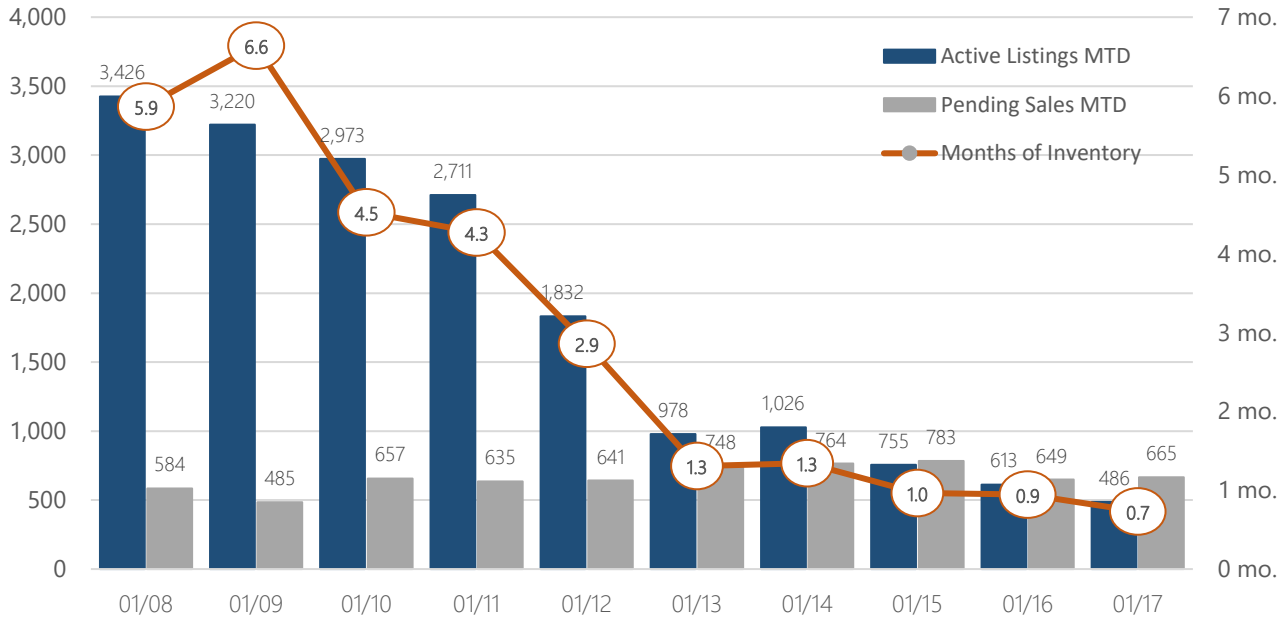


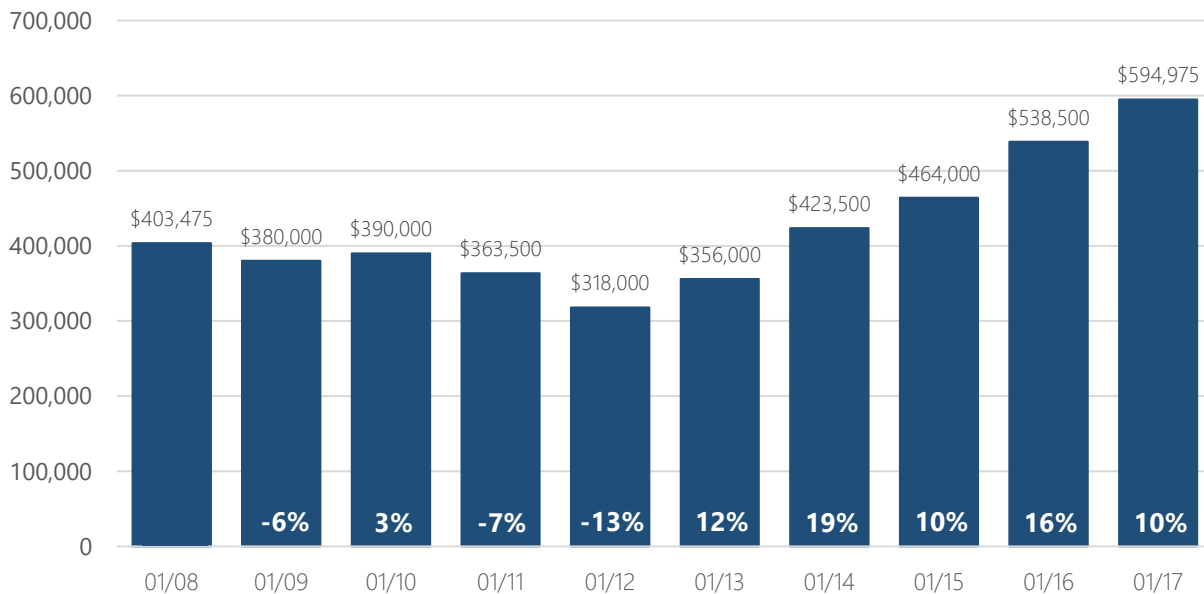
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



