

10 Statistics You Should Know Before Selling Your Home

Last year, 54% of all home sellers offered buyers an incentive to close on their home **bonus: the top 2 incentives were home warranty policies and assistance with closing costs**

The price is right! On average, the final sale price of a home was 99% of its listing price.

The average home sold without the help of a real estate agent closed for \$64,000 less than the average home sold with real estate services.

86% of buyers purchase previously owned homes

If you're thinking about selling your home, it's about to be your year: 2020 is projected to be the peak Millennial homebuying year.

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On average, homes are on the market for 3 weeks before being sold.

The Multiple Listing Service (MLS), accessible only by real estate agents, lists about 90% of the homes for sale in the U.S. (that's huge!).

17% of homeowners who did not use a real estate agent reported getting the right price as the most difficult part of selling their home. 12% said it was understanding all the paperwork.

Millennials are coming of age - and they make up 45% of homebuyers in the U.S.

91% of home sellers work with a real estate agent.