

November 2024

Monthly Research Update

National Association of REALTORS®
Research Group



NATIONAL
ASSOCIATION OF
REALTORS®

Event Highlight: Real Estate Forecast Summit

On **December 12, 2024, from 1:00 – 2:30 p.m. ET**, NAR will hold a free virtual economic and real estate summit that will provide a year-end review of 2024 and an outlook on the real estate market and the economy for 2025.

A recording of the event will be made available to REALTORS® as a value-added resource to be used in discussing and strategizing about the market with clients. Registered attendees will receive an email with a link to the recording as soon as it is available. The recording will also be posted on nar.realtor and on NAR's Research social media account pages.

- [Visit the Forecast Summit page for more information on speakers and agenda](#)
- [Register to attend \(free\) here](#)



Data

Existing-Home Sales - Existing-home sales rose in October. Sales improved in all four major U.S. regions. Year-over-year, sales elevated in three regions but were unchanged in the Northeast. Total existing-home sales expanded 3.4% from September to a seasonally adjusted annual rate of 3.96 million in October. Year-over-year, sales progressed 2.9% (up from 3.85 million in October 2023).

Pending Home Sales - Pending home sales ascended in October – the third consecutive month of increases. All four major U.S. regions experienced month-over-month gains in transactions, with the Northeast leading the way. Year-over-year, contract signings increased in all four U.S. regions, led by the West. The Pending Home Sales Index (PHSI) elevated 2.0% to 77.4 in October. Year-over-year, pending transactions expanded 5.4%. An index of 100 is equal to the level of contract activity in 2001.

Housing Affordability Index – Housing affordability rose to 105.5 in September from 99.1 in August. An index above 100 means that a family with a median income has more than the income required to afford a median-priced home.

REALTORS® Confidence Index – 59% of respondents reported that properties sold in less than one month. This is up slightly from a month ago (57%) and down from 66% in October 2023. First-time buyers represented 27% of buyers, up slightly from last month and down from 28% in October 2023. 27% of buyers had all-cash sales, down from 30% one month ago and 29% one year ago.



Reports

[2024 Profile of Home Buyers and Sellers](#)

For most home buyers, the purchase of real estate is one of the largest financial transactions they will make. Buyers purchase a home not only because of the desire to own a home but also because of changes in jobs, family situations, and the need for a smaller or larger living area. This annual survey is conducted by the NATIONAL ASSOCIATION OF REALTORS® of recent home buyers.

[2024 Migration Trends Report](#)

With rapidly changing buyer preferences and abilities, there has been a lot of migration within the United States over the past few years. As seen in the chart to the right, southern states such as Florida, Texas, and the Carolinas have been big winners in these domestic migration patterns, largely led by more affordable conditions and opportunities. According to U.S. Census Bureau data, 42% of these moves were driven by housing reasons, 26% for family reasons, 16% for employment reasons, and only one percent moved due to climate-related reasons.

[October 2024 Foot Traffic](#)

October 2024 U.S. showings were up 7% year-over-year, with 688,096 showings, according to data from SentiLock, LLC., a lockbox company. The pace of showing activity has declined compared to last month, September 2024.

[October 2024 Commercial Market Insights](#)

Demand for office space has improved, but additional supply has kept office vacancy rates at record highs. The retail sector remained tight due to limited new supply, while the industrial vacancy rate has steadily increased over the past couple of years, further decelerating rent growth for industrial spaces. Nevertheless, the multifamily sector continues to experience a robust rebound, with demand approaching the record-high levels seen in 2021.

[Residential Real Estate Market Snapshot](#) - The Residential Real Estate Market Snapshot Report, updated monthly, provides important insight into the economic indicators that affect the housing market, such as interest rates, mortgage rates, employment, and inflation. In the aftermath of the Federal Reserve's first rate cut since August 2023, both economic growth and inflation have decelerated, which led to another decline in mortgage rates. In September, mortgage interest rates fell further month-over-month, maintaining their level well below the historical average (since 1971) of 7.7%. Meanwhile, inventory has steadily increased since the beginning of the year, providing homebuyers with a wider range of options. This combination of lower mortgage rates and steadily increasing housing inventory is expected to attract more homebuyers to the market in the upcoming quarter.

Articles on the Economy

[Signs of Optimism: Where Office Net Absorption Has Turned Positive](#)

Let's take a closer look at the timeline of the office sector's journey through the pandemic and beyond.

[The Top 10 Highlights from NAR's 2024 Profile of Home Buyers and Sellers](#)

Gain insight into the current residential market with these key findings from the 2024 Profile of Home Buyers and Sellers.

[Q&A Corner: 2024 Profile of Home Buyers and Sellers](#)

Each year's report tells a different story, but this one provides a complicated look into a challenging housing market.

[Housing Shortage Tracker Insights: Inventory Improving, Yet Falling Short of Demand in Key Markets](#)

The Q3 2024 U.S. housing market struggled with housing affordability, as median home prices nationwide remained higher than last year's.



Instant Reactions

[Instant Reaction: Mortgage Rates, November 14, 2024](#)

The average 30-year fixed mortgage rate from Freddie Mac was essentially flat at 6.78% from 6.79% last week.

[Instant Reaction: Inflation, November 13, 2024](#)

The overall trend in consumer price inflation is towards stabilizing prices and away from the shock of the 10% killer inflation seen two years ago.

[Instant Reaction: Jobs, November 1, 2024](#)

Job additions in October were light, with only a 12,000 net gain, but this could partly be attributed to the impact of recent hurricanes.

[Instant Reaction: Mortgage Rates, October 31, 2024](#)

The average 30-year fixed mortgage rate from Freddie Mac grew to 6.72% from 6.54% last week.

