

# REALTORS® CONFIDENCE INDEX SURVEY May 2021

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 May 2021 market transactions.

Several metrics indicates a continued strong buyer market with limited supply. The REALTORS® Buyer Traffic Index decreased from 80 in April 2021 to 77 (very strong conditions) in May 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 more than 5% from one year ago and sales in the next three months to increase nearly 2% from last year’s sales level.

With limited supply in the market, homes typically sold within 17 days (26 days one year ago), as buyer competition continues.

The share of first-time buyers remains unchanged in May at 31% (31% in the prior month, 34% one year ago).

The pandemic continues to impact how people live and work. A higher share of buyers, at 87%, purchased a property in a suburban, small town, rural, or resort area (81% one year ago). Fifty-eight 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.

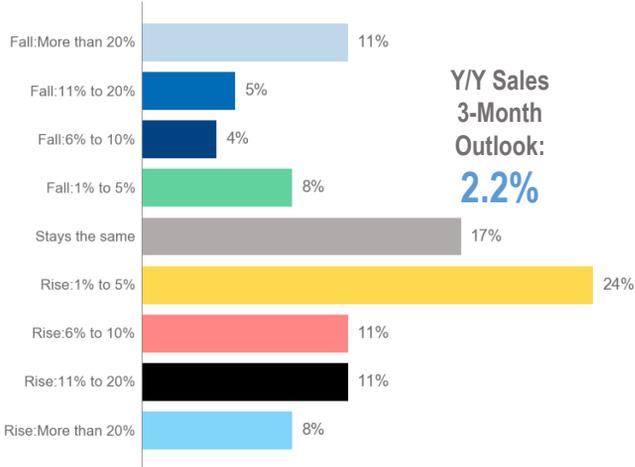
May 2021 REALTORS® Confidence Index Survey Highlights			
	May-21	Apr-21	May-20
<b>Key Market Indicators</b>			
RCI Buyer Traffic Index /1	77	80	50
RCI Seller Traffic Index /1	43	40	30
RCI Buyer Traffic Index: 3-Month Outlook /1	70	74	62
RCI Seller Traffic Index: 3-Month Outlook /1	52	51	51
Median days on market	17	17	26
Percent of properties sold in less than 1 month	89	88	58
First-time homebuyers, as percent of sales	31	31	34
Sales for non-primary residence use, as a percent of sales	17	17	14
Cash sales, as percent of sales	23	25	17
Distressed sales, as percent of sales	1	1	3
<b>Market Outlook</b>			
Expected percent change in home sales in the next 3 months vs. same period one year ago	2.2	2.8	-3.3
Expected percent change in home prices in the next 3 months vs. same period one year ago	5.1	6.0	0.9
Expected percent change in home prices in the next 12 months from current month	1.8	2.4	1.4
Percent of respondents who expect an increase in buyer traffic in next 3 months	49	56	43
Percent of respondents who expect an increase in seller traffic in next 3 months	32	32	29
Percent of respondents who had a potential buyer looking for work-from-home features (den, nook, etc.)	58	60	-
Percent of respondents who reported observing a higher share of clients who live in the city who want to purchase a property in the suburb or rural area	36	37	-
<b>Other Market Indicators</b>			
Average number of offers received on the most recent sale	5.0	5.1	2.7
Percent of bid offers above the list price	54	53	-
Average number of clients taken on a home tour by agent	4.5	5.1	3.5
Average number of new listings in the month per agent	1.7	1.7	1.3
Percent of buyers who purchased in a suburban, small town, rural, or resort area	87	85	81
Percent of first-time buyers who put down less than 20% down payment	68	71	74
FHA loans as a percent of mortgage financing	14	12	18
Percent of buyers who purchased property based on virtual tour/showing/open house only	10	10	9
Percent of sellers who sold property based on virtual tour/showing/open house only	6	5	7
Percent of buyers who were renting before purchasing a home	39	45	50
Median days to close	30	30	32
Percent of contracts in the past 3 months that were terminated	7	5	9
Percent of contracts in the past 3 months that had delayed settlement	22	22	25

<sup>1</sup> 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.”

