

# 2022 Real Estate

## - Sellers at a Glance -

Tight inventory continues to make 2022 a great year to list a home. Check out where sellers stand in this marketplace as reported in the 2021 Profile of Home Buyers and Sellers from the National Association of REALTORS®.



### TOP REASONS WHY SELLERS MOVE...

18%

Want to be closer to friends & family.

17%

Home was too small / Outgrew their space.

11%

Neighborhood became less desirable.



**8 Years:** time spent in home before selling.

*The pandemic likely led to a decrease in the amount of time people reside in their homes.*



**1 Week:** Time on Market for Recently Sold Homes

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

## **MAJOR EQUITY GAINS**

Sellers homes sold for a median of

**\$85,000**

**more** than what they originally paid for it.

## **THE PRICE IS RIGHT**

Just 26% of all sellers offered incentives to attract buyers.

**100%**

of recently sold homes went for of the final listing price.