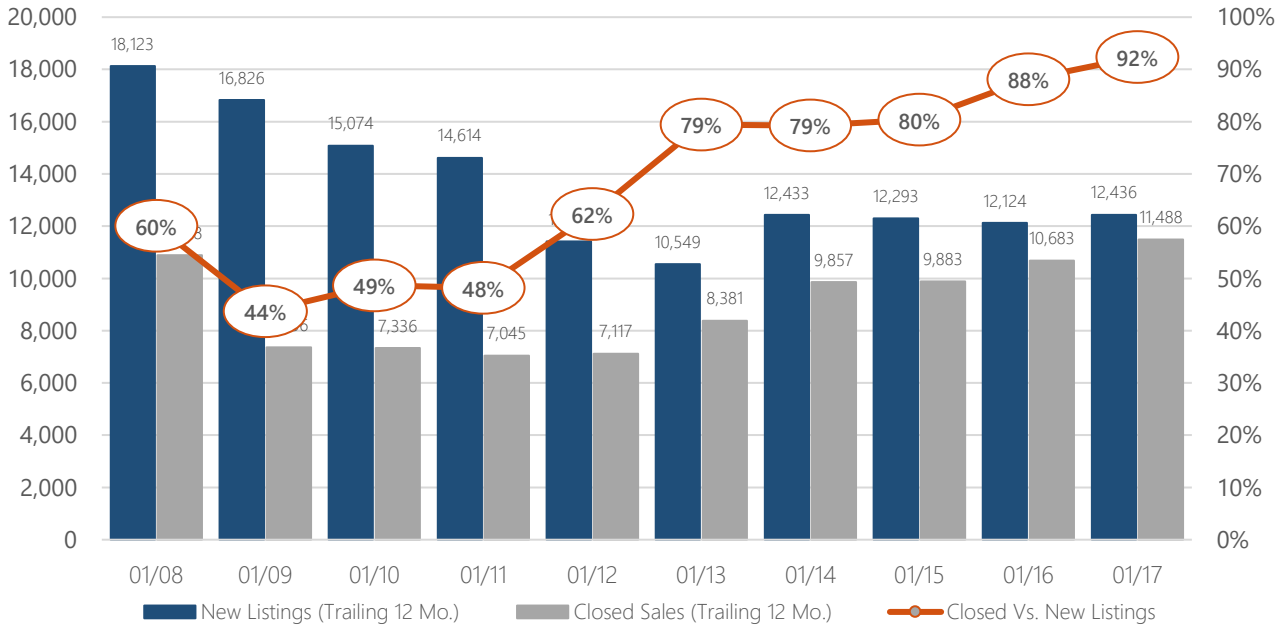
Median Closed Sales Price for Current Month Closings



