

NAR 2017 Profile of Home Buyers and Sellers: A Snapshot

Home Buyers

- 34% of recent home buyers were first time buyers.
- 41% of first time buyers have student debt.
- 65% were married couples, 18% single females, 7% single males and 8% unmarried couples.
- The typical buyer was 45 years old.
- 88% of buyers purchased their home through a real estate agent.
- 42% of buyers paid the list price or higher.
- The median purchase price was \$235,000.

Home Sellers

- The typical seller was 55 years old and lived in their home for 10 years.
- 89% of sellers used a real estate agent to sell their home.
- Sellers sold their homes for a median of \$47,500 more than they purchased.
- Homes were on the market for an all-time low of 3 weeks.
- The median distance between the home purchased and the home sold was 18 miles.
- 52% traded up to a larger home.

For Sale by Owner (FSBO) Sellers

- The share of home sellers who sold their home without the assistance of a real estate agent remained 8%, the lowest share since NAR started keeping records in 1981.

Source: National Association of REALTORS®