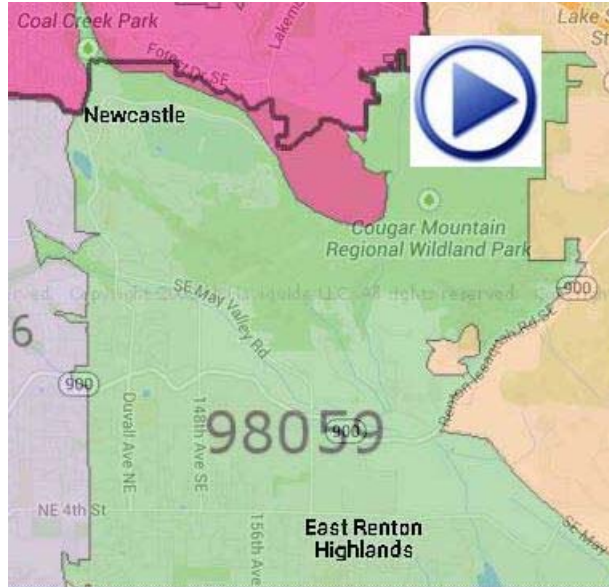




MonthlyMarketStatistics.com

October 2015 - 98059:



Zip code 98059 is a area that primarily includes East Renton highlands and Newcastle neighborhoods.

Medium housing prices in October, 2015 were \$545,000, with a 1 month change of - (3.7)% a 3 month change of + 20.8% and a six month change of + 9.9%

This market has an **average market time** of 33 days over the last 30 days, with market time decreasing by - (18.8)% in the last 6 months.

Months of inventory in October was 1.4 with a trend of - (5.6)% over the last 180 days.

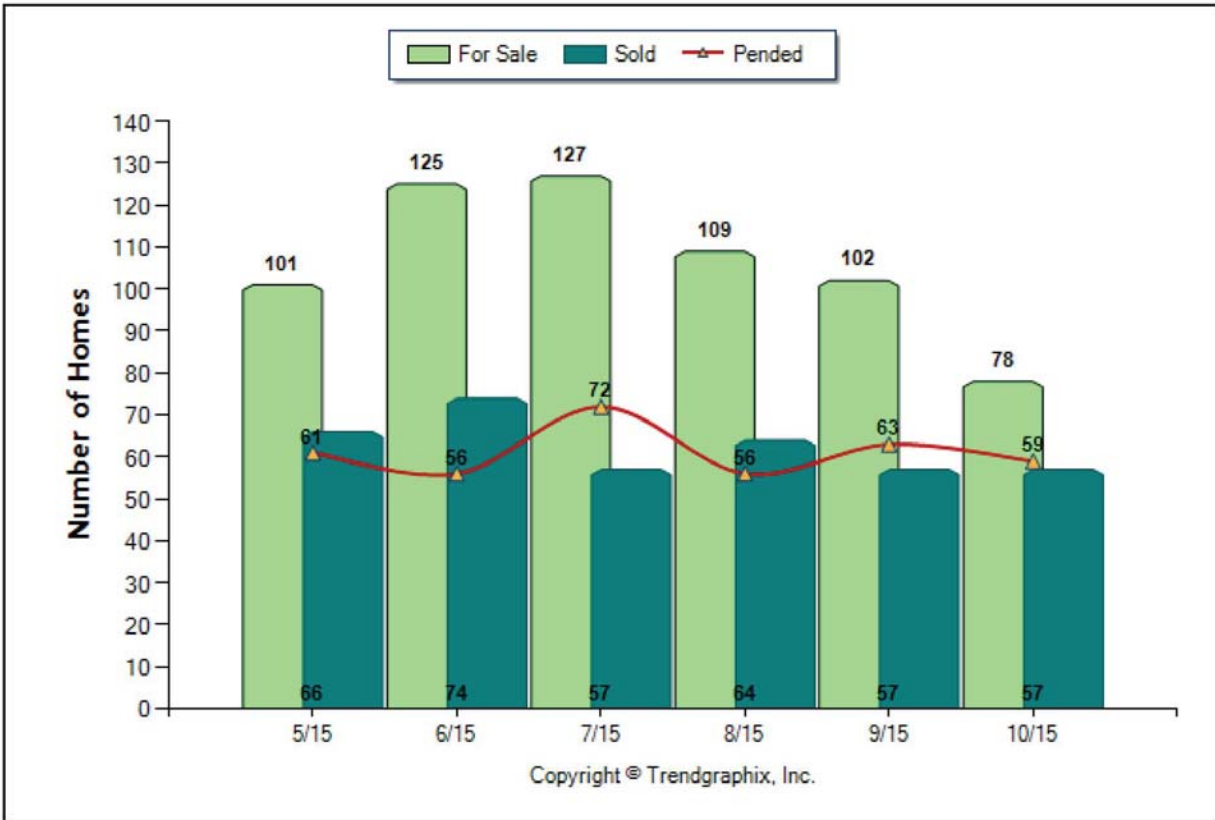
Average sales price was riding at just about 98% of last listed price. Inventory is trending downwards, and days on market are also trending downward; this market still shows a **Seller's market trend**, with listed homes being down - (23.5)% over 30 days and closed (sold) homes trending flat over 30 days.

