

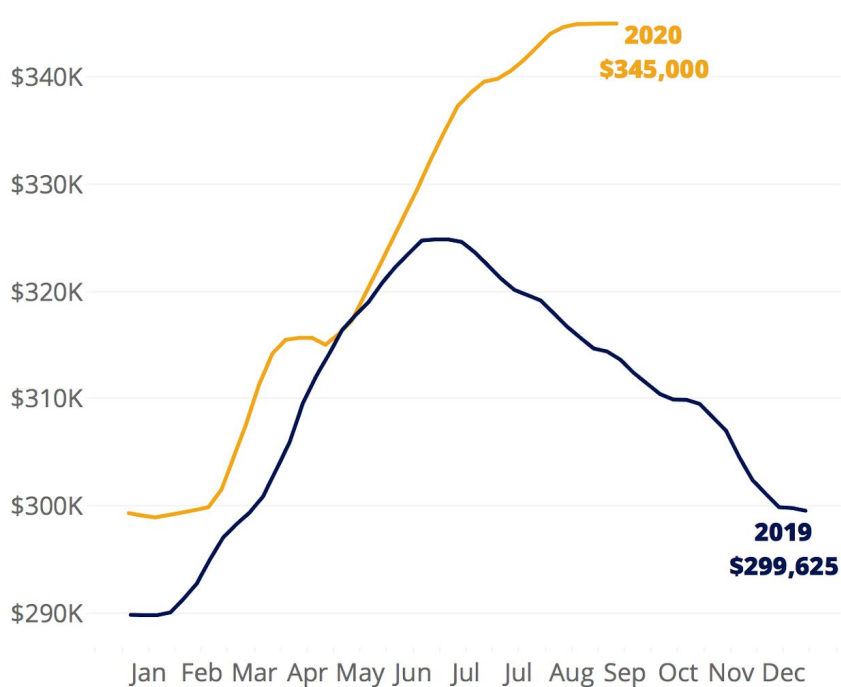
Can Housing Innovation Solve the Inventory Shortage?

