Making NAR Data Work For You

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First-Time Buyer Share
(Among Primary Residence Buyers)

Race/Ethnicity of Home Buyers

- White/Caucasian
- Black/African-American
- Hispanic/Latino
- Asian/Pacific Islander
- Other
Prior Living Arrangement of Recent First-time Buyers

- 1989: 21% Rented an apartment or house, 73% Owned previous residence, 4% Lived with parents, relatives or friends, 2% Other
- 2022: 27% Rented an apartment or house, 64% Owned previous residence, 3% Lived with parents, relatives or friends, 6% Other

Distance Between Home Purchased and Previous Residence

Median Expected Buyer Tenure in Home

- First-time Buyers:
  - 2007: 7
  - 2022: 18

- Repeat Buyers:
  - 2007: 10
  - 2022: 15

Profile of Home Buyers and Sellers:

Buyers Who Financed Their Home Purchase

- First-time buyers
- Repeat buyers

Buyer Use Agents

- Real estate agent/broker
- Builder/builder's agent
- Previous owner

Sellers Want a Full-Service Agents

Profile of Home Buyers and Sellers:
THANK YOU.

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