

Buyer's Market

VS

Seller's Market

The amount of homes for sale exceeds the number of buyers looking to purchase

The amount of buyers looking to purchase exceeds the number of homes for sale

Supply is greater than demand

Demand is greater than supply

What Does This Mean for Me?

Buyers:

- More options available
- More negotiating power
- Potentially lower price

Sellers:

- May take longer to sell
- May sell for lower than asking

Buyers:

- Faster selling time
- May see multiple offers
- Potentially higher price

Sellers:

- More competition
- May pay higher than asking