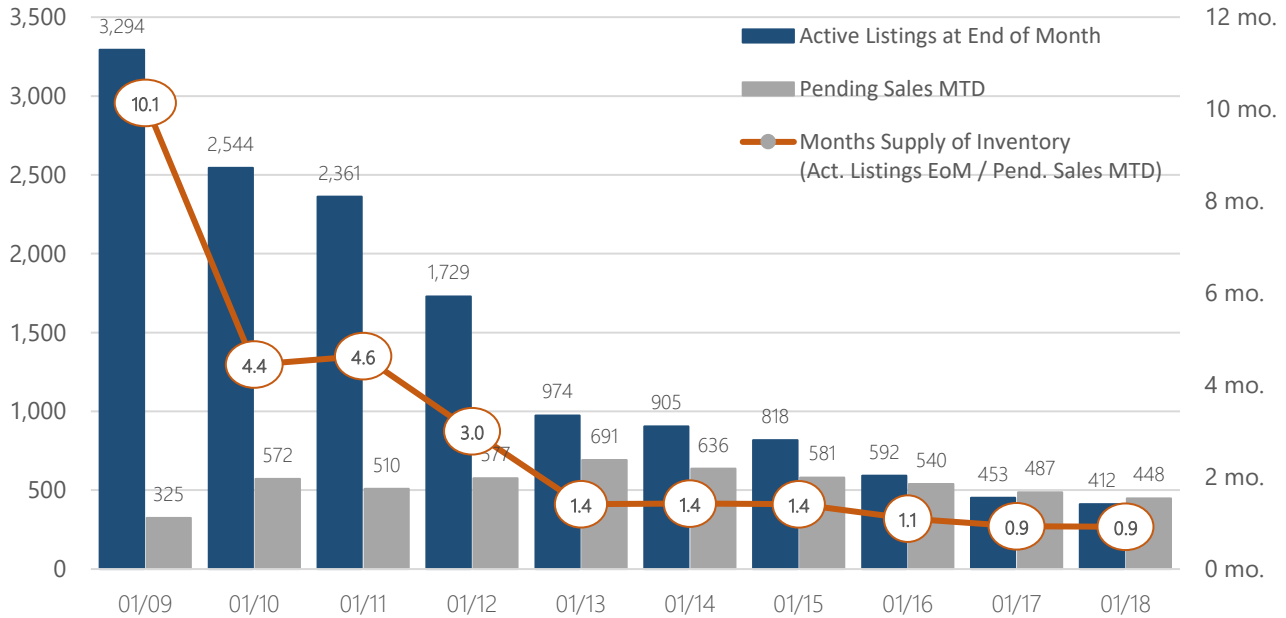
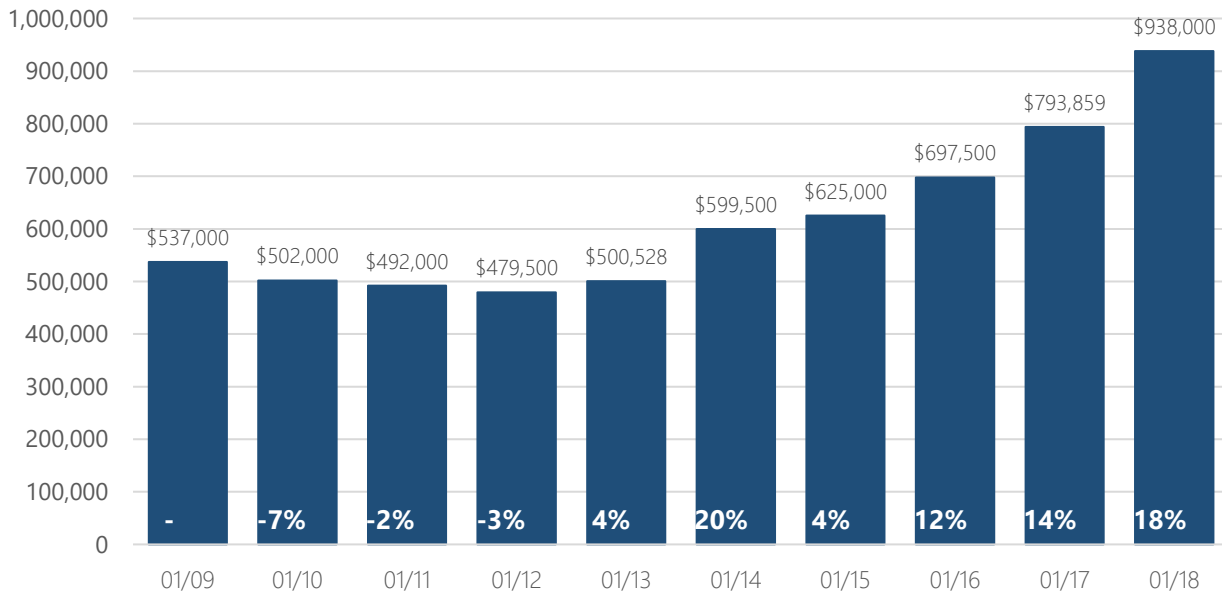


