

HOUSING FORECAST

2021

The housing market made an incredible recovery in 2020 and is now positioned for an even stronger year in 2021. Record-low interest rates continue to be the driving factor in this continued momentum, with average rates hovering at historic all-time lows.

"What does this mean for buyers and sellers?"

Buyers need to remain patient in the search process as more sellers list their homes this spring. At the same time, they must be ready to act immediately once they find the right home since bidding wars are more common when so few houses are available for sale.

Sellers may not want to wait until spring to put their houses on the market, though. With such high buyer demand and such a low supply, now is the perfect time to sell a house on optimal terms.

Here's a few of the housing forecast trends for 2021 from our friends at Realtor.com.

Seasonality makes a return

After normal seasonality was tossed out the window in 2020, we expect to see a strong spring and summer homebuying season, while things will wind down in fall and winter.



Home Prices will hit new heights

+5.7%



Home sales are going up

+7%

Strong demand and more homes hitting the market equals a healthy rate of growth.

Source: Realtor.com
2021 Housing Forecast

Mortgage rates on the move

+3.4%
by end of year

Along with rising prices, this will make affordability an issue for buyers.

The rise of the millennials

No longer just dominating the entry-level market, millennials are now taking over as "move up" buyers as they have children and need more space.

Market UPDATE

AVERAGE SOLD PRICE

\$293,728
+11.16%
Increase from previous year

HOMES SOLD YTD

1,935
+9.0%
Increase from previous year

MEDIAN SOLD PRICE

\$276,000
+11.52%
Increase from previous year

AVERAGE DAYS ON MARKET

57



NEW LISTINGS

122
December 2020
UP 17.3% from previous year

DECEMBER 2020



ACTIVE LISTINGS

281
December 2020
DOWN 23.2% from previous year

HOMES SOLD DEC 2020

190

Source: TCAR Housing Stats Report

Did you know? FSBO

Agent-assisted home sales typically sell for more than the selling price of For Sale By Owner homes.

↑11.12%

MEDIAN AGENT ASSISTED HOME SALE

\$242,300

MEDIAN FSBO HOME SALE

\$217,900

REASONS TO SELL

The most commonly cited reasons for selling a home:

15%

To move closer to friends and family.

14%

The home was too small.

12%

There was a change in family situation.

Source: NAR 2020 Profile Study

Demand is strong for sellers and rates are low for buyers!
Now is a great time to buy or sell a home. Contact me anytime.

RUSS REDFIELD
MANAGING BROKER, ABR, CNE

509.949.1455

redfield@bhhscentral.com
www.RussRedfield.com



©2021 BHH Affiliates, LLC. An independently owned and operated franchisee of BHH Affiliates, LLC. Berkshire Hathaway HomeServices and the Berkshire Hathaway HomeServices symbol are registered service marks of Columbia Insurance Company, a Berkshire Hathaway affiliate. Equal Housing Opportunity.