



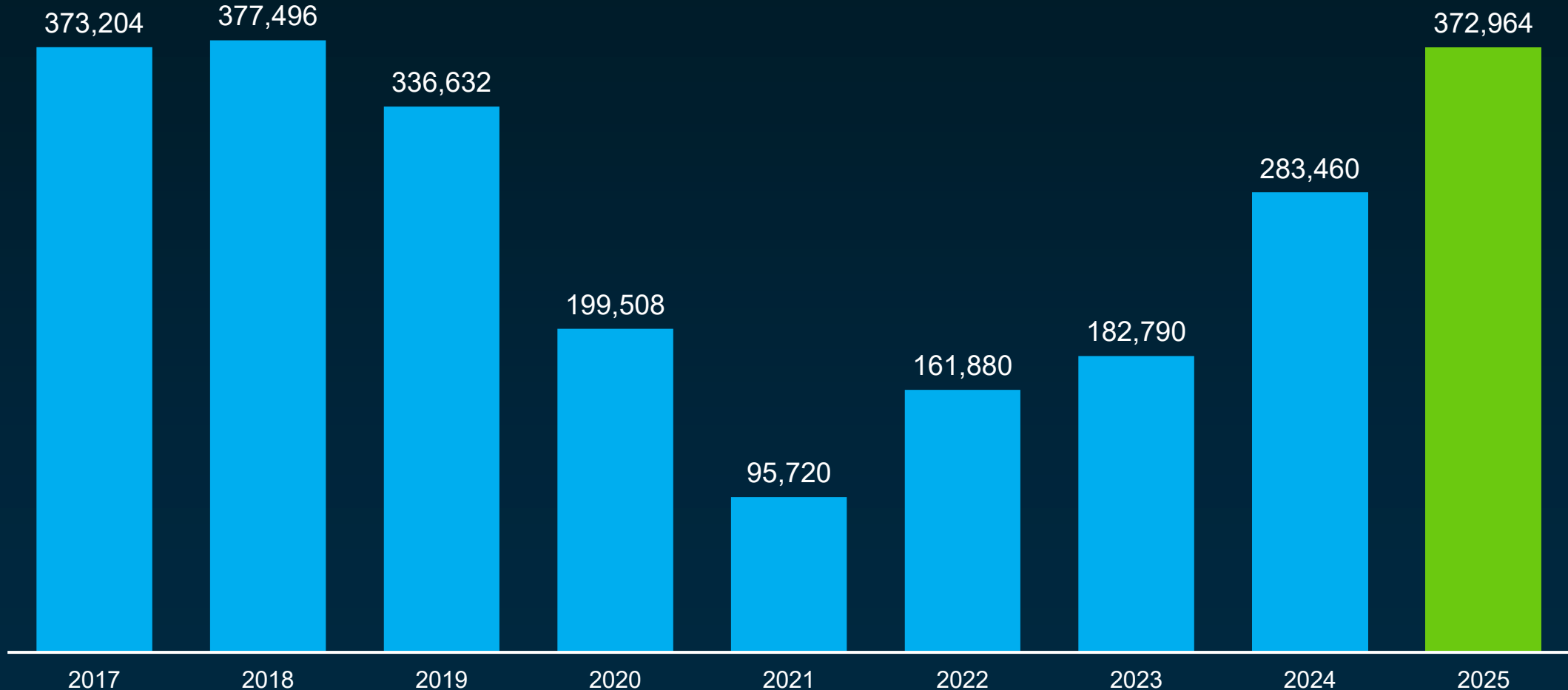
**Pricing Your House Right Is  
Critical in Today's Market**

# Biggest Metro Area Home Price Decline Since Their 2022 Peak

Metro	Home Price Decline Since 2022 Peak
Austin, TX	<b>-23.2%</b>
Punta Gorda, FL	<b>-16.9%</b>
New Orleans, LA	<b>-16.2%</b>
Lake Charles, LA	<b>-14.4%</b>
Cape Coral, FL	<b>-12.2%</b>
North Port, FL	<b>-11.9%</b>
Boise City, ID	<b>-10.5%</b>
Phoenix, AZ	<b>-10.2%</b>

