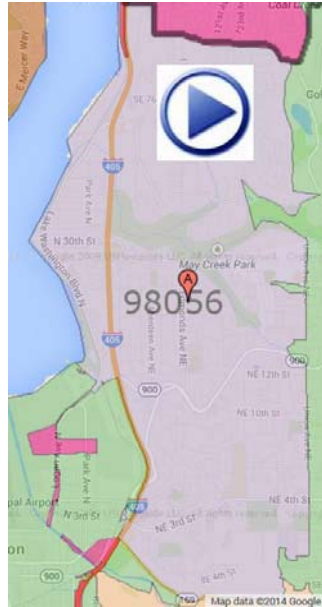


MonthlyMarketStatistics.com

October 2015 - 98056:



Zip code 98056 is a area that primarily includes Northwest Renton, Newcastle, Hazelwood, The Highlands and Kennydale neighborhoods. **Medium housing prices** in October 2015 were \$425,000, with a 1 month change of + 7.8 a 3 month change of +6%, and a six month change of + 1.2%,

This market has an **average market time** of 22 days over the last 30 days, with market time changing by - 4 days on market, or by - (15.3)% in the last 6 months.

Months of inventory in October were 1.9, with a trend of an decrease + 111% over the last 180 days.

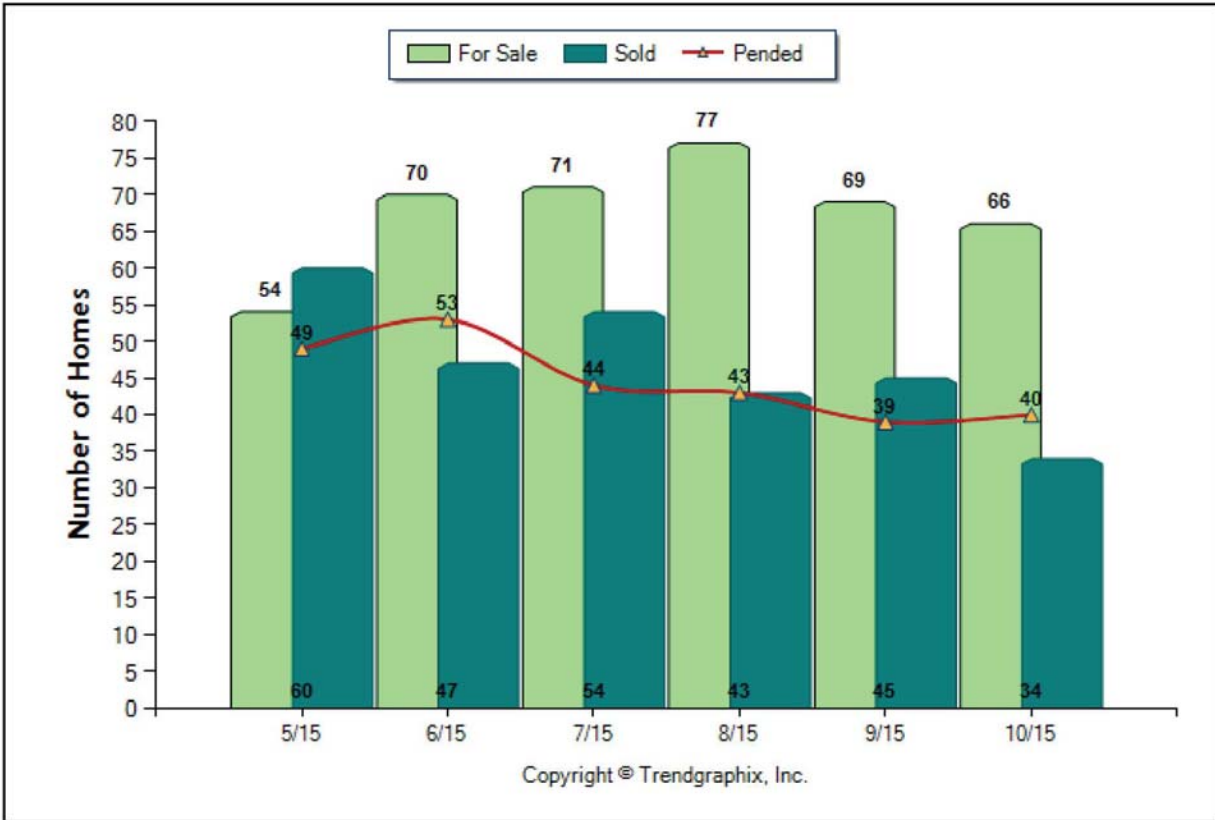
Average sales price was riding at just about 99% of last listed price Inventory is trending downward and days on market are trending flat to downward, this market shows a **Seller's market trend**, as listed homes are trending downwards over 30 days however closed (sold) homes are trending flat to increasing over 30 days.

