

2021

# Loan Type Survey

National Association of REALTORS®  
Research Group



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**NATIONAL ASSOCIATION OF REALTORS®  
RESEARCH GROUP**

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April 2021

# Methodology

## Sample

The survey was delivered to a sample of 51,565 members. The survey had 3,530 useable responses. The response rate was 6.85 percent. Results are only among those who had a client who did use a FHA, VA, or USDA Loan in the last six months.

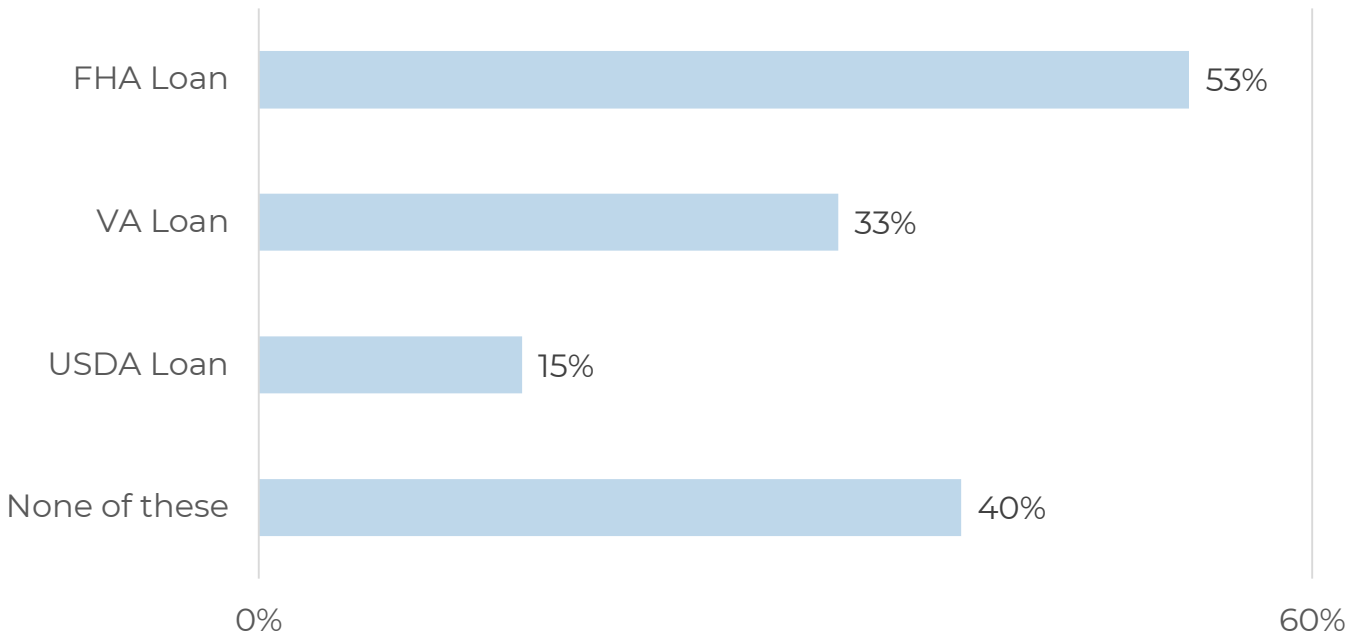
## Dates

The survey was deployed on April 13<sup>th</sup> and closed on April 26<sup>th</sup>.

The margin of error for overall results is +/-1.65 percent. This response rate is high enough and the margin of error is low enough that the results can be considered quantitative and reflective of all members within this margin of error.

# Buyer Side Perspective

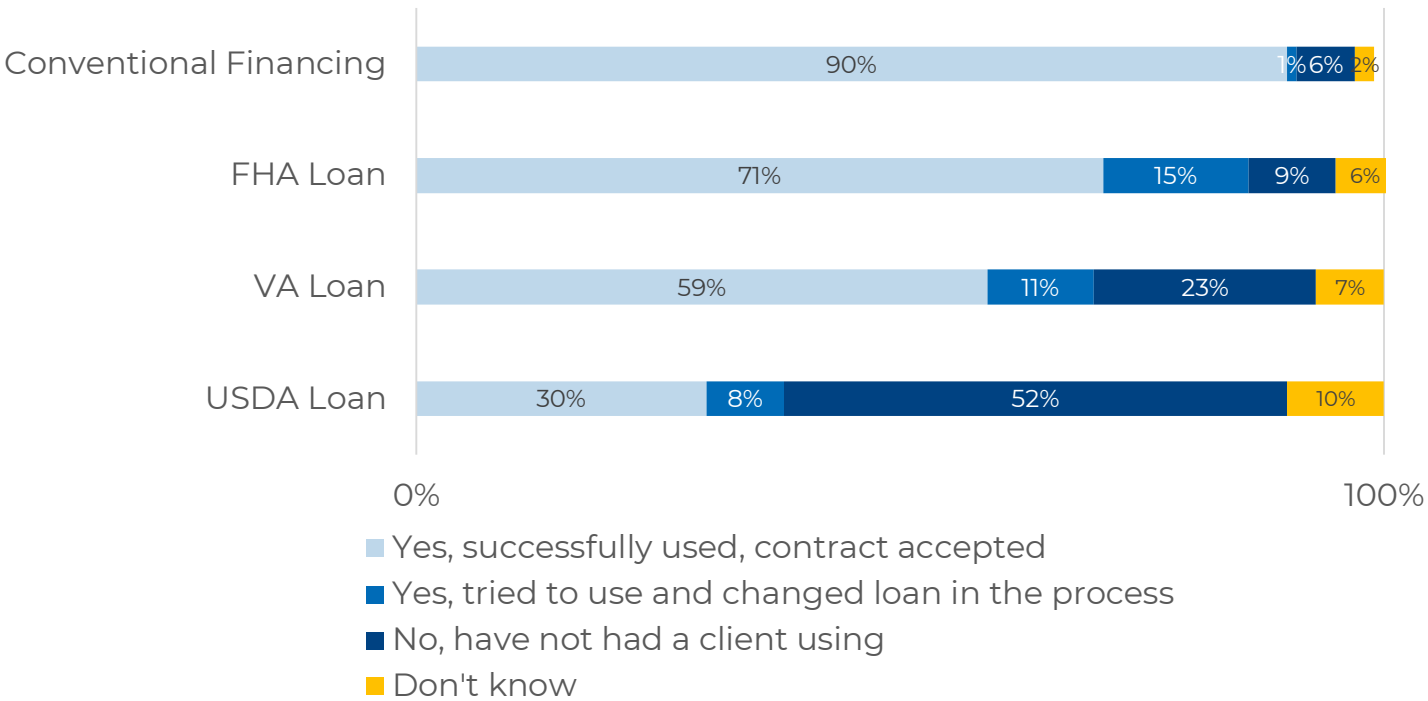
Have you had a buyer client in the last 6 months who has used or attempted to use any of these loan products?



	<b>Rural Area</b>	<b>Small Town</b>	<b>Suburban Area</b>	<b>Urban Area/Central City</b>
FHA Loan	51%	49%	44%	42%
VA Loan	33	36	30	24
USDA Loan	26	26	11	6
None of these	43	42	49	52

# Buyer Side Perspective

When you had a client who used one of these loan products what was the result?

