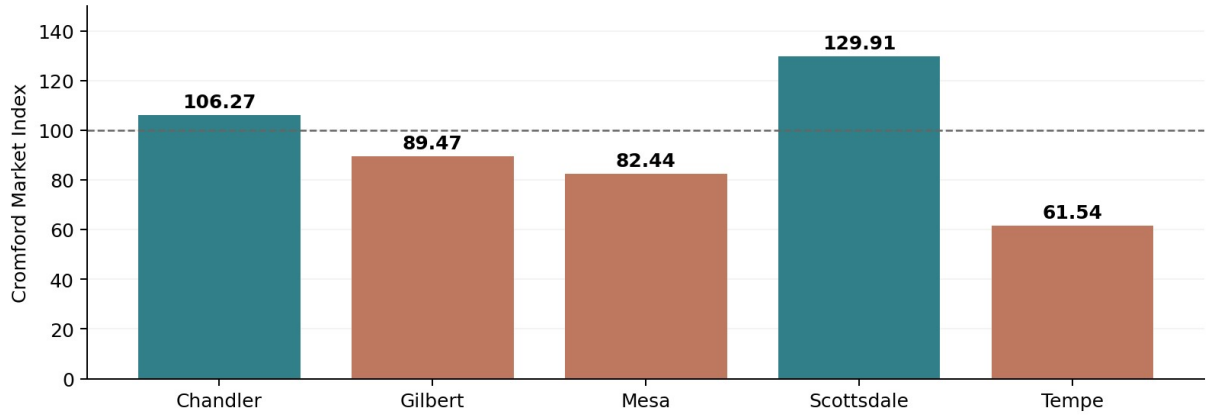
Supply, Demand & Market Balance

Understanding the Cromford Market Index (CMI). The index compares housing supply with demand: 100 signals balance; above 100 generally favors sellers, while below 100 generally favors buyers. The Supply and Demand Indices show the relative strength of each side.

Scottsdale remains relatively seller-favorable, Chandler is close to balance, and Gilbert, Mesa, and especially Tempe are more buyer-favorable. This does not mean every listing in those cities behaves the same way.

City	Supply Index	Demand Index	CMI (Nov. 5)
Chandler	62.75	66.69	106.27
Gilbert	79.73	71.34	89.47
Mesa	81.15	66.89	82.44
Scottsdale	64.02	83.16	129.91
Tempe	103.56	63.73	61.54

Note: A CMI of 100 indicates balance; values above or below 100 suggest a seller- or buyer-favorable market.
Source: Cromford Report, November 5, 2026.



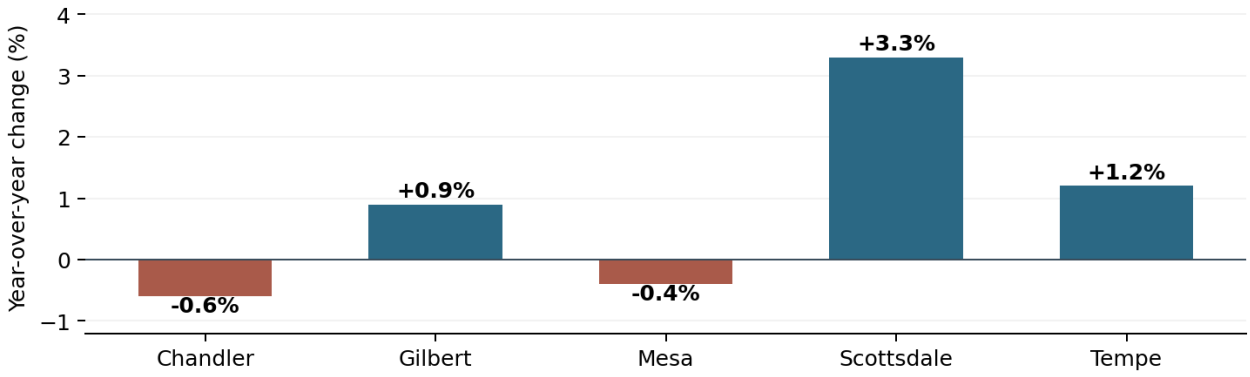
Note: The dashed line at 100 represents a balanced market.
Source: Cromford Report, November 5, 2026.

More homes competing for buyers and softer demand can mean longer marketing times, price adjustments, or seller concessions. For buyers, that may create negotiating opportunities; for sellers, realistic pricing and strong presentation become more important.

Price Performance

Understanding the Cromford Price Index. This Greater Phoenix measure tracks price changes while reducing distortions from shifts in the mix of homes sold. It is different from the median sale price.

The broader Greater Phoenix Cromford Price Index was down 2.5% from a year earlier as of November 9. That contrasts with some positive city-level annual price-per-square-foot readings, because the measures cover different geographies and use different methods.

