

May 2024

REALTORS[®] CONFIDENCE INDEX SURVEY

National Association of REALTORS[®]
Research Group



NATIONAL
ASSOCIATION OF
REALTORS[®]

REALTORS® CONFIDENCE INDEX SURVEY

Days on market fall to 24 days from 26; sellers received an average of 2.8 offers.

The Market Outlook from the REALTORS® Confidence Index for buyers was flat from a year ago but up for sellers:

- 20% of respondents expect a year-over-year increase in buyer traffic in the next three months, down from 22% one month ago and flat from 19% one year ago.
- 21% of respondents expect a year-over-year increase in seller traffic in the next three months, flat from 22% last month but up from 14% one year ago.

With supply still limited relative to demand, 30% of homes sold above list price, up from last month's 27% but flat from 31% a year ago:

- 67% of respondents reported that properties sold in less than one month. This is nearly flat from a month ago (68%) but down from 74% in May 2023.
- Homes listed received an average of 2.8 offers, down from 3.2 last month and from 3.3 offers one year ago.
- 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. This is up from 6% one month ago but flat from 8% one year ago.

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

- 5% of contracts were terminated in the last three months, slightly up from 4% one month ago and unchanged from one year ago.
- 13% of contracts had delayed settlements in the past three months, up slightly from 11% last month but flat from one year ago.
- 7% of contracts were delayed due to appraisal issues, virtually unchanged from last month and one year ago.

First-time buyers represented 31% of buyers, down from 33% in April 2024 but up from 28% in May 2023. Among all buyers:

- 16% purchased for non-primary residence use, flat from last month and from May 2024.
- 5% were purchased for vacation use, unchanged from one month and from one year ago.
- 1% of sellers sold to an iBuyer, unchanged from one month and one year ago.
- 2% of sales were distressed, flat from both one month and one year ago.

Contract activity remains competitive:

- 28% of buyers had all-cash sales, flat from one month ago but up from 25% one year ago.
- 22% of buyers waived the inspection contingency, up from 19% one month ago but down from 25% one year ago.
- 20% of buyers waived the appraisal contingency, up from 18% one month ago but down from 23% in May 2023.

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

REALTORS® CONFIDENCE INDEX SURVEY

May 2024 REALTORS® Confidence Index Survey Highlights			
Market Outlook	May-24	Apr-24	May-23
Percent of respondents who expect a year-over-year increase in buyer traffic in next 3	20%	22%	19%
Percent of respondents who expect a year-over-year increase in seller traffic in next 3	21%	22%	14%
Key Market Indicators	May-24	Apr-24	May-23
Median days on market/3	24	26	18
Percent of properties sold in less than 1 month	67%	68%	74%
First-time homebuyers, as percent of sales	31%	33%	28%
Sales for non-primary residence use, as a percent of sales /1	16%	16%	15%
Sales intended for vacation use, as a percent of sales /1	5%	5%	5%
Cash sales, as percent of sales	28%	28%	25%
Distressed sales, as percent of sales	2%	2%	2%
Average number of offers received on the most recent sale	2.8	3.2	3.3
Percent of properties sold above the list price	30%	27%	31%
Other Market Indicators	May-24	Apr-24	May-23
Percent of buyers who waived inspection contingency	22%	19%	25%
Percent of buyers who waived appraisal contingency	20%	18%	23%
Percent of buyers who purchased property based on virtual tour/showing/open house only	8%	6%	8%
Percent of buyers who purchased in a suburban, small town, rural, or resort area	84%	82%	85%
Percent of respondents who had a potential buyer looking for work-from-home features /2	34%	32%	37%
Percent of sellers represented by Realtors® who sold the property to an iBuyer	1%	1%	1%
Median days to close	30	30	30
Percent of contracts in the past 3 months that were terminated	5%	4%	5%
Percent of contracts in the past 3 months that had delayed settlement	13%	11%	12%
Percent of contracts with a delayed settlement that had appraisal issues	7%	6%	7%

/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 RCI monthly survey and MLS data.

REALTORS® CONFIDENCE INDEX SURVEY

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 May 2024 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 3,800 respondents in the previous three surveys who provided their email addresses.
- There were 1,537 respondents to the online survey, which ran from May 1-15, 2024, of which 791 had a client in the last month. Among those who had a client, the survey's maximum margin of error for proportion estimates is 3% at the 95 percent confidence level.

REALTORS® CONFIDENCE INDEX SURVEY



The National Association of REALTORS® is America's largest trade association, representing more than 1.5 million members, including NAR's institutes, societies and councils, involved in all aspects of the real estate industry. NAR membership includes brokers, salespeople, property managers, appraisers, counselors and others engaged in both residential and commercial real estate.

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.

NATIONAL ASSOCIATION OF REALTORS® RESEARCH GROUP

The Mission of the NATIONAL ASSOCIATION OF REALTORS® Research Group is to produce timely, data-driven market analysis and authoritative business intelligence to serve members, and inform consumers, policymakers and the media in a professional and accessible manner.

To find out about other products from NAR's Research Group, visit nar.realtor/research-and-statistics

NATIONAL ASSOCIATION OF REALTORS®

Research Group
500 New Jersey Avenue, NW
Washington, DC 20001
202-383-1000
data@nar.realtor

NAR Research Staff:

Lawrence Yun, Ph.D., *Chief Economist and Senior Vice President*
Jessica Lautz, Dr.RealEst., *Deputy Chief Economist and Vice President*
Brandi Snowden, *Director Member and Consumer Survey Research*
Meredith Dunn, *Research Manager*

©2024 National Association of REALTORS®

All Rights Reserved.

May not be reprinted in whole or in part without permission of the National Association of REALTORS®.

For reprint information, contact data@nar.realtor.