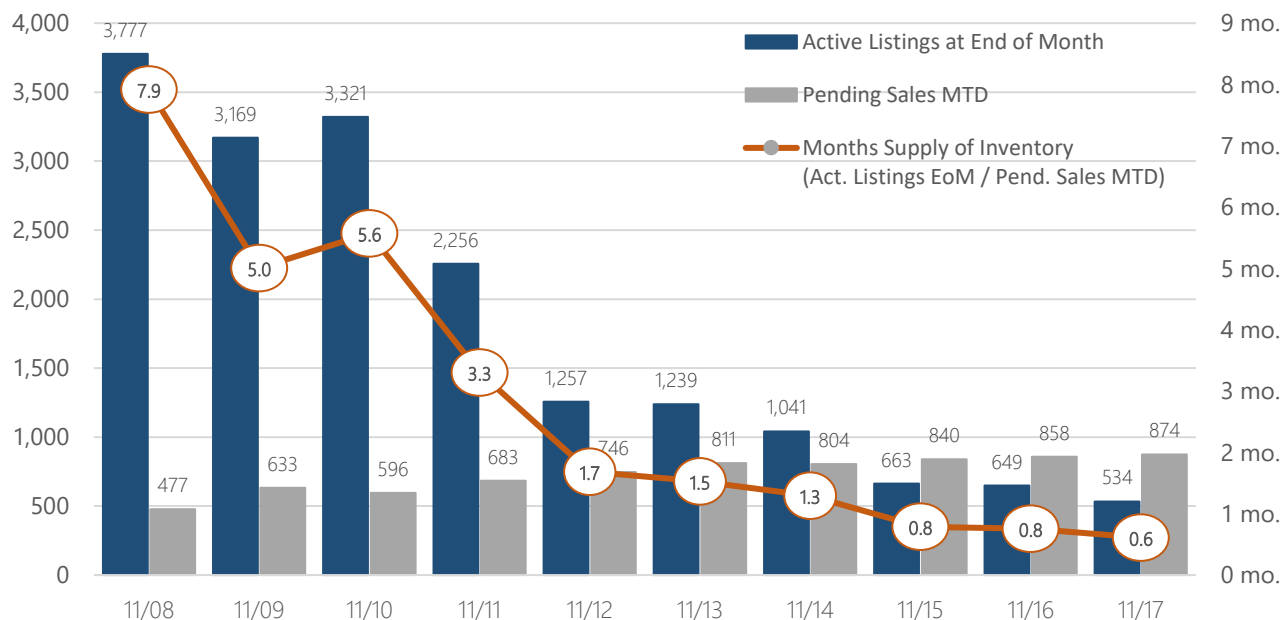


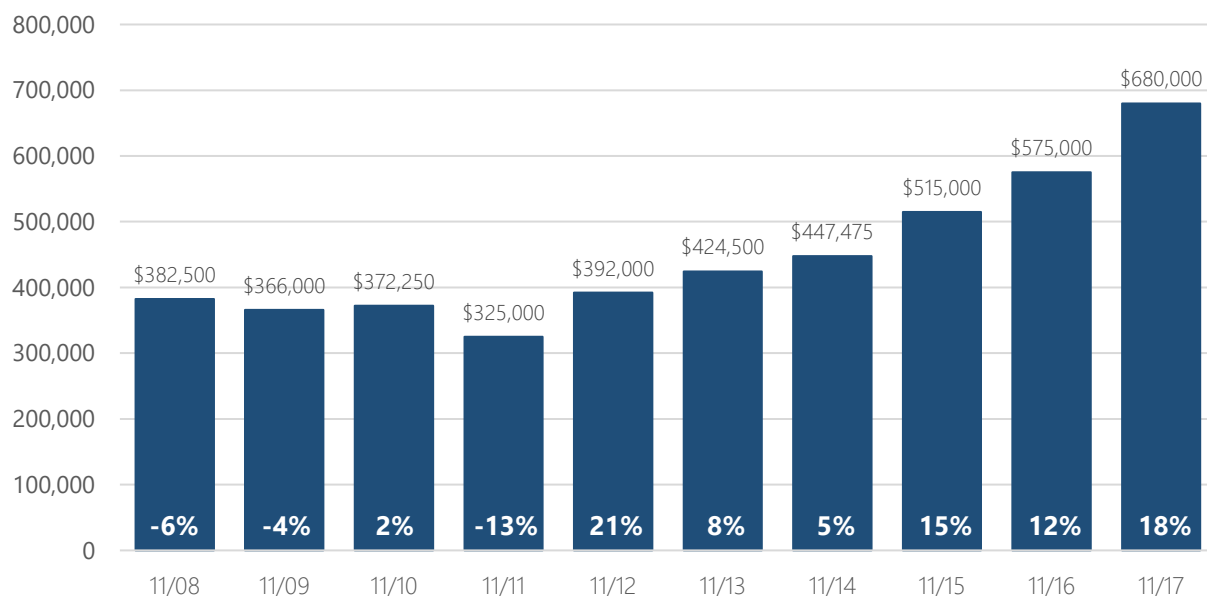
## Seattle (All Areas)