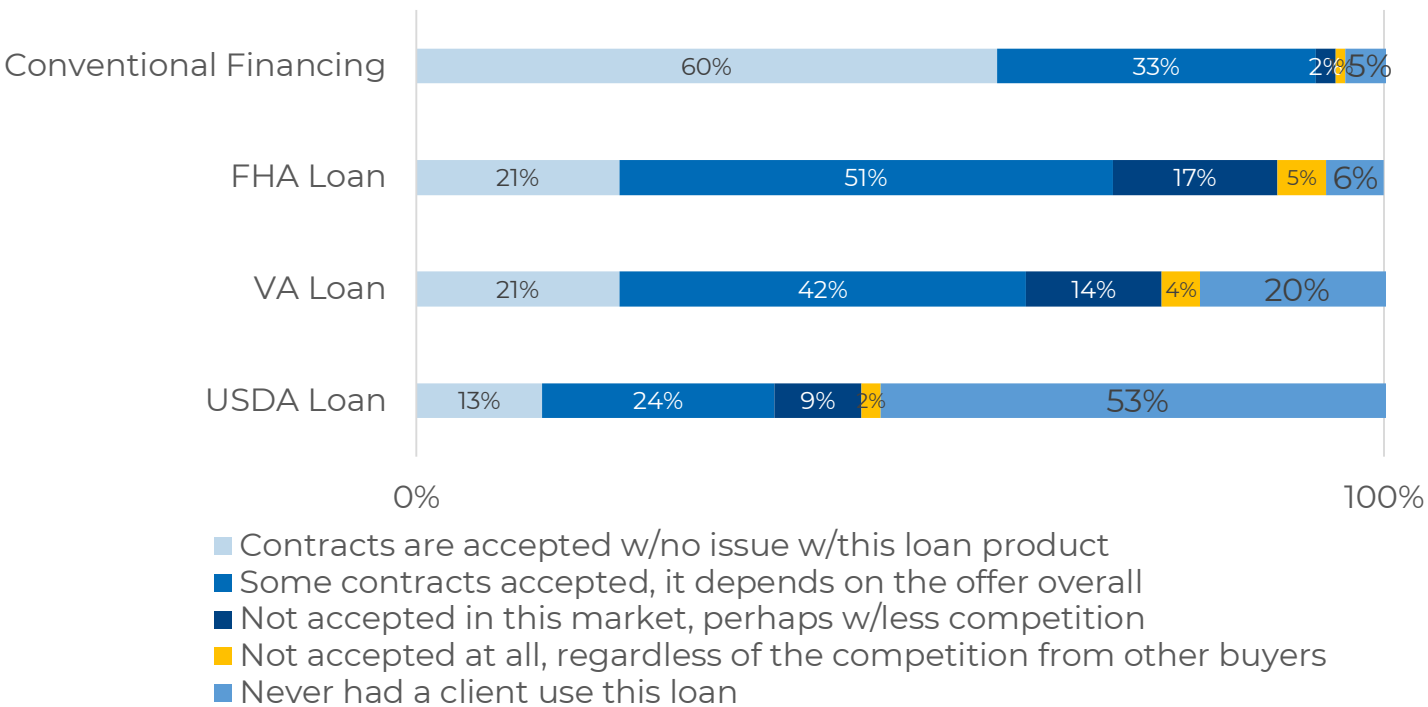


## Share Successfully Used:

	Rural Area	Small Town	Suburban Area	Urban Area/Central City
Conventional Financing	89%	89%	91%	90%
FHA Loan	67	76	71	65
VA Loan	54	67	61	50
USDA Loan	40	46	26	14

# Buyer Side Perspective

When a buyer used these loans how were contracts received by sellers and the seller's agent?

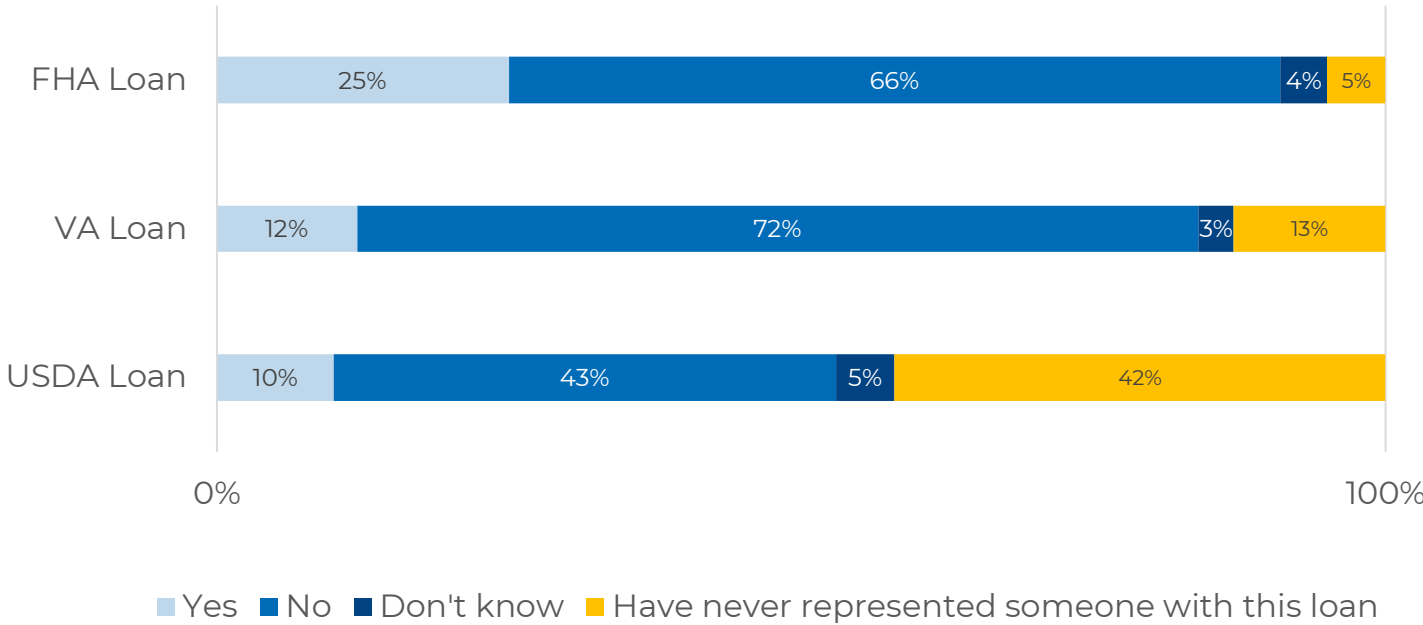


## Contracts Are Accepted With No Issues:

	Rural Area	Small Town	Suburban Area	Urban Area/Central City
Conventional Financing	63%	56%	61%	56%
FHA Loan	23	25	17	20
VA Loan	22	24	19	16
USDA Loan	10	20	11	6

# Buyer Side Perspective

If a buyer is using this loan, do you encourage them to use a different loan product?

