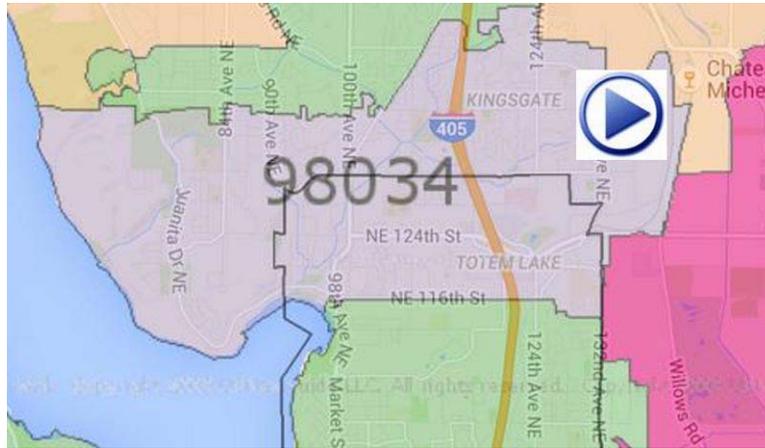




MonthlyMarketStatistics.com

October 2015 - 98034:



Zip code 98034 is a area that primarily includes Inglewood, Finn Hill, Kirkland, and Kingsgate neighborhoods.

Medium housing prices in October, 2015 were \$500,000, with a 1 month change of - (1.0)%, a 3 month change of + 4.2%, and a six month change of + 1.6%

This market has an **average market time** of 34 days over the last 30 days, with market time changing by 14 days in the last 30 days, or by + 17% in the last 6 months.

Months of inventory in October was 1.2, with a trend of an decrease of - (20)% over the last 180 days.

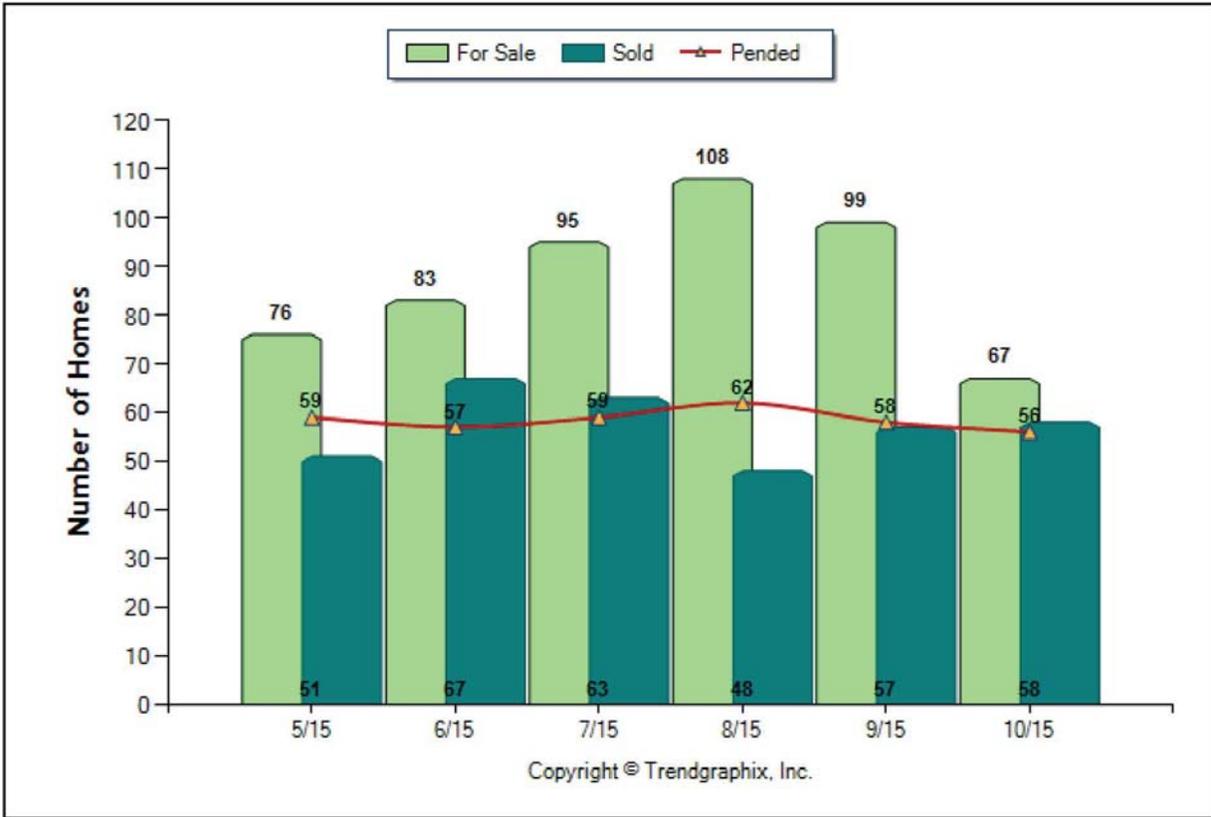
Average sales price was riding at just about 99% of last listed price Inventory is trending downward and days market are trending upwards, this market shows a Seller's market trend, even with listed homes down - (32.3)% over 30 days and closed (sold) homes are up a bit + 1.8 over 30 days.