2020 NABE Annual Meeting
Cheryl Young, Zillow Senior Economist

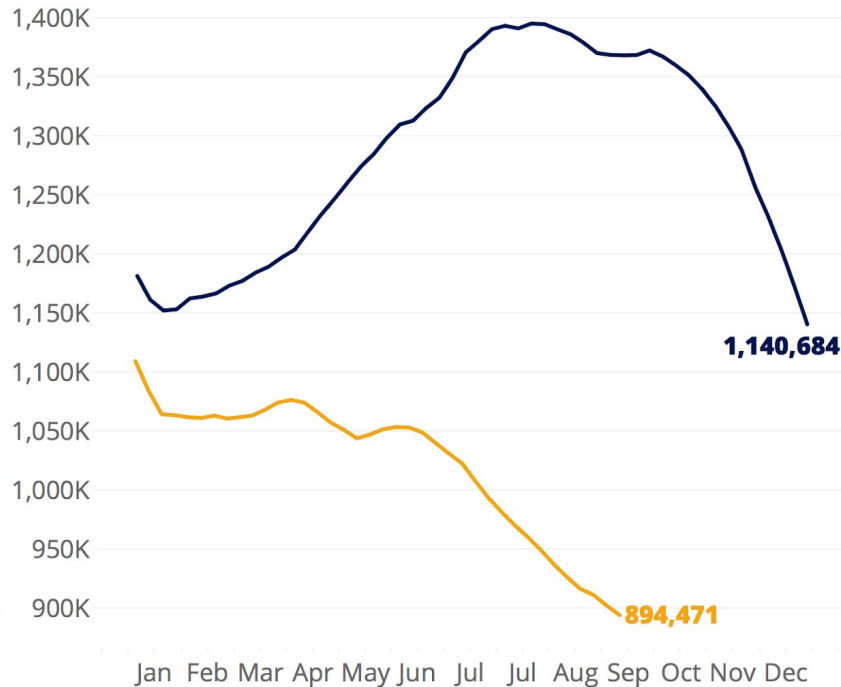


Buyers are back, but sellers aren't

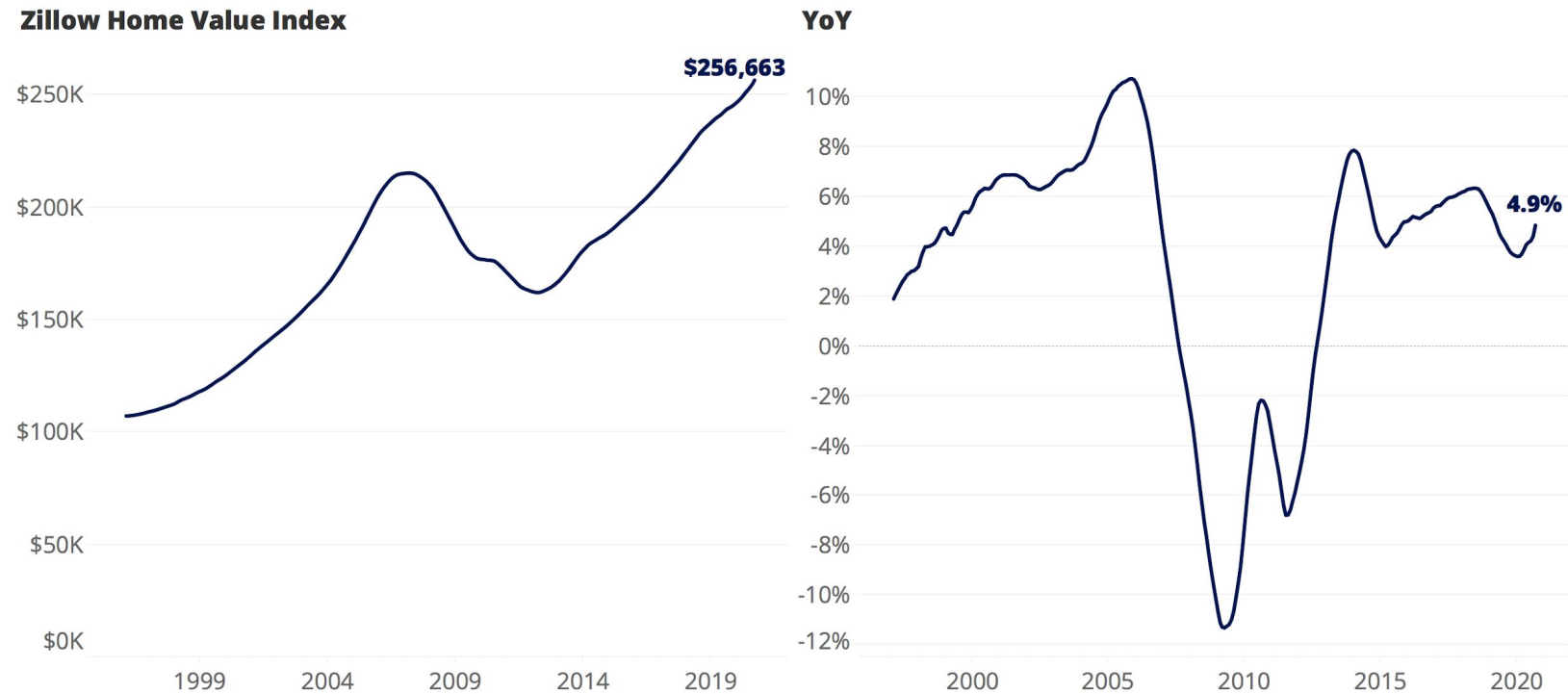
Median List Price



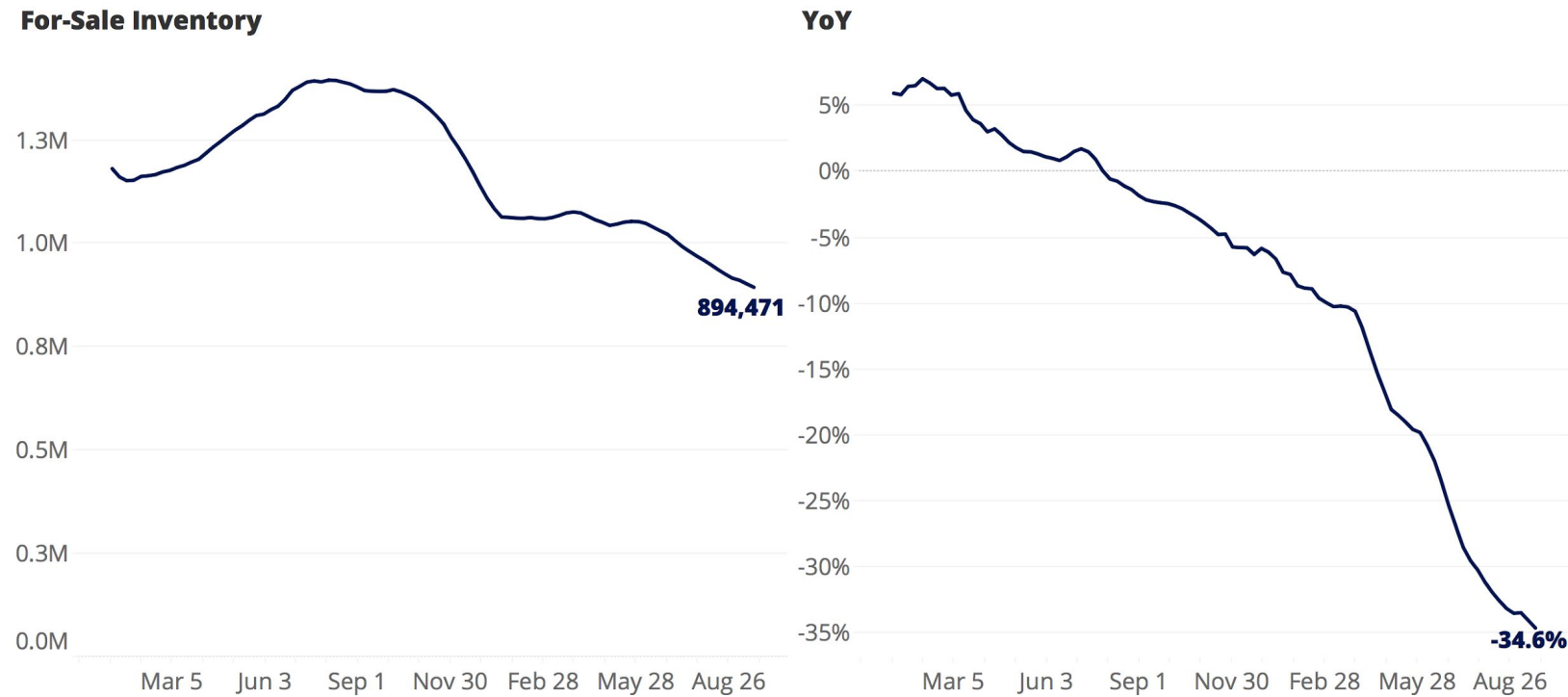
For-Sale Inventory



Home values continue to gain



For-sale listings in short supply

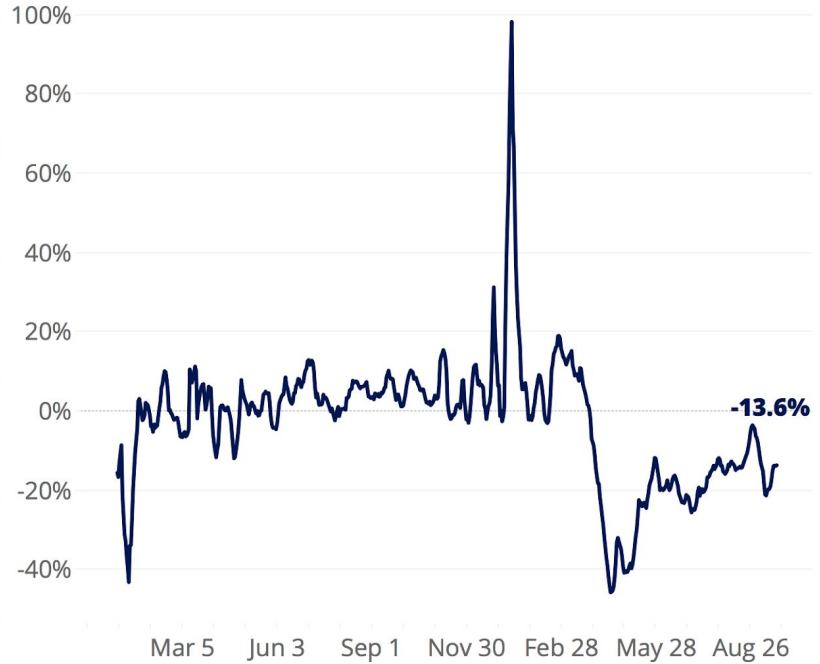


