

**Dr. Jessica Lautz**  
**VP, Demographics & Behavioral Insights**



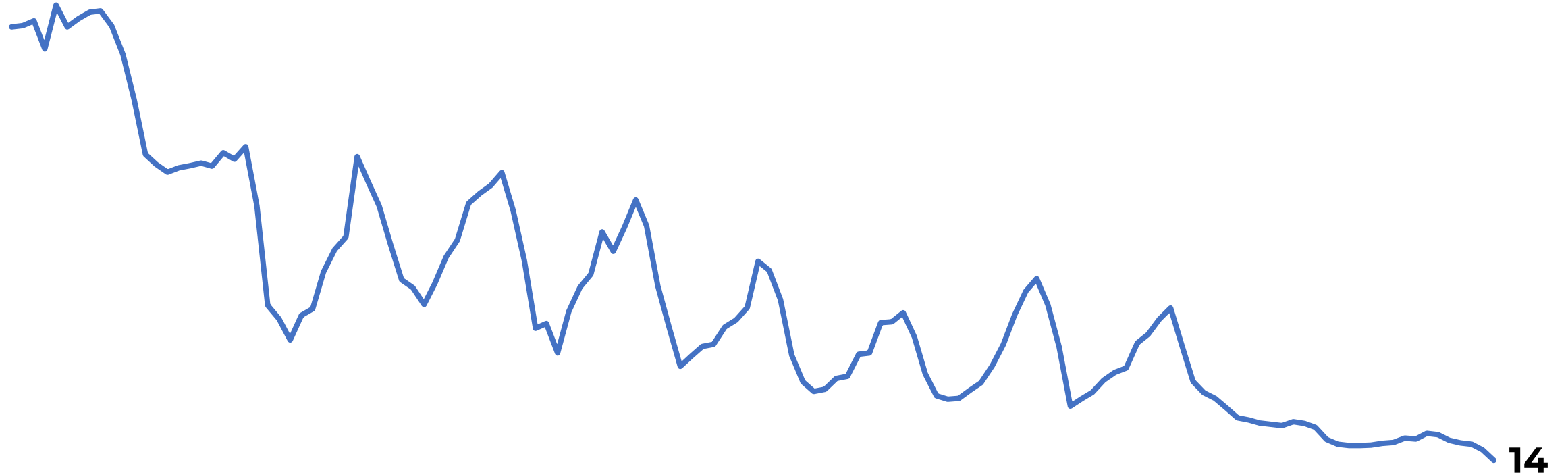
# REALTORS® Current Experiences



# Median Days on Market Record Low

120

101



0

201105

202206

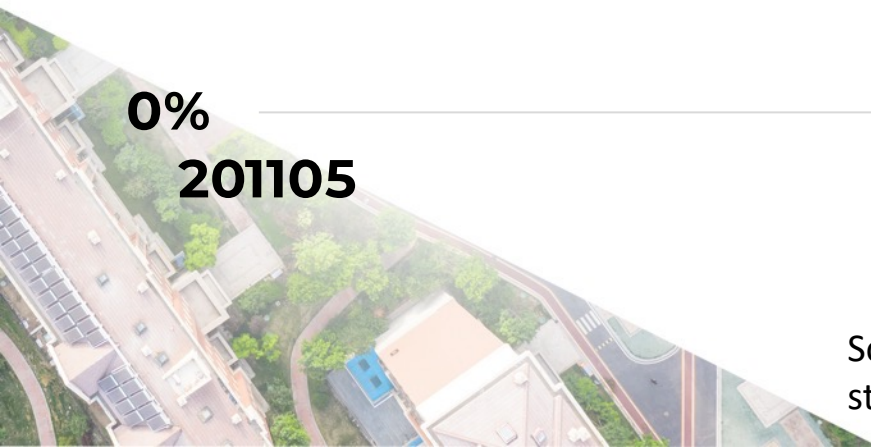
14



Source: REALTORS® Confidence Index: [www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index](http://www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index)

