

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

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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