### RESIDENTIAL & CONDOMINIUM

#### Active, Pending, & Months Supply of Inventory



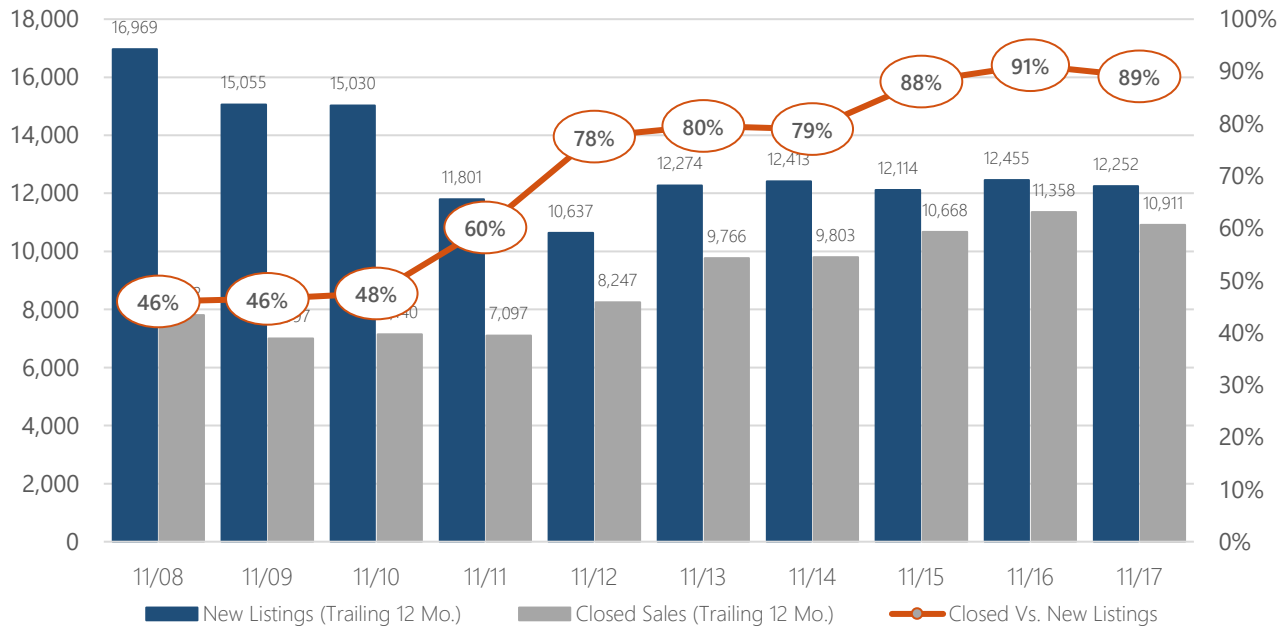
#### Median Closed Sales Price for Current Month Closings



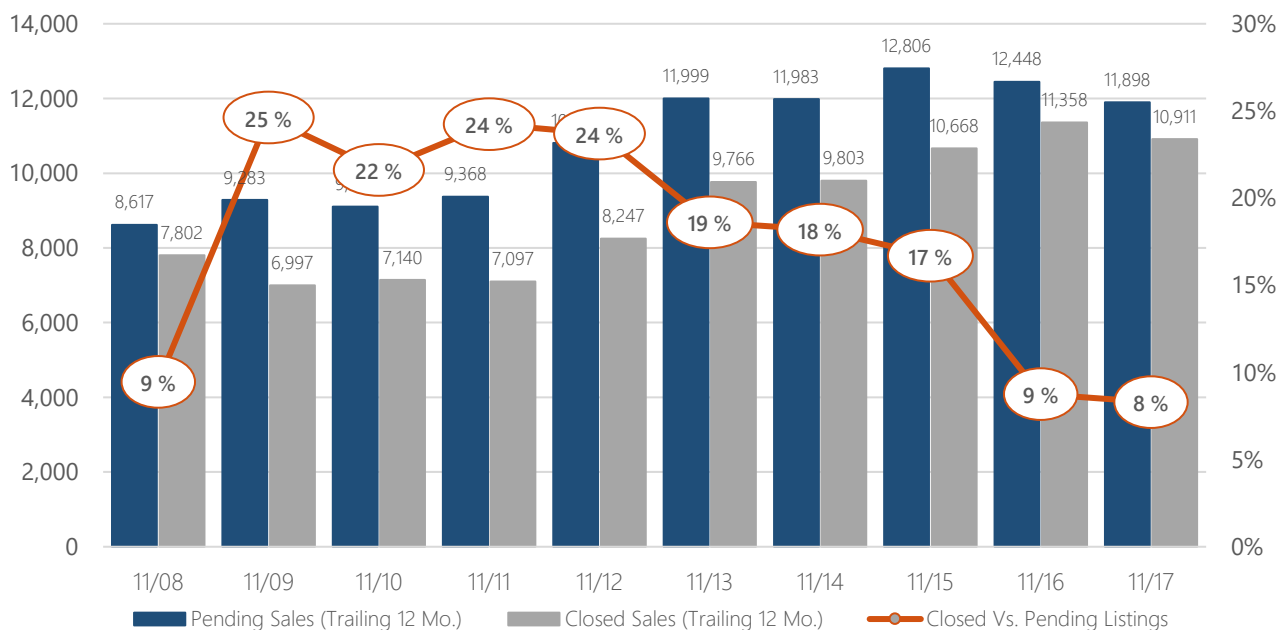
## Seattle (All Areas)

