

# “Did You Know?”

from Ken LeMay

35 Plus Years of Experience

Your Source for Real Estate Information

## Buyer Demand Is Outpacing the Supply of Homes for Sale

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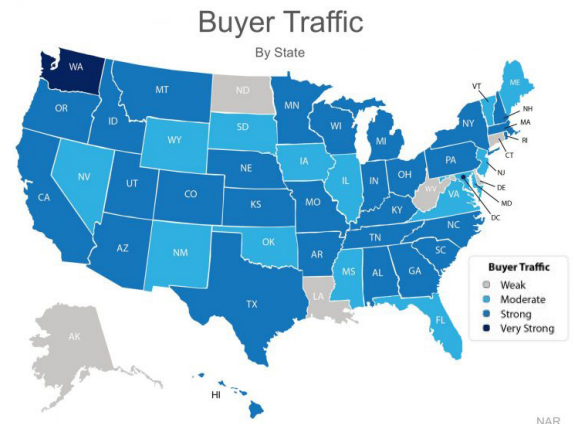
The price of any item is determined by the supply of that item, as well as the market demand. *The National Association of REALTORS (NAR) surveys “over 50,000 real estate practitioners about their expectations for home sales, prices and market conditions” for their monthly REALTORS Confidence Index.*

Their latest edition sheds some light on the relationship between Seller Traffic (supply) and Buyer Traffic (demand).

### Buyer Demand

The map to the right was created after asking the question: “How would you rate buyer traffic in your area?”

The darker the blue, the stronger the demand for homes in that area. Only six states had a weak demand level.



### Seller Supply

The Index also asked: “How would you rate seller traffic in your area?”

As you can see from the map, the majority of the country has weak Seller Traffic, meaning there are far fewer homes on the market than what is needed to satisfy the buyers who are out looking for their dream homes.



Looking at the maps above, it is not hard to see why prices are appreciating in many areas of the country. Until the supply of homes for sale starts to meet the buyer demand, prices will continue to increase. If you are debating listing your home for sale, meet with a local real estate professional in your area who can help you capitalize on the demand in the market now!

—Need More Information, Call Ken, 360.509.7800