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 April 2021 market transactions.

Several metrics indicates a very strong buyer market with short supply. The REALTORS® Buyer Traffic Index increased from 79 in March 2021 to 80 (very strong conditions) in April 2021 while the REALTORS® Seller Traffic Index remains below 50 which is “weak” traffic compared to the level one year ago. On average, a home sold had five offers. On average, REALTORS® expect home prices in the next three months to increase nearly 6% from one year ago and sales in the next three months to increase nearly 3% from last year’s sales level.

With little supply in the market, homes typically sold within 17 days (27 days one year ago), as buyer competition heats up.

The share of first-time buyers decreased to 31% (32% in the prior month, 36% one year ago).

The pandemic continues to impact how people live and work. The same share of buyers, at 85%, purchased a property in a suburban, small town, rural, or resort area (85% one year ago). Sixty percent of REALTORS® reported they had potential buyers looking for work-from-home features such as an extra room, a finished basement, or a bigger home.

### April 2021 REALTORS® Confidence Index Survey Highlights

<table>
<thead>
<tr>
<th>Key Market Indicators</th>
<th>Apr-21</th>
<th>Mar-21</th>
<th>Apr-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>RCI Buyer Traffic Index</td>
<td>80</td>
<td>79</td>
<td>30</td>
</tr>
<tr>
<td>RCI Seller Traffic Index</td>
<td>40</td>
<td>35</td>
<td>29</td>
</tr>
<tr>
<td>RCI Buyer Traffic Index, 3-Month Outlook</td>
<td>74</td>
<td>76</td>
<td>42</td>
</tr>
<tr>
<td>RCI Seller Traffic Index, 3-Month Outlook</td>
<td>51</td>
<td>49</td>
<td>35</td>
</tr>
<tr>
<td>Median days on market</td>
<td>17</td>
<td>18</td>
<td>27</td>
</tr>
<tr>
<td>Percent of properties sold in less than 1 month</td>
<td>88</td>
<td>63</td>
<td>55</td>
</tr>
<tr>
<td>First-time homebuyers, as percent of sales</td>
<td>31</td>
<td>32</td>
<td>35</td>
</tr>
<tr>
<td>Sales to non-primary residence use, as a percent of sales</td>
<td>17</td>
<td>15</td>
<td>14</td>
</tr>
<tr>
<td>Cash sales, as percent of sales</td>
<td>25</td>
<td>23</td>
<td>16</td>
</tr>
<tr>
<td>Distressed sales, as percent of sales</td>
<td>1</td>
<td>1</td>
<td>3</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Market Outlook</th>
<th>Apr-21</th>
<th>Mar-21</th>
<th>Apr-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expected percent change in home sales in the next 3 months vs. same period one year ago</td>
<td>2.8</td>
<td>2.3</td>
<td>-</td>
</tr>
<tr>
<td>Expected percent change in home prices in the next 3 months vs. same period one year ago</td>
<td>6.0</td>
<td>4.7</td>
<td>-</td>
</tr>
<tr>
<td>Expected percent change in home prices in the next 12 months vs. current month</td>
<td>2.4</td>
<td>2.2</td>
<td>1.3</td>
</tr>
<tr>
<td>Percent of respondents who expect an increase in buyer traffic in next 3 months</td>
<td>96</td>
<td>98</td>
<td>-</td>
</tr>
<tr>
<td>Percent of respondents who expect an increase in seller traffic in next 3 months</td>
<td>32</td>
<td>31</td>
<td>-</td>
</tr>
<tr>
<td>Percent of respondents who had a potential buyer looking for work-from-home features (den, nook, etc.)</td>
<td>60</td>
<td>61</td>
<td>-</td>
</tr>
<tr>
<td>Percent of respondents who reported observing a higher share of clients who live in the city who want to purchase a property in the suburbs or rural area</td>
<td>37</td>
<td>37</td>
<td>-</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Other Market Indicators</th>
<th>Apr-21</th>
<th>Mar-21</th>
<th>Apr-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average number of offers received on the most recent sale</td>
<td>5.1</td>
<td>4.0</td>
<td>2.5</td>
</tr>
<tr>
<td>Percent of bids offered above the list price</td>
<td>53</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Average number of clients taken on a home tour by agent</td>
<td>5.1</td>
<td>4.8</td>
<td>2.4</td>
</tr>
<tr>
<td>Average number of new listings in the month per agent</td>
<td>1.7</td>
<td>1.6</td>
<td>1.1</td>
</tr>
<tr>
<td>Percent of buyers who purchased in a suburban, small town, rural, or resort area</td>
<td>85</td>
<td>67</td>
<td>85</td>
</tr>
<tr>
<td>Percent of first-time buyers who put down less than 20% down payment</td>
<td>71</td>
<td>71</td>
<td>70</td>
</tr>
<tr>
<td>FHA loans as a percent of mortgage financing</td>
<td>12</td>
<td>13</td>
<td>17</td>
</tr>
<tr>
<td>Percent of buyers who purchased property based on virtual tour showing open house only</td>
<td>10</td>
<td>9</td>
<td>-</td>
</tr>
<tr>
<td>Percent of sellers who sold property based on virtual tour showing open house only</td>
<td>6</td>
<td>7</td>
<td>-</td>
</tr>
<tr>
<td>Percent of buyers who were renting before purchasing a home</td>
<td>45</td>
<td>46</td>
<td>58</td>
</tr>
<tr>
<td>Median days to close</td>
<td>30</td>
<td>30</td>
<td>35</td>
</tr>
<tr>
<td>Percent of contracts in the past 3 months that were terminated</td>
<td>5</td>
<td>6</td>
<td>12</td>
</tr>
<tr>
<td>Percent of contracts in the past 3 months that had delayed settlements</td>
<td>22</td>
<td>24</td>
<td>25</td>
</tr>
</tbody>
</table>

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.”