### RESIDENTIAL & CONDOMINIUM

#### What Are The Odds of Selling?



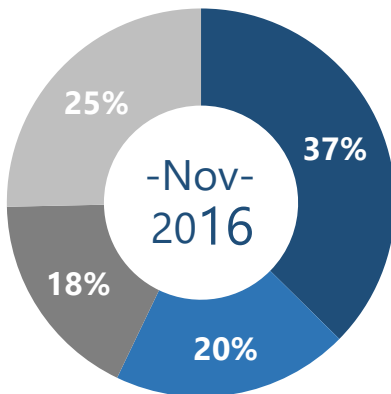
#### Percentage of Pending Sales that do not Close



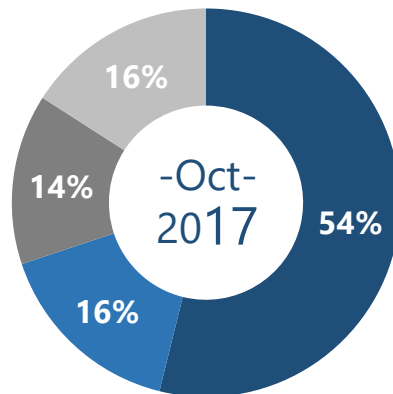
## Seattle (All Areas)

### RESIDENTIAL & CONDOMINIUM

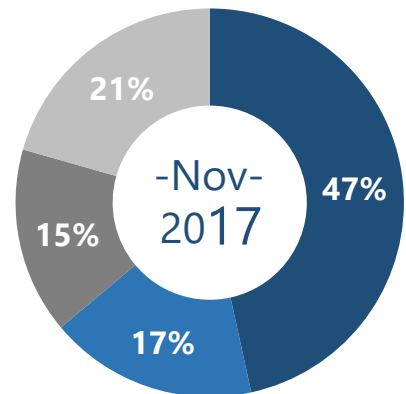
#### PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



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**


8

9

23

59

**NUMBER OF SALES**  
**IN MONTH**


414

154

138

183

**MEDIAN DIFFERENCE**  
**FROM LIST PRICE**


8%

0%

-3%

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			

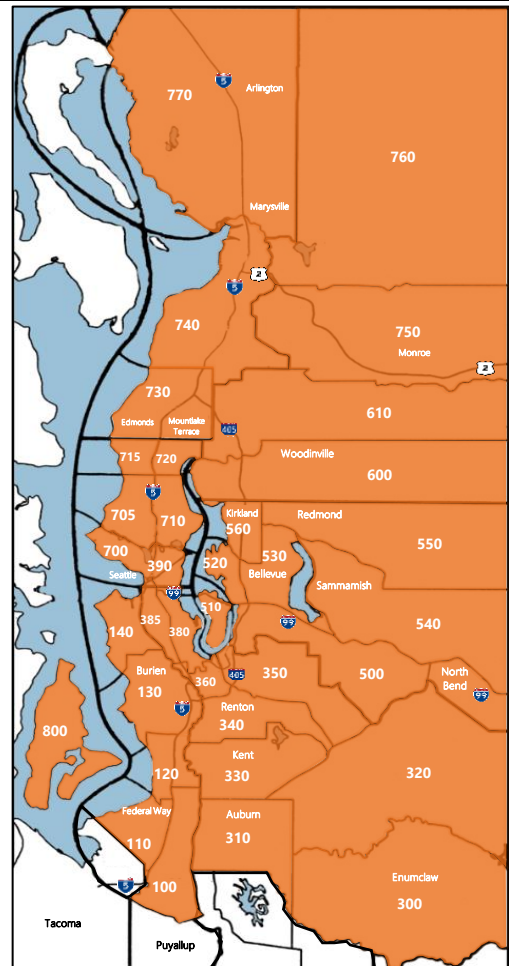
0 - 3    3 - 6    6+  
SELLER'S ADVANTAGE    BALANCED ADVANTAGE    BUYER'S ADVANTAGE

