

REALTORS® CONFIDENCE INDEX SURVEY

June 2020

NATIONAL ASSOCIATION OF REALTORS®
RESEARCH GROUP



NATIONAL
ASSOCIATION OF
REALTORS®

REALTORS® CONFIDENCE INDEX SURVEY

Summary

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 June 2020 market transactions.

Several metrics indicate the continued rebound of the housing market in June. The *REALTORS® Buyer Traffic Index* improved in June to 64 (moderately strong conditions) after reaching 50 (stable conditions) in May. First-time buyers accounted for 35% of existing home sales. Properties typically sold in 24 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 nearly three offers. On average, REALTORS® expect sales in the next three months to be just about 1% below last year's sales level.

June 2020 REALTORS® Confidence Index Survey Highlights

Key Market Indicators	Jun-20	May-20	Jun-19
RCI Buyer Traffic Index / 1	64	50	64
RCI Seller Traffic Index / 1	36	30	48
Median days on market	24	26	27
Percent of properties sold in less than 1 month	62	58	56
Median days to close	30	32	30
First-time homebuyers, as percent of sales	35	34	35
Sales for non-primary residence use, as percent of Sales	9	14	10
Cash sales, as percent of sales	16	17	16
Distressed sales, as percent of sales	3	3	2

Market Outlook	Jun-20	May-20	Jun-19
Expected change in home sales in the next 3 months vs. same period one year ago	-1.4	-3.3	-
Expected change in home sales in the next 12 months vs. same period one year ago	-2.8	-4.3	-
Expected change in home prices in the next 3 months vs. same period one year ago	1.5	0.9	-
Expected change in home prices in the next 12 months from current month	1.4	1.4	2.3
Percent of respondents who expect an increase in buyer traffic in next 3 months	44	43	-
Percent of respondents who expect an increase in seller traffic in next 3 months	24	29	-

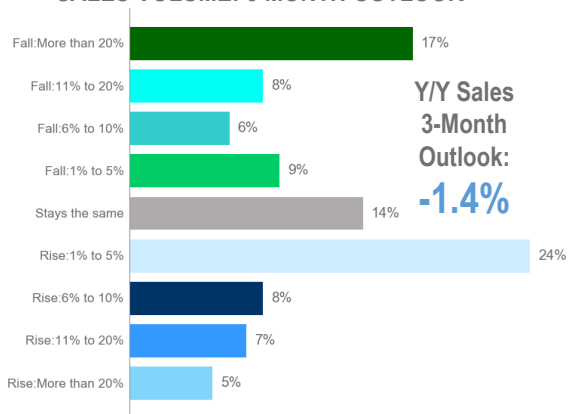
Other Market Indicators	Jun-20	May-20	Jun-19
Average number of offers received on the most recent sale	2.7	2.7	2.3
Average number of new listings in the month per agent	1.8	1.3	1.6
Average number of new purchase contracts in the month per agent	2.4	-	-
Percent of buyers who purchased property based on virtual tour/ showing/ open house only	7	9	-
Percent of sellers who sold property based on virtual tour/ showing/ open house only	6	7	-
Average number of clients taken on a home tour by agent	4.0	3.5	5.5
Average number of clients taken on a virtual tour/ showing/ open house	1.5	1.9	-
Percent of buyers who purchased in a suburban area	48	48	47
Percent of contracts in the past 3 months that were terminated	7	9	4
Percent of contracts in the past 3 months that had delayed settlement	24	25	20
Percent of buyers who were renting before purchasing a home	49	50	43
Median days to close	30	32	30
Percent of first-time buyers who put down less than 20% down payment	77	74	75
Median percent of rent due in the past month that was collected	95	-	-
Percent of tenants who offered rent payment options to assist renters	68	-	-

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."

