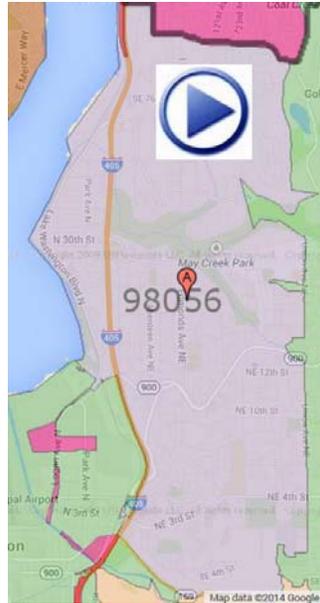




[MonthlyMarketStatistics.com](http://MonthlyMarketStatistics.com)

August 2015 - 98056:



**Zip code 98056** is a area that primarily includes Northwest Renton, Newcastle, Hazelwood, The Highlands and Kennydale neighborhoods. **Medium housing prices** in August 2015 were \$377,000, with a 1 month change of - (6.2)%, a 3 month change of - (10.2)%, and a six month change of - (16.2)%,

This market has an **average market time** of 36 days over the last 30 days, with market time changing by - 19 days on market, or by - (34.5)% in the last 6 months.

**Months of inventory** in August were 1.8, with a trend of an decrease + 50% over the last 180 days.

**Average sales price** was riding at just about 101% to 97% of last listed price

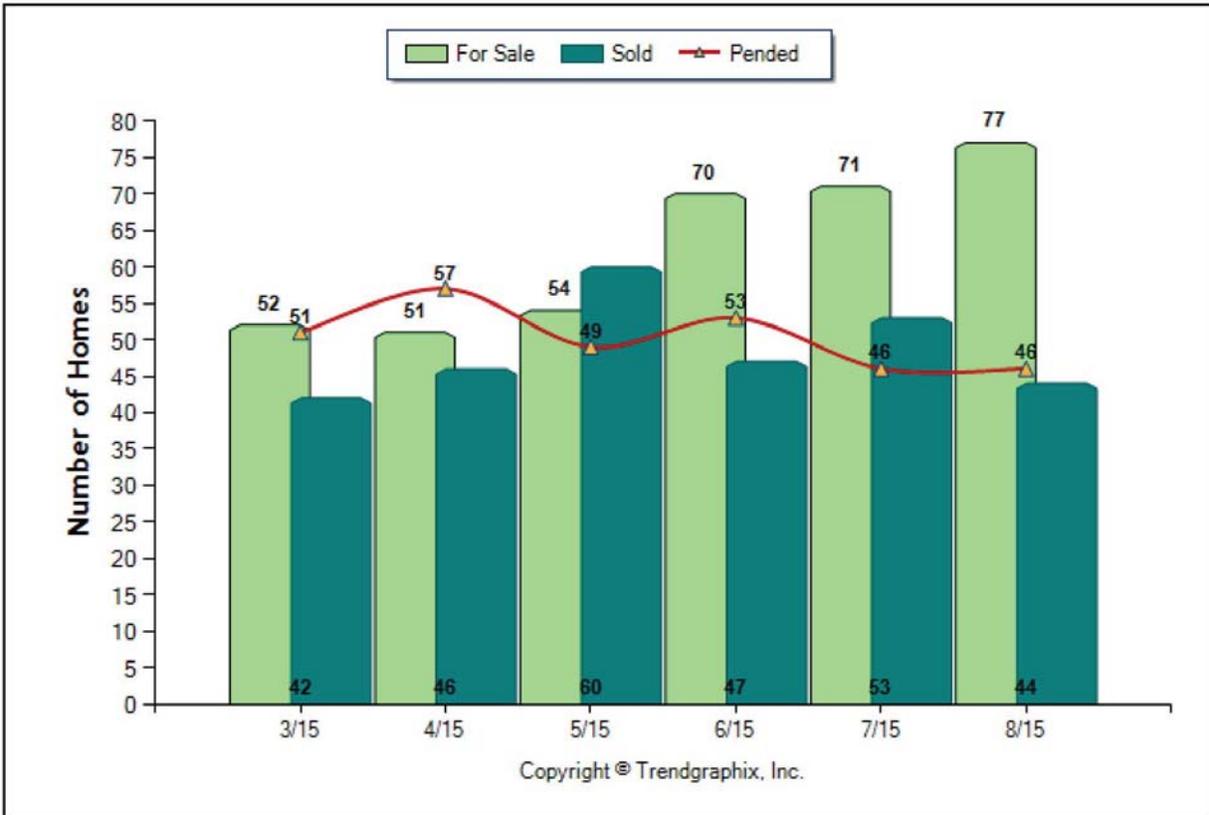
Inventory is trending upward and days on market are trending flat, this market shows a **Seller's market trend**, as listed homes are trending upwards over 30 days however closed (sold) homes are trending downward over 30 days.

