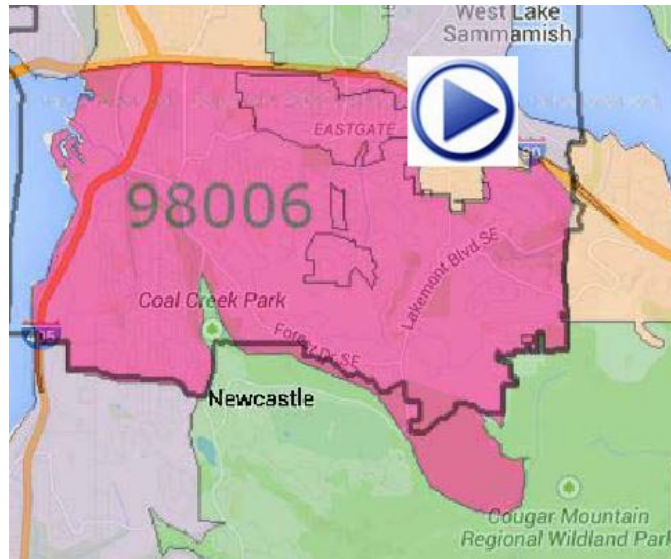




MonthlyMarketStatistics.com

September 2015 - 98006:



Zip code 98006 is a area that primarily includes Bellevue, Newcastle, Issaquah, Eastgate and Newport Hills neighborhoods. **Medium housing prices** in September, 2015 were \$760,000, with a 1 month change of + 3.7%, a 3 month change of - (4.4)%, and a six month change of - (1.3)%

This market has an **average market time** of 18 days over the last 30 days, with market time down in the last 30 days, or by - (28)% in the last 6 months.

Months of inventory in September was 1.0, with a trend of an increase of + 42.8% over the last 180 days.

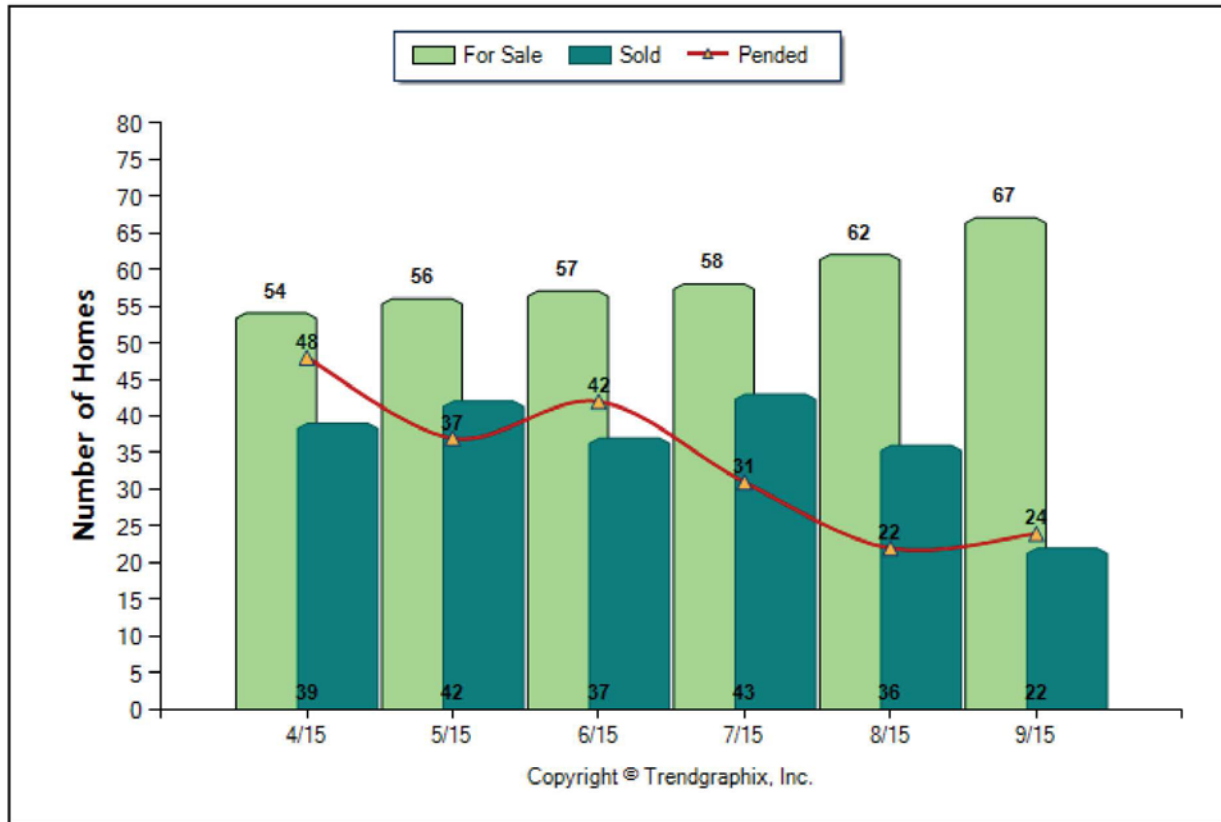
Average sales price was riding at just about 99% of last listed price Inventory is trending downward and days market are trending downwards, this market shows a **Seller's market trend**, even with listed homes down - (18.8)% over 30 days and closed (sold) homes are up a bit + 24.4% over 30 days.

