

REAL ESTATE MARKET REPORT  
**KINGSTON**



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Sunday, July 1

**2018**

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# REAL ESTATE MARKET REPORT KINGSTON

Sunday, July 1, 2018

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MARKET SUMMARY TABLE		26 PENDING <sup>[2]</sup>				9 OFF-MARKET (last 6 mos) <sup>[3]</sup>				ABSORPTION RATE (months of inventory)		Est. Mos.		
A = Average Value M = Median Value N/A = Not Available		24 ACTIVE <sup>[1]</sup>				82 SOLD/CLOSED (last 6 months) <sup>[4]</sup>								
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	
Low	High													
\$0	\$99,999	0			0		0	2	A 26 M 26	\$ 76,500 \$ 76,500	\$ 76,500 \$ 76,500	\$ 78,500 \$ 78,500	103% 103%	N/A
\$100,000	\$199,999	0			2	N/A	0	6	A 29 M 24	\$ 176,067 \$ 174,750	\$ 171,450 \$ 161,500	\$ 159,450 \$ 156,500	93% 97%	N/A
\$200,000	\$299,999	3	A 13 M 10	\$ 266,300 \$ 259,000	5	63%	2	16	A 13 M 7	\$ 250,175 \$ 247,950	\$ 250,334 \$ 249,950	\$ 254,556 \$ 250,000	102% 100%	1.1
\$300,000	\$399,999	2	A 8 M 8	\$ 372,500 \$ 372,500	0		1	23	A 34 M 12	\$ 363,322 \$ 375,000	\$ 361,524 \$ 375,000	\$ 365,037 \$ 365,000	101% 97%	0.5
\$400,000	\$499,999	4	A 35 M 30	\$ 472,250 \$ 467,500	10	71%	2	14	A 15 M 7	\$ 440,143 \$ 430,000	\$ 439,429 \$ 425,000	\$ 446,071 \$ 445,000	102% 105%	1.7
\$500,000	\$599,999	4	A 109 M 92	\$ 564,750 \$ 569,500	3	43%	0	9	A 126 M 21	\$ 529,111 \$ 538,000	\$ 536,444 \$ 545,000	\$ 540,556 \$ 535,000	101% 98%	2.7
\$600,000	\$699,999	6	A 41 M 23	\$ 659,467 \$ 649,900	1	14%	1	4	A 117 M 111	\$ 668,750 \$ 662,500	\$ 630,975 \$ 629,950	\$ 635,600 \$ 623,950	101% 99%	9
\$700,000	\$799,999	3	A 17 M 16	\$ 730,667 \$ 728,000	2	40%	1	5	A 54 M 12	\$ 785,558 \$ 764,900	\$ 757,358 \$ 759,000	\$ 767,200 \$ 760,000	101% 100%	3.6
\$800,000	\$899,999	1	A 8 M 8	\$ 899,900 \$ 899,900	1	50%	1	1	A 5 M 5	\$ 825,000 \$ 825,000	\$ 825,000 \$ 825,000	\$ 852,000 \$ 852,000	103% 103%	6
\$900,000	\$999,999	0			0		0	1	A 7 M 7	\$ 935,000 \$ 935,000	\$ 935,000 \$ 935,000	\$ 950,000 \$ 950,000	102% 102%	N/A
\$1,000,000	\$1,099,999	0			0		0	0						
\$1,100,000	\$1,199,999	0			0		0	0						
\$1,200,000	\$1,299,999	0			1	N/A	0	0						
\$1,300,000	\$1,399,999	1	A 354 M 354	\$ 1,375,000 \$ 1,375,000	0		0	0						
\$1,400,000	+	0			1	N/A	1	1	A 155 M 155	\$ 1,695,000 \$ 1,695,000	\$ 1,599,900 \$ 1,599,900	\$ 1,550,000 \$ 1,550,000	97% 97%	N/A
<b>Market Totals</b>		<b>24</b>			<b>26</b>	<b>52%</b>	<b>9</b>	<b>82</b>						<b>1.8</b>
<b>Market Averages</b>		<b>54</b>		<b>\$ 588,150</b>				<b>42</b>		<b>\$ 421,346</b>	<b>\$ 416,496</b>	<b>\$ 419,791</b>	<b>101%</b>	
<b>Market Medians</b>		<b>21</b>		<b>\$ 585,000</b>				<b>12</b>		<b>\$ 389,750</b>	<b>\$ 387,200</b>	<b>\$ 384,000</b>	<b>99%</b>	

Date Range (Off-Market & Sold) = 12/31/2017 to 07/01/2018

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 Mkt.; [4] Sold

ZipCode = 98346

PropertyType = Single Family

Favors Sellers Favors Buyers

Sunday, July 1, 2018

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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.