

REAL ESTATE MARKET REPORT
KINGSTON



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Sunday, November 4

2018

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Sunday, November 4, 2018

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MARKET SUMMARY TABLE		19 PENDING ^[2]				11 OFF-MARKET (last 6 mos) ^[3]				ABSORPTION RATE (months of inventory)		Est. Mos.		
A = Average Value M = Median Value N/A = Not Available		19 ACTIVE ^[1]				104 SOLD/CLOSED (last 6 months) ^[4]								
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	1	A 5 M 5	\$ 90,000 \$ 90,000	\$ 90,000 \$ 90,000	\$ 50,000 \$ 50,000	56% 56%	N/A
\$100,000	\$199,999	2	A 19 M 19	\$ 156,000 \$ 156,000	0		0	5	A 19 M 18	\$ 191,660 \$ 175,000	\$ 193,760 \$ 185,000	\$ 183,978 \$ 187,000	95% 101%	2.4
\$200,000	\$299,999	0			5	N/A	1	19	A 11 M 6	\$ 256,608 \$ 259,900	\$ 256,742 \$ 259,900	\$ 259,324 \$ 261,000	101% 100%	N/A
\$300,000	\$399,999	4	A 28 M 11	\$ 344,425 \$ 337,000	2	33%	0	18	A 27 M 8	\$ 353,475 \$ 350,000	\$ 350,453 \$ 350,000	\$ 355,947 \$ 352,500	102% 101%	1.3
\$400,000	\$499,999	2	A 106 M 106	\$ 477,475 \$ 477,475	5	71%	2	19	A 11 M 5	\$ 446,713 \$ 439,000	\$ 445,450 \$ 439,000	\$ 452,316 \$ 455,000	102% 104%	0.6
\$500,000	\$599,999	5	A 125 M 48	\$ 573,970 \$ 585,950	4	44%	1	15	A 41 M 10	\$ 543,360 \$ 550,000	\$ 537,693 \$ 550,000	\$ 543,817 \$ 540,000	101% 98%	2
\$600,000	\$699,999	2	A 71 M 71	\$ 637,500 \$ 637,500	1	33%	2	9	A 59 M 20	\$ 657,422 \$ 649,000	\$ 640,578 \$ 629,900	\$ 630,711 \$ 626,000	98% 99%	1.3
\$700,000	\$799,999	2	A 54 M 54	\$ 769,000 \$ 769,000	2	50%	2	11	A 33 M 28	\$ 752,081 \$ 739,000	\$ 739,071 \$ 735,000	\$ 736,845 \$ 735,000	100% 100%	1.1
\$800,000	\$899,999	1	A 75 M 75	\$ 899,000 \$ 899,000	0		2	2	A 29 M 29	\$ 929,950 \$ 929,950	\$ 889,950 \$ 889,950	\$ 860,000 \$ 860,000	97% 97%	3
\$900,000	\$999,999	0			0		0	2	A 192 M 192	\$ 1,217,500 \$ 1,217,500	\$ 967,000 \$ 967,000	\$ 967,500 \$ 967,500	100% 100%	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			0		1	1	A 8 M 8	\$ 1,269,000 \$ 1,269,000	\$ 1,269,000 \$ 1,269,000	\$ 1,250,000 \$ 1,250,000	99% 99%	N/A
\$1,300,000	\$1,399,999	0			0		0	0						
\$1,400,000	+	1	A 39 M 39	\$ 1,400,000 \$ 1,400,000	0		0	2	A 83 M 83	\$ 1,622,500 \$ 1,622,500	\$ 1,574,950 \$ 1,574,950	\$ 1,535,000 \$ 1,535,000	97% 97%	3
Market Totals		19			19	50%	11	104						1.1
Market Averages			71	\$ 559,289					30	\$ 499,259	\$ 488,479	\$ 488,577	100%	
Market Medians			39	\$ 560,000					9	\$ 432,000	\$ 432,000	\$ 453,500	105%	

Date Range (Off-Market & Sold) = 05/06/2018 to 11/04/2018
Data believed to be accurate but not guaranteed.

Favors Sellers Favors Buyers

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

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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.