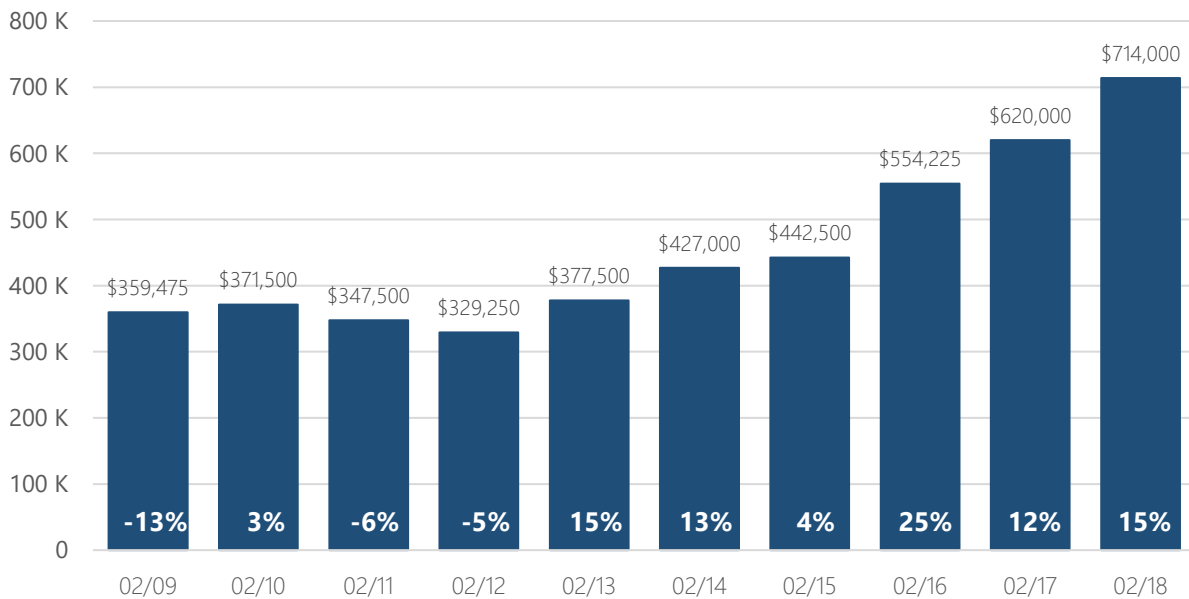
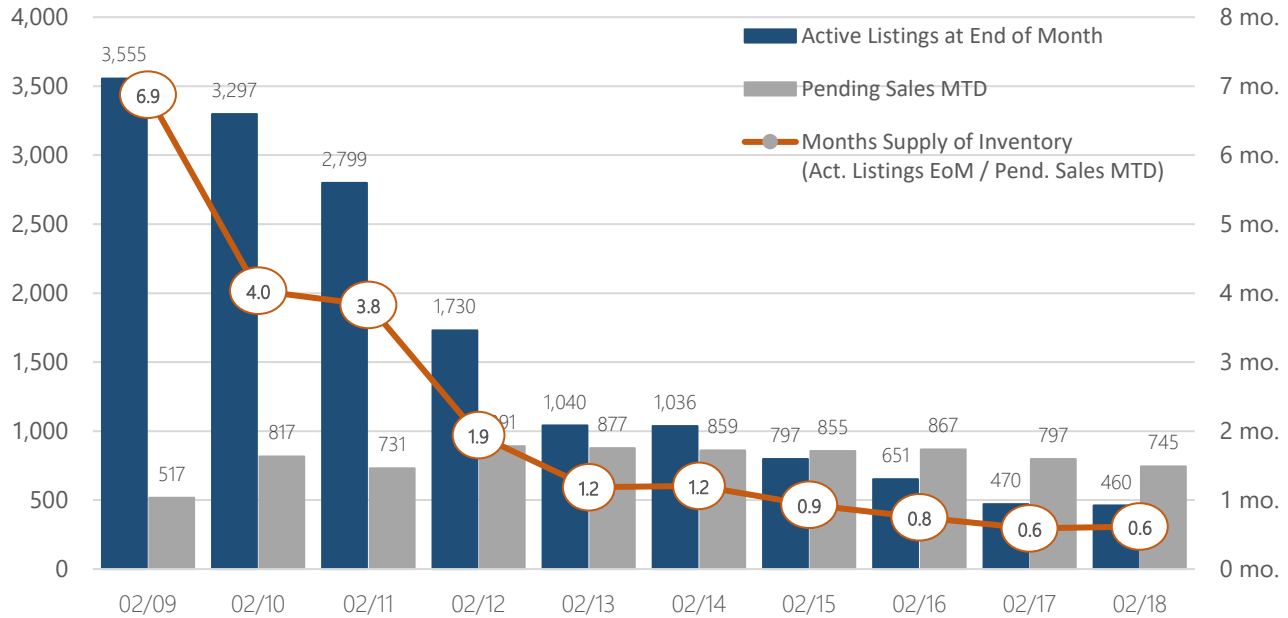


Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory

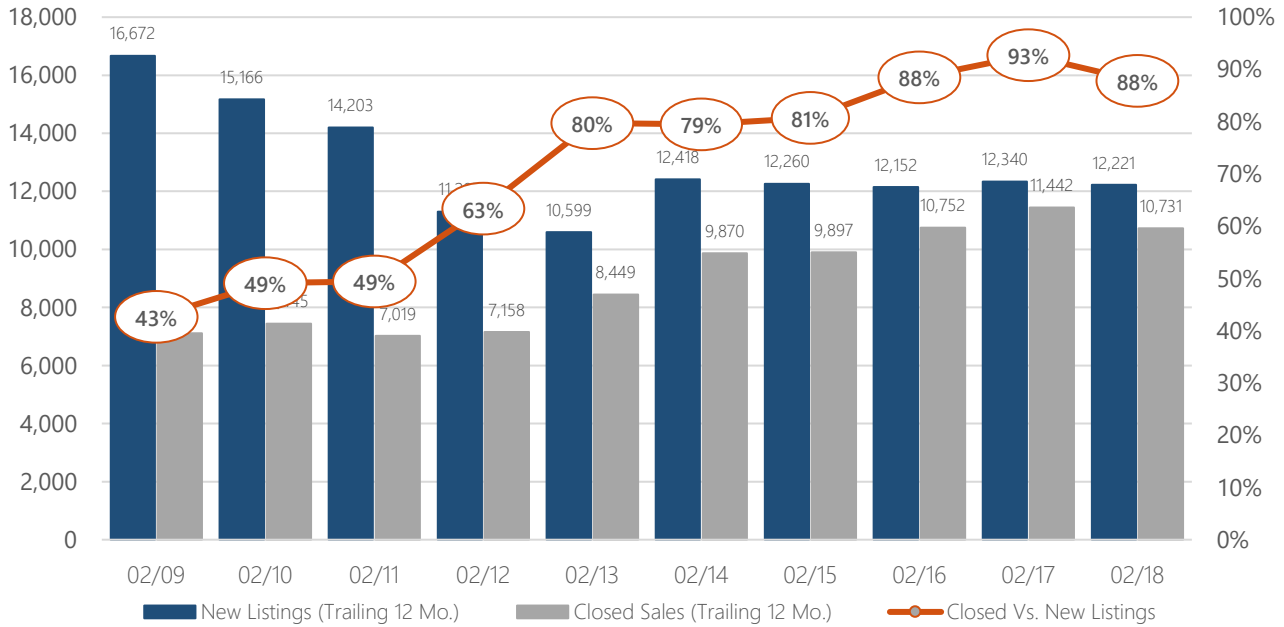


Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

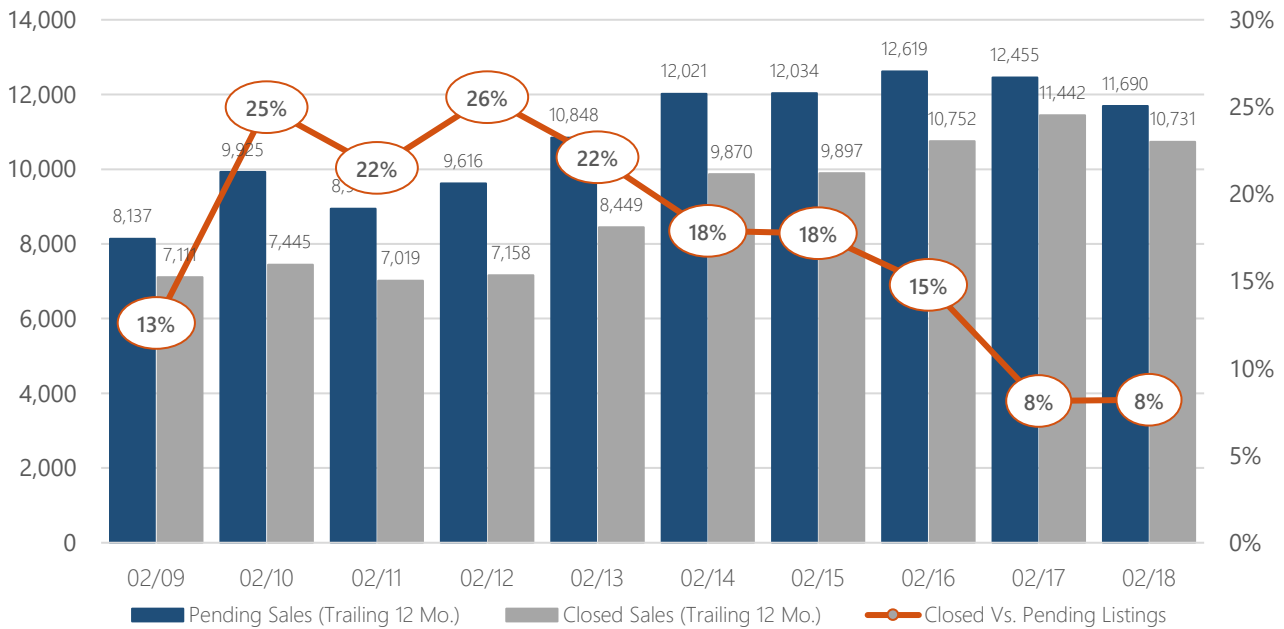
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?



