

**FOR IMMEDIATE RELEASE**

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**Realtors® Report That 77% of Potential Home Sellers are Preparing to Sell  
Following End of Stay-At-Home Orders**

**BIRMINGHAM, Ala.** (May 7, 2020) – More than 3 in 4 potential sellers – 77% – are preparing to sell their homes following the end of stay-at-home orders, with half completing do-it-yourself home improvement projects, according to a new survey from the National Association of Realtors®.

“After a pause, home sellers are gearing up to list their properties with the reopening of the economy,” said NAR Chief Economist Lawrence Yun. “Plenty of buyers also appear ready to take advantage of record-low mortgage rates and the stability that comes with these locked-in monthly payments into future years.”

“In the Central Alabama market, we’ve seen 500+ new listings in the last 7 days since the stay-at-home order in Alabama expired on April 30th. The increase in new listings is an indicator that local sellers are ready to get into the market,” said Chris Bakane, CEO for the Birmingham Association of REALTORS®.

NAR’s latest [Economic Pulse Flash Survey](#) – conducted May 3-4 – asked members how the coronavirus outbreak has impacted the residential and commercial real estate markets. Several highlights include:

- Five percent of Realtors® said their clients are shifting neighborhood preferences from urban areas to suburban areas due to COVID-19.
- About 1 in 8 Realtors® – 13% – reported buyers having changed at least one home feature that’s important to them due to COVID-19. For these buyers, the most common home features they identified as important are home offices, yard space for exercising or growing food, and space to accommodate family.
- Nearly 3 in 4 Realtors® currently working with sellers this week – 73% – reported their clients haven’t reduced listing prices to attract buyers.



View NAR's [Economic Pulse Flash Survey](#) report and NAR's [Weekly Housing Market Monitor](#).

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The Birmingham Association of REALTORS® (BAR) and its subsidiary Greater Alabama MLS (GALMLS) are the primary resources for all real estate information in the Central Alabama area. BAR represents 4,500+ Realtors® and serves as the primary voice for area property owners. GALMLS provides property listing services to 5,300+ real estate professionals in 9 counties in Central Alabama. Visit us at [www.birminghamrealtors.com](http://www.birminghamrealtors.com). The National Association of Realtors® is America's largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries.