



David Lafferty



MarketInsights  
Monitor your real estate market

## Monthly Report

9/30/18 - 10/31/18

Welcome to the October 2018 Edition of your personalized, micro-market real estate report. MarketInsights provides a snapshot of the real estate market in your chosen neighborhood. We hope that this report will keep you updated with market activity and trends, whether you are thinking of buying, selling, investing, or you are just curious as to what the market is doing in your specified area.

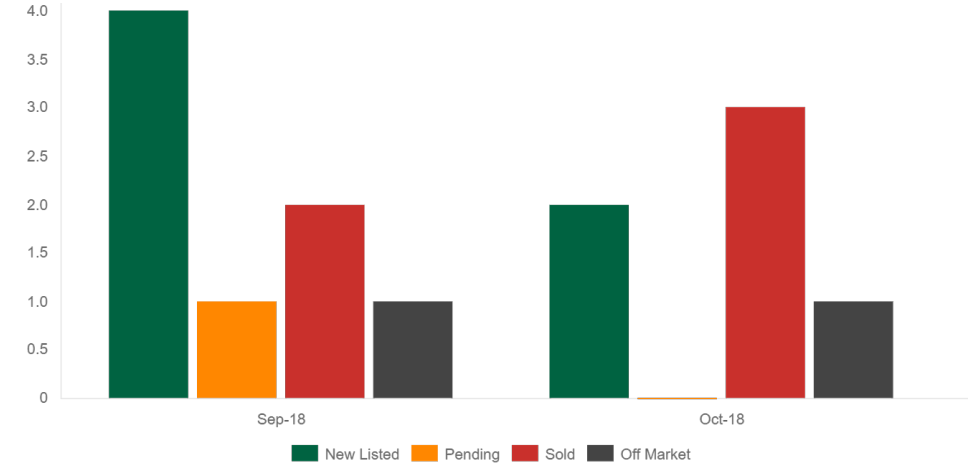
In this report, you will find six months of data on the neighborhood you selected in your Property Tracker account.

Saved Search

Sahalee Country Club

Price: No Min, No Max

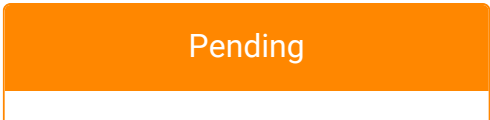
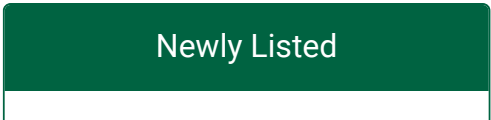
Type: SingleFamilyHome  
CondoOrTownhouse  
MultiFamily  
Manufactured  
FarmAndRanch  
Land  
Commercial

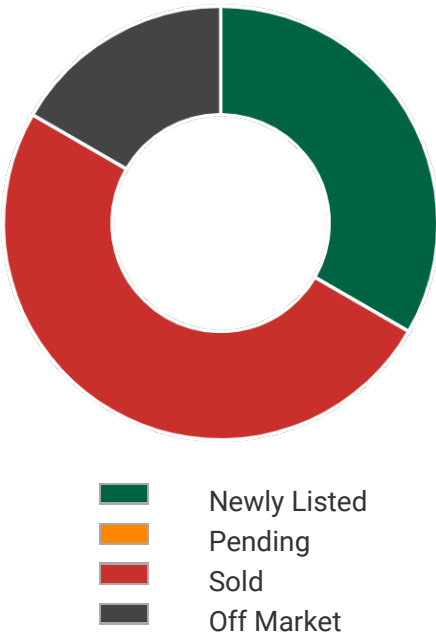


### Activity Highlights (30 days)

These numbers represent the number of homes that have been listed, went pending (accepted an offer), sold, or came off the market month over month. In this case, we are presenting October 2018 vs. September 2018.

