

Supply and Demand

in Housing

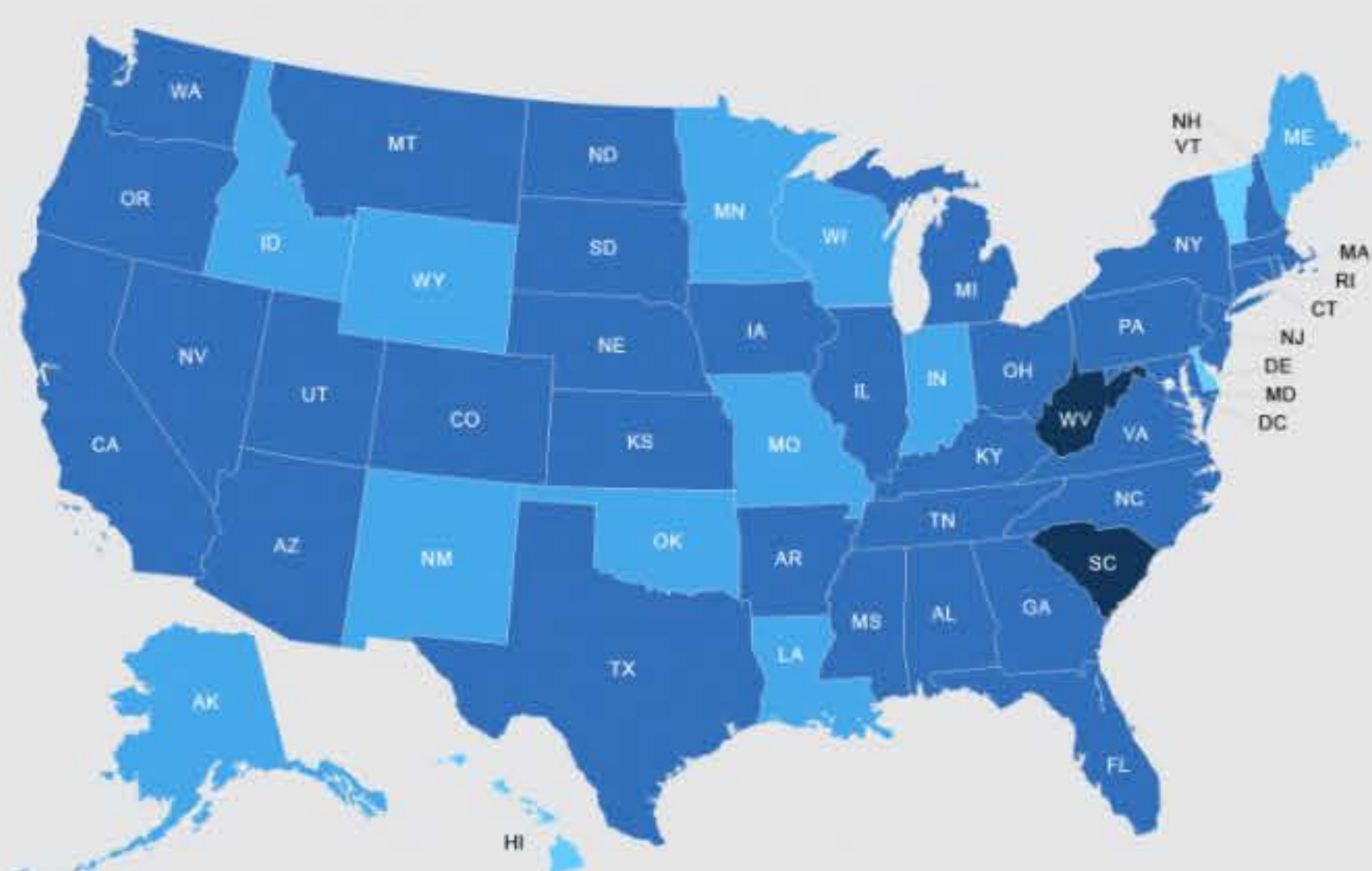
Today's market is the direct result of low housing supply and high buyer demand. Here's what that means for you and your plans to buy or sell.

Buyer Traffic

Very Strong Strong Stable Weak Very Weak

Demand Is High

The darker blue on this map shows buyer activity is strong.