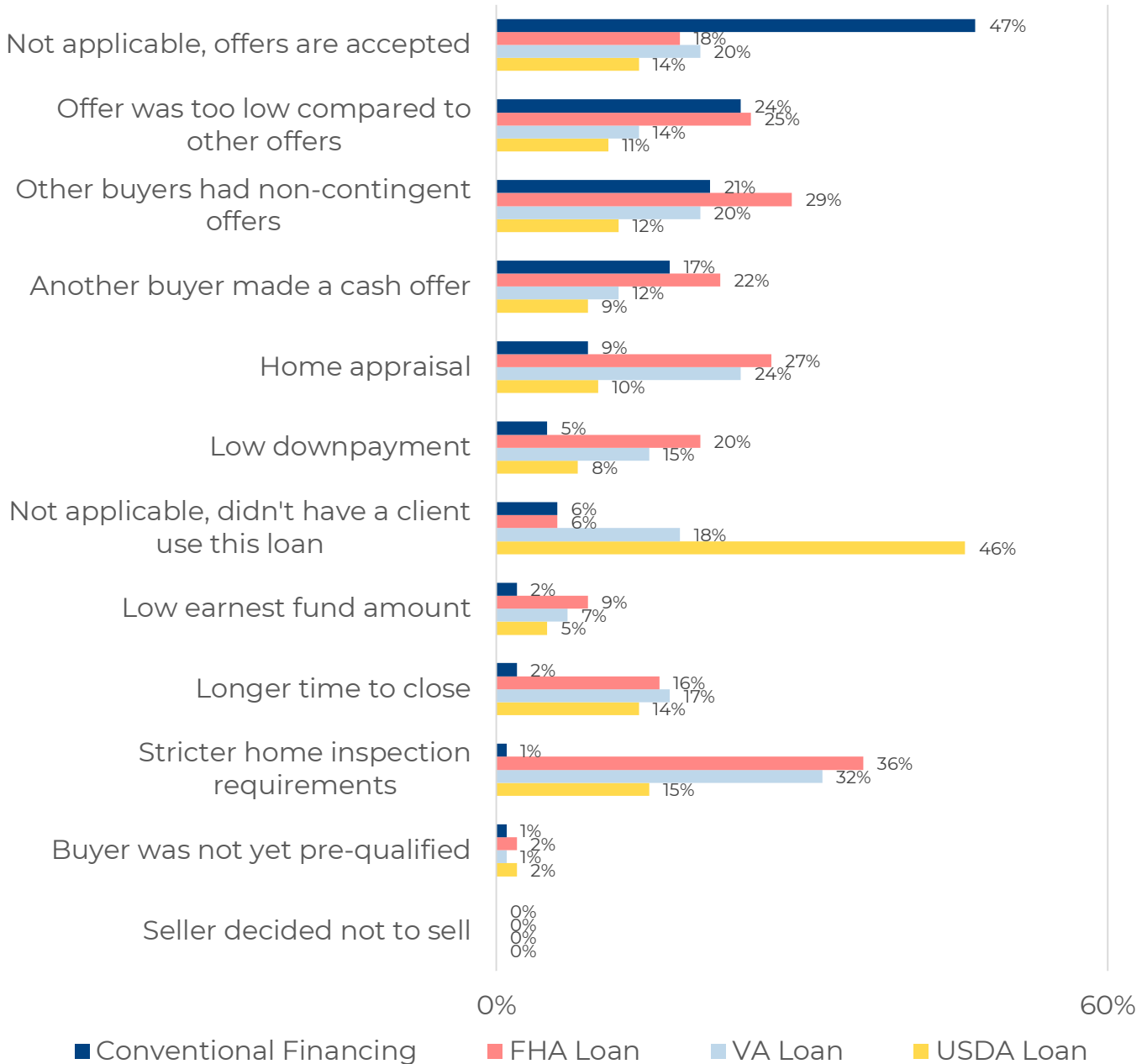


Yes, encourage a different product:

	Rural Area	Small Town	Suburban Area	Urban Area/Central City
FHA Loan	23%	17%	29%	28%
VA Loan	9	14	14	10
USDA Loan	16	13	9	8

# Buyer Side Perspective

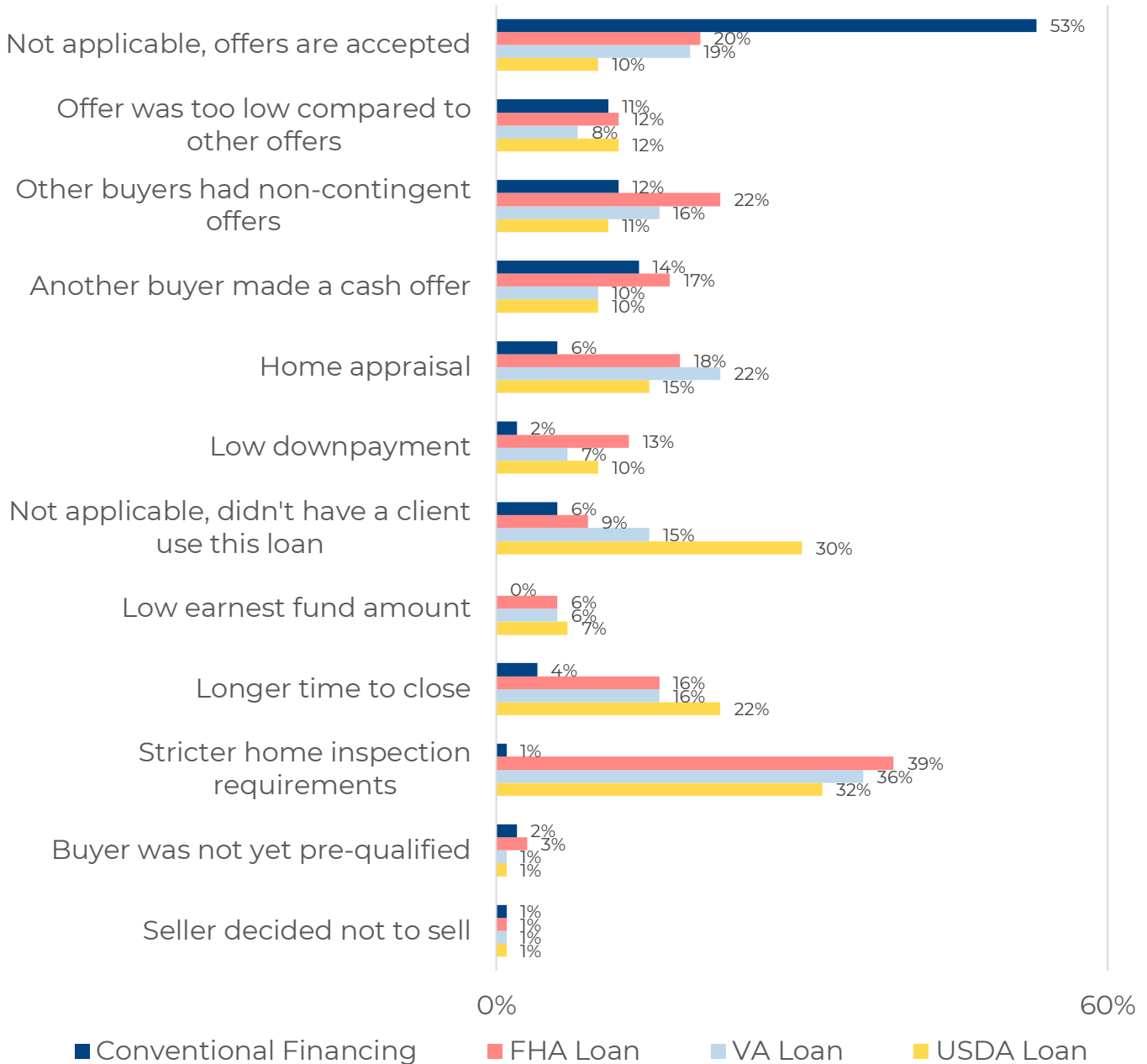
Think of a recent client using one of these loan products (VA, FHA, USDA), what were the reasons these buyers' offers were rejected? (Select all that apply) **(All Areas)**





