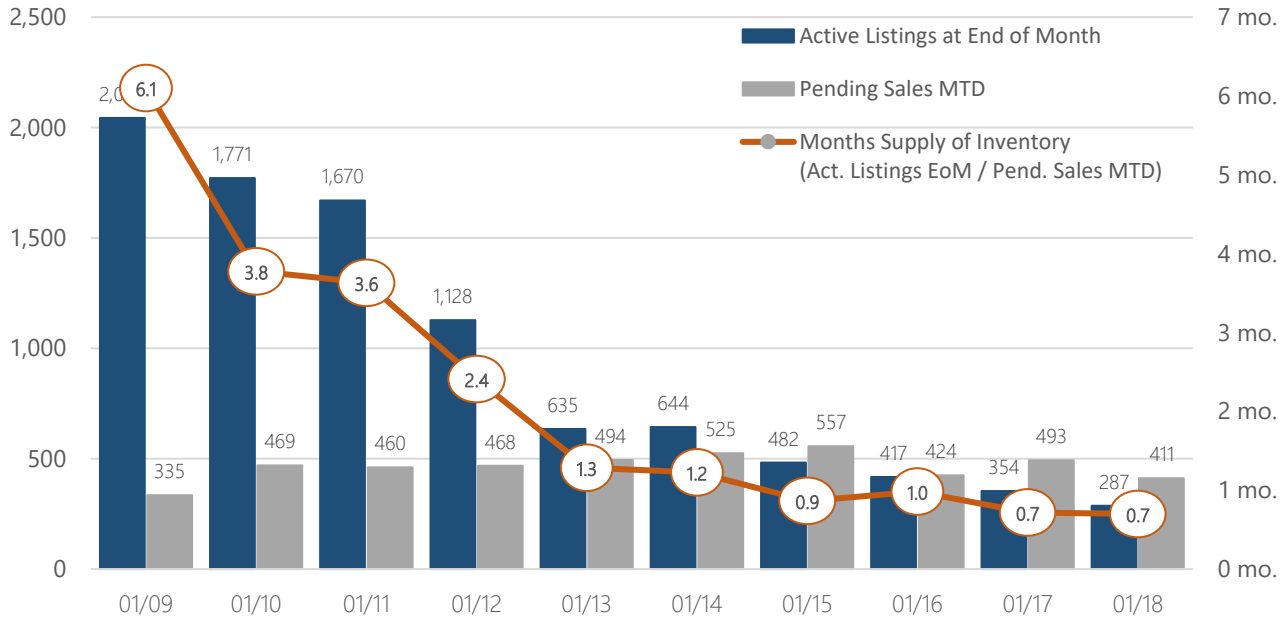
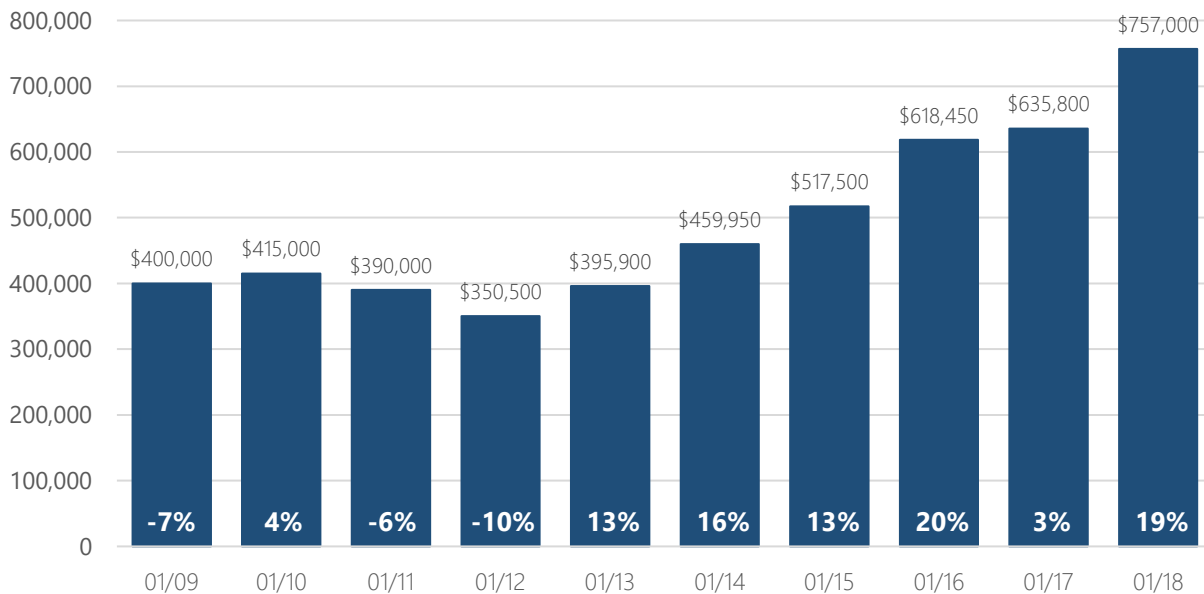