Eastside (All Areas)
RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory

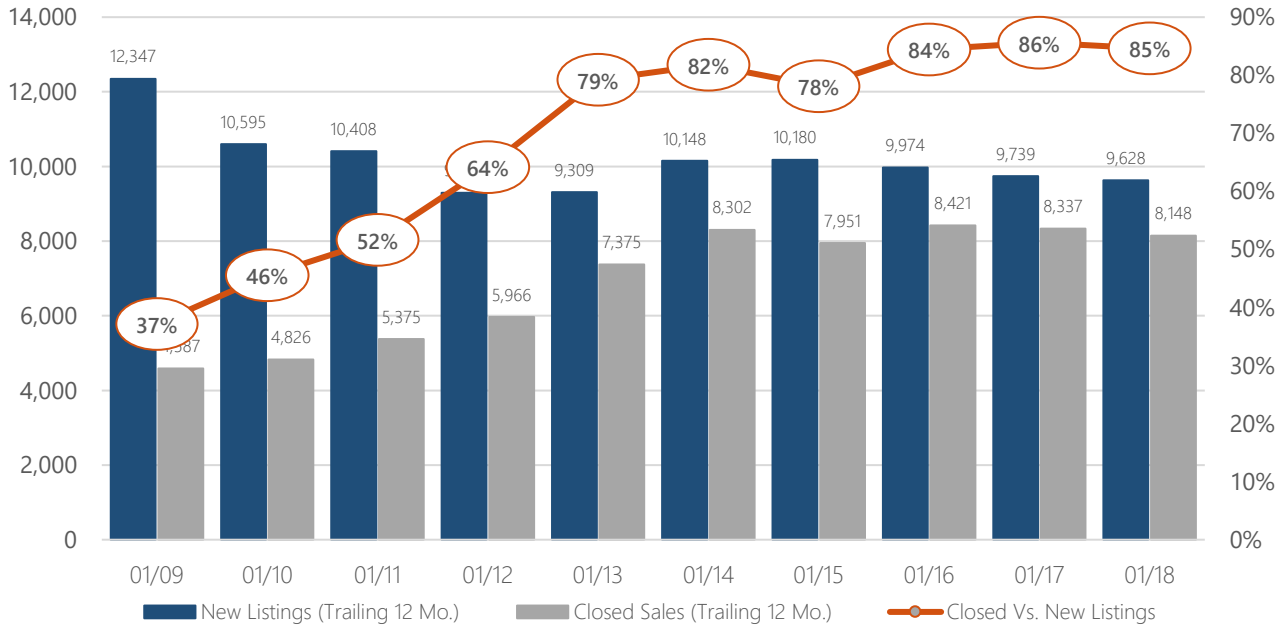


Median Closed Sales Price for Current Month Closings

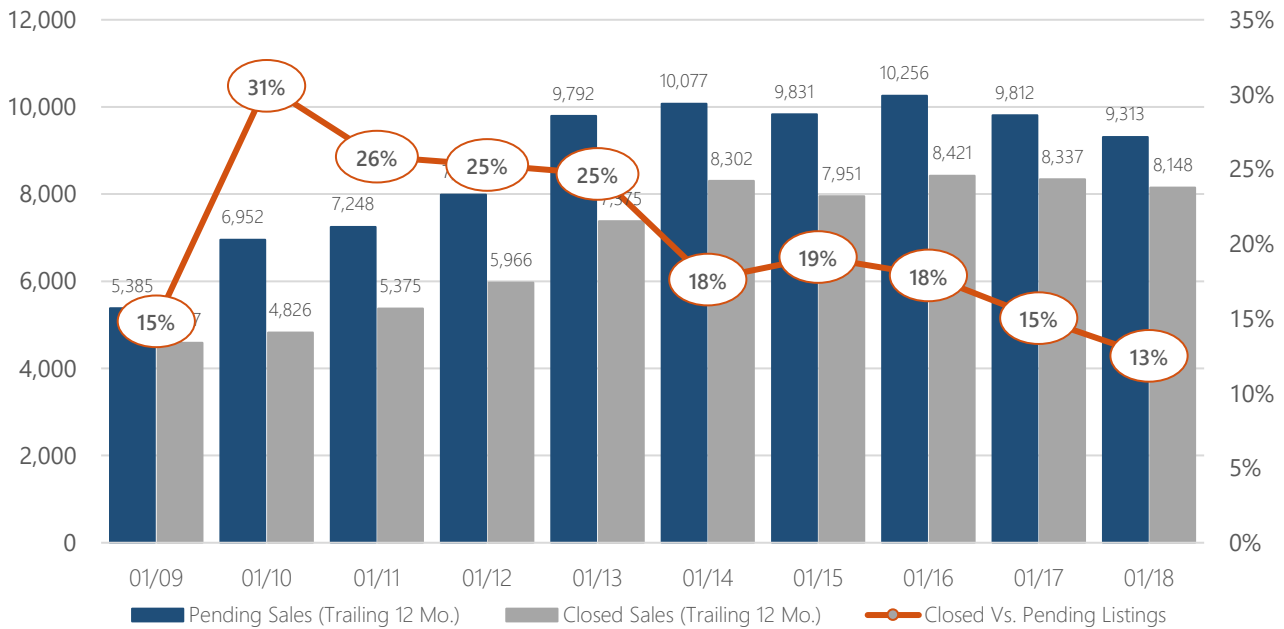


Eastside (All Areas)
RESIDENTIAL ONLY

What Are The Odds of Selling?



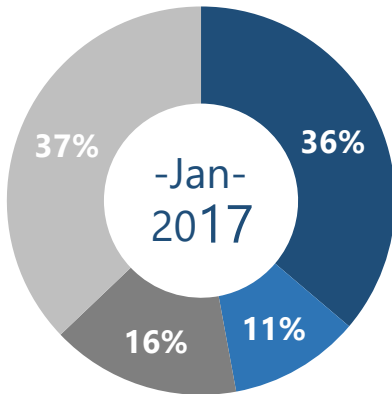
Percentage of Pending Sales that do not Close



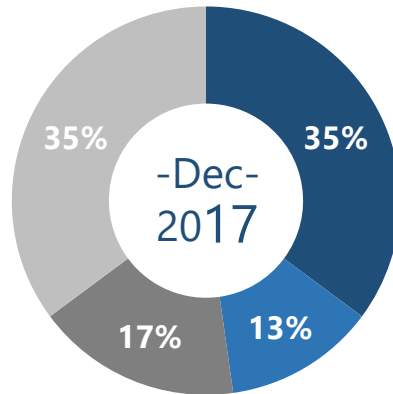
Eastside (All Areas)

RESIDENTIAL ONLY

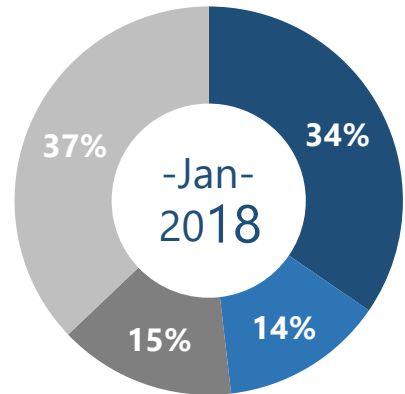
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD
ABOVE
LIST
PRICE



SOLD
AT
LIST
PRICE



SOLD
BELOW
LIST
PRICE



PRICE
CHANGE
BEFORE
SALE

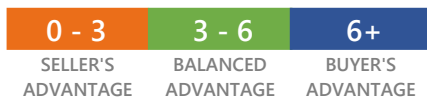
JANUARY 2018

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	8	22	32	89
NUMBER OF SALES IN MONTH	122	48	52	131
MEDIAN DIFFERENCE FROM LIST PRICE	5%	0%	-3%	N/A

MARKET UPDATE

Data Current Through: January, 2018

Area	Months Inventory		Area	Months Inventory	
	2017	2018		2017	2018
100	0.8	0.5	530	0.4	0.6
110	1.1	0.7	540	1.0	0.8
120	1.0	0.5	550	0.8	0.7
130	0.7	0.7	560	0.6	0.8
140	0.8	0.5	600	0.8	0.8
300	1.4	0.8	610	0.6	0.6
310	0.7	0.5	700	1.1	0.9
320	0.9	0.6	705	0.5	0.5
330	0.9	0.6	710	0.6	0.8
340	0.6	0.5	715	1.2	1.0
350	0.5	0.7	720	0.9	0.4
360	0.6	0.5	730	0.8	0.5
380	0.7	0.9	740	0.7	0.5
385	1.0	0.5	750	0.9	0.9
390	0.7	0.9	760	1.0	0.9
500	0.8	0.7	770	0.9	0.6
510	3.0	2.3	800	2.3	3.2
520	2.1	2.3			

