

NAR Research: Year in Review

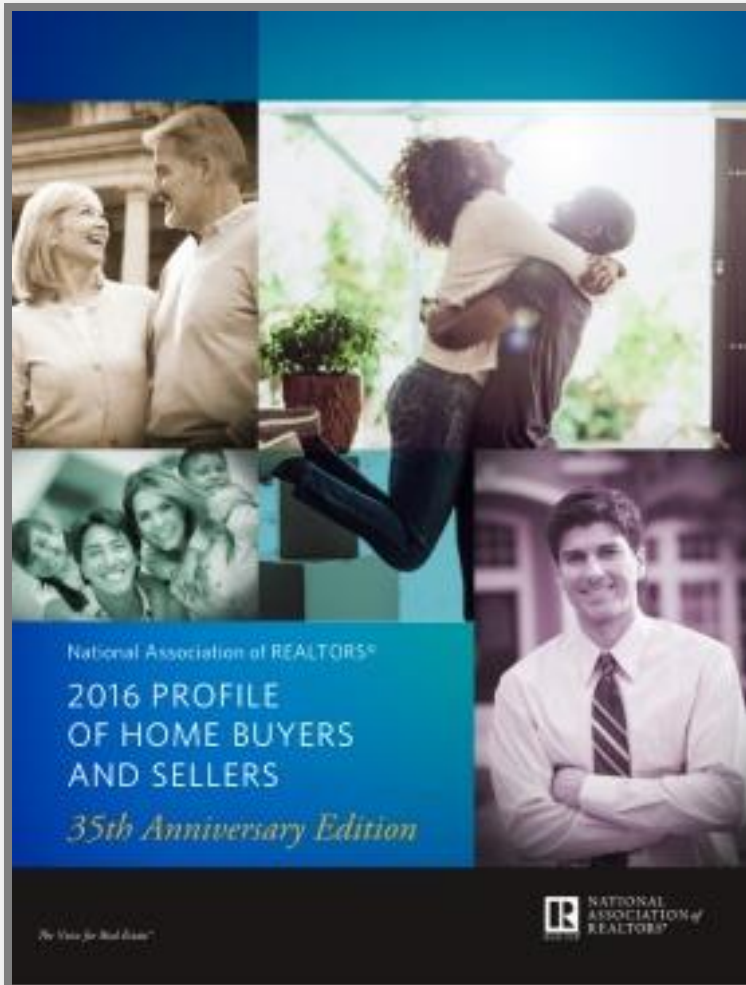
The National Association of REALTORS®' Research department provides members with a wealth of statistical information in the reports and data releases it produces, from market data to home buyer and seller stats to member information. This slideshow provides a snapshot look at some the most popular reports and statistics produced by NAR in 2016.



Profile of Home Buyers and Sellers

Each year, NAR surveys home buyers and sellers to gather detailed information about the home buying and selling process.

The resulting profile provides information on demographics, housing characteristics, and the experience of consumers in the housing market, including the role that real estate professionals play in home sales transactions.



Housing Statistics

Existing-Home Sales

NAR releases national and regional sales price and volume statistics on closed existing-home sales each month.

Pending Home Sales

Released monthly, this leading indicator for housing activity is based on signed real estate contracts.

Housing Affordability Index

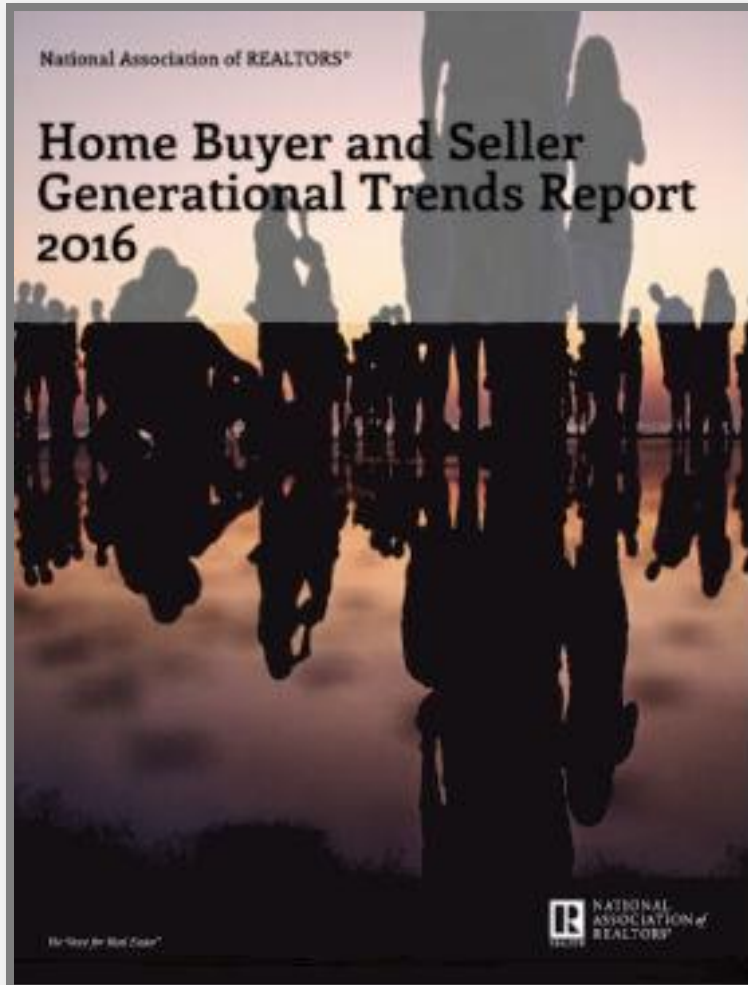
This quarterly report measures the ability of a family earning the median income to purchase a median-priced home.

Metropolitan Median Home Prices and Affordability

This quarterly report reflects sales prices of existing single-family homes by metropolitan statistical area (MSA).