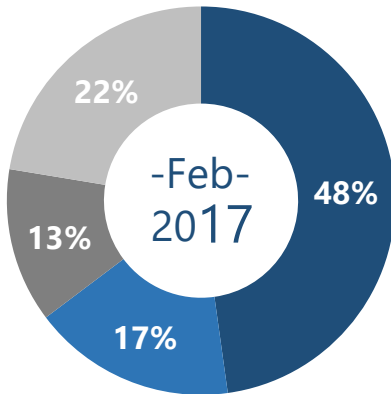
Percentage of Pending Sales that do not Close



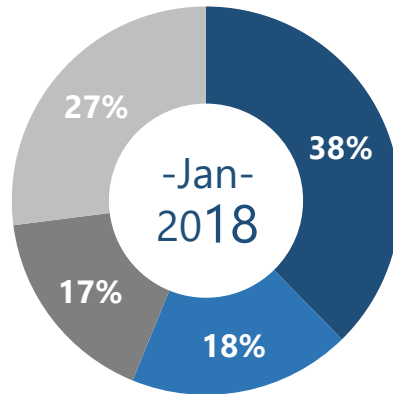
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

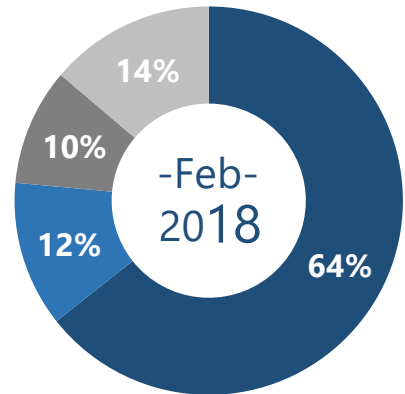
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

