

Moving from For Sale to Sold



Seattle – September 2011

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	47%	8	100%
One or more price changes before selling *4	53%	89	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	93%
61 - 90	90%
91 - 180	86%
180+	77%

Days at List Price	
# of days	% of Sold *1 Properties
0 - 30	53%
31 - 60	17%
61 - 90	12%
91 - 180	13%
180+	5%

53% of sold properties were at the list price for less than 30 days and 70% 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 2011 located in Seattle. There were 500 total properties matching the above criteria and 236 had no price changes, 247 had price reductions and 17 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 4.3%