

Favorite Real Estate Stats

1. **Listings that actually end up selling, sell for an average of 95% of the FINAL list price, 85% of the ORIGINAL list price.** What this really means is that buyers will not make offers on your home until it gets within 5% of what they are willing to pay. See 95% of LIST Price Graphic on stats site.
2. **Real estate standard for a healthy, balanced market is 6 months of inventory.** 2008-2011 saw over 10k homes for sale and sales around 9k. We were mired in an unhealthy buyer's market. Now that inventory is back down under 5000 and we're selling almost 18k homes each year, we have come full circle and are now deeply in a seller's market with many areas having less than 3 MOI. See MOI Graphic on stats site.
3. **1% change in interest rates produces a 10% change in purchasing power.** Let's assume you could afford a certain monthly payment at a 4.5% interest rate and that allowed you to buy a \$300k home. In order to keep that same monthly payment, you can only afford a \$270k home when the interest rate goes up to 5.5%. See Mortgage Rates/Purchasing Power Graphic on stats site.
4. **In general, we usually have about 18% of the active inventory listed with a 2 or 2.5% co-op commission.** So, one would think that, all things being equal, the percentage of under contract listings with those co-op commissions would be the same. However, usually only about 12% of the under contract listings have a 2 or 2.5% co-op commission. See Commissions Graphic on the stats site.