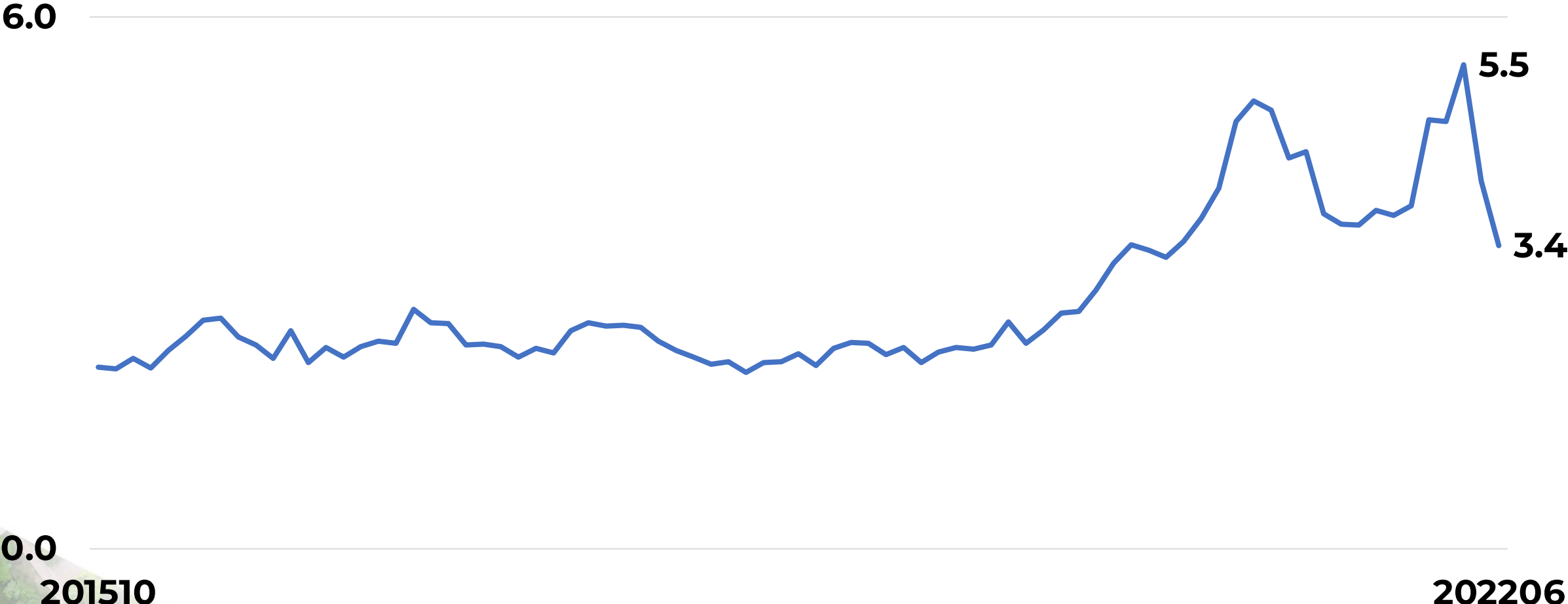


# Share Homes Selling Under a Month



Source: REALTORS® Confidence Index: [www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index](http://www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index)

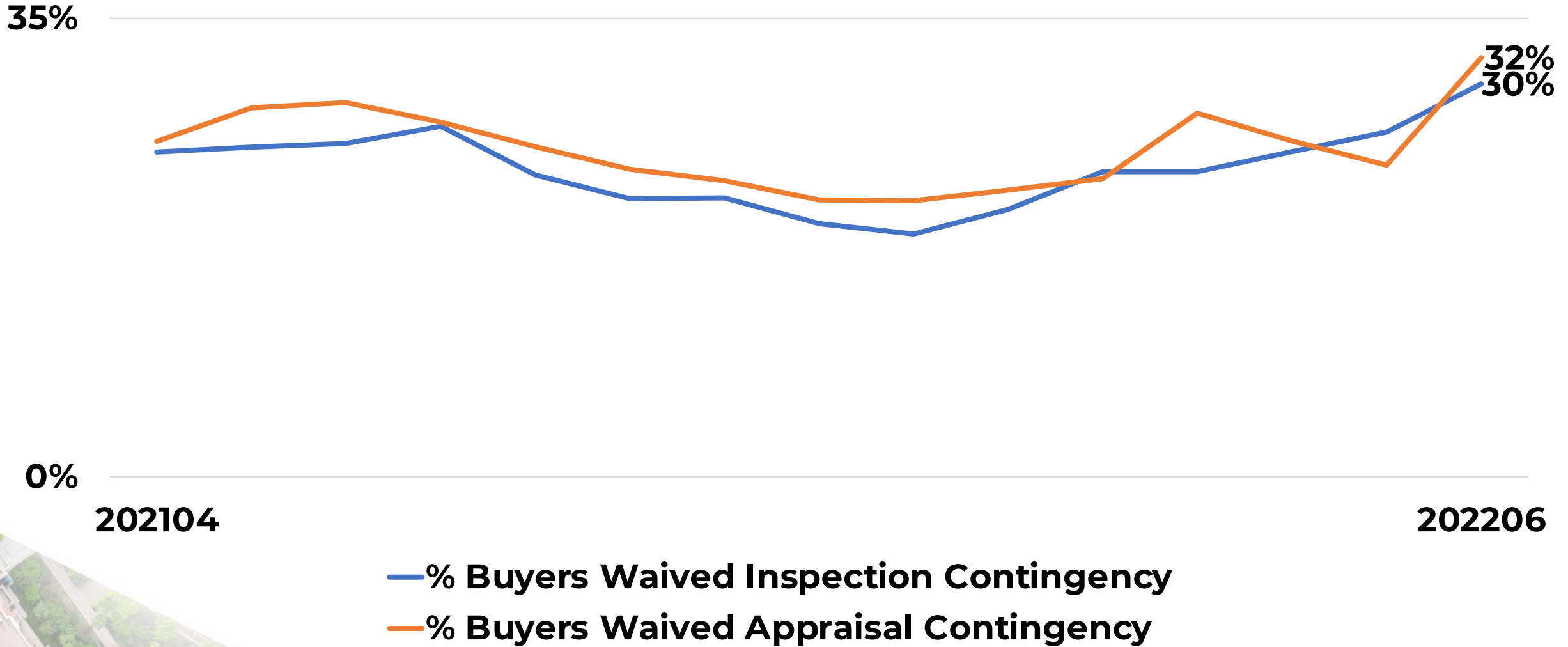
# Average Number of Offers Received on Most Recent Sale