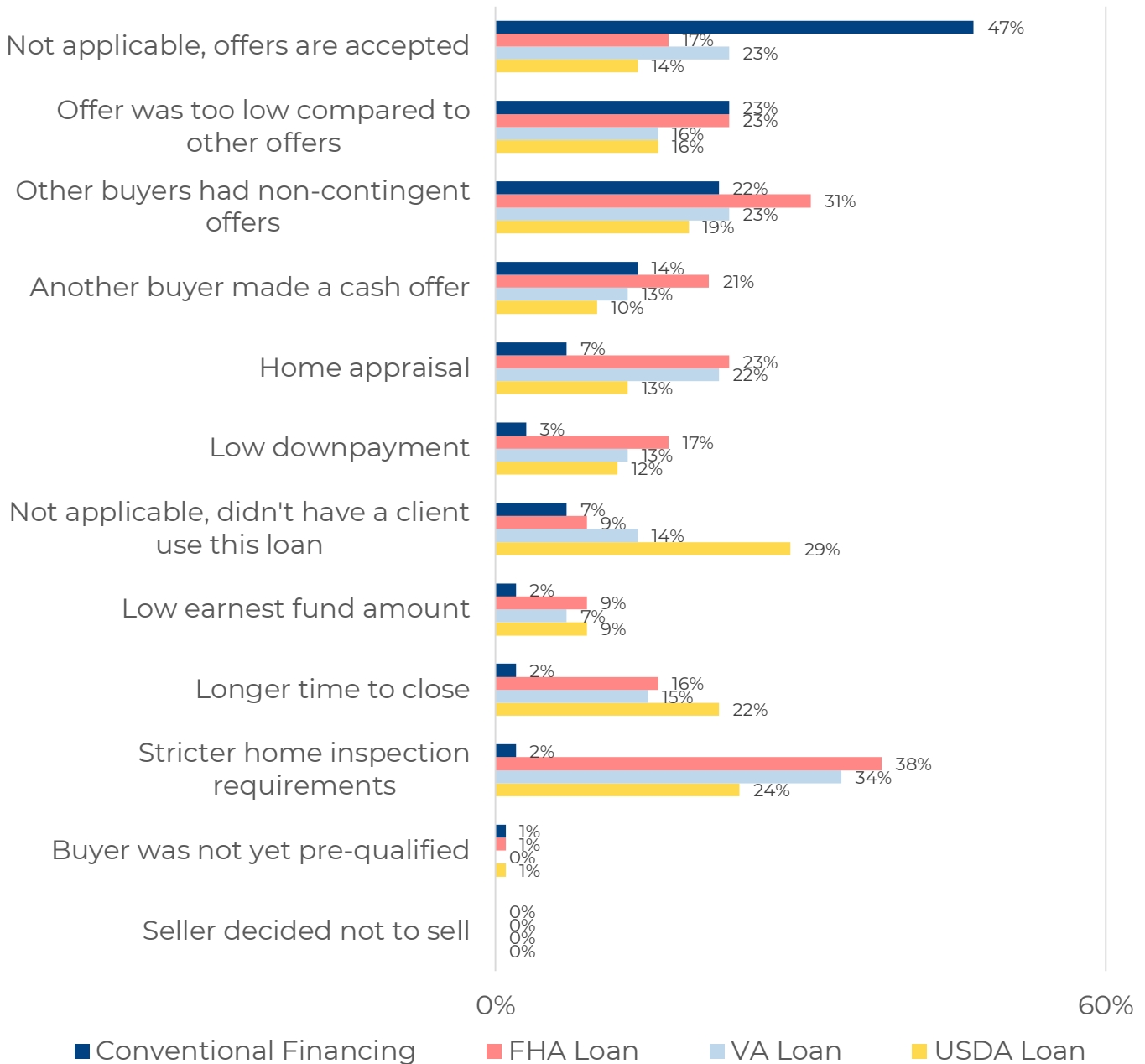
# Buyer Side Perspective

Think of a recent client using one of these loan products (VA, FHA, USDA), what were the reasons these buyers' offers were rejected? (Select all that apply) **(Rural Area)**



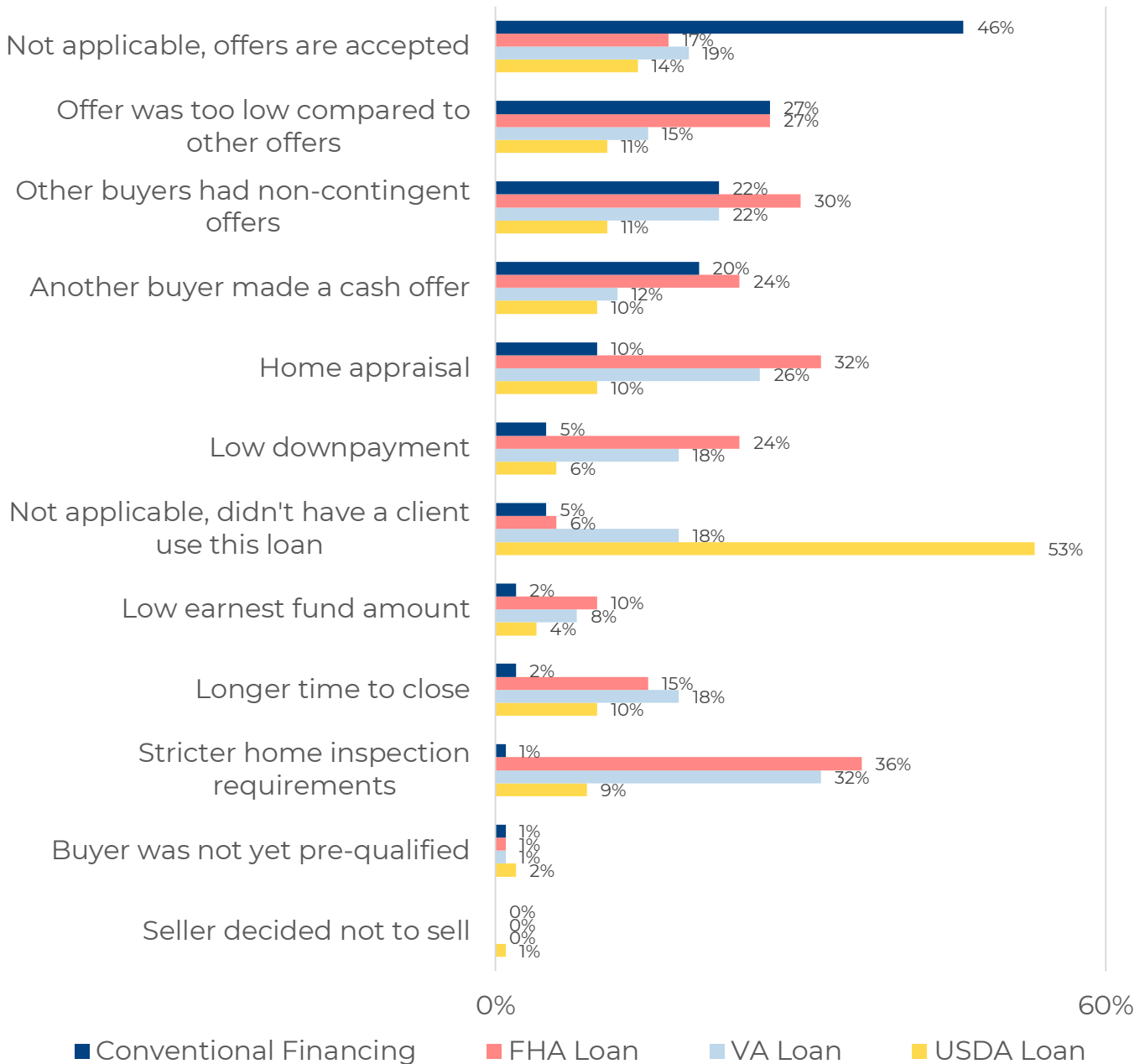
# Buyer Side Perspective

Think of a recent client using one of these loan products (VA, FHA, USDA), what were the reasons these buyers' offers were rejected? (Select all that apply) **(Small Town)**



