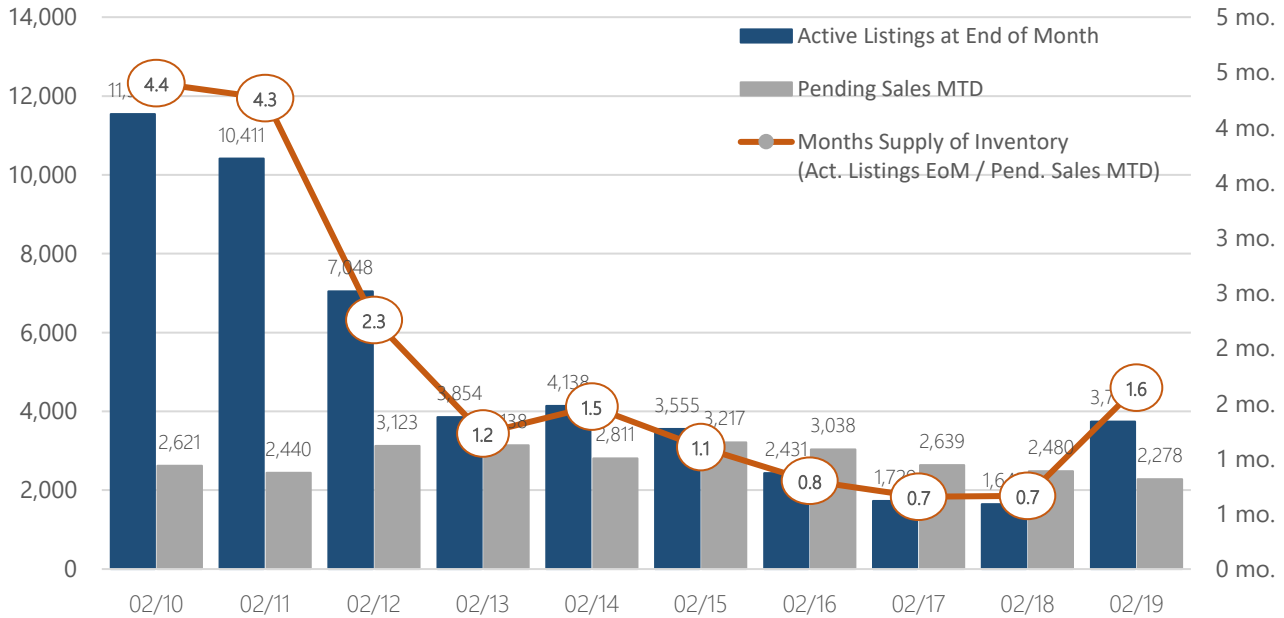
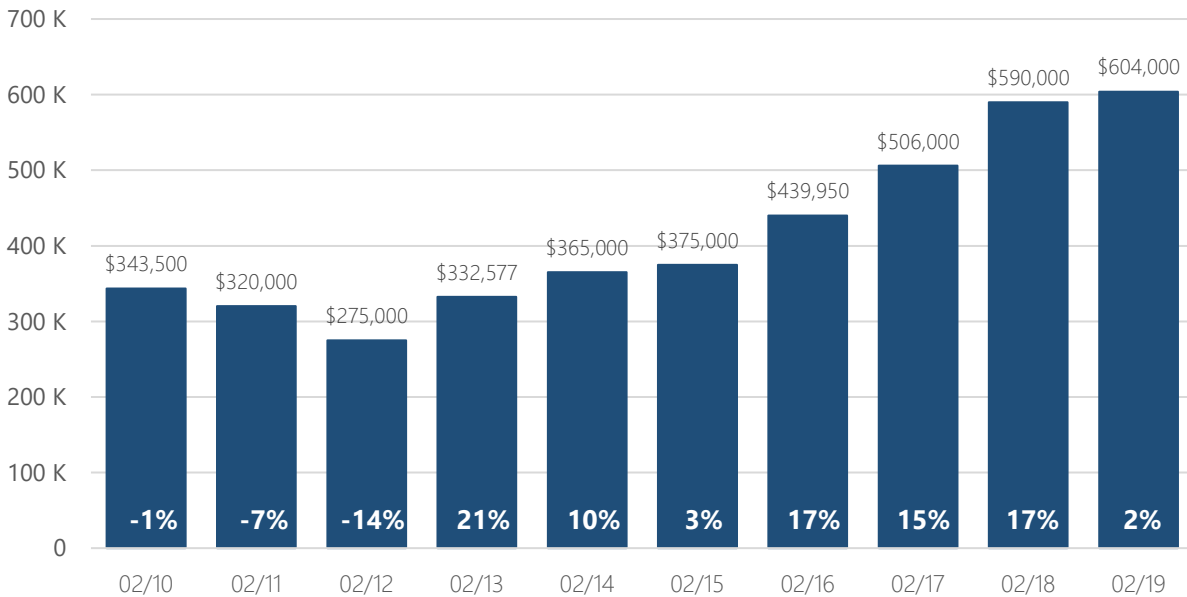