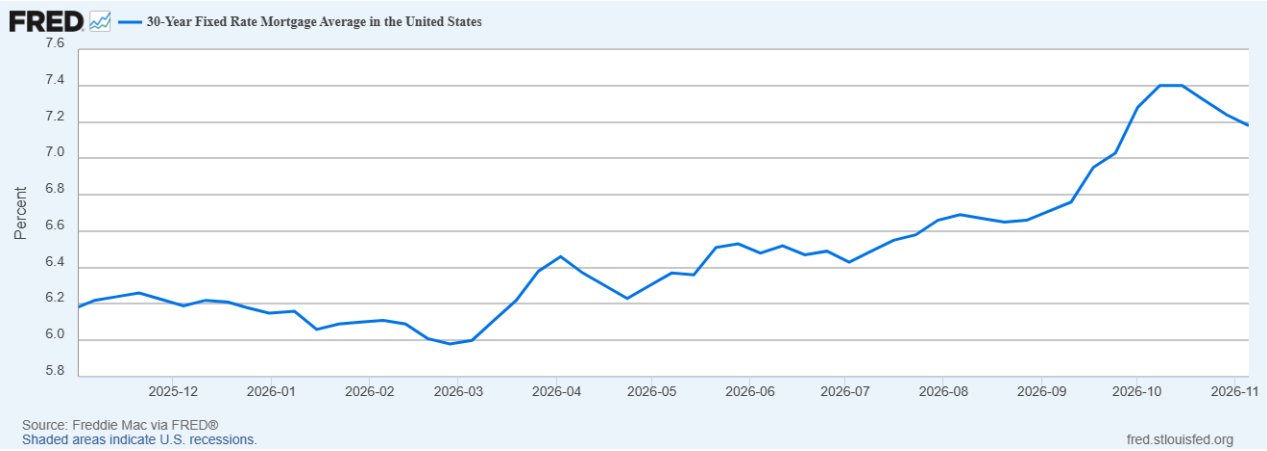


Note: Year-over-year change in the annual-average sale price per square foot.
Source: Cromford Report city snapshots, November 9, 2026; USDR calculations.

For individual buyers and sellers, recent comparable sales in the relevant neighborhood remain more useful than applying a metro-wide percentage to a particular property.

Mortgage Rates & Affordability

Freddie Mac's national 30-year fixed mortgage average rose to about 7.4% in mid-October before easing to 7.18% on November 5. Higher rates generally increase monthly payments and limit purchasing power for financed buyers. Actual loan pricing depends on the borrower, loan program, and market conditions.



Note: National average 30-year fixed mortgage rate; individual borrower rates may differ.
Source: Freddie Mac via FRED, through November 5, 2026.

A useful next step is to evaluate the full monthly housing payment and financing options—not simply compare home prices or headline rates.

Single-Family Rental Market

Two views of the rental market. October signed leases show completed rental activity; active listings show available competition on November 10. Days on Market (DOM) is the MLS-reported marketing time in days. Median DOM is the middle value, not the average.

City	Active SFH listings	October leases	Median leased rent	Median DOM (days)
Chandler	160	86	$2,408	27
Gilbert	196	97	$2,300	24
Mesa	140	88	$2,198	31
Scottsdale	254	93	$3,650	48
Tempe	101	39	$2,450	49

Note: 403 leases signed in October; 851 active single-family detached rental listings as of November 10.
Source: ARMLS, October 2026 closed rentals and November 10, 2026 active inventory.

Gilbert recorded the shortest median leasing time (24 days) and the most reported October leases (97). But a citywide median is not a promise that an individual home will lease in 24 days. Pricing, neighborhood competition, floor plan, condition, amenities, and tenant preferences can all change the outcome.

Scottsdale's higher rents reflect a different property mix, including luxury and seasonal offerings. Its figures should not be interpreted as directly comparable with every other city.

What We're Watching

Over the coming months, we will watch whether buyer demand stabilizes, whether available housing inventory continues to rise, and whether price adjustments become more common. For rentals, we will monitor achieved rents, marketing times, and competing active listings—not just asking prices.

From Market Intelligence to Investment Decisions

Market intelligence helps identify trends, risks, and opportunities. However, market averages do not tell the whole story. Every property is unique, and sound investment decisions require a closer examination of location, comparable properties, market competition, property characteristics, financing, and individual investment objectives.

Our approach at U.S. Delta Realty is simple: Use market intelligence to identify opportunities, then apply property-level analysis to support smarter real estate and financing decisions.

Sources & Methodology

Housing Market: Cromford Report market indicators and pricing statistics for Greater Phoenix and the five selected cities. City-level readings reflect the November 2026 observation dates noted in the report.

Rental Market: ARMLS-reported single-family detached rentals. October leasing activity is based on Closed listings with October Lease Sign Dates; active rental inventory reflects a November 10, 2026 snapshot. MLS data may not represent all rental transactions.

Mortgage Rates: Freddie Mac's Primary Mortgage Market Survey, reflecting published national 30-year fixed mortgage rate averages.

Market statistics may be revised and should be interpreted in context. Property-specific analysis is recommended before making investment decisions.

Helping You Make Smarter Real Estate & Financing Decisions.