# The Number of Price Cuts Is Back at Normal Levels

Listings with Price Cuts, May of Each Year



# 8 in 10 Potential Home Sellers Think They Will Get Their Asking Price or More

I'll get more than my asking price

35%

I'll get my asking price

46%

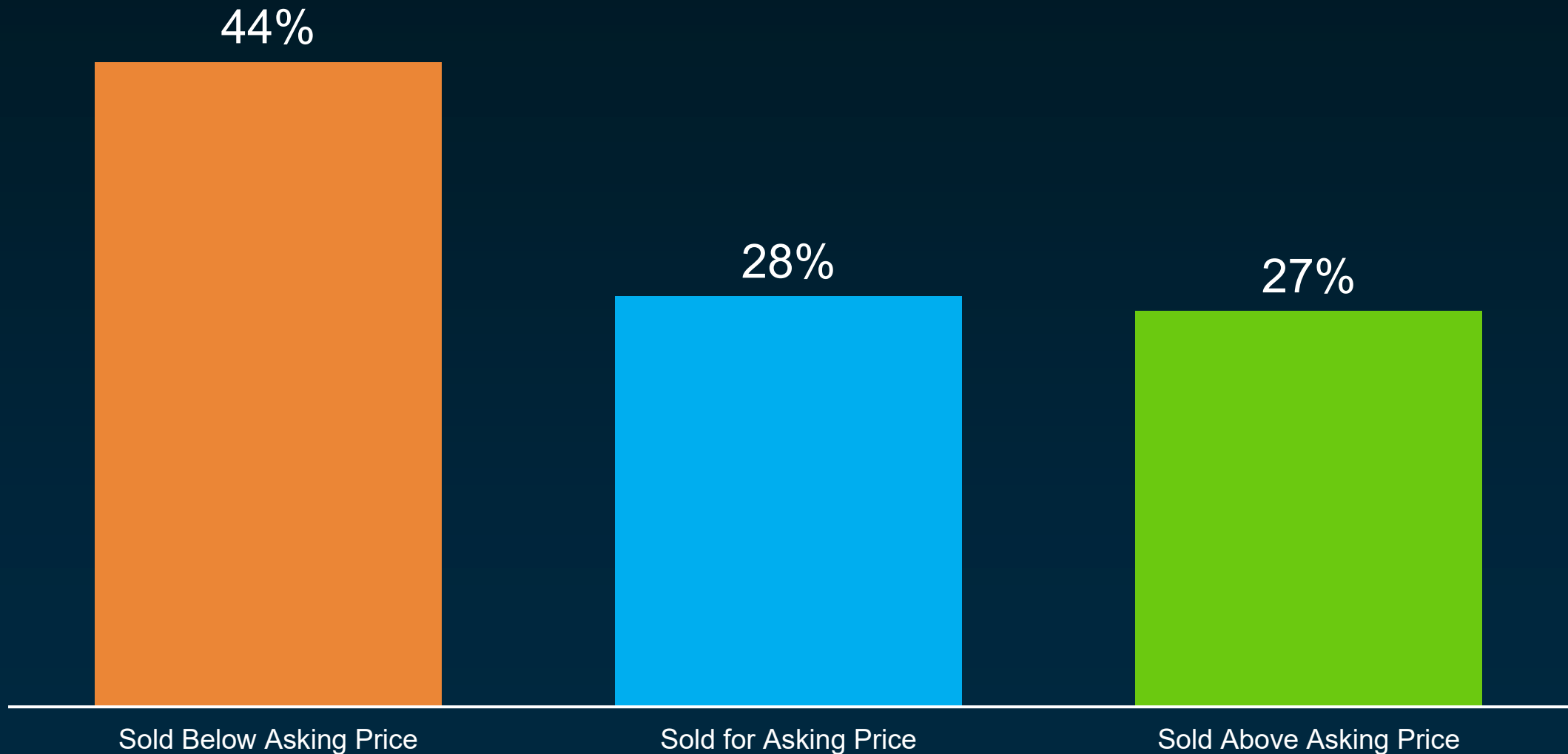