Source: REALTORS® Confidence Index: [www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index](http://www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index)

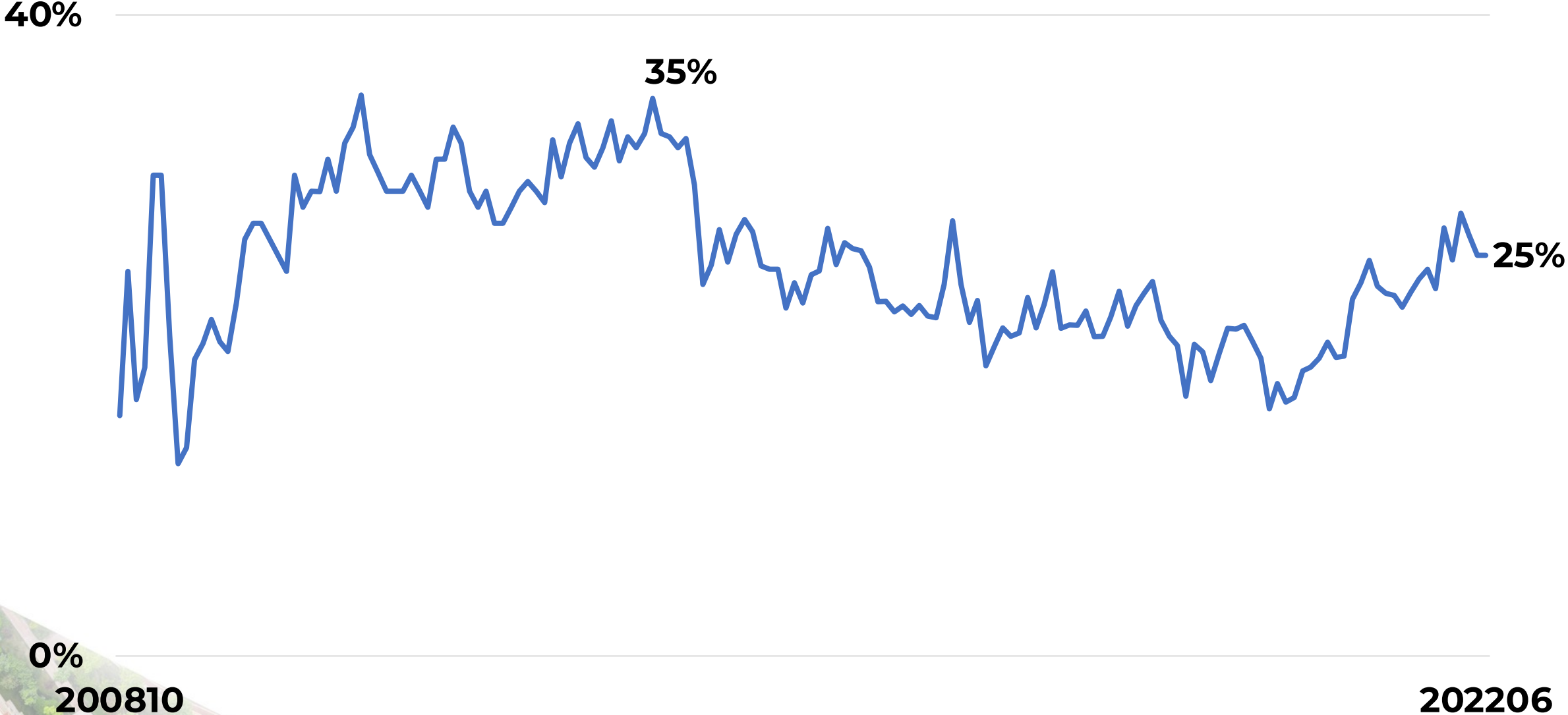


# Buyers Waived Contingency



Source: REALTORS® Confidence Index: [www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index](http://www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index)

