

# Effects of Limited Service Representation

**Independent Study published by Texas A&M University**

## **Results & Conclusion:**

- **Limited Service Broker**
  - **Netted sellers 1.7% less than full service brokers**
  - **DOM 17.1% longer than full service brokers**
- **The typical discount offered by limited service brokers is approximately 2%; there is no net gain to sellers, since home takes 17% longer to sell.**

**Sample: 55,000 residential transactions in Dallas/Fort Worth area**

**Average DOM: 90 days**

**Average Sales Price: \$175,270**

*- Tierra Grande, Journal of the Real Estate Center at Texas A&M University, Jan. 2006*

# Effects of Limited Service Representation

## Days on Market

105 Days

LIMITED SERVICE

vs.

FULL SERVICE

90 Days

- Tierra Grande, *Journal of the Real Estate Center at Texas A&M University*, Jan. 2006