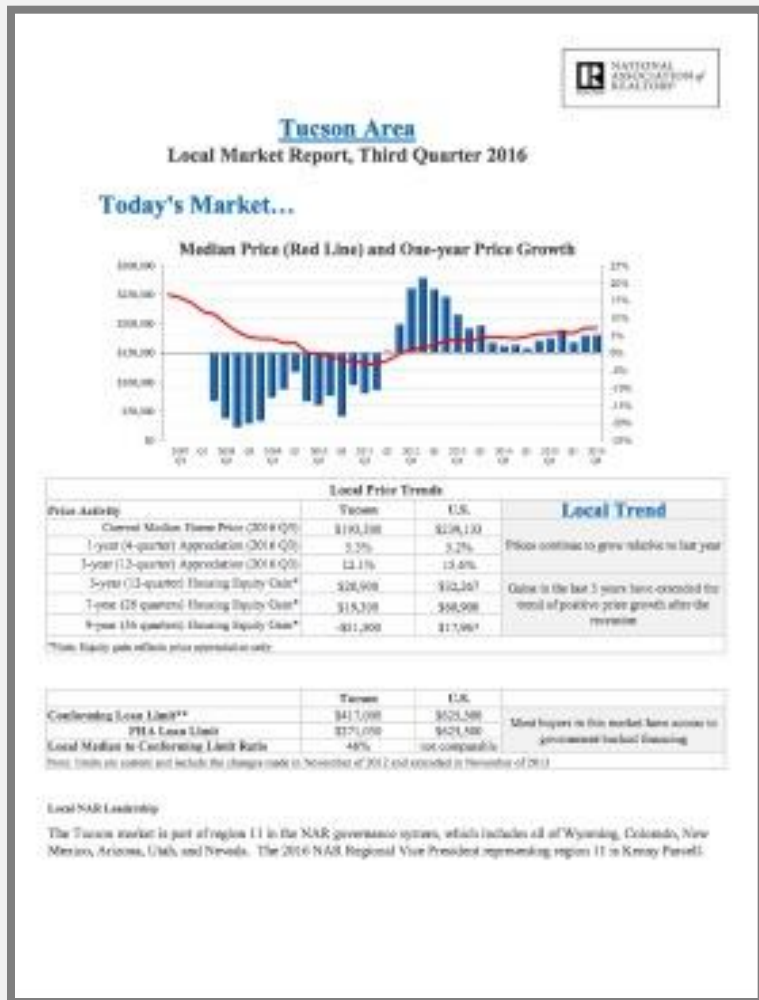
The image displays four overlapping spreadsheets from the National Association of Realtors (NAR) reports. The top spreadsheet is titled 'Median Sales Price of Existing Single-Family Homes by Metropolitan Area'. The middle spreadsheet is titled 'Existing Home Sales' and includes columns for Sales Volume, Sales Price, and Seasonally Adjusted figures. The bottom-left spreadsheet is titled 'Housing Affordability Index' and includes columns for Median Price, Median Income, and Affordability Index. The bottom-right spreadsheet is titled 'Pending Home Sales Index (PHSI)' and includes columns for Sales Volume and Seasonally Adjusted figures.

Home Buyer and Seller Generational Trends



This new annual report examines the generational differences of home buyers and sellers in the current real estate marketplace.

Local Market Reports



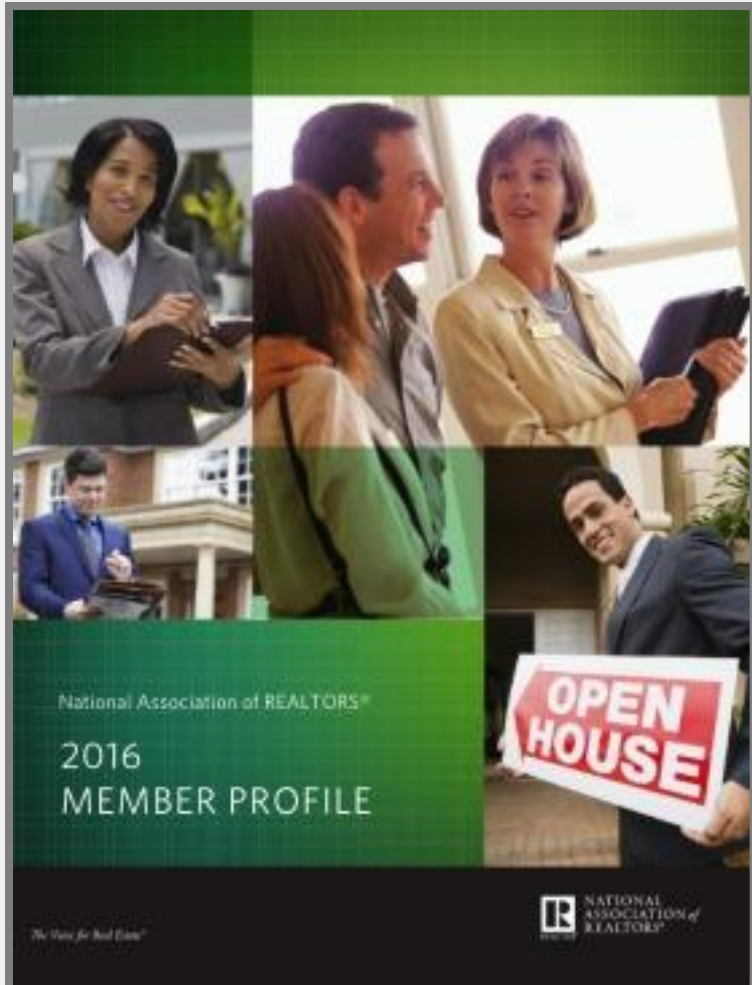
NAR Research has local information on markets, state taxes and fiscal conditions, wealth gain by metro area, subprime ARM performance, mortgage conditions, the economic impact of real estate, and existing home sales and prices.

