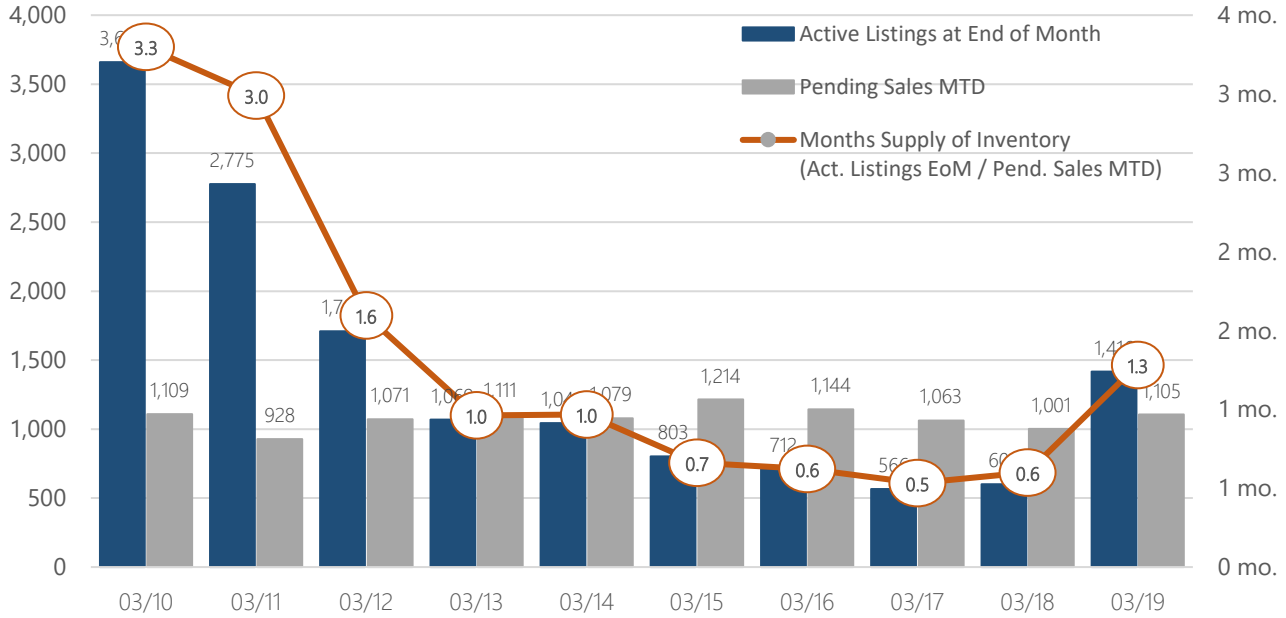


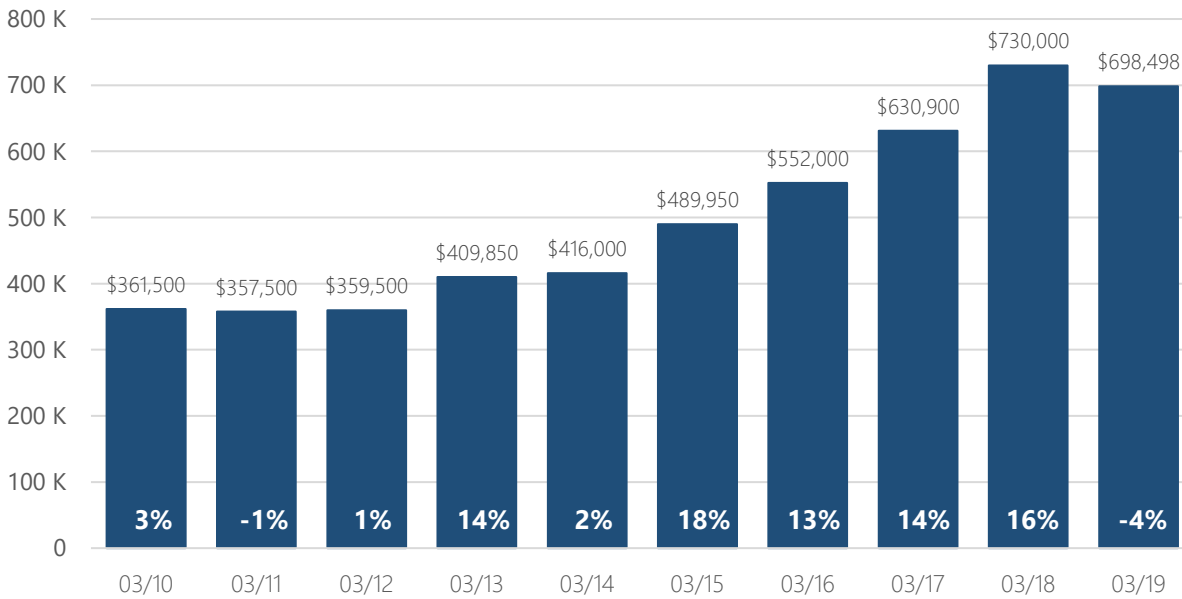
## Seattle (All Areas)

