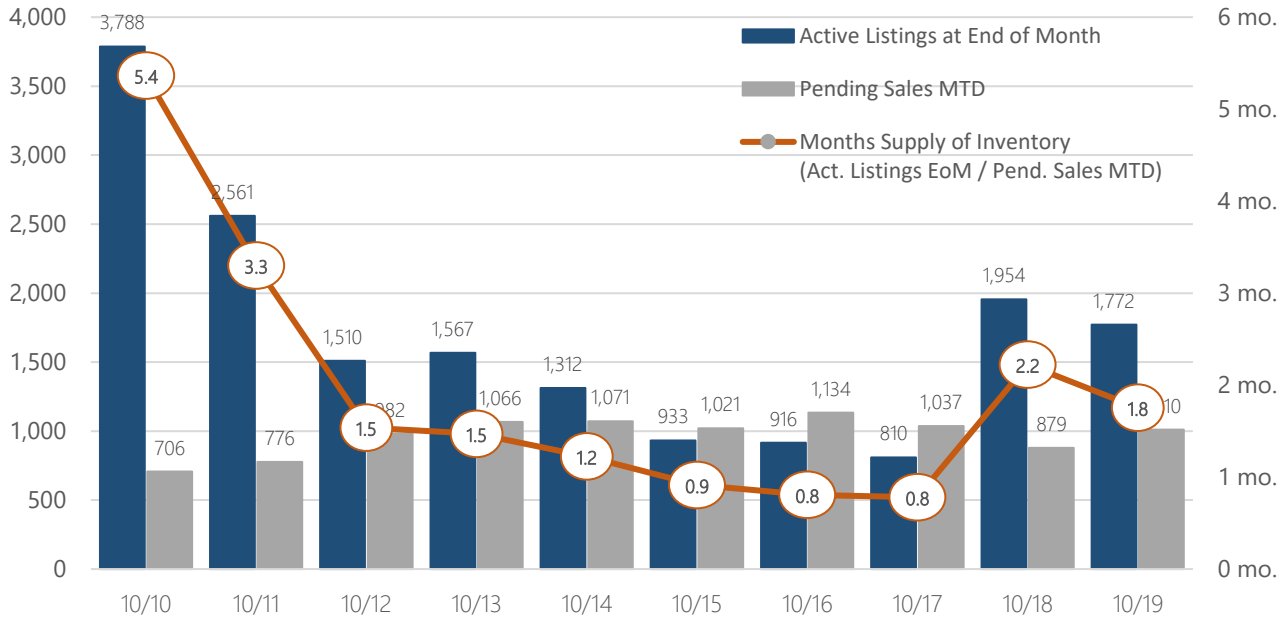


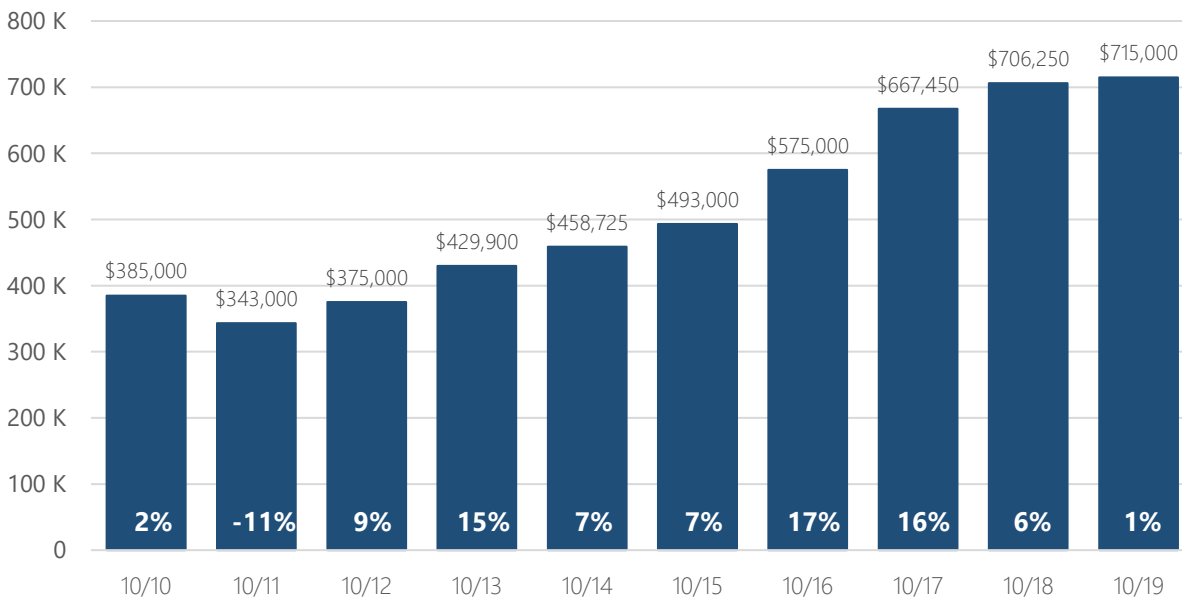
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



