



Record Supply on the Housing Market in May

In May, Hemnet recorded the highest number of homes ever listed for sale. A total of 82,071 properties were on the market – an increase of 14 percent compared to the same month last year. It is the first time the supply has exceeded 80,000 homes on the secondary market.

The main reason for these high levels is that the time it takes to sell a property remains long, resulting in more listings staying on the market for extended periods. The high supply is evident across the entire country – in 15 of Sweden's counties, new record levels were reached in May.

The largest increase in supply occurred in Västerbotten, where the number of homes for sale rose by 45 percent compared to last year. In total, just over 2,300 properties were listed in May. This development is likely linked to the uncertainty surrounding the housing market in Skellefteå following reports of financial difficulties connected to the Northvolt factory.

"The supply and time to sell on the housing market continue to increase. In terms of prices, the market is stable, but it is characterized by caution, resulting in long sales times and record-high supply. In recent months, the number of sales has also declined, further increasing the supply. It is a challenging market that would currently benefit from brighter prospects, such as interest rate cuts or eased credit restrictions," says Hemnet's market analyst Erik Holmberg.

| Supply on the housing market May 2025 | | |
|---------------------------------------|--------------------|---------------------|
| County | Housing supply May | Change year on year |
| Blekinge | 1 054 | +9% |
| Dalarna* | 3 035 | +21% |
| Gotland* | 722 | +16% |
| Gävleborg | 2 696 | +9% |
| Halland | 1 783 | +/-0% |
| Jämtland | 1 622 | +21% |
| Jönköping* | 2 213 | +13% |
| Kalmar* | 2 290 | +14% |
| Kronoberg* | 1 712 | +16% |
| Norrbottn | 1 283 | +7% |
| Skåne* | 10 539 | +9% |
| Stockholm* | 21 282 | +16% |
| Södermanland* | 2 982 | +15% |
| Uppsala* | 3 514 | +14% |
| Värmland* | 2 056 | +10% |
| Västerbotten* | 2 340 | +45% |
| Västernorrland | 2 017 | +18% |
| Västmanland* | 2 096 | +20% |



| | | |
|------------------|---------------|-------------|
| Västra Götaland* | 11 580 | +15% |
| Örebro* | 2 457 | +13% |
| Östergötland* | 2 791 | +8% |
| Riket* | 82 071 | +14% |

The statistics are based on homes listed on the secondary market.

**Counties with record-high supply in May*

Five Tips for Sellers

- 1. Consult your real estate agent on the right asking price**
Avoid setting too high a price "just to be safe." Buyers are well-informed and compare many listings. A market-based price can increase the chance for a quicker sale.
- 2. Make sure your home is in the best possible condition for photos and viewings**
Small improvements such as painting, styling, and thorough cleaning can make a big difference when supply is high and competition is fierce.
- 3. Be prepared for a longer selling period**
Expect that it may take longer than usual to sell. Have a plan in place for how you will manage this (e.g., covering double housing costs for a period).
- 4. Communicate openly with your real estate agent**
Discuss the state of the market, interest from viewings, and be flexible in adjusting pricing or strategy if needed.
- 5. Allow for flexibility in your next property purchase**
Consider selling your current home before buying a new one — especially in a market with greater uncertainty.

Five Tips for Buyers

- 1. Plan your budget well in advance and review your mortgage pre-approval**
In a fluctuating market, it's important to have an updated mortgage pre-approval and to understand how different interest rate levels will impact your finances.
- 2. Take advantage of the large supply**
There are many properties on the market. Take your time to compare, reflect, and ask questions — don't rush your decision.
- 3. Negotiate — there is room for it in many deals**
In today's market, sellers are often willing to negotiate on price. Don't hesitate to make an offer even if it's below the asking price.
- 4. Be thorough with inspections and property checks**
With an extensive duty to investigate, it is crucial to ensure the property's condition and to identify any hidden defects.
- 5. Think long term**
Buy a home you can see yourself living in for several years. Try not to take a short-term view based on speculating about price movements.



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About Hemnet

Hemnet operates the leading property platform in Sweden. The company emerged as an industry initiative in 1998 and has since transformed into a "win-win" value proposition for the housing market. By offering a unique combination of relevant products, insights and inspiration, Hemnet has built lasting relationships with buyers, sellers, and agents for more than 20 years. Hemnet shares a mutual passion for homes with its stakeholders and is driven by being an independent go-to-place for people to turn to for the various housing needs that arise through life. This is mirrored in the company's vision to be the key to your property journey, supplying products and services to improve efficiency, transparency and mobility on the housing market. Hemnet is listed on Nasdaq Stockholm ('HEM').

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