### RESIDENTIAL & CONDOMINIUM

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



#### Median Closed Sales Price For Current Month Listings

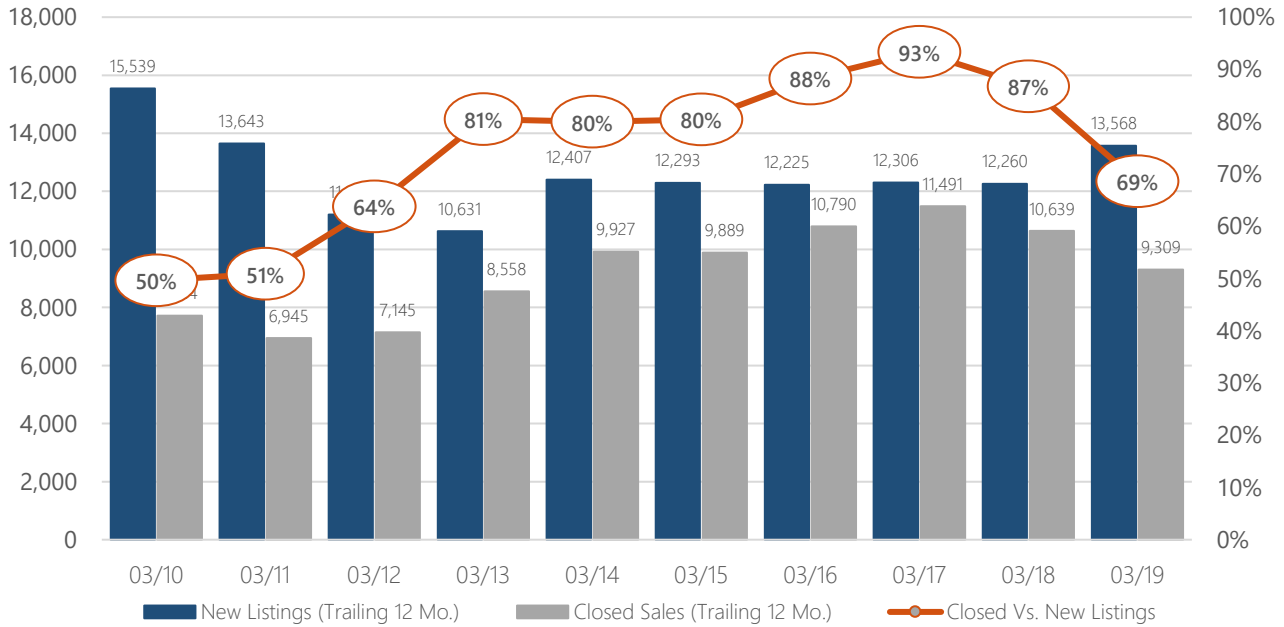


Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

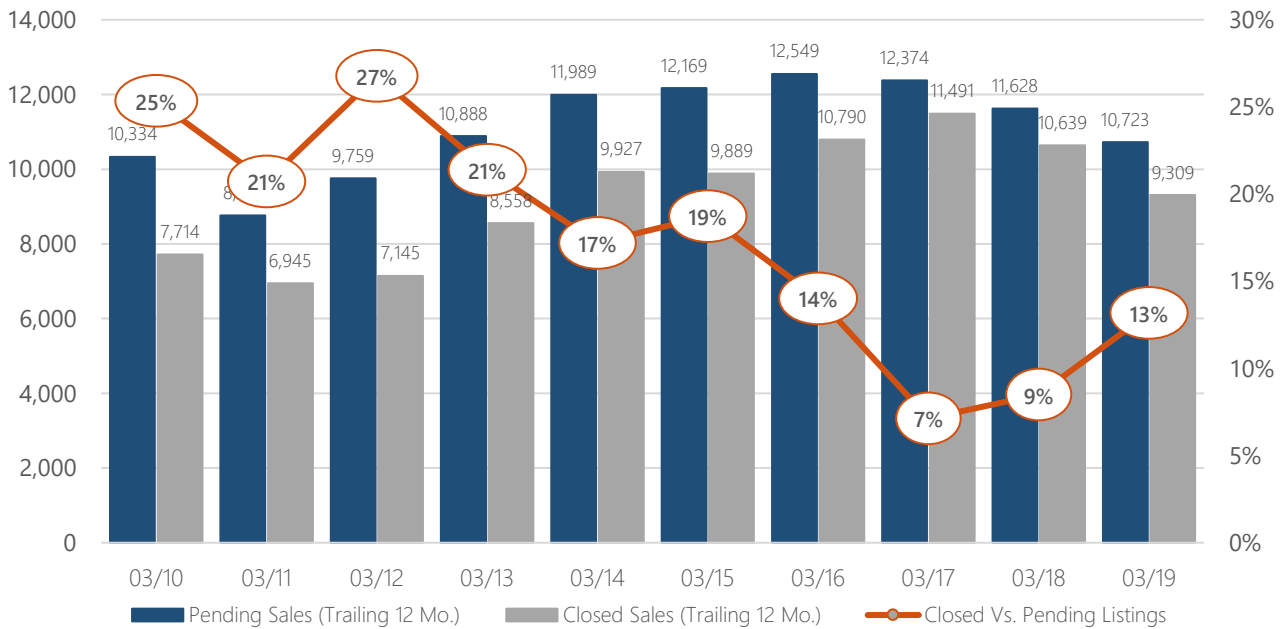
### Seattle (All Areas)

#### RESIDENTIAL & CONDOMINIUM

#### What Are The Odds of Selling?



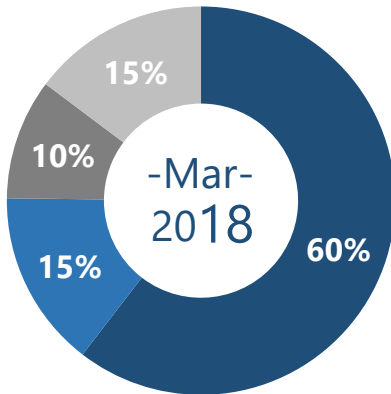
#### Percentage of Pending Sales that do not Close



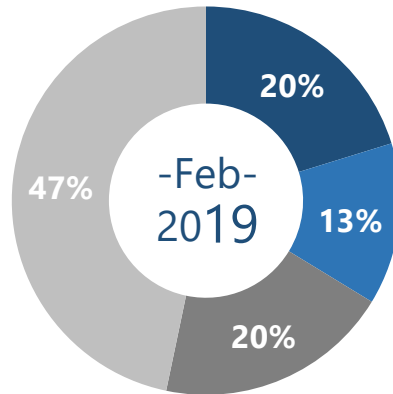
## Seattle (All Areas)

### RESIDENTIAL & CONDOMINIUM

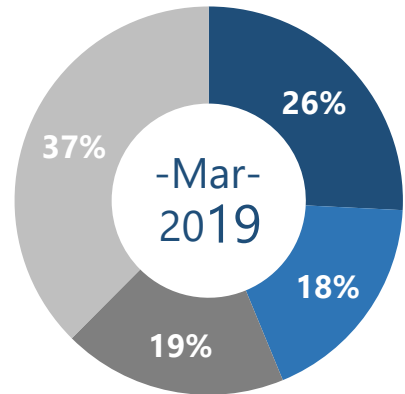
#### PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



**SOLD ABOVE LIST PRICE**



**SOLD AT LIST PRICE**



**SOLD BELOW LIST PRICE**



**PRICE CHANGE BEFORE SALE**

#### MARCH 2019

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
<b>AVERAGE DAYS ON MARKET</b>	6	11	32	104
<b>NUMBER OF SALES IN MONTH</b>	182	127	132	265
<b>MEDIAN DIFFERENCE FROM LIST PRICE</b>	4%	0%	-2%	N/A

