

Pricing Benchmark Report presented on 01/01/2020 by:



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**SHOW  
STREET  
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**3545 East Hill**  
 Springfield, IL, 62704

3 Beds | 2 Baths | 1,450 Sqft

Scheduled Showings:      DOM:

|                        |                   |                             |
|------------------------|-------------------|-----------------------------|
| <b>3</b><br>First week | <b>8</b><br>Total | <b>19</b><br>Days on market |
|------------------------|-------------------|-----------------------------|

Applied filters:

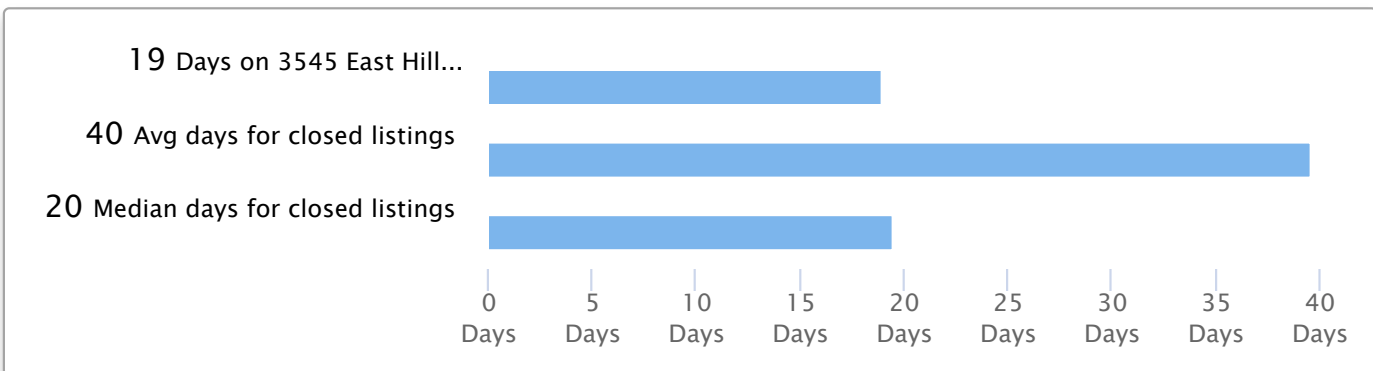
Zip Code of 62704, 3 Beds, 2 Baths, \$168,000 - \$262,999 Price Range, 1,400 - 1,500 Sqft., Single Family

### Scheduled Showing Activity

|                      | 3545 East Hill,<br>Springfield | 9 Active<br>Listings | 9 Pending<br>Listings | 44 Closed<br>Listings |
|----------------------|--------------------------------|----------------------|-----------------------|-----------------------|
| As of the first week | <b>3</b>                       | <b>1.7 (avg)</b>     | <b>5.8 (avg)</b>      | <b>13.1 (avg)</b>     |
| As of day 96         | <b>8</b>                       | <b>5.4 (avg)</b>     | <b>N/A</b>            | <b>27.1 (avg)</b>     |

N/A indicates there are not enough relevant listings to display showing data

### Compare Days on Market



The calculations presented in this report exclude your current listing except where noted



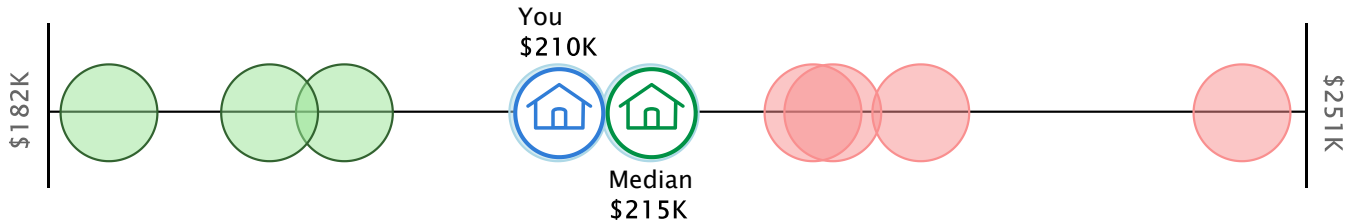
## Pricing Comparisons

Evaluating your position in the market helps guide your decisions. Viewing your listing from the same perspective as a potential buyer helps determine how to best make your listing more competitive in the market.