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September 2015 - 98006:

Number of Homes For Sale vs. Sold vs. Pended (Apr. 2015 - Sep. 2015)

Prepared for you by: Ron S Wilson



	Curt vs. Prev Month			Curt vs. 6 Months Ago			TODAY STATS		
	Sep. 15	Aug. 15	% Change	Sep. 15	Apr. 15	% Change	10/1/2015 - 10/23/2015	9/1/2015 - 9/23/2015	% Change
For Sale	67	62	8.1% ▲	67	54	24.1% ▲	70	66	6.1% ▲
Sold	22	36	-38.9% ▼	22	39	-43.6% ▼	14	16	-12.5% ▼
Pended	24	22	9.1% ▲	24	48	-50% ▼	19	19	0%

September 2015 is a Neutral market**

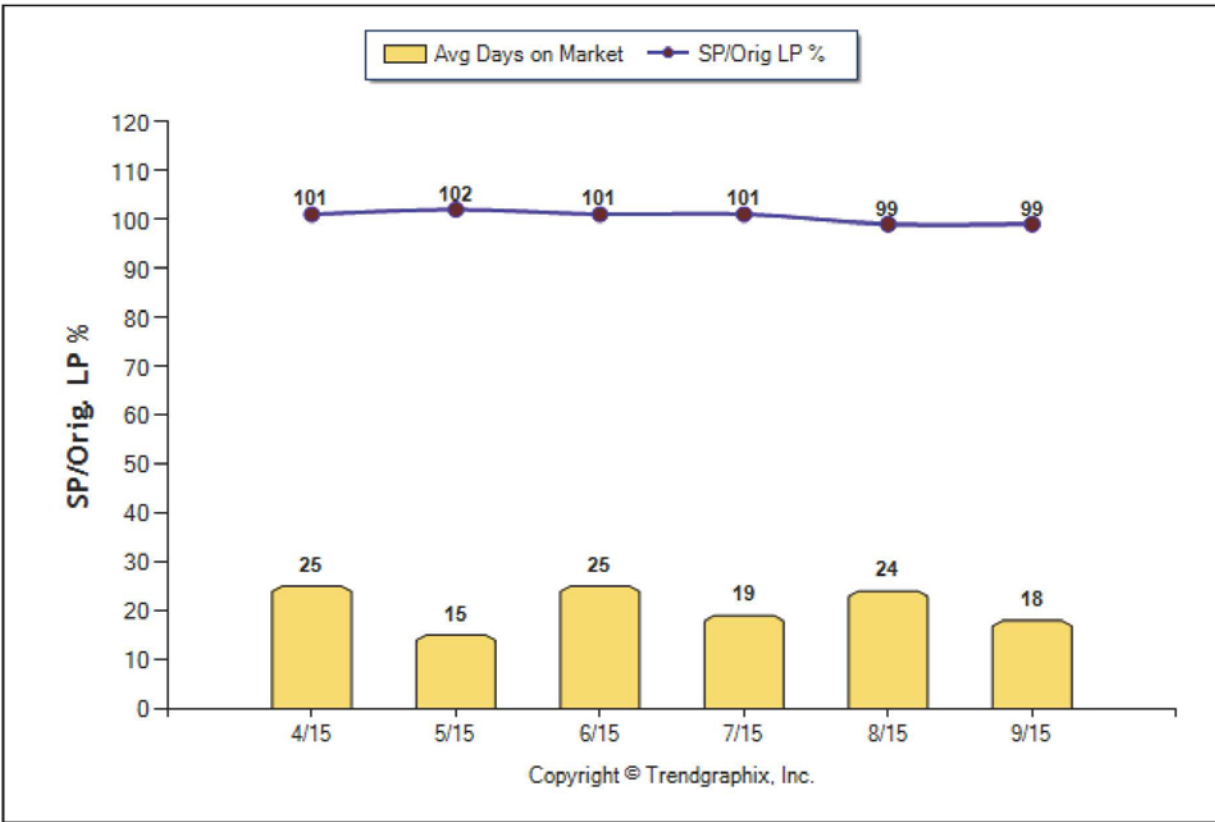
Home For Sale in September 2015 is 67 units. It is up **8.1%** compared to the last month.
 Home Closed in September 2015 is 22 units. It is down **38.9%** compared to the last month.
 Home Placed under Contract in September 2015 is 24 units. It is up **9.1%** compared to the last month.