# Share All-Cash Buyers



Source: REALTORS® Confidence Index: [www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index](http://www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index)

# Share Non-Primary Residence Buyers (Vacation or Small Investors)



Source: REALTORS® Confidence Index: [www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index](http://www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index)



# First-time Buyers Still Suppressed



Source: REALTORS® Confidence Index: [www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index](http://www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index)

# Share Distressed Sales (Foreclosures/Short Sales)



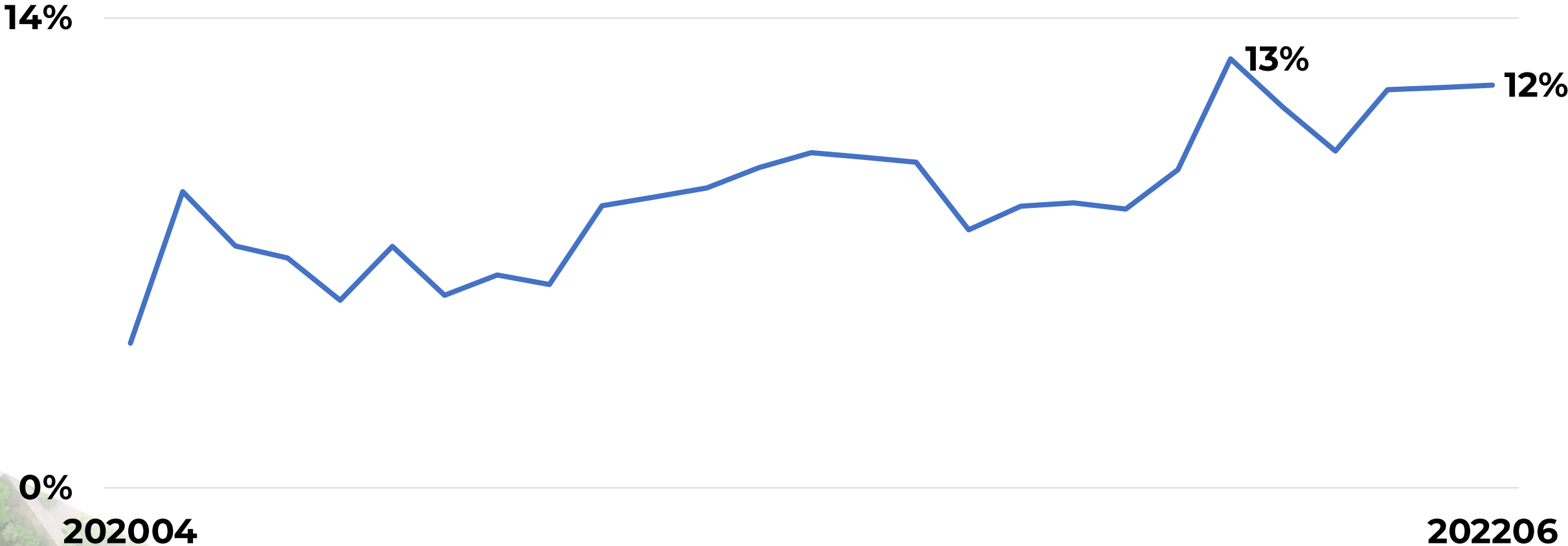
Source: REALTORS® Confidence Index: [www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index](http://www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index)



# Market Opportunities Right Now



# 1. Buyers Purchased a Property Based on Virtual Tour/Showing/Open House Only



Source: REALTORS® Confidence Index: [www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index](http://www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index)



