

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 |
|----------------------|---------------------------------------|--------------------------------------|-------------------------------|
| 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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