Months  
Supply  
of  
Inventory

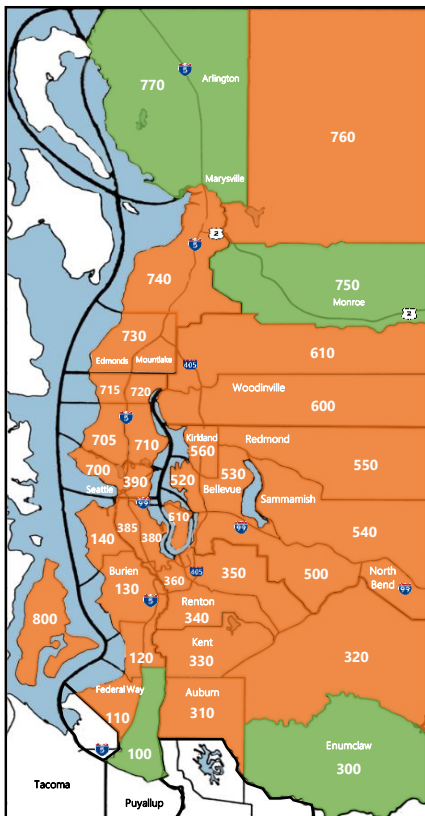
•  
**CURRENT  
MONTH**

•  
KING &  
SNOHOMISH  
COUNTY

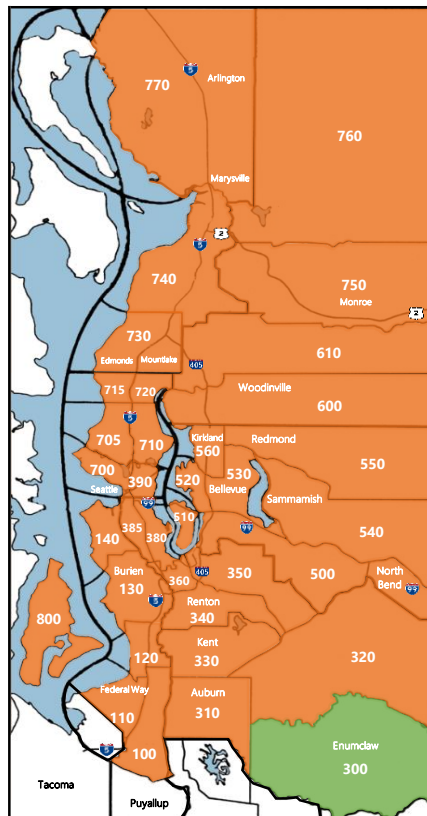
•  
**RESIDENTIAL &  
CONDOMINIUM**



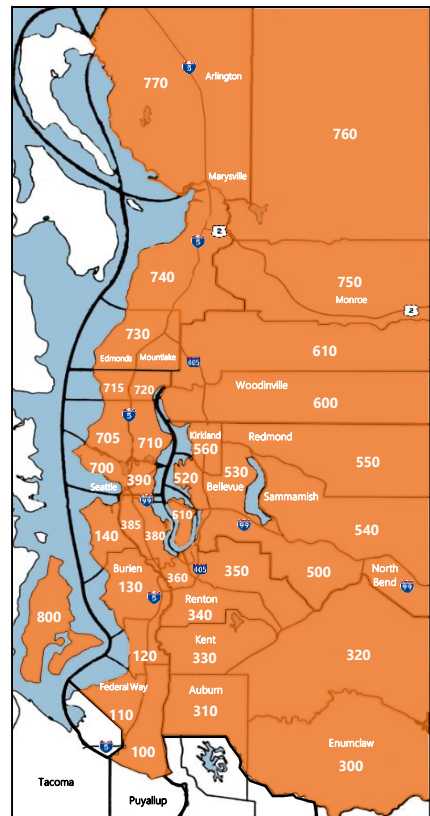
**3 YEARS AGO**



**2 YEARS AGO**



**1 YEAR AGO**



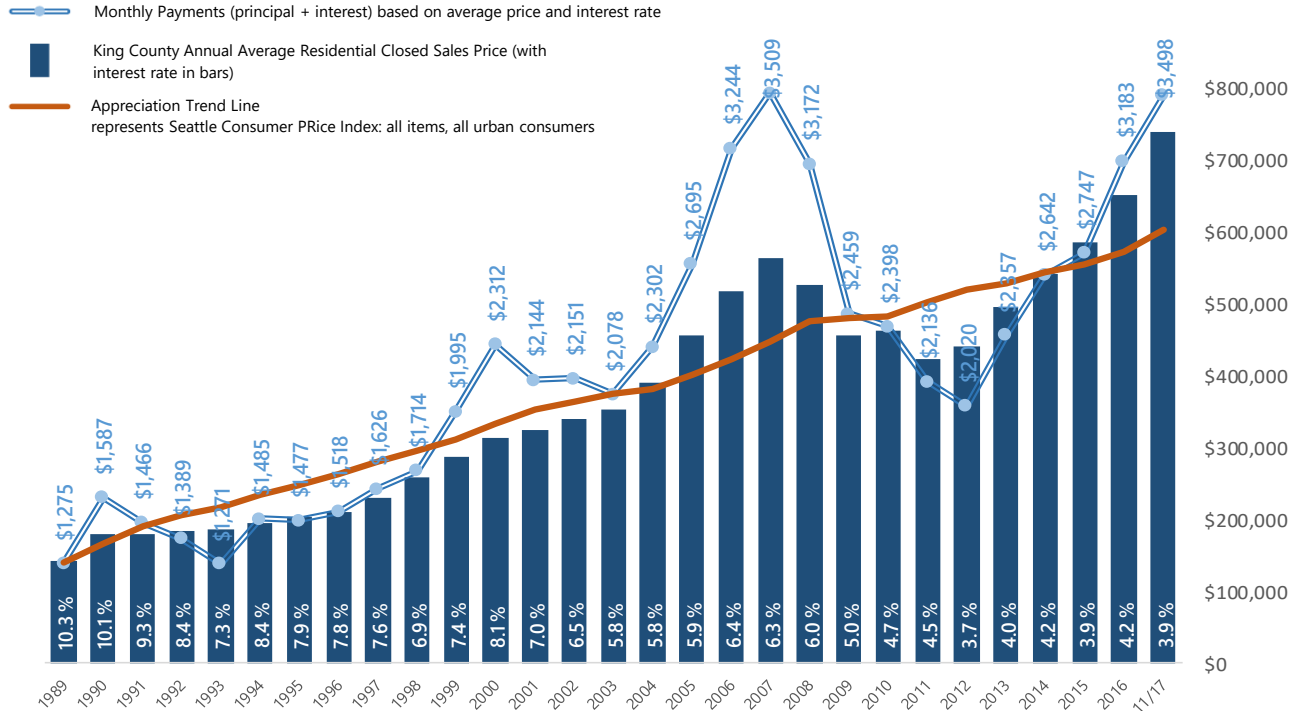
Created by Windermere Real Estate/East Inc. using NWMLS data. Months Supply of Inventory is active inventory on the last day of the month divided by the number of properties that went pending, signed agreement between buyers and sellers, during the month.

## MARKET UPDATE

Data Current Through: November, 2017



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



## Seattle (All Areas)

### RESIDENTIAL & CONDOMINIUM

#### The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
November, 2017	\$680,000	3.92%	\$3,215
November, 2016	\$575,000	3.77%	\$2,669