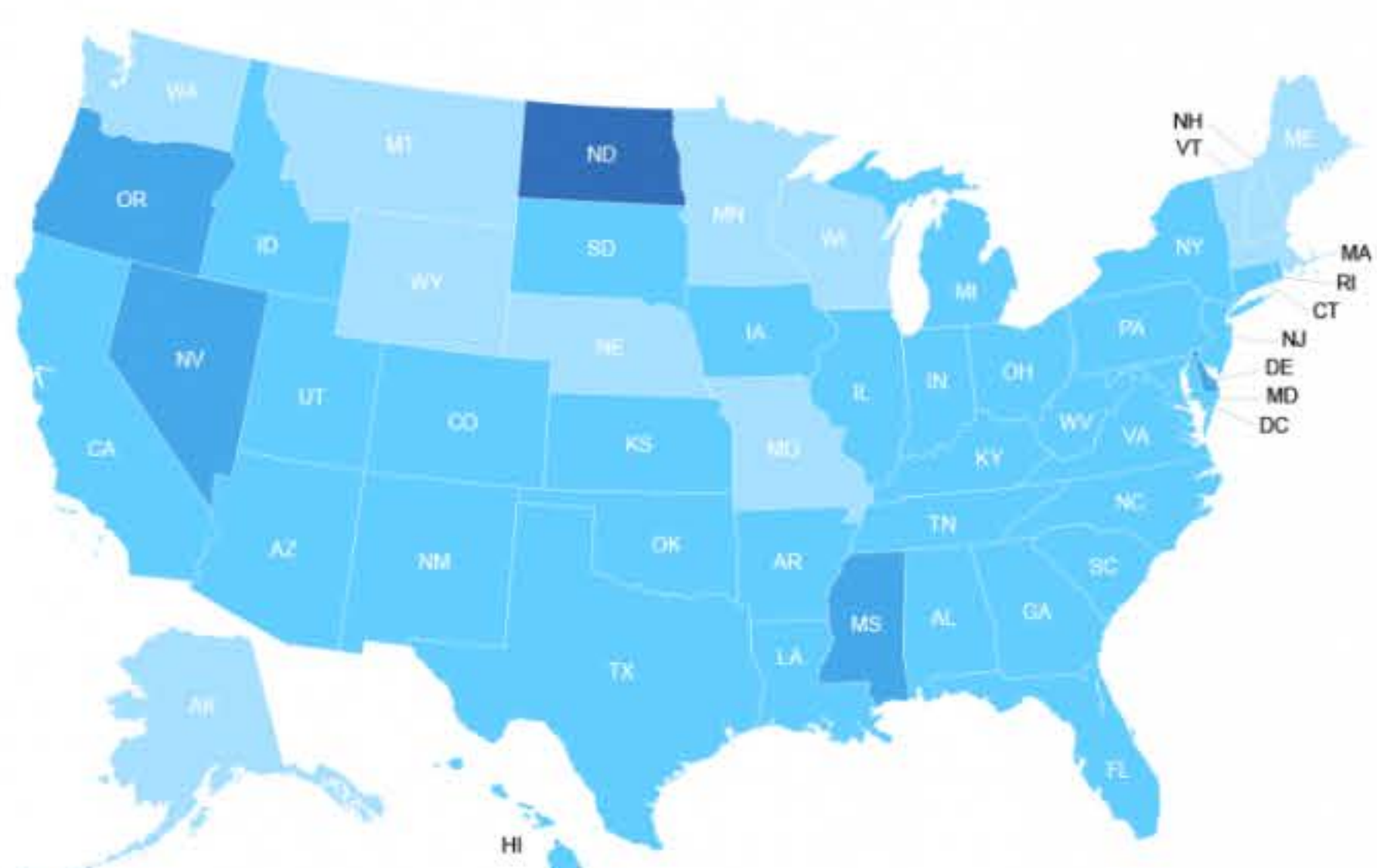


Seller Traffic

Very Strong Strong Stable Weak Very Weak

Supply Is Low

The lighter blue on this map shows seller activity is weak.



What It Means for You:

Buyers:

- Expect competition from other buyers
- Move fast when you find the one
- Submit your strongest offer up front

Sellers:

- Be the center of attention for eager buyers
- Enjoy the likelihood of your house selling quickly
- Prepare for a potential multiple-offer scenario

Even with these conditions, more homes sold last year than in any year since 2006. Other people are making their goals a reality. If you're ready to move, let's connect to talk about our local area and how you can take advantage of today's unprecedented housing market.

Source: NAR



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