

2021 Real Estate MARKET

BUYERS at a Glance

With record-low mortgage rates, the housing market is great for buyers looking to secure their dream home with an affordable monthly payment. Check out where buyers stand in this marketplace as reported in the 2020 Profile of Home Buyers and Sellers from the National Association of REALTORS®.



Tight Inventory

Buyers typically paid

99% of the asking price.

Typical Home Purchased:



3
BEDROOMS



2
BATHROOMS



1,900
SQUARE FEET



1993
YEAR BUILT

Expect to see more new homes built and purchased in 2021.



Online tools have sped up the home search.

Buyers typically searched **8 weeks** and viewed **9 homes**.
5 homes were seen online only.



Buyers Trust Agents to Get the Job Done

88%

Buyers used a real estate agent.

73%

Interviewed only one agent.

6%

Used a builders agent.

91%

Would recommend their agent to others.

“80% of the business is still repeat and referral customers. That’s where it’s at.”

— Brian Buffini, Founder and Chairman of Buffini & Company

All In the Family

12%

Purchased a multigenerational home.

Kids living at home, parents or grandparents moving in.

Buyers Move Earlier Than Expected

21%: Buyers who said they are never moving.

15 YEARS

How long buyers expect to stay in their homes.

10 YEARS

Time spent in home before selling.

Call me to get started on your own home buying journey today!