FEBRUARY 2018

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	7	12	35	102
NUMBER OF SALES IN MONTH	350	66	53	75
MEDIAN DIFFERENCE FROM LIST PRICE	12%	0%	-2%	N/A

Area	Months Inventory		Area	Months Inventory	
	2017	2018		2017	2018
100	1.0	0.5	530	0.4	0.7
110	0.5	0.6	540	0.5	0.5
120	0.6	0.5	550	0.6	0.6
130	0.6	0.9	560	1.2	0.9
140	0.4	0.4	600	0.6	0.6
300	1.1	1.6	610	0.5	0.7
310	0.7	0.8	700	0.8	0.8
320	1.0	0.6	705	0.4	0.4
330	0.6	0.7	710	0.6	0.7
340	0.4	0.5	715	0.7	0.6
350	0.6	0.7	720	0.5	0.3
360	0.8	0.5	730	0.5	0.4
380	0.7	0.5	740	0.6	0.3
385	0.4	0.6	750	0.6	0.7
390	0.8	0.7	760	1.0	0.7
500	0.6	0.6	770	0.8	0.8
510	2.4	1.4	800	2.9	1.6
520	1.3	1.5			

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

Months Supply of Inventory

•

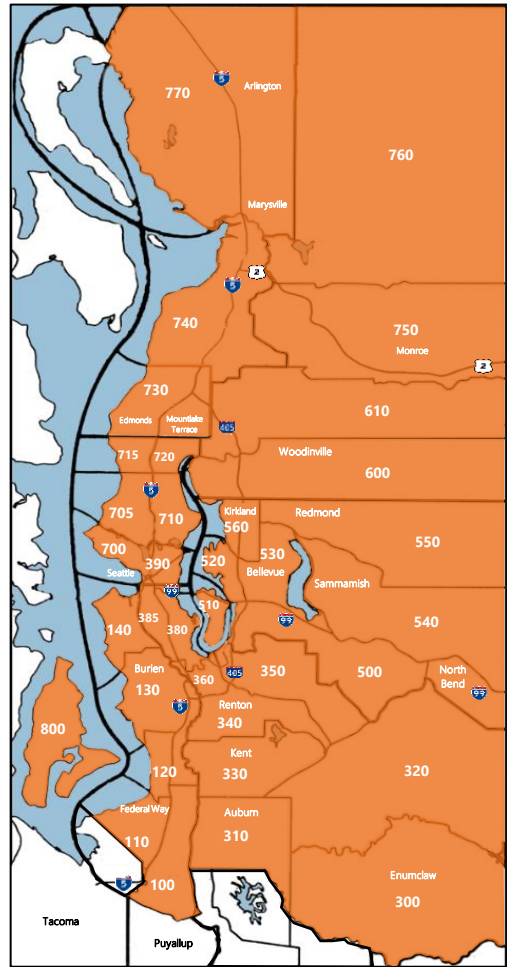
CURRENT MONTH

•

KING & SNOHOMISH COUNTY

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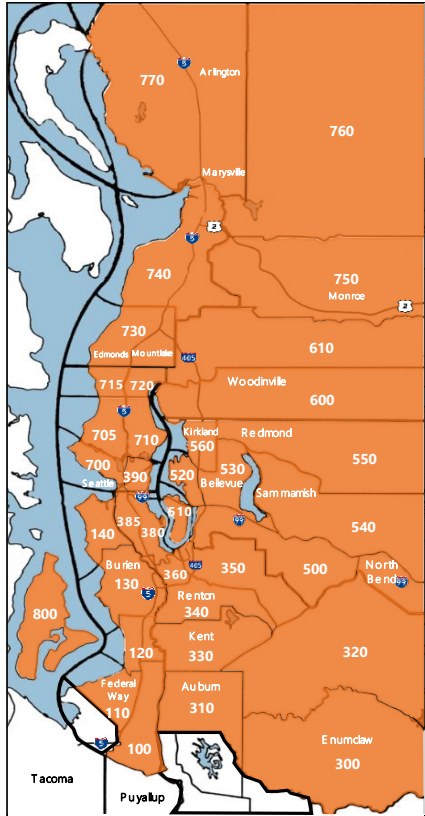
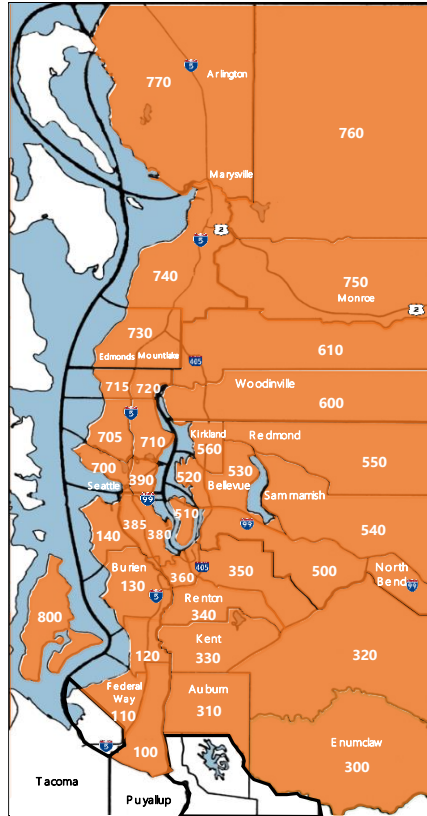
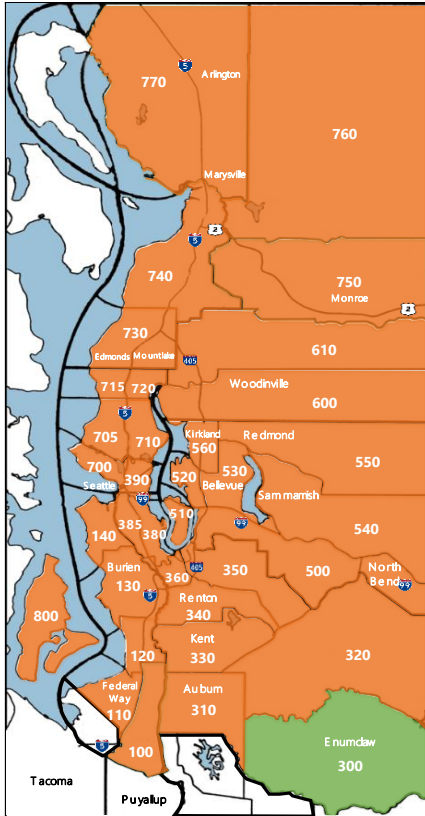
RESIDENTIAL & CONDOMINIUM