Total Activity





2  
50.0 % Change  
Past 30 days

\$899,498  
Average Price

Highest	\$899,997
Median	\$899,498
Lowest	\$899,000

9.6 % Change  
Past 30 days

0  
100.0 % Change  
Past 30 days

\$0  
Average Price

Highest	\$0
Median	\$0
Lowest	\$0

100.0 % Change  
Past 30 days

Sold

3  
50.0 % Change  
Past 30 days

\$991,000  
Average Price

Highest	\$1,268,000
Median	\$960,000
Lowest	\$745,000

9.7 % Change  
Past 30 days

Off Market

1  
No Change  
Past 30 days

\$1,128,000  
Average Price

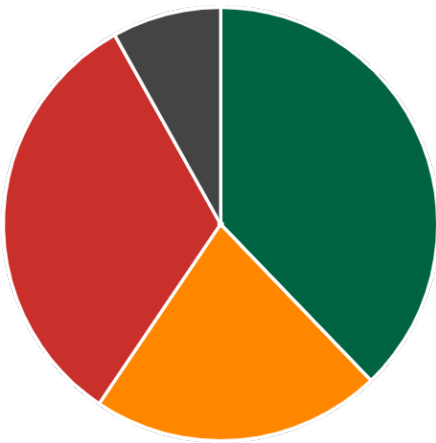
Highest	\$1,128,000
Median	\$1,128,000
Lowest	\$1,128,000

29.3 % Change  
Past 30 days

Six-month Comparison

These numbers represent the number of homes that have been listed, went pending (accepted an offer), sold, or came off the market now versus 6-months ago. In this case, we are presenting Q3 2018 vs. Q2 2018. The six month trend gives a different perspective on how the market is shifting.

Total Activity Last Quarter



Newly Listed

17

17.6 % Change  
From prev quarter

\$958,841  
Average Price

Highest \$1,695,000  
Median \$950,000  
Lowest \$619,900

0.9 % Change  
From prev quarter

Pending

13

38.5 % Change  
From prev quarter

\$1,045,646  
Average Price

Highest \$1,695,000  
Median \$1,000,000  
Lowest \$619,900

14.0 % Change  
From prev quarter

Sold

8

50.0 % Change  
From prev quarter

\$1,026,688  
Average Price

Highest \$1,420,000  
Median \$979,250  
Lowest \$600,000

7.4 % Change  
From prev quarter

Off Market

1

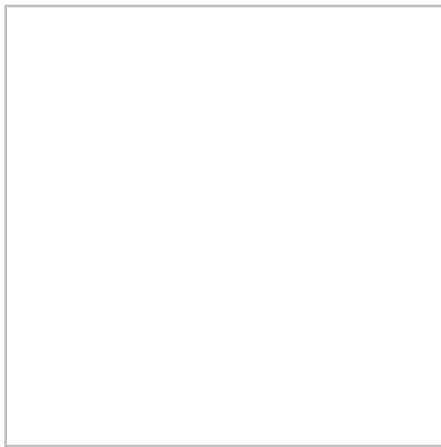
200.0 % Change  
From prev quarter

\$619,900  
Average Price

Highest \$619,900  
Median \$619,900  
Lowest \$619,900

67.4 % Change  
From prev quarter

Months of



0.7 Inventory



Months of inventory indicates the amount of time it would take to sell all the homes on the market at the current rate of sales.

## Terms & Definitions:

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### Newly listed

Number of homes listed during that month

### Pending

Number of homes where an offer was accepted, but transaction did not close

### Sold

Number of homes sold during that month

### Off Market

Number of homes taken off the market because the listing expired or was cancelled, but the home did not sell

### Seller's Market

With 0 to 3 months of inventory, we are experiencing a seller's market, or a lack of homes for sale. Months of inventory refers to the amount of time it would take to sell all the homes on the market at the current rate of sales with no new listings being available for sale. Typically, when there are three months of inventory or less, sellers have the advantage because homes are selling quickly and could experience multiple-offer situations. Historically, these conditions drive the prices of homes higher.

### Buyer's Market

With 6+ months of inventory, we are experiencing a buyer's market, or an excess of homes available for sale. Months of inventory refers to the amount of time it would take to sell all the homes on the market at the current rate of sales with no new listings being available for sale. Typically, when there are six months or more of inventory, buyers have the advantage because there is less competition for homes. Historically, these conditions can lead to a softening of prices of homes.

### Neutral Market

With 3 to 6 months of inventory, we are experiencing a neutral market, or a balance of available homes for sale. Months of inventory refers to the amount of time it would take to sell all the homes on the market at the current rate of sales with no new listings being available for sale. Typically, when there are three to six months of inventory,

neither buyers nor sellers have the advantage because there is a balance of homes available for sale and buyers purchasing homes. Historically, these conditions tend to keep prices relatively flat.

# Ask me your real estate questions.



David Lafferty

Your Neighborhood Expert

- ☐ 425-299-3975
- ☐ Send a message



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