



SHOWINGS BUT NO OFFERS ~ What To Do?

National association of Realtors (NAR) has been tracking real estate sales statistics for decades. According to NAR, for every 12 home showings a Seller should receive a contract offer. The following Pricing Monitor Strategy is derived from further analysis by NAR:

PRICED RIGHT: Within 12 Showings = CONTRACT OFFER

Showings But No Offers:

ADJUST PRICE 3-6%

Few If Any Showings:

ADJUST PRICE 7-10%

Drive-Bys But Zero Showings:

ADJUST PRICE 10-15%



**It's critical to respond to feedback and not let your Days On Market slip by. Buyers can be critical in comparing homes and while re-pricing is one option, making improvements, de-cluttering or professional staging can be equally effective.*



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God, Family, then Business

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