

REAL ESTATE MARKET REPORT
POULSBO



Su	M	Tu	W	Th	F	Sa
1	2	3	4	5	6	7
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29	30					

Sunday, November 1

2020

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Sunday, November 1, 2020

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MARKET SUMMARY TABLE		60 PENDING ^[2]				14 OFF-MARKET (last 6 mos) ^[3]				ABSORPTION RATE (months of inventory)			Est. Mos.	
A = Average Value M = Median Value N/A = Not Available		21 ACTIVE ^[1]						269 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	0	0						
\$200,000	\$299,999	0			0		1	7	A 41 M 5	\$ 261,129 \$ 265,000	\$ 256,986 \$ 255,000	\$ 271,200 \$ 281,000	106% 110%	N/A
\$300,000	\$399,999	4	A 19 M 23	\$ 370,750 \$ 384,000	11	73%	1	52	A 8 M 4	\$ 354,918 \$ 357,500	\$ 354,552 \$ 357,500	\$ 361,547 \$ 366,500	102% 103%	0.5
\$400,000	\$499,999	7	A 63 M 37	\$ 460,750 \$ 459,000	26	79%	3	73	A 9 M 4	\$ 438,845 \$ 448,000	\$ 444,423 \$ 448,000	\$ 450,401 \$ 450,000	101% 100%	0.6
\$500,000	\$599,999	3	A 44 M 17	\$ 560,900 \$ 567,800	4	57%	4	55	A 19 M 5	\$ 546,089 \$ 549,000	\$ 539,415 \$ 549,000	\$ 546,847 \$ 547,500	101% 100%	0.3
\$600,000	\$699,999	1	A 9 M 9	\$ 625,000 \$ 625,000	5	83%	0	41	A 22 M 6	\$ 635,632 \$ 630,000	\$ 629,315 \$ 628,000	\$ 637,293 \$ 632,600	101% 101%	0.1
\$700,000	\$799,999	1	A 106 M 106	\$ 799,500 \$ 799,500	3	75%	3	12	A 13 M 6	\$ 729,788 \$ 735,000	\$ 729,788 \$ 735,000	\$ 745,900 \$ 737,500	102% 100%	0.5
\$800,000	\$899,999	2	A 43 M 43	\$ 857,000 \$ 857,000	1	33%	0	8	A 27 M 11	\$ 812,800 \$ 822,450	\$ 812,800 \$ 822,450	\$ 845,375 \$ 837,500	104% 102%	1.5
\$900,000	\$999,999	1	A 64 M 64	\$ 950,000 \$ 950,000	3	75%	0	5	A 63 M 46	\$ 974,800 \$ 995,000	\$ 970,800 \$ 979,500	\$ 950,900 \$ 964,500	98% 98%	1.2
\$1,000,000	\$1,099,999	0			0		0	5	A 24 M 20	\$ 1,155,000 \$ 1,050,000	\$ 1,145,000 \$ 1,050,000	\$ 1,050,000 \$ 1,050,000	92% 100%	N/A
\$1,100,000	\$1,199,999	0			0		0	2	A 8 M 8	\$ 1,112,500 \$ 1,112,500	\$ 1,112,500 \$ 1,112,500	\$ 1,115,000 \$ 1,115,000	100% 100%	N/A
\$1,200,000	\$1,299,999	0			0		0	3	A 13 M 5	\$ 1,283,926 \$ 1,275,000	\$ 1,283,926 \$ 1,275,000	\$ 1,244,677 \$ 1,259,030	97% 99%	N/A
\$1,300,000	\$1,399,999	0			2	N/A	0	2	A 25 M 25	\$ 1,423,500 \$ 1,423,500	\$ 1,423,500 \$ 1,423,500	\$ 1,389,000 \$ 1,389,000	98% 98%	N/A
\$1,400,000	+	2	A 128 M 128	\$ 1,972,500 \$ 1,972,500	4	67%	2	4	A 62 M 37	\$ 2,037,000 \$ 1,987,500	\$ 1,962,000 \$ 1,987,500	\$ 2,011,250 \$ 2,022,500	103% 102%	3
Market Totals		21			60	74%	14	269						0.5
Market Averages		56		\$ 686,879				16		\$ 562,810	\$ 560,442	\$ 566,130	101%	
Market Medians		29		\$ 499,000				5		\$ 490,000	\$ 490,000	\$ 501,000	102%	

Date Range (Off-Market & Sold) = 05/03/2020 to 11/01/2020

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

Sunday, November 1, 2020

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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.