**Seattle (All Areas)**  
RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory

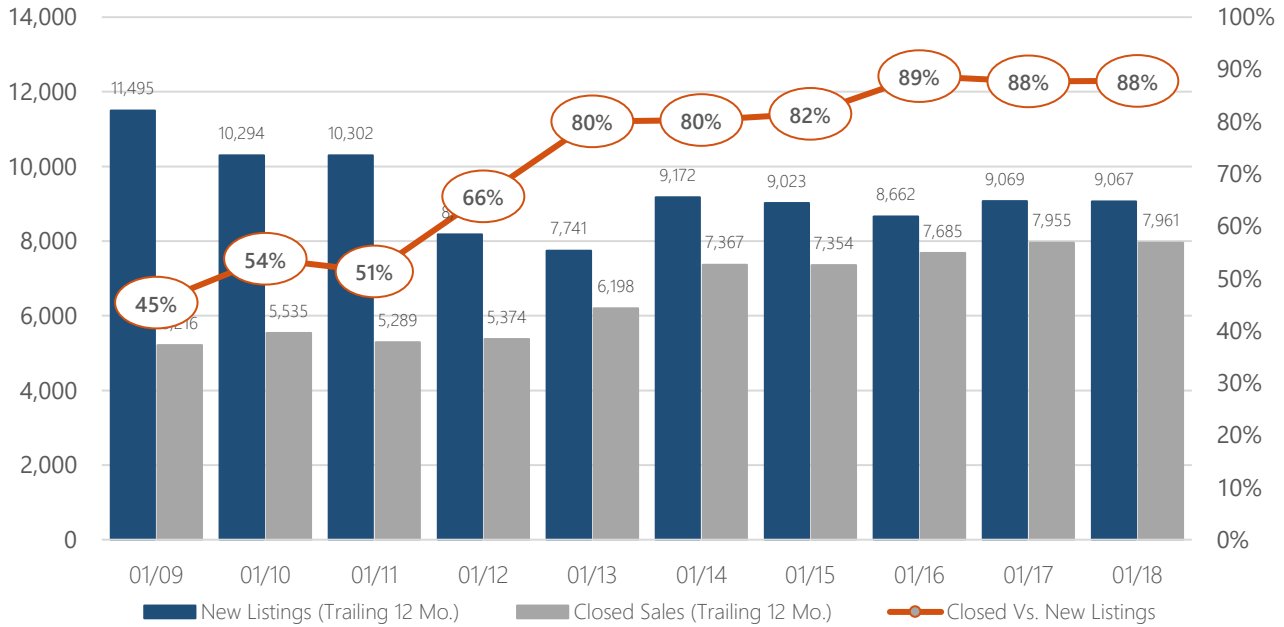


Median Closed Sales Price for Current Month Closings

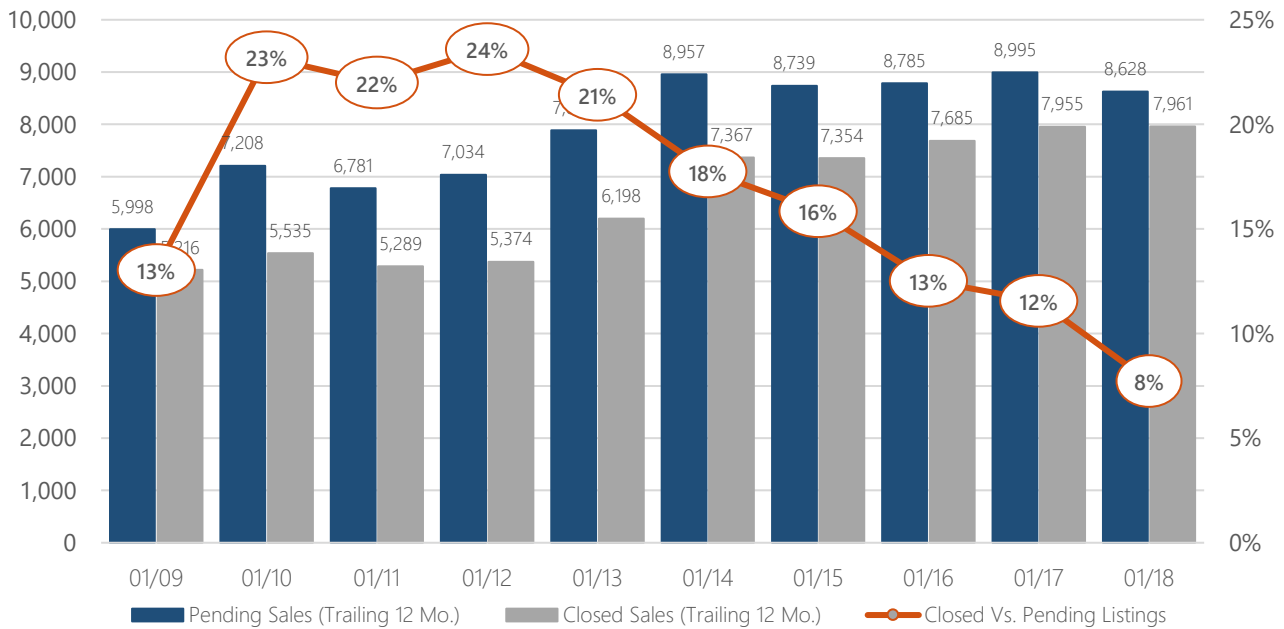


**Seattle (All Areas)**  
RESIDENTIAL ONLY

What Are The Odds of Selling?



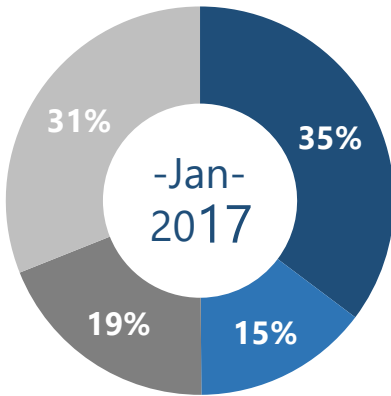
Percentage of Pending Sales that do not Close



