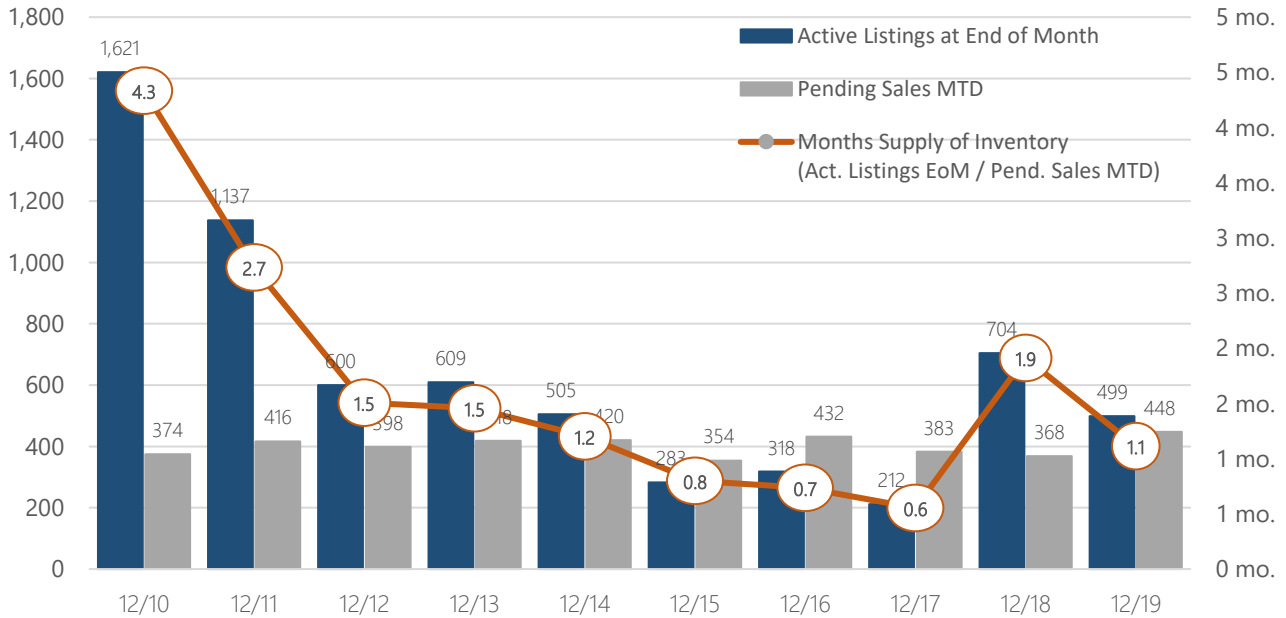
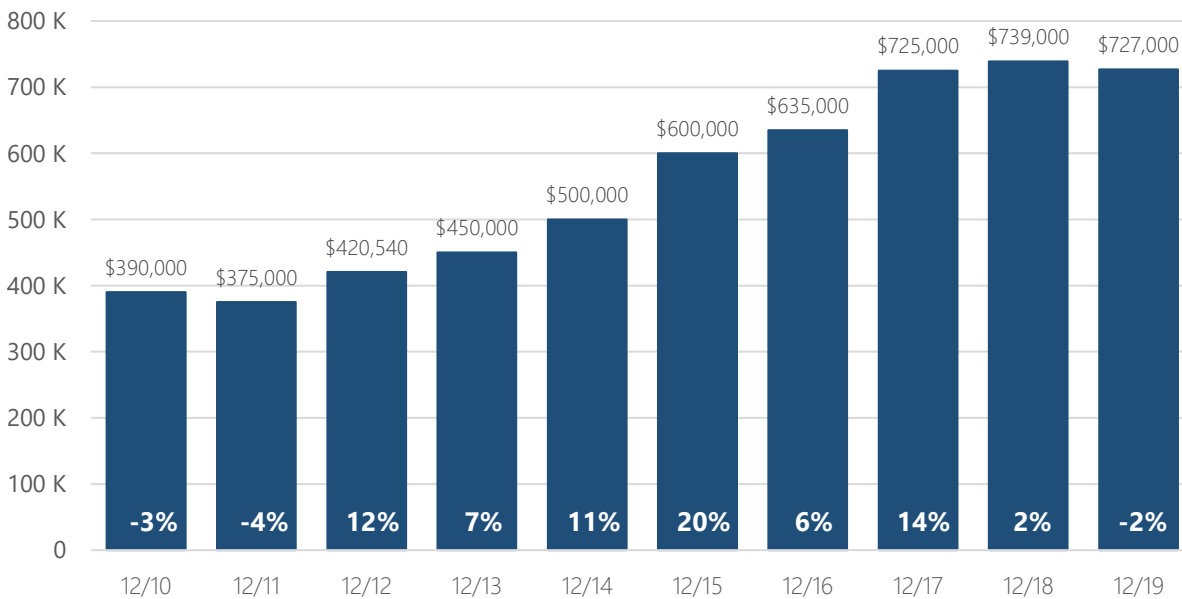