[contact me: Ron S Wilson 425-691-7365](mailto:Ron.S.Wilson@ColdwellBanker.com)

October 2015 - 98056:

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	66	69	-4.3% ▼	66	54	22.2% ▲	63	66	-4.5% ▼
Sold	34	45	-24.4% ▼	34	60	-43.3% ▼	15	28	-46.4% ▼
Pended	40	39	2.6% ▲	40	49	-18.4% ▼	31	23	34.8% ▲

October 2015 is a Seller's market**

Home For Sale in October 2015 is 66 units. It is down **4.3%** compared to the last month.
 Home Closed in October 2015 is 34 units. It is down **24.4%** compared to the last month.
 Home Placed under Contract in October 2015 is 40 units. It is up **2.6%** 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.

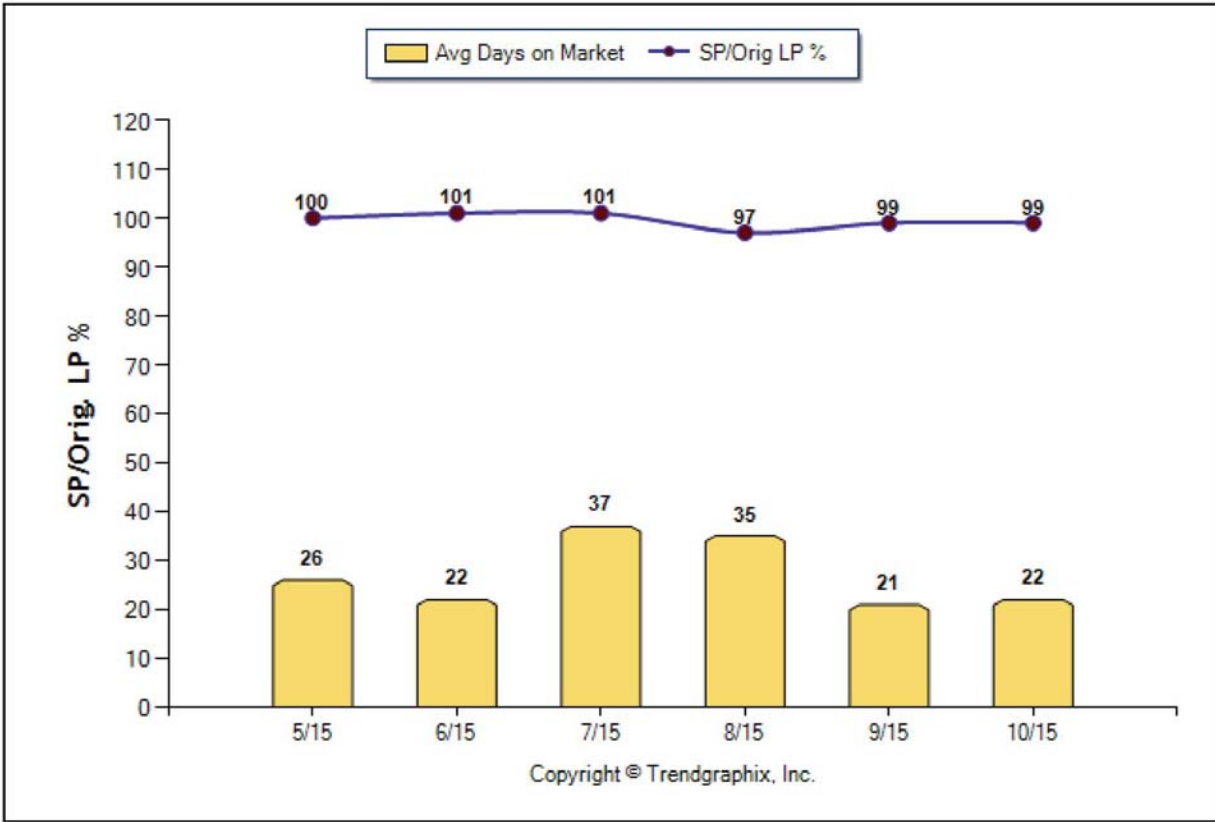
First chart is the number of homes FOR SALE in light green bars vs. the number of homes SOLD in dark green bars. The numbers of homes which are NEW LISTINGS are the red line. As you can see, Homes For Sale in October 2015 were 66 units. This was down - (4.3)% compared to the previous month. Homes Closed in October 2015 were 34 units, which was down compared to the last month and homes placed under contract in October 2015 were 40 units, which was up compared to the last month. The question is, is the market slowing down or picking up?

