

# Influx of Sellers Arrives Just in Time for Spring Shopping Season (February 2024 Market Report)



A substantial infusion of new inventory to the market is welcome news for buyers on the hunt for their next home this spring – and more evidence that the effects of ‘rate lock’ are starting to weaken. New listings of existing homes on Zillow are up 21% in February compared to last year, and rose 20% from January.

There has been persistent evidence of pent up sellers in Zillow homeowner surveys since the first quarter of 2023 – an elevated share of owners expecting to sell in the next three years. We’re likely finally beginning to see more of those sellers that have been putting off moves return to the market. Mortgage rates are notoriously hard to predict, and for many households, the prospect of potentially lower rates may not be worth waiting for.

New listings are coming on strongest compared to last year in the South – especially Texas and Florida. Substantial new construction in these areas is likely helping to free up existing homeowners and the market in general.

Total inventory is increasing significantly as well – up 12% compared to last year nationally and far more. In the South: Annual increases are highest in Dallas (up 39%), Tampa (31%), Orlando (30%), and Miami (29%).

Ultimately, limited supply means retirees looking to relocate or downsize will still be able to capitalize on near-record high home equity across the country.

The large generation of potential first time home buyers will be hoping new listings continue to climb. Despite February’s supply increase, competition remains stout for attractive, well-priced listings. Homes that sold in February did so in 17 days – that’s slower than during the rate-fueled frenzy of 2021 and 2022, but far faster than pre-pandemic.

Those listings priced incorrectly, or lacking real or virtual curb appeal, are loitering on the market. Price cuts are more common than normal – one in five listings on Zillow are seeing cuts as sellers bring their expectations closer to where buyers can meet them, especially after a recent upswing in mortgage rates.

<https://www.zillow.com/research/february-2024-market-report-33777/>



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