Seattle (All Areas)
RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



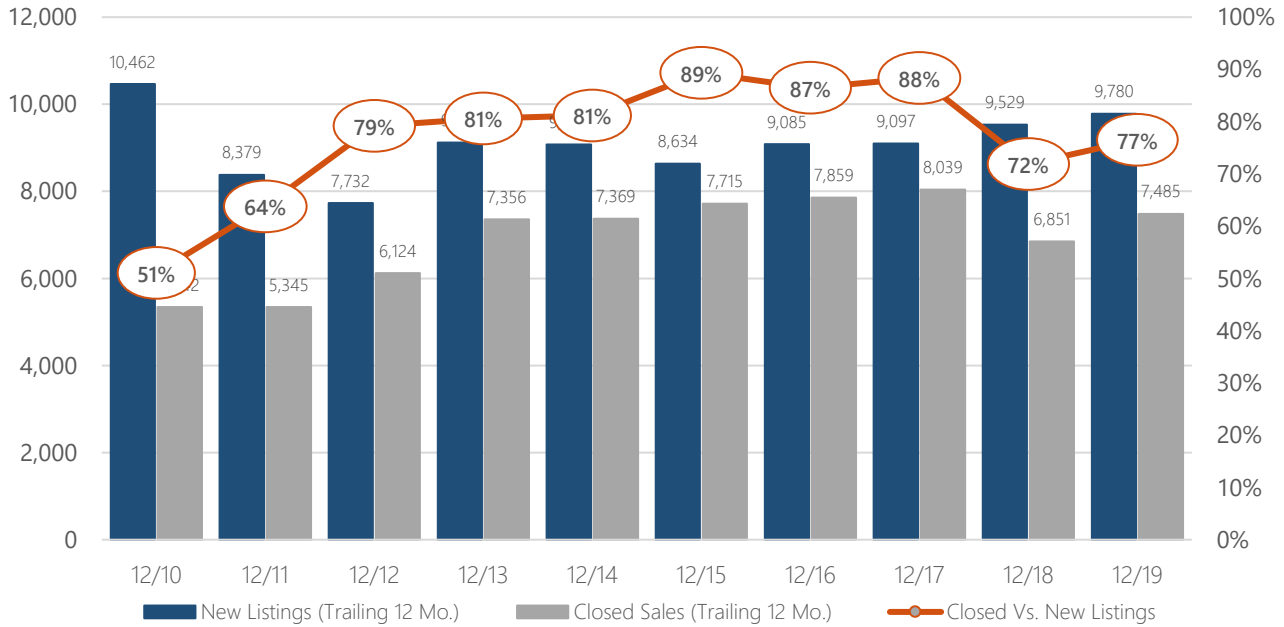
Median Closed Sales Price For Current Month Listings



