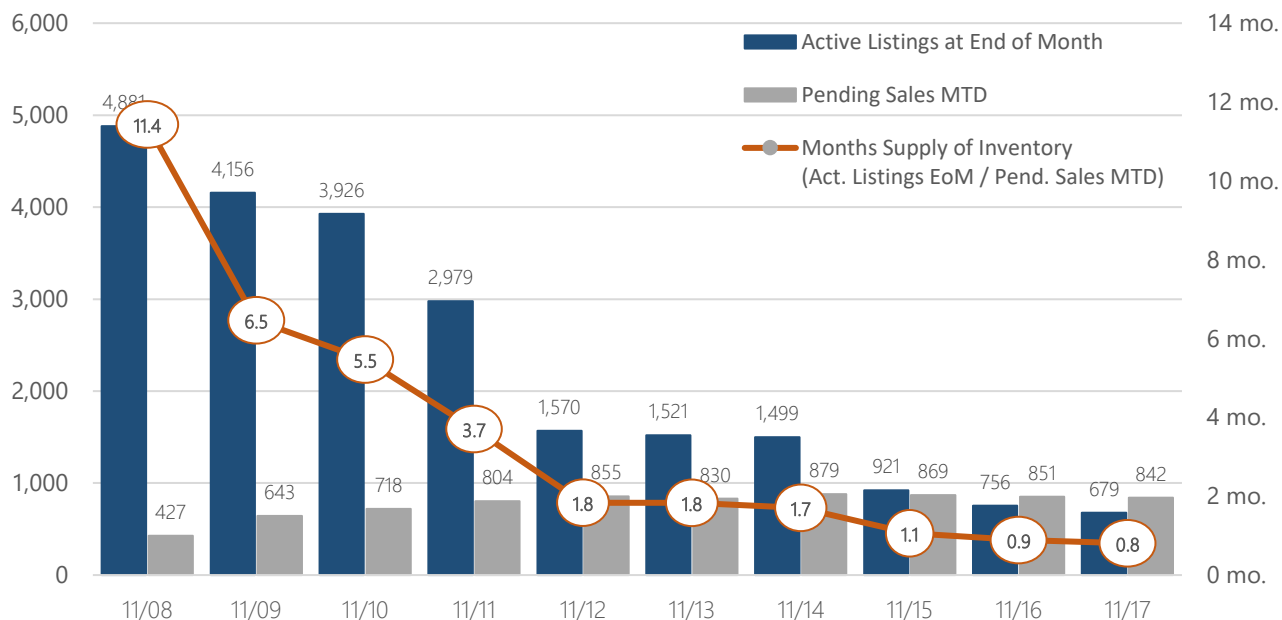


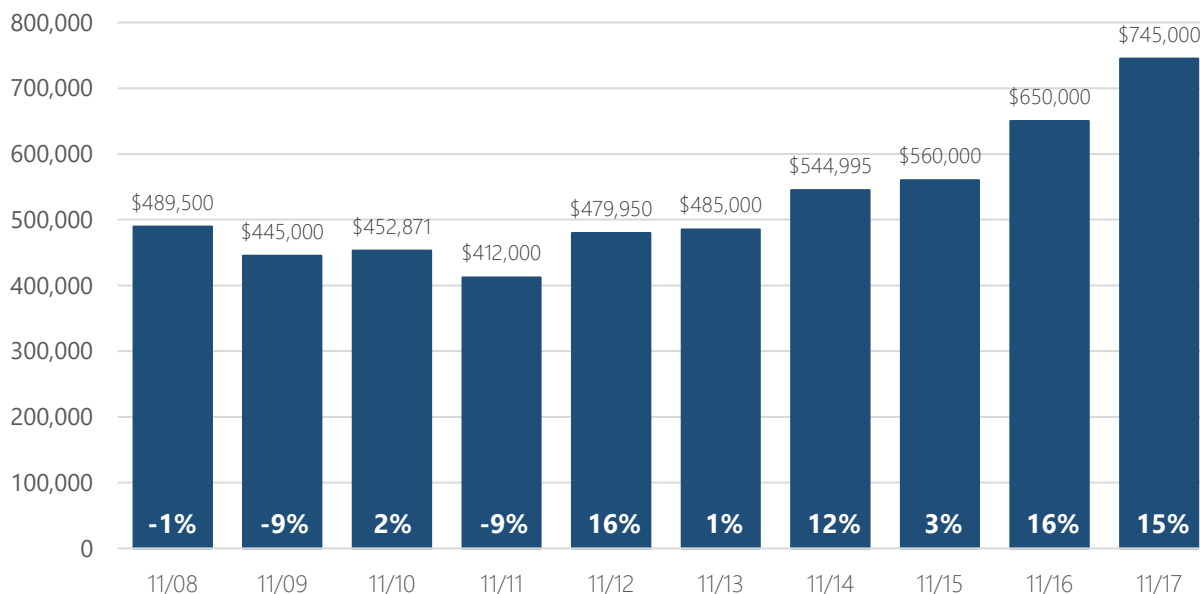
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