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# August 2015 - 98056:

Number of Homes For Sale vs. Sold vs. Pended (Mar. 2015 - Aug. 2015)

Prepared for you by: Ron S Wilson



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	Currt vs. Prev Month			Currt vs. 6 Months Ago			TODAY STATS		
	Aug. 15	Jul. 15	% Change	Aug. 15	Mar. 15	% Change	9/1/2015 - 9/15/2015	8/1/2015 - 8/15/2015	% Change
For Sale	77	71	8.5% ▲	77	52	48.1% ▲	64	75	-14.7% ▼
Sold	44	53	-17% ▼	44	42	4.8% ▲	11	14	-21.4% ▼
Pended	46	46	0%	46	51	-9.8% ▼	23	24	-4.2% ▼

## August 2015 is a Seller's market\*\*

Home For Sale in August 2015 is 77 units. It is up **8.5%** compared to the last month.  
 Home Closed in August 2015 is 44 units. It is down **17%** compared to the last month.  
 Home Placed under Contract in August 2015 is 46 units. It is the same as 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.

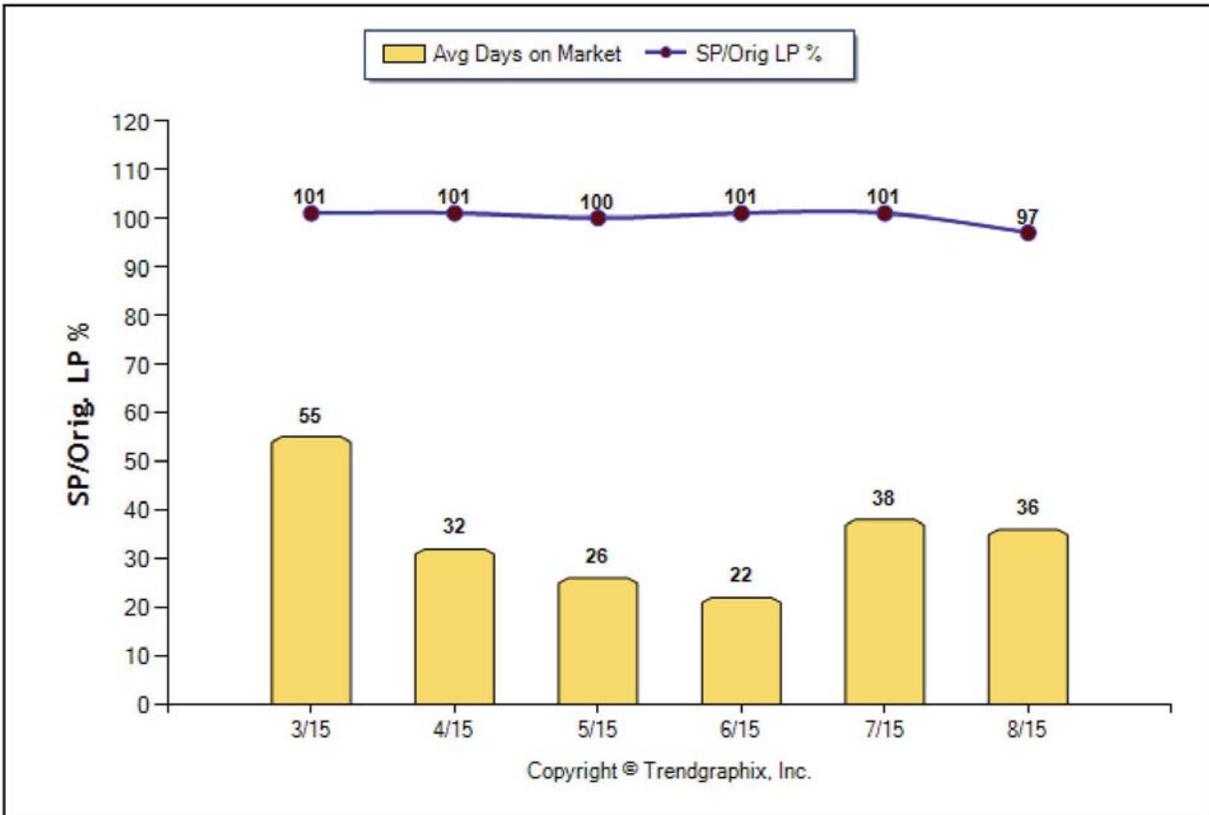
**First chart** is the number of homes FOR SALE in light green bars vs. the number of homes SOLD in dark green bars. The numbers of homes which are NEW LISTINGS are the red line. As you can see, Homes For Sale in August 2015 were 77 units. This was up + 8.5% compared to the previous month. Homes Closed in August 2015 were 44 units, which was down - (17)% compared to the last month and homes placed under contract in August 2015 were 46 units, which was flat compared to the last month. The question is, is the market slowing down or picking up?