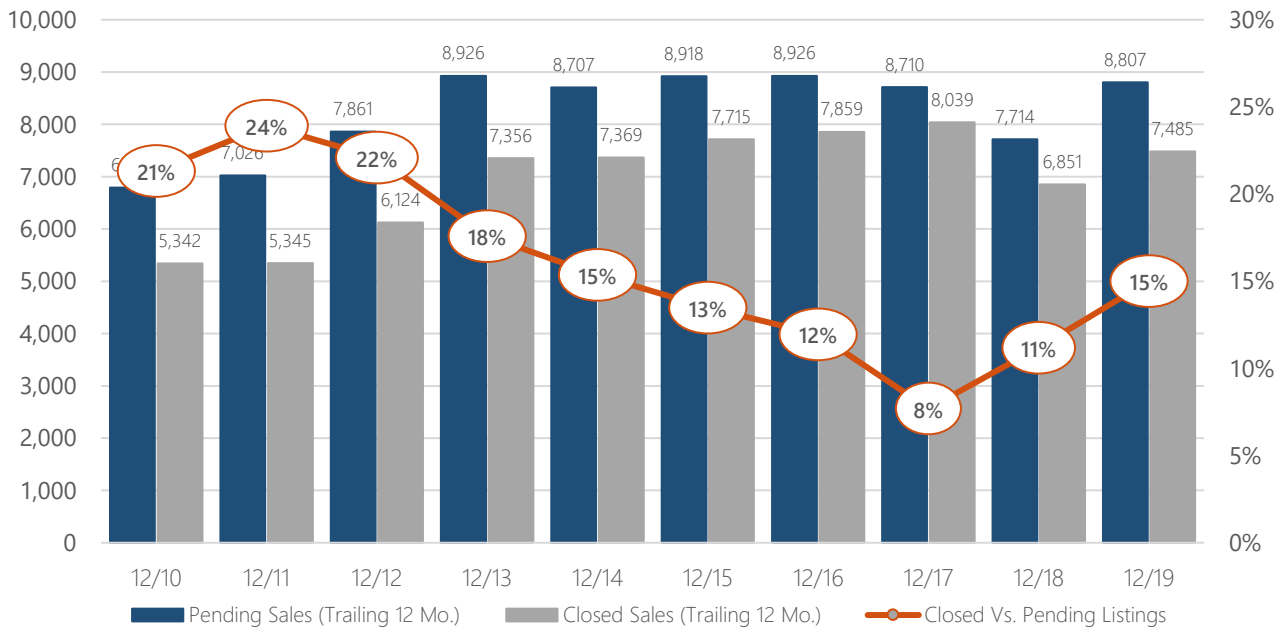
Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

Seattle (All Areas) RESIDENTIAL ONLY

What Are The Odds of Selling?



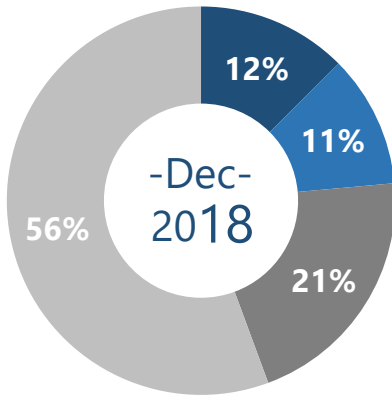
Percentage of Pending Sales that do not Close



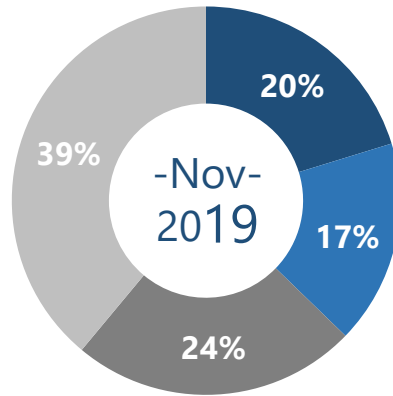
Seattle (All Areas)

RESIDENTIAL ONLY

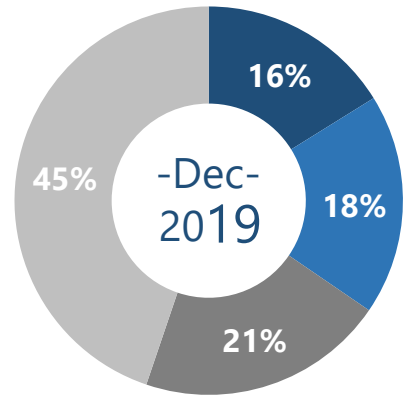
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

DECEMBER 2019

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	7	14	27	87
NUMBER OF SALES IN MONTH	93	106	119	258
MEDIAN DIFFERENCE FROM LIST PRICE	3%	0%	-2%	N/A

Area	Months Inventory		Area	Months Inventory	
	2018	2019		2018	2019
100	1.9	0.9	530	2.1	0.9
110	1.7	0.4	540	2.4	1.3
120	2.0	0.9	550	2.5	0.9
130	1.9	1.1	560	4.1	1.6
140	1.8	1.1	600	2.7	0.9
300	2.7	1.1	610	2.1	0.9
310	1.2	1.1	700	3.5	1.4
320	1.8	1.6	705	1.6	0.8
330	1.5	0.7	710	1.5	1.0
340	2.4	0.8	715	2.1	1.6
350	2.4	0.8	720	1.8	0.5
360	1.7	0.9	730	1.4	0.9
380	2.0	1.1	740	1.6	1.0
385	2.0	2.2	750	2.0	1.4
390	2.4	1.2	760	2.2	1.2
500	2.3	1.7	770	1.7	1.1
510	3.9	4.8	800	3.2	3.2
520	4.4	2.7			

