Local Market Insight

CAAR CHARLOTTESVILLE AREA ASSOCIATION OF REALTORS®

July 2011

22932

















Days on Market and Sold to Original List Price ratio are so easily gamed and manipulated that they are *wrong*. Sold to OLP ratio *demands* individual analysis to account for re-lists, expired and re-lists, etc. Average is probably closer to 80%. Some are 100%, some are \$60%.

