

A Quick Take on the Housing Market

Dr. Jessica Lautz | VP Demographics & Behavioral Insights



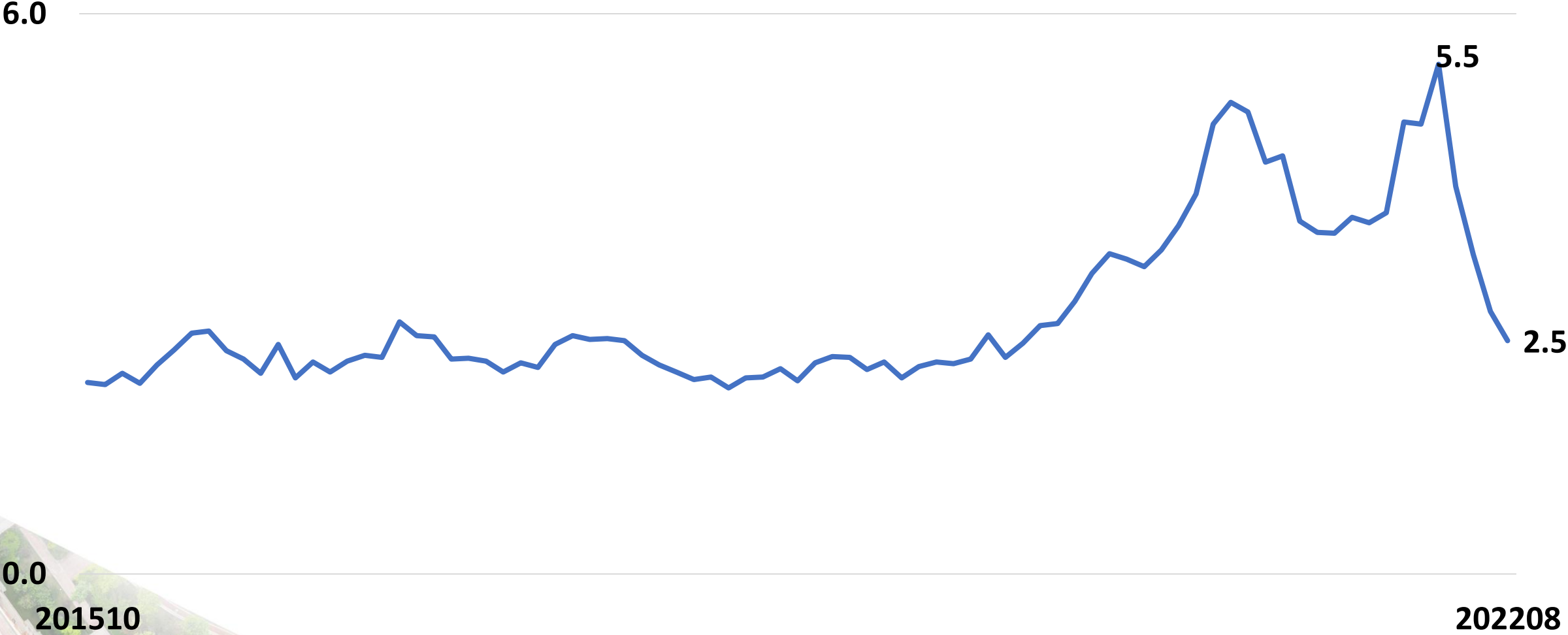
Median Days on Market Tick Up



Source: REALTORS® Confidence Index: www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index



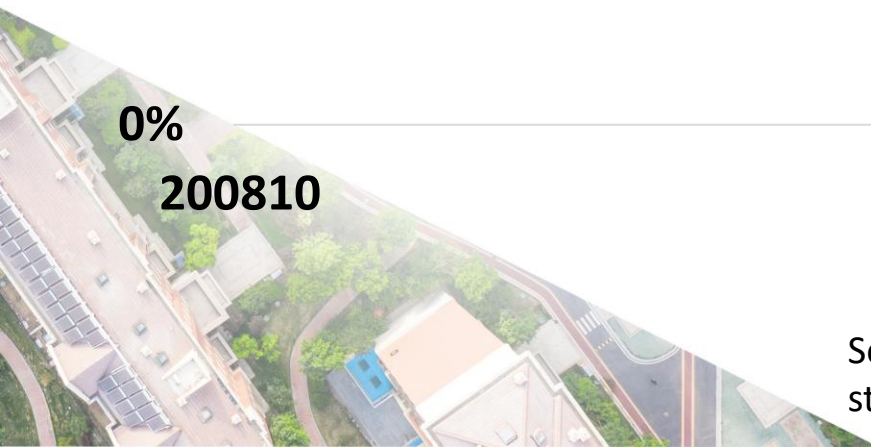
Average Number of Offers Received on Most Recent Sale



Source: REALTORS® Confidence Index: www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index



Share Distressed Sales (Foreclosures/Short Sales)



Source: REALTORS® Confidence Index: www.nar.realtor/research-and-statistics/research-reports/realtors-confidence-index



This is a new housing paradigm...

