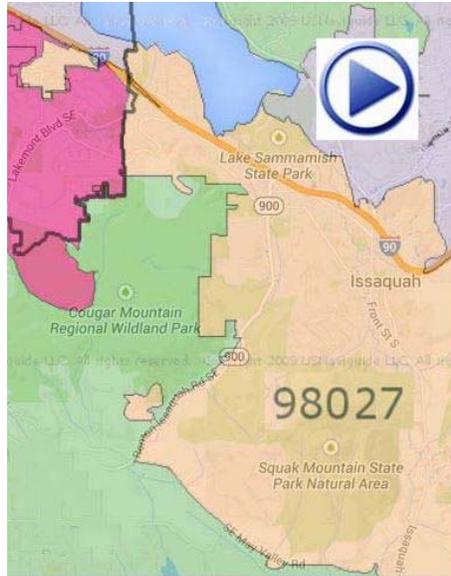




MonthlyMarketStatistics.com

October 2015 - 98027:



Zip code 98027 is a area that primarily includes Mirrormont, Issaquah, East Renton Highlands, Hobart, Eastgate, Bellevue, Coal Creek, and Pine Lake neighborhoods.

Medium housing prices in October, 2015 were \$633,000, with a - (4.8)% change in the last month, a 3 month change of + 1.3% and a + 4.4% change overall in the last 6 months.

This market has an **average market time** of 36 days over the last 30 days, with market time decreasing by - (27)% in the last 6 months.

Months of inventory in October was 2.8, with a trend of an increase of + 115% over the last 180 days.

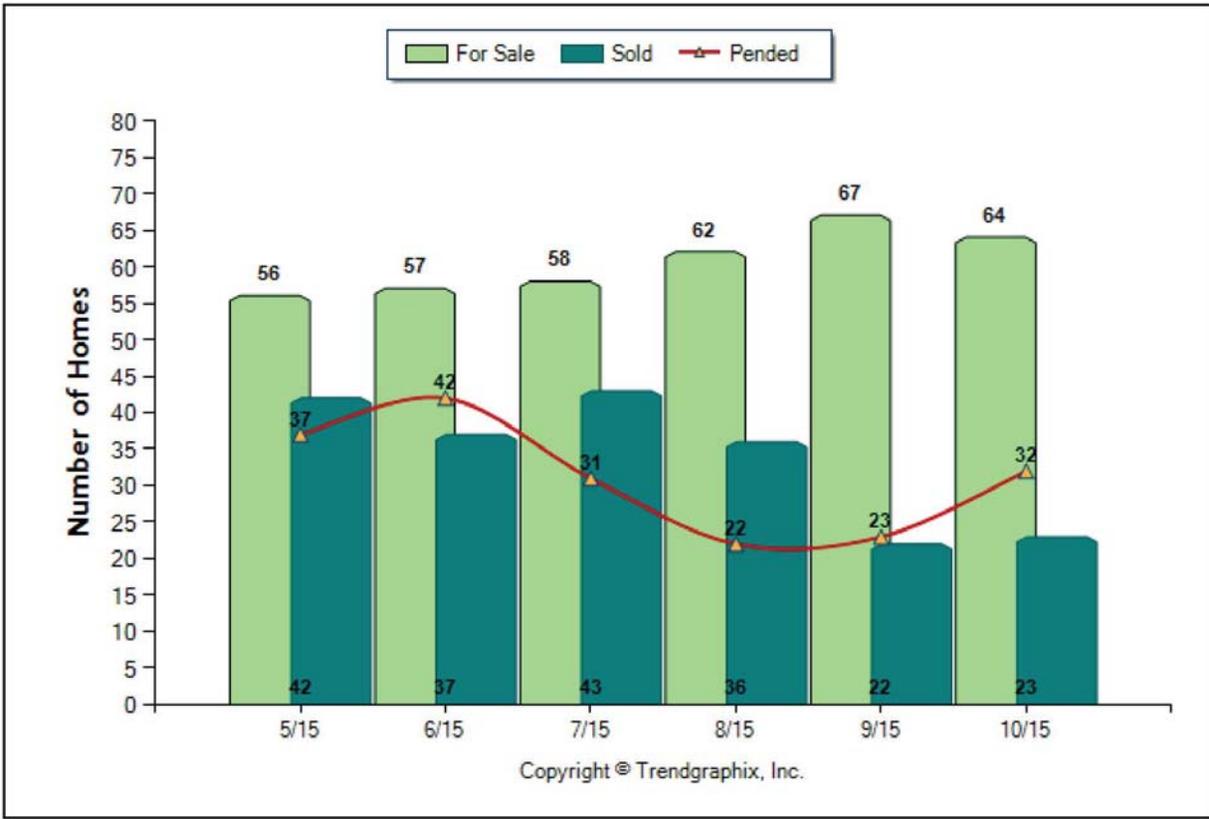
Average sales price was riding at just about 98% of last listed price. Even though inventory is trending flat, and days on market are also trending upward, this market shows a **NEUTRAL market trend**, with listed homes down over 30 days and closed (sold) homes trending up over 30 days.