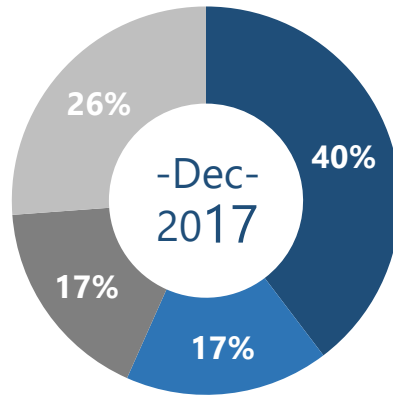
Seattle (All Areas)

RESIDENTIAL ONLY

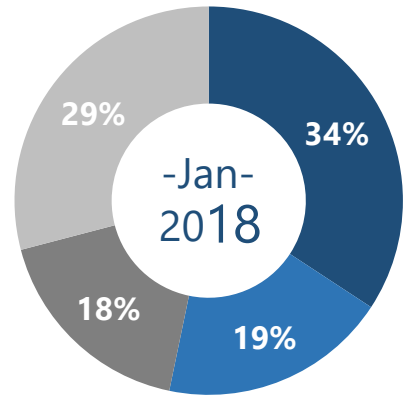
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



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	15	26	69
NUMBER OF SALES IN MONTH	126	70	65	107
MEDIAN DIFFERENCE FROM LIST PRICE	8%	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			