**Buyer's market: more than 6 months of inventory based on closed sales. Seller's market: less than 3 months of inventory based on closed sales. Neutral market: 3 - 6 months of inventory based on closed sales.

First chart is the number of homes FOR SALE in light green bars vs. the number of homes SOLD in dark green bars. The numbers of homes which are NEW LISTINGS are the red line. As you can see, homes for sale in September 2015 were 53 units. This was down - (18,5)% compared to the previous month. Homes closed in September 2015 were also 51 units, which was up + (24.4% compared to the last month and homes placed under contract in September 2015 were 54 units, which is down - (5.3)% compared to the last month.. The question is: is the market slowing down or picking up?

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September 2015 - 98006:



	Currt vs. Prev Month			Currt vs. 6 Months Ago			TODAY STATS		
	Sep. 15	Aug. 15	% Change	Sep. 15	Apr. 15	% Change	10/1/2015 - 10/23/2015	9/1/2015 - 9/23/2015	% Change
Days on Market	18	24	-25% ▼	18	25	-28% ▼	33	18	83.3% ▲
Sold/Orig LP Diff. %	99	99	0%	99	101	-2% ▼	98	99	-1% ▼

September 2015 Average Days on Market trend is Falling**

Average Days on Market in September 2015 is 18. It is down **25%** compared to the last month.

September 2015 Sold/Original List Price Ratio is Falling**

Sold/Original List Price % in September 2015 is 99%. It is the same as compared to the last month.