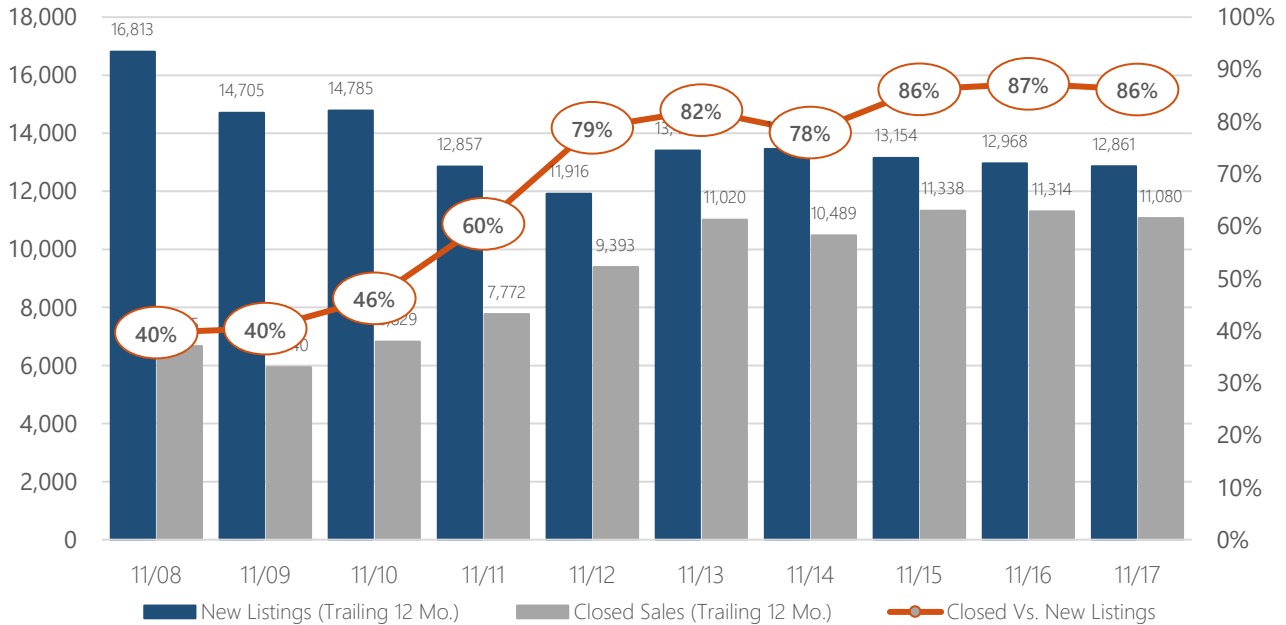
Median Closed Sales Price for Current Month Closings



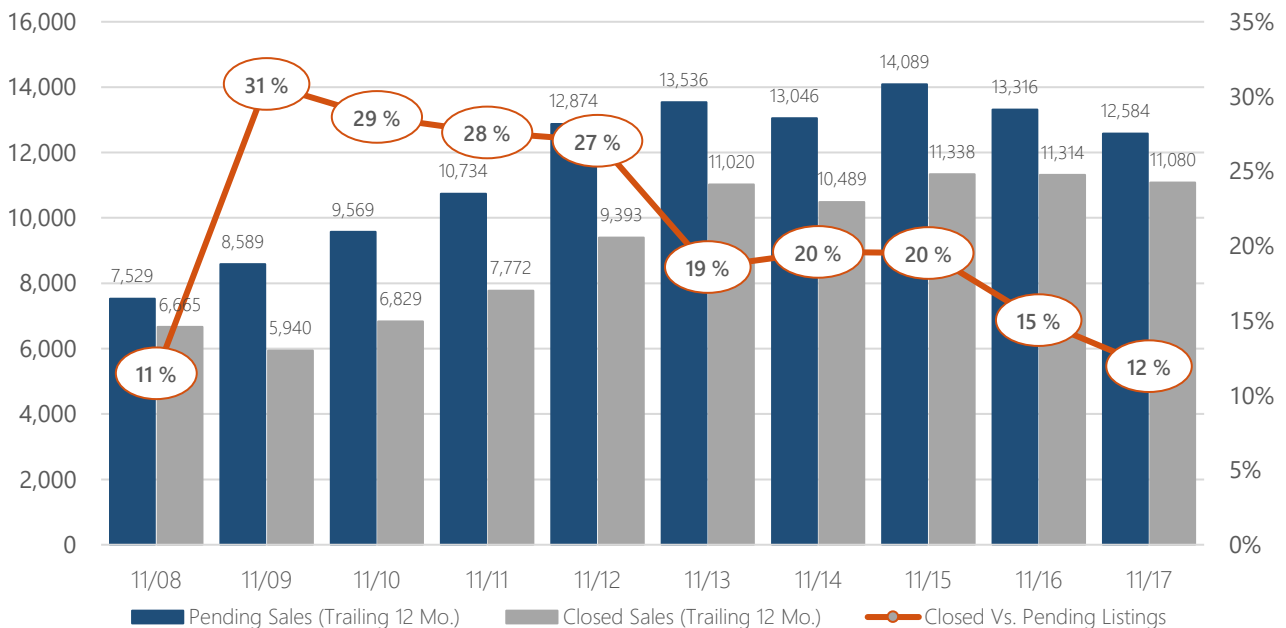
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?