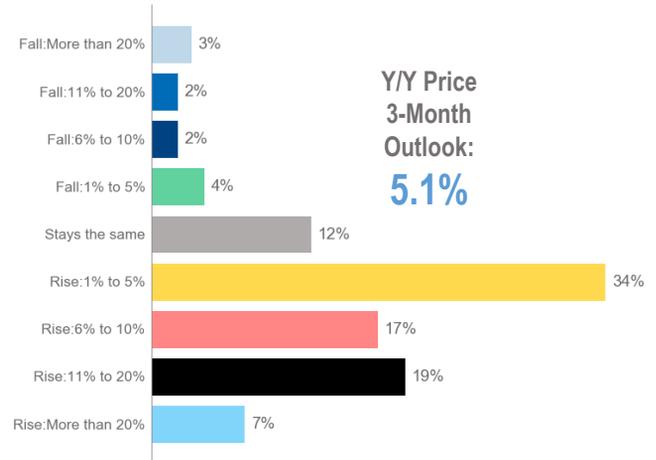
# REALTORS® CONFIDENCE INDEX SURVEY

## Realtors® Market Expectations

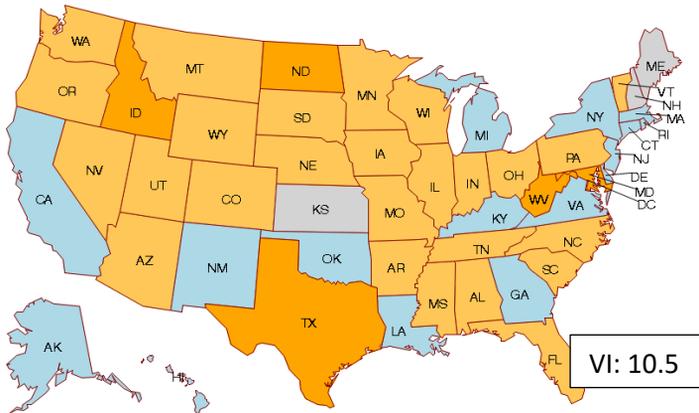
### SALES VOLUME: 3 MONTH OUTLOOK



### PRICE EXPECTATIONS: 3 MONTH OUTLOOK

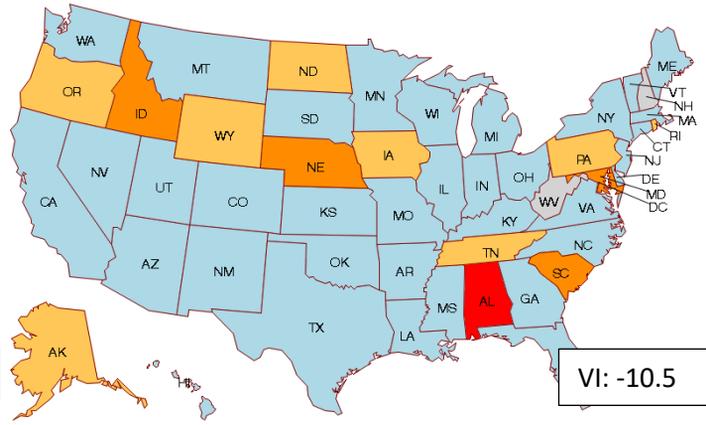


### REALTORS® MEDIAN EXPECTED PRICE CHANGE WITHIN THE NEXT 3 MONTHS, Y/Y PERCENT CHANGE



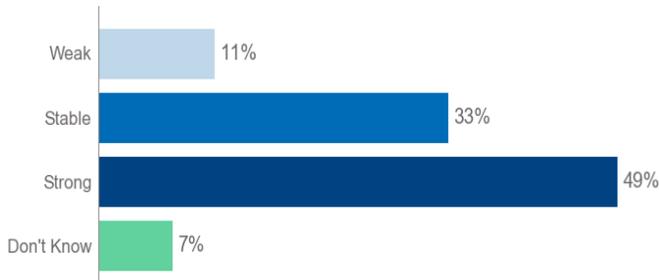
Median Expected Price Change in Next 3 Months from One Year Ago Among REALTOR® Respondents