I'll get less than my asking price

13%

I don't know

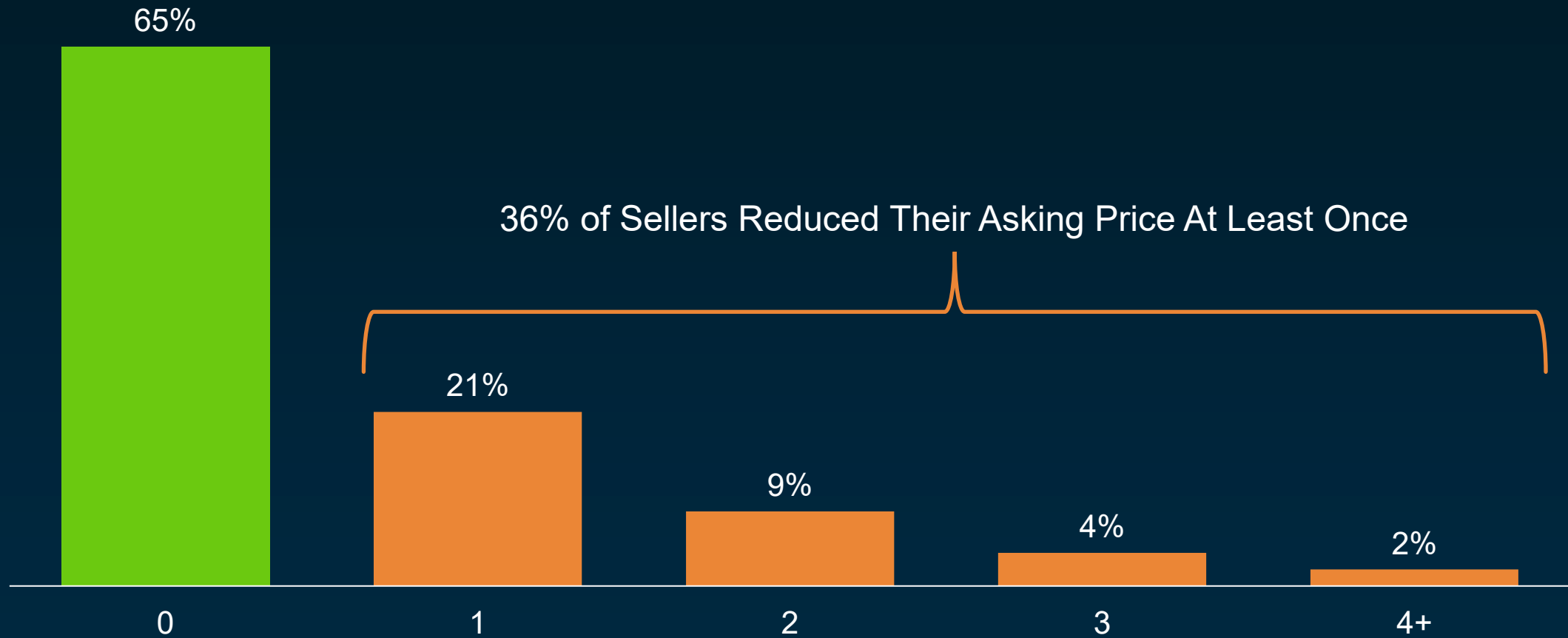
5%

# 4 in 10 Sellers Sold for Less Than Their Asking Price



# One Third of Sellers Had To Reduce Their Asking Price

Percent of Sellers by Number of Price Reductions