These reports are produced quarterly. [Find your local market report.](#)

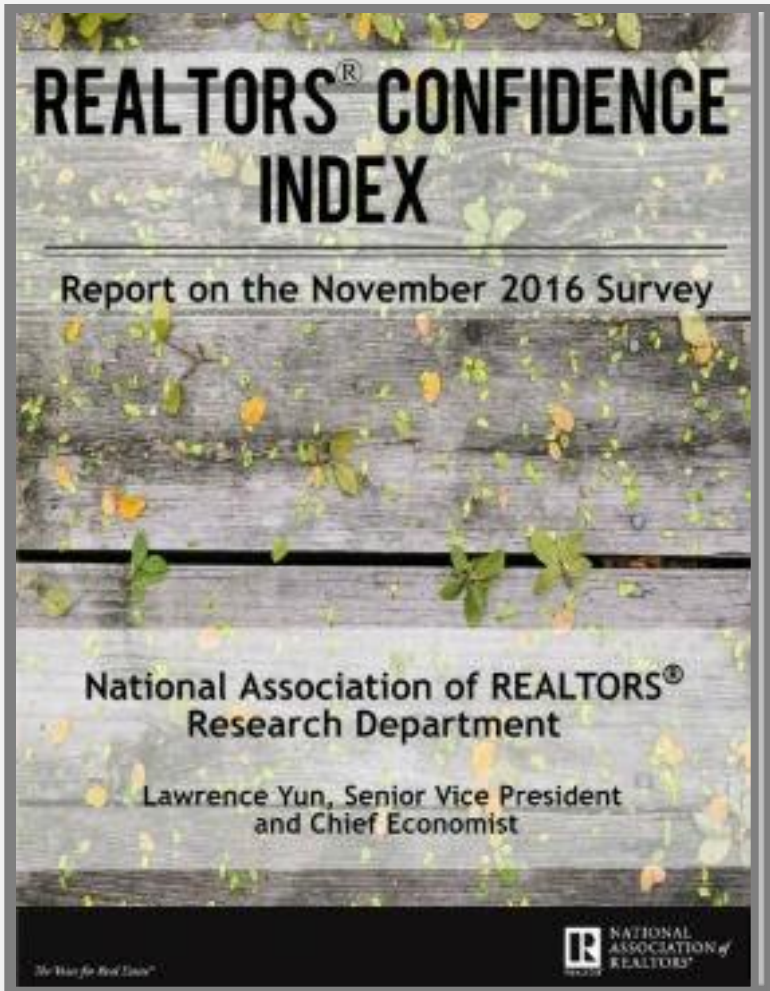
NAR Member Profile

Based on a random sampling of NAR's membership, the annual [Member Profile](#) strives to answer the question: Who are REALTORS®?

It looks at a variety of economic and demographic characteristics, and business practices.



REALTORS® Confidence Index

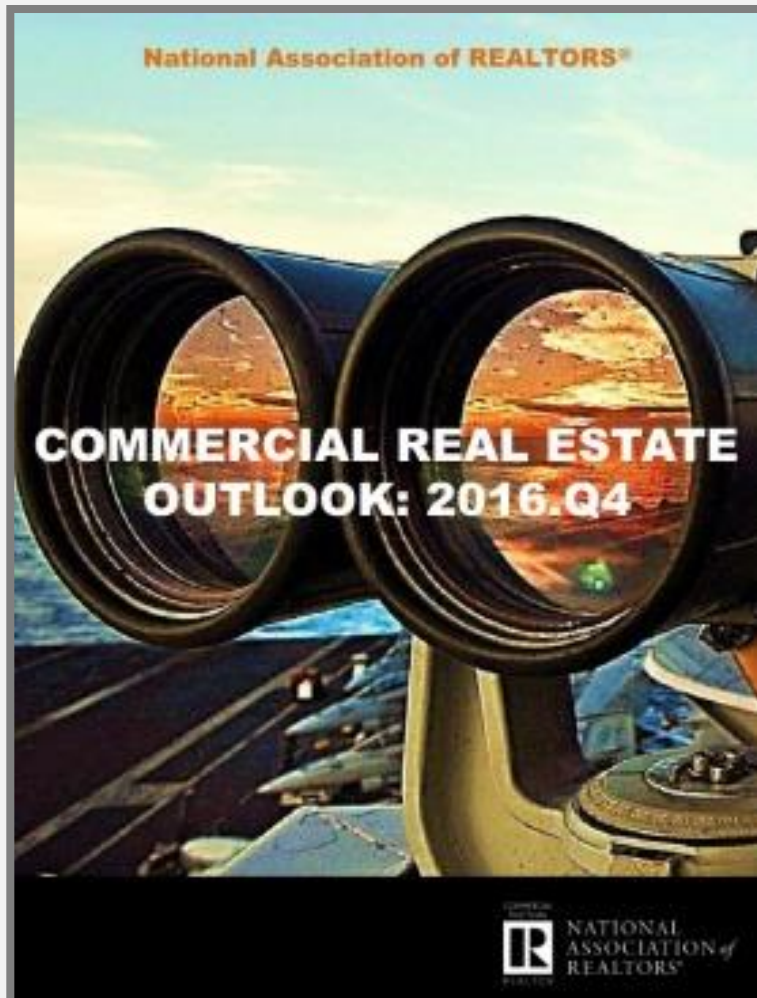


The monthly [REALTORS® Confidence Index](#) is a key indicator of housing market strength based on a monthly survey sent to over 50,000 real estate practitioners.

Practitioners are asked about their expectations for home sales, prices, and market conditions.

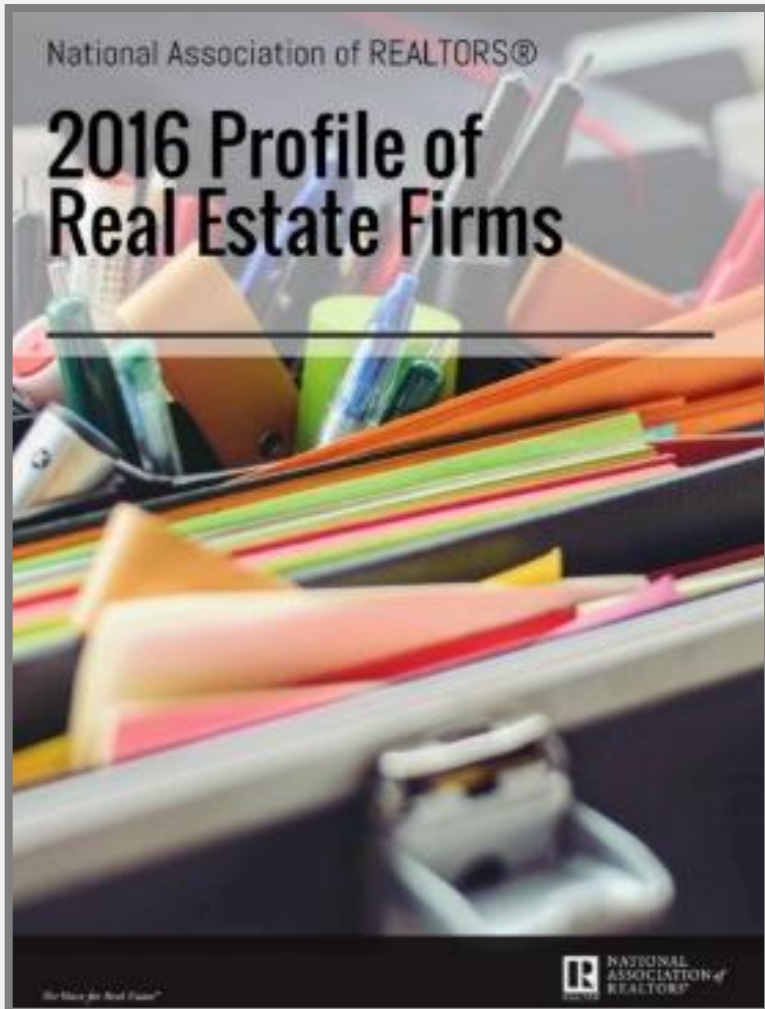
In addition, the “Questions of the Month” focus on timely aspects of the housing market.

