**U.S Home Sellers Agency After Pandemic**

For this study, I used the monthly Zillow[[1]](#footnote-1) Median data for April in 2018, 2019,2020,2021, and 2022. I used April for 2022 because it was the latest data and used the same month for comparison in previous years to account for seasonality.

After loading the data into Google Colab[[2]](#footnote-2), I removed the first row in both tables because it contained the U.S. total. This left each file with 95 rows. Next, I calculated the average Median Listing Price for April 2018-2022. Then, I repeated the same process with the Median Sales Price data. I observed that the median listing and sales price increased in both cases.

**Median Listing Price**

Average Median Listing April 2018 = 344598

Average Median Listing April 2019 = 349328

Average Median Listing April 2020 = 364170

Average Median Listing April 2021 = 407140

Average Median Listing April 2022 = 452072

**Median Sales Price**

Average Median Sales April 2018 = 267966

Average Median Sales April 2019 = 276965

Average Median Sales April 2020 = 294932

Average Median Sales April 2021 = 330251

Average Median Sales April 2022 = 385540

Next, I created five different histograms comparing the month of April listing and sales prices for 2018-2022.

* In 2018 the Average Median Listing was $344,598, and the Average Median Sales price was $267,966
  + The Average Difference between price and sales was 22%.
  + The Max Median Listing Price was $1,208,333
  + The Max Median Sales Price was $1,130,058
    - the Max Difference was 6%
* By 2022 the Average Median Listing Price rose to $452,072 (up from 344k in 2018), and the Average Median Sales Price rose to $385,540 (up from $267k in 2018)
  + The Average Difference between price and sales was 15% (down from 22%)
  + The Max Median Listing Price rose to $1,390,000 (up from $1.1m)
  + The Max Median Sales Price $1,468,554
    - the Max Difference -6%

The data suggests that home values rose during the pandemic allowing sellers to have more power to sell at a higher price. This data supports my thesis that home sellers were able to demand more for their homes after the pandemic.

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1. <https://www.zillow.com/research/data> [↑](#footnote-ref-1)
2. <https://colab.research.google.com/drive/1Kxdcs2orFXivxfQet2iGMs-aAWk0Q0Hk?usp=sharing> [↑](#footnote-ref-2)