**All King County  
RESIDENTIAL & CONDOMINIUM**

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



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

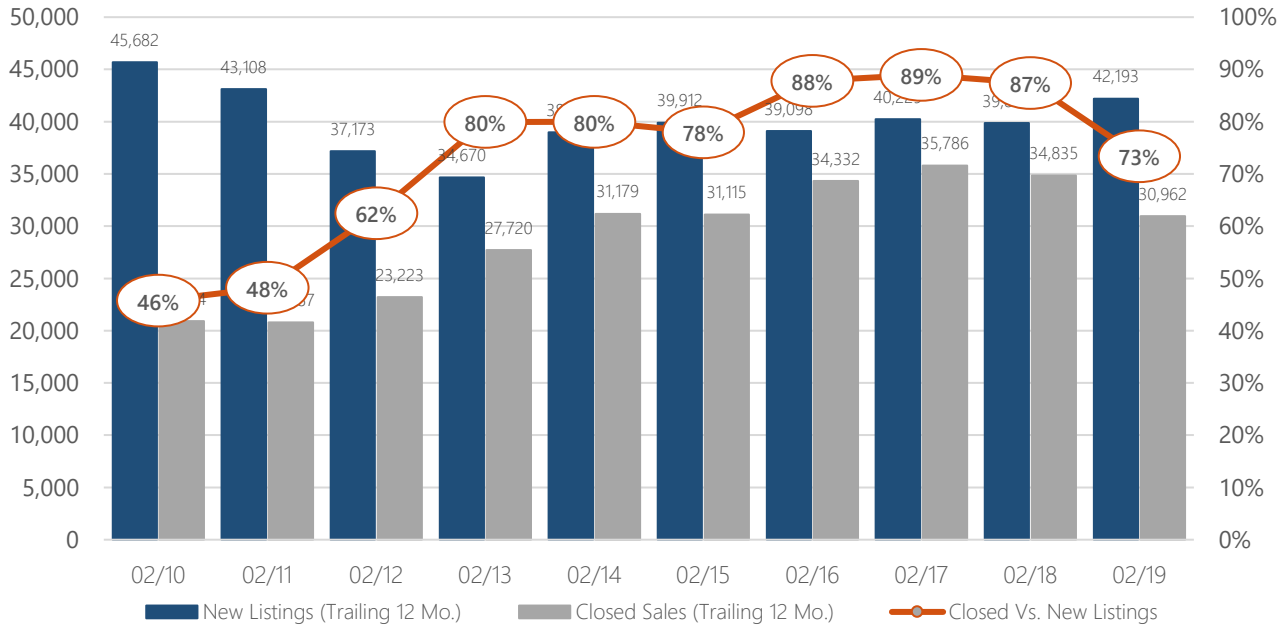


Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

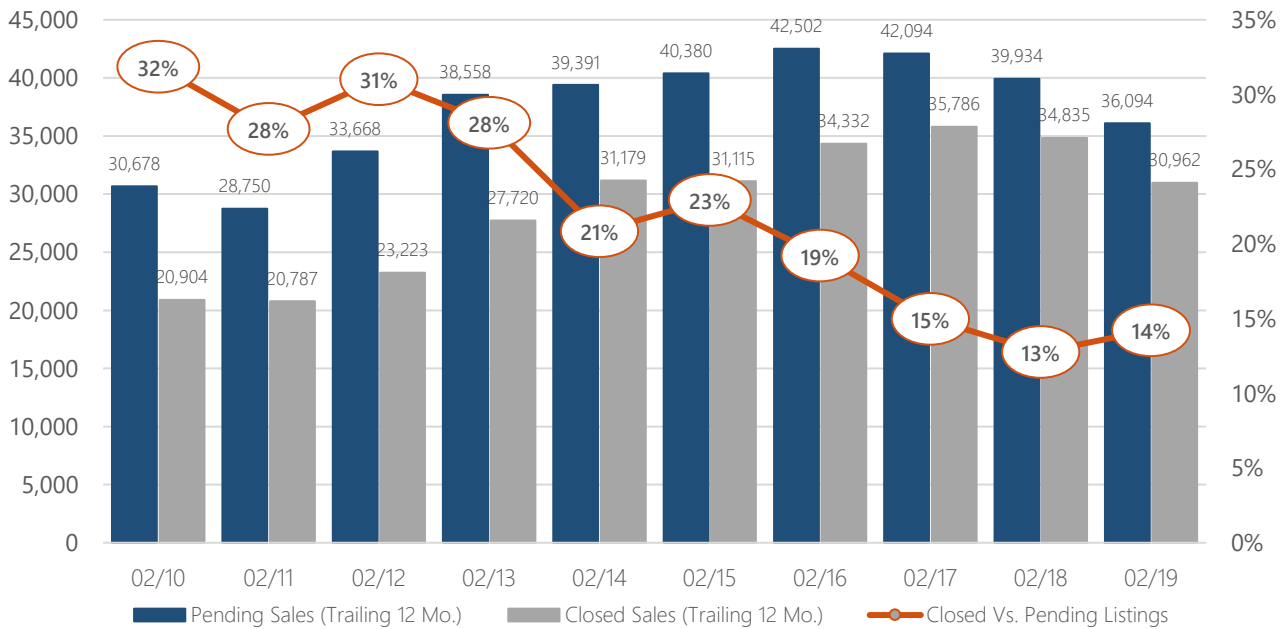
## All King County

### RESIDENTIAL & CONDOMINIUM

#### What Are The Odds of Selling?



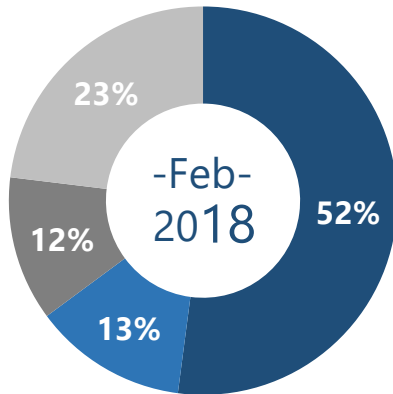
#### Percentage of Pending Sales that do not Close



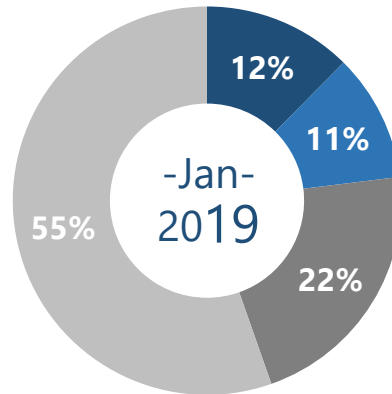
## All King County

### RESIDENTIAL & CONDOMINIUM

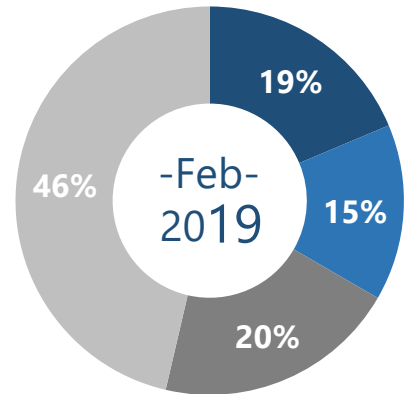
#### PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



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 2019

**AVERAGE DAYS  
ON MARKET**



7

15

31

107

**NUMBER OF SALES  
IN MONTH**



333

262

362

827

**MEDIAN DIFFERENCE  
FROM LIST PRICE**



2%

0%

-3%

N/A

Area	Months Inventory		Area	Months Inventory	
	2018	2019		2018	2019
100	0.5	1.5	530	0.7	1.2
110	0.6	1.0	540	0.5	2.0
120	0.5	1.5	550	0.6	1.5
130	0.9	1.9	560	0.9	2.8
140	0.4	1.7	600	0.6	1.3
300	1.6	1.7	610	0.7	1.4
310	0.8	0.9	700	0.8	2.4
320	0.6	1.3	705	0.4	1.5
330	0.7	1.3	710	0.7	1.3
340	0.5	1.4	715	0.6	1.6
350	0.7	1.2	720	0.3	1.9
360	0.5	1.4	730	0.4	1.4
380	0.5	1.7	740	0.3	1.0
385	0.6	1.4	750	0.7	1.7
390	0.7	1.8	760	0.7	1.6
500	0.6	2.0	770	0.8	1.4
510	1.4	2.9	800	1.6	3.7
520	1.5	2.7			