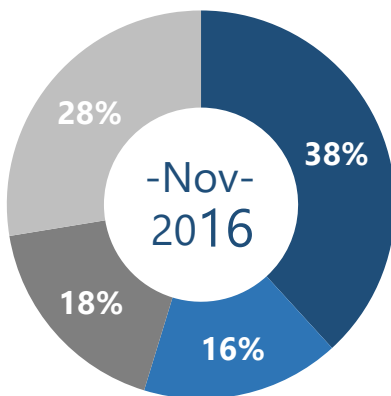
Percentage of Pending Sales that do not Close



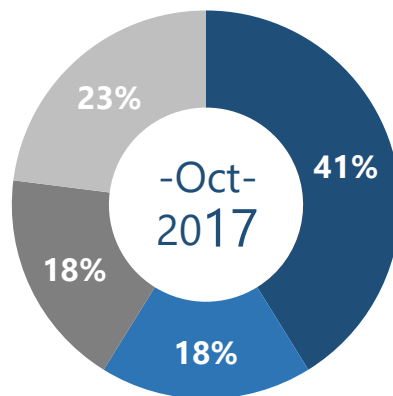
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

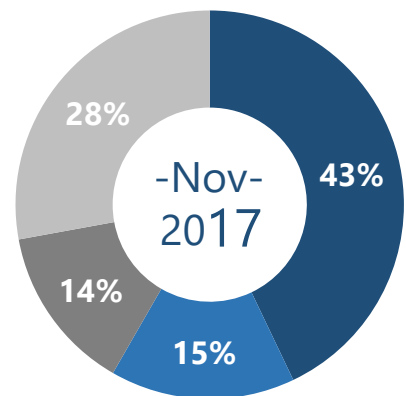
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE










SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

NOVEMBER 2017					
		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET		7	13	26	65
NUMBER OF SALES IN MONTH		385	138	124	250
MEDIAN DIFFERENCE FROM LIST PRICE		5%	0%	-2%	N/A

MARKET UPDATE

Data Current Through: November, 2017

Windermere
REAL ESTATE

Area	Months Inventory		Area	Months Inventory	
	2016	2017		2016	2017
100	1.3	1.0	530	0.6	0.5
110	1.3	1.0	540	0.8	0.8
120	1.5	0.8	550	1.0	0.7
130	1.1	0.7	560	0.9	1.0
140	0.8	0.5	600	0.7	0.8
300	1.3	1.5	610	0.8	0.9
310	1.1	0.9	700	0.7	0.8
320	1.7	1.5	705	0.6	0.3
330	1.4	1.0	710	0.5	0.5
340	1.0	0.5	715	1.1	0.8
350	1.0	0.7	720	0.7	0.4
360	1.3	1.0	730	0.8	0.6
380	1.1	1.0	740	1.1	0.8
385	1.4	0.7	750	1.4	1.0
390	0.9	0.6	760	1.4	1.2
500	0.7	0.6	770	1.5	0.9
510	1.6	1.0	800	1.7	1.8
520	1.9	1.7			

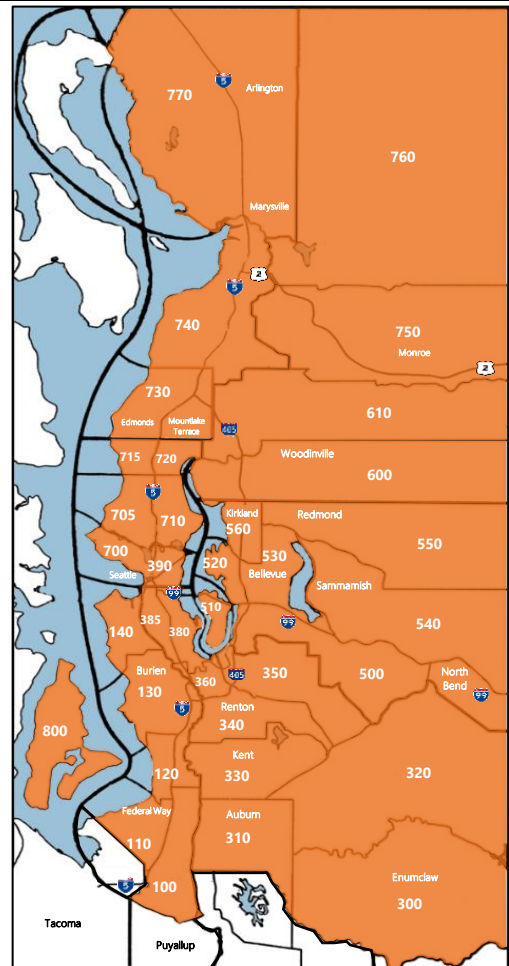
0 - 3	3 - 6	6 +
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Months
Supply
of
Inventory