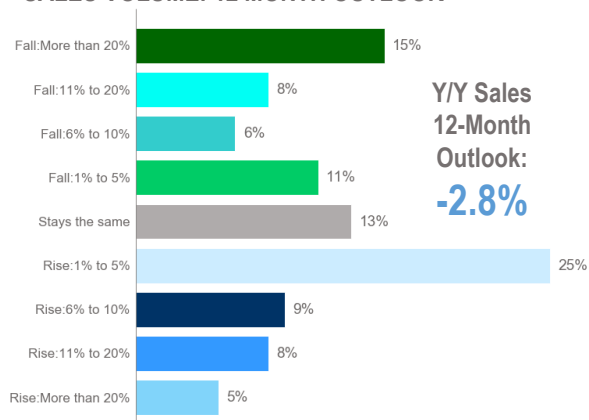
REALTORS® CONFIDENCE INDEX SURVEY

Realtors ® Market Expectations

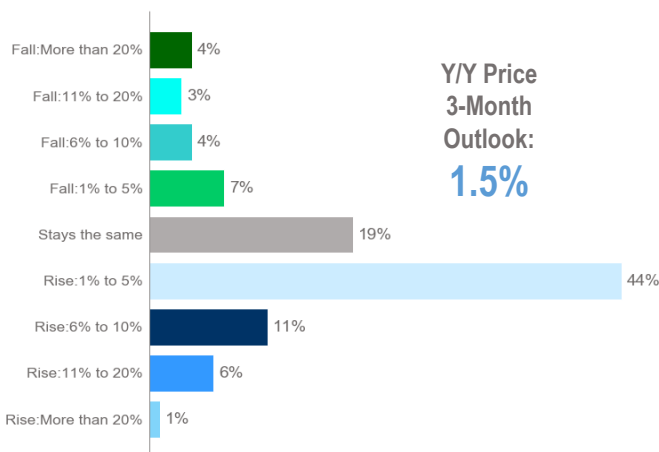
SALES VOLUME: 3 MONTH OUTLOOK



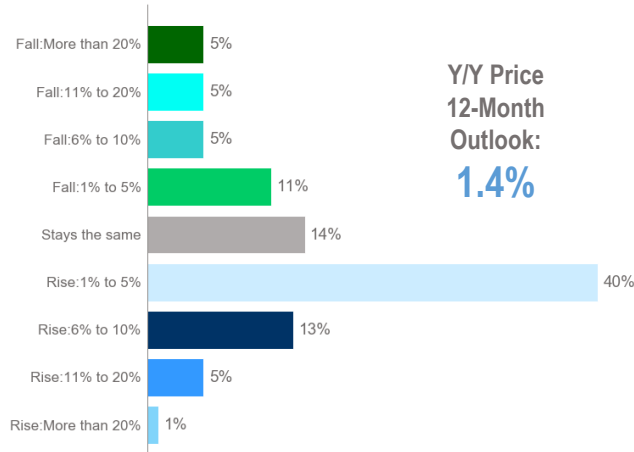
SALES VOLUME: 12 MONTH OUTLOOK



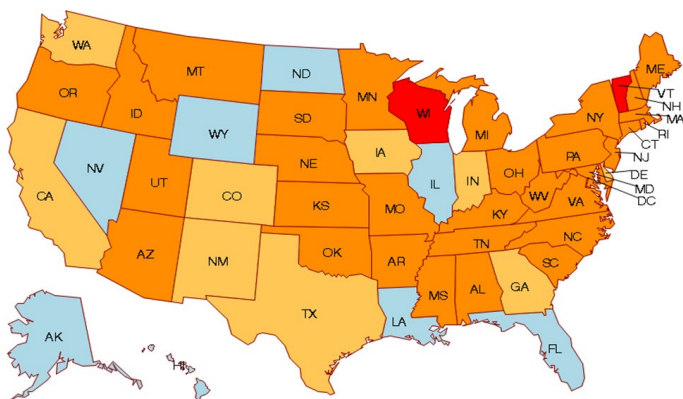
PRICE EXPECTATIONS: 3 MONTH OUTLOOK



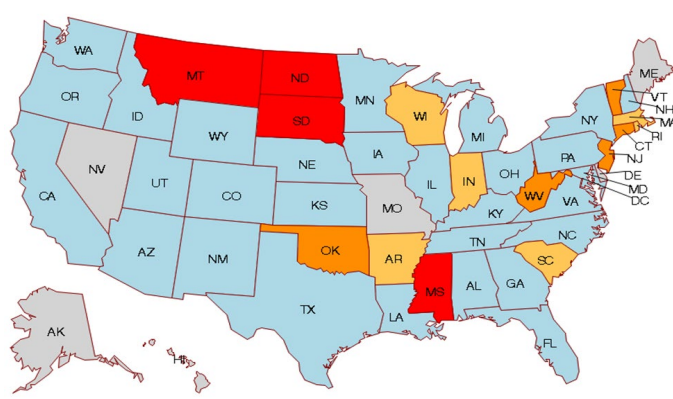
PRICE EXPECTATIONS: 12 MONTH OUTLOOK



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



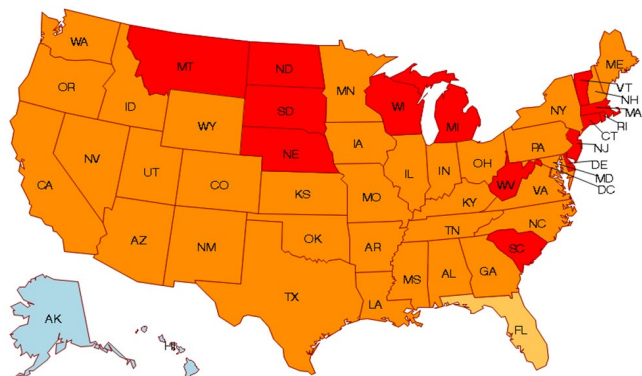