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

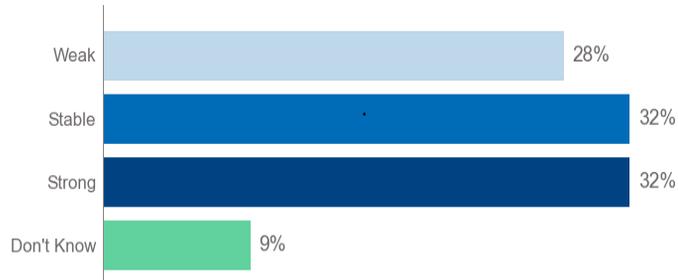


Median Expected Sales Change in Next 3 Months from One Year Ago Among REALTOR® Respondents

### REALTORS® EXPECTATION ON BUYER TRAFFIC WITHIN THE NEXT 3 MONTHS



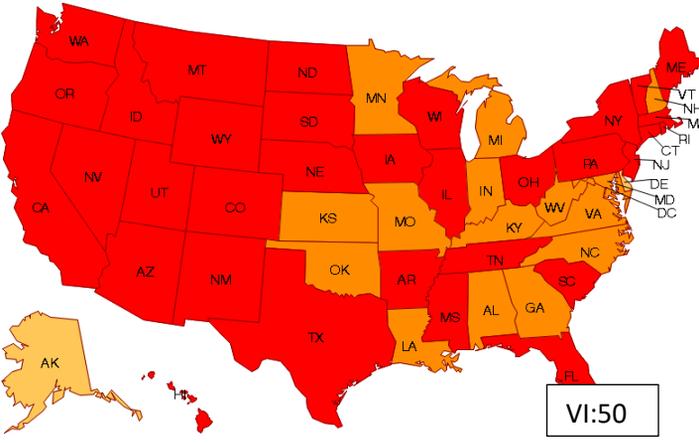
### REALTORS® EXPECTATION ON SELLER TRAFFIC WITHIN THE NEXT 3 MONTHS



# REALTORS® CONFIDENCE INDEX SURVEY

## Market Conditions

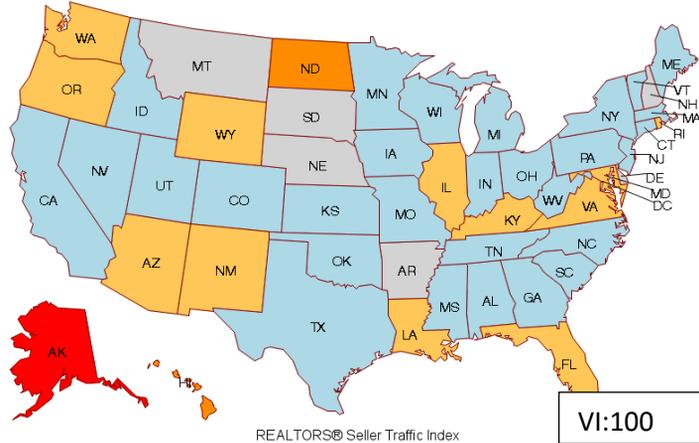
REALTORS® BUYER TRAFFIC INDEX



REALTORS® Buyer Traffic Index

- Stable (45+ to 55)
- Moderately Strong (55+ to 75)
- Very Strong (75+)

