

2021 Real Estate MARKET SELLERS at a Glance

Tight inventory has made 2021 a great year to list a home. Check out where sellers stand in this marketplace as reported in the 2020 Profile of Home Buyers and Sellers from the National Association of REALTORS®.



Top Reasons Why Sellers Move

15%

Closer to friends and family.

14%

Home was too small.

12%

Change in family situation.



10 YEARS Time spent in home before selling.

Expected to decrease under current market conditions.

3 WEEKS

Time on Market for Recently Sold Homes

Tight inventory and low interest rates mean homes are selling quickly!



Agents Are in Demand

Despite the digital age, skilled real estate agents are in high demand.



Most sellers recommend their agent at least once after the transaction.

89%

Sellers that worked with an agent.

27%

Sellers have recommended their agent 4+ times.

8%

Transactions were FSBO (for sale by owner) in 2020. The lowest figure since 1981.

Sellers that would refer their agent in the future.

89%

Major Equity Gains

Sellers homes sold for a median of

\$66,000

more than what they originally paid for it.

The Price is Right

Recently sold homes went for

99% of the final listing price.

Just under half of all sellers offered incentives to attract buyers.

Call me for a free market analysis to see what your home is worth in this hot market!