	<b>\$105,000</b>	<b>0.15%</b>	<b>\$546</b> Per Month <b>\$6,548</b> 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	103.3%	103.2%	623	70.1%
15 - 30	97.5%	99.0%	138	15.5%
31 - 60	95.8%	98.8%	84	9.4%
61 - 90	92.5%	97.3%	20	2.2%
90+	89.3%	98.3%	24	2.7%
Totals			889	100.0%

# MARKET UPDATE

Data Current Through: November, 2017



## Seattle (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	20	17	23	15	23	11	5	8	8	17	11		158
\$250,000 to \$499,999	182	157	211	199	266	240	224	214	215	210	193		2,311
\$500,000 to \$749,999	237	206	323	303	395	416	407	432	384	367	329		3,799
\$750,000 to \$999,999	94	119	199	202	239	287	265	244	220	222	204		2,295
\$1,000,000 to \$1,499,999	36	47	73	79	109	118	119	130	88	123	96		1,018
\$1,500,000 to \$2,499,999	17	19	28	41	39	53	56	46	31	42	48		420
\$2,500,000 and above	5	2	6	8	9	7	8	11	7	5	8		76
<b>Grand Total</b>	<b>591</b>	<b>567</b>	<b>863</b>	<b>847</b>	<b>1,080</b>	<b>1,132</b>	<b>1,084</b>	<b>1,085</b>	<b>953</b>	<b>986</b>	<b>889</b>		<b>10,077</b>