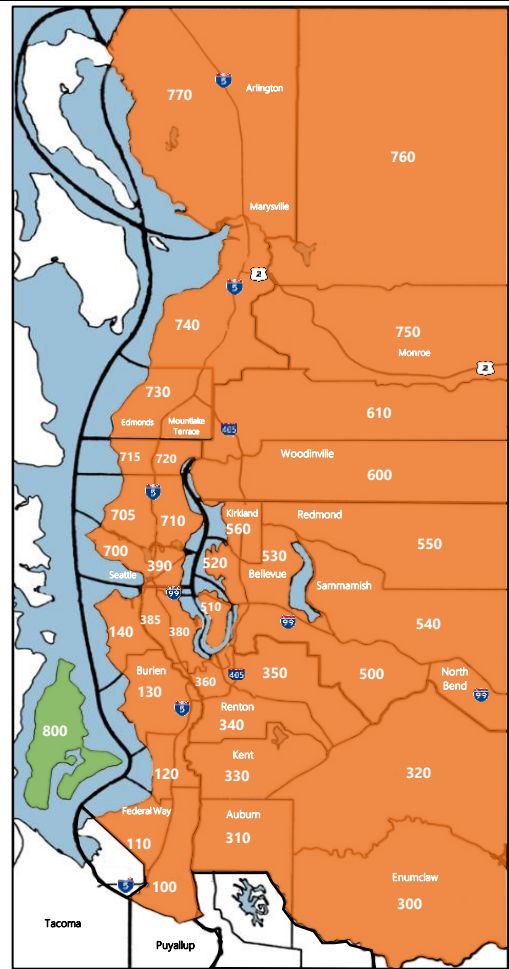


Months Supply of Inventory

CURRENT MONTH

KING & SNOHOMISH COUNTY

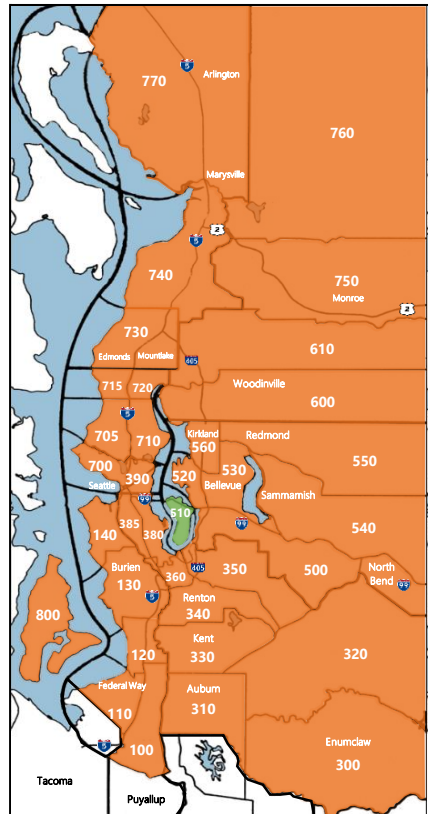
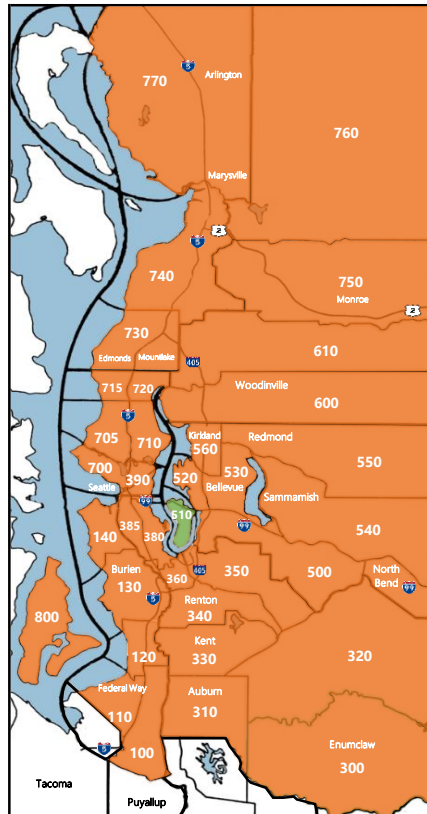
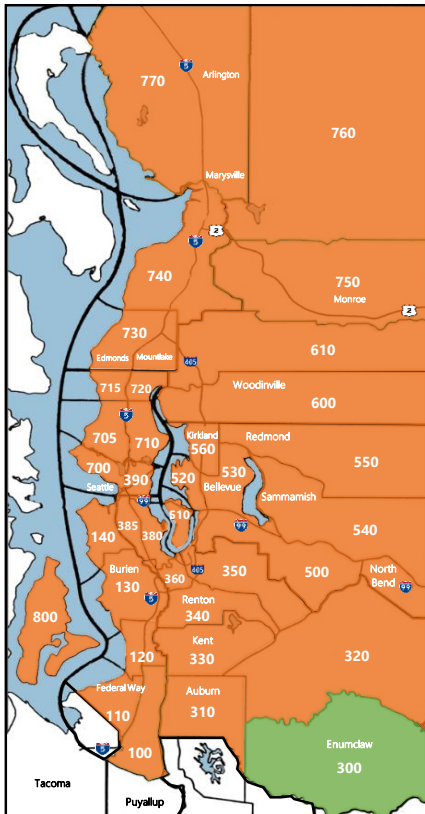
RESIDENTIAL ONLY



