

SOLD VS LIST PRICING — WINDERMERE MARKET  
STATISTICS

Windermere Real Estate/East, Inc.  
Data courtesy of NWMLS as distributed by MLS  
Grid  
As of October 12, 2026

ALL Island Co · Residential · September 2026 · 73 closed

☒ Show comparison to September 2025

MEDIAN SOLD-TO-LIST

100.0%

99.9% a year ago  
▲ 0.1pp YoY

MEDIAN SOLD-TO-ORIGINAL

97.8%

98.2% a year ago  
▼ 0.4pp YoY

AVG CDA

58.0 d

45.2 d a year ago  
▲ 12.8 d YoY

SOLD OVER LIST

11.0%

20.8% a year ago  
▼ 9.8pp YoY

PRICE CUT FIRST

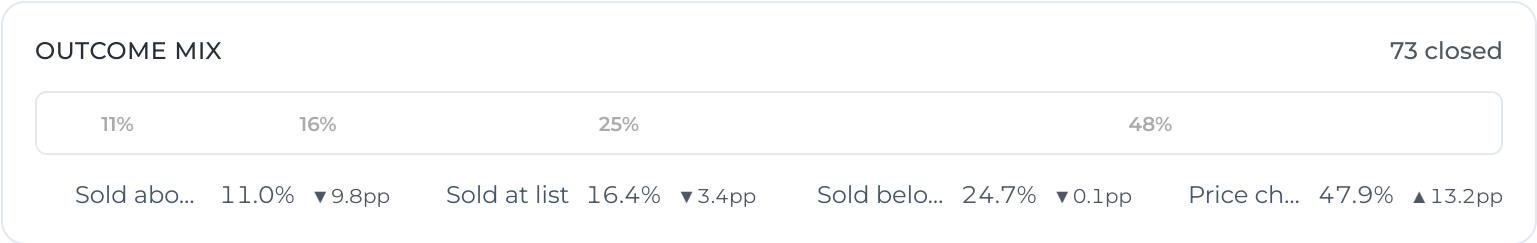
47.9%

34.7% a year ago  
▲ 13.2pp YoY

MEDIAN SELLER CUT

4.8%

6.0% a year ago  
▼ 1.2pp YoY



| OUTCOME                            | SALES                | % OF TOTAL        | MEDIAN VS LIST       | AVG CDA                                            |
|------------------------------------|----------------------|-------------------|----------------------|----------------------------------------------------|
| Sold above list                    | 8<br>21 prior · ▼ 13 | 11.0%<br>▼ 9.8pp  | +1.1%<br>+2.0% prior | 12.0 d<br>4.8× faster than overall<br>▼ 3.2 d YoY  |
| Sold at list                       | 12<br>20 prior · ▼ 8 | 16.4%<br>▼ 3.4pp  | —                    | 20.4 d<br>2.8× faster than overall<br>▲ 10.3 d YoY |
| Sold below list                    | 18<br>25 prior · ▼ 7 | 24.7%<br>▼ 0.1pp  | -3.2%<br>-3.2% prior | 30.8 d<br>1.9× faster than overall<br>▼ 10.3 d YoY |
| Price change or relist before sale | 35<br>35 prior · 0   | 47.9%<br>▲ 13.2pp | —<br>— prior         | 95.3 d<br>1.6× slower than overall<br>▲ 9.2 d YoY  |

Avg CDA = Average Cumulative Days Active (NWMLS); active days before going under contract, carried across re-listings — the same basis as page 2 of the Market Update. Sale-to-list compares close price to the most recent list price; sale-to-original to the seller's first list price. Buckets are mutually exclusive and sum to 100%. Year-over-year comparisons run against the same month one year prior.