**Based on 6 month trend - Rising/Falling/Remains Steady.

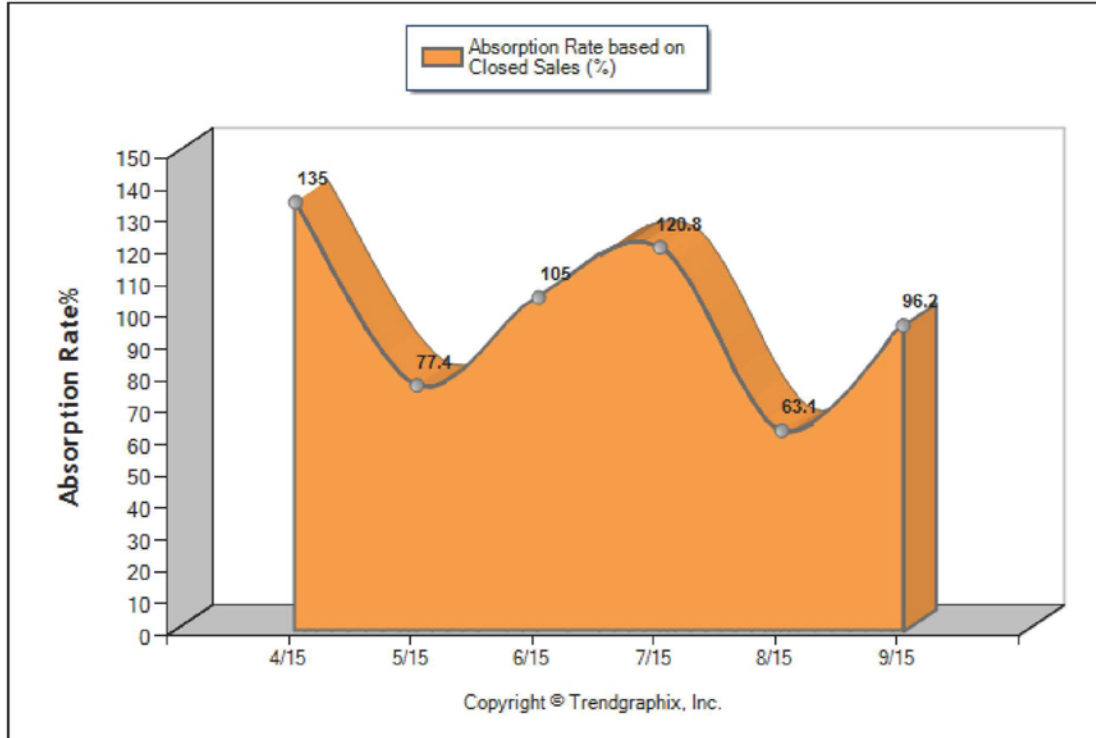
Second chart is the average current days on market in yellow bars with the sales price vs. original list price as the blue line. As you can see September 2015 Average Days on Market trend has dipped from its high in March and June. Average Days on Market in September 2015 were 18, which was down **-(25)%** compared to the previous month. September 2015 the Sold to Original List Price Ratio is steady. Homes are trending from 99% of the original list price.

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September 2015 - 98006:

Absorption Rate based on Closed Sales (%) (Apr. 2015 - Sep. 2015)

Prepared for you by: Ron S Wilson



Absorption Rate (Closed Sales) %	Curmt vs. Prev Month			Curmt vs. 6 Months Ago			TODAY STATS		
	Sep. 15	Aug. 15	% Change	Sep. 15	Apr. 15	% Change	10/1/2015 - 10/23/2015	9/1/2015 - 9/23/2015	% Change
	96.2	63.1	52.5% ▲	96.2	135	-28.7% ▼	76.1	72.9	4.4% ▲

September 2015 is a Seller's market**

Absorption Rate based on Closed Sales in September 2015 is 96.2. It is up 52.5% compared to the last month.

**Buyer's market: 16.67% and below based on closed sales. Seller's market: 33.33% and above based on closed sales. Neutral market: 16.67% - 33.33% based on closed sales.

OK, third chart is the answer about the market "slowing down" or not. This is the absorption rate based on closed sales. This is a roller coaster ride on a downward trend. As you can see, the absorption rate was at its lowest rate in August, 2015, and absorption rate was up quite a bit to the high of 136% in April. However Absorption Rate based on Closed Sales in September 2015 has trended back up to 96.3%. This was up + 52.5% compared to the previous month. even with less homes coming on the market, homes are still selling with a good CDOM, about 18 days, and are being absorbed a little bit less than the highs of April even as the inventory has decreased. This market is trending down a bit. When the absorption rate is on an downward trend, the market is trending down. September 2015 is still a Seller's market.

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