3 YEARS AGO

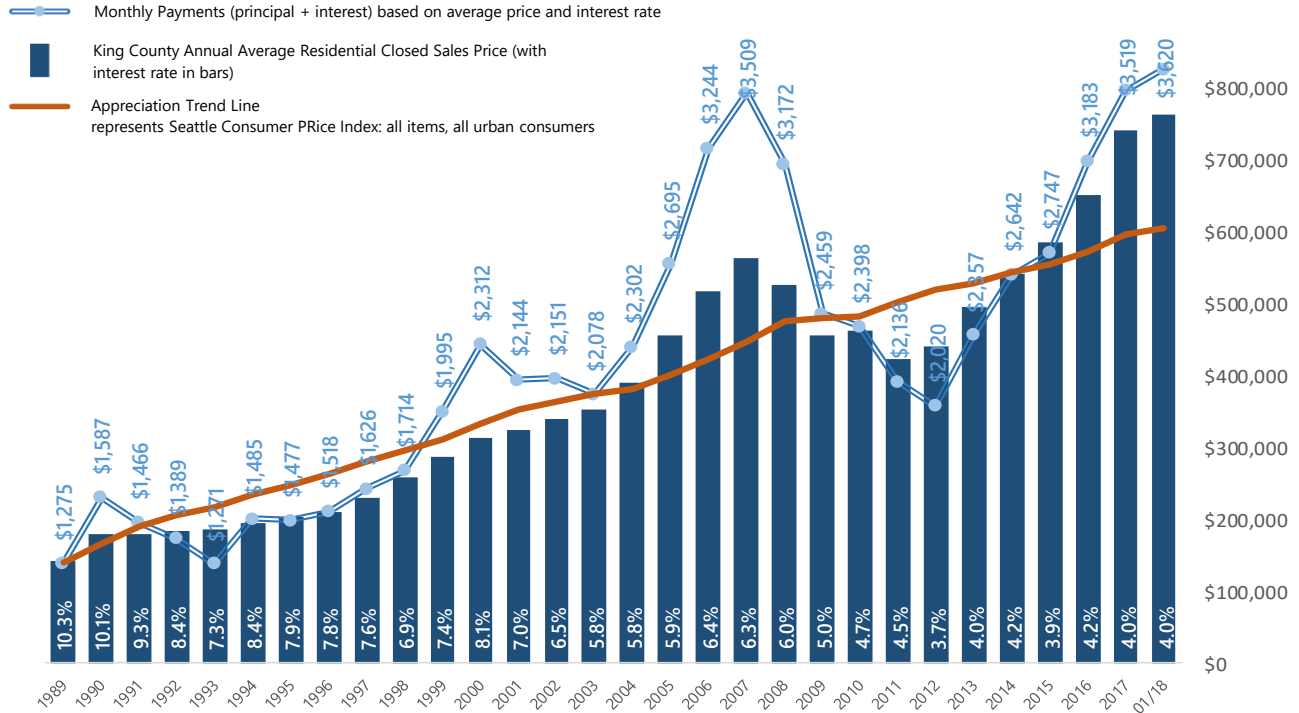
2 YEARS AGO

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.

