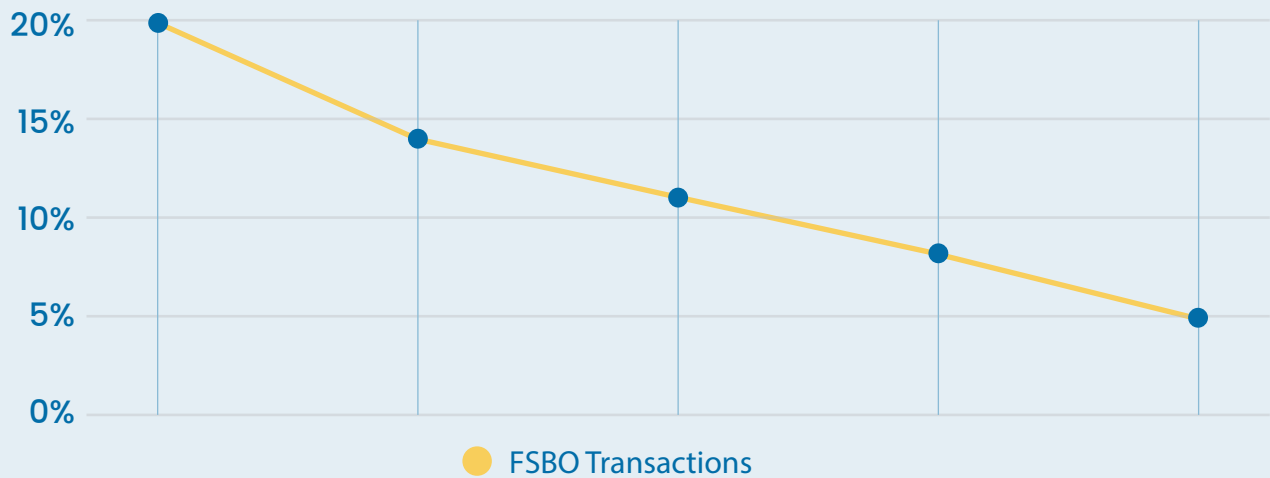




# FSBO TRANSACTIONS

FSBO Listings stay on the market for 19 additional days



FSBO transactions have dropped from 19% to 7% since 1997

ON AVERAGE, 18% of FSBO s DO NOT sell within their specified time frame

80%

or more of FSBO homes end up being listed with an agent

90%

of sellers choose to list with a real estate agent after considering FSBO

93%

of sellers list with a real estate agent

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