# MARKET UPDATE

Data Current Through: March, 2019

Area	Months Inventory		Area	Months Inventory	
	2018	2019		2018	2019
100	0.5	1.0	530	0.4	0.8
110	0.6	0.6	540	0.5	1.3
120	0.6	0.8	550	0.6	1.2
130	0.5	1.1	560	0.6	1.3
140	0.4	0.9	600	0.6	1.1
300	0.9	0.8	610	0.5	1.1
310	0.5	0.9	700	0.8	1.5
320	0.7	1.1	705	0.4	1.0
330	0.5	0.8	710	0.5	1.2
340	0.5	1.0	715	0.6	1.6
350	0.7	1.5	720	0.3	1.2
360	0.8	1.1	730	0.5	0.7
380	0.6	1.0	740	0.3	0.8
385	0.7	1.1	750	0.9	1.0
390	0.7	1.7	760	0.6	0.9
500	0.6	1.2	770	0.5	0.7
510	1.2	3.1	800	1.2	1.7
520	1.3	1.6			



Months Supply of Inventory

•

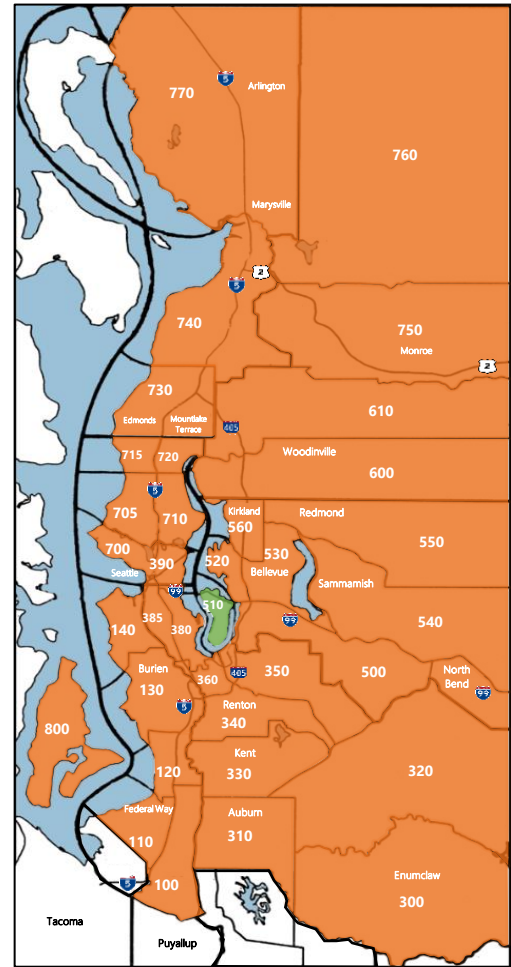
**CURRENT MONTH**

•

KING & SNOHOMISH COUNTY

•

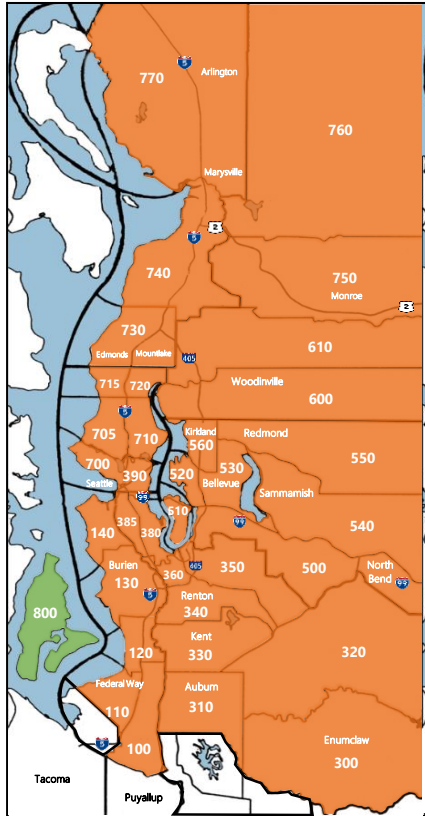
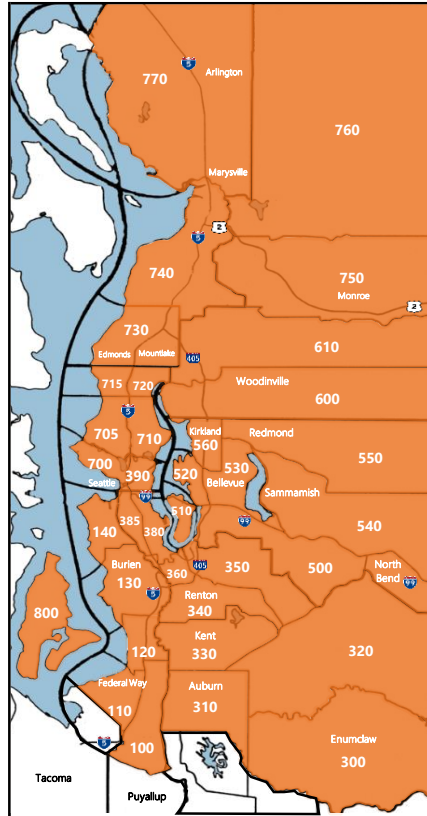
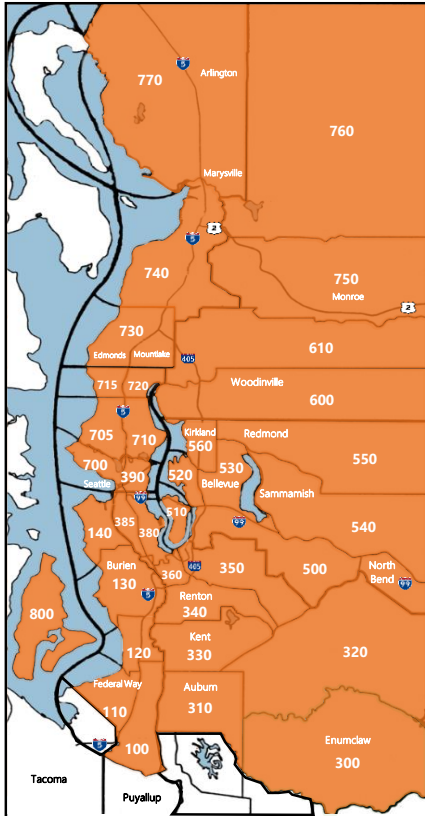
RESIDENTIAL & CONDOMINIUM



