

REAL ESTATE MARKET REPORT
POULSBO



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Sunday, April 1

2018

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Sunday, April 1, 2018

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MARKET SUMMARY TABLE		95 PENDING ^[2]				45 OFF-MARKET (last 6 mos) ^[3]				ABSORPTION RATE (months of inventory)				
A = Average Value M = Median Value N/A = Not Available		50 ACTIVE ^[1]				241 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		1	0						
\$100,000	\$199,999	2	A 303	\$ 154,975	4	67%	0	3	A 17	\$ 213,000	\$ 213,000	\$ 173,833	82%	4
			M 303	\$ 154,975					M 18	\$ 200,000	\$ 200,000	\$ 170,000	85%	
\$200,000	\$299,999	4	A 23	\$ 252,735	7	64%	5	46	A 38	\$ 263,316	\$ 260,720	\$ 259,139	99%	0.5
			M 23	\$ 252,500					M 20	\$ 261,500	\$ 260,500	\$ 261,050	100%	
\$300,000	\$399,999	6	A 49	\$ 340,383	11	65%	11	70	A 26	\$ 352,049	\$ 347,105	\$ 347,323	100%	0.5
			M 26	\$ 332,450					M 14	\$ 350,000	\$ 349,450	\$ 348,750	100%	
\$400,000	\$499,999	11	A 98	\$ 448,150	50	82%	4	60	A 36	\$ 455,876	\$ 447,161	\$ 447,371	100%	1.1
			M 80	\$ 449,000					M 13	\$ 440,450	\$ 439,250	\$ 447,053	102%	
\$500,000	\$599,999	10	A 53	\$ 551,875	12	55%	7	43	A 41	\$ 527,492	\$ 522,689	\$ 536,176	103%	1.4
			M 31	\$ 549,250					M 11	\$ 525,000	\$ 524,000	\$ 526,885	101%	
\$600,000	\$699,999	5	A 73	\$ 645,600	6	55%	9	12	A 64	\$ 643,033	\$ 631,867	\$ 633,142	100%	2.5
			M 25	\$ 629,000					M 22	\$ 639,500	\$ 642,500	\$ 619,250	96%	
\$700,000	\$799,999	5	A 88	\$ 752,700	1	17%	5	4	A 92	\$ 759,750	\$ 754,750	\$ 733,750	97%	7.5
			M 23	\$ 750,000					M 81	\$ 772,500	\$ 762,500	\$ 742,500	97%	
\$800,000	\$899,999	0			0		1	0						
\$900,000	\$999,999	2	A 69	\$ 949,500	2	50%	0	2	A 77	\$ 1,003,950	\$ 968,950	\$ 954,000	98%	6
			M 69	\$ 949,500					M 77	\$ 1,003,950	\$ 968,950	\$ 954,000	98%	
\$1,000,000	\$1,099,999	0			0		0	1	A 9	\$ 1,100,000	\$ 1,100,000	\$ 1,090,000	99%	N/A
									M 9	\$ 1,100,000	\$ 1,100,000	\$ 1,090,000	99%	
\$1,100,000	\$1,199,999	0			0		0	0						
\$1,200,000	\$1,299,999	0			0		0	0						
\$1,300,000	\$1,399,999	1	A 67	\$ 1,395,000	2	67%	2	0						
			M 67	\$ 1,395,000										
\$1,400,000	+	4	A 289	\$ 1,873,738	0		0	0						
			M 207	\$ 1,872,500										
Market Totals		50			95	66%	45	241						1.2
Market Averages				95	\$ 631,841				37	\$ 420,303	\$ 414,415	\$ 415,697	100%	
Market Medians				39	\$ 508,700				16	\$ 399,950	\$ 399,950	\$ 405,000	101%	

Date Range (Off-Market & Sold) = 10/01/2017 to 04/01/2018
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 Mrkt.; [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.