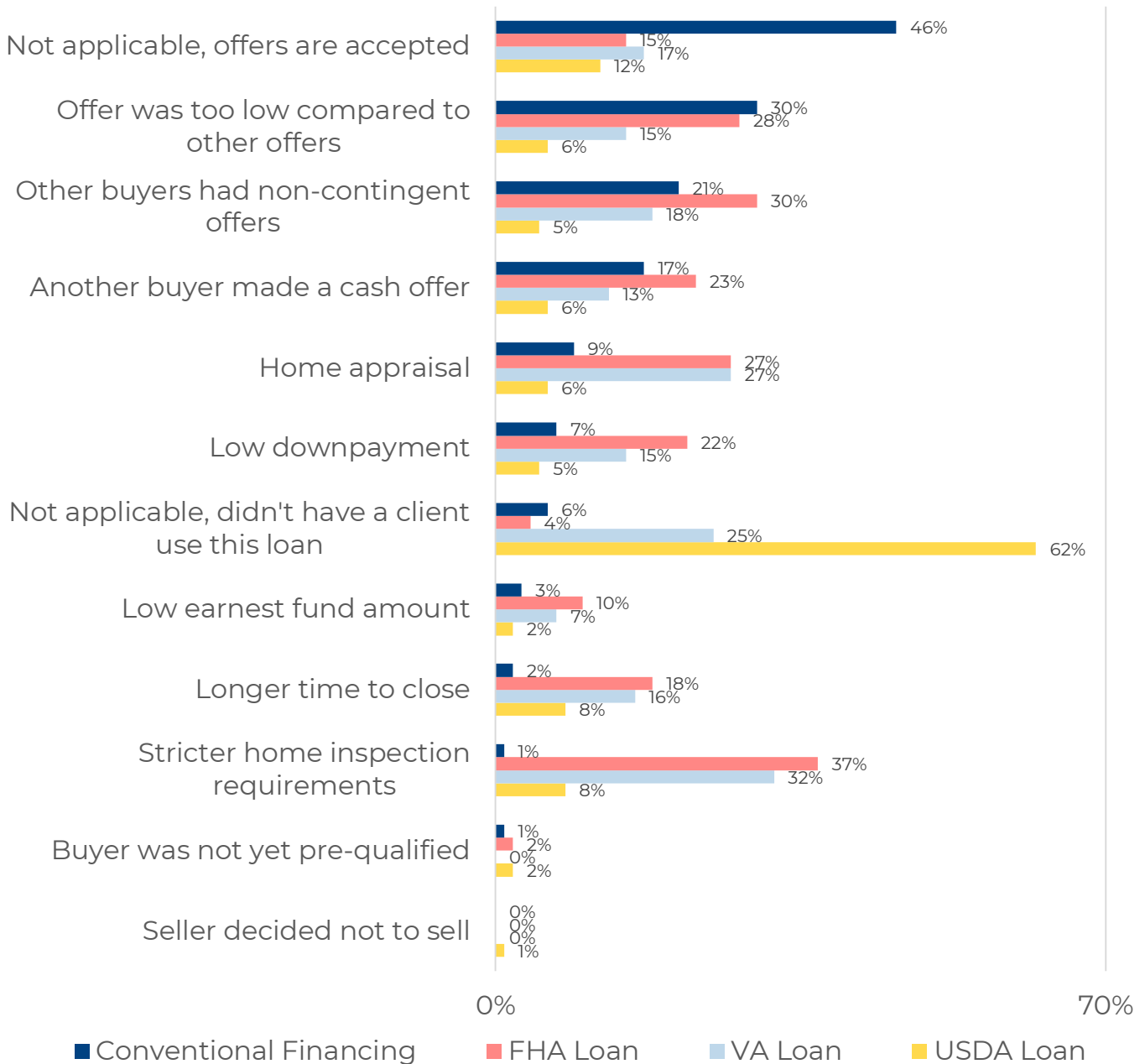
# Buyer Side Perspective

Think of a recent client using one of these loan products (VA, FHA, USDA), what were the reasons these buyers' offers were rejected? (Select all that apply) **(Suburban Area)**



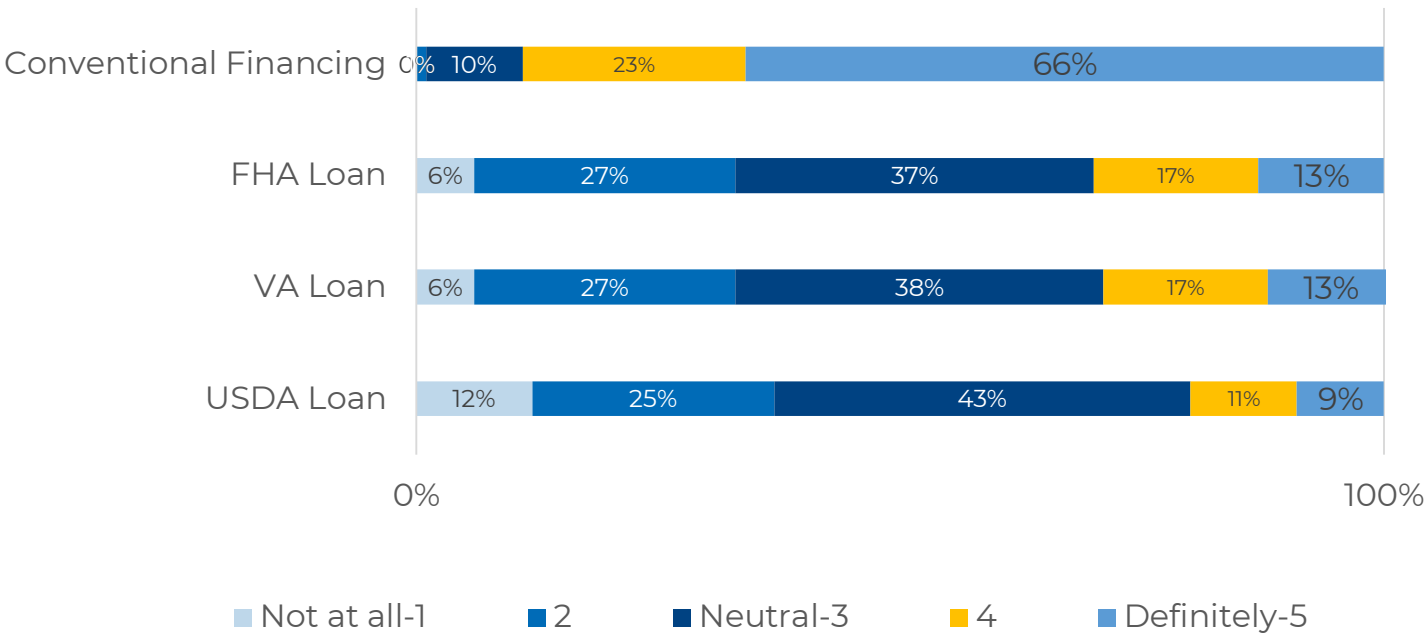
# Buyer Side Perspective

Think of a recent client using one of these loan products (VA, FHA, USDA), what were the reasons these buyers' offers were rejected? (Select all that apply) **(Urban Area)**



# Seller Side Perspective

On a scale of 1 through 5, what is the likelihood sellers would accept an offer from buyers with these types of loans?