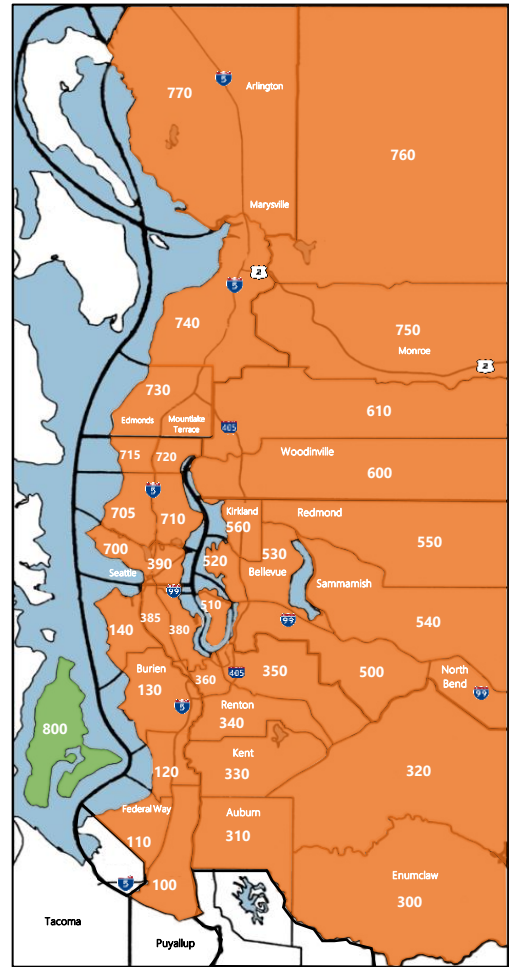


Months Supply of Inventory

**CURRENT MONTH**

KING & SNOHOMISH COUNTY

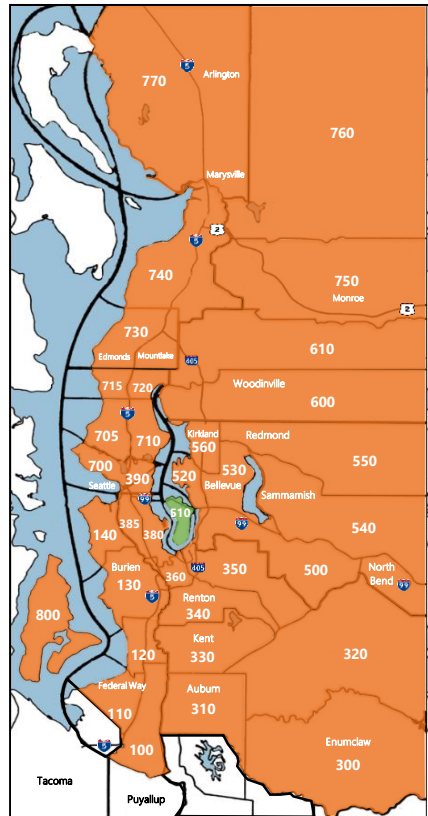
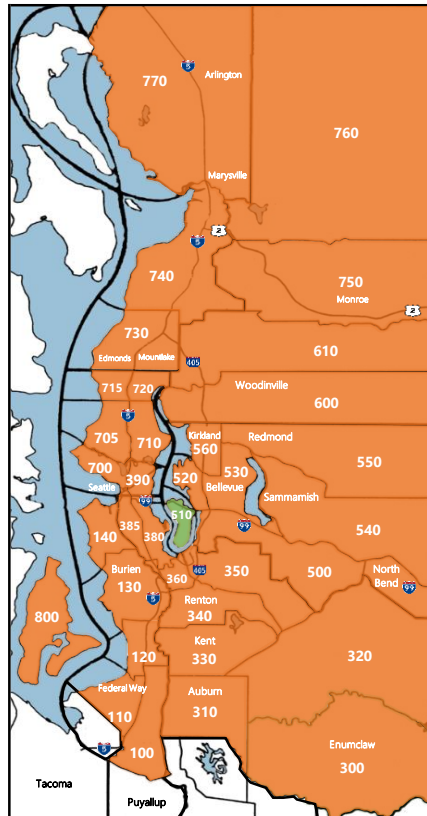
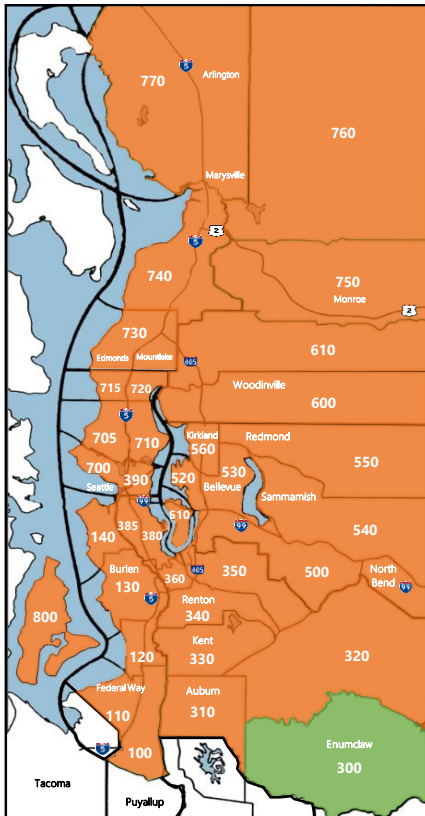
RESIDENTIAL ONLY



