

REAL ESTATE MARKET REPORT
POULSBO



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		

Monday, February 4

2019

TABLE OF CONTENTS

Market Summary Table Page 1
 Glossary Page 2

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Monday, February 4, 2019

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MARKET SUMMARY TABLE		50 PENDING ^[2]				43 OFF-MARKET (last 6 mos) ^[3]				ABSORPTION RATE (months of inventory)			Est. Mos.	
A = Average Value M = Median Value N/A = Not Available		56 ACTIVE ^[1]						263 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	0						
\$100,000	\$199,999	0			1	N/A	1	4	A 50 M 18	\$ 202,300 \$ 198,450	\$ 192,250 \$ 196,000	\$ 181,877 \$ 183,713	95% 94%	N/A
\$200,000	\$299,999	1	A 157 M 157	\$ 299,900 \$ 299,900	6	86%	3	22	A 15 M 8	\$ 259,423 \$ 272,000	\$ 269,189 \$ 277,200	\$ 270,960 \$ 277,250	101% 100%	0.3
\$300,000	\$399,999	4	A 70 M 87	\$ 384,250 \$ 379,000	13	76%	8	82	A 25 M 14	\$ 359,298 \$ 359,900	\$ 351,411 \$ 349,900	\$ 351,775 \$ 350,000	100% 100%	0.3
\$400,000	\$499,999	20	A 53 M 47	\$ 456,715 \$ 459,000	18	47%	14	61	A 37 M 15	\$ 454,325 \$ 449,000	\$ 447,816 \$ 445,000	\$ 449,429 \$ 445,000	100% 100%	2
\$500,000	\$599,999	11	A 86 M 130	\$ 553,310 \$ 568,500	4	27%	6	61	A 41 M 27	\$ 528,485 \$ 535,000	\$ 526,259 \$ 525,000	\$ 542,547 \$ 540,000	103% 103%	1.1
\$600,000	\$699,999	1	A 143 M 143	\$ 699,000 \$ 699,000	3	75%	1	11	A 55 M 39	\$ 666,123 \$ 674,000	\$ 638,614 \$ 645,000	\$ 630,405 \$ 626,500	99% 97%	0.5
\$700,000	\$799,999	6	A 65 M 72	\$ 758,158 \$ 765,000	0		4	8	A 60 M 44	\$ 783,125 \$ 774,500	\$ 756,485 \$ 754,440	\$ 747,750 \$ 744,000	99% 99%	4.5
\$800,000	\$899,999	3	A 114 M 133	\$ 824,333 \$ 829,000	4	57%	0	8	A 55 M 19	\$ 899,250 \$ 874,000	\$ 863,488 \$ 874,000	\$ 862,438 \$ 872,000	100% 100%	2.3
\$900,000	\$999,999	2	A 245 M 245	\$ 954,000 \$ 954,000	1	33%	4	0						
\$1,000,000	\$1,099,999	1	A 131 M 131	\$ 1,020,000 \$ 1,020,000	0		0	0						
\$1,100,000	\$1,199,999	1	A 32 M 32	\$ 1,150,000 \$ 1,150,000	0		0	2	A 73 M 73	\$ 1,155,000 \$ 1,155,000	\$ 1,084,000 \$ 1,084,000	\$ 1,100,000 \$ 1,100,000	101% 101%	3
\$1,200,000	\$1,299,999	3	A 83 M 67	\$ 1,273,167 \$ 1,275,000	0		0	0						
\$1,300,000	\$1,399,999	0			0		1	0						
\$1,400,000	+	3	A 120 M 116	\$ 1,954,333 \$ 1,800,000	0		1	4	A 261 M 73	\$ 2,073,750 \$ 2,075,000	\$ 1,873,250 \$ 1,812,500	\$ 1,783,250 \$ 1,750,000	95% 97%	4.5
Market Totals		56			50	47%	43	263						1.3
Market Averages				\$ 688,197				38	\$ 484,113	\$ 473,654	\$ 476,022	100%		
Market Medians				\$ 524,854				17	\$ 439,500	\$ 439,500	\$ 438,875	100%		

Date Range (Off-Market & Sold) = 08/06/2018 to 02/04/2019

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 = 98370

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.