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October 2015 - 98034:

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

Prepared for you by: Ron S Wilson



	Currnt vs. Prev Month			Currnt 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	67	99	-32.3% ▼	67	76	-11.8% ▼	60	70	-14.3% ▼
Sold	58	57	1.8% ▲	58	51	13.7% ▲	18	29	-37.9% ▼
Pended	56	58	-3.4% ▼	56	59	-5.1% ▼	35	44	-20.5% ▼

October 2015 is a Seller's market**

Home For Sale in October 2015 is 67 units. It is down **32.3%** compared to the last month.
 Home Closed in October 2015 is 58 units. It is up **1.8%** compared to the last month.
 Home Placed under Contract in October 2015 is 56 units. It is down **3.4%** 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.

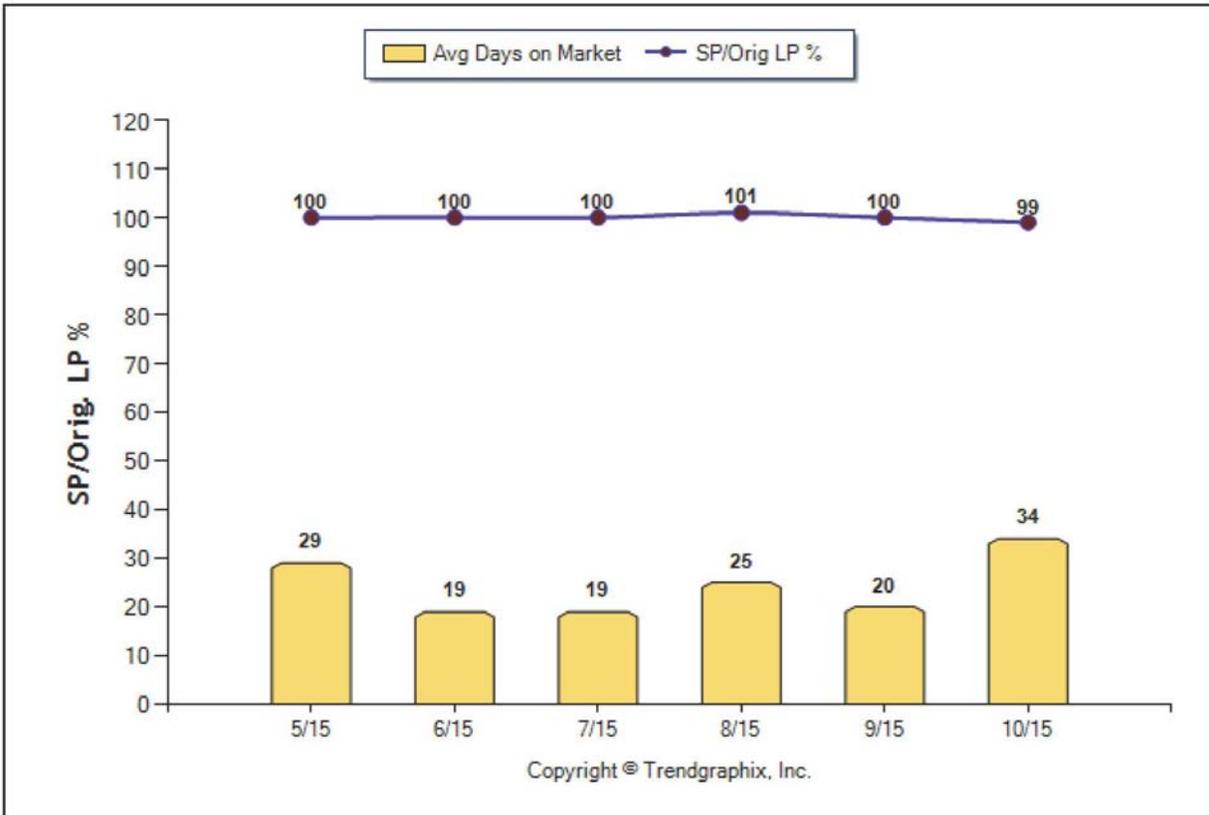
First chart is the number of homes FOR SALE in light green bars vs. the number of homes SOLD in dark green bars. The numbers of homes which are NEW LISTINGS are the red line. As you can see, homes for sale in October 2015 were 67 units. This was down - (32.3)% compared to the previous month. Homes closed in October 2015 were 58 units, which was up + 1.8% compared to the last month and homes placed under contract in October 2015 were 56 units, which is down - (3.4)% compared to the last month.. The question is: is the market slowing down or picking up?