Commercial Real Estate Outlook



This quarterly report covers the economic conditions underpinning current commercial real estate market and presents trends in market fundamentals, investments, and financing.

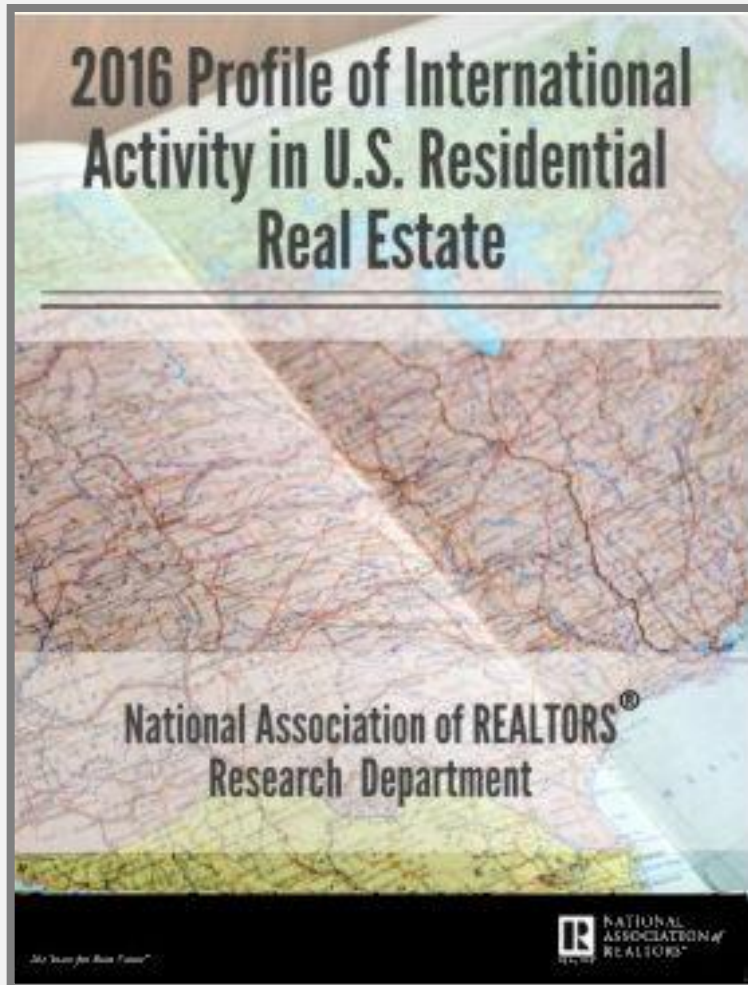
Profile of Real Estate Firms



The annual [Profile of Real Estate Firms](#) is based on a survey of firm executives who are members of the National Association of REALTORS®.

The report provides insight into the business characteristics, business activity, franchised firms, benefits and education at firms, and the future outlook of firms.

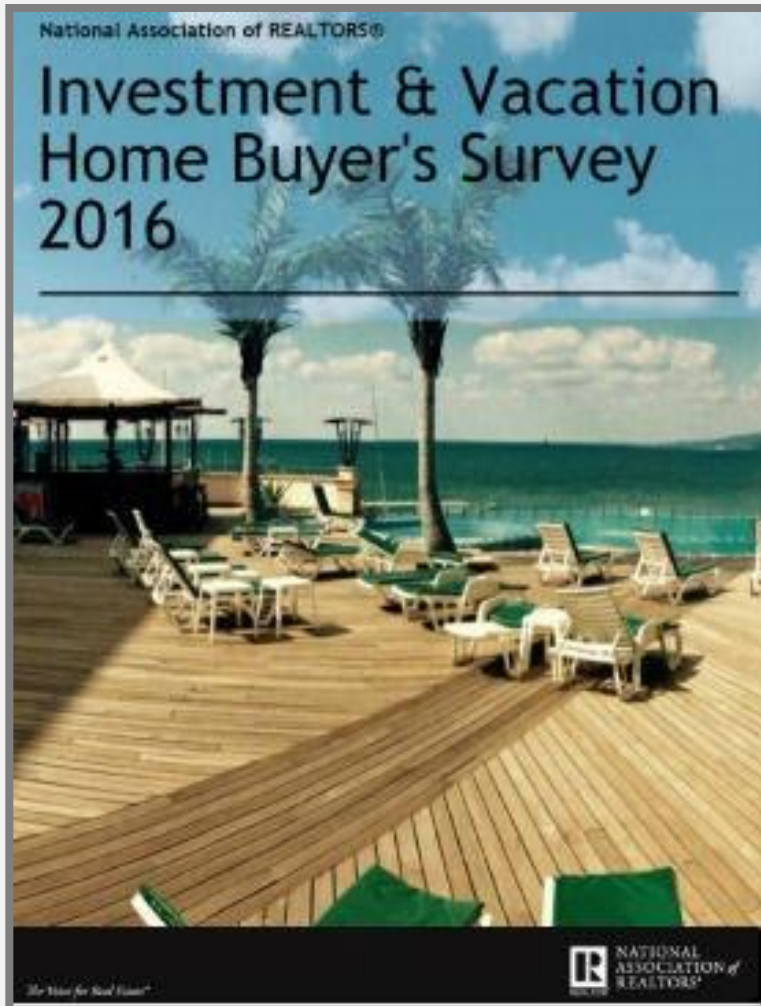
Profile of International Activity in U.S. Residential Real Estate



A significant share of home purchases in the U.S. are made by people whose primary residence is outside the U.S.

