

FLASH SURVEY RESULTS

April 2020

Buyer Behavior

48%

Indicated their buyers are waiting at least a couple of months.

35%

Stated either no change or continuing on with plans to buy, but relying more on virtual communication.

Seller Behavior

50%

Indicated that their sellers were delaying the process for a couple of months or deciding not to sell indefinitely.

16%

Said in-person showings were not allowed.



Impact on Business

The majority of REALTORS experienced a decline in business due to COVID-19.

