

# COMPS & MARKET STATS: What's the difference?

Comparables and market statistics are easily confused, so here's a little cheat sheet to help you determine which is which:

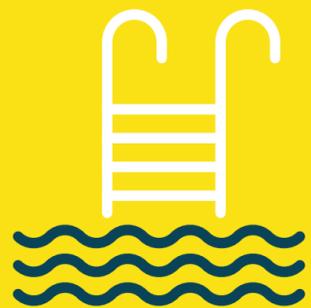
## COMPS

*(individual features that buyers are looking for)*

fenced-in yard



pool



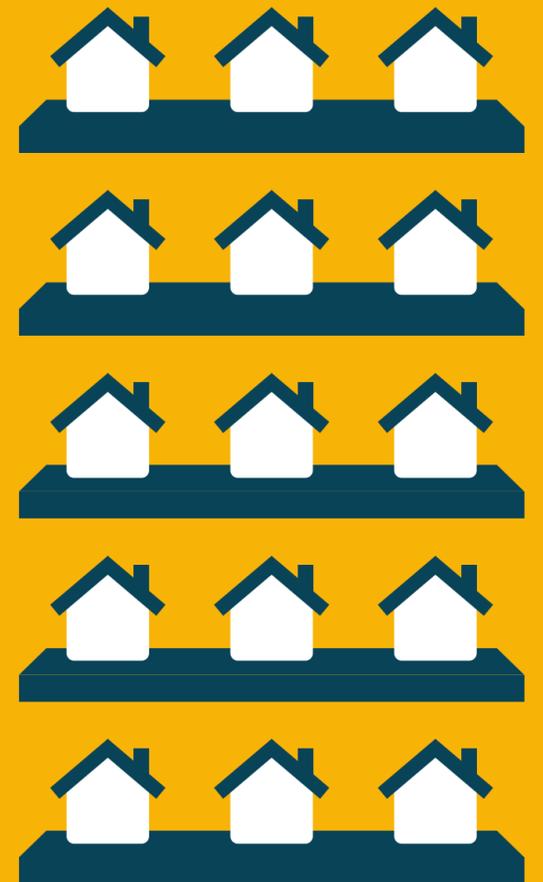
open floor plan



## MARKET STATS

*(larger picture questions about the market as a whole)*

- How much of the list price are sellers typically getting?
- How fast are homes selling?
- How many homes are on the market?



SunStats®

An Exclusive Member Benefit

  
FloridaRealtors®  
The Voice for Real Estate® in Florida