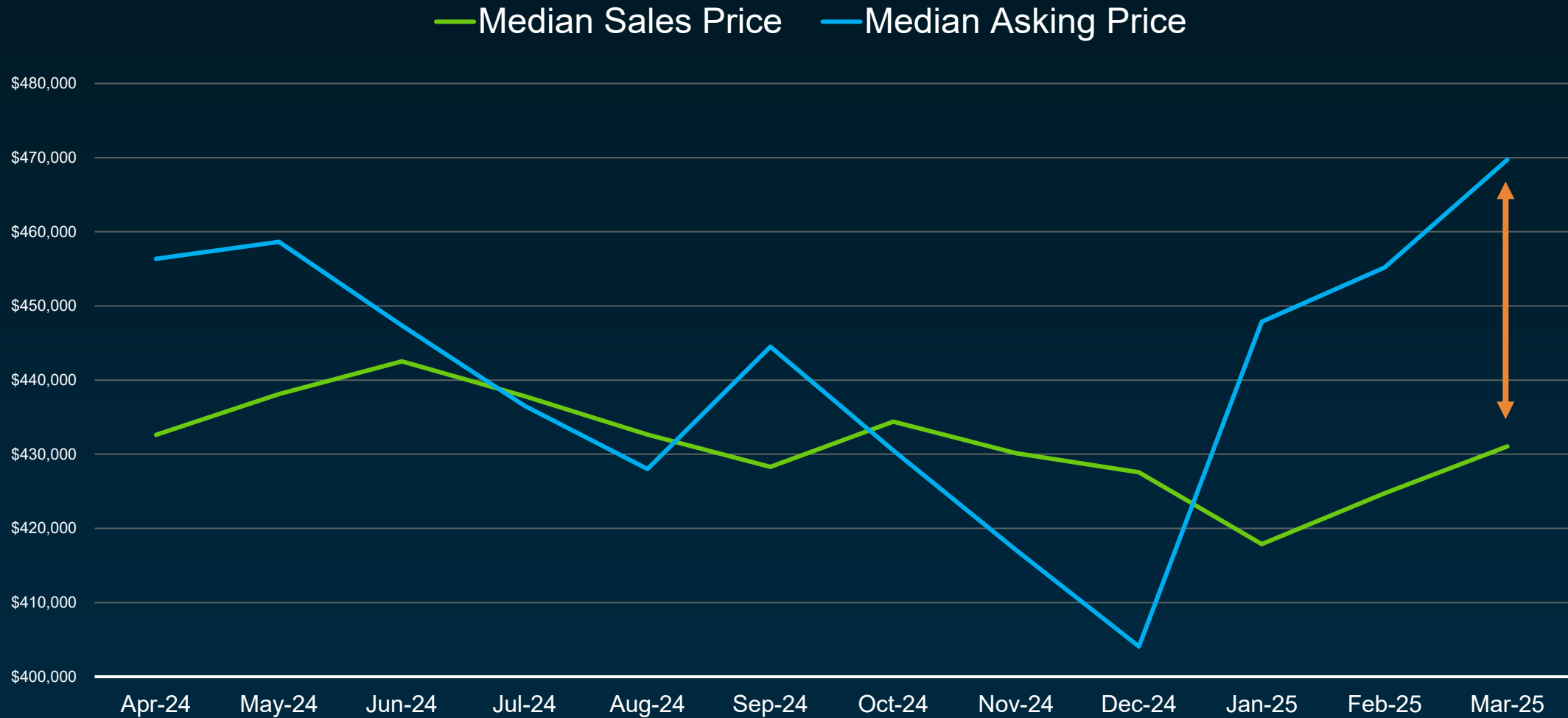




The rising share of price reductions suggests that a lot of **sellers are anchored to prices that aren't realistic in today's housing market.** Today's sellers would be wise to listen to feedback they are getting from the market.