REALTORS® SELLER TRAFFIC INDEX



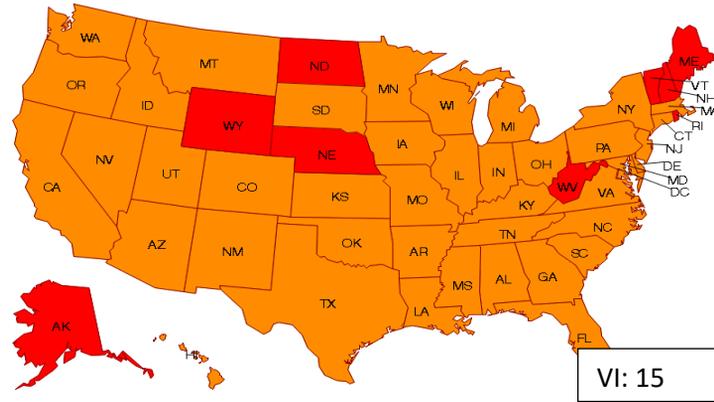
REALTORS® Seller Traffic Index

- 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 15
- 16 to 30
- 46 to 60

MEDIAN DAYS ON THE MARKET



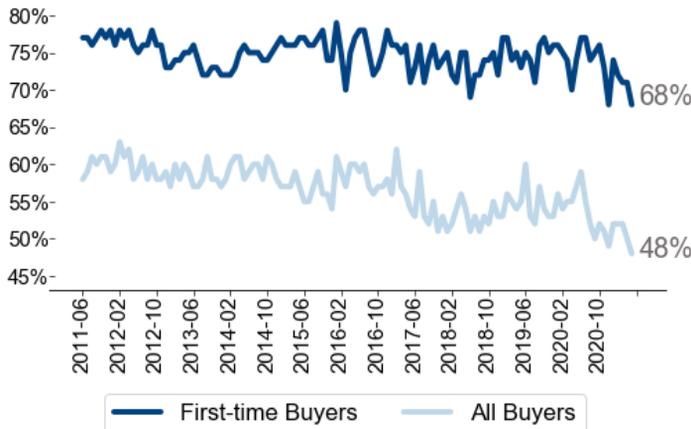
FIRST-TIME BUYERS AS PERCENTAGE OF RESIDENTIAL SALES



# REALTORS® CONFIDENCE INDEX SURVEY

## Market Conditions

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



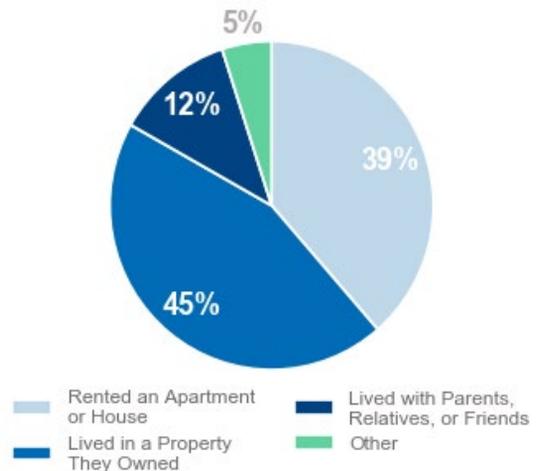
CASH SALES AS PERCENTAGE OF RESIDENTIAL SALES