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

Months Supply of Inventory

•

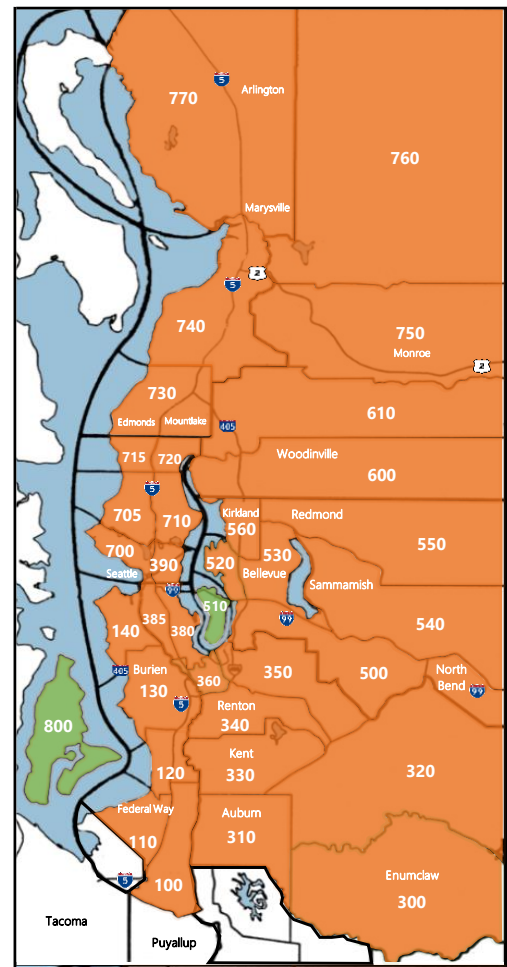
CURRENT MONTH

•

KING & SNOHOMISH COUNTY

•

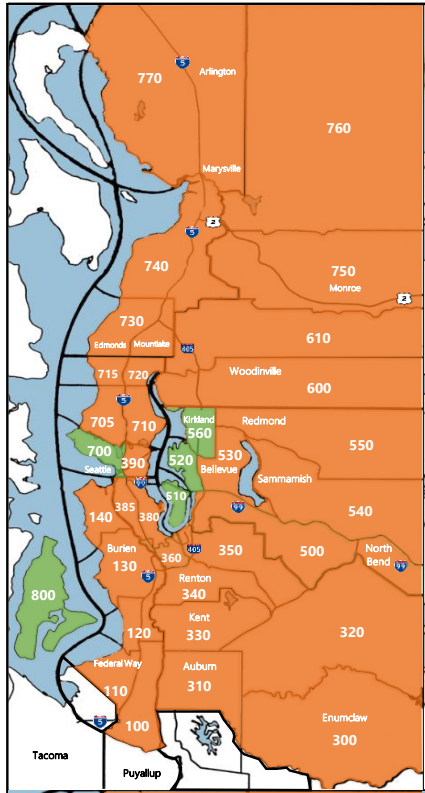
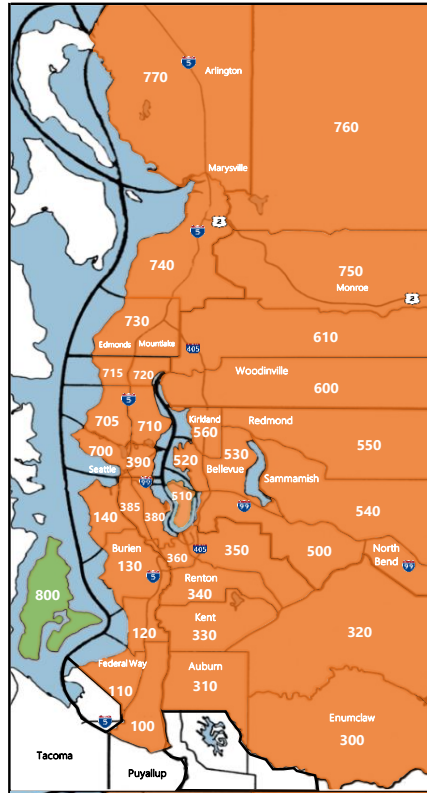
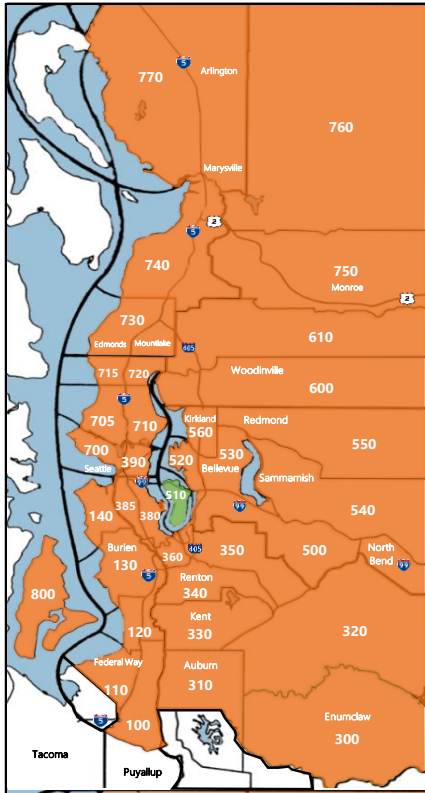
RESIDENTIAL ONLY



