

How Has the Seller's Market Affected Us?

Seller's Market Effect:

- Faster Pace
- Higher Prices
- Less Negotiation
- Fewer “Bargains”

Measurement	Peak of the Buyer's Mkt. (Jan., 2009)	Current Seller's Market (June, 2018)	Effect
	31,121	13,290	
Active Listings	31,121	13,290	Fewer Choices
Supply in Months	16.1	2.5	More Buyer Competition
% Distressed Sales	40.8%	1.4%	Fewer “Bargains”
# Sold	1,898	5,132	More Active Market
Median Sales Price	\$143,000	\$295,000	Higher Selling Prices
Median DOM	145	18	Quicker Sale
Median % S/OLP Price	80.3%	98.2%	Less Negotiation
% Price Reductions	75.4%	30.6%	Less Seller Pressure
% Failed Listings	74.6%	25.5%	Lower Price Resistance

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