

# Buying trends in today's tighter inventory market

A first-ever NAR analysis of lesbian, gay and bisexual buyers and sellers compares the homeownership patterns of different buyers, what kind of homes they want and where.

**4% of all home buyers and sellers identify as lesbian, gay or bisexual**

## Lesbian/Gay

**28%**

Most likely to have purchased a home in urban area/central city

**11%**

Least likely to have children in the household



## Bisexual

**58%**

Most likely to be first-time home buyers

**22%**

Most likely to have purchased home in a small town



## Heterosexual

**53%**

Most likely to have purchased in suburbs/subdivision

**13%**

Most likely to have purchased a multigenerational home



## Home construction lags behind demand

A recent Harvard University report found that while household growth and the homeownership rate are inching higher, housing construction and supply aren't keeping pace with demand.

- **Single-family housing starts have been below 1 million units for 11 consecutive years**
- **Household growth increased to 1.2 million new households per year**
- **Rising land prices and a shrinking construction labor pool = shortage of middle-market housing**

Source: "The State of the Nation's Housing 2019," Joint Center for Housing Studies of Harvard University