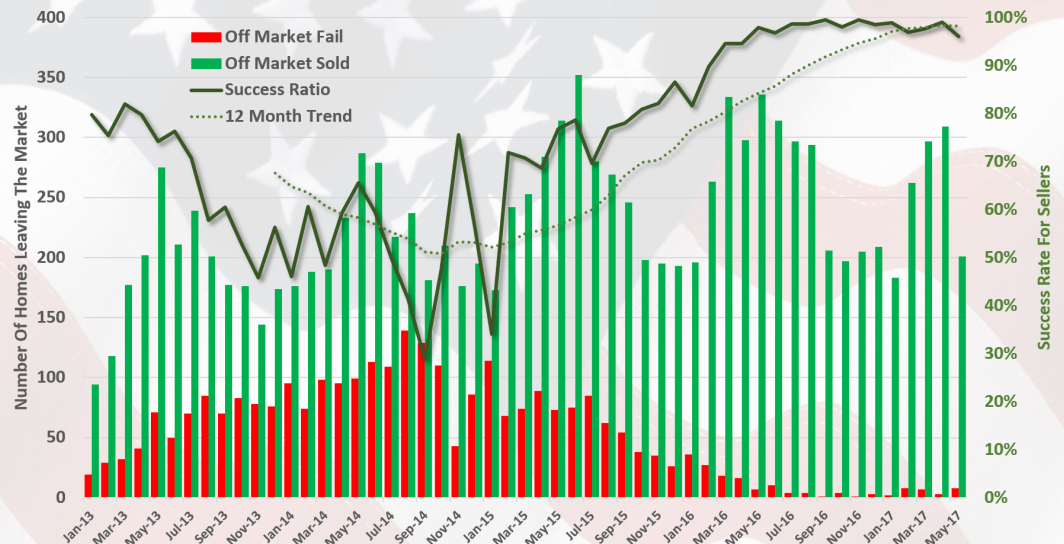


Best Of Times For Tallahassee Home Sellers

Home Sellers' Success Rate



Joe Manausa
Real Estate
www.manausa.com

**** Existing Home Sales Only ... No New Construction** Source: Tallahassee Board of Realtors MLS
Measurement: All Fresh Listings (resales not recently on the market) that leave the market, either sold or failed.
Success ratio is the measurement of the number of sold fresh listings divided by all fresh listings leaving the market.

The shortage of homes for sale in Tallahassee has created a seller's market like we haven't seen since the peak of the housing market more than 11 years ago.

The graph above measures the success rate of fresh sellers (a fresh seller is somebody who lists their home for sale for the first time since was began this measurement back in September of 2012).

Additionally, we have removed all new construction sales so that this information can give existing homeowners and great view of the housing market should they decide to join in the fun.

We have taken all listing information from the Tallahassee MLS and looked at

the initial listing date for each seller. Then we compiled (each month) the fresh listings "leaving" the market. They either leave because they succeeded (the home was sold), or homes left the market after having failed to sell. We omit them from this measurement when they re-enter the market as a "stale" listing.

During the month of May, 96% of the listings that left the market went out as sales. In April, it was 98%.

Homes that are properly marketed are selling, and they are selling fast.

Homes that are not properly marketed continue to rotate through the stale listing mix and when they sell, they end up netting less than they would had they sold as a listing fresh to the market.



Barbara Corcoran's
Advice in Tallahassee



RESOURCES

- [Selling A Home](#)
- [Home Valuation Tool](#)
- [Property Search](#)
- [Tallahassee Life!](#)
- [Archives](#)
- [Testimonials](#)



CONTACT INFO

Joe Manausa, MBA
Joe Manausa Real Estate
2066 Thomasville Road
Tallahassee, FL 32308
(850) 424-1120
info@manausa.com
www.manausa.com