#### 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	39	37	53	57	46	61	35	40	32	40	42	27	482
\$250,000 to \$499,999	182	245	283	342	347	382	316	323	347	340	324	263	3,431
\$500,000 to \$749,999	170	171	261	310	340	455	383	351	403	361	365	345	3,570
\$750,000 to \$999,999	71	98	122	130	168	216	148	177	171	142	136	133	1,579
\$1,000,000 to \$1,499,999	26	39	67	74	81	95	82	94	87	81	67	66	793
\$1,500,000 to \$2,499,999	9	18	17	31	37	40	29	28	35	37	21	20	302
\$2,500,000 and above	2	0	5	5	6	9	8	9	9	8	8	3	69
<b>Grand Total</b>	<b>499</b>	<b>608</b>	<b>808</b>	<b>949</b>	<b>1,025</b>	<b>1,258</b>	<b>1,001</b>	<b>1,022</b>	<b>1,084</b>	<b>1,009</b>	<b>963</b>	<b>857</b>	<b>10,226</b>

#### 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	-49%	-54%	-57%	-74%	-50%	-82%	-86%	-80%	-75%	-57%	-74%		-67%
\$250,000 to \$499,999	0%	-36%	-25%	-42%	-23%	-37%	-29%	-34%	-38%	-38%	-40%		-33%
\$500,000 to \$749,999	39%	20%	24%	-2%	16%	-9%	6%	23%	-5%	2%	-10%		6%
\$750,000 to \$999,999	32%	21%	63%	55%	42%	33%	79%	38%	29%	56%	50%		45%
\$1,000,000 to \$1,499,999	38%	21%	9%	7%	35%	24%	45%	38%	1%	52%	43%		28%
\$1,500,000 to \$2,499,999	89%	6%	65%	32%	5%	32%	93%	64%	-11%	14%	129%		39%
\$2,500,000 and above	150%	N/A	20%	60%	50%	-22%	0%	22%	-22%	-37%	0%		10%
<b>Grand Total</b>	<b>18%</b>	<b>-7%</b>	<b>7%</b>	<b>-11%</b>	<b>5%</b>	<b>-10%</b>	<b>8%</b>	<b>6%</b>	<b>-12%</b>	<b>-2%</b>	<b>-8%</b>		<b>-1%</b>

## Seattle (All Areas)

### Statistics To Know

#### Residential

	November, 2017	November, 2016	Difference	% Change
Months Supply of Inventory	0.6	0.7	0	-18%
Active Listings at End of Month	397	478	-81	-17%
Pending Sales MTD	647	640	7	1%
Pending Sales (Trailing 12 Months)	8,759	8,848	-89	-1%
Closed Sales MTD	655	703	-48	-7%
Closed Sales (Trailing 12 Months)	8,078	7,828	250	3%
Closed Sales Price (Median)	\$741,352	\$615,000	\$126,352	21%
30-Year-Fixed-Rate Mortgage Rate	3.9%	3.8%	0.2%	4%
Monthly Payments (P&I)	\$3,505	\$2,855	\$650	23%

#### Condominium

	November, 2017	November, 2016	Difference	% Change
Months Supply of Inventory	0.6	0.8	0	-23%
Active Listings at End of Month	137	171	-34	-20%
Pending Sales MTD	227	218	9	4%
Pending Sales (Trailing 12 Months)	3,139	3,600	-461	-13%
Closed Sales MTD	234	256	-22	-9%
Closed Sales (Trailing 12 Months)	2,833	3,530	-697	-20%
Closed Sales Price (Median)	\$452,500	\$389,250	\$63,250	16%
30-Year-Fixed-Rate Mortgage Rate	3.9%	3.8%	0.2%	4%
Monthly Payments (P&I)	\$2,139	\$1,807	\$332	18%

#### Residential & Condominium

	November, 2017	November, 2016	Difference	% Change
Months Supply of Inventory	0.6	0.8	0	-19%
Active Listings at End of Month	534	649	-115	-18%
Pending Sales MTD	874	858	16	2%
Pending Sales (Trailing 12 Months)	11,898	12,448	-550	-4%
Closed Sales MTD	889	959	-70	-7%
Closed Sales (Trailing 12 Months)	10,911	11,358	-447	-4%
Closed Sales Price (Median)	\$680,000	\$575,000	\$105,000	18%
30-Year-Fixed-Rate Mortgage Rates	3.9%	3.8%	0.2%	4%
Monthly Payments (P&I)	\$3,215	\$2,669	\$546	20%