3 YEARS AGO

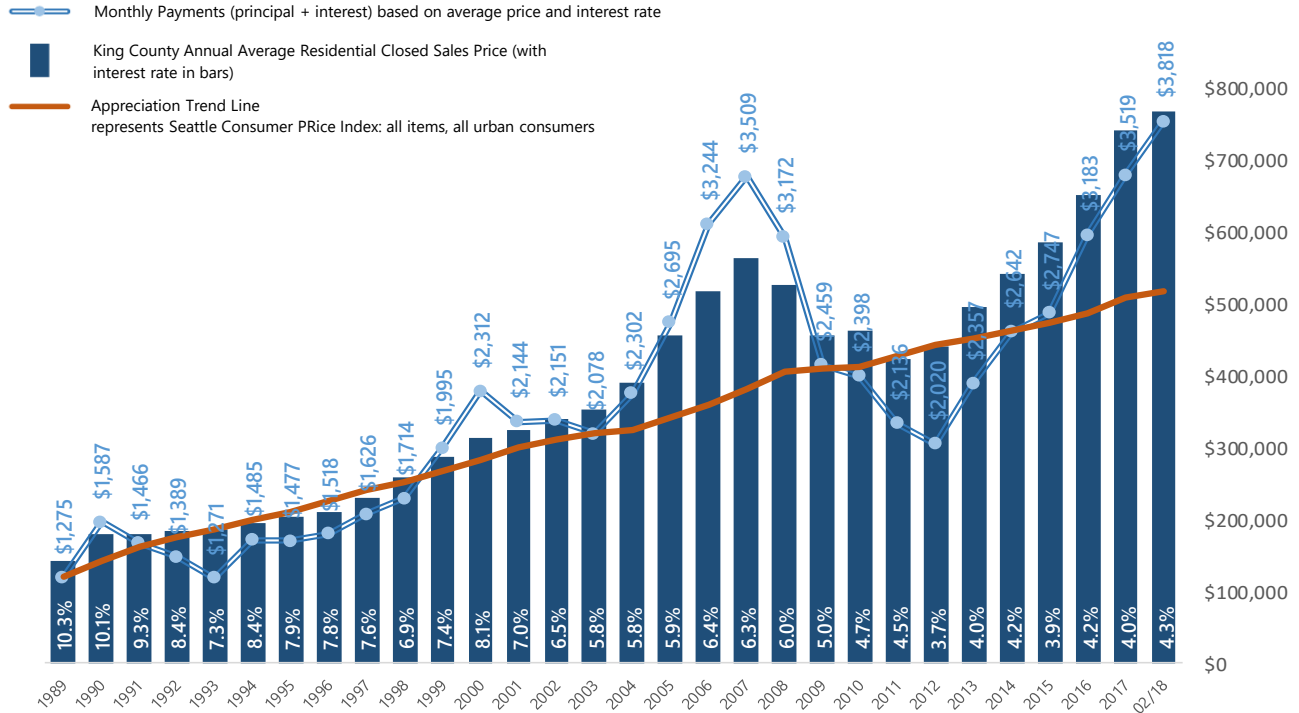
2 YEARS AGO

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.

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
February, 2018	\$714,000	4.33%	\$3,546
February, 2017	\$620,000	4.17%	\$3,021
	\$94,000	0.16%	\$525 Per Month \$6,299 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	109.3%	109.4%	439	80.7%
15 - 30	99.7%	99.7%	36	6.6%
31 - 60	98.0%	99.3%	23	4.2%
61 - 90	94.6%	97.6%	19	3.5%
90+	92.3%	97.7%	27	5.0%
Totals			544	100.0%

Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

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	7	5											12
\$250,000 to \$499,999	84	88											172
\$500,000 to \$749,999	169	206											375
\$750,000 to \$999,999	126	153											279
\$1,000,000 to \$1,499,999	51	62											113
\$1,500,000 to \$2,499,999	31	23											54
\$2,500,000 and above	2	7											9
Grand Total	470	544											1,014

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	10	37
\$250,000 to \$499,999	182	157	211	199	266	240	224	214	215	210	193	157	339
\$500,000 to \$749,999	237	206	323	303	395	416	407	432	384	367	329	339	443
\$750,000 to \$999,999	94	119	199	202	239	287	265	244	220	222	204	182	213
\$1,000,000 to \$1,499,999	36	47	73	79	109	118	119	130	88	123	96	80	83
\$1,500,000 to \$2,499,999	17	19	28	41	39	53	56	46	31	42	48	37	36
\$2,500,000 and above	5	2	6	8	9	7	8	11	7	5	8	6	7
Grand Total	591	567	863	847	1,080	1,132	1,084	1,085	953	986	889	811	1,158

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	-65%	-71%											-68%
\$250,000 to \$499,999	-54%	-44%											-49%
\$500,000 to \$749,999	-29%	0%											-15%
\$750,000 to \$999,999	34%	29%											31%
\$1,000,000 to \$1,499,999	42%	32%											36%
\$1,500,000 to \$2,499,999	82%	21%											50%
\$2,500,000 and above	-60%	250%											29%
Grand Total	-20%	-4%											-12%

Seattle (All Areas)

