The REALTORS® Confidence Index (RCI) survey gathers on-the-ground information from REALTORS® based on their real estate transactions in the month. This report presents key results about August 2020 market transactions.

Several metrics indicate the continued rebound of the housing market in August. The REALTORS® Buyer Traffic Index improved in August to 76 (very strong conditions) after reaching 71 (moderately strong conditions) in July. First-time buyers accounted for 33% of existing home sales. Properties typically sold in 22 days. REALTORS® reported conducting more home tours, with an average of four in-person home tours, almost twice the average number of two listings. Every home sold had three offers. On average, REALTORS® expect sales in the next three months to slightly increase from last year’s sales level.

<table>
<thead>
<tr>
<th>Key Market Indicators</th>
<th>Aug-20</th>
<th>Jul-20</th>
<th>Aug-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>RCI Buyer Traffic Index</td>
<td>76</td>
<td>71</td>
<td>55</td>
</tr>
<tr>
<td>RCI Seller Traffic Index</td>
<td>45</td>
<td>40</td>
<td>45</td>
</tr>
<tr>
<td>RCI Buyer Traffic Index: 3-Month Outlook</td>
<td>69</td>
<td>66</td>
<td>-</td>
</tr>
<tr>
<td>RCI Seller Traffic Index: 3-Month Outlook</td>
<td>48</td>
<td>46</td>
<td>-</td>
</tr>
<tr>
<td>Median days on market</td>
<td>22</td>
<td>22</td>
<td>31</td>
</tr>
<tr>
<td>Percent of properties sold in less than 1 month</td>
<td>63</td>
<td>68</td>
<td>49</td>
</tr>
<tr>
<td>First-time homebuyers, as percent of sales</td>
<td>33</td>
<td>34</td>
<td>31</td>
</tr>
<tr>
<td>Sales for non-primary residence use, as a percent of sales</td>
<td>14</td>
<td>15</td>
<td>14</td>
</tr>
<tr>
<td>Cash sales, as percent of sales</td>
<td>18</td>
<td>16</td>
<td>13</td>
</tr>
<tr>
<td>Distressed sales, as percent of sales</td>
<td>1</td>
<td>1</td>
<td>2</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Market Outlook</th>
<th>Aug-20</th>
<th>Jul-20</th>
<th>Aug-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expected change in home sales in the next 3 months vs. same period one year ago</td>
<td>0.5</td>
<td>-0.1</td>
<td>-</td>
</tr>
<tr>
<td>Expected change in home prices in the next 3 months vs. same period one year ago</td>
<td>1.9</td>
<td>1.7</td>
<td>-</td>
</tr>
<tr>
<td>Expected change in home prices in the next 12 months from current month</td>
<td>1.4</td>
<td>1.3</td>
<td>1.4</td>
</tr>
<tr>
<td>Percent of respondents who expect an increase in buyer traffic in next 3 months</td>
<td>48</td>
<td>46</td>
<td>-</td>
</tr>
<tr>
<td>Percent of respondents who expect an increase in seller traffic in next 3 months</td>
<td>25</td>
<td>24</td>
<td>-</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Other Market Indicators</th>
<th>Aug-20</th>
<th>Jul-20</th>
<th>Aug-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median days to close</td>
<td>30</td>
<td>30</td>
<td>30</td>
</tr>
<tr>
<td>Average number of offers received on the most recent sale</td>
<td>3.2</td>
<td>2.9</td>
<td>2.3</td>
</tr>
<tr>
<td>Percent of buyers who purchased property based on virtual tour/showing/open house only</td>
<td>6</td>
<td>7</td>
<td>-</td>
</tr>
<tr>
<td>Percent of sellers who sold property based on virtual tour/showing/open house only</td>
<td>6</td>
<td>7</td>
<td>-</td>
</tr>
<tr>
<td>Average number of new listings in the month per agent</td>
<td>1.8</td>
<td>1.8</td>
<td>1.5</td>
</tr>
<tr>
<td>Average number of clients taken on a home tour by agent</td>
<td>4.1</td>
<td>4.1</td>
<td>5.2</td>
</tr>
<tr>
<td>Average number of clients taken on a virtual tour/showing/open house</td>
<td>1.5</td>
<td>1.3</td>
<td>-</td>
</tr>
<tr>
<td>Percent of buyers who purchased in a suburban area</td>
<td>51</td>
<td>51</td>
<td>53</td>
</tr>
<tr>
<td>Percent of first-time buyers who put down less than 20% down payment</td>
<td>74</td>
<td>77</td>
<td>71</td>
</tr>
<tr>
<td>Percent of contracts in the past 3 months that were terminated</td>
<td>6</td>
<td>6</td>
<td>4</td>
</tr>
<tr>
<td>Percent of contracts in the past 3 months that had delayed settlement</td>
<td>27</td>
<td>27</td>
<td>23</td>
</tr>
<tr>
<td>Percent of buyers who were renting before purchasing a home</td>
<td>44</td>
<td>46</td>
<td>42</td>
</tr>
</tbody>
</table>

1 An index greater than 50 means more respondents reported conditions as “strong” compared to one year ago than “weak.” An index of 50 indicates a balance of respondents who viewed conditions as “strong” or “weak.”

