

REAL ESTATE MARKET REPORT PORT ORCHARD



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	

Sunday, November 4

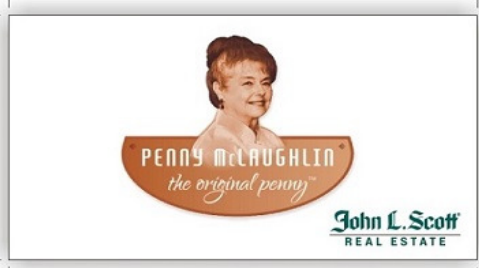
2018

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Penny McLaughlin

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



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MARKET SUMMARY TABLE		128 PENDING ^[2]				83 OFF-MARKET (last 6 mos) ^[3]				ABSORPTION RATE (months of inventory)			Est. Mos.	
A = Average Value M = Median Value N/A = Not Available		174 ACTIVE ^[1]				656 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	\$ 87,000	\$ 87,000	\$ 87,000	100%	N/A
									M	\$ 87,000	\$ 87,000	\$ 87,000	100%	
\$100,000	\$199,999	5	A 123 M 29	\$ 169,280 \$ 177,500	8	62%	6	26	A 27 M 15	\$ 168,191 \$ 172,499	\$ 165,352 \$ 172,499	\$ 163,145 \$ 171,000	99% 99%	1.2
\$200,000	\$299,999	32	A 48 M 44	\$ 257,156 \$ 257,900	46	59%	15	183	A 21 M 7	\$ 261,138 \$ 265,000	\$ 258,273 \$ 260,000	\$ 260,774 \$ 265,000	101% 102%	1
\$300,000	\$399,999	48	A 69 M 56	\$ 358,267 \$ 359,998	35	42%	19	249	A 19 M 9	\$ 339,276 \$ 330,000	\$ 336,157 \$ 329,950	\$ 339,291 \$ 335,000	101% 102%	1.2
\$400,000	\$499,999	37	A 89 M 58	\$ 452,180 \$ 449,950	18	33%	17	118	A 31 M 13	\$ 455,155 \$ 451,000	\$ 449,853 \$ 449,900	\$ 449,735 \$ 449,000	100% 100%	1.9
\$500,000	\$599,999	21	A 54 M 42	\$ 542,833 \$ 545,000	9	30%	12	33	A 49 M 10	\$ 545,610 \$ 549,900	\$ 543,031 \$ 545,000	\$ 543,843 \$ 545,000	100% 100%	3.8
\$600,000	\$699,999	14	A 109 M 103	\$ 653,135 \$ 647,845	7	33%	8	30	A 45 M 8	\$ 646,740 \$ 646,950	\$ 644,652 \$ 646,950	\$ 649,803 \$ 649,975	101% 100%	2.8
\$700,000	\$799,999	8	A 78 M 79	\$ 758,869 \$ 762,975	2	20%	6	11	A 59 M 22	\$ 748,435 \$ 715,000	\$ 729,753 \$ 715,000	\$ 753,010 \$ 750,000	103% 105%	4.4
\$800,000	\$899,999	1	A 20 M 20	\$ 879,000 \$ 879,000	0		0	1	A 30 M 30	\$ 849,500 \$ 849,500	\$ 849,500 \$ 849,500	\$ 818,250 \$ 818,250	96% 96%	6
\$900,000	\$999,999	0			1	N/A	0	1	A 27 M 27	\$ 925,000 \$ 925,000	\$ 925,000 \$ 925,000	\$ 990,000 \$ 990,000	107% 107%	N/A
\$1,000,000	\$1,099,999	1	A 70 M 70	\$ 1,060,000 \$ 1,060,000	0		0	0						
\$1,100,000	\$1,199,999	2	A 71 M 71	\$ 1,145,000 \$ 1,145,000	0		0	1	A 37 M 37	\$ 1,200,000 \$ 1,200,000	\$ 1,200,000 \$ 1,200,000	\$ 1,100,000 \$ 1,100,000	92% 92%	12
\$1,200,000	\$1,299,999	3	A 139 M 133	\$ 1,249,667 \$ 1,250,000	1	25%	0	0						
\$1,300,000	\$1,399,999	2	A 118 M 118	\$ 1,362,500 \$ 1,362,500	0		0	2	A 154 M 154	\$ 1,395,000 \$ 1,395,000	\$ 1,372,500 \$ 1,372,500	\$ 1,325,000 \$ 1,325,000	97% 97%	6
\$1,400,000	+	0			1	N/A	0	0						
Market Totals		174			128	42%	83	656						1.6
Market Averages		74		\$ 461,610				26		\$ 368,660	\$ 365,003	\$ 367,203	101%	
Market Medians		51		\$ 405,000				9		\$ 329,950	\$ 329,450	\$ 330,250	100%	

Date Range (Off-Market & Sold) = 05/06/2018 to 11/04/2018

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 = 98366, 98367

PropertyType = Single Family

Favors Sellers Favors Buyers

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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.