# MARKET UPDATE

Data Current Through: November, 2017



## Seattle (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)	486	470	566	606	668	718	796	715	891	810	534		-18%	660	AVG	-21%
	# of Pending Transactions	662	797	1,063	1,057	1,293	1,274	1,056	1,136	1,065	1,037	874		2%	11,314	YTD	-5%
	Months Supply of Inventory	0.7	0.6	0.5	0.6	0.5	0.6	0.8	0.6	0.8	0.8	0.6		-19%	0.6	AVG	-17%
	# of Closed Sales	588	564	862	849	1,076	1,129	1,079	1,083	947	992	889		-7%	10,058	YTD	-5%
	Median Closed Price	595,000	620,000	630,900	660,000	650,000	685,000	699,000	689,000	675,000	667,450	680,000		18%	664,421	WA	15%
2016	Active Listings (EOM)	613	651	712	864	837	852	994	938	1,173	916	649	438	-2%	836	AVG	-2%
	# of Pending Transactions	649	867	1,144	1,149	1,367	1,273	1,140	1,205	1,142	1,134	858	584	2%	11,928	YTD	-2%
	Months Supply of Inventory	0.9	0.8	0.6	0.8	0.6	0.7	0.9	0.8	1.0	0.8	0.8	0.8	-4%	0.8	AVG	-1%
	# of Closed Sales	502	608	813	952	1,027	1,263	1,171	1,169	1,074	1,009	959	853	39%	10,547	YTD	7%
	Median Closed Price	538,500	554,225	552,000	564,300	579,000	585,000	599,000	599,000	580,000	575,000	575,000	600,000	12%	576,747	WA	15%
2015	Active Listings (EOM)	755	797	803	854	898	873	890	915	1,004	933	663	438	-36%	853	AVG	-32%
	# of Pending Transactions	783	855	1,214	1,424	1,336	1,336	1,204	1,102	1,106	1,021	840	520	4%	12,221	YTD	7%
	Months Supply of Inventory	1.0	0.9	0.7	0.6	0.7	0.7	0.7	0.8	0.9	0.9	0.8	0.8	-39%	0.8	AVG	-35%
	# of Closed Sales	510	539	775	958	1,099	1,181	1,189	1,011	968	959	691	811	-7%	9,880	YTD	9%
	Median Closed Price	464,000	442,500	489,950	494,000	499,999	516,000	517,500	536,000	507,500	493,000	515,000	550,000	15%	502,441	WA	13%
2014	Active Listings (EOM)	1,026	1,036	1,044	1,169	1,382	1,429	1,492	1,363	1,478	1,312	1,041	749	-16%	1,252	AVG	-8%
	# of Pending Transactions	764	859	1,079	1,127	1,214	1,221	1,131	1,093	1,071	1,071	804	585	-1%	11,434	YTD	0%
	Months Supply of Inventory	1.3	1.2	1.0	1.0	1.1	1.2	1.3	1.2	1.4	1.2	1.3	1.3	-15%	1.2	AVG	-7%
	# of Closed Sales	510	525	783	829	961	1,008	1,006	914	877	940	742	788	2%	9,095	YTD	-1%
	Median Closed Price	423,500	427,000	416,000	426,000	449,250	450,000	470,000	435,000	452,000	458,725	447,475	459,500	5%	443,586	WA	7%

## 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)	1,962	2,078	2,179	2,340	2,453	2,488	2,542	2,491	2,607	2,451	2,115	1,659	2,280	AVG
% of 12 Month Avg.	86%	91%	96%	103%	108%	109%	111%	109%	114%	107%	93%	73%		
# of Pending Transactions	670	814	1,034	1,094	1,097	1,076	981	953	917	907	719	531	10,792	T
% of 12 Month Avg.	74%	90%	115%	122%	122%	120%	109%	106%	102%	101%	80%	59%		
Months Supply of Inventory	2.9	2.6	2.1	2.1	2.2	2.3	2.6	2.6	2.8	2.7	2.9	3.1	2.6	AVG
% of 12 Month Avg.	113%	99%	81%	83%	86%	89%	100%	101%	110%	104%	114%	121%		
# of closed units	486	500	723	785	900	962	912	854	779	788	668	660	9,015	T
% of 12 Month Avg.	65%	67%	96%	104%	120%	128%	121%	114%	104%	105%	89%	88%		