Median Closed Sales Price For Current Month Listings

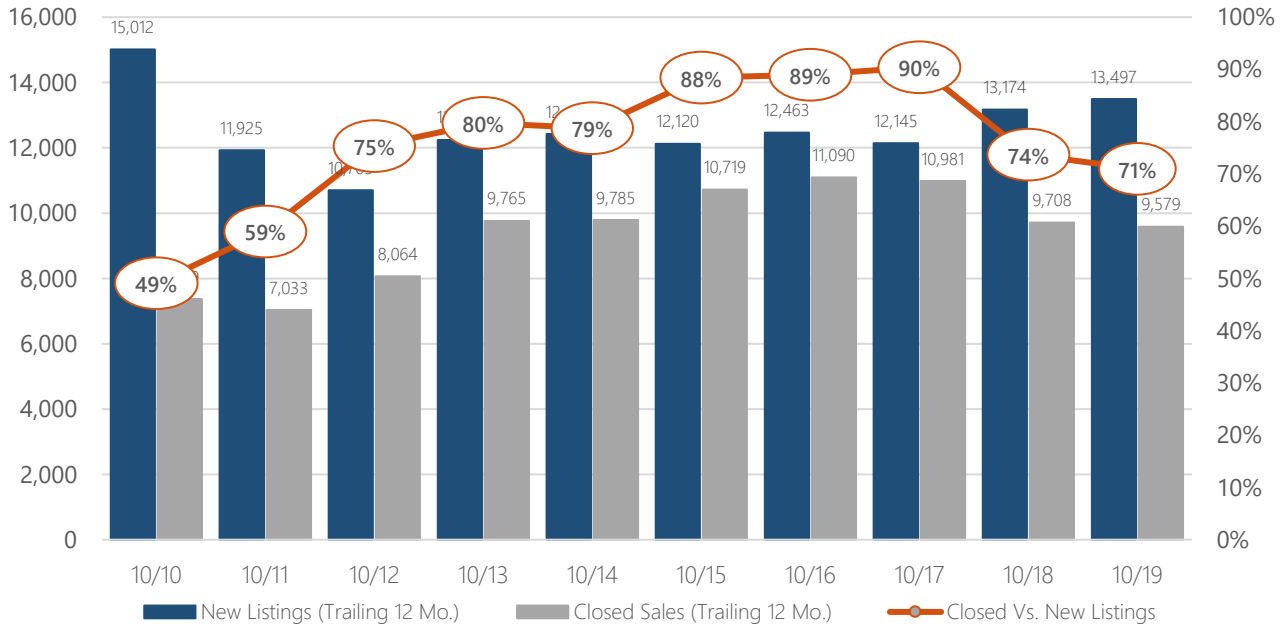


Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

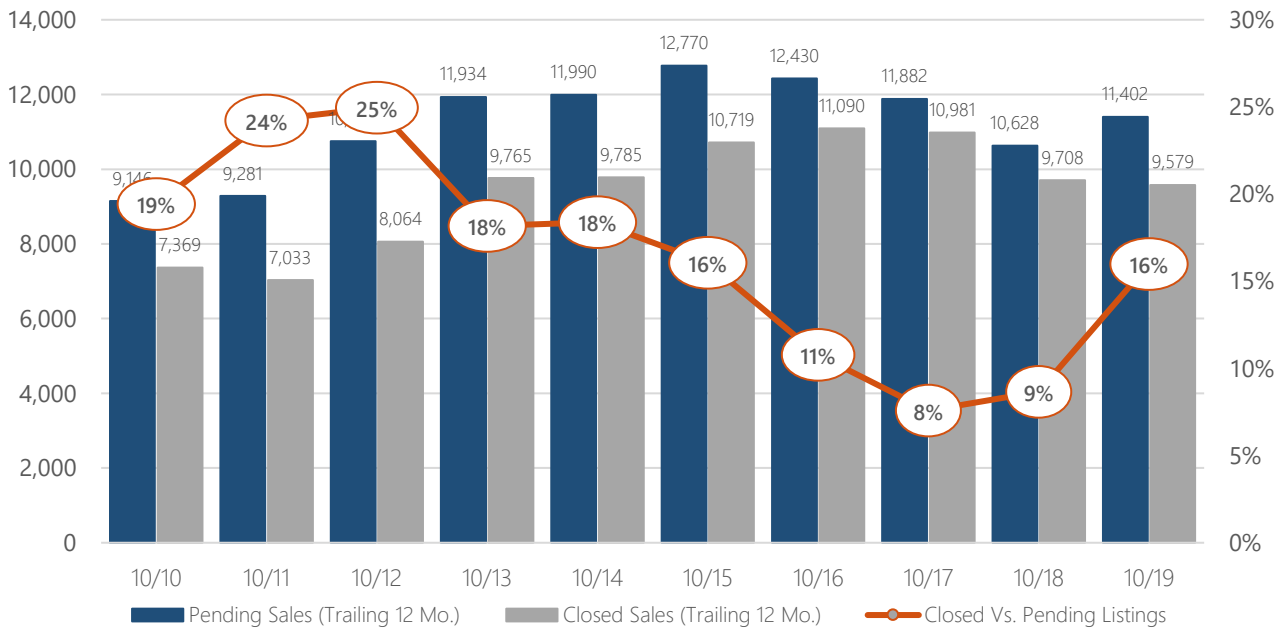
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?