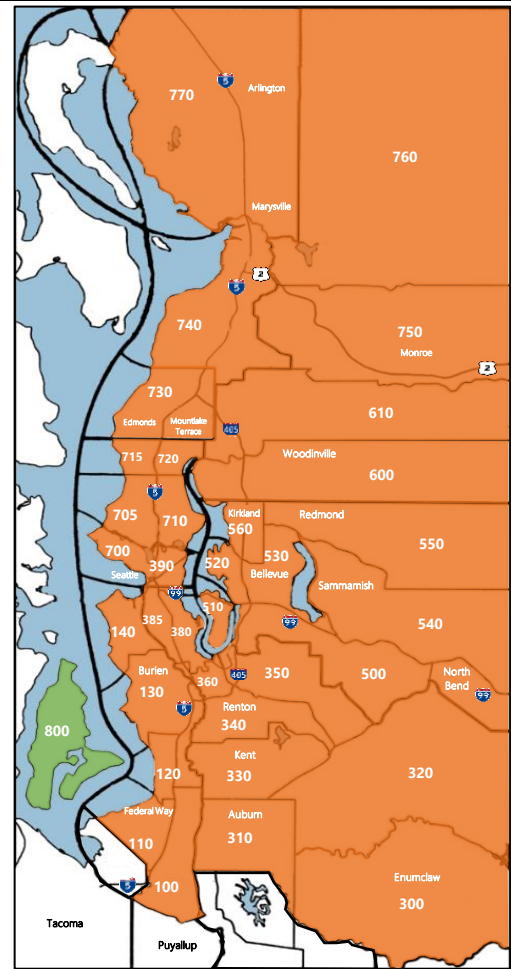


Months Supply of Inventory

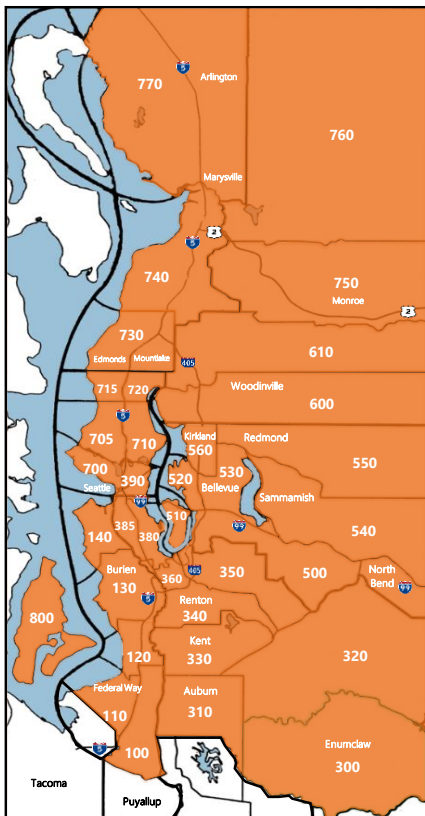
• CURRENT MONTH

• KING & SNOHOMISH COUNTY

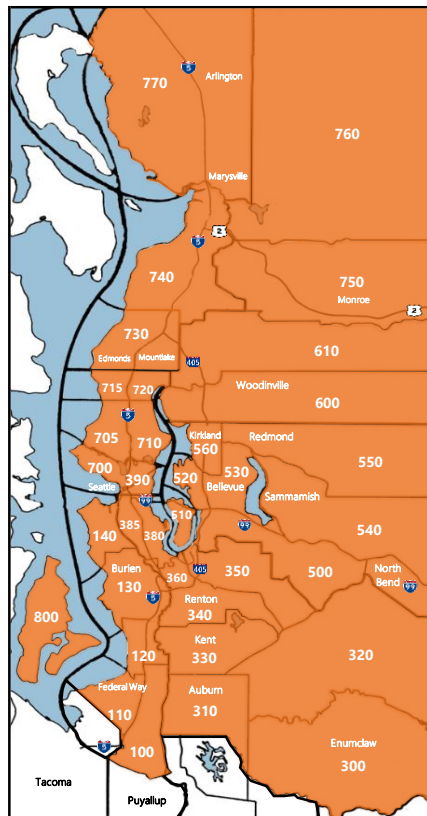
• RESIDENTIAL & CONDOMINIUM



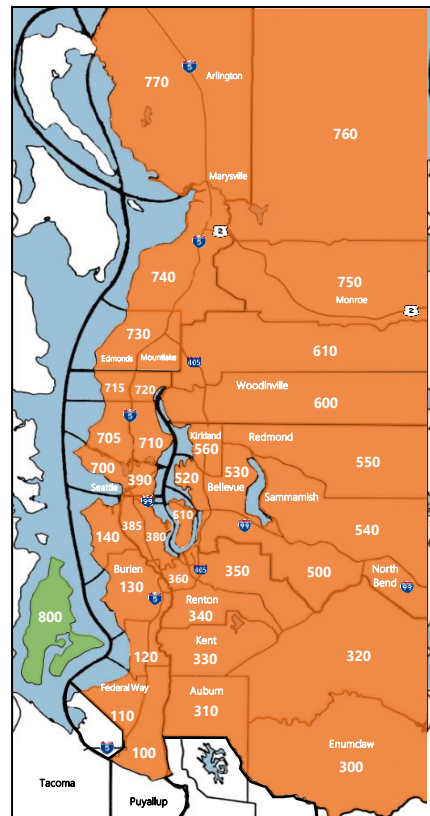
3 YEARS AGO



2 YEARS AGO

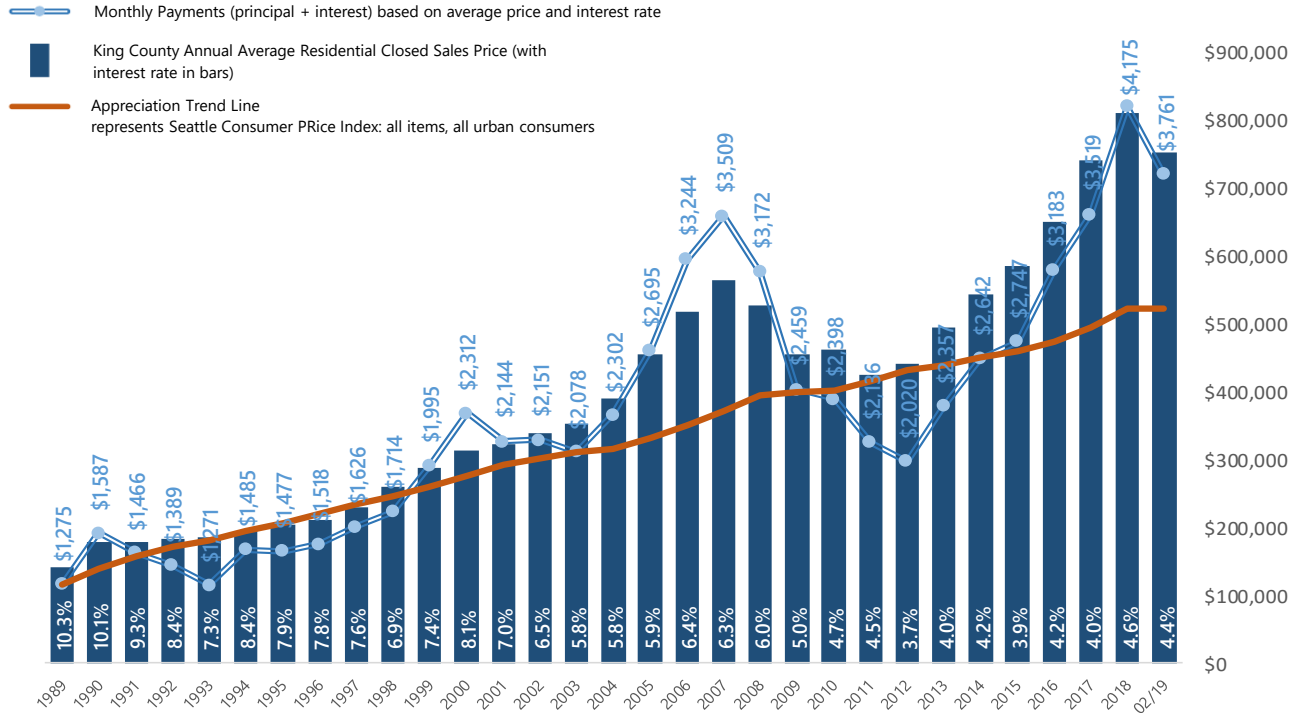


1 YEAR AGO



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)



### All King County

#### RESIDENTIAL & CONDOMINIUM

#### The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
February, 2019	\$604,000	4.37%	\$3,014
February, 2018	\$590,000	4.33%	\$2,930
	<b>\$14,000</b>	<b>0.04%</b>	<b>\$84</b> Per Month <b>\$1,005</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%	784	43.9%
15 - 30	98.1%	98.7%	171	9.6%
31 - 60	96.1%	98.2%	264	14.8%
61 - 90	94.9%	98.3%	231	12.9%
90+	91.0%	97.9%	334	18.7%
<b>Totals</b>			<b>1784</b>	<b>100.0%</b>

**All King County**  
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	83	78											161
\$250,000 to \$499,999	570	572											1,142
\$500,000 to \$749,999	459	583											1,042
\$750,000 to \$999,999	231	280											511
\$1,000,000 to \$1,499,999	158	183											341
\$1,500,000 to \$2,499,999	57	70											127