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Real Estate Market Expectations

SALES VOLUME: 3 MONTH OUTLOOK

- Fall More than 20%: 14%
- Fall 11% to 20%: 7%
- Fall 6% to 10%: 4%
- Fall 1% to 5%: 8%
- Stays the same: 15%
- Rise 1% to 5%: 26%
- Rise 6% to 10%: 11%
- Rise 11% to 20%: 8%
- Rise More than 20%: 6%

PRICE EXPECTATIONS: 3 MONTH OUTLOOK

- Fall More than 20%: 5%
- Fall 11% to 20%: 3%
- Fall 6% to 10%: 9%
- Fall 1% to 5%: 6%
- Stays the same: 17%
- Rise 1% to 5%: 41%
- Rise 6% to 10%: 14%
- Rise 11% to 20%: 9%
- Rise More than 20%: 3%

REALTORS® MEDIAN EXPECTED PRICE CHANGE WITHIN THE NEXT 3 MONTHS, Y/Y PERCENT CHANGE

- Median Expected Price Change: 1.9%

REALTORS® MEDIAN EXPECTED SALES CHANGE WITHIN THE NEXT 3 MONTHS, Y/Y PERCENT CHANGE

- Median Expected Sales Change: 0.5%

REALTORS® MEDIAN EXPECTED SALES CHANGE WITHIN THE NEXT 3 MONTHS, Y/Y PERCENT CHANGE

- Median Expected Sales Change: 0.5%

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REALTORS® MEDIAN EXPECTED SALES CHANGE WITHIN THE NEXT 3 MONTHS, Y/Y PERCENT CHANGE

- Median Expected Sales Change: 0.5%
Market Conditions

REALTORS® BUYER TRAFFIC INDEX

REALTORS® SELLER TRAFFIC INDEX

REALTORS® BUYER AND SELLER TRAFFIC INDICES

MEDIAN DAYS ON THE MARKET

FIRST-TIME BUYERS AS PERCENTAGE OF RESIDENTIAL SALES

22 DAYS

33%
Market Conditions

NON-CASH BUYERS WHO PUT DOWN LESS THAN 20 PERCENT FOR DOWN PAYMENT

CASH SALES AS PERCENTAGE OF RESIDENTIAL SALES

DISTRESSED PROPERTY SALES BY PROPERTY TYPE

LIVING STATUS OF HOMEBUYERS
At the Time of Purchase

AVERAGE NUMBER OF OFFERS RECEIVED ON THE MOST RECENT CLOSED SALE

AVERAGE NUMBER OF CLIENTS TAKEN ON A HOME TOUR BY AGENT

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Issues Affecting Buyers and Sellers

CONTRACT SETTLEMENT

- **Contract Was Settled on Time**: 66%
- **Contract Was Delayed but Eventually Went into Settlement**: 27%
- **Contract Was Terminated**: 6%

**PROBLEMS ENCOUNTERED FOR DELAYED CONTRACT**

- Issues Related to Obtaining Financing: 27%
- Appraisal Issues: 22%
- Home Inspection/Environmental Issues: 9%
- Titling/Deed Issues: 6%
- Issues in Buy/Sell Distressed Property: 2%
- Contingencies Stated in the Contract: 7%
- Home Hazard/Flood Insurance Issues: 1%
- Buyers Lost Job: 3%
- Other: 23%

**PROBLEMS ENCOUNTERED FOR TERMINATED CONTRACTS**

- Issues Related to Obtaining Financing: 11%
- Appraisal Issues: 12%
- Home Inspection/Environmental Issues: 9%
- Titling/Deed Issues: 3%
- Issues in Buy/Sell Distressed Property: 1%
- Contingencies Stated in the Contract: 3%
- Home Hazard/Flood Insurance Issues: 1%
- Buyers Lost Job: 2%
- Other: 11%

1 Multiple responses are allowed.

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REALTORS® CONFIDENCE INDEX SURVEY

Issues Affecting Buyers, Sellers, and Renters

RENT OPTIONS OFFERED TO ASSIST RESIDENTIAL TENANTS

- 29% None at all
- 19% Rent Abatement
- 35% Pay over next months
- 17% Freq smaller payment
- 0% Other options

REALTOR® CONCERNS

www.nar.realtor/research-and-statistics
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 July 2020 survey was sent to 50,000 REALTORS® who were selected from NAR’s more than 1.4 million members through simple random sampling and to 7,624 respondents in the previous three surveys who provided their email addresses.

• There were 4,818 respondents to the online survey which ran from August 1-8, 2020, of which 2,583 had a client. Among those who had a client, the survey’s maximum margin of error for proportion estimates is two percent at the 95 percent confidence level. The margins of error for subgroups are larger.

• NAR weights the responses by a factor that aligns the sample distribution of responses to the distribution of NAR membership.

The REALTORS® Confidence Index is provided by NAR solely for use as a reference. Resale of any part of this data is prohibited without NAR’s prior written consent. For questions on this report or to purchase the RCI series, please email: Data@realtors.org

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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.

NATIONAL ASSOCIATION OF REALTORS®

RESEARCH GROUP

The Mission of the National Association of REALTORS® Research Group is to collect and disseminate timely, accurate and comprehensive real estate data and to conduct economic analysis in order to inform and engage members, consumers, and policymakers and the media in a professional and accessible manner.

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