

REAL ESTATE MARKET REPORT
KINGSTON



Su	M	Tu	W	Th	F	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

Sunday, December 31

2017

TABLE OF CONTENTS

Market Summary Table Page 1
 Glossary Page 2

Penny McLaughlin

www.theoriginalpenny.com
 penny@theoriginalpenny.com
 206-618-5123
 360-779-8574



REAL ESTATE MARKET REPORT KINGSTON

Sunday, December 31, 2017

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penny@theoriginalpenny.com
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MARKET SUMMARY TABLE		22 PENDING ^[2]				20 OFF-MARKET (last 6 mos) ^[3]				95 SOLD/CLOSED (last 6 months) ^[4]				ABSORPTION RATE (months of inventory)	
A = Average Value M = Median Value N/A = Not Available		19 ACTIVE ^[1]		22 PENDING ^[2]		20 OFF-MARKET ^[3]		95 SOLD/CLOSED ^[4]				ABSORPTION RATE (months of inventory)		Est. Mos.	
Price Range		Num #	Days on Market	Current List Price	Num #	Pend Ratio	Num #	Num #	Days on Market	Original List Price	Final List Price	Sold/Closed Price	List-Sale Ratio	Est. Mos.	
Low	High														
\$0	\$99,999	0			2	N/A	0	1	A 56	\$ 99,977	\$ 99,977	\$ 85,000	85%	N/A	
									M 56	\$ 99,977	\$ 99,977	\$ 85,000	85%		
\$100,000	\$199,999	2	A 21	\$ 145,850	0		1	4	A 19	\$ 182,669	\$ 177,669	\$ 159,319	90%	3	
			M 21	\$ 145,850					M 15	\$ 182,950	\$ 172,950	\$ 157,639	91%		
\$200,000	\$299,999	1	A 161	\$ 260,000	5	83%	5	21	A 26	\$ 264,978	\$ 262,060	\$ 264,347	101%	0.3	
			M 161	\$ 260,000					M 8	\$ 269,900	\$ 265,000	\$ 268,500	101%		
\$300,000	\$399,999	4	A 131	\$ 367,225	5	56%	2	27	A 53	\$ 357,196	\$ 349,557	\$ 347,476	99%	0.9	
			M 132	\$ 377,500					M 12	\$ 357,000	\$ 350,000	\$ 354,000	101%		
\$400,000	\$499,999	4	A 30	\$ 448,725	7	64%	2	20	A 35	\$ 467,975	\$ 465,925	\$ 462,624	99%	1.2	
			M 32	\$ 440,000					M 20	\$ 473,200	\$ 473,200	\$ 465,200	98%		
\$500,000	\$599,999	2	A 303	\$ 529,500	1	33%	4	11	A 48	\$ 551,518	\$ 550,155	\$ 541,235	98%	1.1	
			M 303	\$ 529,500					M 21	\$ 549,900	\$ 539,900	\$ 539,000	100%		
\$600,000	\$699,999	2	A 190	\$ 639,500	1	33%	2	5	A 46	\$ 653,860	\$ 639,860	\$ 640,480	100%	2.4	
			M 190	\$ 639,500					M 46	\$ 650,000	\$ 635,000	\$ 635,000	100%		
\$700,000	\$799,999	1	A 109	\$ 749,500	1	50%	1	5	A 60	\$ 821,380	\$ 778,940	\$ 771,190	99%	1.2	
			M 109	\$ 749,500					M 72	\$ 825,000	\$ 795,000	\$ 775,000	97%		
\$800,000	\$899,999	0			0		0	0							
\$900,000	\$999,999	0			0		2	0							
\$1,000,000	\$1,099,999	0			0		1	1	A 119	\$ 1,250,000	\$ 1,250,000	\$ 1,075,000	86%	N/A	
									M 119	\$ 1,250,000	\$ 1,250,000	\$ 1,075,000	86%		
\$1,100,000	\$1,199,999	0			0		0	0							
\$1,200,000	\$1,299,999	0			0		0	0							
\$1,300,000	\$1,399,999	0			0		0	0							
\$1,400,000	+	3	A 143	\$ 1,730,000	0		0	0							
			M 172	\$ 1,695,000											
Market Totals		19			22	54%	20	95						1.2	
Market Averages		125		\$ 636,474				42	\$ 422,020	\$ 415,433	\$ 410,472	99%			
Market Medians		109		\$ 440,000				19	\$ 395,000	\$ 385,000	\$ 380,000	99%			

Date Range (Off-Market & Sold) = 07/02/2017 to 12/31/2017

Data believed to be accurate but not guaranteed.

Status = [1] Active, Contingent; [2] Pending, Pending BU Requested, Pending Feasibility, Pending Inspection, Pending Short Sale; [3] Cancelled, Expired, Sale Fail Release, Temp. Off Mrkt.; [4] Sold

ZipCode = 98346

PropertyType = Single Family

Favors Sellers Favors Buyers

Sunday, December 31, 2017

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1. PROPERTIES FOR SALE (ACTIVE)

- a. **Number Active:** The number of listings for sale which are currently being marketed but do not yet have a purchase agreement.
- b. **Days on Market (DOM):** The marketing period of currently active listings. This does not account for some listings which have had a previous listing period, but were re-entered as a new listing.
- c. **Current List Price:** The price that a property seller is currently asking.

2. CONTRACTS PENDING

- a. **Number Pending:** The number of current listings for which a contract has been signed but has not yet closed.
- b. **Pending Ratio:** Sometimes called a “list-to-pending ratio”. This is a measure of how fast properties are going under contract vs. how fast they are being listed.

$$\text{Pending Ratio} = \frac{P \text{ (Number of Pending Listings)}}{A+P \text{ (Number of Active + Pending)}}$$

(P) represents properties that buyers have chosen
(A+P) represents the entire pool from which they have chosen

3. OFF-MARKET

- a. **Number Off-Market:** The number of listing agreements that have failed to close in the last 6 months. Some owners may choose to re-offer their property for sale.

4. PROPERTIES SOLD (CLOSED CONTRACT)

- a. **Number Sold:** The number of properties that have gone to a closing in the last 6 months.
- b. **Days on Market (DOM):** The marketing time it has taken properties to sell in the last 6 months.
- c. **Original List Price:** The price at which a sold property was originally marketed.
- d. **Final List Price:** The price at which a sold property was marketed just prior to selling.
- e. **Sold/Closed Price:** The price for which a property sold.
- f. **List to Sales Ratio:** The percentage of the list price that the buyer ultimately paid for the property.

$$\text{List to Sales Ratio} = \frac{\text{Sold Price}}{\text{Final List Price}}$$

5. ABSORPTION RATE / MONTHS OF INVENTORY

- a. **Absorption Rate / Months of Inventory:** An estimate of how fast listings are currently selling measured in months. For example, if 100 properties sell per month and there are 800 properties for sale - there is an 8 month supply of inventory before counting the additional properties that will come on the market.