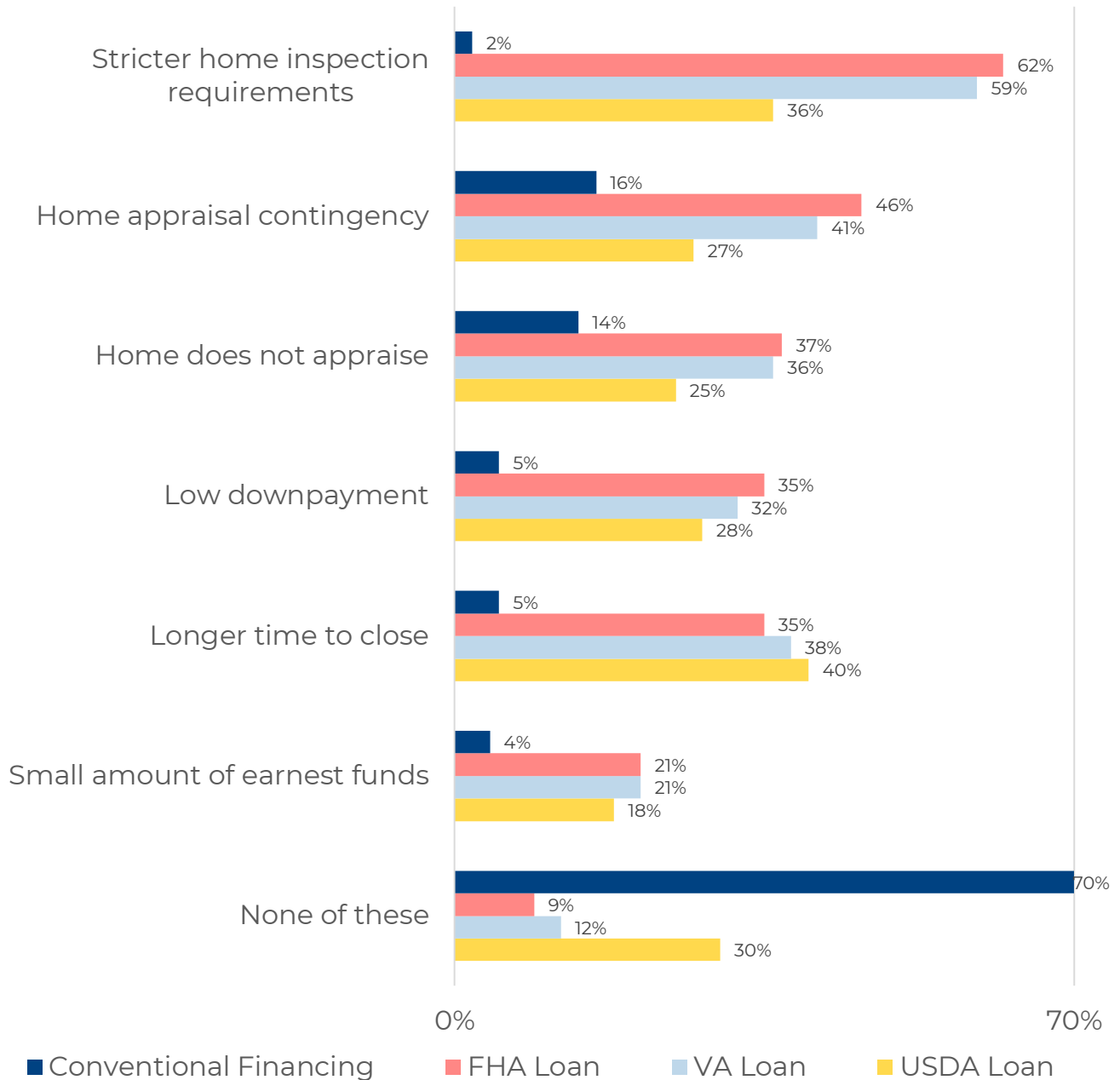
## Ranked as 5-Definitely and 4:

	Rural Area	Small Town	Suburban Area	Urban Area/Central City
Conventional Financing	90%	84%	91%	88%
FHA Loan	32	39	28	25
VA Loan	34	32	28	27
USDA Loan	26	27	17	14

# Seller Side Perspective

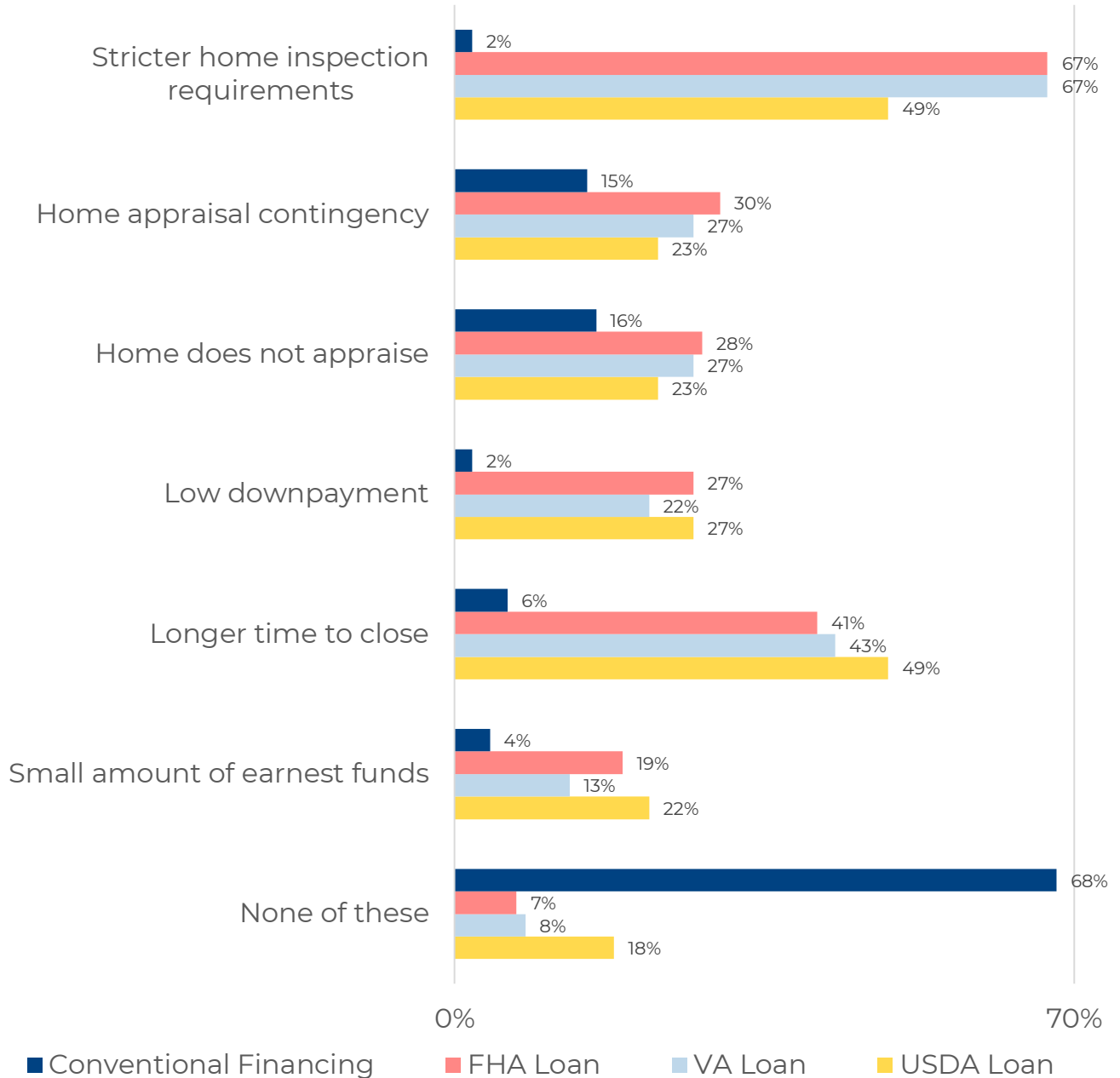
What aspects are making these types of loans less attractive than conventional financing?