## 2. Remote Work Continues to Influence Trends



85%  
purchasing  
outside city  
centers

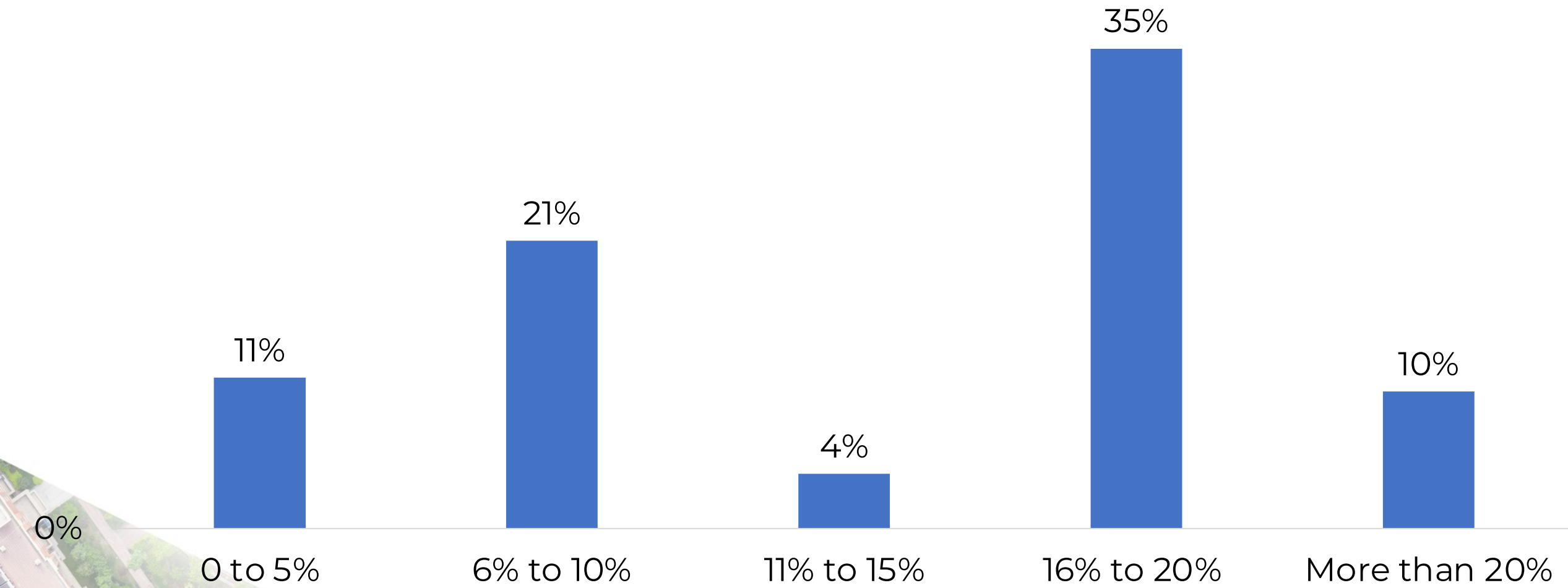
34% buyers  
want work-  
from-home  
features



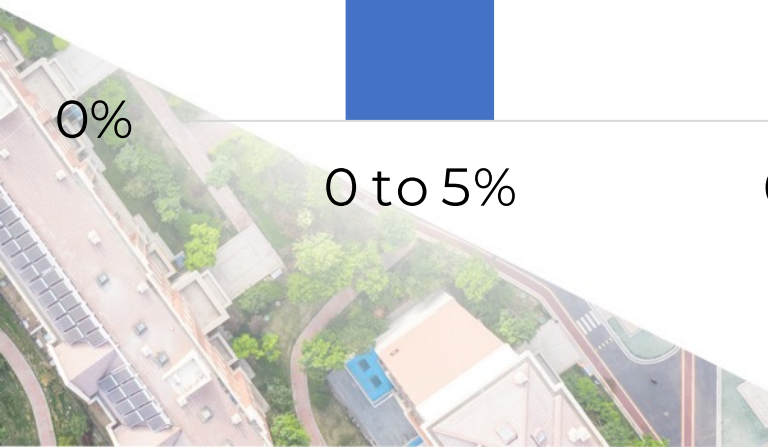
Source: REALTORS® Confidence Index: [www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index](http://www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index)