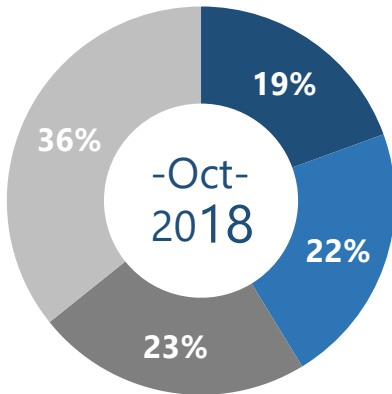
Percentage of Pending Sales that do not Close



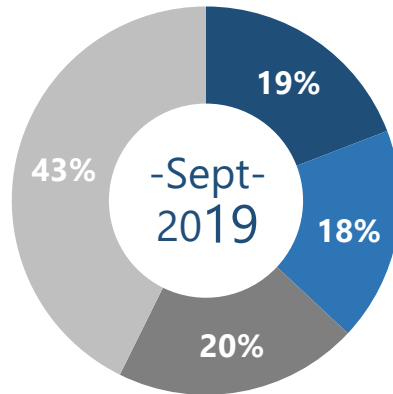
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

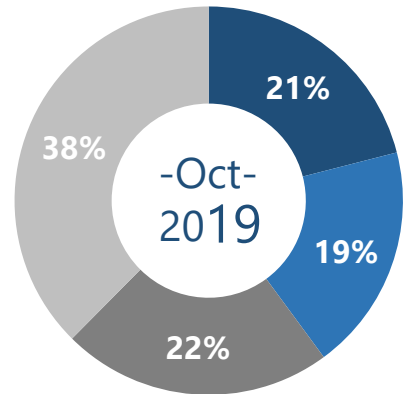
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