**Danielle Hale**  
Chief Economist, Realtor.com

# Sellers Want More Than Buyers Are Willing To Pay



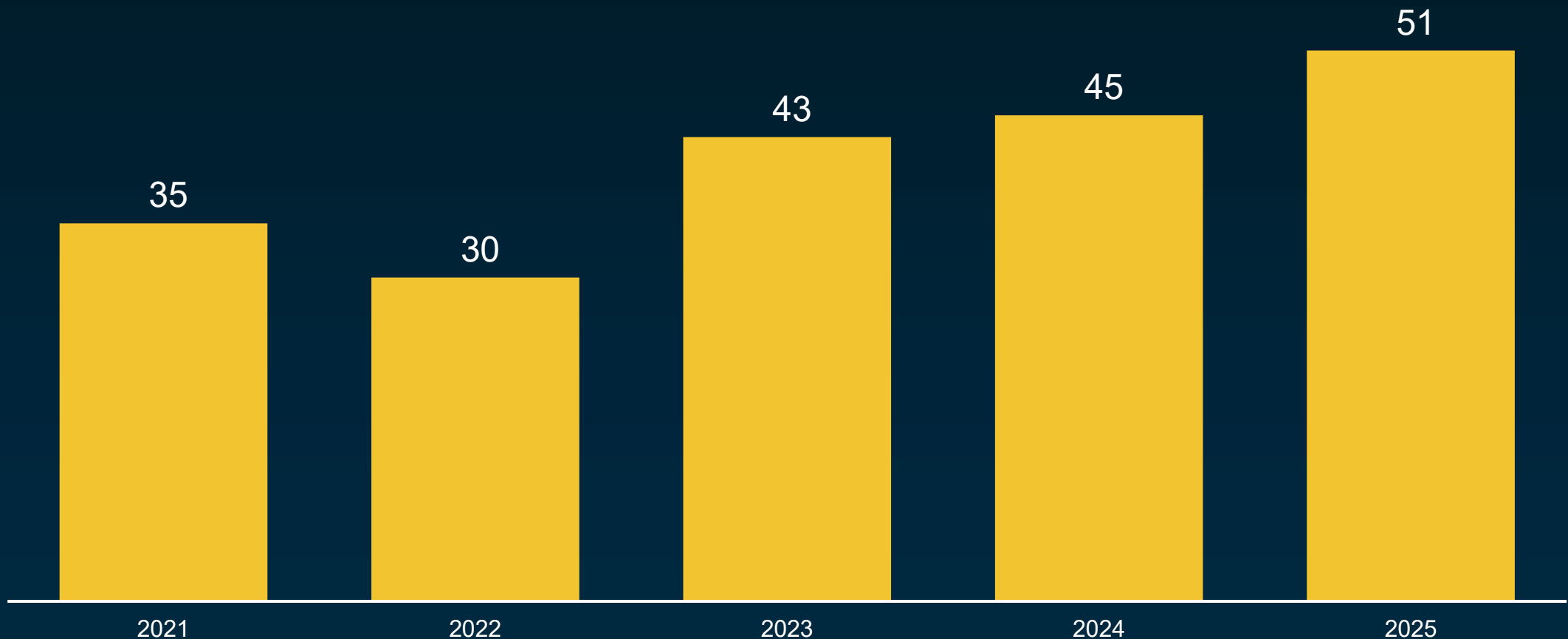




# Expired Listings

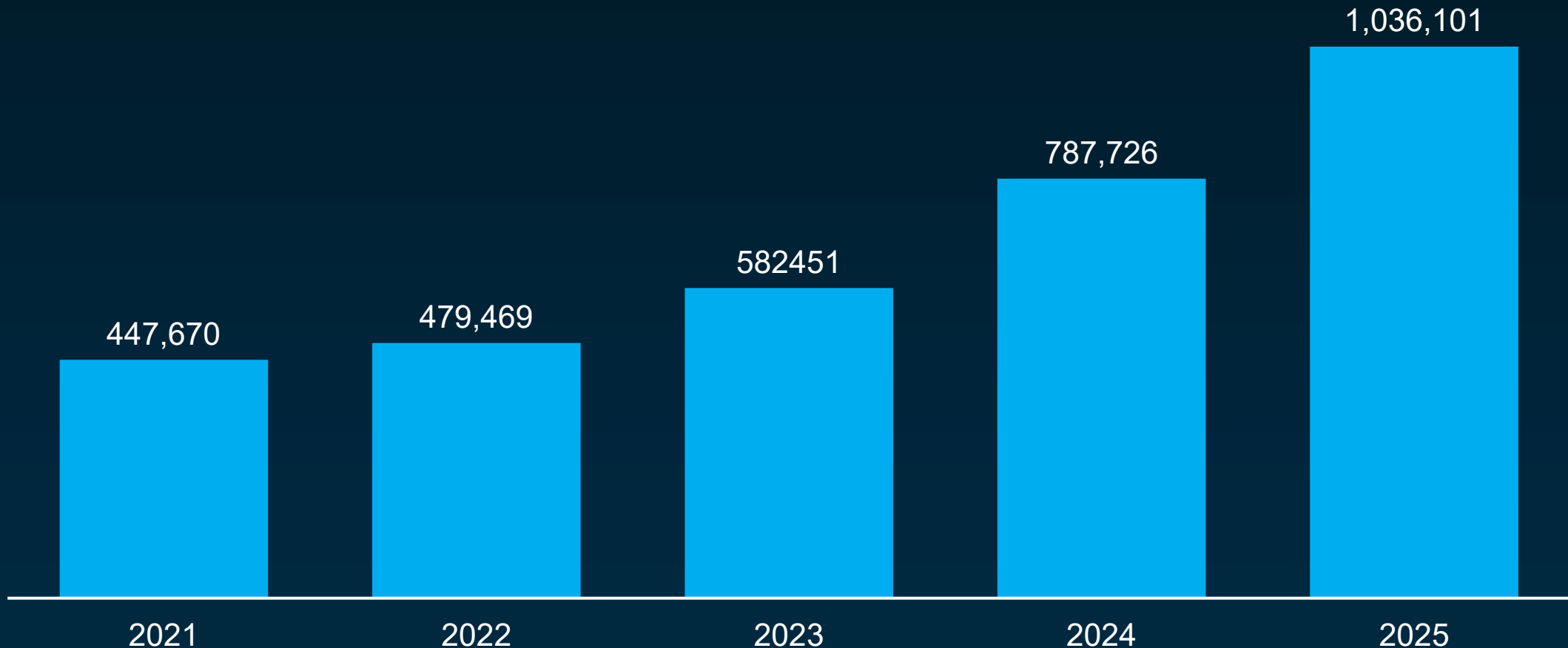
# Days on Market Has Risen Since 2021

Median Days on the Market, May of Each Year



