

REAL ESTATE MARKET REPORT
KINGSTON



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29	30					

Sunday, April 1

2018

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Sunday, April 1, 2018

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MARKET SUMMARY TABLE		29 PENDING ^[2]				16 OFF-MARKET (last 6 mos) ^[3]				ABSORPTION RATE (months of inventory)				Est. Mos.
A = Average Value M = Median Value N/A = Not Available		17 ACTIVE ^[1]		83 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	3	A 36 M 27	\$ 84,326 \$ 85,000	\$ 84,326 \$ 85,000	\$ 80,667 \$ 82,000	96% 96%	N/A
\$100,000	\$199,999	0			3	N/A	0	5	A 18 M 12	\$ 184,435 \$ 184,500	\$ 177,535 \$ 170,000	\$ 161,655 \$ 160,000	91% 94%	N/A
\$200,000	\$299,999	3	A 22 M 16	\$ 260,266 \$ 265,848	5	63%	3	19	A 16 M 7	\$ 259,613 \$ 255,000	\$ 257,613 \$ 255,000	\$ 259,951 \$ 265,000	101% 104%	0.9
\$300,000	\$399,999	2	A 3 M 3	\$ 359,000 \$ 359,000	8	80%	1	21	A 76 M 35	\$ 368,970 \$ 379,500	\$ 360,143 \$ 379,000	\$ 356,371 \$ 364,000	99% 96%	0.6
\$400,000	\$499,999	2	A 63 M 63	\$ 432,250 \$ 432,250	6	75%	4	14	A 31 M 21	\$ 471,450 \$ 479,750	\$ 469,236 \$ 479,750	\$ 461,600 \$ 473,450	98% 99%	0.9
\$500,000	\$599,999	2	A 177 M 177	\$ 517,500 \$ 517,500	3	60%	2	11	A 115 M 70	\$ 542,345 \$ 539,900	\$ 543,800 \$ 539,900	\$ 536,082 \$ 539,000	99% 100%	1.1
\$600,000	\$699,999	4	A 147 M 122	\$ 645,975 \$ 639,500	1	20%	1	4	A 34 M 29	\$ 649,875 \$ 642,500	\$ 638,625 \$ 632,500	\$ 652,125 \$ 658,000	102% 104%	6
\$700,000	\$799,999	1	A 49 M 49	\$ 768,888 \$ 768,888	3	75%	1	5	A 84 M 79	\$ 819,180 \$ 820,000	\$ 761,560 \$ 759,000	\$ 768,990 \$ 775,000	101% 102%	1.2
\$800,000	\$899,999	0			0		0	1	A 5 M 5	\$ 825,000 \$ 825,000	\$ 825,000 \$ 825,000	\$ 852,000 \$ 852,000	103% 103%	N/A
\$900,000	\$999,999	1	A 61 M 61	\$ 939,000 \$ 939,000	0		2	0						
\$1,000,000	\$1,099,999	0			0		1	0						
\$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	+	2	A 195 M 195	\$ 1,597,500 \$ 1,597,500	0		1	0						
Market Totals		17			29	63%	16	83						1.2
Market Averages		96		\$ 640,299				52	\$ 408,948	\$ 401,647	\$ 399,252	99%		
Market Medians		49		\$ 525,000				19	\$ 399,000	\$ 389,900	\$ 385,000	99%		

Date Range (Off-Market & Sold) = 10/01/2017 to 04/01/2018
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 Mrkt.; [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.