3 YEARS AGO

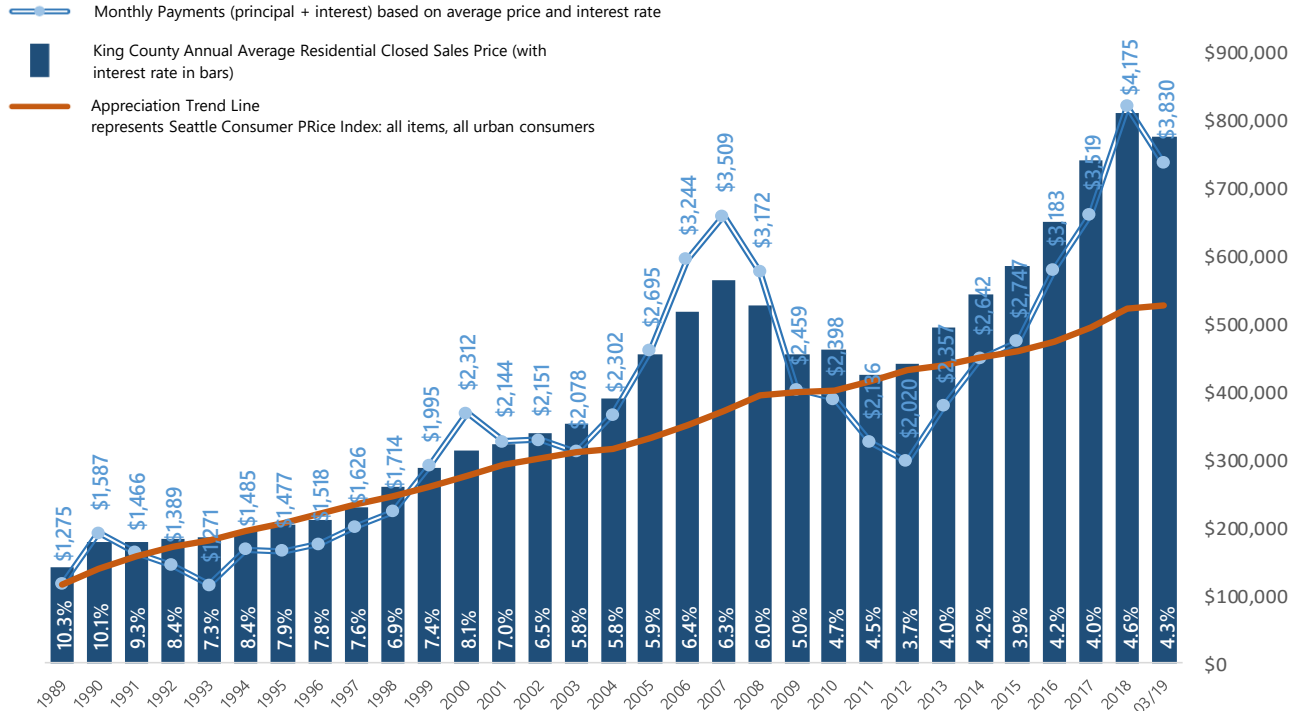
2 YEARS AGO

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.