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October 2015 - 98027:

Number of Homes For Sale vs. Sold vs. Pended (May, 2015 - Oct. 2015)

Prepared for you by: Ron S Wilson



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	Currt vs. Prev Month			Currt vs. 6 Months Ago			TODAY STATS		
	Oct. 15	Sep. 15	% Change	Oct. 15	May. 15	% Change	11/1/2015 - 11/22/2015	10/1/2015 - 10/22/2015	% Change
For Sale	64	67	-4.5% ▼	64	56	14.3% ▲	46	65	-29.2% ▼
Sold	23	22	4.5% ▲	23	42	-45.2% ▼	14	14	0%
Pended	32	23	39.1% ▲	32	37	-13.5% ▼	28	18	55.6% ▲

October 2015 is a Seller's market**

Home For Sale in October 2015 is 64 units. It is down **4.5%** compared to the last month.
 Home Closed in October 2015 is 23 units. It is up **4.5%** compared to the last month.
 Home Placed under Contract in October 2015 is 32 units. It is up **39.1%** 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 October 2015 were 64 units. This was down - (4.5)% compared to the previous month. Homes Closed in October 2015 were 23 units, which was up + 4.5% compared to the last month and homes placed under contract in October 2015 were 32 units, which was up + 39.1% compared to the last month. The question is, is the market slowing down or picking up?

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October 2015 - 98027:

Avg Days On Market & SP/Orig LP % (May. 2015 - Oct. 2015)

Prepared for you by: Ron S Wilson



	Currt vs. Prev Month			Currt vs. 6 Months Ago			TODAY STATS		
	Oct. 15	Sep. 15	% Change	Oct. 15	May. 15	% Change	11/1/2015 - 11/22/2015	10/1/2015 - 10/22/2015	% Change
Days on Market	36	33	9.1% ▲	36	49	-26.5% ▼	36	42	-14.3% ▼
Sold/Orig LP Diff. %	98	98	0%	98	99	-1% ▼	96	97	-1% ▼

October 2015 Average Days on Market trend Remains Steady**

Average Days on Market in October 2015 is 36. It is up 9.1% compared to the last month.

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

Sold/Original List Price % in October 2015 is 98%. It is the same as compared to the last month.