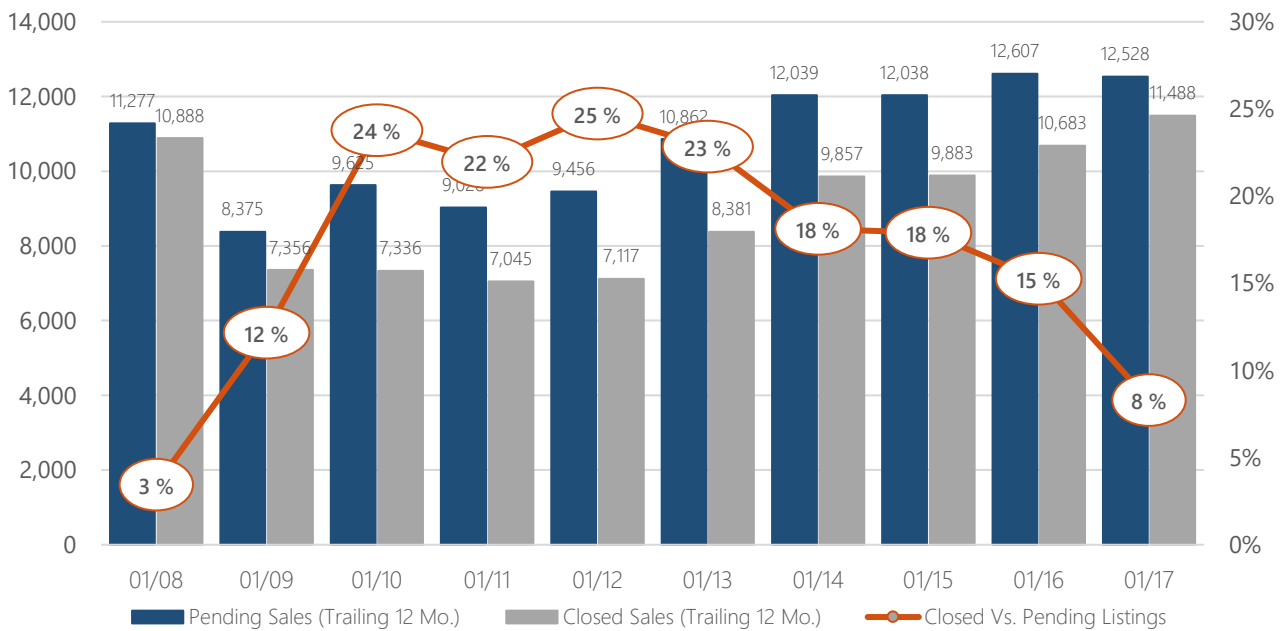
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?



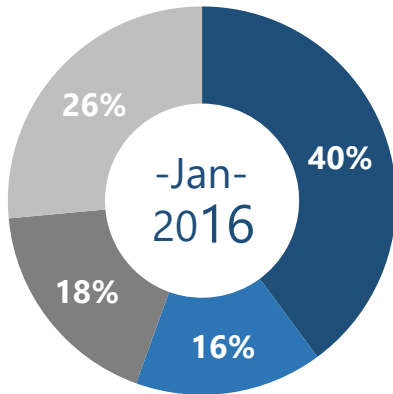
Percentage of Pending Sales that do not Close



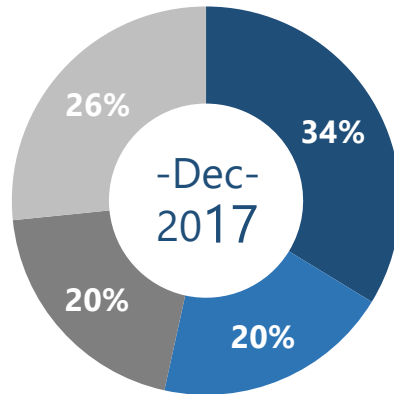
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

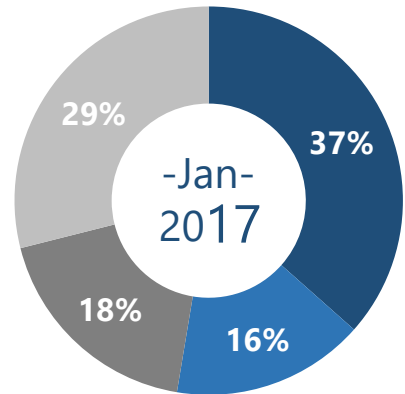
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

JANUARY 2017

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	8	19	33	76
NUMBER OF SALES IN MONTH	216	95	109	171
MEDIAN DIFFERENCE FROM LIST PRICE	8%	0%	-3%	N/A