REALTORS® MEDIAN EXPECTED SALES CHANGE WITHIN THE NEXT 3 MONTHS, Y/Y PERCENT CHANGE



REALTORS® CONFIDENCE INDEX SURVEY

Market Conditions

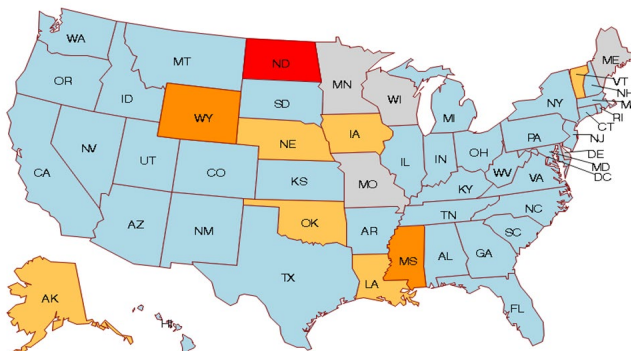
REALTORS® BUYER TRAFFIC INDEX



REALTORS® Buyer Traffic Index

Weak (25+ to 45) Stable (45+ to 55)
Moderately Strong (55+ to 75) Very Strong (75+)

REALTORS® SELLER TRAFFIC INDEX



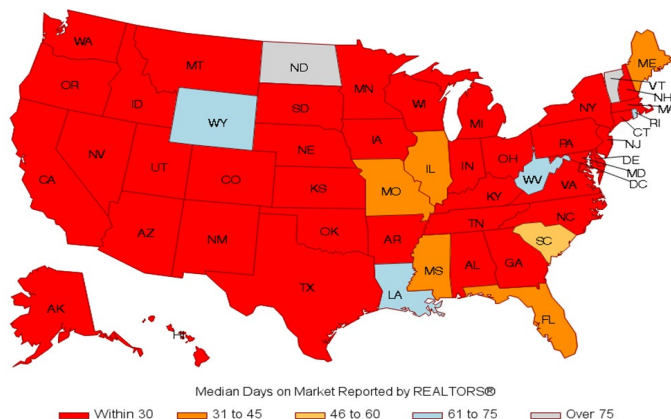
REALTORS® Seller Traffic Index

Very Weak (0 to 25) Weak (25+ to 45)
Stable (45+ to 55) Moderately Strong (55+ to 75)
Very Strong (75+)

