

Moving from For Sale to Sold



Eastside September 2016 – Additional Analysis

| | % of Properties sold | Number of properties sold |
|---|----------------------|---------------------------|
| Properties that sold above original list price | 35% | 268 |
| Properties that sold at the original list price | 16% | 126 |
| Properties that sold below the original list price | 21% | 160 |
| Properties that sold with a price change | 28% | 214 |
| Totals | 100% | 768 |

Percentage Above/Below Original List Price

| Properties that sold above the original list price | | Properties that sold below the original list price | |
|---|----------------|---|----------------|
| Average percentage over OLP | 5.73% | Average percentage below OLP | 3.32% |
| Median percentage over OLP | 4.42% | Median percentage below OLP | 2.67% |
| Range of percentage over OLP | 0.01 to 33.33% | Range of percentage below OLP | 0.08 to 27.78% |

Cumulative Days on the market

| | Average | Median |
|---|---------|--------|
| Properties that sold above original list price | 9.3 | 6.0 |
| Properties that sold at the original list price | 17.0 | 8.0 |
| Properties that sold below the original list price | 23.8 | 16.0 |
| Properties that sold with a price change | 55.8 | 39.5 |

* Sold means residential properties with a sold status date in September 2016 located in Eastside.