\$2,500,000 and above	13	18											31
<b>Grand Total</b>	<b>1,571</b>	<b>1,784</b>											<b>3,355</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	99	117	100	110	134	121	112	148	99	121	89	111	216
\$250,000 to \$499,999	574	630	761	790	924	998	983	977	757	851	749	736	1,204
\$500,000 to \$749,999	432	506	681	776	851	1,013	942	839	683	731	664	628	938
\$750,000 to \$999,999	274	331	494	573	626	650	603	540	391	466	393	341	605
\$1,000,000 to \$1,499,999	160	183	293	312	400	458	411	360	282	295	223	213	343
\$1,500,000 to \$2,499,999	74	69	106	136	189	195	149	120	91	118	98	97	143
\$2,500,000 and above	23	23	36	53	49	66	46	47	34	35	28	33	46
<b>Grand Total</b>	<b>1,636</b>	<b>1,859</b>	<b>2,471</b>	<b>2,750</b>	<b>3,173</b>	<b>3,501</b>	<b>3,246</b>	<b>3,031</b>	<b>2,337</b>	<b>2,617</b>	<b>2,244</b>	<b>2,159</b>	<b>3,495</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	-16%	-33%											-25%
\$250,000 to \$499,999	-1%	-9%											-5%
\$500,000 to \$749,999	6%	15%											11%
\$750,000 to \$999,999	-16%	-15%											-16%
\$1,000,000 to \$1,499,999	-1%	0%											-1%
\$1,500,000 to \$2,499,999	-23%	1%											-11%
\$2,500,000 and above	-43%	-22%											-33%
<b>Grand Total</b>	<b>-4%</b>	<b>-4%</b>											<b>-4%</b>