## 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
March, 2019	\$698,498	4.27%	\$3,444
March, 2018	\$730,000	4.44%	\$3,673
	<b>-\$31,502</b>	<b>-0.17%</b>	<b>-\$228</b> Per Month <b>-\$2,741</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	100.0%	100.0%	362	51.3%
15 - 30	98.4%	98.8%	117	16.6%
31 - 60	95.7%	98.2%	82	11.6%
61 - 90	93.6%	98.2%	61	8.6%
90+	89.0%	97.3%	84	11.9%
<b>Totals</b>			<b>706</b>	<b>100.0%</b>

**Seattle (All Areas)**

RESIDENTIAL & CONDOMINIUM

**2019**

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	8	5	5										18
\$250,000 to \$499,999	102	129	150										381
\$500,000 to \$749,999	190	237	267										694
\$750,000 to \$999,999	89	142	153										384
\$1,000,000 to \$1,499,999	57	70	83										210
\$1,500,000 to \$2,499,999	17	23	37										77
\$2,500,000 and above	6	2	11										19
<b>Grand Total</b>	<b>469</b>	<b>608</b>	<b>706</b>										<b>1,783</b>

**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	4	6	8	3	2	6	3	8	3	7	16
\$250,000 to \$499,999	84	88	132	133	151	165	160	171	125	163	146	124	304
\$500,000 to \$749,999	169	206	265	291	322	351	339	319	249	285	232	245	640
\$750,000 to \$999,999	126	153	214	266	282	262	267	215	143	192	163	155	493
\$1,000,000 to \$1,499,999	51	62	107	107	158	147	142	116	108	99	75	64	220
\$1,500,000 to \$2,499,999	31	23	35	57	71	75	43	42	35	40	38	23	89
\$2,500,000 and above	2	7	9	13	14	16	10	9	8	10	6	9	18
<b>Grand Total</b>	<b>470</b>	<b>544</b>	<b>766</b>	<b>873</b>	<b>1,006</b>	<b>1,019</b>	<b>963</b>	<b>878</b>	<b>671</b>	<b>797</b>	<b>663</b>	<b>627</b>	<b>1,780</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	14%	0%	25%										12%
\$250,000 to \$499,999	21%	47%	14%										25%
\$500,000 to \$749,999	12%	15%	1%										8%
\$750,000 to \$999,999	-29%	-7%	-29%										-22%
\$1,000,000 to \$1,499,999	12%	13%	-22%										-5%
\$1,500,000 to \$2,499,999	-45%	0%	6%										-13%
\$2,500,000 and above	200%	-71%	22%										6%
<b>Grand Total</b>	<b>0%</b>	<b>12%</b>	<b>-8%</b>										<b>0%</b>

## Seattle (All Areas)

### Statistics To Know

#### Residential

	March, 2019	March, 2018	Difference	% Change
Months Supply of Inventory	1.1	0.6	0.5	90%
Active Listings at End of Month	883	414	469	113%
Pending Sales MTD	830	741	89	12%
Pending Sales (Trailing 12 Months)	7,931	8,528	-597	-7%
Closed Sales MTD	502	532	-30	-6%
Closed Sales (Trailing 12 Months)	6,892	7,844	-952	-12%
Closed Sales Price (Median)	\$752,500	\$819,500	-\$67,000	-8%
30-Year-Fixed-Rate Mortgage Rate	4.3%	4.4%	-0.2%	-4%
Monthly Payments (P&I)	\$3,711	\$4,123	-\$412	-10%

#### Condominium

	March, 2019	March, 2018	Difference	% Change
Months Supply of Inventory	1.9	0.7	1.2	171%
Active Listings at End of Month	533	186	347	187%
Pending Sales MTD	275	260	15	6%
Pending Sales (Trailing 12 Months)	2,792	3,100	-308	-10%
Closed Sales MTD	208	238	-30	-13%
Closed Sales (Trailing 12 Months)	2,417	2,795	-378	-14%
Closed Sales Price (Median)	\$492,475	\$527,450	-\$34,975	-7%
30-Year-Fixed-Rate Mortgage Rate	4.3%	4.4%	-0.2%	-4%
Monthly Payments (P&I)	\$2,428	\$2,654	-\$225	-8%