OCTOBER 2019

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	7	12	22	77
NUMBER OF SALES IN MONTH	180	162	193	322
MEDIAN DIFFERENCE FROM LIST PRICE	4%	0%	-2%	N/A

Area	Months Inventory		Area	Months Inventory	
	2018	2019		2018	2019
100	1.9	1.0	530	1.6	1.4
110	1.3	1.0	540	2.7	1.4
120	2.4	1.3	550	1.9	1.8
130	1.9	1.4	560	2.9	1.8
140	2.2	1.3	600	2.1	1.4
300	2.5	0.9	610	2.0	1.3
310	1.8	0.8	700	2.2	2.3
320	1.9	1.4	705	2.0	1.5
330	2.1	0.9	710	1.8	1.1
340	1.9	1.2	715	2.9	2.0
350	2.5	1.5	720	2.7	1.5
360	1.6	1.2	730	1.6	1.5
380	2.1	1.7	740	1.7	1.1
385	1.9	2.1	750	1.9	1.5
390	2.1	2.2	760	2.3	1.4
500	2.8	1.4	770	1.6	1.0
510	2.8	2.4	800	1.9	3.2
520	4.2	2.3			

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

Months Supply of Inventory

•

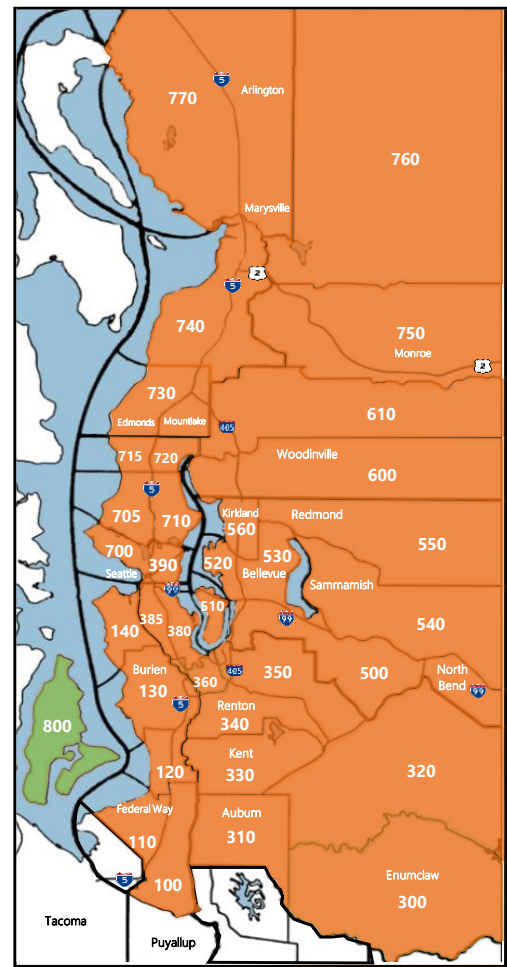
CURRENT MONTH

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KING & SNOHOMISH COUNTY

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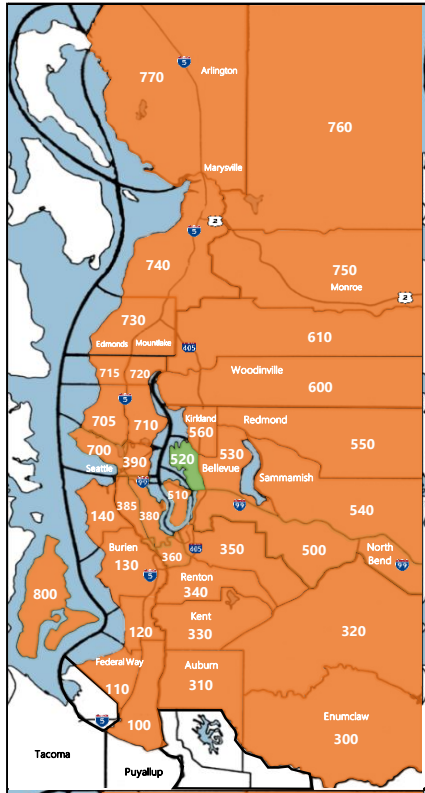
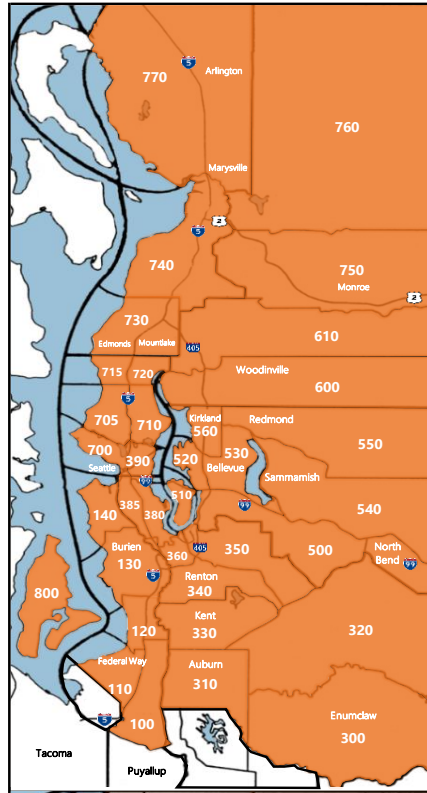
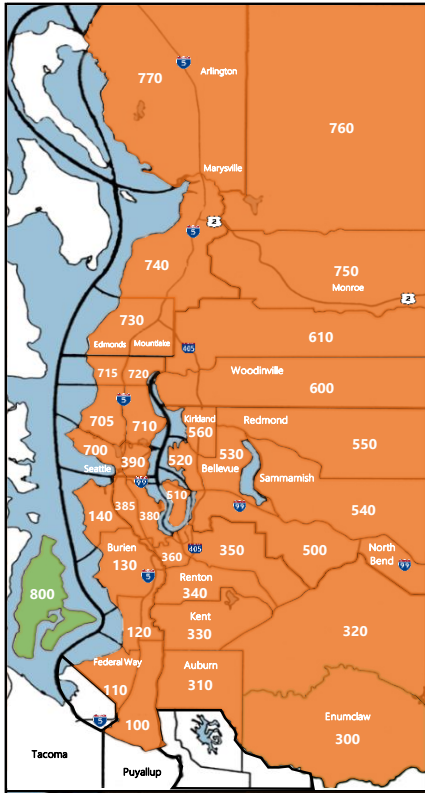
RESIDENTIAL & CONDOMINIUM



