

October 2022

REALTORS® CONFIDENCE INDEX SURVEY

National Association of REALTORS®
Research Group



NATIONAL
ASSOCIATION OF
REALTORS®

REALTORS® CONFIDENCE INDEX SURVEY

All-cash buyers rise to 26% as first-time buyers remain low at 28%

The Market Outlook from the REALTORS® Confidence Index is nearly unchanged in October 2022:

- 6% of respondents expect a year-over-year increase in buyer traffic in the next three months, down from 7% in September 2022 and from 27% in October 2021
- 7% of respondents expect a year-over-year increase in seller traffic in the next three months, down from 7% in September 2022 and 20% in October 2021.

With supply still limited relative to demand, the market is still moving at a fast pace, and 24% of homes sold above list price, down from 28% a month ago and 42% a year ago:

- 64% of respondents reported properties sold in less than one month. This is down from 70% a month ago and 82% in October 2021.
- Homes listed received an average of 2.4 offers, nearly flat from September 2022 when it was 2.5 and down from 3.7 in October 2021.
- Due to the lack of housing inventory, the pace of the market, and the use of technology, 7% of buyers purchased a home based only on a virtual tour, showing, or open house without physically seeing the home. This is nearly unchanged from one month and one year ago.

Contracts typically closed in 30 days, the same as in September 2022 and one year ago. But some faced delays or termination:

- 7% of contracts were terminated in the last three months, about the same as one month and one year ago.
- 14% of contracts had delayed settlements in the past three months, the same as last month and down from 24% a year ago.
- 7% of contracts had delayed settlement due to appraisal issues, the same as last month and down from 10% one year ago.

First-time buyers represented 28% of buyers, virtually unchanged from one month and one year ago. Among buyers:

- 16% are purchased for non-primary residence use, nearly flat from last month and one year ago.
- 5% were for vacation use, essentially flat from one month and one year ago.
- 2% of sellers sold to an iBuyer, nearly unchanged from one month and one year ago.
- One percent of sales were distressed, similar to one month and one year ago.

Contract activity remains competitive:

- 26% of buyers were all-cash sales, up slightly from 22% last month and 24% in October 2021.
- 20% of buyers waived the inspection contingency, similar to one month and one year ago.
- 18% of buyers waived the appraisal contingency, down from 19% a month ago and 23% a year ago.

Buyers continue to look outside of city centers for the majority of their activity:

- 85% of buyers purchased in a suburb, small town, rural, or resort area.

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October 2022 REALTORS® Confidence Index Survey Highlights			
Market Outlook	Oct-22	Sep-22	Oct-21
Percent of respondents who expect a year-over-year increase in buyer traffic in next 3	6%	7%	27%
Percent of respondents who expect a year-over-year increase in seller traffic in next 3	7%	8%	20%
Key Market Indicators	Oct-22	Sep-22	Oct-21
Median days on market/3	21	19	18
Percent of properties sold in less than 1 month	64%	70%	82%
First-time homebuyers, as percent of sales	28%	29%	29%
Sales for non-primary residence use, as a percent of sales /1	16%	15%	17%
Sales intended for vacation use, as a percent of sales /1	5%	7%	6%
Cash sales, as percent of sales	26%	22%	24%
Distressed sales, as percent of sales	1%	2%	1%
Average number of offers received on the most recent sale	2.4	2.5	3.7
Percent of properties sold above the list price	24%	28%	42%
Other Market Indicators	Oct-22	Sep-22	Oct-21
Percent of buyers who waived inspection contingency	20%	19%	21%
Percent of buyers who waived appraisal contingency	18%	19%	23%
Percent of buyers who purchased property based on virtual tour/showing/open house only	7%	8%	8%
Percent of buyers who purchased in a suburban, small town, rural, or resort area	85%	90%	87%
Percent of respondents who had a potential buyer looking for work-from-home features /2	34%	36%	56%
Percent of sellers represented by Realtors® who sold the property to an iBuyer	2%	1%	1%
Median days to close	30	30	30
Percent of contracts in the past 3 months that were terminated	7%	6%	5%
Percent of contracts in the past 3 months that had delayed settlement	14%	15%	24%
Percent of contracts with a delayed settlement that had appraisal issues	7%	8%	10%

/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 FIC monthly survey and MLS data.

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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 October 2022 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 6,715 respondents in the previous three surveys who provided their email addresses.
- There were 2,574 respondents to the online survey, which ran from November 1-16, 2022, of which 1,342 had a client in the last month. Among those who had a client, the survey's maximum margin of error for proportion estimates is nearly 3% at the 95 percent confidence level.

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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.

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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., *Vice President, Demographics and Behavioral Insights*
Meredith Dunn, *Research Manager*
Anna Schnerre, *Research Associate, Business Insights*

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