

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
29	30	31				

Sunday, July 1

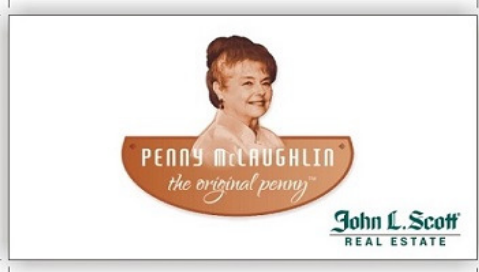
2018

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Sunday, July 1, 2018

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MARKET SUMMARY TABLE		100 PENDING ^[2]					36 OFF-MARKET (last 6 mos) ^[3]					ABSORPTION RATE (months of inventory)		
A = Average Value M = Median Value N/A = Not Available		96 ACTIVE ^[1]					249 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 55 M 55	\$ 194,850 \$ 194,850	1	33%	1	4	A 127 M 18	\$ 214,238 \$ 218,975	\$ 200,488 \$ 191,475	\$ 181,825 \$ 183,400	91% 96%	3
\$200,000	\$299,999	5	A 18 M 14	\$ 268,770 \$ 279,900	8	62%	4	36	A 25 M 6	\$ 258,392 \$ 260,500	\$ 255,576 \$ 260,500	\$ 258,269 \$ 262,000	101% 101%	0.8
\$300,000	\$399,999	22	A 31 M 10	\$ 349,554 \$ 349,475	21	49%	2	62	A 12 M 7	\$ 343,574 \$ 339,925	\$ 343,695 \$ 339,925	\$ 348,316 \$ 340,000	101% 100%	2.1
\$400,000	\$499,999	16	A 24 M 19	\$ 459,794 \$ 469,500	47	75%	12	72	A 29 M 6	\$ 445,441 \$ 435,000	\$ 440,322 \$ 435,000	\$ 449,314 \$ 450,000	102% 103%	1.3
\$500,000	\$599,999	23	A 64 M 37	\$ 554,530 \$ 549,900	14	38%	6	45	A 35 M 8	\$ 526,152 \$ 525,000	\$ 521,017 \$ 524,900	\$ 537,768 \$ 540,000	103% 103%	3.1
\$600,000	\$699,999	7	A 78 M 63	\$ 658,286 \$ 674,000	1	13%	3	16	A 56 M 7	\$ 656,299 \$ 667,000	\$ 645,987 \$ 667,000	\$ 651,037 \$ 656,444	101% 98%	2.6
\$700,000	\$799,999	3	A 203 M 123	\$ 754,833 \$ 750,000	4	57%	4	8	A 51 M 17	\$ 729,250 \$ 749,000	\$ 726,750 \$ 749,000	\$ 734,063 \$ 737,000	101% 98%	2.3
\$800,000	\$899,999	8	A 26 M 25	\$ 865,063 \$ 877,000	2	20%	1	0						
\$900,000	\$999,999	5	A 96 M 71	\$ 951,800 \$ 950,000	0		0	3	A 14 M 7	\$ 947,667 \$ 950,000	\$ 947,667 \$ 950,000	\$ 935,000 \$ 930,000	99% 98%	10
\$1,000,000	\$1,099,999	0			0		0	0						
\$1,100,000	\$1,199,999	0			0		0	0						
\$1,200,000	\$1,299,999	1	A 21 M 21	\$ 1,242,000 \$ 1,242,000	1	50%	0	1	A 207 M 207	\$ 1,199,000 \$ 1,199,000	\$ 1,300,000 \$ 1,300,000	\$ 1,200,000 \$ 1,200,000	92% 92%	6
\$1,300,000	\$1,399,999	0			1	N/A	1	1	A 33 M 33	\$ 1,350,000 \$ 1,350,000	\$ 1,350,000 \$ 1,350,000	\$ 1,330,000 \$ 1,330,000	99% 99%	N/A
\$1,400,000	+	4	A 57 M 34	\$ 2,083,750 \$ 2,095,000	0		2	1	A 369 M 369	\$ 2,494,000 \$ 2,494,000	\$ 1,999,950 \$ 1,999,950	\$ 1,800,000 \$ 1,800,000	90% 90%	24
Market Totals		96			100	51%	36	249						2.3
Market Averages		50		\$ 600,663				31	\$ 447,510	\$ 442,182	\$ 448,172	101%		
Market Medians		26		\$ 525,000				7	\$ 423,900	\$ 423,900	\$ 434,810	103%		

Date Range (Off-Market & Sold) = 12/31/2017 to 07/01/2018

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

Sunday, July 1, 2018

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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.