MARKET UPDATE

Data Current Through: January, 2017

Area	Months Inventory		Area	Months Inventory	
	2016	2017		2016	2017
100	0.8	1.6	530	0.4	0.6
110	1.0	1.2	540	0.9	0.8
120	0.7	1.1	550	0.6	0.9
130	0.8	1.2	560	0.7	1.1
140	0.8	0.7	600	0.6	0.9
300	1.4	1.9	610	0.5	1.0
310	0.7	1.3	700	0.9	1.0
320	0.8	1.1	705	0.5	0.8
330	0.8	1.0	710	0.6	0.7
340	0.5	0.9	715	1.0	0.8
350	0.5	0.6	720	0.7	0.9
360	0.7	1.2	730	0.7	0.9
380	0.7	1.2	740	0.6	0.8
385	0.9	1.4	750	0.9	1.3
390	0.7	1.2	760	0.9	1.2
500	0.6	0.9	770	0.8	1.2
510	2.5	1.7	800	2.3	2.1
520	1.2	2.5			



Months Supply of Inventory

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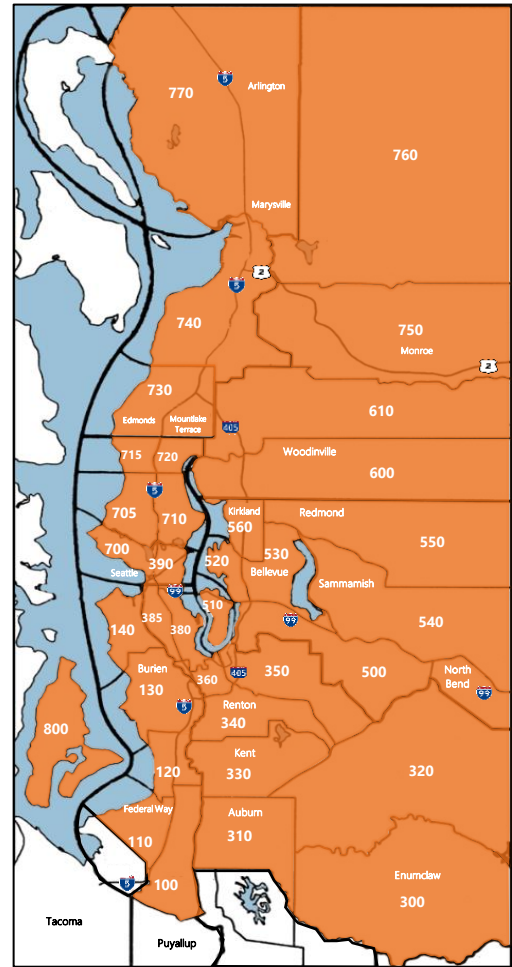
CURRENT MONTH

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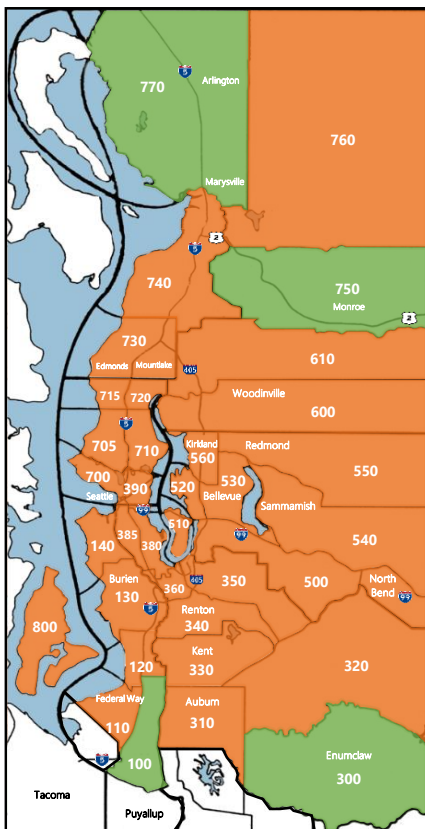
KING & SNOHOMISH COUNTY