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



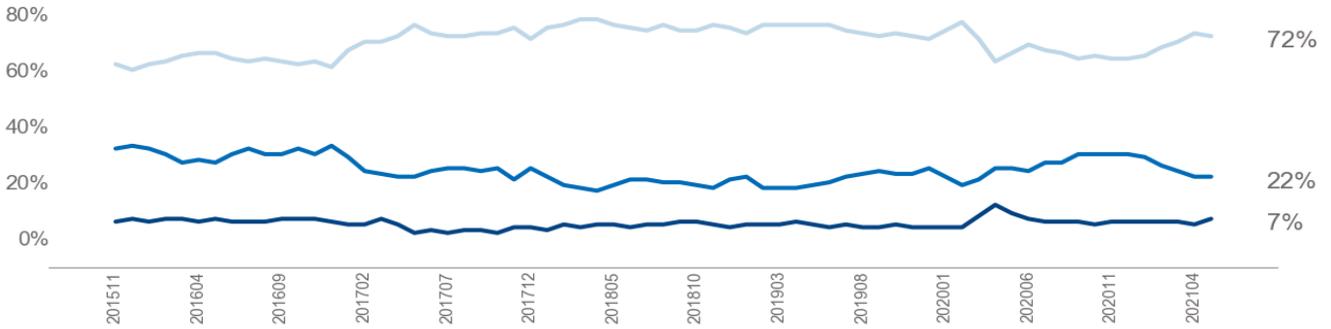
AVERAGE NUMBER OF CLIENTS TAKEN ON A HOME TOUR BY AGENT



# REALTORS® CONFIDENCE INDEX SURVEY

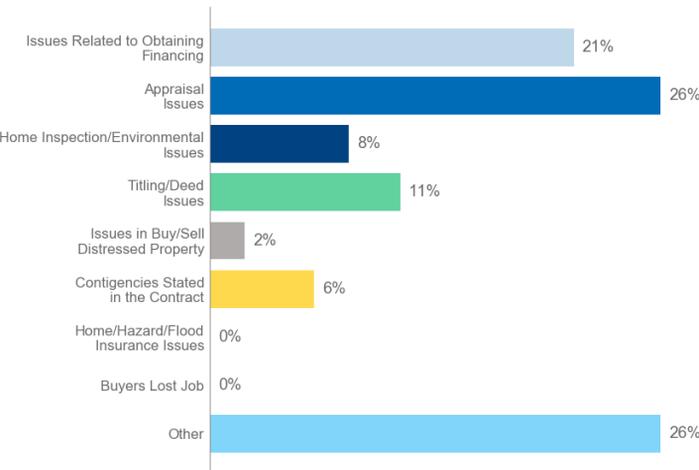
## Issues Affecting Buyers and Sellers

### CONTRACT SETTLEMENT

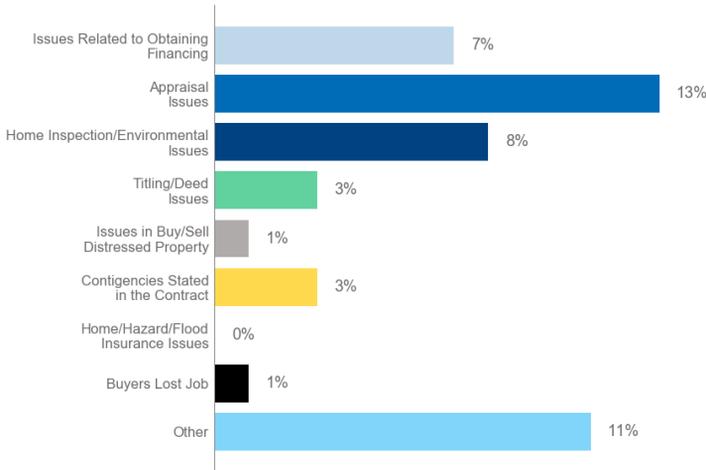


— Contract Was Settled on Time    — Contract Was Delayed but Eventually Went into Settlement    — Contract Was Terminated

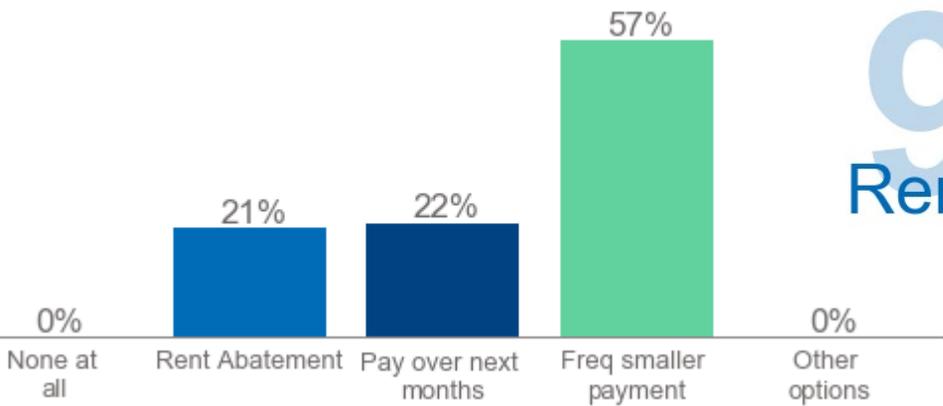
### PROBLEMS ENCOUNTERED FOR DELAYED CONTRACT



