Resort and Second Home Real Estate Market Trends

Gay Cororaton
Senior Economist &
Director of Housing and Commercial Research
NAR Research Group
scororaton@nar.realtor
Resort and second home market is doing well in this pandemic environment

Share of Vacation Home Sales
(3-month rolling average)

Source: RCI Survey
NAR defines a vacation home county where seasonal housing is at least 20% of housing stock.
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Average sales increase of 48% y/y during June -Sept 2020 in Vacation Home Counties; 81% had y/y sales gains
At least 350 homes sold during June-September 2020. Data from 200 MLS boards.
High Fraction of Vacation Homes Sold in Less than One Month Compared to Past Years

Percent of Vacation Homes That Sold In Less than One Month

*Source: REALTORS® Confidence Index Surveys, October 2015-September 2020*
Average price increase of 32% y/y during June - Sept 2020 in Vacation Home Counties; 79% had y/y price gains

NAR defines a vacation home county where seasonal housing is at least 20% of housing stock.
At least 350 homes sold during June-September 2020. Data from 200 MLS boards
REALTORS® Reported Rising Sales of Recreational Land

Land Sales of REALTORS® in 2020 Q3 by Property Type (YoY % Chg)

Source: NAR 2020 Q3 Commercial Real Estate Market Survey
Working from Home: Positive Trend for Vacation Home Sales

https://www.nar.realtor/research-and-statistics/research-reports/work-from-home-counties
Decline in foreign buyer (Type A) share of second home sales

Decline in share of Type A Foreign Buyers
(3-month rolling data)

*Source: REALTORS® Confidence Index Surveys, October 2015-September 2020*
First-time buyers: 5% of vacation home buyers

Repeat buyer, 95%

First-time buyer, 5%

Cash Buyers: 49% of Second Home Buyers

Non-cash, 51%

Cash, 49%

Percent of second home buyers with mortgage who put down 20% or more

less than 20%, 19%

20% or more D/P, 81%

Average D/P: 18%

*Source: REALTORS® Confidence Index Surveys, October 2015-September 2020
Characteristics of Second Home Buyers*

Type of properties purchased by second home buyers

- Detached single-family, 61%
- Condominium/co-op ownership, 27%
- Townhouse/row house, 7%
- Cabin, 3%
- Other, 4%

Location of second homes sold

- Resort, 39%
- Suburban, 20%
- Small town, 16%
- Rural area, 15%
- Central city/urban, 11%

Foreign buyers as a Percent of Second Home Buyers

- Not a foreign buyer, 96.7%
  - Type A, 3.1%
  - Type B, 0.3%

*Source: REALTORS® Confidence Index Surveys, October 2015-September 2020
THANK YOU!

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