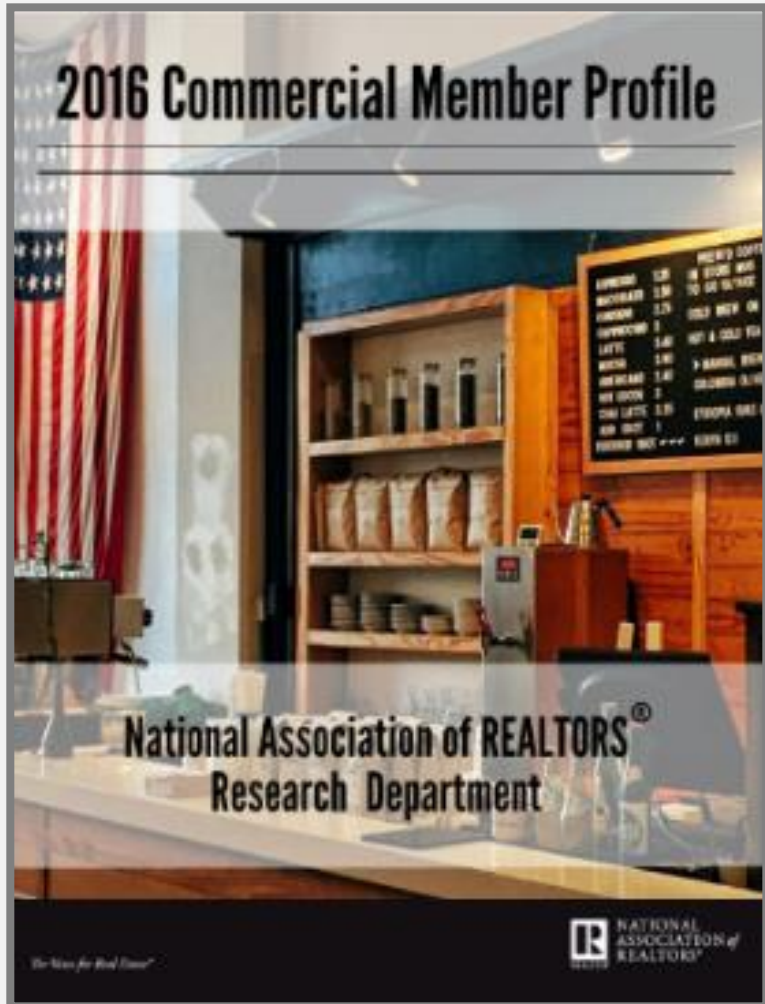
The annual [Profile of International Home Buying Activity](#) reveals the top five countries of origin of foreign home buyers and how these buyers are utilizing the services of REALTORS®.

Investment and Vacation Home Buyers Survey



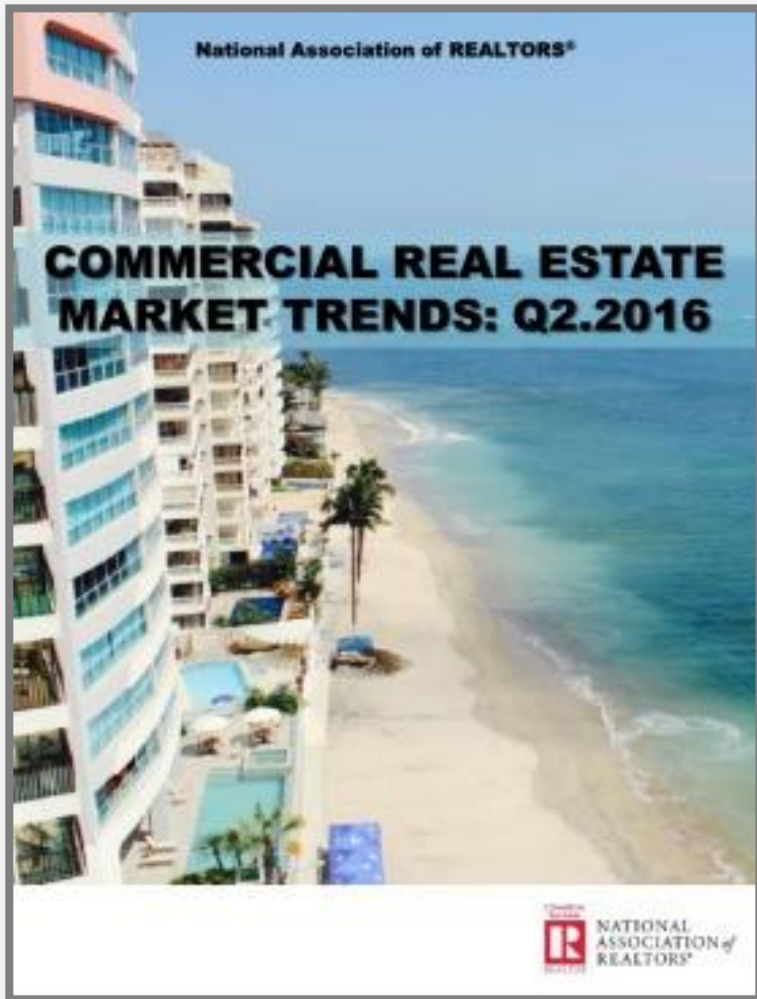
This annual report on [investment and vacation home buying](#) breaks down the share of home sales by primary residences, vacation homes, and investment properties, and presents several characteristics of the non-primary residence transaction.

Commercial Member Profile



The annual [Commercial Member Profile](#) describes the business, transaction, and demographic characteristics of NAR commercial members, and defines the property information needs of this segment of NAR membership.

