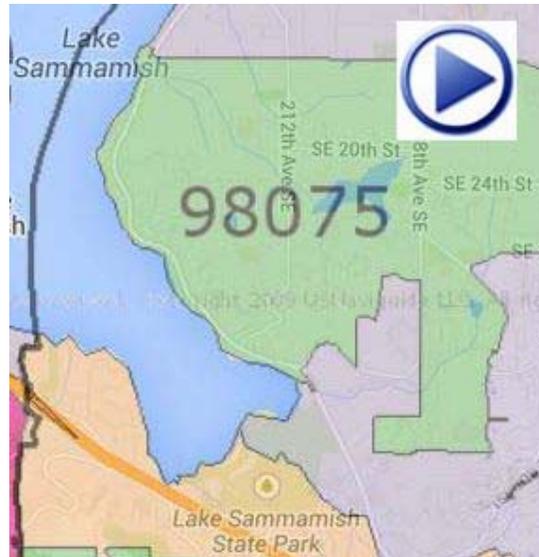




[MonthlyMarketStatistics.com](http://MonthlyMarketStatistics.com)

## October 2015 - 98075:



**Zip code 98075** is a area that primarily includes Sammamish and Issaquah neighborhoods.

**Medium housing prices** in October, 2015 were \$875,000, with prices decreasing in the last 1 month of - (8.8)%, a 3 month change id flat, and prices decreasing - (2.5)% in the last six months.

This market has **an average market time** of 39 days over the last 30 days, with market time on the increase of + 21.8% in the last 6 months.

**Months of inventory** in October was 1.4, with a slight upward trend over the last 180 days.

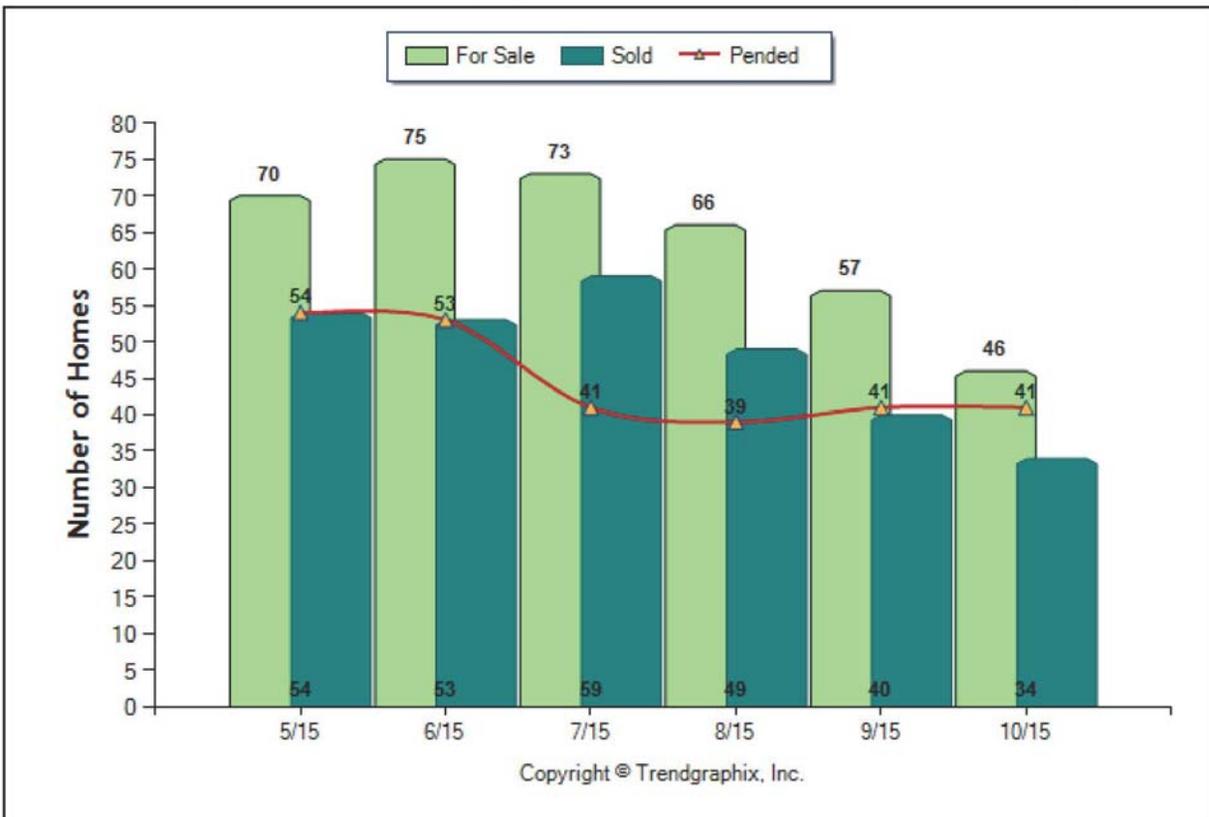
**Average sales price** was riding at just about 101% to 98% of last listed price. Inventory is trending downward and days on market is trending upwards, this market shows a **Seller's market trend**, with listed homes being down - (19.3)% in the last 30 days and SOLD homes being down - (15)% over the last 30 days.

