

Absorption Rates and Probability of Selling

1. Criteria for search: _____

Closed Transactions in Past:	12 Months	6 Months	3 Months
Enter # of Closed Transactions	_____	_____	_____
Average Homes Sold Per Month	_____	_____	_____
Currently Active in MLS	_____	_____	_____
Month Supply of Inventory To be absorbed IF NO OTHER HOMES COME ON MARKET	_____	_____	_____
# of closed transaction in Last Six months	_____	_____	
# of New Transactions Placed in MLS last six months	_____	_____	
Divide closed by entered = % of homes that sold			_____ % Probability of Selling

2. Criteria for search: _____

Closed Transactions in Past:	12 Months	6 Months	3 Months
Enter # of Closed Transactions	_____	_____	_____
Average Homes Sold Per Month	_____	_____	_____
Currently Active in MLS	_____	_____	_____
Month Supply of Inventory To be absorbed IF NO OTHER HOMES COME ON MARKET	_____	_____	_____
# of closed transaction in Last Six months	_____	_____	
# of New Transactions Placed in MLS last six months	_____	_____	
Divide closed by entered = % of homes that sold			_____ %Probability of Selling

3. Criteria for search: _____

Closed Transactions in Past:	12 Months	6 Months	3 Months
Enter # of Closed Transactions	_____	_____	_____
Average Homes Sold Per Month	_____	_____	_____
Currently Active in MLS	_____	_____	_____
Month Supply of Inventory To be absorbed IF NO OTHER HOMES COME ON MARKET	_____	_____	_____
# of closed transaction in Last Six months	_____	_____	
# of New Transactions Placed in MLS last six months	_____	_____	
Divide closed by entered = % of homes that sold			_____ %Probability of Selling