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October 2015 - 98034:

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

Prepared for you by: Ron S Wilson



	Curnt vs. Prev Month			Curnt vs. 6 Months Ago		
	Oct. 15	Sep. 15	% Change	Oct. 15	May. 15	% Change
Days on Market	34	20	70% ▲	34	29	17.2% ▲
Sold/Orig LP Diff. %	99	100	-1% ▼	99	100	-1% ▼

TODAY STATS		
11/1/2015 - 11/22/2015	10/1/2015 - 10/22/2015	% Change
46	39	17.9% ▲
98	98	0%

October 2015 Average Days on Market trend is Rising**

Average Days on Market in October 2015 is 34. It is up **70%** compared to the last month.

October 2015 Sold/Original List Price Ratio Remains Steady**

Sold/Original List Price % in October 2015 is 99%. It is down **1%** compared to the last month.

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

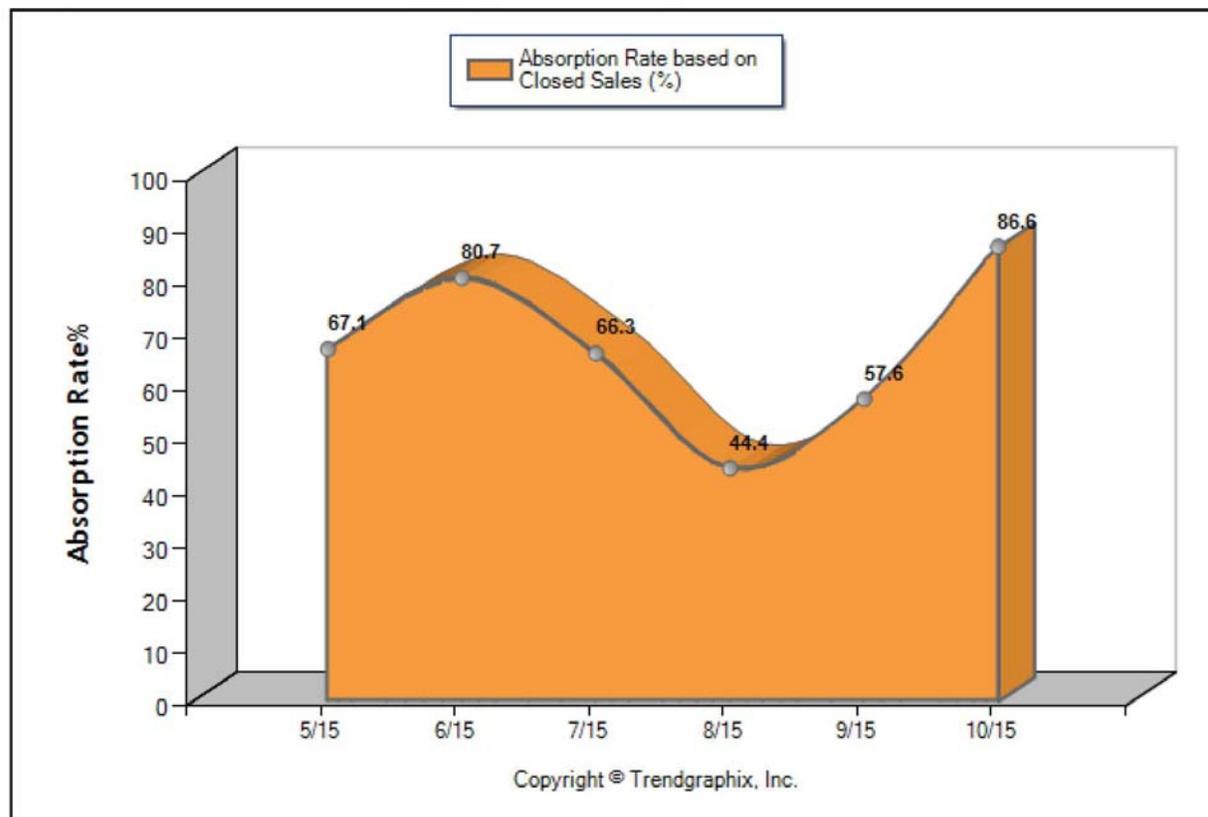
Second chart is the average current days on market in yellow bars with the sales price vs. original list price as the blue line. As you can see October 2015 Average Days on Market trend has risen from its lows in June and July. Average Days on Market in October 2015 were 34, which was up + 70% compared to the previous month. October 2015 the Sold to Original List Price Ratio is steady. Homes are trending from 100% to 99% of the original list price.

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October 2015 - 98034:

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

Prepared for you by: Ron S Wilson



	Currnt vs. Prev Month			Currnt 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) %	86.6	57.6	50.4% ▲	86.6	67.1	29.1% ▲	30	41.4	-27.5% ▼

October 2015 is a Seller's market**

Absorption Rate based on Closed Sales in October 2015 is 86.6. It is up **50.4%** 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 lowest rate in August, 2015, and absorption rate had been up quite a bit to the high of 80.7% in June. However Absorption Rate based on Closed Sales in October 2015 was up to 86.6. This was up +50.4% compared to the previous month. even a few less more homes coming on the market, homes are still selling with a good CDOM, about 34 days, and are being absorbed a little bit more than the highs of June even as the inventory has decreased. This market is trending up a bit. When the absorption rate is on an upward trend, the market is picking up. October 2015 is still a Seller's market.

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