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# August 2015 - 98056:

Avg Days On Market & SP/Orig LP % (Mar. 2015 - Aug. 2015)

Prepared for you by: Ron S Wilson



	Currt vs. Prev Month			Currt vs. 6 Months Ago			TODAY STATS		
	Aug. 15	Jul. 15	% Change	Aug. 15	Mar. 15	% Change	9/1/2015 - 9/15/2015	8/1/2015 - 8/15/2015	% Change
Days on Market	36	38	-5.3% ▼	36	55	-34.5% ▼	15	46	-67.4% ▼
Sold/Orig LP Diff. %	97	101	-4% ▼	97	101	-4% ▼	100	99	1% ▲

### August 2015 Average Days on Market trend Remains Steady\*\*

Average Days on Market in August 2015 is 36. It is down **5.3%** compared to the last month.

### August 2015 Sold/Original List Price Ratio is Falling\*\*

Sold/Original List Price % in August 2015 is 97%. It is down **4%** compared to the last month.

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

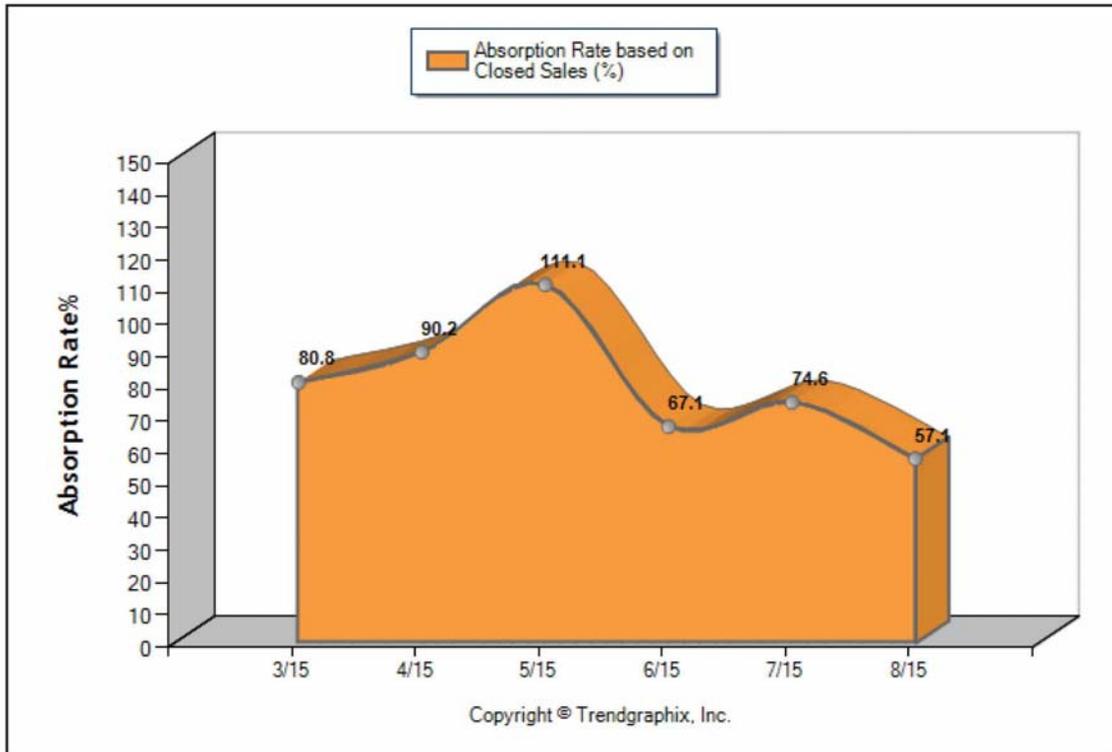
**Second chart** is the average current days on market in yellow bars with the sales price vs. original list price as the blue line. As you can see August 2015 Average Days on Market trend has trended downward since the highs in March. Average Days on Market in August 2015 were 36, which was down - (5.3)% compared to the previous month. August 2015 the Sold to Original List Price Ratio is trending downward. Homes are trending from 101% to 97% of the original list price.

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# August 2015 - 98056:

Absorption Rate based on Closed Sales (%) (Mar. 2015 - Aug. 2015)

Prepared for you by: Ron S Wilson



	Curmt vs. Prev Month			Curmt vs. 6 Months Ago			TODAY STATS		
	Aug. 15	Jul. 15	% Change	Aug. 15	Mar. 15	% Change	9/1/2015 - 9/15/2015	8/1/2015 - 8/15/2015	% Change
Absorption Rate (Closed Sales) %	57.1	74.6	-23.4% ▼	57.1	80.8	-29.3% ▼	17.2	18.7	-8% ▼

## August 2015 is a Seller's market\*\*

Absorption Rate based on Closed Sales in August 2015 is 57.1. It is down **23.4%** 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 was at its lowest rate in June, 2015, and absorption rate was down quite a bit from the high of 111.1% in May, 2015. This was down - (23.4)% compared to the previous month. Even with a steady supply of homes coming on the market, homes are still selling with a good CDOM, about 38 days, and are being absorbed quite a bit less than the high of May of 2015 even as the inventory has increased a bit. Even with the previous peak in May, this market is trending down over a 6 month trend. When the absorption rate is on a downward trend, the market is "slowing down". August 2015 is still a Seller's market

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