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

# October 2015 - 98075:

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		
	Oct. 15	Sep. 15	% Change	Oct. 15	May. 15	% Change
For Sale	46	57	-19.3% ▼	46	70	-34.3% ▼
Sold	34	40	-15% ▼	34	54	-37% ▼
Pended	41	41	0%	41	54	-24.1% ▼

TODAY STATS		
11/1/2015 - 11/22/2015	10/1/2015 - 10/22/2015	% Change
32	59	-45.8% ▼
22	22	0%
17	26	-34.6% ▼

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

Home For Sale in October 2015 is 46 units. It is down **19.3%** compared to the last month.  
 Home Closed in October 2015 is 34 units. It is down **15%** compared to the last month.  
 Home Placed under Contract in October 2015 is 41 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.

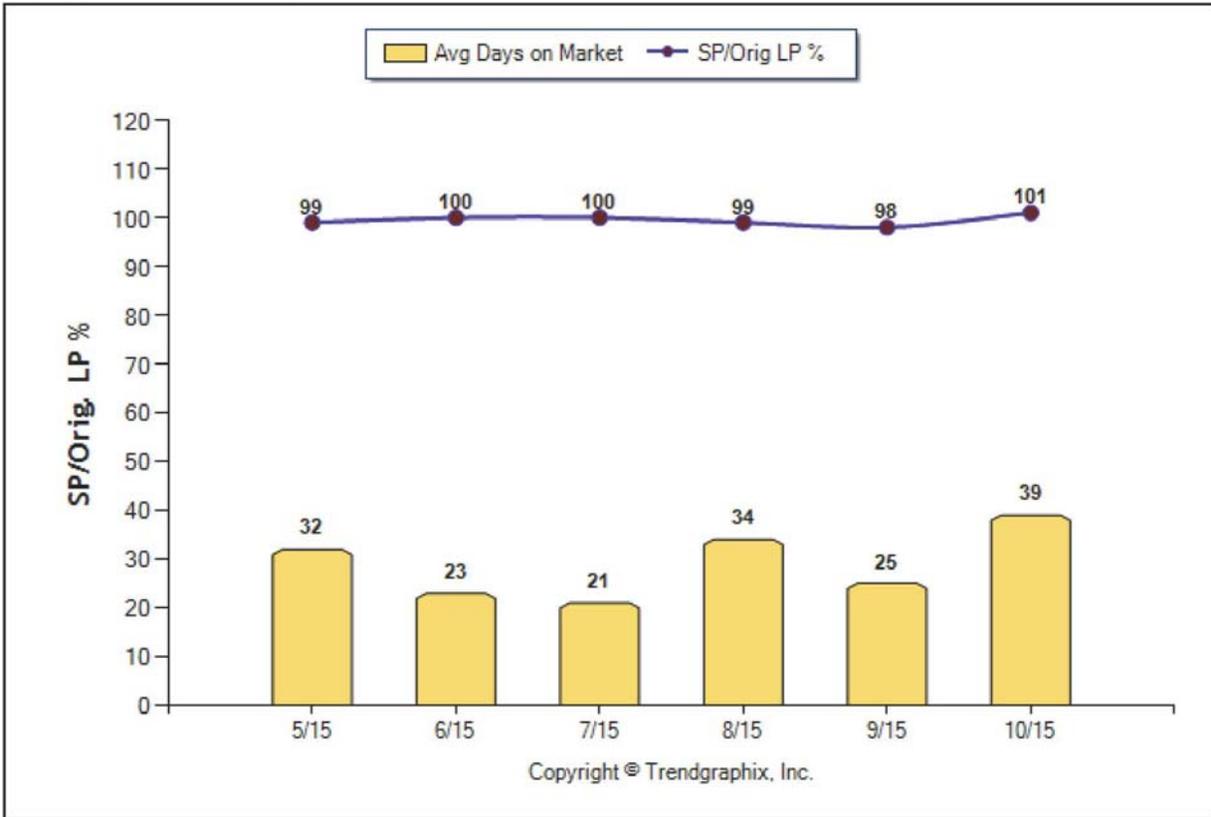
**First chart** is the number of homes FOR SALE in light green bars vs. the number of homes SOLD in dark green bars. The numbers of homes which are NEW PENDING are the red line. As you can see, Homes For Sale in October 2015 were 46 units. This was down - (19.3)% compared to the previous month. Homes Closed in October 2015 were 34 units, which was down - (15)% compared to the last month, and homes placed under contract in October 2015 were 41 units, which was flat 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@trendgraphix.com)

# October 2015 - 98075:

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		
	Oct. 15	Sep. 15	% Change	Oct. 15	May. 15	% Change
Days on Market	39	25	56% ▲	39	32	21.9% ▲
Sold/Orig LP Diff. %	101	98	3.1% ▲	101	99	2% ▲

TODAY STATS		
11/1/2015 - 11/22/2015	10/1/2015 - 10/22/2015	% Change
29	46	-37% ▼
98	101	-3% ▼

### October 2015 Average Days on Market trend is Rising\*\*

Average Days on Market in October 2015 is 39. It is up 56% compared to the last month.