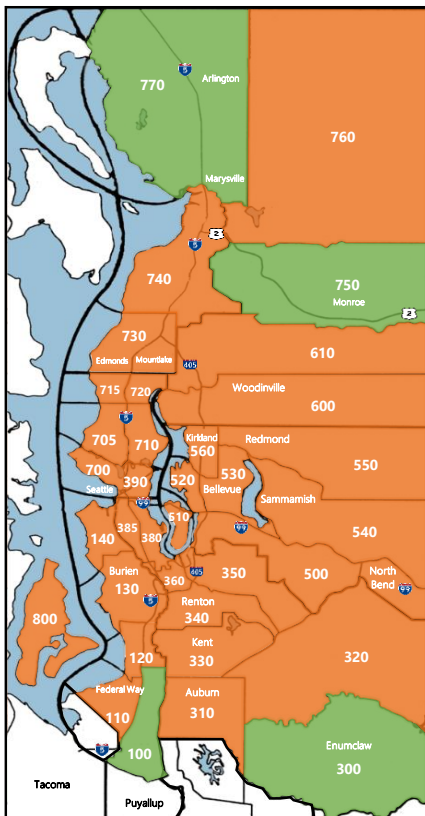
•
**CURRENT
MONTH**

•
KING &
SNOHOMISH
COUNTY

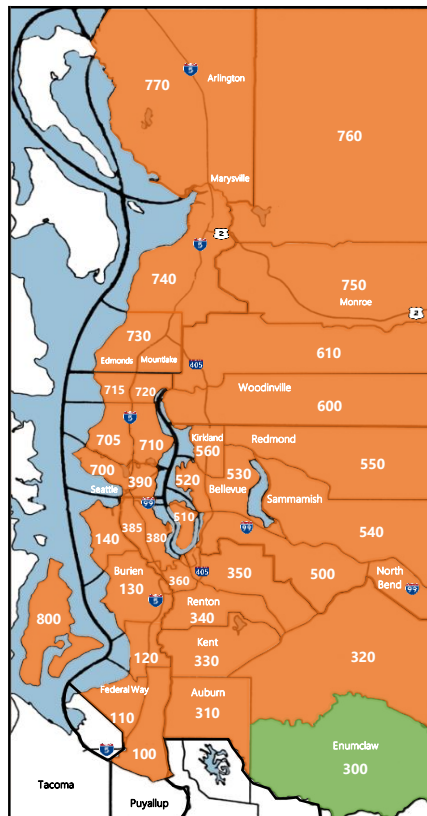
•
**RESIDENTIAL &
CONDOMINIUM**



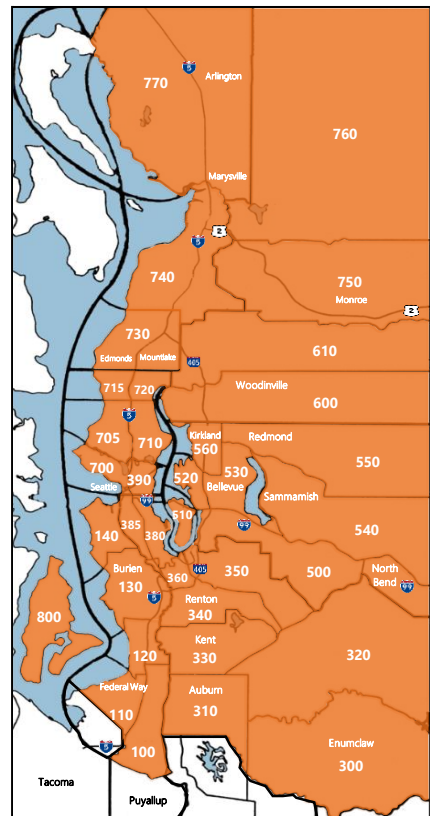
3 YEARS AGO



2 YEARS AGO



1 YEAR AGO



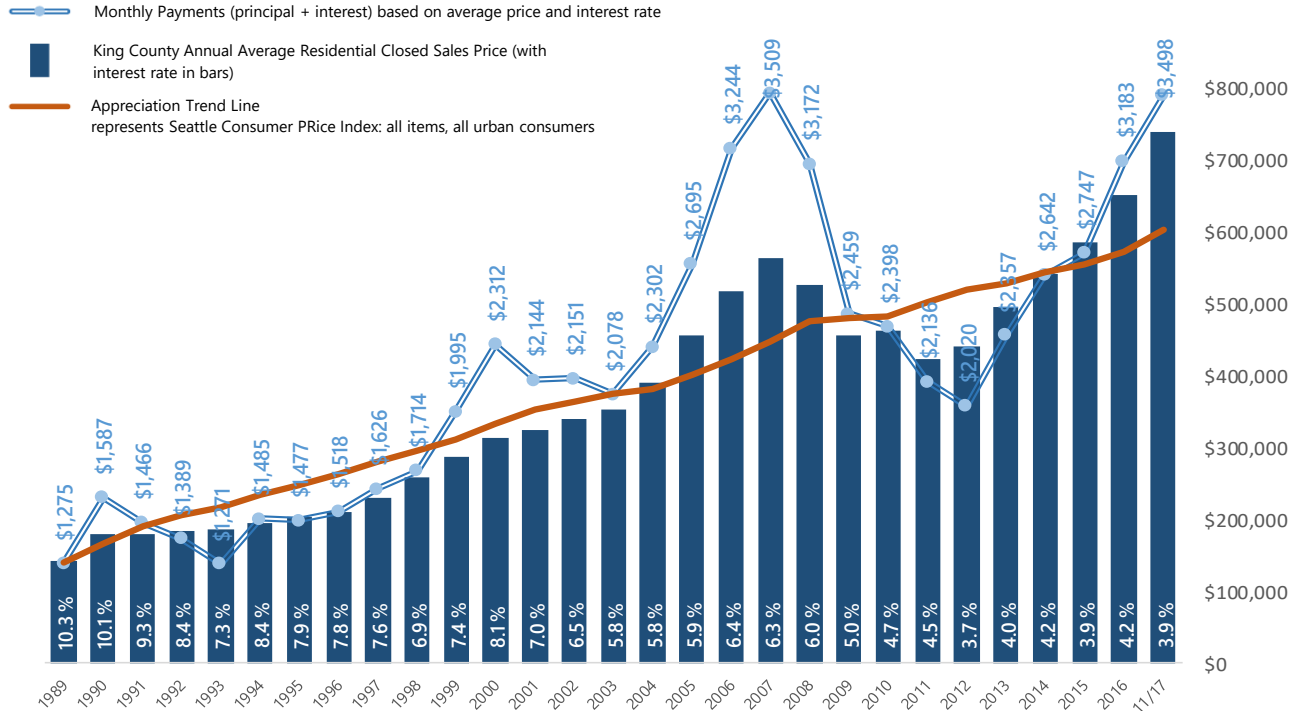
Created by Windermere Real Estate/East Inc. using NWMLS data. Months Supply of Inventory is active inventory on the last day of the month divided by the number of properties that went pending, signed agreement between buyers and sellers, during the month.

MARKET UPDATE

Data Current Through: November, 2017



Monthly Payments Vs. Appreciation Trendline King County (RESIDENTIAL ONLY)



Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
November, 2017	\$745,000	3.92%	\$3,522
November, 2016	\$650,000	3.77%	\$3,018
	\$95,000	0.15%	\$505 Per Month \$6,058 Per Year

Sales Price to List Price based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	102.1%	101.6%	586	65.3%
15 - 30	98.3%	99.4%	115	12.8%
31 - 60	96.1%	98.6%	117	13.0%
61 - 90	94.7%	98.0%	47	5.2%
90+	92.6%	97.3%	32	3.6%
Totals			897	100.0%

MARKET UPDATE

Data Current Through: November, 2017



Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

2017

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	24	34	27	25	25	21	22	28	28	25	21		280
\$250,000 to \$499,999	142	99	171	191	212	220	197	225	212	182	182		2,033
\$500,000 to \$749,999	155	145	192	197	290	299	306	346	298	292	250		2,770
\$750,000 to \$999,999	121	95	174	190	235	318	280	289	223	241	189		2,355
\$1,000,000 to \$1,499,999	97	88	142	154	202	223	217	223	198	177	182		1,903
\$1,500,000 to \$2,499,999	32	26	47	52	83	109	64	87	73	65	52		690
\$2,500,000 and above	10	17	23	20	27	38	34	30	30	31	21		281
Grand Total	581	504	776	829	1,074	1,228	1,120	1,228	1,062	1,013	897		10,312