**3 YEARS AGO**

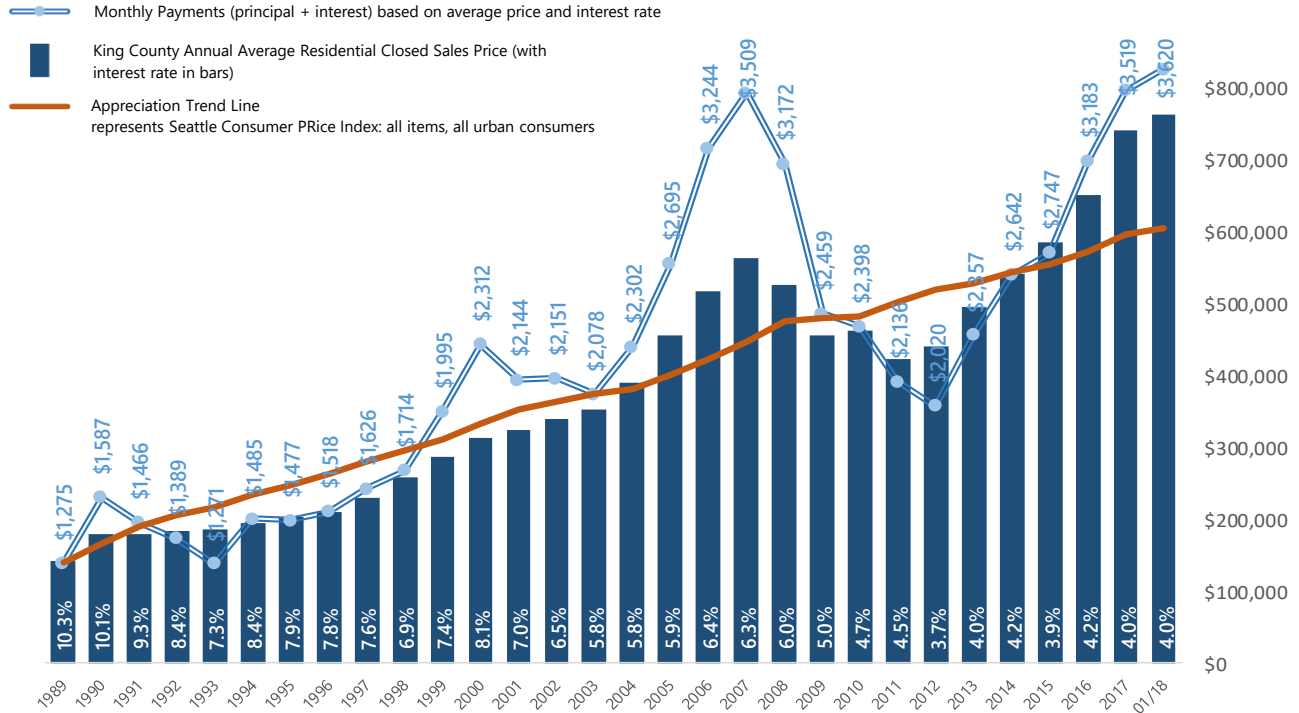
**2 YEARS AGO**

**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)



### Seattle (All Areas)

#### RESIDENTIAL ONLY

#### The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
January, 2018	\$757,000	3.95%	\$3,592
January, 2017	\$635,800	4.15%	\$3,091
	<b>\$121,200</b>	<b>-0.20%</b>	<b>\$502</b> Per Month <b>\$6,019</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	101.4%	101.1%	215	58.4%
15 - 30	98.6%	99.3%	57	15.5%
31 - 60	96.5%	98.0%	63	17.1%
61 - 90	96.9%	98.5%	19	5.2%
90+	86.3%	96.2%	14	3.8%
Totals			368	100.0%