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

Sold/Original List Price % in October 2015 is 101%. It is up 3.1% compared to the last month.

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

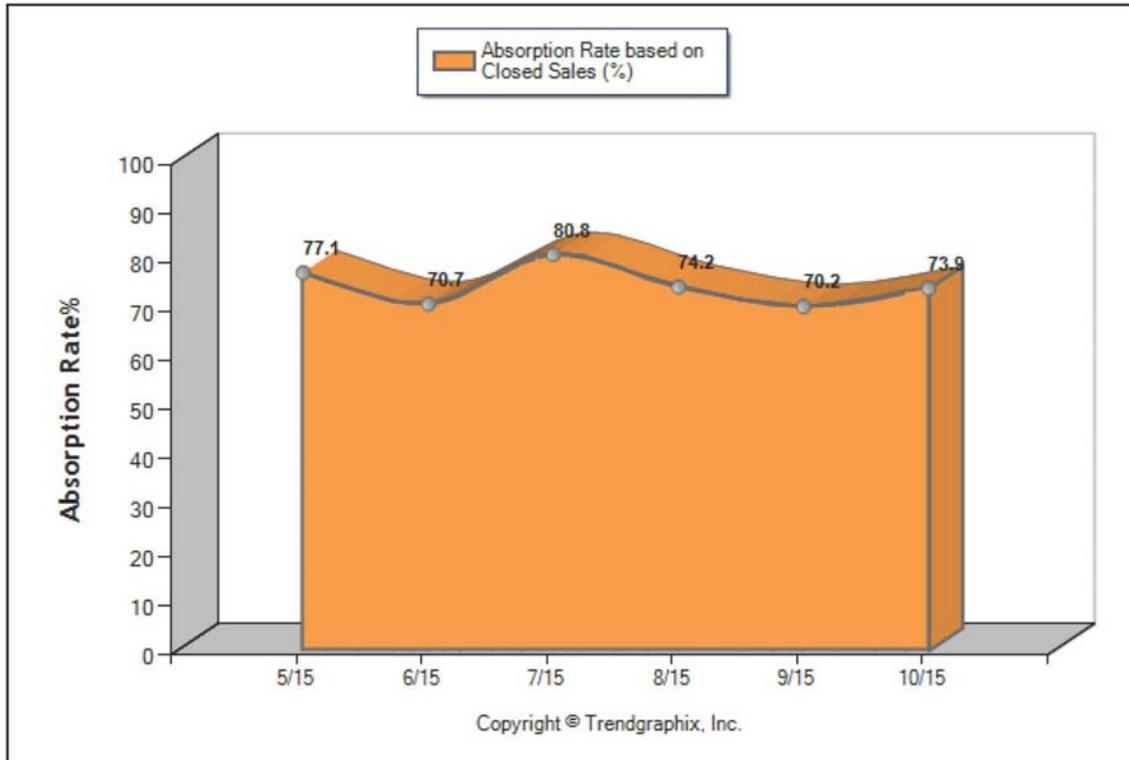
**Second chart** is the average current days on market in yellow bars with the sales price vs. original list price as the blue line. As you can see October 2015 Average Days on Market trend had been on an upward trend in 2015 with the current low in July 2015 however a bump upwards in October 2015. Average Days on Market in October 2015 was 39, which was up + 56% compared to the previous month. October 2015 the Sold to Original List Price Ratio is holding steady at around 98% to 101% of the original list price.

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

# October 2015 - 98075:

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) %	73.9	70.2	5.3% ▲	73.9	77.1	-4.1% ▼	68.8	37.3	84.5% ▲

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

Absorption Rate based on Closed Sales in October 2015 is 73.9. It is up 5.3% 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 September, 2015, and absorption rate was up a bit to the high of 80.8% in July. However Absorption Rate based on Closed Sales in October 2015 was 73.9%. This was up + 5.3% compared to the previous month. even with more homes coming on the market, homes are still selling with a good CDOM, about 39 days, and are being absorbed about the same as August 2015, even as the inventory has been dropped. This market is slowing down a bit in the last 90 days. 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@trendgraphix.com)