

REAL ESTATE MARKET REPORT
POULSBO



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Sunday, December 31

2017

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Sunday, December 31, 2017

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MARKET SUMMARY TABLE		79 PENDING ^[2]					50 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]					346 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		1	1	A 105	\$ 119,000	\$ 89,900	\$ 85,000	95%	N/A
									M 105	\$ 119,000	\$ 89,900	\$ 85,000	95%	
\$100,000	\$199,999	1	A 353	\$ 199,950	2	67%	1	4	A 23	\$ 184,850	\$ 182,350	\$ 170,250	93%	1.5
			M 353	\$ 199,950					M 15	\$ 184,700	\$ 179,700	\$ 173,500	97%	
\$200,000	\$299,999	6	A 80	\$ 261,367	10	63%	4	68	A 24	\$ 263,557	\$ 262,598	\$ 261,858	100%	0.5
			M 52	\$ 262,450					M 14	\$ 259,900	\$ 263,812	\$ 263,812	100%	
\$300,000	\$399,999	7	A 36	\$ 363,814	15	68%	14	103	A 35	\$ 355,740	\$ 350,947	\$ 351,440	100%	0.4
			M 26	\$ 350,000					M 15	\$ 359,950	\$ 349,950	\$ 353,000	101%	
\$400,000	\$499,999	17	A 58	\$ 460,393	43	72%	5	88	A 30	\$ 447,079	\$ 442,862	\$ 444,179	100%	1.2
			M 37	\$ 450,900					M 12	\$ 439,950	\$ 431,450	\$ 440,632	102%	
\$500,000	\$599,999	7	A 92	\$ 537,414	7	50%	6	41	A 38	\$ 633,586	\$ 531,869	\$ 536,142	101%	1
			M 96	\$ 525,000					M 21	\$ 544,950	\$ 530,000	\$ 526,617	99%	
\$600,000	\$699,999	9	A 106	\$ 653,556	1	10%	10	18	A 48	\$ 667,528	\$ 655,131	\$ 635,750	97%	3
			M 96	\$ 649,000					M 42	\$ 652,000	\$ 652,250	\$ 620,000	95%	
\$700,000	\$799,999	5	A 265	\$ 769,300	1	17%	3	11	A 32	\$ 777,500	\$ 745,364	\$ 746,455	100%	2.7
			M 177	\$ 780,000					M 13	\$ 750,000	\$ 750,000	\$ 740,000	99%	
\$800,000	\$899,999	1	A 89	\$ 899,000	0		1	0						
			M 89	\$ 899,000										
\$900,000	\$999,999	1	A 45	\$ 950,000	0		1	5	A 45	\$ 1,011,180	\$ 977,180	\$ 968,400	99%	1.2
			M 45	\$ 950,000					M 49	\$ 949,900	\$ 949,900	\$ 988,000	104%	
\$1,000,000	\$1,099,999	0			0		0	3	A 10	\$ 1,058,333	\$ 1,058,333	\$ 1,051,667	99%	N/A
									M 9	\$ 1,050,000	\$ 1,050,000	\$ 1,050,000	100%	
\$1,100,000	\$1,199,999	0			0		1	0						
\$1,200,000	\$1,299,999	0			0		0	0						
\$1,300,000	\$1,399,999	0			0		2	0						
\$1,400,000	+	2	A 458	\$ 1,924,975	0		1	4	A 36	\$ 1,572,000	\$ 1,572,000	\$ 1,506,250	96%	3
			M 458	\$ 1,924,975					M 24	\$ 1,499,000	\$ 1,499,000	\$ 1,450,000	97%	
Market Totals		56			79	59%	50	346						1
Market Averages		108		\$ 559,480				33	\$ 450,371	\$ 433,359	\$ 432,129	100%		
Market Medians		53		\$ 489,950				15	\$ 398,444	\$ 395,000	\$ 396,400	100%		

Date Range (Off-Market & Sold) = 07/02/2017 to 12/31/2017

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.