

Agent Takeaways



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DOM Analysis

30-120 DAY Closed to Original List Price Ratios

0-7	99.8%	909
8-14	98.65%	384
15-21	97.89%	223
22-28	97.23%	187
29-35	96.92%	149
36-42	89.21%	114

90 DAY Closed to Original List Price Ratios

0-7	99.51%	977
8-14	98.5%	427
15-21	98%	273
22-28	96.69%	247
29-35	96.3%	226
36-42	95.73%	167



Who's Landing?

Survivorship Bias

Last 30-60 Days | 1100 Sold, 615 WDE | 55.9%
1YR +30 Days | 1206 Sold, 342 WDE | 28.4%



Last 30 Days | 1125 Sold, 551 WDE | 48.98%
1YR Ago | 1137 Sold, 370 WDE | 32.54%

Seller's Concessions

Seller's Concession

Last 30 Days

Avg \$4,940 | 2023+ \$12,451 | 2022- \$4,004



This Time Last Year

Avg \$4,905 | 2022+ \$11,014 | 2021- \$4,104