3 YEARS AGO

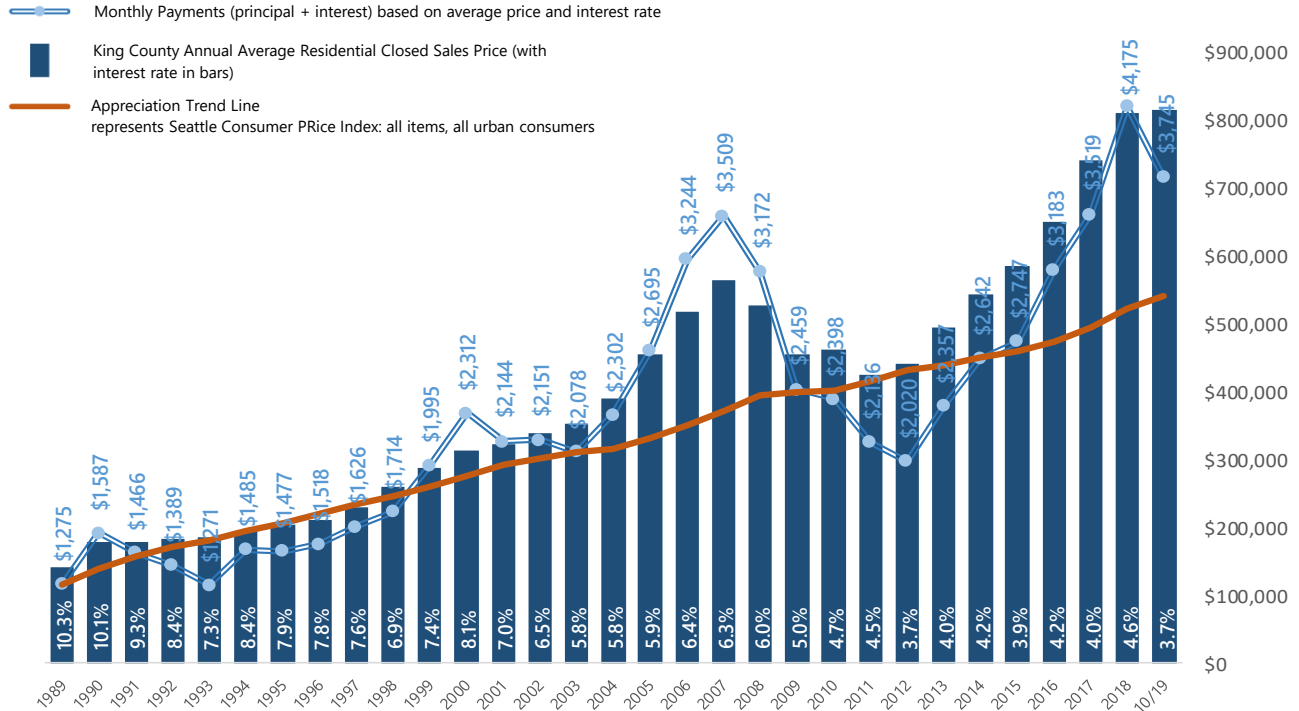
2 YEARS AGO

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



Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
October, 2019	\$715,000	3.69%	\$3,287
October, 2018	\$706,250	4.83%	\$3,718
	\$8,750	-1.14%	-\$431 Per Month -\$5,175 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%	436	50.9%
15 - 30	97.1%	98.6%	138	16.1%
31 - 60	95.2%	98.1%	140	16.3%
61 - 90	93.0%	97.9%	80	9.3%
90+	90.9%	97.9%	63	7.4%
Totals			857	100.0%

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	5	0	5	6	5	10	4			53
\$250,000 to \$499,999	102	129	150	154	199	181	214	198	163	168			1,658
\$500,000 to \$749,999	190	237	267	338	368	338	351	350	277	294			3,010
\$750,000 to \$999,999	89	142	153	210	272	238	229	233	160	206			1,932
\$1,000,000 to \$1,499,999	57	70	83	101	146	147	122	120	87	116			1,049
\$1,500,000 to \$2,499,999	17	23	37	54	67	65	55	46	48	56			468
\$2,500,000 and above	6	2	11	11	9	7	12	13	7	13			91
Grand Total	469	608	706	873	1,061	981	989	965	752	857			8,261

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	52
\$250,000 to \$499,999	84	88	132	133	151	165	160	171	125	163	146	124	1,372
\$500,000 to \$749,999	169	206	265	291	322	351	339	319	249	285	232	245	2,796
\$750,000 to \$999,999	126	153	214	266	282	262	267	215	143	192	163	155	2,120
\$1,000,000 to \$1,499,999	51	62	107	107	158	147	142	116	108	99	75	64	1,097
\$1,500,000 to \$2,499,999	31	23	35	57	71	75	43	42	35	40	38	23	452
\$2,500,000 and above	2	7	9	13	14	16	10	9	8	10	6	9	98
Grand Total	470	544	766	873	1,006	1,019	963	878	671	797	663	627	7,987

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%	-17%	-100%	67%	200%	-17%	233%	-50%			2%
\$250,000 to \$499,999	21%	47%	14%	16%	32%	10%	34%	16%	30%	3%			21%
\$500,000 to \$749,999	12%	15%	1%	16%	14%	-4%	4%	10%	11%	3%			8%
\$750,000 to \$999,999	-29%	-7%	-29%	-21%	-4%	-9%	-14%	8%	12%	7%			-9%
\$1,000,000 to \$1,499,999	12%	13%	-22%	-6%	-8%	0%	-14%	3%	-19%	17%			-4%
\$1,500,000 to \$2,499,999	-45%	0%	6%	-5%	-6%	-13%	28%	10%	37%	40%			4%
\$2,500,000 and above	200%	-71%	22%	-15%	-36%	-56%	20%	44%	-12%	30%			-7%
Grand Total	0%	12%	-8%	0%	5%	-4%	3%	10%	12%	8%			3%