**(All Areas)**



# Seller Side Perspective

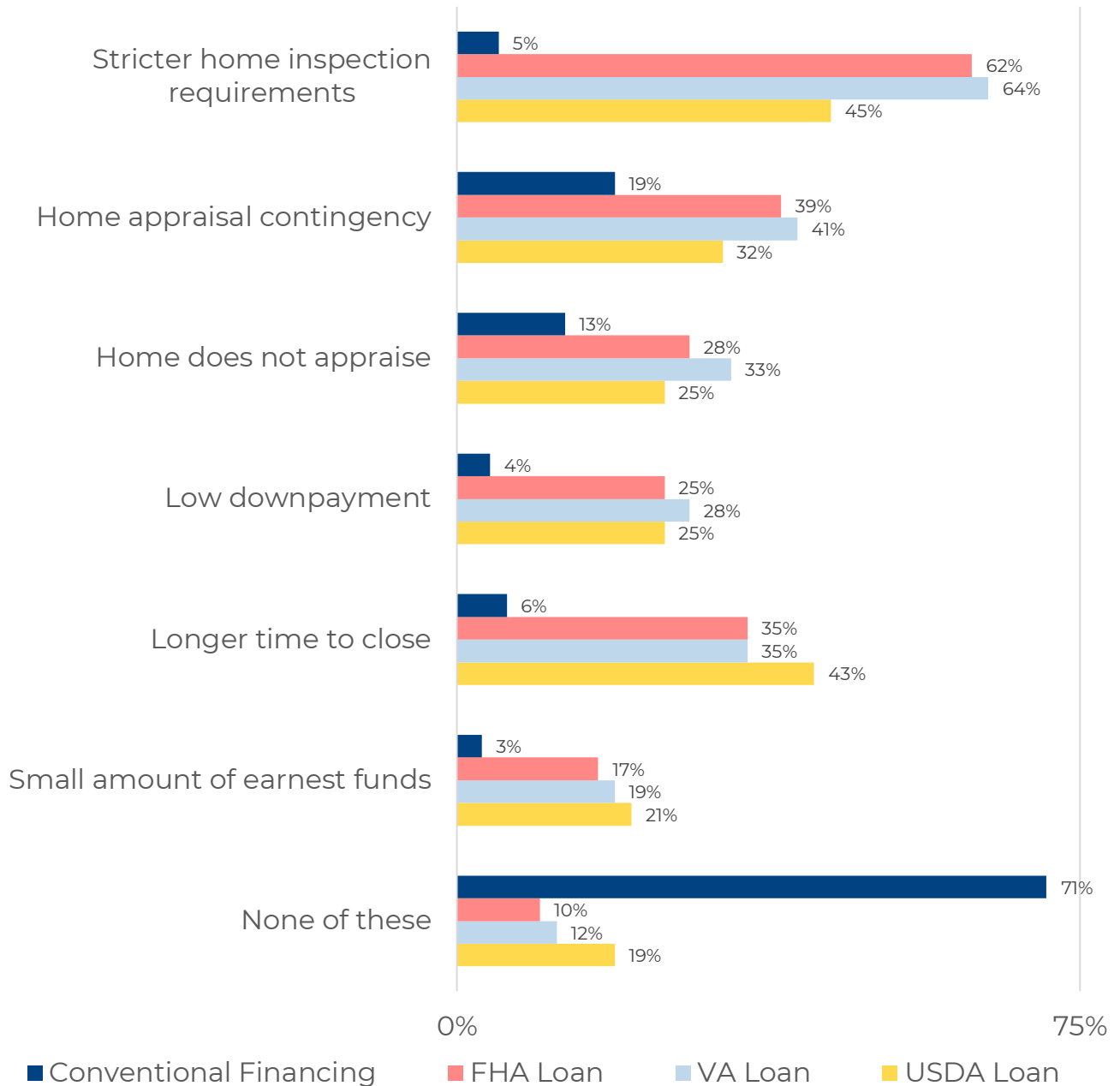
What aspects are making these types of loans less attractive than conventional financing?  
**(Rural Areas)**



# Seller Side Perspective

What aspects are making these types of loans less attractive than conventional financing?