**Seattle (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	34												34
\$500,000 to \$749,999	140												140
\$750,000 to \$999,999	115												115
\$1,000,000 to \$1,499,999	51												51
\$1,500,000 to \$2,499,999	26												26
\$2,500,000 and above	2												2
<b>Grand Total</b>	<b>368</b>												<b>368</b>

**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	3	3	4	4	1	2	2	1	1	0	1	0	3
\$250,000 to \$499,999	115	79	89	88	98	94	86	85	85	77	69	60	115
\$500,000 to \$749,999	201	156	271	247	305	325	332	348	299	283	264	270	201
\$750,000 to \$999,999	87	104	184	179	219	261	242	217	198	192	181	161	87
\$1,000,000 to \$1,499,999	28	38	67	75	100	114	114	122	83	112	93	69	28
\$1,500,000 to \$2,499,999	14	14	22	38	36	46	46	44	27	36	42	35	14
\$2,500,000 and above	3	2	6	8	7	7	7	10	6	4	5	5	3
<b>Grand Total</b>	<b>451</b>	<b>396</b>	<b>643</b>	<b>639</b>	<b>766</b>	<b>849</b>	<b>829</b>	<b>827</b>	<b>699</b>	<b>704</b>	<b>655</b>	<b>600</b>	<b>451</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	-100%												-100%
\$250,000 to \$499,999	-70%												-70%
\$500,000 to \$749,999	-30%												-30%
\$750,000 to \$999,999	32%												32%
\$1,000,000 to \$1,499,999	82%												82%
\$1,500,000 to \$2,499,999	86%												86%
\$2,500,000 and above	-33%												-33%
<b>Grand Total</b>	<b>-18%</b>												<b>-18%</b>

## Seattle (All Areas)

### Statistics To Know

#### Residential

	January, 2018	January, 2017	Difference	% Change
Months Supply of Inventory	0.7	0.7	0.0	-3%
Active Listings at End of Month	287	354	-67	-19%
Pending Sales MTD	411	493	-82	-17%
Pending Sales (Trailing 12 Months)	8,628	8,995	-367	-4%
Closed Sales MTD	368	446	-78	-17%
Closed Sales (Trailing 12 Months)	7,961	7,955	6	0%
Closed Sales Price (Median)	\$757,000	\$635,800	\$121,200	19%
30-Year-Fixed-Rate Mortgage Rate	4.0%	4.2%	-0.2%	-5%
Monthly Payments (P&I)	\$3,592	\$3,091	\$502	16%

#### Condominium

	January, 2018	January, 2017	Difference	% Change
Months Supply of Inventory	0.8	0.8	0.0	-3%
Active Listings at End of Month	134	132	2	2%
Pending Sales MTD	177	169	8	5%
Pending Sales (Trailing 12 Months)	3,114	3,530	-416	-12%
Closed Sales MTD	102	142	-40	-28%
Closed Sales (Trailing 12 Months)	2,789	3,531	-742	-21%
Closed Sales Price (Median)	\$475,500	\$440,000	\$35,500	8%
30-Year-Fixed-Rate Mortgage Rate	4.0%	4.2%	-0.2%	-5%
Monthly Payments (P&I)	\$2,256	\$2,139	\$118	5%

#### Residential & Condominium

	January, 2018	January, 2017	Difference	% Change
Months Supply of Inventory	0.7	0.7	0.0	-2%
Active Listings at End of Month	421	486	-65	-13%
Pending Sales MTD	588	662	-74	-11%
Pending Sales (Trailing 12 Months)	11,742	12,525	-783	-6%
Closed Sales MTD	470	588	-118	-20%
Closed Sales (Trailing 12 Months)	10,750	11,486	-736	-6%
Closed Sales Price (Median)	\$700,000	\$595,000	\$105,000	18%
30-Year-Fixed-Rate Mortgage Rates	4.0%	4.2%	-0.2%	-5%
Monthly Payments (P&I)	\$3,322	\$2,892	\$429	15%