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October 2015 - 98059:

Number of Homes For Sale vs. Sold vs. Pended (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
For Sale	78	102	-23.5% ▼	78	101	-22.8% ▼	59	87	-32.2% ▼
Sold	57	57	0% ▼	57	66	-13.6% ▼	21	33	-36.4% ▼
Pended	59	63	-6.3% ▼	59	61	-3.3% ▼	33	36	-8.3% ▼

October 2015 is a Seller's market**

Home For Sale in October 2015 is 78 units. It is down **23.5%** compared to the last month.

Home Closed in October 2015 is 57 units. It is the same as compared to the last month.

Home Placed under Contract in October 2015 is 59 units. It is down **6.3%** 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.

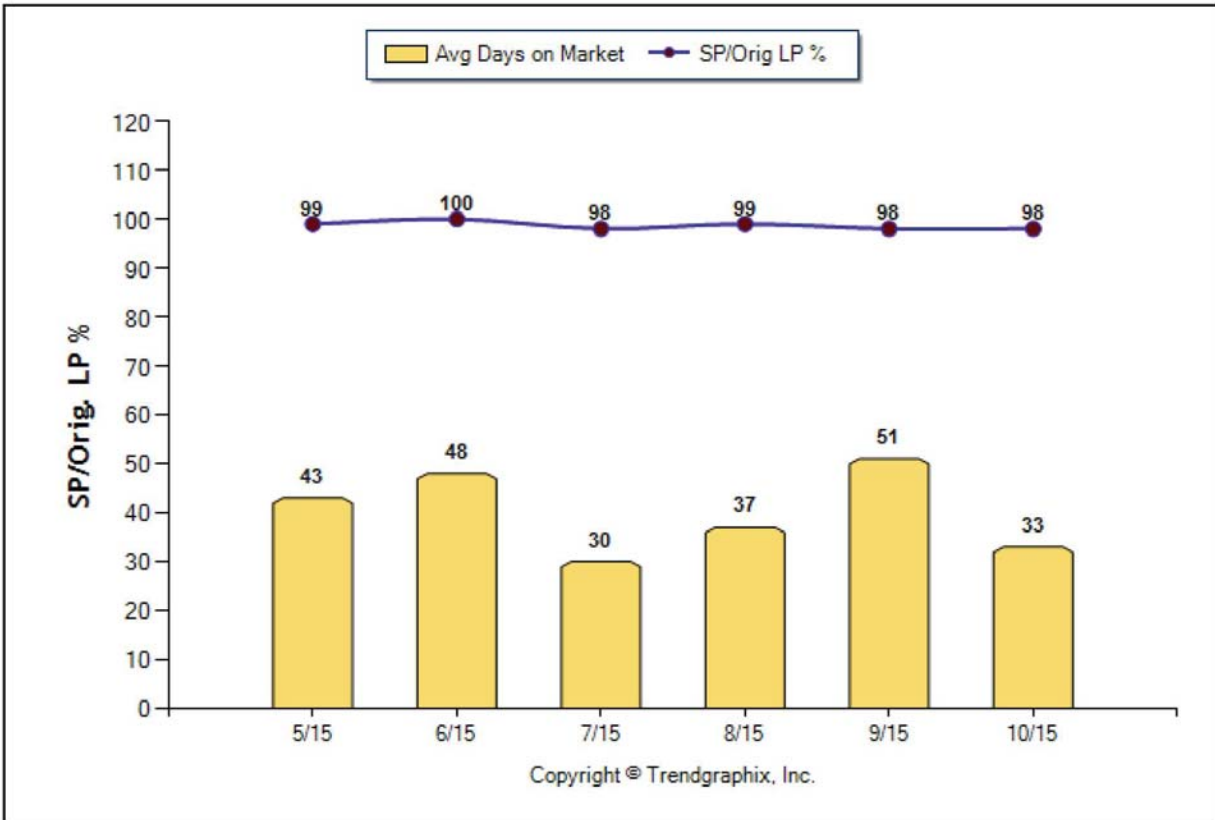
First chart is the number of homes FOR SALE in light green bars vs. the number of homes SOLD in dark green bars. The numbers of homes which are NEW LISTINGS are the red line. As you can see, Homes For Sale in October 2015 were 78 units. This was down - (24) units compared to the previous month. Homes Closed in October 2015 were 57 units, which was down by flat compared to the last month and homes placed under contract in October 2015 were 59 units, which was down (4) units compared to the last month. The question is, is the market slowing down or picking up?

