

MEET THE

Typical

NEW YORK STATE HOMEBUYER & SELLER



The Buyer

45% were first-time buyers.

63% were married.

The typical first-time buyer was 32 years old. The typical repeat buyer was 52.

Median income for first-time buyers was \$68,300; for repeat buyers it was \$81,600.

84% used a real estate agent or broker.

40% found that professional through a referral.



The Seller

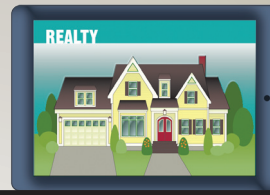
The typical seller lived in their home for 10 years.

88% of sellers were assisted by a real estate agent.

Recent sellers typically sold their homes for 96% of the listing price.

49% reduced the initial asking price at least once.

3 in 10 offered incentives to attract buyers.



The Search

89% of buyers used the Internet to aid the search process.

48% of buyers used a mobile application or website.

Real estate agents were viewed as a useful information source by 95% of buyers who used one.

The typical New York State homebuyer searched for 12 weeks and viewed 10 homes.



The House

The typical home purchased was 1,680 square feet, built in 1960.

The house had 3 bedrooms and 2 bathrooms.

Heating and cooling costs, along with commuting costs, were key factors in the decision-making process.

The new house was a median of 2 miles from the buyers' previous residence.



When you're ready to enjoy all the benefits of homeownership, contact a New York State REALTOR®. Your REALTOR® is the local market expert who can guide you, whether you're buying or selling.



New York State Association of REALTORS®, Inc.