Statistics To Know

Residential

	February, 2018	February, 2017	Difference	% Change
Months Supply of Inventory	0.6	0.6	0.0	-4%
Active Listings at End of Month	296	344	-48	-14%
Pending Sales MTD	521	580	-59	-10%
Pending Sales (Trailing 12 Months)	8,569	8,988	-419	-5%
Closed Sales MTD	387	394	-7	-2%
Closed Sales (Trailing 12 Months)	7,954	7,978	-24	0%
Closed Sales Price (Median)	\$777,000	\$679,975	\$97,025	14%
30-Year-Fixed-Rate Mortgage Rate	4.3%	4.2%	0.2%	4%
Monthly Payments (P&I)	\$3,859	\$3,313	\$546	16%

Condominium

	February, 2018	February, 2017	Difference	% Change
Months Supply of Inventory	0.7	0.6	0.2	26%
Active Listings at End of Month	164	126	38	30%
Pending Sales MTD	224	217	7	3%
Pending Sales (Trailing 12 Months)	3,121	3,467	-346	-10%
Closed Sales MTD	158	170	-12	-7%
Closed Sales (Trailing 12 Months)	2,777	3,464	-687	-20%
Closed Sales Price (Median)	\$535,000	\$474,950	\$60,050	13%
30-Year-Fixed-Rate Mortgage Rate	4.3%	4.2%	0.2%	4%
Monthly Payments (P&I)	\$2,657	\$2,314	\$343	15%

Residential & Condominium

	February, 2018	February, 2017	Difference	% Change
Months Supply of Inventory	0.6	0.6	0.0	5%
Active Listings at End of Month	460	470	-10	-2%
Pending Sales MTD	745	797	-52	-7%
Pending Sales (Trailing 12 Months)	11,690	12,455	-765	-6%
Closed Sales MTD	545	564	-19	-3%
Closed Sales (Trailing 12 Months)	10,731	11,442	-711	-6%
Closed Sales Price (Median)	\$714,000	\$620,000	\$94,000	15%
30-Year-Fixed-Rate Mortgage Rates	4.3%	4.2%	0.2%	4%
Monthly Payments (P&I)	\$3,546	\$3,021	\$525	17%

Seattle (All Areas) RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2018	Active Listings (EOM)	421	460											-2%	441	AVG	-8%
	# of Pending Transactions	588	745											-7%	1,333	YTD	-9%
	Months Supply of Inventory	0.7	0.6											5%	0.7	AVG	1%
	# of Closed Sales	470	545											-3%	1,015	YTD	-12%
	Median Closed Price	700,000	714,000											15%	707,517	WA	17%
2017	Active Listings (EOM)	486	470	566	606	668	718	796	715	891	810	534	299	-28%	478	AVG	-24%
	# of Pending Transactions	662	797	1,063	1,057	1,293	1,274	1,056	1,136	1,065	1,037	874	502	-8%	1,459	YTD	-4%
	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	0.6	-21%	0.7	AVG	-22%
	# of Closed Sales	588	564	862	849	1,076	1,129	1,079	1,083	947	992	889	810	-7%	1,152	YTD	4%
	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	679,499	12%	607,240	WA	11%
2016	Active Listings (EOM)	613	651	712	864	837	852	994	938	1,173	916	649	438	-18%	632	AVG	-19%
	# of Pending Transactions	649	867	1,144	1,149	1,367	1,273	1,140	1,205	1,142	1,134	858	584	1%	1,516	YTD	-7%
	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	-19%	0.8	AVG	-11%
	# of Closed Sales	502	608	813	952	1,027	1,263	1,171	1,169	1,074	1,009	959	853	13%	1,110	YTD	6%
	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	25%	547,113	WA	21%
2015	Active Listings (EOM)	755	797	803	854	898	873	890	915	1,004	933	663	438	-23%	776	AVG	-25%
	# of Pending Transactions	783	855	1,214	1,424	1,336	1,336	1,204	1,102	1,106	1,021	840	520	0%	1,638	YTD	1%
	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	-23%	0.9	AVG	-26%
	# of Closed Sales	510	539	775	958	1,099	1,181	1,189	1,011	968	959	691	811	3%	1,049	YTD	1%
	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	4%	452,953	WA	7%