Applied filters:

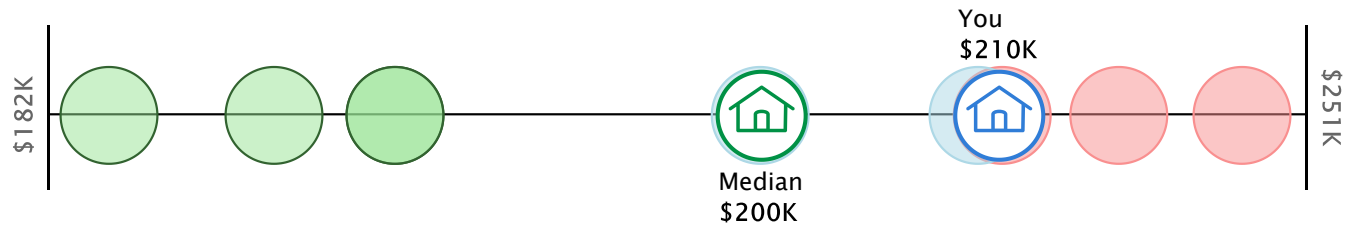
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### 9 Active Listings



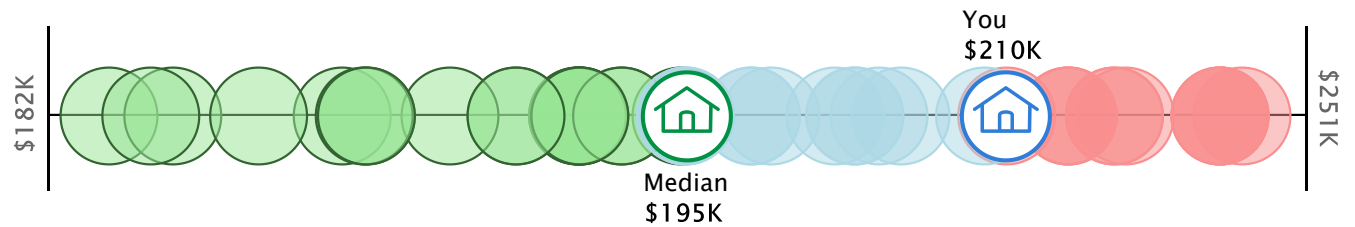
Your relative price position indicates how you compare among a buyer's array of housing options.

### 9 Pending Listings



Your pricing compared to other listings under contract show the price points where the deals are happening.

### 44 Closed Listings Last 180 Days



Your present price compared to recently closed listings shows where sales activity is happening.

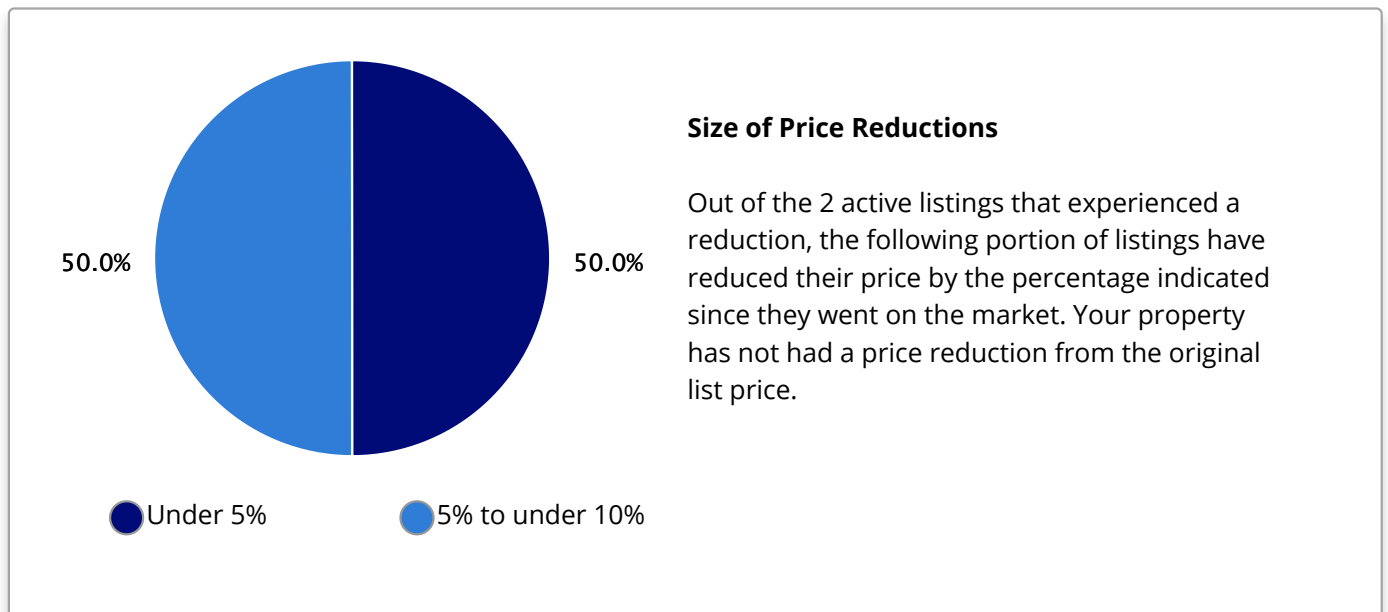
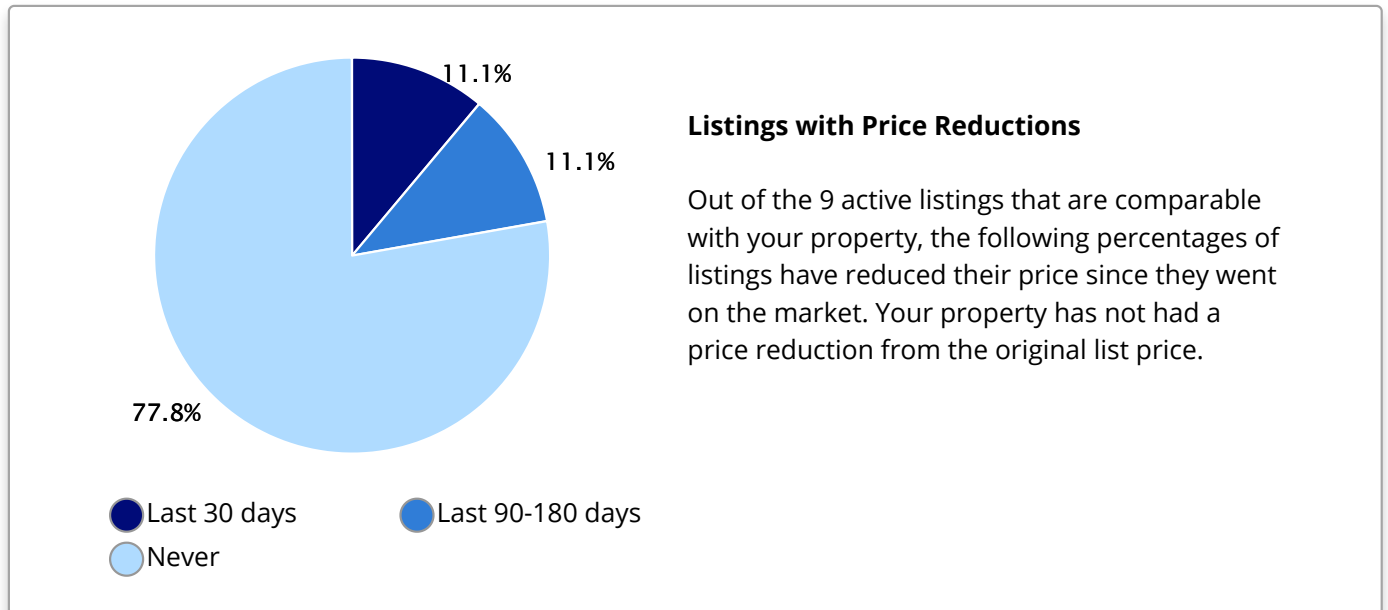


