

REAL ESTATE MARKET REPORT  
**SILVERDALE**



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
<b>31</b>						

Sunday, December 31

**2017**

**TABLE OF CONTENTS**

Market Summary Table ..... Page 1  
 Glossary ..... Page 2

**Penny McLaughlin**

www.theoriginalpenny.com  
 penny@theoriginalpenny.com  
 206-618-5123  
 360-779-8574



# REAL ESTATE MARKET REPORT SILVERDALE

Sunday, December 31, 2017

Penny McLaughlin  
penny@theoriginalpenny.com  
206-618-5123

MARKET SUMMARY TABLE		44 PENDING <sup>[2]</sup>				29 OFF-MARKET (last 6 mos) <sup>[3]</sup>				ABSORPTION RATE (months of inventory)			Est. Mos.	
A = Average Value M = Median Value N/A = Not Available		26 ACTIVE <sup>[1]</sup>						169 SOLD/CLOSED (last 6 months) <sup>[4]</sup>						
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	1	A 21 M 21	\$ 140,000 \$ 140,000	0		0	5	A 79 M 24	\$ 189,260 \$ 196,500	\$ 185,260 \$ 196,500	\$ 174,980 \$ 195,000	94% 99%	1.2
\$200,000	\$299,999	3	A 295 M 9	\$ 252,983 \$ 253,950	8	73%	5	38	A 13 M 7	\$ 260,455 \$ 259,950	\$ 260,226 \$ 259,950	\$ 260,445 \$ 263,250	100% 101%	0.5
\$300,000	\$399,999	9	A 155 M 149	\$ 341,856 \$ 344,950	32	78%	14	73	A 24 M 10	\$ 350,415 \$ 349,950	\$ 348,819 \$ 349,000	\$ 349,933 \$ 347,000	100% 99%	0.7
\$400,000	\$499,999	4	A 45 M 35	\$ 444,663 \$ 442,475	2	33%	5	38	A 44 M 24	\$ 436,725 \$ 435,000	\$ 431,455 \$ 431,500	\$ 430,529 \$ 425,911	100% 99%	0.6
\$500,000	\$599,999	4	A 36 M 42	\$ 552,475 \$ 540,000	0		1	10	A 53 M 36	\$ 552,765 \$ 547,475	\$ 540,755 \$ 539,950	\$ 535,290 \$ 532,000	99% 99%	2.4
\$600,000	\$699,999	2	A 122 M 122	\$ 662,475 \$ 662,475	1	33%	2	4	A 24 M 17	\$ 691,500 \$ 693,500	\$ 691,500 \$ 693,500	\$ 671,000 \$ 672,500	97% 97%	3
\$700,000	\$799,999	1	A 131 M 131	\$ 749,000 \$ 749,000	0		1	0						
\$800,000	\$899,999	0			0		0	1	A 102 M 102	\$ 895,000 \$ 895,000	\$ 895,000 \$ 895,000	\$ 865,000 \$ 865,000	97% 97%	N/A
\$900,000	\$999,999	1	A 129 M 129	\$ 939,900 \$ 939,900	1	50%	0	0						
\$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	0			0		0	0						
\$1,300,000	\$1,399,999	1	A 190 M 190	\$ 1,300,000 \$ 1,300,000	0		0	0						
\$1,400,000	+	0			0		1	0						
<b>Market Totals</b>		<b>26</b>			<b>44</b>	<b>63%</b>	<b>29</b>	<b>169</b>						<b>0.9</b>
<b>Market Averages</b>		<b>128</b>		<b>\$ 472,233</b>				<b>30</b>	<b>\$ 368,095</b>	<b>\$ 365,340</b>	<b>\$ 364,372</b>	<b>100%</b>		
<b>Market Medians</b>		<b>118</b>		<b>\$ 386,850</b>				<b>12</b>	<b>\$ 359,950</b>	<b>\$ 359,900</b>	<b>\$ 351,500</b>	<b>98%</b>		

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 Mrkt.; [4] Sold

ZipCode = 98383

PropertyType = Single Family

Favors Sellers Favors Buyers

Sunday, December 31, 2017

Penny McLaughlin  
penny@theoriginalpenny.com  
206-618-5123

### 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.