

April 2023

REALTORS[®] CONFIDENCE INDEX SURVEY

National Association of REALTORS[®]
Research Group



NATIONAL
ASSOCIATION OF
REALTORS[®]

REALTORS® CONFIDENCE INDEX SURVEY

Time on market declines to 22 days from 29 days.

The Market Outlook of the REALTORS® Confidence Index for buyers and sellers remained virtually unchanged in April 2023:

- 22% of respondents expect a year-over-year increase in buyer traffic in the next three months, similar to one month and one year ago.
- 16% of respondents expect a year-over-year increase in seller traffic in the next three months, a slight increase from 12% last month and down from 22% in April 2022.

With supply still limited relative to demand, 33% of homes sold above list price, up from 28% last month but down from 61% a year ago:

- 73% of respondents reported that properties sold in less than one month. This is up from 65% a month ago and down from 88% in April 2022.
- Homes listed received an average of 3.1 offers, virtually unchanged from 3.2 last month and down from 5.5 offers in April 2022.
- Due to the lack of housing inventory, the pace of the market, and the use of technology, 8% of buyers purchased a home based only on a virtual tour, showing, or open house without physically seeing the home. Unchanged from one month ago and down from one year ago.

Contracts typically closed in 30 days, the same as last month and one year ago. But some faced delays or termination:

- 4% of contracts were terminated in the last three months, about the same as one month and down from one year ago.
- 11% of contracts had delayed settlements in the past three months, nearly unchanged from last month and down from 18% a year ago.
- 7% of contracts had delayed settlement due to appraisal issues, up slightly from 5% last month and down from 10% one year ago.

First-time buyers represented 29% of buyers, virtually flat compared to March 2023 and April 2022. Among buyers:

- 17% purchased for non-primary residence use, unchanged from last month and one year ago.
- 7% were purchased for vacation use, up slightly from one month ago and one year ago.
- 1% of sellers sold to an iBuyer, similar to one month and one year ago.
- 1% of sales were distressed, similar to one month and one year ago.

Contract activity remains competitive:

- 28% of buyers had all-cash sales, nearly unchanged from 27% last month and 26% in April 2022.
- 21% of buyers waived the inspection contingency, unchanged from one month ago and down from 25% from one year ago.
- 18% of buyers waived the appraisal contingency, unchanged from 19% a month ago and down from 26% a year ago.

Buyers continue to look outside of city centers for the majority of their activity at 84%.

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April 2023 REALTORS® Confidence Index Survey Highlights

| Market Outlook | Apr-23 | Mar-23 | Apr-22 |
|--|--------|--------|--------|
| Percent of respondents who expect a year-over-year increase in buyer traffic in next 3 months | 22% | 21% | 23% |
| Percent of respondents who expect a year-over-year increase in seller traffic in next 3 months | 16% | 12% | 22% |
| | | | |
| Key Market Indicators | Apr-23 | Mar-23 | Apr-22 |
| Median days on market/3 | 22 | 29 | 17 |
| Percent of properties sold in less than 1 month | 73% | 65% | 88% |
| First-time homebuyers, as percent of sales | 29% | 28% | 28% |
| Sales for non-primary residence use, as a percent of sales /1 | 17% | 17% | 17% |
| Sales intended for vacation use, as a percent of sales /1 | 7% | 5% | 6% |
| Cash sales, as percent of sales | 28% | 27% | 26% |
| Distressed sales, as percent of sales | 1% | 1% | 1% |
| Average number of offers received on the most recent sale | 3.1 | 3.2 | 5.5 |
| Percent of properties sold above the list price | 33% | 28% | 61% |
| | | | |
| Other Market Indicators | Apr-23 | Mar-23 | Apr-22 |
| Percent of buyers who waived inspection contingency | 21% | 22% | 25% |
| Percent of buyers who waived appraisal contingency | 18% | 19% | 26% |
| Percent of buyers who purchased property based on virtual tour/showing/open house only | 8% | 7% | 12% |
| Percent of buyers who purchased in a suburban, small town, rural, or resort area | 84% | 87% | 87% |
| Percent of respondents who had a potential buyer looking for work-from-home features /2 | 31% | 38% | 57% |
| Percent of sellers represented by Realtors® who sold the property to an iBuyer | 1% | 2% | 1% |
| Median days to close | 30 | 30 | 30 |
| Percent of contracts in the past 3 months that were terminated | 4% | 5% | 7% |
| Percent of contracts in the past 3 months that had delayed settlement | 11% | 12% | 18% |
| Percent of contracts with a delayed settlement that had appraisal issues | 7% | 5% | 10% |

/1 Non-primary residence use refers to vacation use or residential rental.

/2 In the past iterations of the survey, this was asked of both buyers' and sellers' agents. As of June 2022, the survey only asks the question of buyers' agents.

/3 Data estimated based on FIC monthly survey and MLS data.

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About the RCI Survey

- The *RCI Survey* gathers information from REALTORS® about local market conditions based on their client interactions and the characteristics of their most recent sales for the month.
- The April 2023 survey was sent to 50,000 REALTORS® who were selected from NAR's more than 1.5 million members through simple random sampling and to 5,148 respondents in the previous three surveys who provided their email addresses.
- There were 1,889 respondents to the online survey, which ran from May 1-16, 2023, of which 831 had a client in the last month. Among those who had a client, the survey's maximum margin of error for proportion estimates is nearly 3% at the 95 percent confidence level.

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The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict Code of Ethics.

Working for America's property owners, the National Association provides a facility for professional development, research and exchange of information among its members and to the public and government for the purpose of preserving the free enterprise system and the right to own real property.

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