

Days on Market and Sold/List Price % Report

What is DOM?

- **DOM** stands for Days On Market - how long a property is on the market. It generally is between the day the property is listed and the day it becomes off market (for example, when it becomes pending).

Is Average DOM calculated based on sold listings?

- Yes, it is. **Average DOM** is the average of DOM of sold properties.

What is CDOM and how is it calculated?

- **CDOM** stands for continuous days on the market and tracks consecutive listing periods.
- While all MLSs are a little different, the generally accepted rule is that, if a property is re-listed within a 30-day period of its previous expired, withdrawn, or canceled period, CDOM kicks in and tracks the aggregated listing time of the property. If the property is off the market for 30 days it resets the CDOM. CDOM is usually only measured for a maximum period of two years.

What is Sold/List Diff. %?

- **Sold/List Diff. %** represents the percentage difference between sold price and list price of sold properties.

What is Sold/Orig. List Diff. %?

- When a property is listed on the market, the list price may change a couple of times before it gets sold. Original list price is the price that is first entered to the MLS database when a property is listed on the market. **Sold/List Diff. %** represents the percentage difference between sold price and original list of sold properties.

What Does Days on Market and Sold/List Price % Report Do?

- This report shows the percentage of sold price / list price at which an equal number of properties are sold above, equal or below the list price.
- It indicates how long it has taken to sell those properties.
- Percentage of sold price / list price helps identify where the market activity is the strongest.
- Days on market figure helps establish the minimum listing period.
- It helps identify the best match for a buyer's price range.

How to Use Days on Market and Sold/List Price % Report?

- If the percentage of sold price / list price is closer to 100 then there are more potential buyers available for the property.
- If a property's listing period is less than the average days on the market, the listing will have a greater chance of expiring before it is sold.
- This report is useful for out-of-town or relocation buyers to assist them in making their investment decision.

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