2023 Homebuyer Insights Report

Many hopeful homebuyers are forging ahead with their homebuying journey despite believing the current market favors sellers. Bank of America's 2023 Homebuyer Insights Report explores this groups' home purchase plans amidst today's fluctuating market — one that 55% believe is more competitive than last year.

Understanding Today's Homebuying Market

The Spring homebuying season so far has been marked by mixed signals as the nation's housing supply remains limited. These conditions are shaping homebuyers' outlook on the market today.

Compared to this time last year, prospective homebuyers say the market is:



More competitive



About the same



of prospective homebuyers plan to buy a home when it's right for them, regardless of prices and interest rates.

Respondents also say the current homebuying market favors:



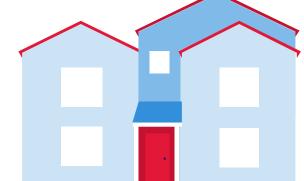


Buyers



competitive





Real Estate Curiosity Keeping Those on the Sidelines Active

Even hopeful buyers who may be waiting for the housing market to cool are still forging ahead in their own way – whether they're scrolling through real estate listings or talking about the homebuying journey with friends.

Even if they're not planning to purchase a home in the near-term, hopeful buyers are doing the following:



57% Looking up how

much homes in

certain areas cost



52%

Scrolling through real estate marketplace apps with a budget in mind



50%

Researching for-sale homes in their area / neighborhood



44%

Familiarizing themselves with the homebuying process



31%

Visiting open house events for fun

Those who actively scroll through real estate marketplace apps with a certain budget in mind do so:



65%

To see what their current budget would get them



41%

Because it's an enjoyable pastime



37%

To dream about their future home



32%

To see how others have decorated their space

People say they're comfortable discussing financial topics, including:



82%

How they came up with their down payment



79%

Percentage of their home's sale price they put down



76%

Their credit score



70%

Their salary

/income



68%

How much debt they have

Methodology:

Sparks Research conducted a national online survey on behalf of Bank of America between March 29 and April 3, 2023. A total of 1,000 surveys (500 homeowners / 500 renters) were completed with adults age 18+ who currently own a home, previously owned a home or plan to own a home in the future. Survey completions were monitored by gender and age for proper balancing. The margin of error for the total national quota of 1,000 surveys is +/- 3.1% at the 95% confidence level. The margin of error for homeowner and renter quotas of 500 surveys is +/- 4.4% at the 95% confidence level. Select questions allowed respondents to choose more than one answer, resulting in responses that may equate to more than 100 percent.

allowed respondents to choose more than one answer, resulting in responses that may equate to more than 100 percent.

This material is provided for your convenience and information only. Bank of America assumes no liability for loss or damage as a result of your reliance on information in this publication. Our goal is for the content of this publication to be accurate as

of the date this issue was printed. However, due to rapid changes occurring in the programs, products, and services offered within the home financing industry, we do not guarantee the accuracy or completeness of the information presented.