### 3. Consumer Belief of the Typical Downpayment

40%



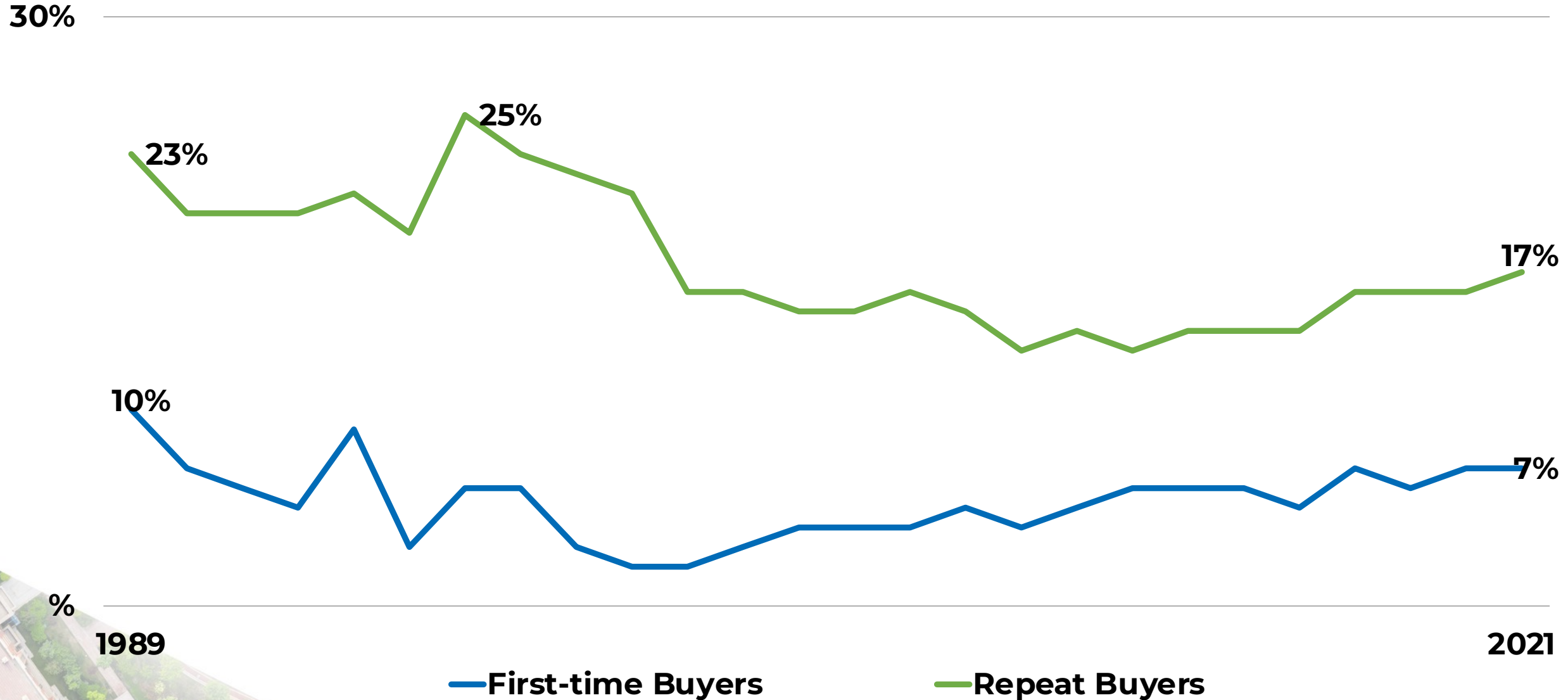
0%



Source: Downpayment Expectations and Hurdles to Homeownership:  
[www.nar.realtor/research-and-statistics/research-reports/downpayment-expectations-and-hurdles-to-homeownership](http://www.nar.realtor/research-and-statistics/research-reports/downpayment-expectations-and-hurdles-to-homeownership)