REALTORS® BUYER AND SELLER TRAFFIC INDICES



MEDIAN DAYS ON THE MARKET



Median Days on Market Reported by REALTORS®

Within 30 31 to 45 46 to 60 61 to 75 Over 75

MEDIAN DAYS ON THE MARKET

24
DAYS

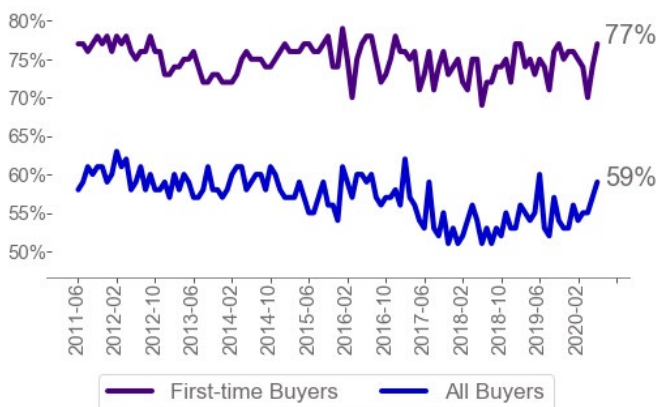
FIRST-TIME BUYERS AS PERCENTAGE OF RESIDENTIAL SALES

35%
FIRST-TIME
BUYERS

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Market Conditions

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



CASH SALES AS PERCENTAGE OF
RESIDENTIAL SALES

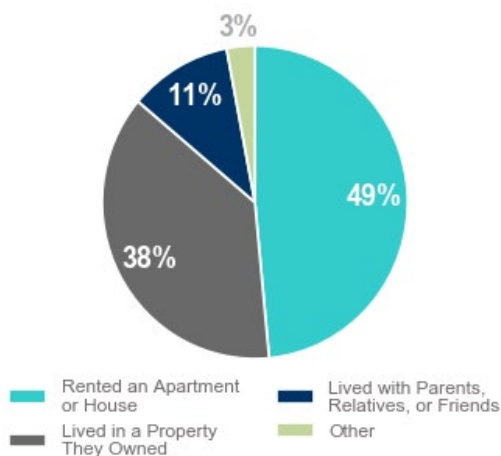


DISTRESSED PROPERTY SALES
BY PROPERTY TYPE



LIVING STATUS OF HOMEBUYERS

At the Time of Purchase



AVERAGE NUMBER OF OFFERS RECEIVED
ON THE MOST RECENT CLOSED SALE



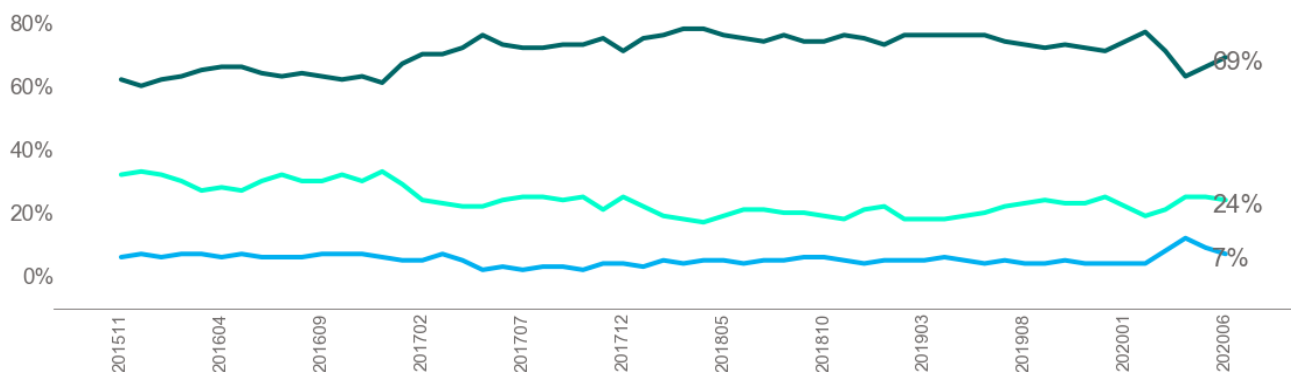
AVERAGE NUMBER OF CLIENTS TAKEN ON A HOME TOUR
BY AGENT



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Issues Affecting Buyers and Sellers

CONTRACT SETTLEMENT

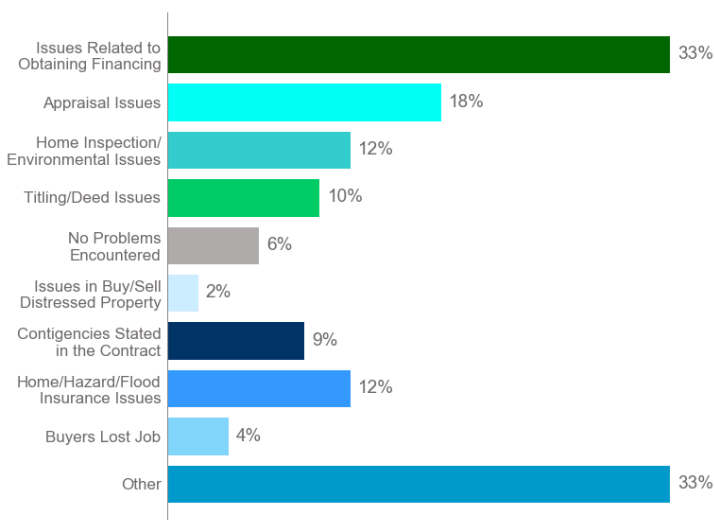


Contract Was Settled on Time