## All King County Statistics To Know Residential

	February, 2019	February, 2018	Difference	% Change
Months Supply of Inventory	1.6	0.7	0.9	122%
Active Listings at End of Month	2,850	1,359	1,491	110%
Pending Sales MTD	1,790	1,894	-104	-5%
Pending Sales (Trailing 12 Months)	28,322	31,007	-2,685	-9%
Closed Sales MTD	1,417	1,403	14	1%
Closed Sales (Trailing 12 Months)	24,240	27,027	-2,787	-10%
Closed Sales Price (Median)	\$655,000	\$649,950	\$5,050	1%
30-Year-Fixed-Rate Mortgage Rate	4.4%	4.3%	0.0%	1%
Monthly Payments (P&I)	\$3,268	\$3,228	\$41	1%

## Condominium

	February, 2019	February, 2018	Difference	% Change
Months Supply of Inventory	1.8	0.5	1.3	275%
Active Listings at End of Month	894	286	608	213%
Pending Sales MTD	488	586	-98	-17%
Pending Sales (Trailing 12 Months)	7,772	8,927	-1,155	-13%
Closed Sales MTD	378	461	-83	-18%
Closed Sales (Trailing 12 Months)	6,722	7,808	-1,086	-14%
Closed Sales Price (Median)	\$380,000	\$415,000	-\$35,000	-8%
30-Year-Fixed-Rate Mortgage Rate	4.4%	4.3%	0.0%	1%
Monthly Payments (P&I)	\$1,896	\$2,061	-\$165	-8%

## Residential & Condominium

	February, 2019	February, 2018	Difference	% Change
Months Supply of Inventory	1.6	0.7	1.0	148%
Active Listings at End of Month	3,744	1,645	2,099	128%
Pending Sales MTD	2,278	2,480	-202	-8%
Pending Sales (Trailing 12 Months)	36,094	39,934	-3,840	-10%
Closed Sales MTD	1,795	1,864	-69	-4%
Closed Sales (Trailing 12 Months)	30,962	34,835	-3,873	-11%
Closed Sales Price (Median)	\$604,000	\$590,000	\$14,000	2%
30-Year-Fixed-Rate Mortgage Rates	4.4%	4.3%	0.0%	1%
Monthly Payments (P&I)	\$3,014	\$2,930	\$84	3%

## All King County 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)	3,688	3,744												128%	3,716	AVG	136%
New Listings Taken in Month	2,591	2,381												-7%	4,972	YTD	2%
# of Pending Transactions	2,452	2,278												-8%	4,730	YTD	-1%
Months Supply of Inventory	1.5	1.6												148%	1.6	AVG	138%
# of Closed Sales	1,575	1,795												-4%	3,370	YTD	-4%
Median Closed Price	565,000	604,000												2%	585,151	WA	1%
<b>2018</b>																	
Active Listings (EOM)	1,509	1,645	2,060	2,591	3,562	4,503	5,116	5,803	6,587	6,283	5,241	3,690	-5%	1,577	AVG	-13%	
New Listings Taken in Month	2,326	2,549	3,885	3,977	5,251	4,896	4,289	4,090	4,247	3,355	2,196	1,035	-6%	4,875	YTD	5%	
# of Pending Transactions	2,282	2,480	3,465	3,464	4,176	3,830	3,374	3,072	2,869	2,877	2,467	1,770	-6%	4,762	YTD	-7%	
Months Supply of Inventory	0.7	0.7	0.6	0.7	0.9	1.2	1.5	1.9	2.3	2.2	2.1	2.1	1%	0.7	AVG	-7%	
# of Closed Sales	1,635	1,864	2,479	2,764	3,194	3,502	3,261	3,028	2,331	2,618	2,258	2,157	5%	3,499	YTD	-8%	
Median Closed Price	571,250	590,000	625,000	650,000	650,000	650,000	629,000	610,000	610,000	613,509	605,000	597,000	17%	580,776	WA	18%	
<b>2017</b>																	
Active Listings (EOM)	1,885	1,729	2,100	2,281	2,568	3,055	3,465	3,329	3,693	3,108	2,234	1,374	-29%	1,807	AVG	-26%	
New Listings Taken in Month	2,272	2,389	3,719	3,676	4,484	4,769	4,191	3,933	3,856	3,088	2,102	1,165	-14%	4,661	YTD	-10%	
# of Pending Transactions	2,468	2,639	3,500	3,570	4,308	4,276	3,787	4,003	3,514	3,533	2,831	1,850	-13%	5,107	YTD	-6%	
Months Supply of Inventory	0.8	0.7	0.6	0.6	0.6	0.7	0.9	0.8	1.1	0.9	0.8	0.7	-18%	0.7	AVG	-22%	
# of Closed Sales	2,007	1,779	2,699	2,634	3,380	3,652	3,462	3,571	3,262	3,174	2,821	2,681	-2%	3,786	YTD	7%	
Median Closed Price	475,000	506,000	530,000	550,000	560,000	590,000	599,000	585,000	565,000	565,000	575,000	585,000	15%	490,990	WA	13%	
<b>2016</b>																	
Active Listings (EOM)	2,427	2,431	2,700	3,232	3,332	3,889	4,316	4,211	4,519	3,667	2,803	1,985	-32%	2,429	AVG	-31%	
New Listings Taken in Month	2,407	2,791	3,839	4,236	4,334	4,767	4,385	3,953	4,019	2,746	1,960	1,329	-4%	5,198	YTD	-4%	
# of Pending Transactions	2,385	3,038	3,766	3,925	4,486	4,328	4,098	4,083	3,777	3,576	2,856	2,092	-6%	5,423	YTD	-10%	
Months Supply of Inventory	1.0	0.8	0.7	0.8	0.7	0.9	1.1	1.0	1.2	1.0	1.0	0.9	-28%	0.9	AVG	-23%	
# of Closed Sales	1,720	1,824	2,570	2,886	3,242	3,800	3,653	3,656	3,309	3,272	2,911	2,701	2%	3,544	YTD	2%	
Median Closed Price	431,502	439,950	458,450	475,000	485,000	510,000	505,000	499,974	494,950	495,500	497,500	505,000	17%	435,767	WA	14%	