Seattle (All Areas)

Statistics To Know

Residential

	October, 2019	October, 2018	Difference	% Change
Months Supply of Inventory	1.4	1.9	-0.5	-26%
Active Listings at End of Month	1,135	1,277	-142	-11%
Pending Sales MTD	818	684	134	20%
Pending Sales (Trailing 12 Months)	8,623	7,835	788	10%
Closed Sales MTD	670	603	67	11%
Closed Sales (Trailing 12 Months)	7,230	7,136	94	1%
Closed Sales Price (Median)	\$775,000	\$750,000	\$25,000	3%
30-Year-Fixed-Rate Mortgage Rate	3.7%	4.8%	-1.1%	-24%
Monthly Payments (P&I)	\$3,563	\$3,949	-\$386	-10%

Condominium

	October, 2019	October, 2018	Difference	% Change
Months Supply of Inventory	3.3	3.5	-0.2	-4%
Active Listings at End of Month	637	677	-40	-6%
Pending Sales MTD	192	195	-3	-2%
Pending Sales (Trailing 12 Months)	2,779	2,793	-14	-1%
Closed Sales MTD	189	195	-6	-3%
Closed Sales (Trailing 12 Months)	2,349	2,572	-223	-9%
Closed Sales Price (Median)	\$460,000	\$495,000	-\$35,000	-7%
30-Year-Fixed-Rate Mortgage Rate	3.7%	4.8%	-1.1%	-24%
Monthly Payments (P&I)	\$2,115	\$2,606	-\$491	-19%

Residential & Condominium

	October, 2019	October, 2018	Difference	% Change
Months Supply of Inventory	1.8	2.2	-0.5	-21%
Active Listings at End of Month	1,772	1,954	-182	-9%
Pending Sales MTD	1,010	879	131	15%
Pending Sales (Trailing 12 Months)	11,402	10,628	774	7%
Closed Sales MTD	859	798	61	8%
Closed Sales (Trailing 12 Months)	9,579	9,708	-129	-1%
Closed Sales Price (Median)	\$715,000	\$706,250	\$8,750	1%
30-Year-Fixed-Rate Mortgage Rates	3.7%	4.8%	-1.1%	-24%
Monthly Payments (P&I)	\$3,287	\$3,718	-\$431	-12%

Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2019																
Active Listings (EOM)	1,130	1,215	1,416	1,635	2,077	2,104	1,979	1,833	1,959	1,772			-9%	1,712	AVG	54%
New Listings Taken in Month	877	815	1,391	1,500	1,800	1,456	1,170	1,044	1,274	1,088			-11%	12,415	YTD	2%
# of Pending Transactions	762	687	1,105	1,182	1,204	1,191	1,081	981	948	1,010			15%	10,151	YTD	10%
Months Supply of Inventory	1.5	1.8	1.3	1.4	1.7	1.8	1.8	1.9	2.1	1.8			-21%	1.7	AVG	
# of Closed Sales	470	611	710	875	1,069	983	990	968	750	859			8%	8,285	YTD	3%
Median Closed Price	640,000	690,000	698,498	707,000	722,000	729,900	700,500	692,500	684,500	715,000			1%	698,794	WA	-4%
2018																
Active Listings (EOM)	421	460	600	730	936	1,246	1,365	1,464	1,965	1,954	1,660	1,111	141%	1,114	AVG	66%
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	-15%	12,122	YTD	9%
# of Pending Transactions	588	745	1,001	1,012	1,203	1,118	970	875	861	879	753	498	-15%	9,252	YTD	-11%
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	185%	1.2	AVG	86%
# of Closed Sales	470	545	770	875	1,012	1,019	977	875	668	798	667	627	-20%	8,009	YTD	-13%
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	6%	724,779	WA	10%
2017																
Active Listings (EOM)	486	470	566	606	668	718	796	715	891	810	534	299	-12%	673	AVG	-21%
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	11%	11,149	YTD	-3%
# of Pending Transactions	662	797	1,063	1,057	1,293	1,274	1,056	1,136	1,065	1,037	874	502	-9%	10,440	YTD	-6%
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	-3%	0.7	AVG	-17%
# of Closed Sales	588	564	862	849	1,076	1,129	1,079	1,083	947	992	889	810	-2%	9,169	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	16%	658,650	WA	15%
2016																
Active Listings (EOM)	613	651	712	864	837	852	994	938	1,173	916	649	438	-2%	855	AVG	-2%
New Listings Taken in Month	766	866	1,203	1,275	1,332	1,304	1,281	1,153	1,382	923	591	405	-4%	11,485	YTD	3%
# of Pending Transactions	649	867	1,144	1,149	1,367	1,273	1,140	1,205	1,142	1,134	858	584	11%	11,070	YTD	-3%
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	-12%	0.8	AVG	0%
# of Closed Sales	502	608	813	952	1,027	1,263	1,171	1,169	1,074	1,009	959	853	5%	9,588	YTD	4%
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	17%	573,239	WA	15%