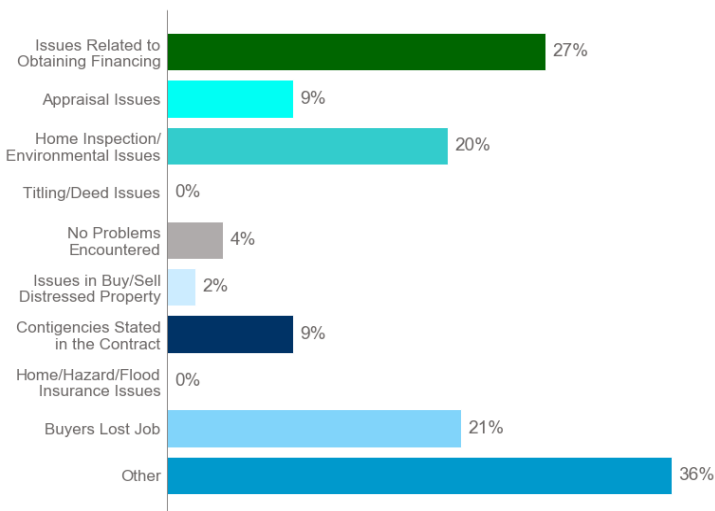
Contract Was Delayed but Eventually Went into Settlement

Contract Was Terminated

PROBLEMS ENCOUNTERED FOR DELAYED CONTRACT



PROBLEMS ENCOUNTERED FOR TERMINATED CONTRACTS¹



¹ Multiple responses are allowed.

RENT OPTIONS OFFERED TO ASSIST RESIDENTIAL TENANTS



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 June 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 8,960 respondents in the previous three surveys who provided their email addresses.
- There were 4,112 respondents to the online survey which ran from June 1-8, 2020, of which 1,922 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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The National Association of REALTORS®, “The Voice for Real Estate,” is America’s largest trade association, representing 1.4 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 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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