

# Moving from For Sale to Sold



King County – 1 Million plus March 2014

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

Closed Residential Sales	% of Sold * <sub>1</sub> Properties	Total Days on Market * <sub>2</sub>	Sold Price to Original List Price * <sub>3</sub> Median
No price changes before selling	62%	7	100%
One or more price changes before selling * <sub>4</sub>	38%	189	89%

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

Total Days on Market * <sub>2</sub>	
# of days	Sold Price to Original List Price * <sub>3</sub> Median
0 - 30	100%
31 - 60	97%
61 - 90	92%
91 - 180	89%
180+	89%

Days at List Price	
# of days	% of Sold * <sub>1</sub> Properties
0 - 30	57.6%
31 - 60	9.6%
61 - 90	5.6%
91 - 180	13.6%
180+	13.6%

57.6% of sold properties were at the list price  
for less than 30 days and 67.2% for less than  
60 days. Review your list price with your  
Agent every 30 days.

\*<sub>1</sub> Sold means residential properties with a sold status date in March 2014 located in King County -1 Million plus. There were 125 total properties matching the above criteria and 77 had no price changes, 45 had price reductions and 3 had a price increase.

\*<sub>2</sub> Total days on market is the NWMLS cumulative days on market (CDOM).

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

\*<sub>4</sub> The median number of price changes was 2 and the median price drop before the sale was 5.1%