Tight Lending

- Subprime lending out
- Balloon/no doc loans out

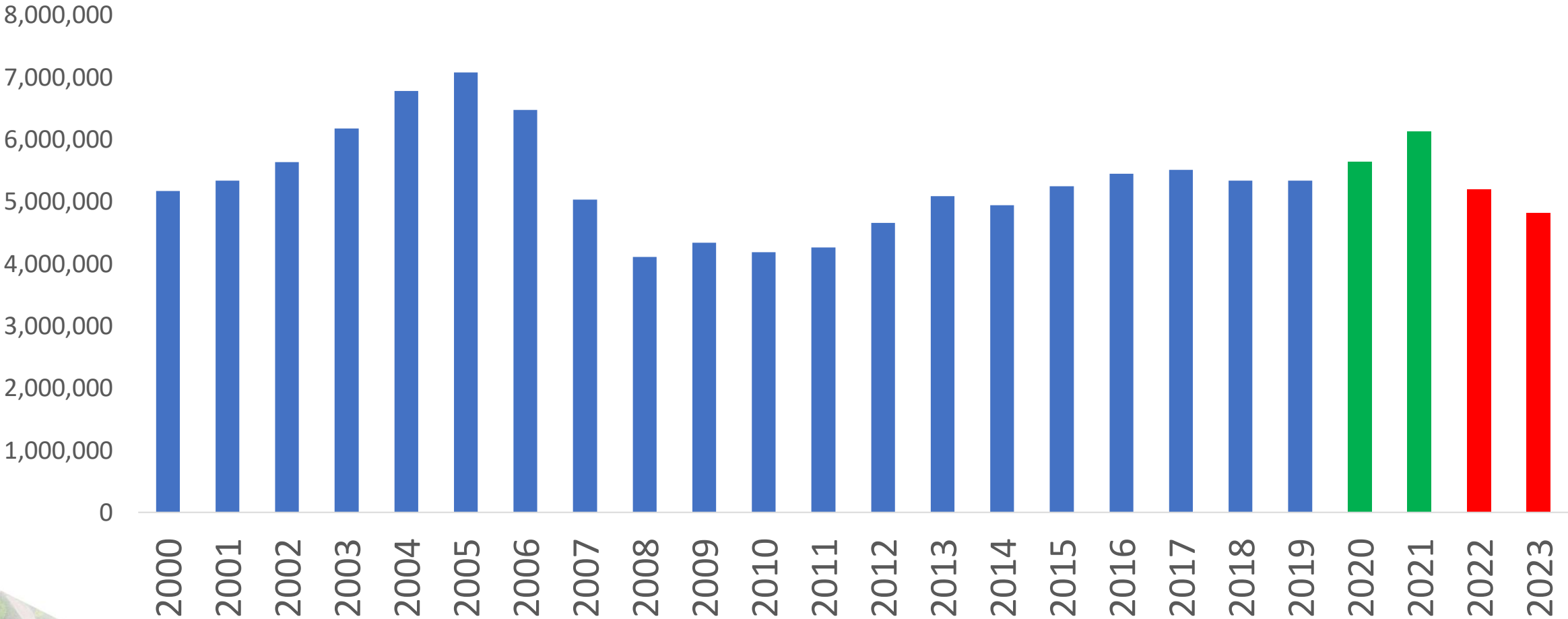
Low Inventory

- Under building: short 4.5-6.5 million homes
- Continue delays housing completes

Demographics

- Household formation
- Tenure in home longer

Existing-Home Sales - Annual



Source: NAR Existing-Home Sales
www.nar.realtor/research-and-statistics/housing-statistics/existing-home-sales



THANK YOU.



NARdotRealtor



nar.realtor

Twitter: [@nar_research](#) [@jessicalautz](#)
LinkedIn: www.linkedin.com/in/jessica-lautz/
Instagram: [@narresearch](#)
Facebook: facebook.com/narresearchgroup