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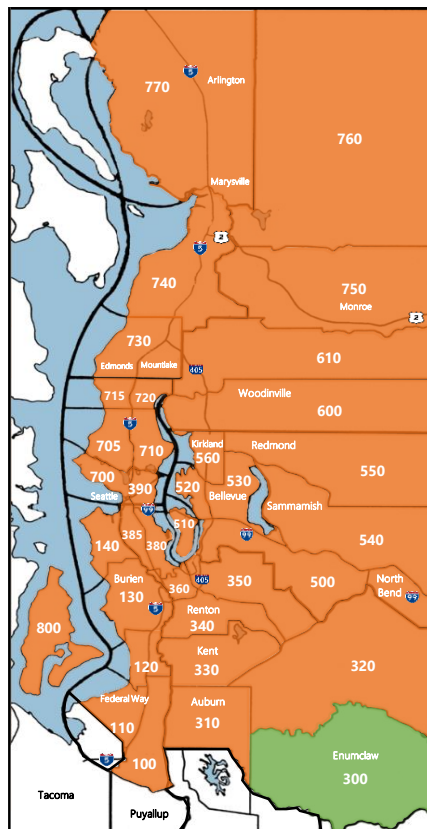
RESIDENTIAL & CONDOMINIUM



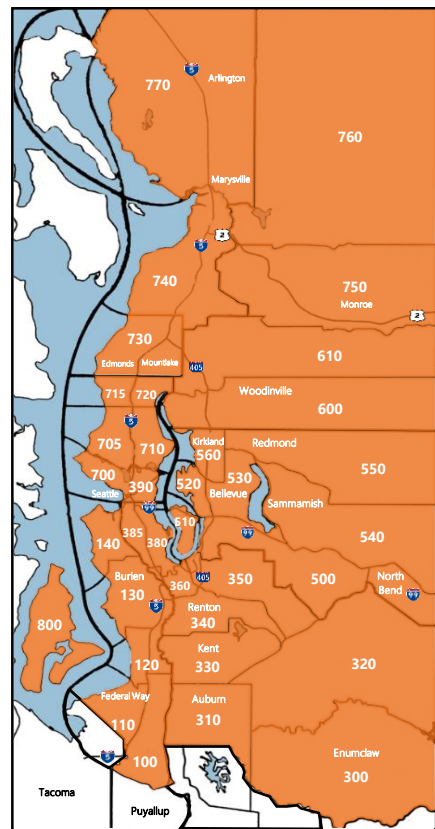
3 YEARS AGO



2 YEARS AGO

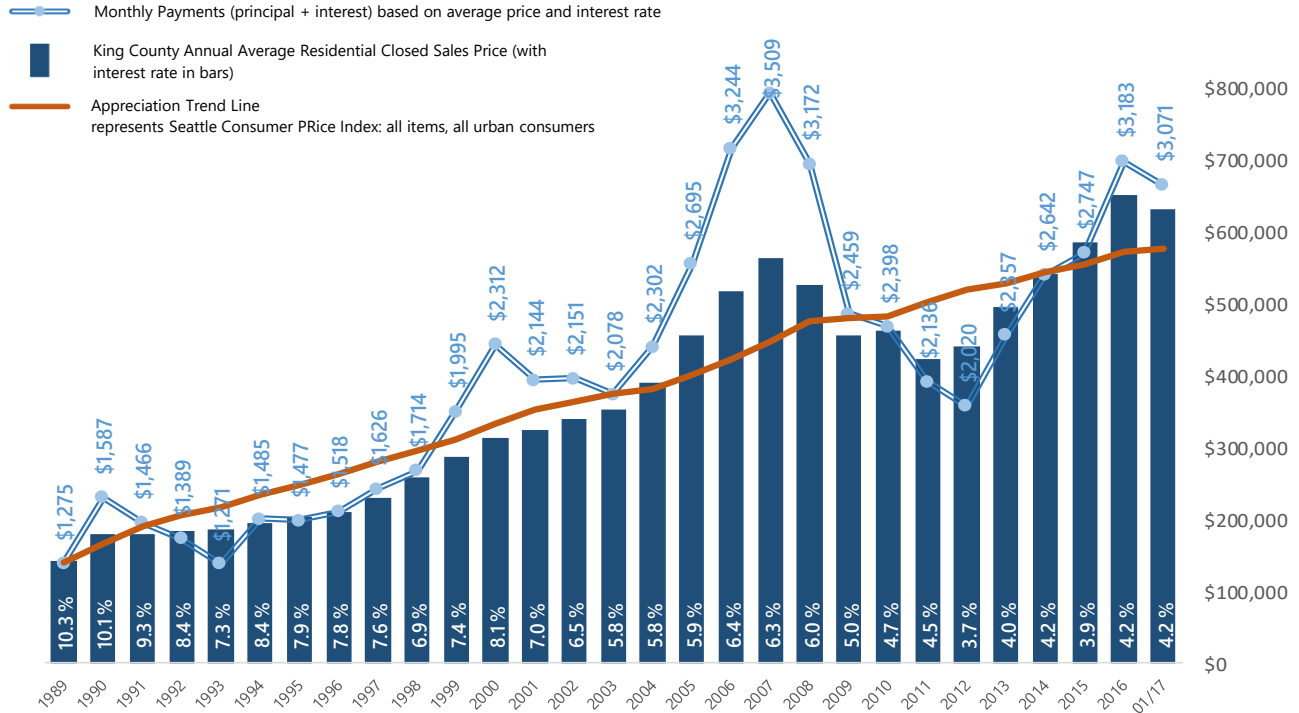


1 YEAR AGO



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
January, 2017	\$594,975	4.15%	\$2,892
January, 2016	\$538,500	3.87%	\$2,531
	\$56,475	0.28%	\$362 Per Month \$4,338 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	102.3%	102.2%	330	55.8%
15 - 30	98.7%	99.8%	85	14.4%
31 - 60	96.7%	98.4%	89	15.1%
61 - 90	94.4%	97.8%	46	7.8%
90+	93.9%	98.5%	41	6.9%
Totals			591	100.0%

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												20
\$250,000 to \$499,999	182												182
\$500,000 to \$749,999	237												237
\$750,000 to \$999,999	94												94
\$1,000,000 to \$1,499,999	36												36
\$1,500,000 to \$2,499,999	17												17
\$2,500,000 and above	5												5
Grand Total	591												591

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

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%												-49%
\$250,000 to \$499,999	0%												0%
\$500,000 to \$749,999	39%												39%
\$750,000 to \$999,999	32%												32%
\$1,000,000 to \$1,499,999	38%												38%
\$1,500,000 to \$2,499,999	89%												89%
\$2,500,000 and above	150%												150%
Grand Total	18%												18%

Seattle (All Areas) RESIDENTIAL & CONDOMINIUM

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	YTD % Change
2017															
