The US Real estate market, both commercial and residential, is highly impacted by various factors. Demographics, interest rates, economic growth, unemployment and government policies are just a few of these factors. 2020 has had an additional factor that will influence the market for years to come, COVID-19. The COVID-19 pandemic has had a sudden and significant impact on all aspects of peoples lives. Determining what the ‘new normal’ for the real estate market to provide guidance to buyers and sellers.