Commercial Real Estate Market Survey



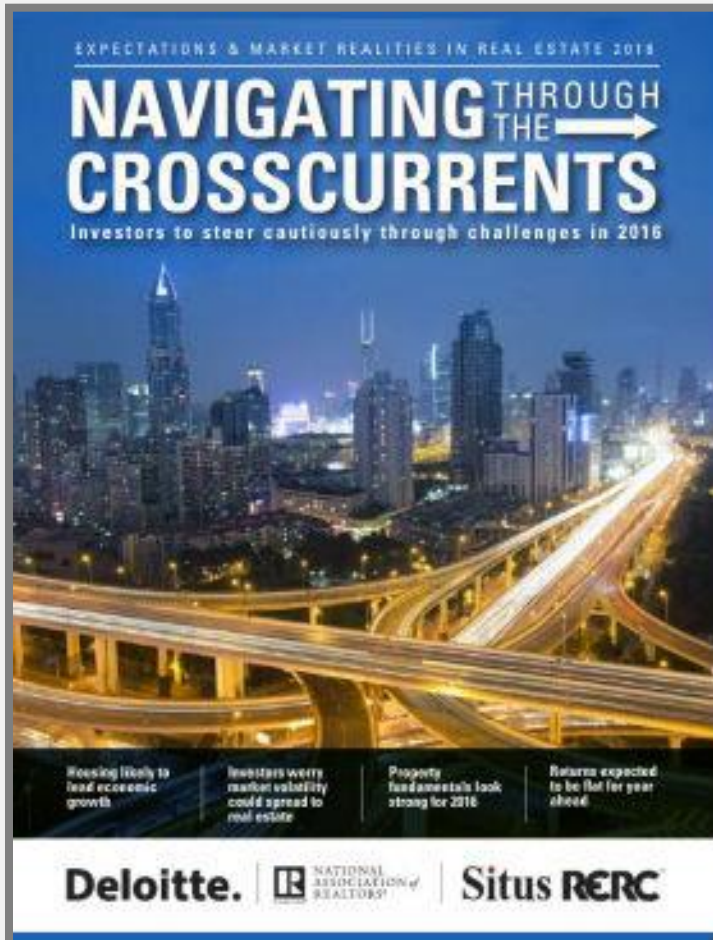
The REALTORS® Commercial Real Estate Market Survey measures activity in the commercial real estate markets. It is designed to provide members with an overview of the market performance, sales and rental transactions, current economic challenges, and future expectations.

Commercial Real Estate Lending Survey



The [Commercial Lending Survey](#) provides insights into REALTORS®' commercial financing options. The report details liquidity conditions, market impact, funding sources, and respondents' comments.

Expectations and Market Realities in Real Estate



This report on [commercial market outlook](#) gives commercial investors the information they need to make forward-looking changes to their approach to today's market.

It focuses on economic outlook, capital markets, highlights and expectations for the five major property sector markets, and a collective analysis of the commercial investment environment.

Land Business Survey



This biannual report is conducted jointly by the REALTORS® Land Institute and NAR. Its focus is to present accurate information on current trends in the land markets and on the general state of land sales.

The data in the report is generated from survey responses from land professionals from across the United States.

State-by-State Economic Impact of Real Estate Activity

Economic Impact of Real Estate Activity:

Alaska

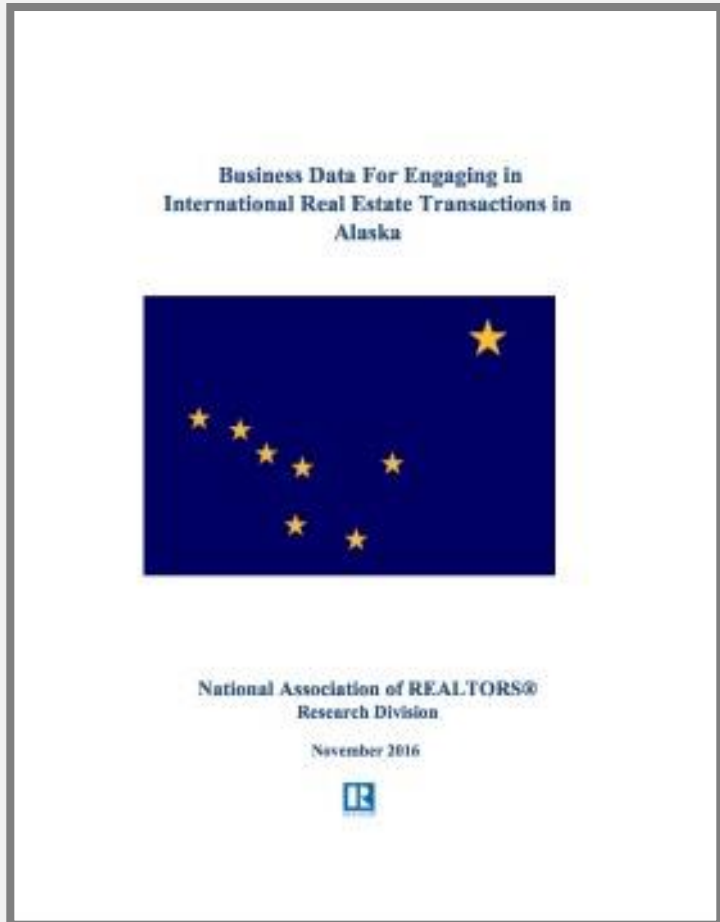


NAR Research
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These reports outline the total economic impact of real estate related industries on the state economy, as well as the expenditures that result from a single home sale, including aspects like home construction costs, real estate brokerage, mortgage lending, and title insurance.

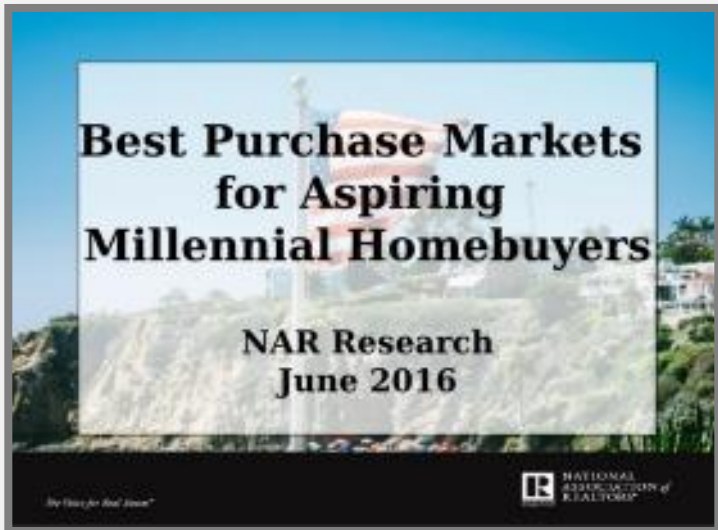
Find out how much the real estate industry is affecting the gross state product for your area.

State-by-State International Business Reports



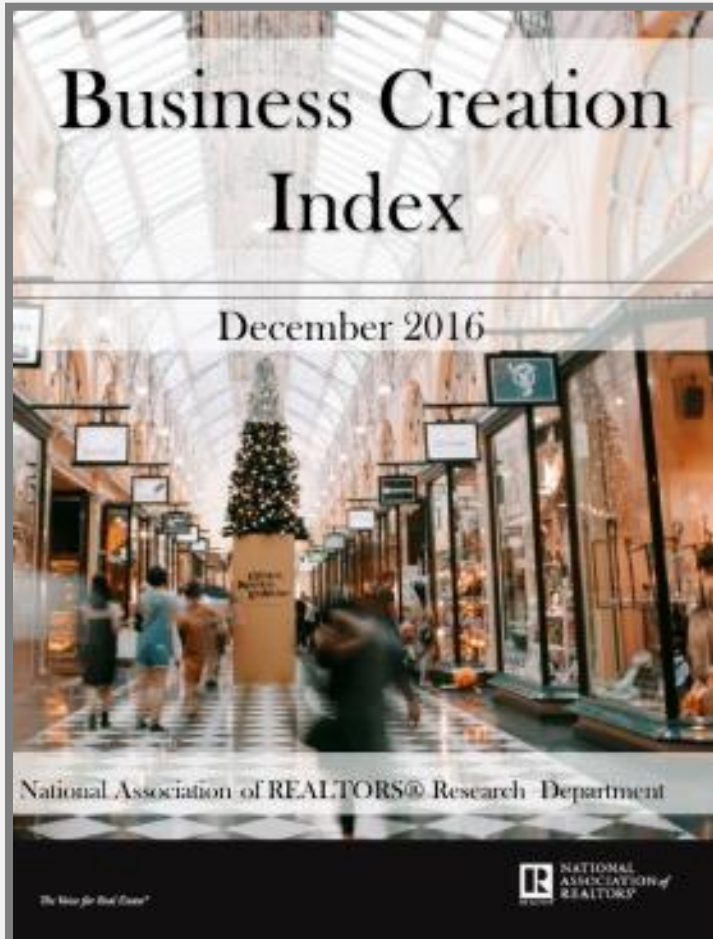
[These downloadable reports](#) look at international business activity by state, including the number of immigrants arriving from various countries, homeownership rates, and countries with the highest direct investment in the state.

Best Purchase Markets for Aspiring Millennial Homebuyers



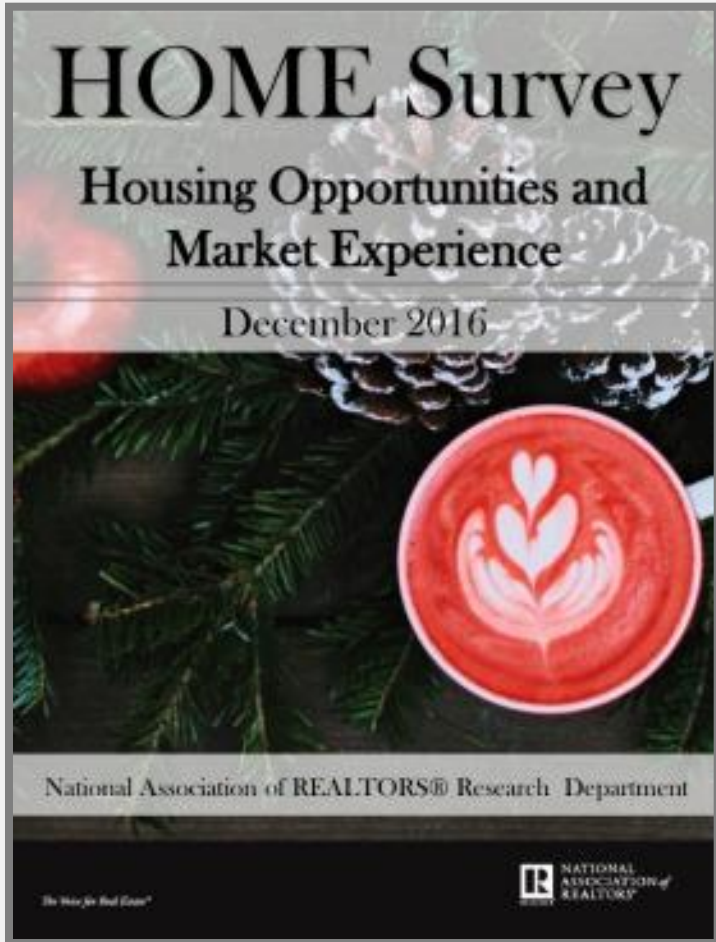
In 2016, NAR analyzed employment gains, population trends, income levels and housing conditions in the largest 100 metropolitan statistical areas across the country to identify the best purchase markets for millennial homebuyers. [This report](#) focuses on the top 10.

Business Creation Index



[This quarterly report](#) monitors local economic conditions from the perspective of NAR's commercial members, offering insight into whether businesses are opening or closing by industry, population density, and sub-region.

HOME Survey



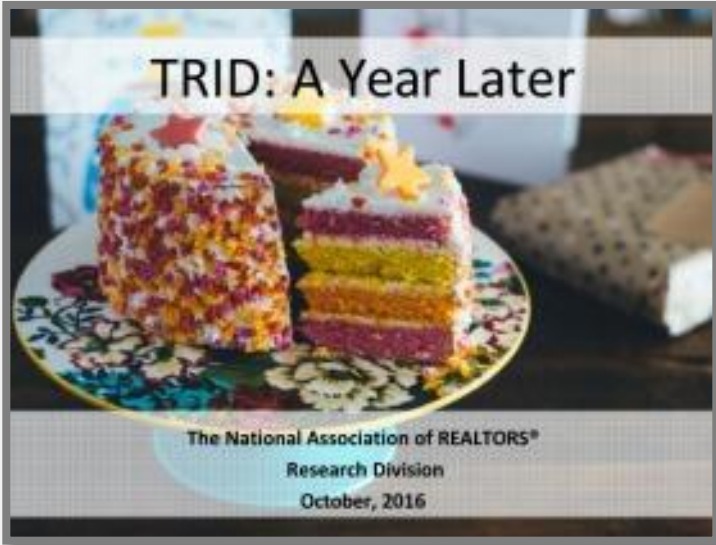
This quarterly report reflects consumer feelings about the housing market. It includes views on housing as a good financial investment, whether homeownership is part of the American Dream, if now is a good time to buy or sell a home, and perception of home price changes.