3 YEARS AGO

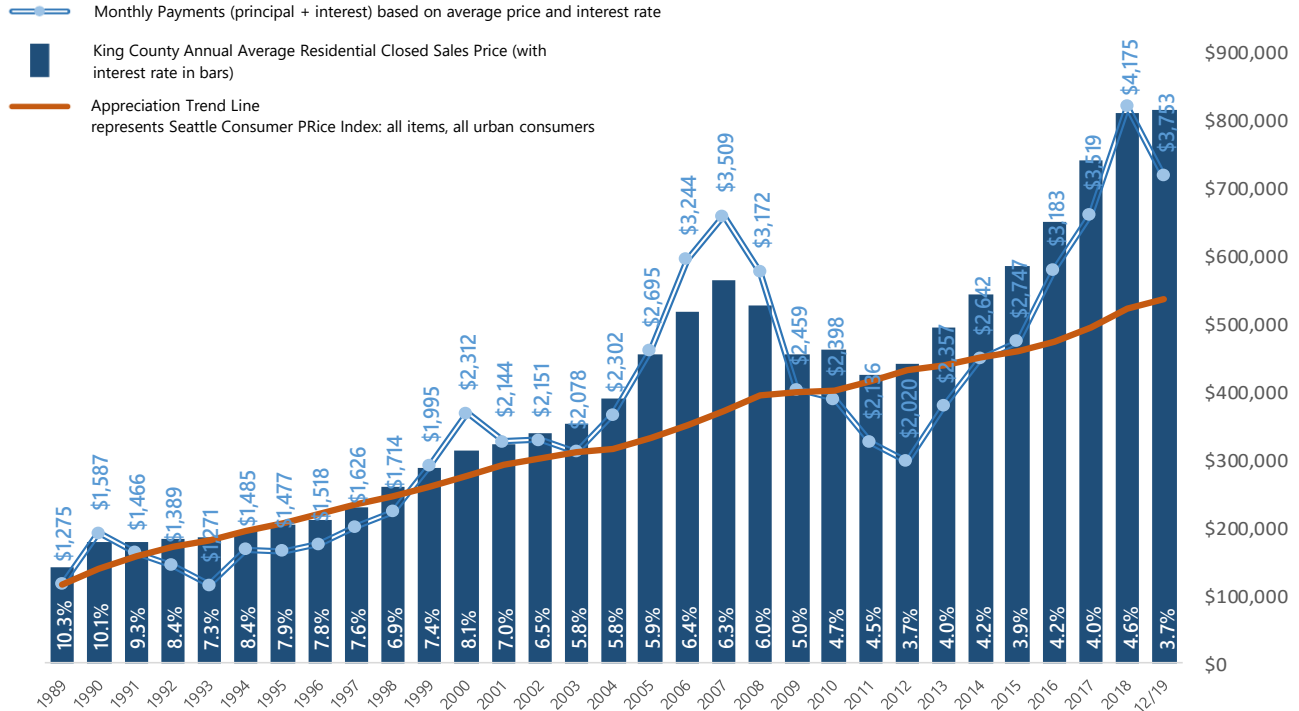
2 YEARS AGO

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



Seattle (All Areas)