## Seattle (All Areas) RESIDENTIAL ONLY

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2018																
Active Listings (EOM)	287												-19%	287	AVG	-19%
# of Pending Transactions	411												-17%	411	YTD	-17%
Months Supply of Inventory	0.7												-3%	0.7	AVG	-3%
# of Closed Sales	368												-17%	368	YTD	-17%
Median Closed Price	757,000												19%	757,000	WA	19%
2017																
Active Listings (EOM)	354	344	400	444	485	562	599	535	658	621	397	212	-15%	354	AVG	-15%
# of Pending Transactions	493	580	782	739	974	963	801	815	780	753	647	383	16%	493	YTD	16%
Months Supply of Inventory	0.7	0.6	0.5	0.6	0.5	0.6	0.7	0.7	0.8	0.8	0.6	0.6	-27%	0.7	AVG	-27%
# of Closed Sales	446	394	642	639	763	847	827	825	696	705	655	600	27%	446	YTD	27%
Median Closed Price	635,800	679,975	700,000	724,500	729,000	750,000	748,500	730,000	725,000	735,000	741,352	725,000	3%	635,800	WA	3%
2016																
Active Listings (EOM)	417	427	479	580	556	573	719	648	848	678	478	318	-13%	417	AVG	-13%
# of Pending Transactions	424	587	792	803	983	911	804	876	831	843	640	432	-24%	424	YTD	-24%
Months Supply of Inventory	1.0	0.7	0.6	0.7	0.6	0.6	0.9	0.7	1.0	0.8	0.7	0.7	14%	1.0	AVG	14%
# of Closed Sales	350	371	545	654	760	852	775	781	701	728	703	639	-8%	350	YTD	-8%
Median Closed Price	618,450	644,950	640,000	637,250	641,250	666,500	650,000	625,000	630,000	625,000	615,000	635,000	20%	618,450	WA	20%
2015																
Active Listings (EOM)	482	532	519	556	572	593	600	625	697	628	421	283	-25%	482	AVG	-25%
# of Pending Transactions	557	605	897	952	928	893	832	765	790	744	601	354	6%	557	YTD	6%
Months Supply of Inventory	0.9	0.9	0.6	0.6	0.6	0.7	0.7	0.8	0.9	0.8	0.7	0.8	-29%	0.9	AVG	-29%
# of Closed Sales	380	396	572	707	825	857	808	684	678	700	500	608	-4%	380	YTD	-4%
Median Closed Price	517,500	520,000	535,000	552,500	559,950	575,000	575,500	575,000	571,000	555,000	598,000	600,000	13%	517,500	WA	13%

## MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2008 - 2017

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	1,127	1,194	1,255	1,355	1,411	1,436	1,489	1,444	1,520	1,401	1,162	877	1,306	AVG
% of 12 Month Avg.	86%	91%	96%	104%	108%	110%	114%	111%	116%	107%	89%	67%		
# of Pending Transactions	462	573	745	777	801	793	716	715	700	689	541	387	7,900	T
% of 12 Month Avg.	70%	87%	113%	118%	122%	120%	109%	109%	106%	105%	82%	59%		
Months Supply of Inventory	2.4	2.1	1.7	1.7	1.8	1.8	2.1	2.0	2.2	2.0	2.1	2.3	2.0	AVG
% of 12 Month Avg.	121%	103%	83%	86%	87%	90%	103%	100%	107%	101%	106%	112%		
# of closed units	343	343	515	561	658	698	669	625	567	593	513	504	6,589	T
% of 12 Month Avg.	62%	62%	94%	102%	120%	127%	122%	114%	103%	108%	93%	92%		