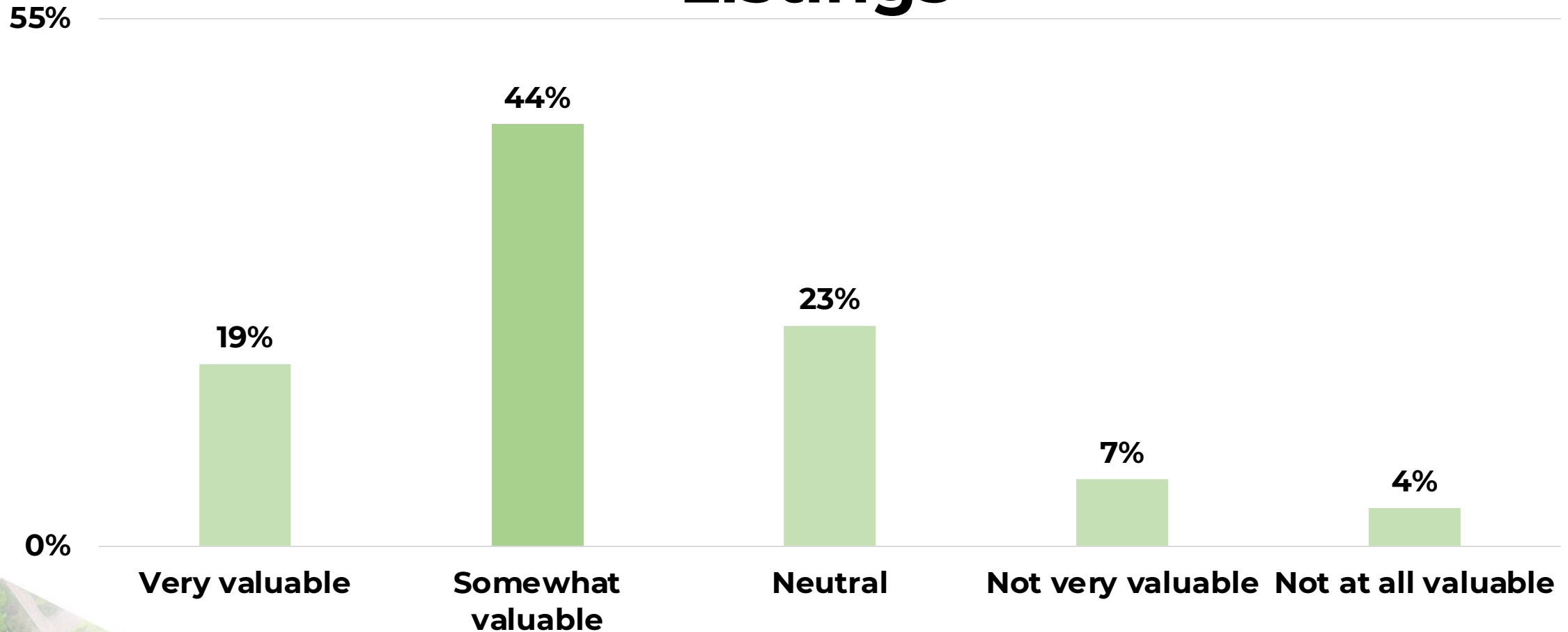
# Typical Downpayment Among Home Buyers



Source: Profile of Home Buyers and Sellers: [www.nar.realtor/research-and-statistics/research-reports/highlights-from-the-profile-of-home-buyers-and-sellers](http://www.nar.realtor/research-and-statistics/research-reports/highlights-from-the-profile-of-home-buyers-and-sellers)




# 4. Value in Promoting Energy Efficiency in Listings



Source: REALTORS® and Sustainability: [www.nar.realtor/research-and-statistics/research-reports/realtors-and-sustainability](http://www.nar.realtor/research-and-statistics/research-reports/realtors-and-sustainability)



# 5. Buyer Wants vs Reality



7 in 10 importance:  
heating/cooling,  
windows & doors,  
insulation, lighting,  
appliances

Typical home  
purchased:  
29 years old

Source: Profile of Home Buyers and Sellers: [www.nar.realtor/research-and-statistics/research-reports/highlights-from-the-profile-of-home-buyers-and-sellers](http://www.nar.realtor/research-and-statistics/research-reports/highlights-from-the-profile-of-home-buyers-and-sellers)

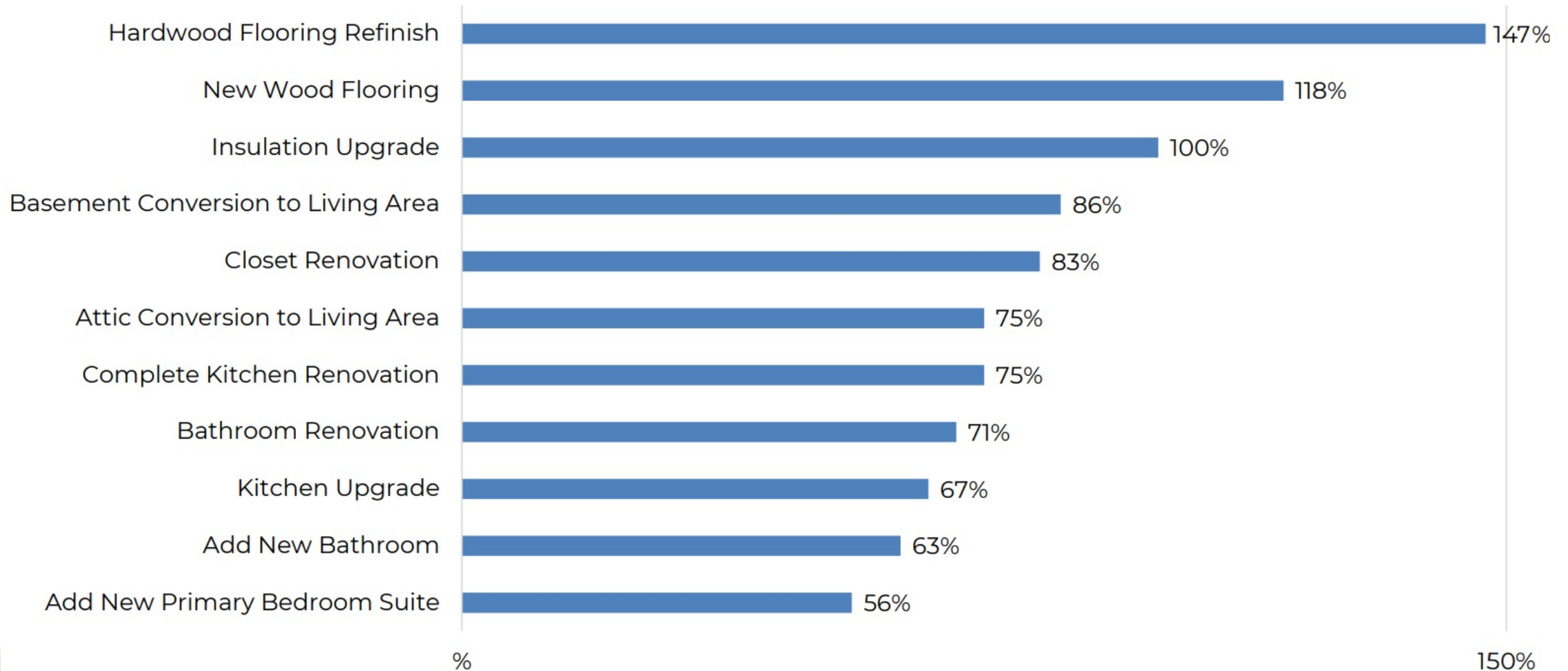
# 1 in 5 Millennial and Gen Xer Buyers Compromise on the Condition of the Home

