

Moving from For Sale to Sold



Eastside September 2013

Pricing a property too high will produce less than the best results

Closed Residential Sales	% of Sold *1 Properties	Total Days on Market *2	Sold Price to Original List Price *3 Median
No price changes before selling	70%	7	100%
One or more price changes before selling *4	30%	49	95%

The longer a house is on the market, the lower the selling price in relation to the original asking price.

Total Days on Market *2	
# of days	Sold Price to Original List Price *3 Median
0 - 30	100%
31 - 60	95%
61 - 90	94%
91 - 180	96%
180+	94%

Days at List Price	
# of days	% of Sold *1 Properties
0 - 30	73%
31 - 60	13%
61 - 90	6%
91 - 180	5%
180+	2%

73% of sold properties were at the list price for less than 30 days and 86% for less than 60 days. Review your list price with your Agent every 30 days.

*1 Sold means residential properties with a sold status date in September 2013 located on the Eastside. There were 755 total properties matching the above criteria and 530 had no price changes, 185 had price reductions and 40 had price increases.

*2 Total days on market is the NWMLS cumulative days on market (CDOM).

*3 Original LP (List Price) is the original list price of the earliest listing price during the CDOM period.

*4 The median number of price changes was 1 and the median price drop before the sale was 2.5%