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)	1,802	1,903	1,991	2,127	2,214	2,229	2,278	2,216	2,287	2,112	1,791	1,392	2,028	AVG
% of 12 Month Avg.	89%	94%	98%	105%	109%	110%	112%	109%	113%	104%	88%	69%		
# of Pending Transactions	661	797	1,024	1,081	1,095	1,078	978	971	952	932	732	528	10,829	T
% of 12 Month Avg.	73%	88%	114%	120%	121%	119%	108%	108%	105%	103%	81%	59%		
Months Supply of Inventory	2.7	2.4	1.9	2.0	2.0	2.1	2.3	2.3	2.4	2.3	2.4	2.6	2.3	AVG
% of 12 Month Avg.	119%	104%	85%	86%	88%	90%	102%	100%	105%	99%	107%	115%		
# of closed units	474	491	708	763	887	955	909	857	786	804	686	671	8,990	T
% of 12 Month Avg.	63%	66%	94%	102%	118%	128%	121%	114%	105%	107%	92%	90%		

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

Seattle (All Areas) RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	π	YoY % Change
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	0%	1,031	AVG	2%
	# of Pending Transactions	764	859	1,079	1,127	1,214	1,221	1,131	1,093	1,071	1,071	804	585	-2%	1,623	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	2%	1.3	AVG	2%
	# of Closed Sales	510	525	783	829	961	1,008	1,006	914	877	940	742	788	3%	1,035	YTD	0%
	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	13%	425,275	WA	16%
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	-40%	1,009	AVG	-43%
	# of Pending Transactions	748	877	1,111	1,134	1,190	1,208	1,197	1,070	1,062	1,066	811	549	-2%	1,625	YTD	6%
	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	-39%	1.2	AVG	-48%
	# of Closed Sales	521	512	726	836	1,015	967	1,054	1,032	856	917	724	708	15%	1,033	YTD	18%
	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	15%	366,656	WA	13%
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	-38%	1,781	AVG	-35%
	# of Pending Transactions	641	891	1,071	1,069	1,097	996	927	922	888	982	746	525	22%	1,532	YTD	12%
	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%	2.4	AVG	-41%
	# of Closed Sales	433	444	617	706	836	891	794	780	705	758	723	606	10%	877	YTD	10%
	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	-5%	323,696	WA	-9%
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	-15%	2,755	AVG	-12%
	# of Pending Transactions	635	731	928	884	944	880	813	849	748	776	683	579	-11%	1,366	YTD	-7%
	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	-5%	4.0	AVG	-5%
	# of Closed Sales	394	403	630	625	673	765	640	684	593	571	540	560	-6%	797	YTD	-10%
	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	-6%	355,410	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	-7%	3,135	AVG	-7%
	# of Pending Transactions	657	817	1,109	1,257	703	714	652	661	681	706	596	497	58%	1,474	YTD	47%
	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	-41%	4.3	AVG	-37%
	# of Closed Sales	459	429	704	705	808	771	642	533	477	527	476	579	34%	888	YTD	34%
	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	3%	381,063	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	-3%	3,388	AVG	-4%
	# of Pending Transactions	485	517	700	900	971	989	869	904	978	951	633	556	-32%	1,002	YTD	-25%
	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	42%	6.8	AVG	26%
	# of Closed Sales	342	320	435	462	606	787	777	689	710	777	705	609	-43%	662	YTD	-37%
	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	-13%	370,079	WA	-10%
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	64%	3,538	AVG	64%
	# of Pending Transactions	584	755	824	809	836	889	792	765	779	578	477	386	-22%	1,339	YTD	-22%
	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	110%	5.4	AVG	111%
	# of Closed Sales	480	565	733	712	767	791	735	673	653	589	409	387	-14%	1,045	YTD	-23%
	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	2%	409,301	WA	4%