

Average Price For Sale & Sold Report

What Does Average Price For Sale & Sold graph mean?

- **Average Price For Sale** is the average of list price of the properties for sale in a particular month. **Average Price Sold** is the average of sold price of the properties sold in a particular month. Displaying both **Average Price For Sale** and **Average Price Sold** line charts in a graph portrays the relationship between on and off market pricing.

What Does Average Price For Sale & Sold Report Do?

- It helps determine whether the market is a buyer or seller market. If the average listing price and average sold price are the closest, the area has the healthiest market.
- It helps identify where the softest market is and where the buyer can find the biggest price concessions.
- It helps determine if there is any change in property value for a specific area.

How to Use Average Price For Sale & Sold Report?

- Refer to the For Sale VS Sold Report for the number of properties sold. If a very expensive or very cheap home has been sold, these statistics can be skewed up or down, and the trend line can fluctuate with less consistency.
- If the average sold price is below the average listing price, and falling, the market is moving toward a buyers' market. If the average sold price trend is up or above the average listing price, the market is moving toward a sellers' market.

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