2016

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	58	45	67	63	53	61	55	52	48	58	52	49	612
\$250,000 to \$499,999	158	142	205	248	252	287	280	282	249	240	223	156	2,566
\$500,000 to \$749,999	159	152	232	303	296	411	368	348	314	327	301	238	3,211
\$750,000 to \$999,999	109	114	146	164	228	243	268	249	185	227	162	161	2,095
\$1,000,000 to \$1,499,999	37	52	78	94	117	160	127	153	139	124	132	125	1,213
\$1,500,000 to \$2,499,999	18	21	51	43	56	65	63	53	55	59	57	46	541
\$2,500,000 and above	12	11	11	14	20	17	25	21	21	22	23	15	197
Grand Total	551	537	790	929	1,022	1,244	1,186	1,158	1,011	1,057	950	790	10,435

YOY % CHANGE

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	-59%	-24%	-60%	-60%	-53%	-66%	-60%	-46%	-42%	-57%	-60%		-54%
\$250,000 to \$499,999	-10%	-30%	-17%	-23%	-16%	-23%	-30%	-20%	-15%	-24%	-18%		-21%
\$500,000 to \$749,999	-3%	-5%	-17%	-35%	-2%	-27%	-17%	-1%	-5%	-11%	-17%		-14%
\$750,000 to \$999,999	11%	-17%	19%	16%	3%	31%	4%	16%	21%	6%	17%		12%
\$1,000,000 to \$1,499,999	162%	69%	82%	64%	73%	39%	71%	46%	42%	43%	38%		57%
\$1,500,000 to \$2,499,999	78%	24%	-8%	21%	48%	68%	2%	64%	33%	10%	-9%		28%
\$2,500,000 and above	-17%	55%	109%	43%	35%	124%	36%	43%	43%	41%	-9%		43%
Grand Total	5%	-6%	-2%	-11%	5%	-1%	-6%	6%	5%	-4%	-6%		-1%

Eastside (All Areas)

Statistics To Know

Residential

	November, 2017	November, 2016	Difference	% Change
Months Supply of Inventory	0.9	1.0	0	-10%
Active Listings at End of Month	562	632	-70	-11%
Pending Sales MTD	612	616	-4	-1%
Pending Sales (Trailing 12 Months)	9,361	9,878	-517	-5%
Closed Sales MTD	687	694	-7	-1%
Closed Sales (Trailing 12 Months)	8,218	8,340	-122	-1%
Closed Sales Price (Median)	\$851,201	\$759,400	\$91,801	12%
30-Year-Fixed-Rate Mortgage Rate	3.9%	3.8%	0.2%	4%
Monthly Payments (P&I)	\$4,025	\$3,526	\$499	14%

Condominium

	November, 2017	November, 2016	Difference	% Change
Months Supply of Inventory	0.5	0.5	0	-4%
Active Listings at End of Month	117	124	-7	-6%
Pending Sales MTD	230	235	-5	-2%
Pending Sales (Trailing 12 Months)	3,223	3,438	-215	-6%
Closed Sales MTD	213	256	-43	-17%
Closed Sales (Trailing 12 Months)	2,862	2,974	-112	-4%
Closed Sales Price (Median)	\$399,000	\$373,750	\$25,250	7%
30-Year-Fixed-Rate Mortgage Rate	3.9%	3.8%	0.2%	4%
Monthly Payments (P&I)	\$1,887	\$1,735	\$151	9%

Residential & Condominium

	November, 2017	November, 2016	Difference	% Change
Months Supply of Inventory	0.8	0.9	0	-9%
Active Listings at End of Month	679	756	-77	-10%
Pending Sales MTD	842	851	-9	-1%
Pending Sales (Trailing 12 Months)	12,584	13,316	-732	-5%
Closed Sales MTD	900	950	-50	-5%
Closed Sales (Trailing 12 Months)	11,080	11,314	-234	-2%
Closed Sales Price (Median)	\$745,000	\$650,000	\$95,000	15%
30-Year-Fixed-Rate Mortgage Rates	3.9%	3.8%	0.2%	4%
Monthly Payments (P&I)	\$3,522	\$3,018	\$505	17%