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REALTORS® CONFIDENCE INDEX SURVEY

Realtors® Market Expectations

SALES VOLUME: 3 MONTH OUTLOOK

- Fall: More than 20%: 12%
- Fall: 11% to 20%: 6%
- Fall: 6% to 10%: 3%
- Fall: 1% to 5%: 6%
- Stays the same: 15%
- Rise: 1% to 5%: 25%
- Rise: 6% to 10%: 14%
- Rise: 11% to 20%: 10%
- Rise: More than 20%: 9%

PRICE EXPECTATIONS: 3 MONTH OUTLOOK

- Y/Y Sales 3-Month Outlook: 2.8%
- Y/Y Price 3-Month Outlook: 6.0%

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

- Median Price Change in Next 3 Months from One Year Ago Among REALTOR® Respondents
  - Less than 0%: 33%
  - 0% to 2%: 21%
  - 2% to 4%: 20%
  - 4% to 6%: 14%
  - 6% to 10%: 10%
  - More than 20%: 9%

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

- Median Expected Sales Change in Next 3 Months from One Year Ago Among REALTOR® Respondents
  - Less than 0%: 33%
  - 0% to 2%: 21%
  - 2% to 4%: 20%
  - 4% to 6%: 14%
  - 6% to 10%: 10%
  - More than 20%: 9%

REALTORS® EXPECTATION ON BUYER TRAFFIC WITHIN THE NEXT 3 MONTHS

- Weak: 10%
- Stable: 28%
- Strong: 56%
- Don’t Know: 6%

REALTORS® EXPECTATION ON SELLER TRAFFIC WITHIN THE NEXT 3 MONTHS

- Weak: 31%
- Stable: 28%
- Strong: 32%
- Don’t Know: 9%

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Market Conditions

REALTORS® BUYER TRAFFIC INDEX

REALTORS® SELLER TRAFFIC INDEX

REALTORS® BUYER AND SELLER TRAFFIC INDICES

REALTORS® CONFIDENCE INDEX SURVEY

Median Days on the Market

17 Days

First-Time Buyers as Percentage of Residential Sales

31%

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Market Conditions

**CASH SALES AS PERCENTAGE OF RESIDENTIAL SALES**

25%

**DISTRESSED PROPERTY SALES BY PROPERTY TYPE**

- First-time Buyers
- All Buyers

**LIVING STATUS OF HOMEBUYERS**

- 45%
- 40%
- 10%
- 5%

- Rented an Apartment or House
- Lived with Parents, Relatives, or Friends
- Lived in a Property They Owned
- Other

**AVERAGE NUMBER OF OFFERS RECEIVED ON THE MOST RECENT CLOSED SALE**

5.0 OFFERS

**AVERAGE NUMBER OF CLIENTS TAKEN ON A HOME TOUR BY AGENT**

5.1 CLIENTS

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Issues Affecting Buyers and Sellers

CONTRACT SETTLEMENT

PROBLEMS ENCOUNTERED FOR DELAYED CONTRACT

- Issues Related to Obtaining Financing: 21%
- Appraisal Issues: 26%
- Home Inspection/Environmental Issues: 10%
- Title/Deed Issues: 10%
- Issues in Buy/Sell Distressed Property: 2%
- Contingencies Stated in the Contract: 8%
- Home/Hazard/Flood Insurance Issues: 2%
- Buyers Lost Job: 1%
- Other: 22%

PROBLEMS ENCOUNTERED FOR TERMINATED CONTRACTS

- Issues Related to Obtaining Financing: 7%
- Appraisal Issues: 15%
- Home Inspection/Environmental Issues: 9%
- Title/Deed Issues: 3%
- Issues in Buy/Sell Distressed Property: 1%
- Contingencies Stated in the Contract: 3%
- Home/Hazard/Flood Insurance Issues: 1%
- Buyers Lost Job: 0%
- Other: 9%

Multiple responses are allowed.

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REALTORS® PERCENT OF CITY BUYERS PURCHASING IN SUBURBS

Percent of REALTORS® Respondents Who Reported Higher Share of City Buyers Purchasing in Suburbs

- <=25%
- >25% to 50%
- >50% to 75%

REALTOR® CONCERNS
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 April 2021 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 6,686 respondents in the previous three surveys who provided their email addresses.

- There were 3,541 respondents to the online survey which ran from May 3-10, 2021, of which 1,731 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 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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