## 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)	5,769	5,914	6,117	6,427	6,825	7,144	7,476	7,464	7,497	6,886	5,957	4,787	6,522	AVG
% of 12 Month Avg.	88%	91%	94%	99%	105%	110%	115%	114%	115%	106%	91%	73%		
New Listings Taken in Month	2,905	2,992	3,839	4,045	4,269	4,271	4,038	3,693	3,651	3,085	2,137	1,451	40,375	T
% of 12 Month Avg.	86%	89%	114%	120%	127%	127%	120%	110%	109%	92%	64%	43%		
# of Pending Transactions	2,356	2,712	3,469	3,617	3,749	3,645	3,401	3,358	3,129	3,140	2,534	1,934	37,043	T
% of 12 Month Avg.	76%	88%	112%	117%	121%	118%	110%	109%	101%	102%	82%	63%		
Months Supply of Inventory	2.4	2.2	1.8	1.8	1.8	2.0	2.2	2.2	2.4	2.2	2.4	2.5	2.1	AVG
% of 12 Month Avg.	114%	101%	82%	83%	85%	91%	102%	103%	111%	102%	109%	115%		
# of Closed Units	1,532	1,550	2,231	2,403	2,788	3,027	2,936	2,847	2,527	2,587	2,241	2,256	28,925	T
% of 12 Month Avg.	64%	64%	93%	100%	116%	126%	122%	118%	105%	107%	93%	94%		