#### Residential & Condominium

	March, 2019	March, 2018	Difference	% Change
Months Supply of Inventory	1.3	0.6	0.7	114%
Active Listings at End of Month	1,416	600	816	136%
Pending Sales MTD	1,105	1,001	104	10%
Pending Sales (Trailing 12 Months)	10,723	11,628	-905	-8%
Closed Sales MTD	710	770	-60	-8%
Closed Sales (Trailing 12 Months)	9,309	10,639	-1,330	-13%
Closed Sales Price (Median)	\$698,498	\$730,000	-\$31,502	-4%
30-Year-Fixed-Rate Mortgage Rates	4.3%	4.4%	-0.2%	-4%
Monthly Payments (P&I)	\$3,444	\$3,673	-\$228	-6%

## Seattle (All Areas)

### RESIDENTIAL & CONDOMINIUM

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
<b>2019</b>																
Active Listings (EOM)	1,130	1,215	1,416										136%	1,254	AVG	154%
New Listings Taken in Month	877	815	1,391										15%	3,083	YTD	13%
# of Pending Transactions	762	687	1,105										10%	2,554	YTD	9%
Months Supply of Inventory	1.5	1.8	1.3										114%	1.5	AVG	135%
# of Closed Sales	470	611	710										-8%	1,791	YTD	0%
Median Closed Price	640,000	690,000	698,498										-4%	677,151	WA	-5%
<b>2018</b>																
Active Listings (EOM)	421	460	600	730	936	1,246	1,365	1,464	1,965	1,954	1,660	1,111	6%	494	AVG	-3%
New Listings Taken in Month	720	791	1,208	1,191	1,474	1,518	1,269	1,168	1,560	1,223	771	311	-6%	2,719	YTD	2%
# of Pending Transactions	588	745	1,001	1,012	1,203	1,118	970	875	861	879	753	498	-6%	2,334	YTD	-7%
Months Supply of Inventory	0.7	0.6	0.6	0.7	0.8	1.1	1.4	1.7	2.3	2.2	2.2	2.2	13%	0.6	AVG	4%
# of Closed Sales	470	545	770	875	1,012	1,019	977	875	668	798	667	627	-11%	1,785	YTD	-11%
Median Closed Price	700,000	714,000	730,000	750,000	759,500	740,000	735,000	700,000	707,250	706,250	695,000	699,000	16%	714,877	WA	16%
<b>2017</b>																
Active Listings (EOM)	486	470	566	606	668	718	796	715	891	810	534	299	-21%	507	AVG	-23%
New Listings Taken in Month	721	770	1,169	1,110	1,379	1,381	1,195	1,123	1,274	1,027	698	354	-3%	2,660	YTD	-6%
# of Pending Transactions	662	797	1,063	1,057	1,293	1,274	1,056	1,136	1,065	1,037	874	502	-7%	2,522	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	0.6	-14%	0.6	AVG	-20%
# of Closed Sales	588	564	862	849	1,076	1,129	1,079	1,083	947	992	889	810	6%	2,014	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	679,499	14%	615,667	WA	12%
<b>2016</b>																
Active Listings (EOM)	613	651	712	864	837	852	994	938	1,173	916	649	438	-11%	659	AVG	-16%
New Listings Taken in Month	766	866	1,203	1,275	1,332	1,304	1,281	1,153	1,382	923	591	405	6%	2,835	YTD	4%
# of Pending Transactions	649	867	1,144	1,149	1,367	1,273	1,140	1,205	1,142	1,134	858	584	-6%	2,660	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	-6%	0.8	AVG	-9%
# of Closed Sales	502	608	813	952	1,027	1,263	1,171	1,169	1,074	1,009	959	853	5%	1,923	YTD	5%
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	13%	548,330	WA	18%

## MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2009 - 2018

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	1,502	1,584	1,658	1,768	1,849	1,914	1,978	1,940	2,054	1,895	1,579	1,195	1,743	AVG
% of 12 Month Avg.	86%	91%	95%	101%	106%	110%	114%	111%	118%	109%	91%	69%		
New Listings Taken in Month	915	946	1,226	1,292	1,318	1,317	1,207	1,099	1,281	1,025	665	406	12,696	T
% of 12 Month Avg.	86%	89%	116%	122%	125%	124%	114%	104%	121%	97%	63%	38%		
# of Pending Transactions	661	796	1,042	1,101	1,132	1,101	996	982	960	962	760	540	11,032	T
% of 12 Month Avg.	72%	87%	113%	120%	123%	120%	108%	107%	104%	105%	83%	59%		
Months Supply of Inventory	2.3	2.0	1.6	1.6	1.6	1.7	2.0	2.0	2.1	2.0	2.1	2.2	1.9	AVG
% of 12 Month Avg.	117%	103%	82%	83%	85%	90%	103%	102%	111%	102%	108%	115%		
# of Closed Units	473	489	712	780	911	978	933	877	788	825	712	695	9,171	T
% of 12 Month Avg.	62%	64%	93%	102%	119%	128%	122%	115%	103%	108%	93%	91%		

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	T	YTD % Change
2015	Active Listings (EOM)	755	797	803	854	898	873	890	915	1,004	933	663	438	-23%	785	AVG	-24%
	New Listings Taken in Month	754	838	1,130	1,356	1,331	1,265	1,201	1,114	1,184	961	599	379	3%	2,722	YTD	-4%
	# of Pending Transactions	783	855	1,214	1,424	1,336	1,336	1,204	1,102	1,106	1,021	840	520	13%	2,852	YTD	6%
	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	-32%	0.9	AVG	-27%
	# of Closed Sales	510	539	775	958	1,099	1,181	1,189	1,011	968	959	691	811	-1%	1,824	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	18%	466,292	WA	10%
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	-2%	1,035	AVG	1%
	New Listings Taken in Month	862	871	1,097	1,243	1,455	1,322	1,267	1,014	1,260	1,024	605	381	-1%	2,830	YTD	3%
	# of Pending Transactions	764	859	1,079	1,127	1,214	1,221	1,131	1,093	1,071	1,071	804	585	-3%	2,702	YTD	-1%
	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	1%	1.2	AVG	2%
	# of Closed Sales	510	525	783	829	961	1,008	1,006	914	877	940	742	788	8%	1,818	YTD	3%
	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	2%	422,217	WA	10%
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	-37%	1,029	AVG	-41%
	New Listings Taken in Month	756	886	1,108	1,202	1,389	1,350	1,248	1,167	1,207	1,005	616	393	3%	2,750	YTD	3%
	# of Pending Transactions	748	877	1,111	1,134	1,190	1,208	1,197	1,070	1,062	1,066	811	549	4%	2,736	YTD	5%
	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	-40%	1.2	AVG	-46%
	# of Closed Sales	521	512	726	836	1,015	967	1,054	1,032	856	917	724	708	18%	1,759	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	14%	382,402	WA	14%
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%	1,757	AVG	-36%
	New Listings Taken in Month	758	836	1,076	1,064	1,098	1,051	932	908	1,085	818	585	340	-8%	2,670	YTD	-17%
	# of Pending Transactions	641	891	1,071	1,069	1,097	996	927	922	888	982	746	525	15%	2,603	YTD	13%
	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	-47%	2.1	AVG	-42%
	# of Closed Sales	433	444	617	706	836	891	794	780	705	758	723	606	-2%	1,494	YTD	5%
	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	1%	336,498	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	-24%	2,762	AVG	-17%
	New Listings Taken in Month	1,070	957	1,173	1,254	1,134	1,211	1,025	940	1,061	826	653	426	-32%	3,200	YTD	-29%
	# of Pending Transactions	635	731	928	884	944	880	813	849	748	776	683	579	-16%	2,294	YTD	-11%
	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	-9%	3.7	AVG	-7%
	# of Closed Sales	394	403	630	625	673	765	640	684	593	571	540	560	-11%	1,427	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	-1%	356,289	WA	-5%
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	0%	3,310	AVG	-5%
	New Listings Taken in Month	1,405	1,368	1,733	1,837	1,134	1,310	1,292	1,160	1,318	1,118	777	497	27%	4,506	YTD	14%
	# of Pending Transactions	657	817	1,109	1,257	703	714	652	661	681	706	596	497	58%	2,583	YTD	52%
	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	-37%	4.0	AVG	-37%
	# of Closed Sales	459	429	704	705	808	771	642	533	477	527	476	579	62%	1,592	YTD	45%
	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%	374,706	WA	3%

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