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October 2015 - 98059:

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

Prepared for you by: Ron S Wilson



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	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
Days on Market	33	51	-35.3% ▼	33	43	-23.3% ▼	28	20	40% ▲
Sold/Orig LP Diff. %	98	98	0%	98	99	-1% ▼	99	98	1% ▲

October 2015 Average Days on Market trend is Falling**

Average Days on Market in October 2015 is 33. It is down **35.3%** 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.

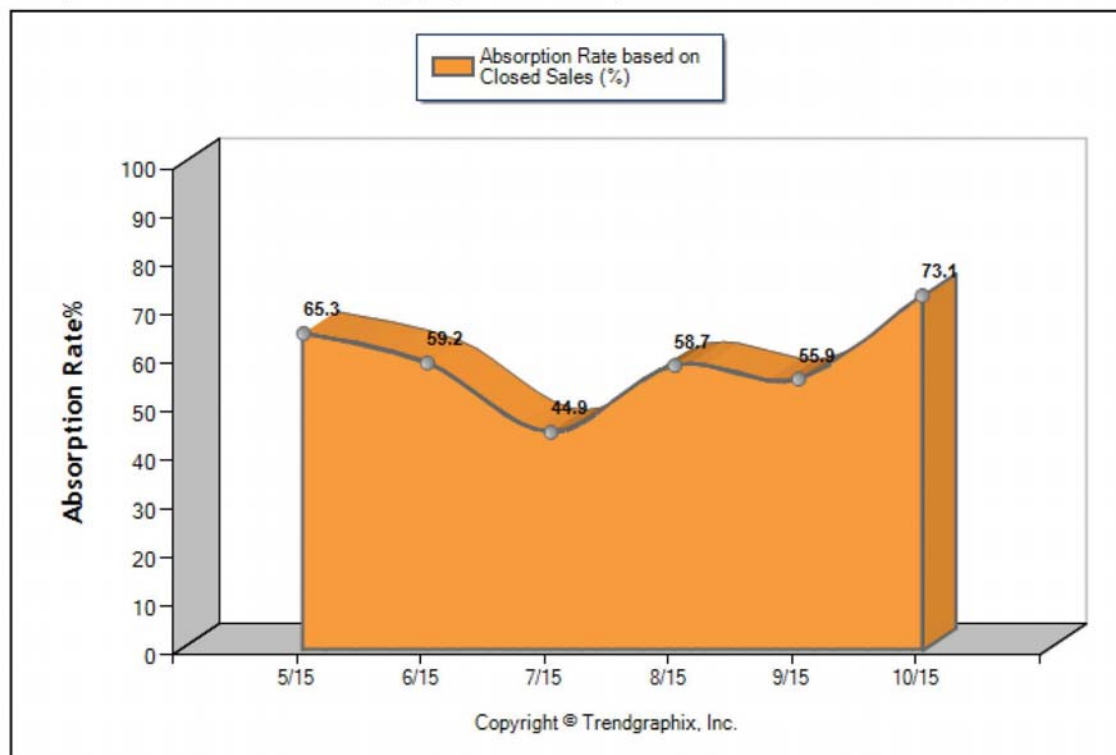
Second chart is the average current days on market in yellow bars with the sales price vs. original list price as the blue line. As you can see October 2015 Average Days on Market trend has gone down. Average Days on Market in October 2015 was 33, which was down - (35.3)% compared to the previous month. October 2015 the Sold to Original List Price Ratio remains fairly steady. Homes are trending from 98 of the original list price.

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October 2015 - 98059:

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

Prepared for you by: Ron S Wilson



Absorption Rate (Closed Sales) %	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
	73.1	55.9	30.8% ▲	73.1	65.3	11.9% ▲	35.6	37.9	-6.1% ▼

October 2015 is a Seller's market**

Absorption Rate based on Closed Sales in October 2015 is 73.1. It is up **30.8%** 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 had been trending upward since May 2015 and dipped in July and slopped down to current October level is 73.1%. This was up + 30.8% compared to the previous month. Even with a few less homes coming on the market, homes are still selling with a modest CDOM, about 33 days, and are being absorbed ramping up slightly in the last 6 months. This market is generally ramping up over the last 6 months. When the absorption rate is on an upward trend, the market is generally "picking up". October 2015 is still a Seller's market.

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