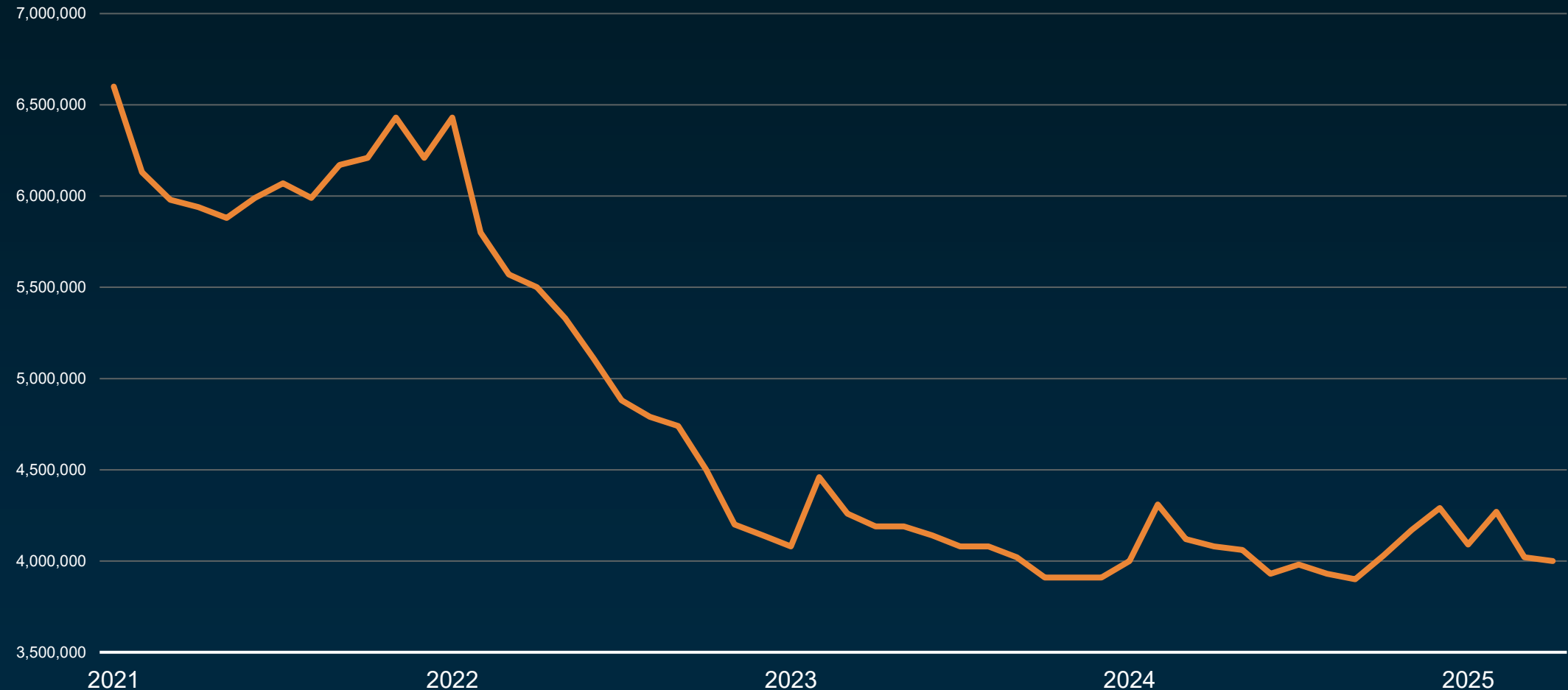
# Inventory Has Risen Since 2021

Active Listing Count, May of Each Year



# Existing Home Sales Are Down

Seasonally Adjusted Annual Rate of Existing Home Sales Since 2021



Days on Market



Inventory



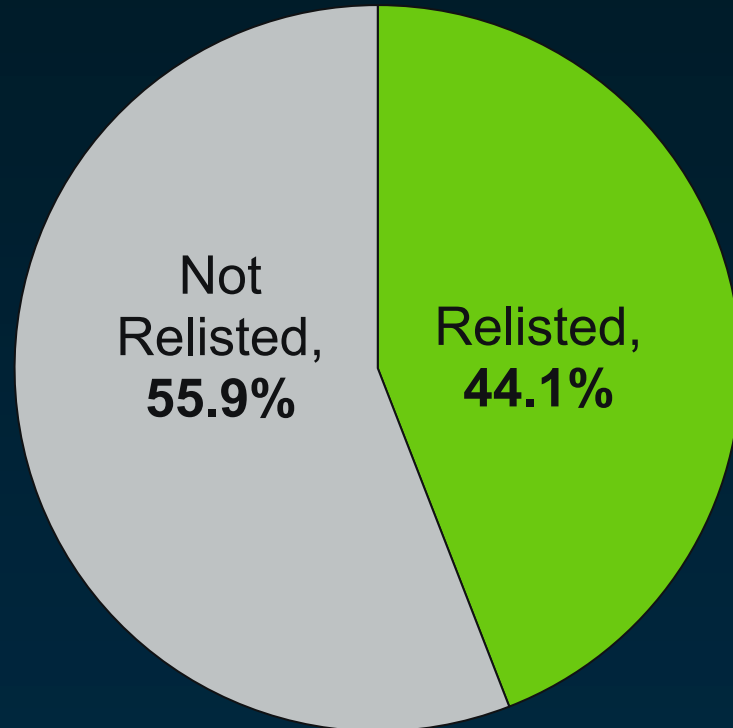
Sales