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



Eastside (All Areas)

RESIDENTIAL ONLY

The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
January, 2018	\$938,000	3.95%	\$4,451
January, 2017	\$793,859	4.15%	\$3,859
	\$144,141	-0.20%	\$592 Per Month \$7,106 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	103.1%	101.5%	208	58.9%
15 - 30	98.5%	99.1%	37	10.5%
31 - 60	97.2%	98.3%	41	11.6%
61 - 90	94.9%	97.6%	29	8.2%
90+	91.7%	97.4%	38	10.8%
Totals			353	100.0%

Eastside (All Areas)

RESIDENTIAL ONLY

2018

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	0												0
\$250,000 to \$499,999	20												20
\$500,000 to \$749,999	86												86
\$750,000 to \$999,999	92												92
\$1,000,000 to \$1,499,999	98												98
\$1,500,000 to \$2,499,999	38												38
\$2,500,000 and above	19												19
Grand Total	353												353

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	2	2	4	4	3	1	2	6	1	1	6	4	2
\$250,000 to \$499,999	54	27	38	40	42	51	36	54	61	45	49	24	54
\$500,000 to \$749,999	131	111	145	145	210	239	247	263	231	233	205	155	131
\$750,000 to \$999,999	115	89	169	178	224	298	267	272	182	225	176	151	115
\$1,000,000 to \$1,499,999	88	78	133	146	192	214	214	215	189	168	179	172	88
\$1,500,000 to \$2,499,999	31	24	45	51	80	106	61	83	69	58	49	66	31
\$2,500,000 and above	10	15	22	20	27	35	34	30	30	31	21	31	10
Grand Total	431	346	556	584	778	944	861	923	763	761	685	603	431

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	-100%												-100%
\$250,000 to \$499,999	-63%												-63%
\$500,000 to \$749,999	-34%												-34%
\$750,000 to \$999,999	-20%												-20%
\$1,000,000 to \$1,499,999	11%												11%
\$1,500,000 to \$2,499,999	23%												23%
\$2,500,000 and above	90%												90%
Grand Total	-18%												-18%

Eastside (All Areas)

Statistics To Know

Residential

	January, 2018	January, 2017	Difference	% Change
Months Supply of Inventory	0.9	0.9	0.0	-1%
Active Listings at End of Month	412	453	-41	-9%
Pending Sales MTD	448	487	-39	-8%
Pending Sales (Trailing 12 Months)	9,313	9,812	-499	-5%
Closed Sales MTD	353	425	-72	-17%
Closed Sales (Trailing 12 Months)	8,148	8,337	-189	-2%
Closed Sales Price (Median)	\$938,000	\$793,859	\$144,141	18%
30-Year-Fixed-Rate Mortgage Rate	4.0%	4.2%	-0.2%	-5%
Monthly Payments (P&I)	\$4,451	\$3,859	\$592	15%

Condominium

	January, 2018	January, 2017	Difference	% Change
Months Supply of Inventory	0.4	0.4	0.0	-10%
Active Listings at End of Month	73	85	-12	-14%
Pending Sales MTD	188	197	-9	-5%
Pending Sales (Trailing 12 Months)	3,220	3,414	-194	-6%
Closed Sales MTD	167	150	17	11%
Closed Sales (Trailing 12 Months)	2,915	2,943	-28	-1%
Closed Sales Price (Median)	\$480,000	\$362,500	\$117,500	32%
30-Year-Fixed-Rate Mortgage Rate	4.0%	4.2%	-0.2%	-5%
Monthly Payments (P&I)	\$2,278	\$1,762	\$516	29%

Residential & Condominium

	January, 2018	January, 2017	Difference	% Change
Months Supply of Inventory	0.8	0.8	0.0	-3%
Active Listings at End of Month	485	538	-53	-10%
Pending Sales MTD	636	684	-48	-7%
Pending Sales (Trailing 12 Months)	12,533	13,226	-693	-5%
Closed Sales MTD	520	575	-55	-10%
Closed Sales (Trailing 12 Months)	11,063	11,280	-217	-2%
Closed Sales Price (Median)	\$786,425	\$700,000	\$86,425	12%
30-Year-Fixed-Rate Mortgage Rates	4.0%	4.2%	-0.2%	-5%
Monthly Payments (P&I)	\$3,732	\$3,403	\$329	10%

Eastside (All Areas)