RESIDENTIAL ONLY

The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
December, 2019	\$727,000	3.70%	\$3,346
December, 2018	\$739,000	4.64%	\$3,806
	-\$12,000	-0.94%	-\$460 Per Month -\$5,518 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%	241	41.8%
15 - 30	97.8%	98.8%	102	17.7%
31 - 60	95.6%	98.0%	120	20.8%
61 - 90	93.6%	98.0%	52	9.0%
90+	90.9%	97.3%	61	10.6%
Totals			576	100.0%

Seattle (All Areas)

RESIDENTIAL ONLY

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	0	0	1	0	0	0	0	2	3	2	1	0	9
\$250,000 to \$499,999	44	54	46	56	51	63	75	57	51	55	75	62	689
\$500,000 to \$749,999	151	201	201	270	283	268	290	289	228	251	264	244	2,940
\$750,000 to \$999,999	81	134	136	192	246	222	215	220	151	194	158	155	2,104
\$1,000,000 to \$1,499,999	51	64	72	95	131	127	109	107	80	104	91	67	1,098
\$1,500,000 to \$2,499,999	17	18	34	51	62	59	52	42	46	51	46	33	511
\$2,500,000 and above	6	1	7	11	9	7	8	12	7	10	12	15	105
Grand Total	350	472	497	675	782	746	749	729	566	667	647	576	7,456

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	1	0	0	0	0	3	0	1	1	2	8
\$250,000 to \$499,999	34	29	40	35	42	45	51	62	52	65	59	51	565
\$500,000 to \$749,999	140	141	165	190	226	247	238	245	179	229	180	191	2,371
\$750,000 to \$999,999	115	133	195	240	245	233	246	196	131	171	149	142	2,196
\$1,000,000 to \$1,499,999	51	58	91	96	144	131	133	103	100	91	70	57	1,125
\$1,500,000 to \$2,499,999	26	21	28	51	69	67	42	39	30	36	33	22	464
\$2,500,000 and above	2	3	8	12	11	15	10	5	7	8	6	6	93
Grand Total	368	385	528	624	737	738	720	653	499	601	498	471	6,822

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	N/A	N/A	0%	N/A	N/A	N/A	N/A	-33%	N/A	100%	0%	-100%	12%
\$250,000 to \$499,999	29%	86%	15%	60%	21%	40%	47%	-8%	-2%	-15%	27%	22%	22%
\$500,000 to \$749,999	8%	43%	22%	42%	25%	9%	22%	18%	27%	10%	47%	28%	24%
\$750,000 to \$999,999	-30%	1%	-30%	-20%	0%	-5%	-13%	12%	15%	13%	6%	9%	-4%
\$1,000,000 to \$1,499,999	0%	10%	-21%	-1%	-9%	-3%	-18%	4%	-20%	14%	30%	18%	-2%
\$1,500,000 to \$2,499,999	-35%	-14%	21%	0%	-10%	-12%	24%	8%	53%	42%	39%	50%	10%
\$2,500,000 and above	200%	-67%	-12%	-8%	-18%	-53%	-20%	140%	0%	25%	100%	150%	13%
Grand Total	-5%	23%	-6%	8%	6%	1%	4%	12%	13%	11%	30%	22%	9%

Seattle (All Areas)

Statistics To Know

Residential

	December, 2019	December, 2018	Difference	% Change
Months Supply of Inventory	1.1	1.9	-0.8	-42%
Active Listings at End of Month	499	704	-205	-29%
Pending Sales MTD	448	368	80	22%
Pending Sales (Trailing 12 Months)	8,807	7,714	1,093	14%
Closed Sales MTD	578	470	108	23%
Closed Sales (Trailing 12 Months)	7,485	6,851	634	9%
Closed Sales Price (Median)	\$727,000	\$739,000	-\$12,000	-2%
30-Year-Fixed-Rate Mortgage Rate	3.7%	4.6%	-0.9%	-20%
Monthly Payments (P&I)	\$3,346	\$3,806	-\$460	-12%

Condominium

	December, 2019	December, 2018	Difference	% Change
Months Supply of Inventory	2.5	3.1	-0.6	-19%
Active Listings at End of Month	339	407	-68	-17%
Pending Sales MTD	134	130	4	3%
Pending Sales (Trailing 12 Months)	2,772	2,789	-17	-1%
Closed Sales MTD	166	157	9	6%
Closed Sales (Trailing 12 Months)	2,356	2,452	-96	-4%
Closed Sales Price (Median)	\$487,500	\$500,000	-\$12,500	-3%
30-Year-Fixed-Rate Mortgage Rate	3.7%	4.6%	-0.9%	-20%
Monthly Payments (P&I)	\$2,244	\$2,575	-\$331	-13%