**Expired Listings**

# Nearly Half Have Relisted

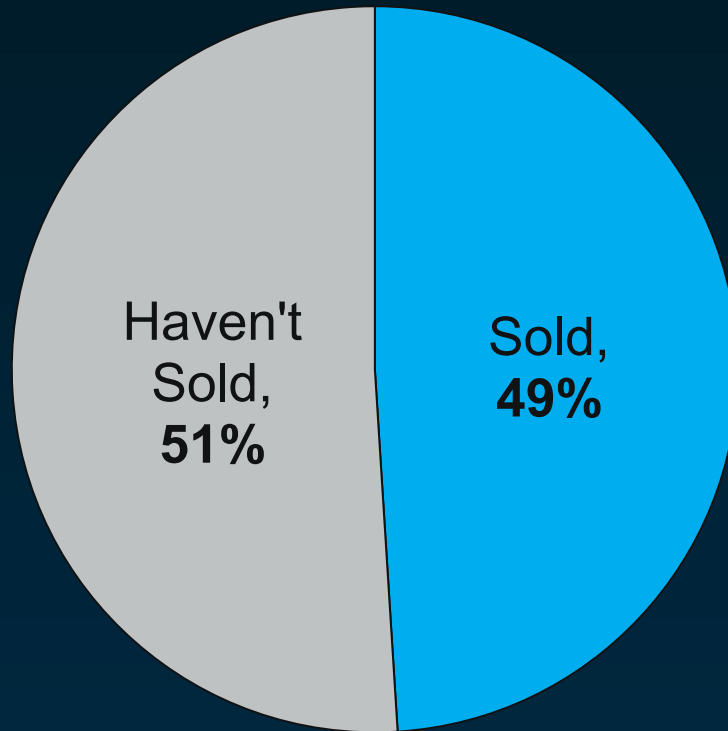
Expired, Cancelled, and Withdrawn Listings, May 2024 – May 2025



Of all the listings that expired, were cancelled, or were withdrawn between May 2024 and May 2025, **almost half have been relisted so far.**