# of Active Listings	486												-21%	486	AVG -21%
# of Pending Transactions	665												2%	665	YTD 2%
Months Supply of Inventory	0.7												-23%	0.7	AVG -23%
# of Closed Sales	590												18%	590	YTD 18%
Median Closed Price	594,975												10%	594,975	WA 10%
2016															
# of Active Listings	613	651	712	864	837	852	994	938	1,173	916	649	438	-19%	613	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	-17%	649	YTD -17%
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	-2%	0.9	AVG -2%
# of Closed Sales	502	608	813	952	1,027	1,263	1,171	1,169	1,074	1,009	959	853	-2%	502	YTD -2%
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	16%	538,500	WA 16%
2015															
# of Active Listings	755	797	803	854	898	873	890	915	1,004	933	663	438	-26%	755	AVG -26%
# of Pending Transactions	783	855	1,214	1,424	1,336	1,336	1,204	1,102	1,106	1,021	840	520	2%	783	YTD 2%
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	-28%	1.0	AVG -28%
# of Closed Sales	510	539	775	958	1,099	1,181	1,189	1,011	968	959	691	811	0%	510	YTD 0%
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	10%	464,000	WA 10%
2014															
# of Active Listings	1,026	1,036	1,044	1,169	1,382	1,429	1,492	1,363	1,478	1,312	1,041	749	5%	1,026	AVG 5%
# of Pending Transactions	764	859	1,079	1,127	1,214	1,221	1,131	1,093	1,071	1,071	804	585	2%	764	YTD 2%
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	3%	1.3	AVG 3%
# of Closed Sales	510	525	783	829	961	1,008	1,006	914	877	940	742	788	-2%	510	YTD -2%
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	19%	423,500	WA 19%