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

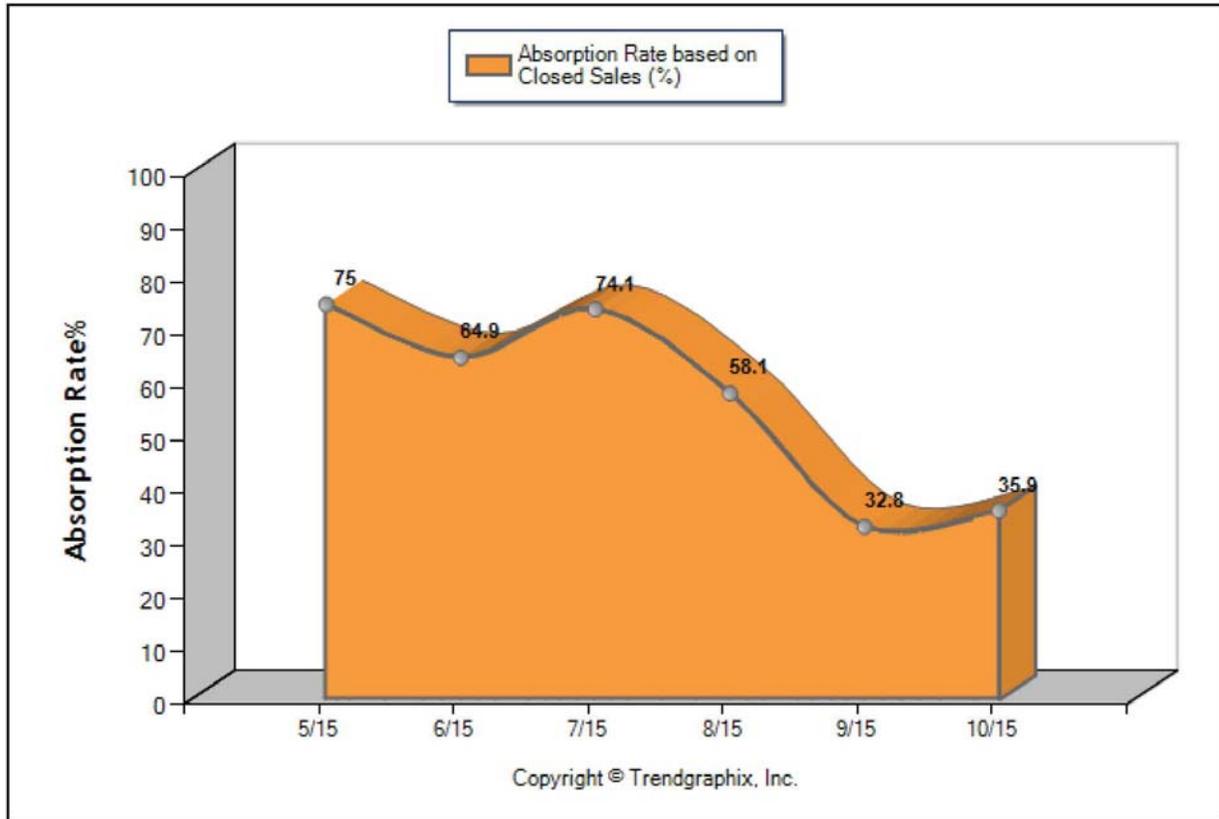
Second chart is the average current days on market in yellow bars with the sales price vs. original list price as the blue line. As you can see October 2015 Average Days on Market trend remains trending downward from May with a bump up in October. A high of 49 in May, with a dip in August, now back to 36 in October, which was up + 9.1% compared to the previous month. Sold to Original List Price in October 2015 is 98%. which is steady to dipping compared to the previous months.

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October 2015 - 98027:

Absorption Rate based on Closed Sales (%) (May. 2015 - Oct. 2015)

Prepared for you by: Ron S Wilson



	Currt vs. Prev Month			Currt vs. 6 Months Ago			TODAY STATS		
	Oct. 15	Sep. 15	% Change	Oct. 15	May. 15	% Change	11/1/2015 - 11/22/2015	10/1/2015 - 10/22/2015	% Change
Absorption Rate (Closed Sales) %	35.9	32.8	9.4% ▲	35.9	75	-52.1% ▼	30.4	21.5	41.3% ▲

October 2015 is a Seller's market**

Absorption Rate based on Closed Sales in October 2015 is 35.9. It is up **9.4%** 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. As you can see, the absorption rate is at its highest rate in the last 6 months in May, with the low in September. This is up in October + 9.4% compared to the previous month. even with more homes coming on the market, homes are still selling with a good CDOM, about 36 days, and are being absorbed quickly. This market has been steady with a downward dip in the last 150 days. When the absorption rate is on a general downward trend, the market is "slowing down". October 2015 is a Seller market

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