

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 Sno Co · Res + Condo · September 2026 · 743 closed

☒ Show comparison to September 2025

MEDIAN SOLD-TO-LIST

100.0%

100.0% a year ago
· 0.0pp YoY

MEDIAN SOLD-TO-ORIGINAL

97.6%

98.0% a year ago
▼ 0.4pp YoY

AVG CDA

45.9 d

38.6 d a year ago
▲ 7.3 d YoY

SOLD OVER LIST

12.0%

16.5% a year ago
▼ 4.5pp YoY

PRICE CUT FIRST

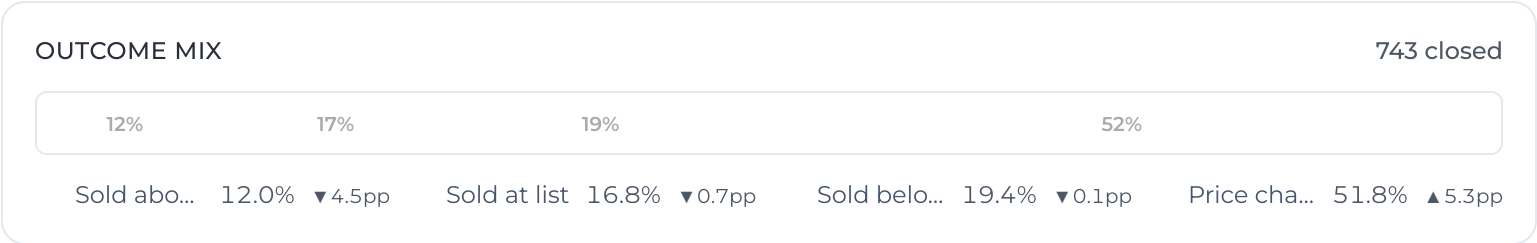
51.8%

46.5% a year ago
▲ 5.3pp YoY

MEDIAN SELLER CUT

5.0%

4.5% a year ago
▲ 0.5pp YoY



OUTCOME	SALES	% OF TOTAL	MEDIAN VS LIST	AVG CDA
Sold above list	89 134 prior · ▼ 45	12.0% ▼ 4.5pp	+1.7% +1.9% prior	7.4 d 6.2× faster than overall ▼ 0.2 d YoY
Sold at list	125 142 prior · ▼ 17	16.8% ▼ 0.7pp	—	11.4 d 4.0× faster than overall ▲ 0.2 d YoY
Sold below list	144 158 prior · ▼ 14	19.4% ▼ 0.1pp	-2.5% -2.7% prior	23.2 d 2.0× faster than overall ▲ 1.1 d YoY
Price change or relist before sale	385 377 prior · ▲ 8	51.8% ▲ 5.3pp	— — prior	74.5 d 1.6× slower than overall ▲ 7.6 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.