

REAL ESTATE MARKET REPORT
POULSBO



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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		56 PENDING ^[2]				55 OFF-MARKET (last 6 mos) ^[3]				ABSORPTION RATE (months of inventory)				
A = Average Value M = Median Value N/A = Not Available		72 ACTIVE ^[1]						337 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	Est. Mos.
Low	High													
\$0	\$99,999	0			0		0	0						
\$100,000	\$199,999	2	A 131 M 131	\$ 167,450 \$ 167,450	2	50%	2	3	A 210 M 159	\$ 216,917 \$ 217,300	\$ 185,183 \$ 184,950	\$ 179,661 \$ 178,800	97% 97%	4
\$200,000	\$299,999	2	A 80 M 80	\$ 282,450 \$ 282,450	2	50%	3	32	A 11 M 7	\$ 263,955 \$ 265,000	\$ 262,233 \$ 265,000	\$ 264,774 \$ 269,500	101% 102%	0.4
\$300,000	\$399,999	15	A 57 M 66	\$ 359,253 \$ 368,000	16	52%	7	105	A 14 M 8	\$ 353,669 \$ 350,000	\$ 349,489 \$ 349,500	\$ 352,355 \$ 350,000	101% 100%	0.9
\$400,000	\$499,999	18	A 60 M 53	\$ 458,791 \$ 469,919	13	42%	21	96	A 23 M 6	\$ 442,667 \$ 435,000	\$ 439,471 \$ 435,000	\$ 448,181 \$ 445,000	102% 102%	1.1
\$500,000	\$599,999	15	A 75 M 84	\$ 559,327 \$ 572,000	12	44%	11	61	A 24 M 11	\$ 529,063 \$ 535,000	\$ 523,625 \$ 525,000	\$ 542,839 \$ 540,000	104% 103%	1.5
\$600,000	\$699,999	2	A 12 M 12	\$ 658,644 \$ 658,644	2	50%	4	17	A 44 M 12	\$ 670,399 \$ 669,000	\$ 657,452 \$ 655,000	\$ 646,660 \$ 649,950	98% 99%	0.7
\$700,000	\$799,999	5	A 69 M 50	\$ 770,976 \$ 779,000	1	17%	3	12	A 30 M 7	\$ 749,208 \$ 749,000	\$ 741,125 \$ 749,000	\$ 737,542 \$ 729,750	100% 97%	2.5
\$800,000	\$899,999	3	A 73 M 40	\$ 879,000 \$ 889,000	7	70%	1	2	A 39 M 39	\$ 892,000 \$ 892,000	\$ 867,000 \$ 867,000	\$ 867,000 \$ 867,000	100% 100%	9
\$900,000	\$999,999	5	A 156 M 106	\$ 961,600 \$ 950,000	0		1	2	A 6 M 6	\$ 937,500 \$ 937,500	\$ 937,500 \$ 937,500	\$ 937,500 \$ 937,500	100% 100%	15
\$1,000,000	\$1,099,999	1	A 38 M 38	\$ 1,075,000 \$ 1,075,000	0		0	0						
\$1,100,000	\$1,199,999	0			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%	N/A
\$1,200,000	\$1,299,999	0			0		0	1	A 7 M 7	\$ 1,250,000 \$ 1,250,000	\$ 1,250,000 \$ 1,250,000	\$ 1,260,000 \$ 1,260,000	101% 101%	N/A
\$1,300,000	\$1,399,999	1	A 85 M 85	\$ 1,350,000 \$ 1,350,000	0		1	1	A 27 M 27	\$ 1,399,000 \$ 1,399,000	\$ 1,399,000 \$ 1,399,000	\$ 1,350,000 \$ 1,350,000	96% 96%	6
\$1,400,000	+	3	A 59 M 31	\$ 1,913,000 \$ 1,800,000	1	25%	1	3	A 51 M 72	\$ 1,998,333 \$ 1,850,000	\$ 1,906,000 \$ 1,850,000	\$ 1,827,667 \$ 1,850,000	96% 100%	6
Market Totals		72			56	44%	55	337						1.3
Market Averages		72		\$ 607,193					23	\$ 462,913	\$ 456,938	\$ 462,591	101%	
Market Medians		65		\$ 490,950					7	\$ 427,900	\$ 425,000	\$ 433,950	102%	

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 = 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.