

What is the REAL STORY?

Many times listed properties will have expired or been withdrawn one or more times prior to the listing period in which they sold. Including the original listing prices and cumulative days on market from those previous listing periods, results in a more realistic set of measurements.

The Real Story

Total Closed

15,747 Closings (100%)

98.3% S/OLP*

19 DOM*

Price Reduced

4,798 Closings (30.5%)

93.2% S/OLP*

97 DOM*

Previously Listed

2,070 Closings (13.1%)

91.3% S/OLP*

204 DOM*

Not Previously Listed

2,728 Closings (17.3%)

94.3% S/OLP*

50 DOM*

No Price Reduction

10,949 Closings (69.5%)

100.0% S/OLP*

8 DOM*

Previously Listed

859 Closings (5.5%)

99.3% S/OLP*

126 DOM*

Not Previously Listed

10,090 Closings (64.1%)

100.0% S/OLP*

7 DOM*

Wrong Price/Wrong Agent

Right Agent/Wrong Price

Right Price/Wrong Agent

Right Price/Right Agent

* **Medians:** Half are above and half are below

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