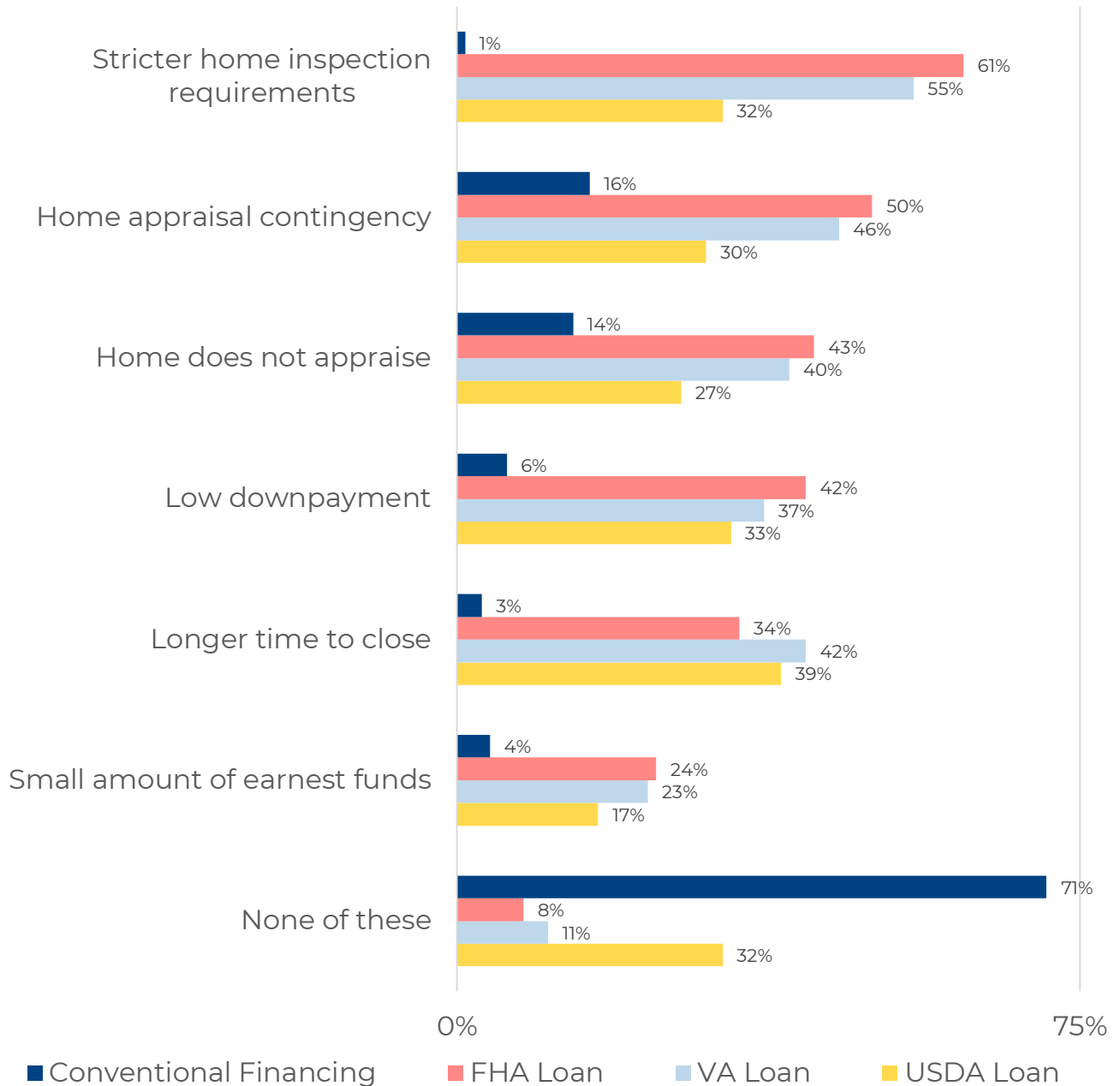
**(Small Towns)**





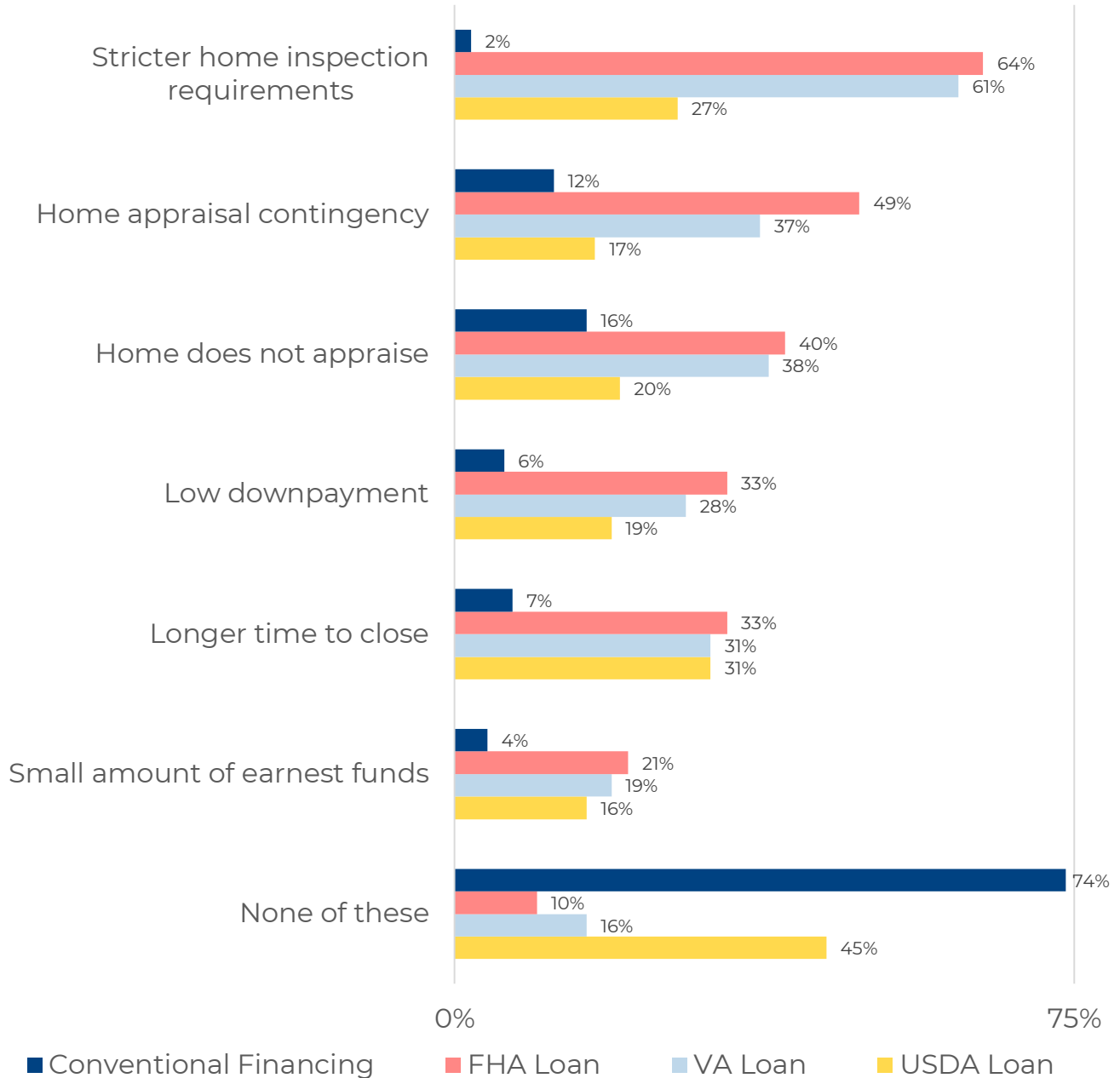
# Seller Side Perspective

What aspects are making these types of loans less attractive than conventional financing?  
**(Suburban Area)**



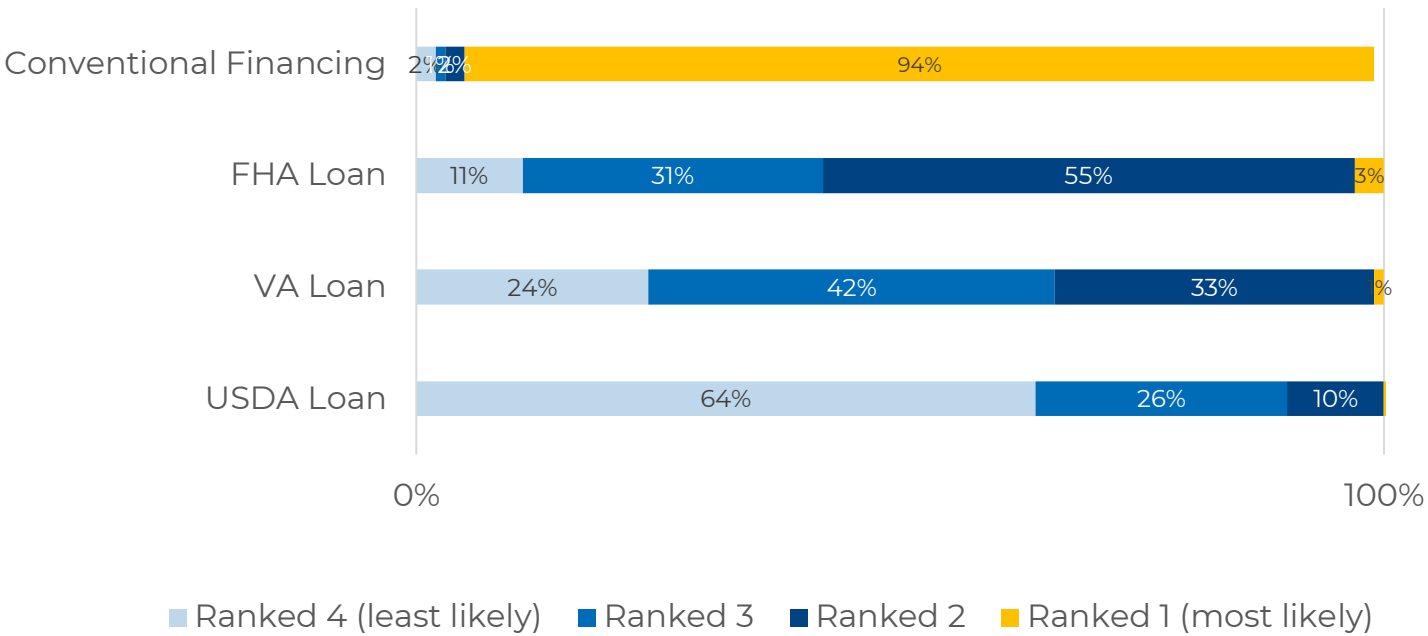
# Seller Side Perspective

What aspects are making these types of loans less attractive than conventional financing?  
**(Urban Area)**



# Seller Side Perspective

In ranking these loans, which is a seller client most likely to accept? From 1 being the most likely.



## Ranked 1 (most likely):

	Rural Area	Small Town	Suburban Area	Urban Area/Central City
Conventional Financing	94%	95%	96%	91%
FHA Loan	2	3	2	6
VA Loan	2	2	1	1
USDA Loan	1	*	1	2



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