Source: Home Buyers and Sellers Generational Trends:

[www.nar.realtor/research-and-statistics/research-reports/home-buyer-and-seller-generational-trends](http://www.nar.realtor/research-and-statistics/research-reports/home-buyer-and-seller-generational-trends)

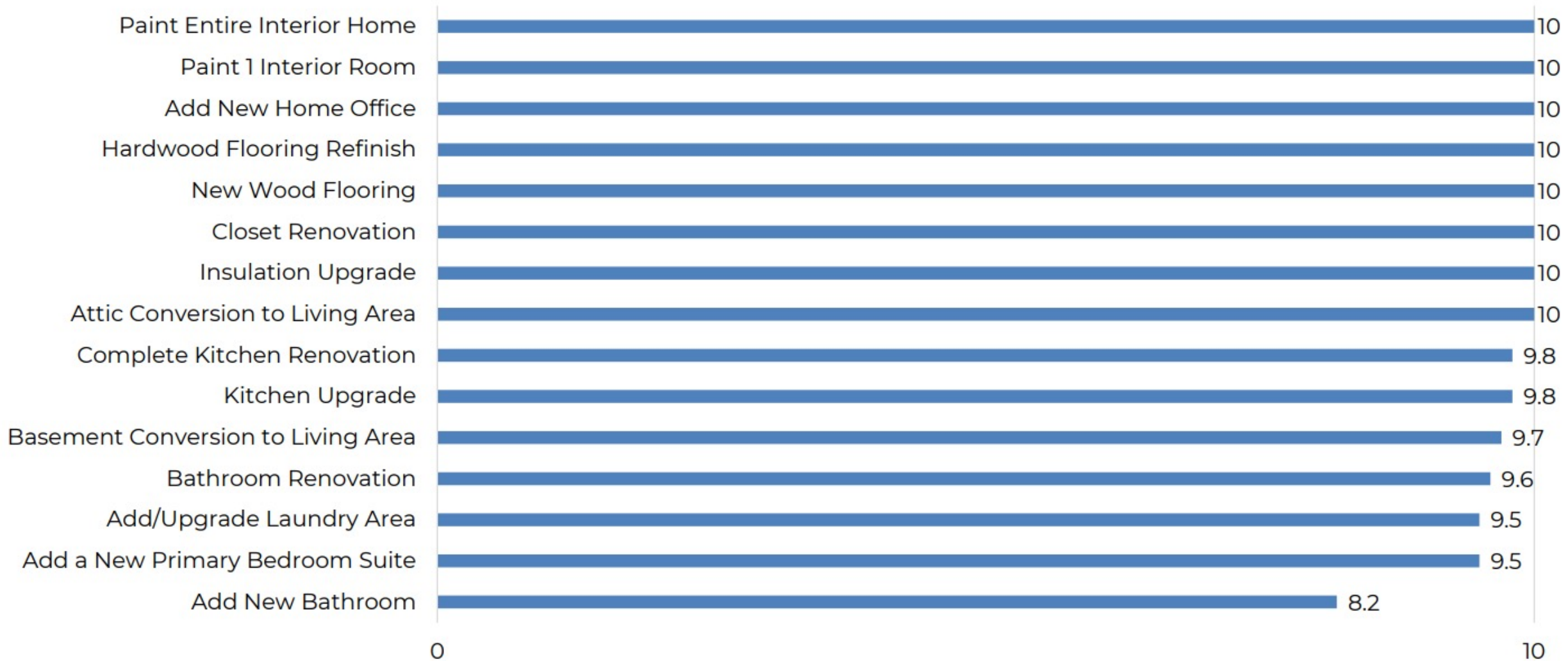


# Cost Recovery on Remodeling Projects



Source: Remodeling Impact: [www.nar.realtor/research-and-statistics/research-reports/remodeling-impact](http://www.nar.realtor/research-and-statistics/research-reports/remodeling-impact)

# Joy Score on Remodeling Projects



Source: Remodeling Impact: [www.nar.realtor/research-and-statistics/research-reports/remodeling-impact](http://www.nar.realtor/research-and-statistics/research-reports/remodeling-impact)

# THANK YOU



NARdotRealtor



nar.realtor

#NARForecastSummit

THAT'S WHO WE 

 NATIONAL  
ASSOCIATION OF  
REALTORS®