

More than 8 of 10 Homes Sold at or Above List Price

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With a low supply of homes for sale, sellers are finding quicker sales and fetching higher offers. Eighty two percent of homeowners who sold in the last six months accepted offers at list price or above, according to a new survey of about 1,600 homeowners conducted by Homes.com.

What's more, homes are selling fast too: A quarter of home sellers said they had five or fewer showings before finding a buyer. Twenty-six percent had between six and 10 showings before selling. Nearly 10% say they had no in-person showings at all and were still able to sell their home. Virtual tours have been increasing since the pandemic.

Eighty-eight percent of the homes sold in April were on the market for less than a month, according to National Association of REALTORS® data.

Twenty-seven percent of sellers surveyed say they accepted offers \$10,000 or even \$20,000 higher than their requested sales price, according to the Homes.com seller survey.

Sellers expect more—than just the price—from offers lately. Many sellers surveyed by Homes.com say they refused consideration of contingencies or other strings-attached offers. Twenty-eight percent of sellers even said they required all-cash payments, no contingencies,

and 30 days or less to close. Fourteen percent said they opted to sell their home “as is.”

Source:

[“How Are Sellers in the Current Market REALLY Doing?”](#) Homes.com (June 8, 2021)

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