[contact me: Ron S Wilson 425-691-7365](mailto:Ron.S.Wilson@425-691-7365)

October 2015 - 98056:

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	22	21	4.8% ▲	22	26	-15.4% ▼	27	16	68.8% ▲
Sold/Orig LP Diff. %	99	99	0%	99	100	-1% ▼	100	99	1% ▲

October 2015 Average Days on Market trend Remains Steady**

Average Days on Market in October 2015 is 22. It is up 4.8% 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 the same as compared to the last month.

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

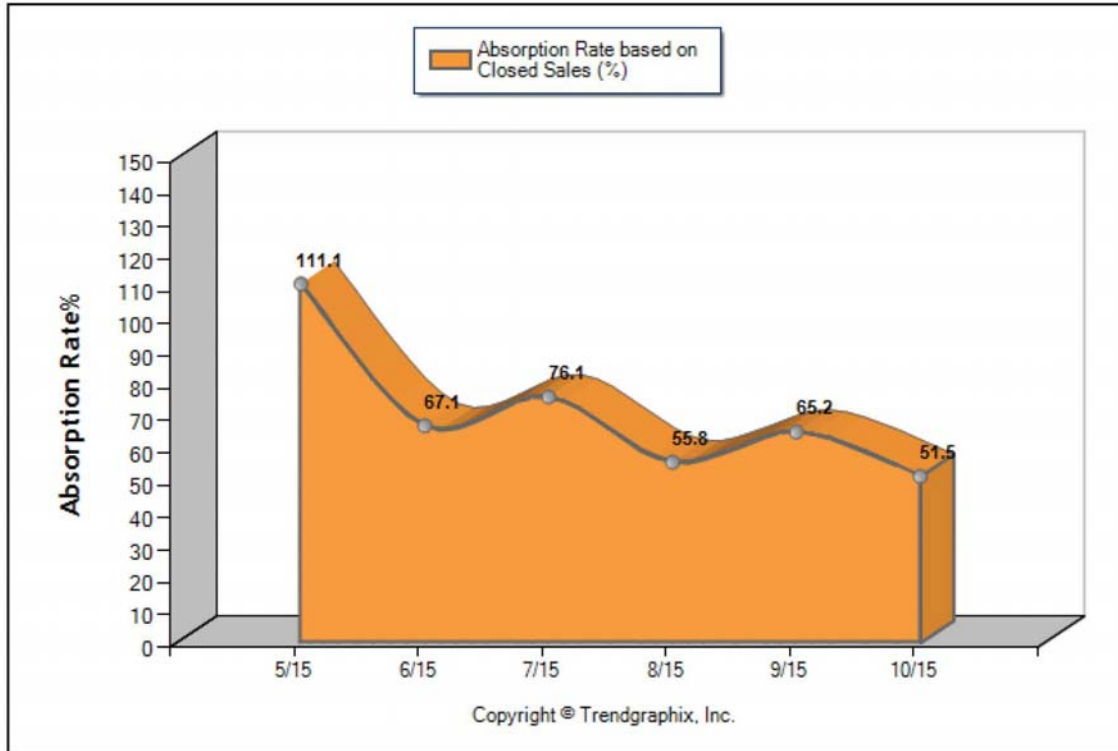
Second chart is the average current days on market in yellow bars with the sales price vs. original list price as the blue line. As you can see October 2015 Average Days on Market trend has trended downward since the highs in July. Average Days on Market in October 2015 were 22, which was up +4.0% compared to the previous month. October 2015 the Sold to Original List Price Ratio is trending flat. Homes are trending from 99% of the original list price.

[contact me: Ron S Wilson 425-691-7365](mailto:Ron.S.Wilson@425-691-7365)

October 2015 - 98056:

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

Prepared for you by: Ron S Wilson



	Curnt vs. Prev Month			Curnt 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) %	51.5	65.2	-21% ▼	51.5	111.1	-53.6% ▼	23.8	42.4	-43.8% ▼

October 2015 is a Seller's market**

Absorption Rate based on Closed Sales in October 2015 is 51.5. It is down **21%** 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 August, 2015, and absorption rate is still down quite a bit from the high of 111.1% in May, 2015. October was down - (21)% 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 22 days, and are being absorbed quite a bit less than the high of May of 2015 even as the inventory has decreased 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". October 2015 is still a Seller's market

[contact me: Ron S Wilson 425-691-7365](mailto:Ron.S.Wilson@425-691-7365)