## Seattle (All Areas)

### RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	π	YoY % Change
2014	Active Listings (EOM)	644	646	671	759	908	946	1,018	920	1,043	931	726	505	1%	644	AVG	1%
	# of Pending Transactions	525	610	753	835	887	911	816	796	769	782	603	420	6%	525	YTD	6%
	Months Supply of Inventory	1.2	1.1	0.9	0.9	1.0	1.0	1.2	1.2	1.4	1.2	1.2	1.2	-5%	1.2	AVG	-5%
	# of Closed Sales	395	379	576	600	723	766	750	675	643	691	582	589	3%	395	YTD	3%
	Median Closed Price	459,950	460,000	450,000	479,000	490,000	499,000	543,500	499,950	517,000	515,000	498,950	500,000	16%	459,950	WA	16%
2013	Active Listings (EOM)	635	687	713	767	919	1,028	1,085	1,127	1,177	1,075	834	609	-44%	635	AVG	-44%
	# of Pending Transactions	494	633	805	856	912	909	899	825	792	787	596	418	6%	494	YTD	6%
	Months Supply of Inventory	1.3	1.1	0.9	0.9	1.0	1.1	1.2	1.4	1.5	1.4	1.4	1.5	-47%	1.3	AVG	-47%
	# of Closed Sales	384	357	514	613	778	734	813	767	642	690	552	512	24%	384	YTD	24%
	Median Closed Price	395,900	420,000	462,375	453,500	460,000	458,000	465,000	457,000	461,000	475,500	455,000	450,000	13%	395,900	WA	13%
2012	Active Listings (EOM)	1,128	1,058	1,089	1,097	1,137	1,166	1,142	1,113	1,214	1,012	824	600	-32%	1,128	AVG	-32%
	# of Pending Transactions	468	639	760	772	786	724	672	680	681	744	537	398	2%	468	YTD	2%
	Months Supply of Inventory	2.4	1.7	1.4	1.4	1.4	1.6	1.7	1.6	1.8	1.4	1.5	1.5	-34%	2.4	AVG	-34%
	# of Closed Sales	310	316	460	519	608	648	603	580	508	560	561	451	10%	310	YTD	10%
	Median Closed Price	350,500	365,000	397,000	425,000	425,500	425,000	425,000	411,750	425,000	419,950	425,000	420,540	-10%	350,500	WA	-10%
2011	Active Listings (EOM)	1,670	1,699	1,691	1,847	1,816	1,872	1,845	1,753	1,805	1,650	1,432	1,137	-6%	1,670	AVG	-6%
	# of Pending Transactions	460	566	695	654	710	669	605	641	546	565	499	416	-2%	460	YTD	-2%
	Months Supply of Inventory	3.6	3.0	2.4	2.8	2.6	2.8	3.0	2.7	3.3	2.9	2.9	2.7	-4%	3.6	AVG	-4%
	# of Closed Sales	281	293	483	481	497	584	504	512	456	434	399	421	-16%	281	YTD	-16%
	Median Closed Price	390,000	355,000	385,000	385,000	385,000	382,500	399,950	380,000	394,000	380,000	360,000	375,000	-6%	390,000	WA	-6%
2010	Active Listings (EOM)	1,771	1,991	2,218	2,438	2,451	2,512	2,673	2,679	2,637	2,439	2,124	1,621	-13%	1,771	AVG	-13%
	# of Pending Transactions	469	607	842	892	549	553	483	474	531	571	445	374	40%	469	YTD	40%
	Months Supply of Inventory	3.8	3.3	2.6	2.7	4.5	4.5	5.5	5.7	5.0	4.3	4.8	4.3	-38%	3.8	AVG	-38%
	# of Closed Sales	334	313	527	523	611	560	497	391	346	403	378	459	48%	334	YTD	48%
	Median Closed Price	415,000	399,000	390,000	414,500	420,000	410,000	440,000	420,000	414,500	417,000	398,125	390,000	4%	415,000	WA	4%
2009	Active Listings (EOM)	2,044	2,273	2,278	2,308	2,338	2,290	2,377	2,302	2,333	2,262	1,939	1,545	-4%	2,044	AVG	-4%
	# of Pending Transactions	335	378	557	679	711	759	657	705	727	679	480	407	-15%	335	YTD	-15%
	Months Supply of Inventory	6.1	6.0	4.1	3.4	3.3	3.0	3.6	3.3	3.2	3.3	4.0	3.8	14%	6.1	AVG	14%
	# of Closed Sales	225	222	318	361	465	597	594	531	538	593	512	470	-30%	225	YTD	-30%
	Median Closed Price	400,000	393,500	387,450	399,000	399,000	402,500	400,000	400,000	411,000	400,000	399,995	400,000	-7%	400,000	WA	-7%
2008	Active Listings (EOM)	2,128	2,280	2,490	2,749	2,926	2,813	2,827	2,737	2,787	2,718	2,441	1,944	64%	2,128	AVG	64%
	# of Pending Transactions	396	528	569	590	574	638	590	569	555	421	366	263	-23%	396	YTD	-23%
	Months Supply of Inventory	5.4	4.3	4.4	4.7	5.1	4.4	4.8	4.8	5.0	6.5	6.7	7.4	112%	5.4	AVG	112%
	# of Closed Sales	323	387	509	516	549	539	521	506	462	425	287	290	-30%	323	YTD	-30%
	Median Closed Price	430,000	450,000	450,990	440,000	475,000	469,000	464,800	427,975	426,250	416,000	415,000	436,750	1%	430,000	WA	1%