Residential & Condominium

	December, 2019	December, 2018	Difference	% Change
Months Supply of Inventory	1.4	2.2	-0.8	-35%
Active Listings at End of Month	838	1,111	-273	-25%
Pending Sales MTD	582	498	84	17%
Pending Sales (Trailing 12 Months)	11,579	10,503	1,076	10%
Closed Sales MTD	744	627	117	19%
Closed Sales (Trailing 12 Months)	9,841	9,303	538	6%
Closed Sales Price (Median)	\$695,000	\$699,000	-\$4,000	-1%
30-Year-Fixed-Rate Mortgage Rates	3.7%	4.6%	-0.9%	-20%
Monthly Payments (P&I)	\$3,199	\$3,600	-\$401	-11%

Seattle (All Areas)

RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2019	Active Listings (EOM)	699	763	883	1,043	1,386	1,410	1,279	1,179	1,294	1,135	813	499	-29%	1,032	AVG	32%
	New Listings Taken in Month	622	581	998	1,083	1,353	1,100	823	739	966	801	439	275	20%	9,780	YTD	3%
	# of Pending Transactions	565	495	830	870	903	927	821	737	748	818	645	448	22%	8,807	YTD	14%
	Months Supply of Inventory	1.2	1.5	1.1	1.2	1.5	1.5	1.6	1.6	1.7	1.4	1.3	1.1	-42%	1.4	AVG	
	# of Closed Sales	350	476	502	677	790	748	751	731	565	670	647	578	23%	7,485	YTD	9%
	Median Closed Price	711,500	730,000	752,500	754,000	784,925	781,000	755,000	760,000	750,000	775,000	735,000	727,000	-2%	751,945	WA	-4%
2018	Active Listings (EOM)	287	296	414	494	628	873	962	994	1,349	1,277	1,100	704	232%	782	AVG	67%
	New Listings Taken in Month	498	534	910	834	1,078	1,127	932	823	1,137	858	568	230	-4%	9,529	YTD	5%
	# of Pending Transactions	411	521	741	713	884	814	734	665	638	684	541	368	-4%	7,714	YTD	-11%
	Months Supply of Inventory	0.7	0.6	0.6	0.7	0.7	1.1	1.3	1.5	2.1	1.9	2.0	1.9	246%	1.3	AVG	94%
	# of Closed Sales	368	387	532	626	742	740	732	653	498	603	500	470	-22%	6,851	YTD	-15%
	Median Closed Price	757,000	777,000	819,500	819,000	830,000	812,500	805,000	760,000	775,000	750,000	760,000	739,000	2%	784,841	WA	9%
2017	Active Listings (EOM)	354	344	400	444	485	562	599	535	658	621	397	212	-33%	468	AVG	-17%
	New Listings Taken in Month	528	571	849	793	1,039	1,086	888	827	944	787	514	271	-10%	9,097	YTD	0%
	# of Pending Transactions	493	580	782	739	974	963	801	815	780	753	647	383	-11%	8,710	YTD	-2%
	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	-25%	0.6	AVG	-16%
	# of Closed Sales	446	394	642	639	763	847	827	825	696	705	655	600	-6%	8,039	YTD	2%
	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	14%	720,036	WA	13%
2016	Active Listings (EOM)	417	427	479	580	556	573	719	648	848	678	478	318	12%	560	AVG	3%
	New Listings Taken in Month	544	575	850	896	965	957	964	828	1,046	707	452	301	9%	9,085	YTD	5%
	# of Pending Transactions	424	587	792	803	983	911	804	876	831	843	640	432	22%	8,926	YTD	0%
	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	-8%	0.8	AVG	2%
	# of Closed Sales	350	371	545	654	760	852	775	781	701	728	703	639	5%	7,859	YTD	2%
	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	6%	635,999	WA	13%

