



NEWS RELEASE

More Than a Third of REALTORS® Closing Transactions Report No Delays

WASHINGTON (April 30, 2020) – More than a third of REALTOR® who are closing transactions – 35% – reported no delays, according to a new survey from the National Association of REALTORS®. “Nearly 70% of Americans have secure employment, and those interested in purchasing homes are looking at the enticing mortgage rates,” said NAR Chief Economist Lawrence Yun. “One in five potential buyers have dropped out of the market due to job loss concerns. Hopes are the massive financial stimulus package that can help replace a good portion of lost income until the economy steadily reopens. More home sellers are needed to relieve the acute inventory shortage.”

NAR’s latest **Economic Pulse Flash Survey** – conducted April 26-27 – asked members how the coronavirus the outbreak has impacted the residential and commercial real estate markets. Several highlights include:

- Three in 10 REALTORS® said they were able to complete nearly all aspects of real estate transactions while complying with social distance directives.
- Sixty-one percent of members reported working with home sellers. More than 3 in 4 REALTORS® working with home sellers said their clients aren’t reducing listing prices to attract buyers. A majority of REALTORS® – 64% – reported buyers are looking for some discounts on home prices.

NAR also today released its [2020 REALTOR® and Sustainability Report](#), which surveyed REALTORS® about sustainability issues facing the real estate industry. Several highlights include:

- Seven in 10 REALTORS® said energy efficiency promotion in listings was very or somewhat valuable.
- A majority of REALTORS® – 61% – found clients were at least somewhat interested in sustainability.
- Forty-one percent of homes with green certifications spent neither more or less time on the market.
- The home features clients listed as very important to their agent or broker included a comfortable living space; proximity to frequently visited places; and windows, doors, and siding.

“As many families are currently spending more time at home, some are taking on improvement projects involving sustainable features,” said Jessica Lautz, NAR vice president of demographics and behavioral insights. “Some buyers are also deciding to purchase homes with environmentally-friendly components. In both instances, these households look to either reduce utility costs or increase personal comfort within their home.”