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	-29%	872	AVG	-31%
	New Listings Taken in Month	754	838	1,130	1,356	1,331	1,265	1,201	1,114	1,184	961	599	379	-6%	11,134	YTD	-2%
	# of Pending Transactions	783	855	1,214	1,424	1,336	1,336	1,204	1,102	1,106	1,021	840	520	-5%	11,381	YTD	7%
	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	-25%	0.8	AVG	
	# of Closed Sales	510	539	775	958	1,099	1,181	1,189	1,011	968	959	691	811	2%	9,189	YTD	10%
	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	7%	497,365	WA	13%
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	-16%	1,273	AVG	-7%
	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	2%	11,415	YTD	1%
	# of Pending Transactions	764	859	1,079	1,127	1,214	1,221	1,131	1,093	1,071	1,071	804	585	0%	10,630	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	-17%	1.2	AVG	-6%
	# of Closed Sales	510	525	783	829	961	1,008	1,006	914	877	940	742	788	3%	8,353	YTD	-1%
	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	7%	441,386	WA	8%
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	4%	1,366	AVG	-20%
	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	23%	11,318	YTD	18%
	# of Pending Transactions	748	877	1,111	1,134	1,190	1,208	1,197	1,070	1,062	1,066	811	549	9%	10,663	YTD	12%
	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	-4%	1.3	AVG	-31%
	# of Closed Sales	521	512	726	836	1,015	967	1,054	1,032	856	917	724	708	21%	8,436	YTD	21%
	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%	410,516	WA	11%
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	-41%	1,717	AVG	-39%
	New Listings Taken in Month	758	836	1,076	1,064	1,098	1,051	932	908	1,085	818	585	340	-1%	9,626	YTD	-10%
	# of Pending Transactions	641	891	1,071	1,069	1,097	996	927	922	888	982	746	525	27%	9,484	YTD	16%
	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	-53%	1.9	AVG	-47%
	# of Closed Sales	433	444	617	706	836	891	794	780	705	758	723	606	33%	6,964	YTD	16%
	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	9%	370,928	WA	4%
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	-32%	2,825	AVG	-26%
	New Listings Taken in Month	1,070	957	1,173	1,254	1,134	1,211	1,025	940	1,061	826	653	426	-26%	10,651	YTD	-22%
	# of Pending Transactions	635	731	928	884	944	880	813	849	748	776	683	579	10%	8,188	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	-38%	3.5	AVG	-31%
	# of Closed Sales	394	403	630	625	673	765	640	684	593	571	540	560	8%	5,978	YTD	-1%
	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	-11%	356,961	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	5%	3,822	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	-15%	13,675	YTD	0%
	# of Pending Transactions	657	817	1,109	1,257	703	714	652	661	681	706	596	497	-26%	7,957	YTD	-4%
	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	42%	5.1	AVG	9%
	# of Closed Sales	459	429	704	705	808	771	642	533	477	527	476	579	-32%	6,055	YTD	3%
	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	2%	383,696	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