

# 2020 REAL ESTATE MARKET FAST FACTS

Your quick guide to the national real estate market in 2020 — by the numbers!

Median Home Price:  
**\$257,000**

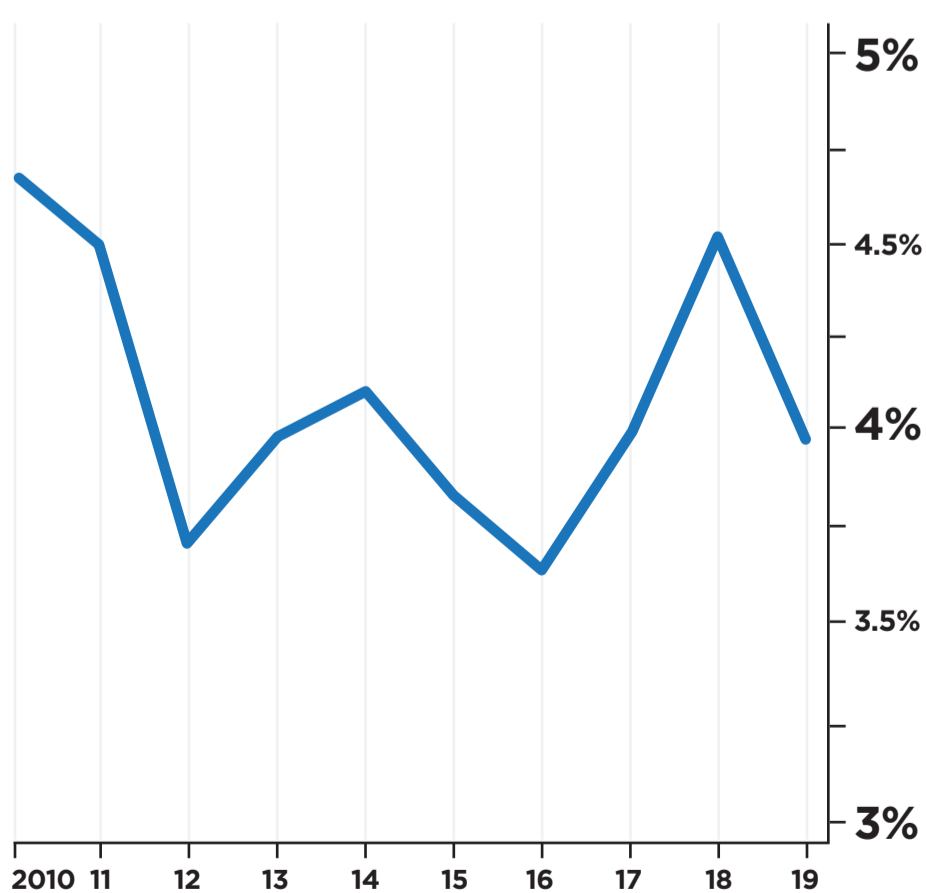
**3 Weeks**  
Median length of time  
homes are on the market.

**3.9 Months**  
Time it would take for all  
homes currently on the  
market to sell.

## Mortgage Rates

Remain historically low,  
helping new buyers  
enter the market.

Average 30-Year Fixed  
Mortgage Rates since 2010



## Home Buying in 2020

**33%** of all buyers are **first-time buyers**.

**59%** of first-time buyers are  
18-34 years old.

**Buyers typically searched for 10 weeks**  
and looked at an average of **9 homes**.

**44%** of buyers looked online first  
for properties listed in their area.

**75%** of non-owners see homeownership  
as a part of their **American Dream**.

**78%** of non-owners believe  
homeownership is a **good financial  
decision**.

## Home Selling in 2020

Sellers sold their homes for a  
median of **99% of the final listing price**.

**23%** reduced asking price at least once.

**In 2019, sellers were getting a median  
of \$60,000 more than what they  
purchased the home for** — in 2018, that  
amount was \$55,500.

**31%** is the median **amount of equity** a  
seller had in the home.

## Winning Through Referrals

**41%** of buyers used an agent referred  
to them by a friend, neighbor or relative.

**66%** percent of sellers found their  
agent through a referral from a friend or  
family member, or used the same agent  
they had worked with the last time they  
bought or sold a home.

**90%** of buyers and **70%** of sellers  
would use their agent again or refer them  
to others.



Whether you have questions about the market or know someone who's ready to buy or sell this year, I'm here to help with all of your real estate needs. **Just give me a call!**