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)	943	995	1,047	1,129	1,181	1,242	1,302	1,270	1,376	1,257	1,028	753	1,127	AVG
% of 12 Month Avg.	84%	88%	93%	100%	105%	110%	116%	113%	122%	112%	91%	67%		
New Listings Taken in Month	620	655	875	923	953	969	885	797	952	745	481	290	9,146	T
% of 12 Month Avg.	81%	86%	115%	121%	125%	127%	116%	105%	125%	98%	63%	38%		
# of Pending Transactions	464	573	762	790	832	811	730	724	709	715	559	397	8,065	T
% of 12 Month Avg.	69%	85%	113%	117%	124%	121%	109%	108%	105%	106%	83%	59%		
Months Supply of Inventory	2.0	1.7	1.4	1.4	1.4	1.5	1.8	1.8	1.9	1.8	1.8	1.9	1.7	AVG
% of 12 Month Avg.	119%	102%	80%	84%	83%	90%	104%	103%	114%	103%	108%	111%		
# of Closed Units	347	343	517	572	677	719	690	640	571	611	534	522	6,743	T
% of 12 Month Avg.	62%	61%	92%	102%	121%	128%	123%	114%	102%	109%	95%	93%		

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 ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2015	Active Listings (EOM)	482	532	519	556	572	593	600	625	697	628	421	283	-44%	542	AVG	-33%
	New Listings Taken in Month	516	614	818	967	918	894	842	789	869	694	437	276	-1%	8,634	YTD	-5%
	# of Pending Transactions	557	605	897	952	928	893	832	765	790	744	601	354	-16%	8,918	YTD	2%
	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	-34%	0.7	AVG	
	# of Closed Sales	380	396	572	707	825	857	808	684	678	700	500	608	3%	7,715	YTD	5%
	Median Closed Price	517,500	520,000	535,000	552,500	559,950	575,000	575,000	575,000	571,000	555,000	598,000	600,000	20%	562,385	WA	14%
2014	Active Listings (EOM)	644	646	671	759	908	946	1,018	920	1,043	931	726	505	-17%	810	AVG	-9%
	New Listings Taken in Month	570	602	778	915	1,069	987	935	742	969	775	455	280	0%	9,077	YTD	-1%
	# of Pending Transactions	525	610	753	835	887	911	816	796	769	782	603	420	0%	8,707	YTD	-2%
	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	-17%	1.1	AVG	-7%
	# of Closed Sales	395	379	576	600	723	766	750	675	643	691	582	589	15%	7,369	YTD	0%
	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	11%	494,051	WA	9%
2013	Active Listings (EOM)	635	687	713	767	919	1,028	1,085	1,127	1,177	1,075	834	609	1%	888	AVG	-15%
	New Listings Taken in Month	522	645	812	903	1,042	1,024	934	879	914	726	442	281	15%	9,124	YTD	18%
	# of Pending Transactions	494	633	805	856	912	909	899	825	792	787	596	418	5%	8,926	YTD	14%
	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	-3%	1.2	AVG	-25%
	# of Closed Sales	384	357	514	613	778	734	813	767	642	690	552	512	14%	7,356	YTD	20%
	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	7%	452,069	WA	10%
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	-47%	1,048	AVG	-38%
	New Listings Taken in Month	513	573	771	756	828	775	700	678	845	614	435	244	-16%	7,732	YTD	-8%
	# of Pending Transactions	468	639	760	772	786	724	672	680	681	744	537	398	-4%	7,861	YTD	12%
	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	-45%	1.6	AVG	-44%
	# of Closed Sales	310	316	460	519	608	648	603	580	508	560	561	451	7%	6,124	YTD	15%
	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	12%	411,091	WA	8%
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	-30%	1,685	AVG	-27%
	New Listings Taken in Month	714	645	837	922	785	875	764	696	778	604	468	291	-15%	8,379	YTD	-20%
	# of Pending Transactions	460	566	695	654	710	669	605	641	546	565	499	416	11%	7,026	YTD	3%
	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	-37%	2.9	AVG	-32%
	# of Closed Sales	281	293	483	481	497	584	504	512	456	434	399	421	-8%	5,345	YTD	0%
	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	-4%	381,351	WA	-7%
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	5%	2,296	AVG	5%
	New Listings Taken in Month	874	919	1,215	1,278	817	941	922	832	973	813	536	342	-10%	10,462	YTD	1%
	# of Pending Transactions	469	607	842	892	549	553	483	474	531	571	445	374	-8%	6,790	YTD	-4%
	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	14%	4.2	AVG	8%
	# of Closed Sales	334	313	527	523	611	560	497	391	346	403	378	459	-2%	5,342	YTD	-2%
	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	-3%	411,138	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