Moving With Kids



The information in [this report](#) comes from NAR's Profile of Home Buyers and Sellers, and highlights the characteristics of families with children who are buying or selling a home.

REALTORS® and the New Closing Process Survey



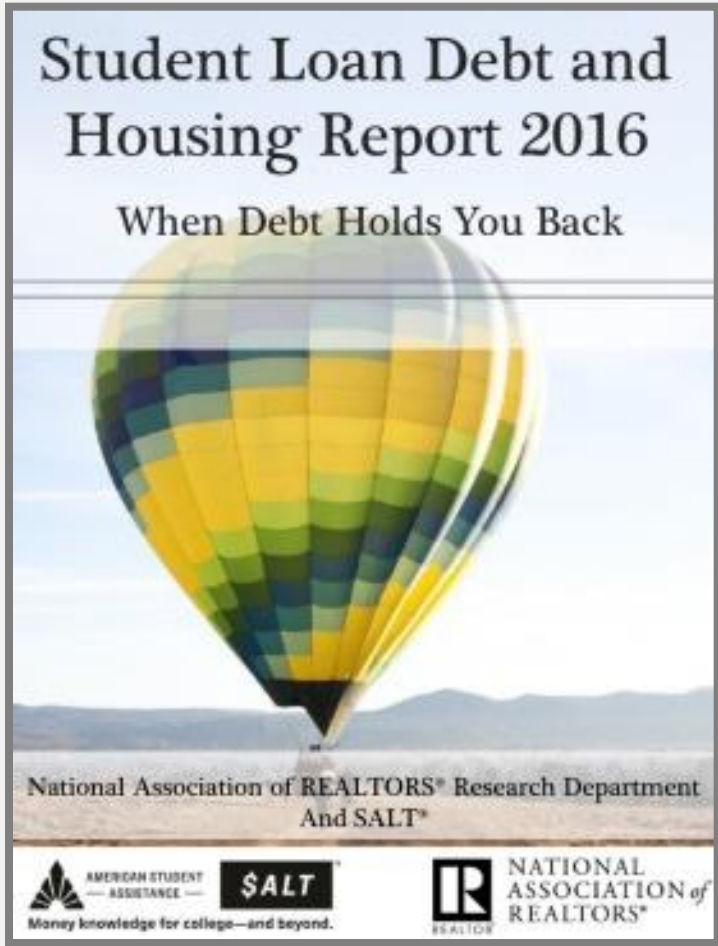
The TILA-RESPA Integrated Documentation (TRID) or Know Before You Owe rules went into affect on October 3rd 2015. [This survey](#) tracks REALTORS® experiences with the new process.

Remodeling Impact Report: Outdoor Features



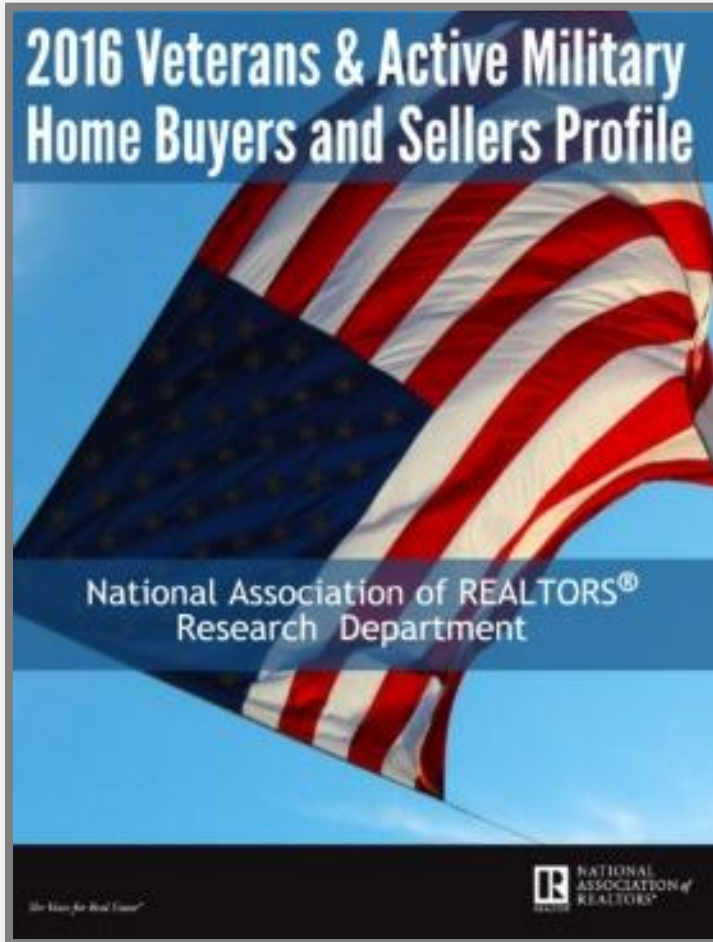
This report looks at the reasons homeowners complete outdoor remodeling projects, the value of taking on such projects, and the increased happiness experienced by homeowners once a project is completed.

Student Loan Debt and Housing



[This survey by SALT® and NAR](#) of people with student loan debt looks at the way the debt affects their ability to buy a home.

Veterans and Active Military Home Buyers & Sellers Profile



This annual survey examines the differences and similarities between veteran and active military home buyers and sellers and those who have never served in the military.

Foot Traffic Index



Every month, SentiLock, LLC provides NAR with data on the number of properties shown by a REALTOR®. SentiLock Lockboxes are used in roughly a third of home showings across the nation.

Foot traffic has a strong correlation with future contracts and home sales, so it can be viewed as a peek ahead at sales trends two to three months into the future.

REALTOR® University Speaker Series



This ongoing [video series](#) is created by NAR and REALTOR® University. The speakers are leading industry experts, and in this series, they talk about important aspects of the economy and the real estate industry.

Past topics include:

- Economic Issues in the Housing Market
- Financial Cycles and Real Estate
- Affordable Renting in the U.S.
- Heartland Renewal
- Cities & Suburbs Now and in the Future
- The Metropolitan Revolution
- Housing Finance Reform

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