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2007 - 2016

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	
# of Active Listings	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

Seattle (All Areas) RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	YoY % Change
2013	# of Active Listings	978	1,040	1,069	1,146	1,389	1,511	1,581	1,671	1,709	1,567	1,239	960	-47%	978	AVG -47%
	# of Pending Transactions	748	877	1,111	1,134	1,190	1,208	1,197	1,070	1,062	1,066	811	549	17%	748	YTD 17%
	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	-54%	1.3	AVG -54%
	# of Closed Sales	521	512	726	836	1,015	967	1,054	1,032	856	917	724	708	20%	521	YTD 20%
	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	12%	356,000	WA 12%
2012	# of Active Listings	1,832	1,730	1,709	1,722	1,733	1,773	1,718	1,664	1,781	1,510	1,257	966	-32%	1,832	AVG -32%
	# of Pending Transactions	641	891	1,071	1,069	1,097	996	927	922	888	982	746	525	1%	641	YTD 1%
	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	-33%	2.9	AVG -33%
	# of Closed Sales	433	444	617	706	836	891	794	780	705	758	723	606	10%	433	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	-13%	318,000	WA -13%
2011	# of Active Listings	2,711	2,799	2,775	2,954	2,927	2,999	2,931	2,801	2,788	2,561	2,256	1,826	-9%	2,711	AVG -9%
	# of Pending Transactions	635	731	928	884	944	880	813	849	748	776	683	579	-3%	635	YTD -3%
	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	-6%	4.3	AVG -6%
	# of Closed Sales	394	403	630	625	673	765	640	684	593	571	540	560	-14%	394	YTD -14%
	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	-7%	363,500	WA -7%
2010	# of Active Listings	2,973	3,297	3,659	3,960	3,999	4,076	4,227	4,171	4,068	3,788	3,321	2,611	-8%	2,973	AVG -8%
	# of Pending Transactions	657	817	1,109	1,257	703	714	652	661	681	706	596	497	35%	657	YTD 35%
	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	-32%	4.5	AVG -32%
	# of Closed Sales	459	429	704	705	808	771	642	533	477	527	476	579	34%	459	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%	390,000	WA 3%
2009	# of Active Listings	3,220	3,555	3,641	3,670	3,716	3,667	3,788	3,697	3,685	3,599	3,169	2,553	-6%	3,220	AVG -6%
	# of Pending Transactions	485	517	700	900	971	989	869	904	978	951	633	556	-17%	485	YTD -17%
	Months Supply of Inventor	6.6	6.9	5.2	4.1	3.8	3.7	4.4	4.1	3.8	3.8	5.0	4.6	13%	6.6	AVG 13%
	# of Closed Sales	342	320	435	462	606	787	777	689	710	777	705	609	-29%	342	YTD -29%
	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	-6%	380,000	WA -6%
2008	# of Active Listings	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%	3,426	AVG 64%
	# of Pending Transactions	584	755	824	809	836	889	792	765	779	578	477	386	-23%	584	YTD -23%
	Months Supply of Inventor	5.9	4.8	4.8	5.3	5.5	4.9	5.5	5.5	5.5	7.1	7.9	8.0	112%	5.9	AVG 112%
	# of Closed Sales	480	565	733	712	767	791	735	673	653	589	409	387	-32%	480	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%	403,475	WA 6%
2007	# of Active Listings	2,086	2,223	2,442	2,737	3,061	3,314	3,428	3,465	4,091	4,197	3,776	2,963	30%	2,086	AVG 30%
	# of Pending Transactions	754	967	1,160	1,186	1,308	1,253	1,087	958	716	786	743	529	-12%	754	YTD -12%
	Months Supply of Inventor	2.8	2.3	2.1	2.3	2.3	2.6	3.2	3.6	5.7	5.3	5.1	5.6	48%	2.8	AVG 48%
	# of Closed Sales	704	654	1,010	1,060	1,209	1,191	1,112	1,059	878	830	710	695	8%	704	YTD 8%
	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	1%	379,990	WA 1%