New listings fall short of meeting demand

New For-Sale Inventory



YoY



New listings are not active for long

Newly Pending Listings

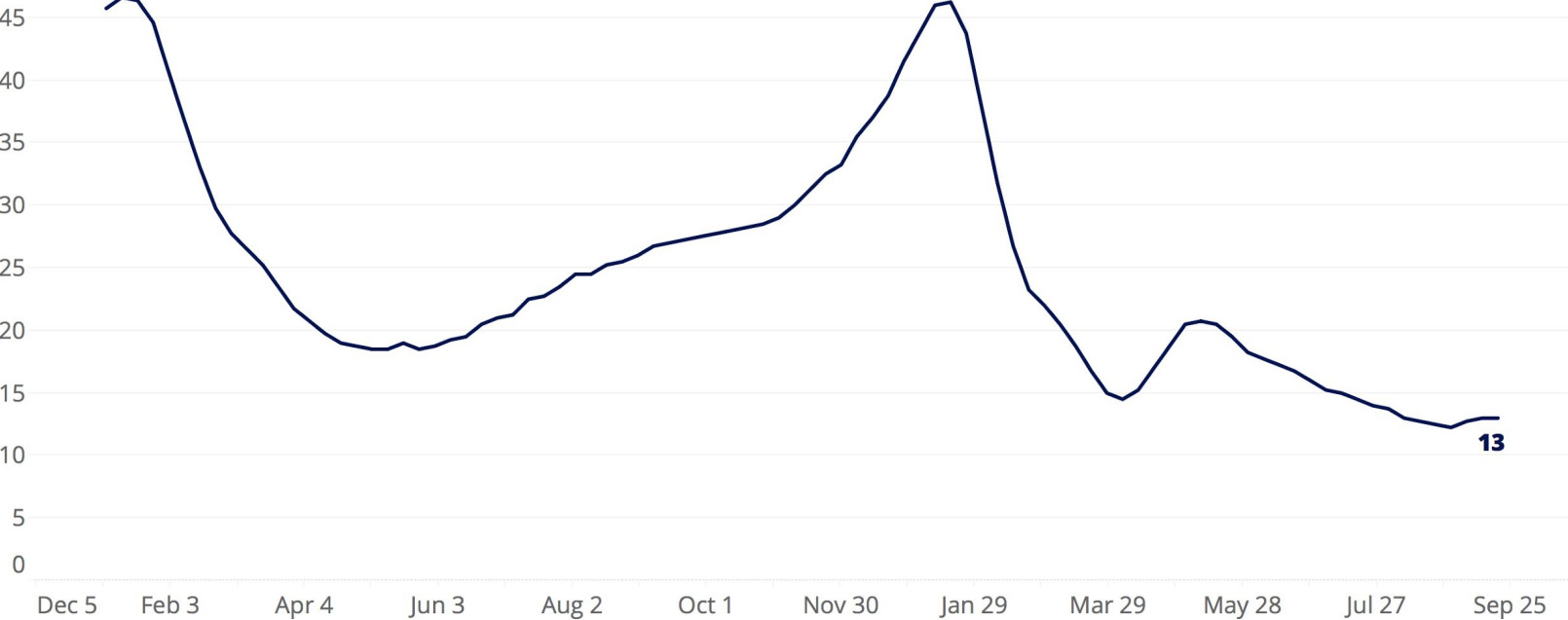


YoY



Homes moving off the market at record pace

Days To Pending



Buying a home during a pandemic

227%

3D tour creation is up
since February

32%

Of buyers say they would
be very or extremely
confident in making an
offer on a home where
they've viewed a virtual
tour but didn't view the
home in person

12%

Of buyers made an
offer sight unseen

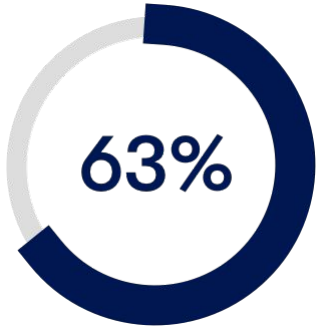
3%

Buy without seeing
the home first

Zillow Offers current markets



Opportunities in the resale market



Of sellers are
buying a home at
the same time