MARKET UPDATE

Data Current Through: November, 2017



Eastside (All Areas) RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2017	Active Listings (EOM)	538	536	735	746	880	1,044	1,158	1,071	1,155	954	679		-10%	863	AVG	-21%
	# of Pending Transactions	684	755	1,084	1,170	1,376	1,367	1,292	1,302	1,093	1,078	842		-1%	12,043	YTD	-6%
	Months Supply of Inventory	0.8	0.7	0.7	0.6	0.6	0.8	0.9	0.8	1.1	0.9	0.8		-9%	0.8	AVG	-17%
	# of Closed Sales	575	502	772	828	1,072	1,225	1,114	1,222	1,065	1,015	900		-5%	10,290	YTD	-2%
	Median Closed Price	700,000	692,500	736,500	748,944	753,750	802,000	775,000	750,000	740,000	750,000	745,000		15%	751,118	WA	16%
2016	Active Listings (EOM)	742	788	932	1,123	1,130	1,341	1,493	1,371	1,352	1,059	756	530	-18%	1,099	AVG	-21%
	# of Pending Transactions	749	967	1,176	1,251	1,451	1,412	1,267	1,275	1,214	1,137	851	541	-2%	12,750	YTD	-5%
	Months Supply of Inventory	1.0	0.8	0.8	0.9	0.8	0.9	1.2	1.1	1.1	0.9	0.9	1.0	-16%	0.9	AVG	-17%
	# of Closed Sales	551	543	801	937	1,030	1,247	1,183	1,160	1,013	1,051	950	790	26%	10,466	YTD	0%
	Median Closed Price	585,000	630,000	616,100	625,000	665,181	658,000	662,500	667,250	650,000	665,900	650,000	692,750	16%	648,076	WA	12%
2015	Active Listings (EOM)	1,147	1,235	1,268	1,425	1,577	1,629	1,659	1,594	1,472	1,277	921	682	-39%	1,382	AVG	-20%
	# of Pending Transactions	825	1,030	1,351	1,386	1,481	1,471	1,383	1,303	1,208	1,111	869	566	-1%	13,418	YTD	8%
	Months Supply of Inventory	1.4	1.2	0.9	1.0	1.1	1.1	1.2	1.2	1.2	1.1	1.1	1.2	-38%	1.1	AVG	-26%
	# of Closed Sales	550	569	881	970	1,087	1,268	1,230	1,144	1,053	995	753	848	-1%	10,500	YTD	9%
	Median Closed Price	550,000	539,950	542,995	575,000	591,000	592,500	600,000	600,000	580,000	560,000	560,000	595,650	3%	576,532	WA	8%
2014	Active Listings (EOM)	1,194	1,265	1,368	1,474	1,820	1,974	2,189	2,284	2,087	1,893	1,499	1,149	-1%	1,732	AVG	4%
	# of Pending Transactions	867	876	1,186	1,309	1,401	1,315	1,262	1,157	1,123	1,070	879	671	6%	12,445	YTD	-3%
	Months Supply of Inventory	1.4	1.4	1.2	1.1	1.3	1.5	1.7	2.0	1.9	1.8	1.7	1.7	-7%	1.5	AVG	6%
	# of Closed Sales	543	537	730	879	1,020	1,053	1,180	1,057	960	946	762	838	-6%	9,667	YTD	-5%
	Median Closed Price	495,000	482,500	495,000	515,000	535,000	559,900	574,500	548,000	540,500	530,000	544,995	543,169	12%	534,798	WA	8%

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2007 - 2016

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	2,481	2,600	2,738	2,932	3,161	3,245	3,376	3,337	3,260	2,994	2,643	2,195	2,913	AVG
% of 12 Month Avg.	85%	89%	94%	101%	108%	111%	116%	115%	112%	103%	91%	75%		
# of Pending Transactions	733	866	1,085	1,131	1,162	1,147	1,085	1,042	950	933	747	563	11,443	T
% of 12 Month Avg.	77%	91%	114%	119%	122%	120%	114%	109%	100%	98%	78%	59%		
Months Supply of Inventory	3.4	3.0	2.5	2.6	2.7	2.8	3.1	3.2	3.4	3.2	3.5	3.9	3.1	AVG
% of 12 Month Avg.	108%	96%	81%	83%	87%	91%	100%	103%	110%	103%	113%	125%		
# of closed units	496	496	721	778	866	965	949	925	808	790	670	678	9,141	T
% of 12 Month Avg.	65%	65%	95%	102%	114%	127%	125%	121%	106%	104%	88%	89%		

Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

MARKET UPDATE

Data Current Through: November, 2017



Eastside (All Areas) RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	π	YoY % Change
2013	Active Listings (EOM)	1,263	1,259	1,292	1,422	1,661	1,844	2,015	2,147	2,092	1,836	1,521	1,230	-3%	1,668	AVG	-25%
	# of Pending Transactions	944	1,047	1,229	1,319	1,386	1,338	1,328	1,263	1,062	1,091	830	601	-3%	12,837	YTD	5%
	Months Supply of Inventory	1.3	1.2	1.1	1.1	1.2	1.4	1.5	1.7	2.0	1.7	1.8	2.0	0%	1.4	AVG	-29%
	# of Closed Sales	619	605	823	909	1,077	1,069	1,153	1,172	1,007	978	807	822	1%	10,219	YTD	16%
	Median Closed Price	439,000	450,000	479,000	490,000	499,000	516,000	520,500	525,000	497,700	500,000	485,000	488,385	1%	496,101	WA	13%
2012	Active Listings (EOM)	2,514	2,412	2,291	2,329	2,360	2,334	2,322	2,323	2,181	1,821	1,570	1,246	-47%	2,223	AVG	-38%
	# of Pending Transactions	805	1,015	1,304	1,232	1,303	1,194	1,151	1,126	1,060	1,202	855	699	6%	12,247	YTD	21%
	Months Supply of Inventory	3.1	2.4	1.8	1.9	1.8	2.0	2.0	2.1	2.1	1.5	1.8	1.8	-50%	2.0	AVG	-48%
	# of Closed Sales	496	519	715	786	873	948	940	994	844	873	801	801	20%	8,789	YTD	23%
	Median Closed Price	399,000	360,000	406,000	429,190	440,000	452,750	452,500	459,125	453,400	441,982	479,950	455,000	16%	439,229	WA	2%
2011	Active Listings (EOM)	3,372	3,402	3,557	3,694	3,839	3,932	3,921	3,796	3,634	3,340	2,979	2,551	-24%	3,588	AVG	-19%
	# of Pending Transactions	700	838	994	1,002	1,045	995	1,015	959	873	911	804	627	12%	10,136	YTD	13%
	Months Supply of Inventory	4.8	4.1	3.6	3.7	3.7	4.0	3.9	4.0	4.2	3.7	3.7	4.1	-32%	3.9	AVG	-30%
	# of Closed Sales	435	435	623	655	734	808	724	786	703	588	669	604	61%	7,160	YTD	15%
	Median Closed Price	430,000	430,000	435,000	430,000	425,000	444,500	445,000	440,000	438,500	415,000	412,000	407,000	-9%	432,094	WA	-5%
2010	Active Listings (EOM)	3,742	3,944	4,173	4,404	4,565	4,724	4,992	4,899	4,825	4,454	3,926	3,325	-6%	4,423	AVG	-8%
	# of Pending Transactions	723	835	1,106	1,187	751	749	734	738	713	742	718	598	12%	8,996	YTD	9%
	Months Supply of Inventory	5.2	4.7	3.8	3.7	6.1	6.3	6.8	6.6	6.8	6.0	5.5	5.6	-15%	5.6	AVG	-19%
	# of Closed Sales	379	409	669	689	678	805	580	595	496	519	416	612	-33%	6,235	YTD	12%
	Median Closed Price	445,000	437,500	444,000	425,000	445,000	480,000	491,500	467,500	465,500	465,000	452,871	459,745	2%	457,003	WA	1%
2009	Active Listings (EOM)	4,407	4,736	4,927	5,007	5,249	5,144	5,190	4,920	4,780	4,441	4,156	3,460	-15%	4,814	AVG	-8%
	# of Pending Transactions	428	431	569	777	825	942	872	948	908	926	643	573	51%	8,269	YTD	16%
	Months Supply of Inventory	10.3	11.0	8.7	6.4	6.4	5.5	6.0	5.2	5.3	4.8	6.5	6.0	-43%	6.9	AVG	-17%
	# of Closed Sales	238	265	334	361	448	660	683	612	620	742	623	594	95%	5,586	YTD	-9%
	Median Closed Price	447,500	435,000	422,500	429,950	464,975	476,000	458,750	459,002	468,500	433,750	445,000	465,000	-9%	451,908	WA	-11%
2008	Active Listings (EOM)	4,022	4,533	4,914	5,377	5,821	5,581	5,808	5,696	5,531	5,299	4,881	4,235	16%	5,224	AVG	44%
	# of Pending Transactions	495	593	701	734	733	829	730	698	686	473	427	320	-28%	7,099	YTD	-33%
	Months Supply of Inventory	8.1	7.6	7.0	7.3	7.9	6.7	8.0	8.2	8.1	11.2	11.4	13.2	61%	8.3	AVG	100%
	# of Closed Sales	445	431	605	648	637	677	661	640	583	505	320	354	-46%	6,152	YTD	-38%
	Median Closed Price	520,000	479,000	525,000	510,817	505,000	539,000	525,000	519,495	481,950	465,000	489,500	470,000	-1%	507,967	WA	-2%
2007	Active Listings (EOM)	2,402	2,425	2,661	3,065	3,584	3,947	4,171	4,338	4,648	4,519	4,217	3,543	49%	3,634	AVG	40%
	# of Pending Transactions	794	1,027	1,231	1,111	1,247	1,223	1,105	952	655	663	595	430	-28%	10,603	YTD	-13%
	Months Supply of Inventory	3.0	2.4	2.2	2.8	2.9	3.2	3.8	4.6	7.1	6.8	7.1	8.2	108%	4.2	AVG	72%
	# of Closed Sales	703	648	1,029	950	1,072	1,118	1,157	1,087	796	705	598	513	-34%	9,863	YTD	-13%
	Median Closed Price	485,000	499,975	526,000	510,500	529,950	531,000	550,000	524,760	494,975	499,975	494,000	500,000	1%	517,245	WA	7%

Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

AVG = Average, YTD = Year to Date, WA = Weighted Average