

Moving from For Sale to Sold



Island County Six Months Ended March 2014

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	45%	29	100%
One or more price changes before selling * ₄	55%	152	87%

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	92%
91 - 180	89%
180+	86%

Days at List Price	
# of days	% of Sold * ₁ Properties
0 - 30	28%
31 - 60	17%
61 - 90	13%
91 - 180	26%
180+	16%

45% of sold properties were at the list price
for less than 60 days and 58% for less than 90
days. Review your list price with your Agent
every 60 days.

*₁ Sold means residential properties with a sold status date between 10/1/13 & 3/31/14 located in Island County. There were 566 total properties matching the above criteria and 252 had no price changes, 298 had price reductions and 16 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 2 and the median price drop before the sale was 3.6%