# Half of the Relisted Homes Have Sold

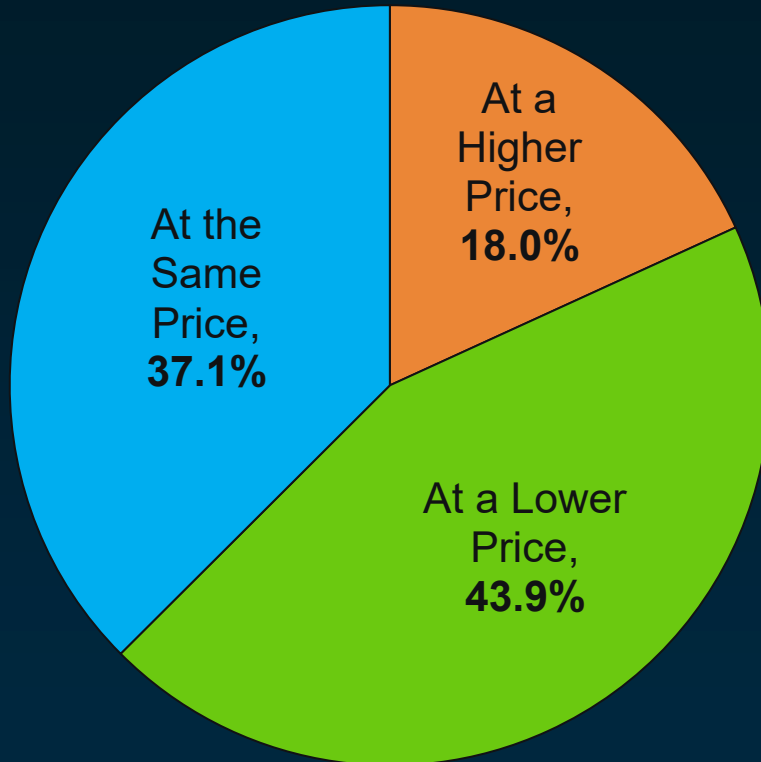
Expired, Cancelled, and Withdrawn Listings, May 2024 – May 2025



Of the homes that were relisted, **about half have sold.**

# Most Sellers Relist at a Lower Price

Expired, Cancelled, and Withdrawn Listings, January 2025 – May 2025



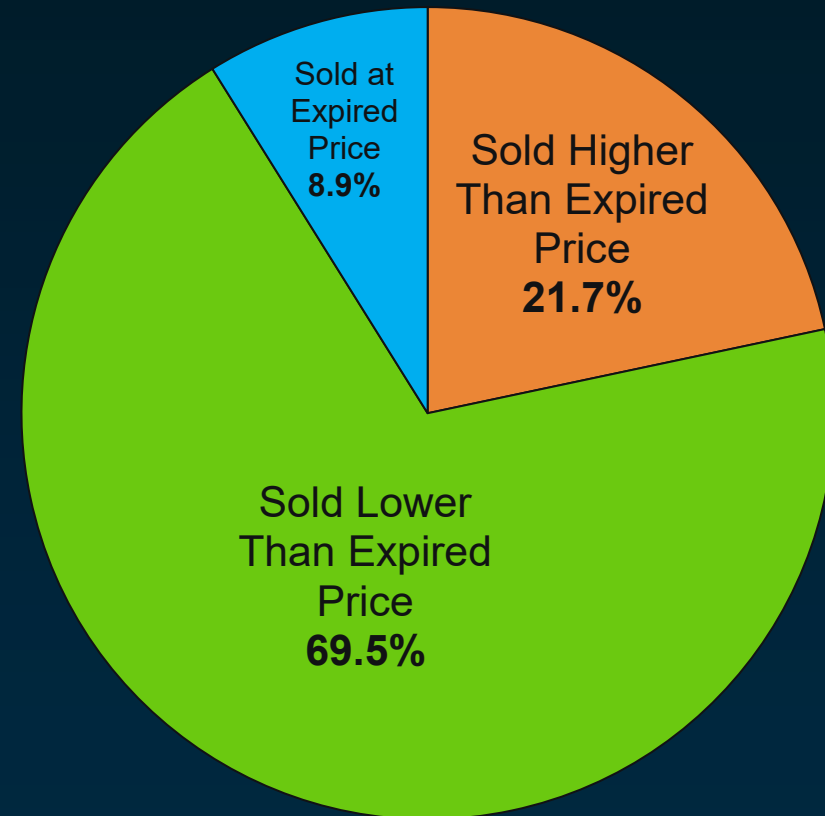
Of the sellers who relisted their expired listing, **over 40% did so at a lower price.**



# Most Relisted Homes Sold at a Lower Price

Expired, Cancelled, and Withdrawn Listings, January 2025 – May 2025

Of the relisted homes that have sold, **about 70% did so for lower than the expired price.**



# Average Days To Sell Once It's Relisted With A New Agent vs The Same Agent



# You Have a 57% Better Chance of Selling By Relisting with a Different Agent

Sales Success Rate of Homes that Were Relisted after Expiring