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



## Seattle (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)	978	1,040	1,069	1,146	1,389	1,511	1,581	1,671	1,709	1,567	1,239	960	-1%	1,355	AVG	-19%
	# of Pending Transactions	748	877	1,111	1,134	1,190	1,208	1,197	1,070	1,062	1,066	811	549	9%	11,474	YTD	12%
	Months Supply of Inventory	1.3	1.2	1.0	1.0	1.2	1.3	1.3	1.6	1.6	1.5	1.5	1.7	-9%	1.3	AVG	-29%
	# of Closed Sales	521	512	726	836	1,015	967	1,054	1,032	856	917	724	708	0%	9,160	YTD	19%
	Median Closed Price	356,000	377,500	409,850	409,250	415,000	420,000	430,000	425,000	419,925	429,900	424,500	420,000	8%	414,698	WA	10%
2012	Active Listings (EOM)	1,832	1,730	1,709	1,722	1,733	1,773	1,718	1,664	1,781	1,510	1,257	966	-44%	1,675	AVG	-40%
	# of Pending Transactions	641	891	1,071	1,069	1,097	996	927	922	888	982	746	525	9%	10,230	YTD	15%
	Months Supply of Inventory	2.9	1.9	1.6	1.6	1.6	1.8	1.9	1.8	2.0	1.5	1.7	1.8	-49%	1.8	AVG	-47%
	# of Closed Sales	433	444	617	706	836	891	794	780	705	758	723	606	34%	7,687	YTD	18%
	Median Closed Price	318,000	329,250	359,500	392,750	393,000	392,000	382,750	380,000	370,000	375,000	392,000	395,000	21%	375,909	WA	6%
2011	Active Listings (EOM)	2,711	2,799	2,775	2,954	2,927	2,999	2,931	2,801	2,788	2,561	2,256	1,826	-32%	2,773	AVG	-27%
	# of Pending Transactions	635	731	928	884	944	880	813	849	748	776	683	579	15%	8,871	YTD	4%
	Months Supply of Inventory	4.3	3.8	3.0	3.3	3.1	3.4	3.6	3.3	3.7	3.3	3.3	3.2	-41%	3.5	AVG	-32%
	# of Closed Sales	394	403	630	625	673	765	640	684	593	571	540	560	13%	6,518	YTD	0%
	Median Closed Price	363,500	347,500	357,500	361,000	365,000	353,500	365,000	350,050	362,000	343,000	325,000	339,000	-13%	354,286	WA	-7%
2010	Active Listings (EOM)	2,973	3,297	3,659	3,960	3,999	4,076	4,227	4,171	4,068	3,788	3,321	2,611	5%	3,776	AVG	5%
	# of Pending Transactions	657	817	1,109	1,257	703	714	652	661	681	706	596	497	-6%	8,553	YTD	-4%
	Months Supply of Inventory	4.5	4.0	3.3	3.2	5.7	5.7	6.5	6.3	6.0	5.4	5.6	5.3	11%	5.1	AVG	9%
	# of Closed Sales	459	429	704	705	808	771	642	533	477	527	476	579	-32%	6,531	YTD	-1%
	Median Closed Price	390,000	371,500	361,500	385,000	385,000	371,000	411,250	384,985	387,500	385,000	372,250	365,000	2%	382,111	WA	3%
2009	Active Listings (EOM)	3,220	3,555	3,641	3,670	3,716	3,667	3,788	3,697	3,685	3,599	3,169	2,553	-16%	3,582	AVG	-13%
	# of Pending Transactions	485	517	700	900	971	989	869	904	978	951	633	556	33%	8,897	YTD	10%
	Months Supply of Inventory	6.6	6.9	5.2	4.1	3.8	3.7	4.4	4.1	3.8	3.8	5.0	4.6	-37%	4.7	AVG	-18%
	# of Closed Sales	342	320	435	462	606	787	777	689	710	777	705	609	72%	6,610	YTD	-7%
	Median Closed Price	380,000	359,475	350,000	369,975	375,000	385,000	364,900	375,000	376,000	378,500	366,000	375,000	-4%	372,073	WA	-9%
2008	Active Listings (EOM)	3,426	3,650	3,935	4,321	4,588	4,388	4,366	4,228	4,290	4,128	3,777	3,082	0%	4,100	AVG	30%
	# of Pending Transactions	584	755	824	809	836	889	792	765	779	578	477	386	-36%	8,088	YTD	-26%
	Months Supply of Inventory	5.9	4.8	4.8	5.3	5.5	4.9	5.5	5.5	5.5	7.1	7.9	8.0	56%	5.7	AVG	68%
	# of Closed Sales	480	565	733	712	767	791	735	673	653	589	409	387	-42%	7,107	YTD	-32%
	Median Closed Price	403,475	414,250	425,000	415,000	425,000	425,000	412,500	399,000	400,000	375,000	382,500	420,000	-6%	409,048	WA	-2%
2007	Active Listings (EOM)	2,086	2,223	2,442	2,737	3,061	3,314	3,428	3,465	4,091	4,197	3,776	2,963	53%	3,165	AVG	50%
	# of Pending Transactions	754	967	1,160	1,186	1,308	1,253	1,087	958	716	786	743	529	-15%	10,918	YTD	-6%
	Months Supply of Inventory	2.8	2.3	2.1	2.3	2.3	2.6	3.2	3.6	5.7	5.3	5.1	5.6	80%	3.4	AVG	66%
	# of Closed Sales	704	654	1,010	1,060	1,209	1,191	1,112	1,059	878	830	710	695	-18%	10,417	YTD	1%
	Median Closed Price	379,990	405,000	418,000	429,995	425,000	431,000	427,453	439,000	399,950	396,250	405,000	416,950	-5%	417,138	WA	2%

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**