## Price Reduction Data

By looking at what other homeowners are doing to adjust to the demands of the market, we can make more targeted and educated decisions on positioning your home's price point.

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## Supply and Demand

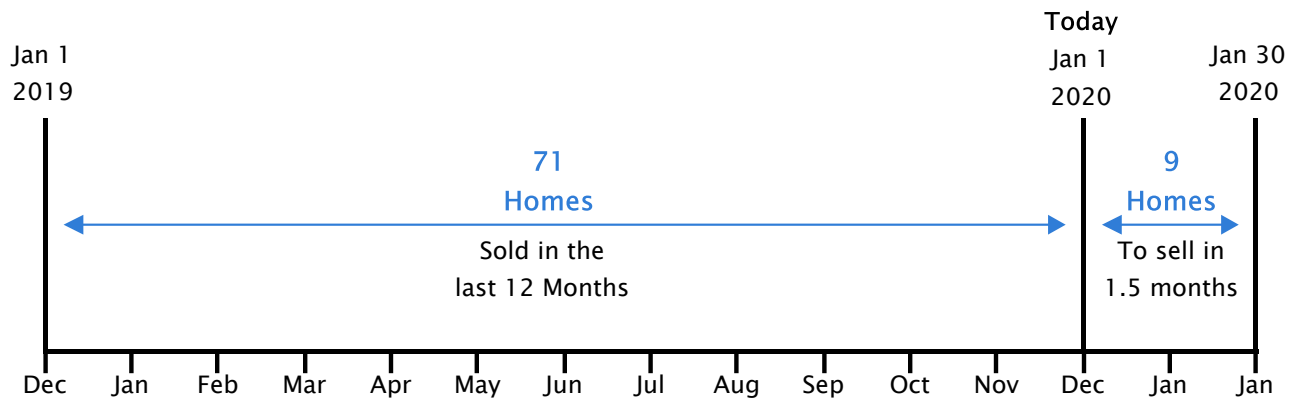
Real estate professionals pay close attention to supply and demand dynamics for the local market by calculating the recent absorption rate and applying that to the amount of inventory currently available. The greater the supply (or competing listings), the less pressure on buyers, especially if recent demand (home sales) isn't keeping pace with listings. Fewer listings and a higher sales pace for similar homes can indicate a seller's market.

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## The Results

The monthly absorption rate for properties like this is **65.7%**, meaning it would take **1.5 months** to absorb the **9 active listings** if no new listings entered the market. 1.5 months of supply indicates a seller's market, where sellers tend to be in the driver's seat as demand outpaces available supply and buyers have fewer purchase options.



### Absorption Result

At the current absorption rate, **5.9** out of **9** homes currently for sale will sell in a one month period.