RESIDENTIAL ONLY

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	Π	YTD % Change
2018																
Active Listings (EOM)	412												-9%	412	AVG	-9%
# of Pending Transactions	448												-8%	448	YTD	-8%
Months Supply of Inventory	0.9												-1%	0.9	AVG	-1%
# of Closed Sales	353												-17%	353	YTD	-17%
Median Closed Price	938,000												18%	938,000	WA	18%
2017																
Active Listings (EOM)	453	438	585	623	760	893	950	899	962	797	562	359	-23%	453	AVG	-23%
# of Pending Transactions	487	565	790	872	1,054	1,045	959	956	832	790	612	390	-10%	487	YTD	-10%
Months Supply of Inventory	0.9	0.8	0.7	0.7	0.7	0.9	1.0	0.9	1.2	1.0	0.9	0.9	-15%	0.9	AVG	-15%
# of Closed Sales	425	345	553	585	777	942	855	919	766	764	687	602	8%	425	YTD	8%
Median Closed Price	793,859	832,000	870,000	880,000	875,000	885,000	860,000	853,000	855,000	845,000	851,201	938,240	14%	793,859	WA	14%
2016																
Active Listings (EOM)	592	624	740	911	925	1,110	1,207	1,101	1,093	867	632	436	-28%	592	AVG	-28%
# of Pending Transactions	540	702	859	934	1,108	1,044	967	947	894	855	616	399	-7%	540	YTD	-7%
Months Supply of Inventory	1.1	0.9	0.9	1.0	0.8	1.1	1.2	1.2	1.2	1.0	1.0	1.1	-22%	1.1	AVG	-22%
# of Closed Sales	392	388	565	655	759	938	909	877	770	757	694	600	-6%	392	YTD	-6%
Median Closed Price	697,500	739,975	739,440	730,000	760,000	746,500	750,400	769,000	750,000	768,000	759,400	803,500	12%	697,500	WA	12%
2015																
Active Listings (EOM)	818	891	925	1,066	1,214	1,247	1,284	1,237	1,153	1,013	719	543	-10%	818	AVG	-10%
# of Pending Transactions	581	740	1,008	1,046	1,116	1,101	1,031	954	850	818	640	412	-9%	581	YTD	-9%
Months Supply of Inventory	1.4	1.2	0.9	1.0	1.1	1.1	1.2	1.3	1.4	1.2	1.1	1.3	-1%	1.4	AVG	-1%
# of Closed Sales	419	410	632	740	816	981	932	865	774	715	528	636	7%	419	YTD	7%
Median Closed Price	625,000	617,645	632,554	654,650	655,000	670,000	681,600	672,000	680,000	667,000	674,000	675,000	4%	625,000	WA	4%

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2008 - 2017

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	Π
Active Listings (EOM)	1,663	1,750	1,864	1,994	2,152	2,213	2,310	2,257	2,187	1,968	1,684	1,373	1,951	AVG
% of 12 Month Avg.	85%	90%	96%	102%	110%	113%	118%	116%	112%	101%	86%	70%		
# of Pending Transactions	527	618	788	846	907	883	830	805	734	724	573	421	8,655	T
% of 12 Month Avg.	73%	86%	109%	117%	126%	122%	115%	112%	102%	100%	79%	58%		
Months Supply of Inventory	3.2	2.8	2.4	2.4	2.4	2.5	2.8	2.8	3.0	2.7	2.9	3.3	2.8	AVG
% of 12 Month Avg.	115%	103%	86%	85%	86%	91%	101%	102%	108%	99%	107%	118%		
# of closed units	355	353	512	565	644	747	736	716	626	612	524	537	6,926	T
% of 12 Month Avg.	62%	61%	89%	98%	112%	129%	128%	124%	108%	106%	91%	93%		

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

Eastside (All Areas)

RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YoY % Change
2014	Active Listings (EOM)	905	965	1,069	1,178	1,443	1,581	1,732	1,790	1,653	1,438	1,098	814	-7%	905	AVG	-7%
	# of Pending Transactions	636	648	869	974	1,114	1,026	952	872	828	814	650	503	-8%	636	YTD	-8%
	Months Supply of Inventory	1.4	1.5	1.2	1.2	1.3	1.5	1.8	2.1	2.0	1.8	1.7	1.6	1%	1.4	AVG	1%
	# of Closed Sales	390	392	529	641	763	795	952	819	731	706	580	624	-12%	390	YTD	-12%
	Median Closed Price	599,500	587,146	599,950	618,000	619,420	630,000	624,900	605,000	605,000	615,864	612,000	639,350	20%	599,500	WA	20%
2013	Active Listings (EOM)	974	951	1,004	1,120	1,329	1,496	1,629	1,706	1,642	1,421	1,180	947	-44%	974	AVG	-44%
	# of Pending Transactions	691	778	912	1,020	1,079	1,027	1,023	953	791	819	612	427	20%	691	YTD	20%
	Months Supply of Inventory	1.4	1.2	1.1	1.1	1.2	1.5	1.6	1.8	2.1	1.7	1.9	2.2	-53%	1.4	AVG	-53%
	# of Closed Sales	445	452	618	683	830	812	905	899	754	730	607	622	25%	445	YTD	25%
	Median Closed Price	500,528	528,787	552,415	557,000	560,775	591,825	566,258	575,000	569,000	575,377	555,000	550,000	4%	500,528	WA	4%
2012	Active Listings (EOM)	1,729	1,710	1,651	1,729	1,788	1,859	1,863	1,859	1,754	1,464	1,242	957	-27%	1,729	AVG	-27%
	# of Pending Transactions	577	735	963	917	1,012	913	848	872	793	883	647	518	13%	577	YTD	13%
	Months Supply of Inventory	3.0	2.3	1.7	1.9	1.8	2.0	2.2	2.1	2.2	1.7	1.9	1.8	-35%	3.0	AVG	-35%
	# of Closed Sales	356	376	527	585	651	744	739	768	637	666	615	622	4%	356	YTD	4%
	Median Closed Price	479,500	430,000	470,000	485,025	500,000	512,500	520,000	517,000	510,000	503,000	525,000	510,468	-3%	479,500	WA	-3%
2011	Active Listings (EOM)	2,361	2,418	2,500	2,625	2,721	2,814	2,859	2,777	2,671	2,432	2,122	1,768	-7%	2,361	AVG	-7%
	# of Pending Transactions	510	624	746	730	805	738	739	705	632	676	581	432	-11%	510	YTD	-11%
	Months Supply of Inventory	4.6	3.9	3.4	3.6	3.4	3.8	3.9	3.9	4.2	3.6	3.7	4.1	4%	4.6	AVG	4%
	# of Closed Sales	341	337	484	499	547	623	557	603	527	453	512	468	18%	341	YTD	18%
	Median Closed Price	492,000	475,000	497,150	498,835	493,990	510,000	510,000	505,900	510,000	473,000	468,730	460,000	-2%	492,000	WA	-2%
2010	Active Listings (EOM)	2,544	2,646	2,874	3,023	3,163	3,285	3,470	3,439	3,413	3,162	2,766	2,328	-23%	2,544	AVG	-23%
	# of Pending Transactions	572	626	807	865	607	578	577	570	544	564	558	442	76%	572	YTD	76%
	Months Supply of Inventory	4.4	4.2	3.6	3.5	5.2	5.7	6.0	6.0	6.3	5.6	5.0	5.3	-56%	4.4	AVG	-56%
	# of Closed Sales	288	319	512	511	515	638	480	453	393	411	332	470	72%	288	YTD	72%
	Median Closed Price	502,000	490,000	495,000	500,000	515,000	550,000	535,970	520,000	533,000	523,000	499,945	530,000	-7%	502,000	WA	-7%
2009	Active Listings (EOM)	3,294	3,556	3,650	3,680	3,824	3,693	3,772	3,526	3,413	3,111	2,878	2,404	11%	3,294	AVG	11%
	# of Pending Transactions	325	308	436	590	655	725	663	717	664	697	486	439	-6%	325	YTD	-6%
	Months Supply of Inventory	10.1	11.5	8.4	6.2	5.8	5.1	5.7	4.9	5.1	4.5	5.9	5.5	18%	10.1	AVG	18%
	# of Closed Sales	167	199	246	274	351	507	521	481	481	557	457	464	-49%	167	YTD	-49%
	Median Closed Price	537,000	485,000	504,500	485,250	509,000	538,000	515,000	525,000	515,000	490,000	500,000	520,000	-11%	537,000	WA	-11%
2008	Active Listings (EOM)	2,963	3,303	3,637	3,985	4,349	4,154	4,332	4,240	4,117	3,975	3,640	3,169	56%	2,963	AVG	56%
	# of Pending Transactions	346	453	493	512	522	635	543	503	513	320	323	243	-32%	346	YTD	-32%
	Months Supply of Inventory	8.6	7.3	7.4	7.8	8.3	6.5	8.0	8.4	8.0	12.4	11.3	13.0	129%	8.6	AVG	129%
	# of Closed Sales	329	309	451	480	431	488	512	475	423	361	229	261	-29%	329	YTD	-29%
	Median Closed Price	600,000	592,500	595,000	592,725	600,000	626,500	597,475	585,000	550,000	530,000	579,950	550,000	-2%	600,000	WA	-2%