### PROBLEMS ENCOUNTERED FOR TERMINATED CONTRACTS<sup>1</sup>



### RENT OPTIONS OFFERED TO ASSIST RESIDENTIAL TENANTS



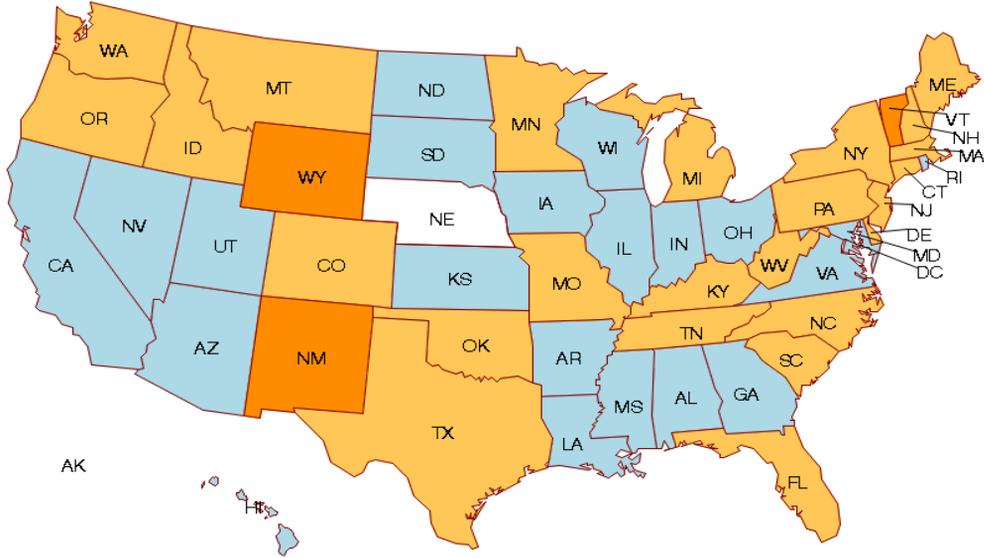
99%  
Rent Collected

<sup>1</sup> Multiple responses are allowed.

# REALTORS® CONFIDENCE INDEX SURVEY

## Issues Affecting Buyers, Sellers, and Renters

### REALTORS® PERCENT OF CITY BUYERS PURCHASING IN SUBURBS

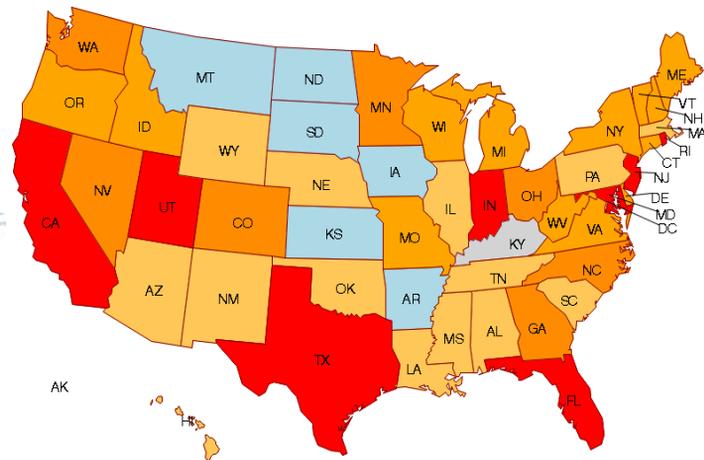


Percent of REALTORS® Respondents Who Reported Higher Share of City Buyers Purchasing in Suburbs

### REALTOR® CONCERNS



### AVERAGE NUMBER OF OFFERS RECEIVED ON SOLD HOMES



Average Number of Offers Received on Homes Sold

# REALTORS® CONFIDENCE INDEX SURVEY

## About the *RCI Survey*

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- 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 May 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 5,876 respondents in the previous three surveys who provided their email addresses.
- There were 3,316 respondents to the online survey which ran from June 1-8, 2021, of which 1,653 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](mailto:Data@realtors.org)

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# REALTORS® CONFIDENCE INDEX SURVEY



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.

### **RCI Lead Team**

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