



Home Seller Profile

Method Used to Sell Home	All Sellers	33 and younger	34 to 48	49 to 58	59 to 67	68 to 88
Sold home using an agent or broker	88%	85%	91%	88%	85%	91%
Seller used agent/broker only	86	81	88	86	83	89
Seller first tried to sell it themselves, but then used agent	2	4	3	2	2	2
For-Sale-By-Owner (FSBO)	9	10	7	10	13	8
Seller sold home without using a real estate agent/broker	8	10	6	7	11	8
First listed with an agent, but then sold it themselves	1	*	1	3	2	1
Sold home to a homebuying company	1	2	*	1	1	*
Other	2	3	3	2	1	1
*Less than 1%						

Sales Price Compared with Listing Price	All Sellers	33 and younger	34 to 48	49 to 58	59 to 67	68 to 88
Less than 90%	13%	9%	11%	12%	18%	17%
90% to 94%	18	16	17	20	16	21
95% to 99%	37	46	39	34	37	36
100%	21	22	21	22	21	17
101% to 110%	2	1	3	2	2	1
More than 110%	2	1	3	2	2	1
Median (sales price as a percent of listing price)	97%	97%	97%	97%	97%	96%

Number of Weeks Recently Sold Home Was on the Market	All Sellers	33 and younger	34 to 48	49 to 58	59 to 67	68 to 88
Less than 1 week	8%	10%	9%	9%	8%	5%
1 to 2 weeks	30	30	32	33	28	28
3 to 4 weeks	11	10	11	11	11	11
5 to 6 weeks	6	6	6	4	7	6
7 to 8 weeks	5	7	5	5	5	5
9 to 10 weeks	4	3	3	5	4	5
11 to 12 weeks	6	9	7	6	4	6
13 to 16 weeks	5	7	6	3	5	4
17 to 24 weeks	7	9	6	8	8	6
25 to 36 weeks	7	3	7	9	5	10
37 to 52 weeks	5	3	4	6	9	5
53 or more weeks	6	4	4	4	7	9
Median weeks	5	5	4	4	6	6

Number of Times Asking Price was Reduced	All Sellers	33 and younger	34 to 48	49 to 58	59 to 67	68 to 88
None, did not reduce asking price	53%	55%	56%	53%	52%	46%
One	25	29	24	23	25	27
Two	12	9	10	13	10	17
Three	6	3	5	7	8	6
Four or more	5	5	6	4	6	5