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**



## All King County 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)	3,536	3,555	3,578	3,864	4,176	4,285	4,445	4,352	4,257	3,851	2,917	2,196	-14%	3,546	AVG	-14%
	New Listings Taken in Month	2,518	2,919	3,749	4,329	4,380	4,243	4,055	3,618	3,411	3,005	1,796	1,314	6%	5,437	YTD	1%
	# of Pending Transactions	2,788	3,217	4,123	4,459	4,434	4,359	4,102	3,879	3,602	3,439	2,748	1,934	14%	6,005	YTD	10%
	Months Supply of Inventory	1.3	1.1	0.9	0.9	0.9	1.0	1.1	1.1	1.2	1.1	1.1	1.1	-25%	1.2	AVG	-22%
	# of Closed Sales	1,688	1,790	2,670	2,983	3,397	3,693	3,755	3,333	3,079	2,986	2,280	2,612	10%	3,478	YTD	6%
	Median Closed Price	390,000	375,000	411,200	431,000	434,000	450,000	439,000	450,700	440,000	432,750	432,000	450,000	3%	382,647	WA	5%
2014	Active Listings (EOM)	4,110	4,138	4,191	4,511	5,276	5,609	6,082	6,211	6,107	5,614	4,630	3,600	7%	4,124	AVG	7%
	New Listings Taken in Month	2,605	2,755	3,475	3,936	4,714	4,228	4,252	3,710	3,578	3,162	1,999	1,421	-4%	5,360	YTD	-3%
	# of Pending Transactions	2,629	2,811	3,621	3,797	4,154	3,953	3,718	3,547	3,406	3,350	2,699	2,130	-10%	5,440	YTD	-8%
	Months Supply of Inventory	1.6	1.5	1.2	1.2	1.3	1.4	1.6	1.8	1.8	1.7	1.7	1.7	20%	1.5	AVG	16%
	# of Closed Sales	1,674	1,620	2,297	2,599	2,967	3,109	3,275	3,007	2,690	2,870	2,323	2,500	-4%	3,294	YTD	-5%
	Median Closed Price	364,875	365,000	378,000	386,000	398,000	410,000	425,000	398,000	420,000	399,950	399,000	400,000	10%	364,938	WA	13%
2013	Active Listings (EOM)	3,853	3,854	3,860	4,146	4,832	5,284	5,728	6,171	6,275	5,799	4,876	4,050	-45%	3,854	AVG	-47%
	New Listings Taken in Month	2,638	2,866	3,426	3,779	4,352	4,138	4,051	3,893	3,457	3,047	2,051	1,438	1%	5,504	YTD	3%
	# of Pending Transactions	2,777	3,138	3,740	3,809	4,041	3,900	3,788	3,567	3,218	3,306	2,617	1,965	0%	5,915	YTD	7%
	Months Supply of Inventory	1.4	1.2	1.0	1.1	1.2	1.4	1.5	1.7	1.9	1.8	1.9	2.1	-46%	1.3	AVG	-51%
	# of Closed Sales	1,781	1,688	2,376	2,672	3,122	3,046	3,293	3,227	2,802	2,798	2,244	2,305	7%	3,469	YTD	16%
	Median Closed Price	315,000	332,577	349,950	352,000	375,000	383,000	398,888	392,500	384,925	380,000	379,202	375,900	21%	324,027	WA	17%
2012	Active Listings (EOM)	7,360	7,048	6,700	6,604	6,592	6,500	6,437	6,432	6,312	5,437	4,737	3,801	-32%	7,204	AVG	-30%
	New Listings Taken in Month	2,503	2,832	3,415	3,436	3,602	3,358	3,163	3,195	3,009	2,606	2,004	1,378	-7%	5,335	YTD	-16%
	# of Pending Transactions	2,418	3,123	3,878	3,659	3,812	3,534	3,301	3,298	3,072	3,400	2,633	2,056	28%	5,541	YTD	22%
	Months Supply of Inventory	3.0	2.3	1.7	1.8	1.7	1.8	2.0	2.0	2.1	1.6	1.8	1.8	-47%	2.7	AVG	-42%
	# of Closed Sales	1,429	1,574	2,082	2,260	2,618	2,670	2,641	2,730	2,312	2,474	2,276	2,188	27%	3,003	YTD	20%
	Median Closed Price	280,000	275,000	295,000	319,950	324,997	348,000	340,000	340,000	335,000	342,250	353,250	342,000	-14%	277,523	WA	-15%
2011	Active Listings (EOM)	10,294	10,411	10,500	10,894	11,030	11,173	11,091	10,771	10,382	9,649	8,790	7,472	-10%	10,353	AVG	-7%
	New Listings Taken in Month	3,311	3,049	3,778	3,900	3,786	3,948	3,584	3,219	3,091	2,744	2,236	1,552	-26%	6,360	YTD	-25%
	# of Pending Transactions	2,101	2,440	3,057	2,987	3,113	3,008	2,933	2,996	2,718	2,769	2,486	2,060	-7%	4,541	YTD	-6%
	Months Supply of Inventory	4.9	4.3	3.4	3.6	3.5	3.7	3.8	3.6	3.8	3.5	3.5	3.6	-3%	4.6	AVG	-1%
	# of Closed Sales	1,259	1,244	1,885	1,896	2,104	2,362	2,072	2,256	1,999	1,853	1,944	1,849	-1%	2,503	YTD	1%
	Median Closed Price	333,500	320,000	319,950	324,500	316,750	317,000	319,000	315,000	310,000	287,500	290,000	291,000	-7%	326,889	WA	-6%
2010	Active Listings (EOM)	10,679	11,539	12,415	12,986	13,345	13,793	14,490	14,217	13,922	13,135	11,867	10,049	-10%	11,109	AVG	-10%
	New Listings Taken in Month	4,312	4,122	5,083	5,054	3,480	3,986	4,148	3,524	3,789	3,331	2,457	1,896	13%	8,434	YTD	8%
	# of Pending Transactions	2,211	2,621	3,479	3,855	2,169	2,219	2,133	2,240	2,187	2,194	2,014	1,719	63%	4,832	YTD	55%
	Months Supply of Inventory	4.8	4.4	3.6	3.4	6.2	6.2	6.8	6.3	6.4	6.0	5.9	5.8	-45%	4.6	AVG	-42%
	# of Closed Sales	1,222	1,255	2,008	2,096	2,233	2,348	1,782	1,654	1,467	1,589	1,331	1,776	45%	2,477	YTD	40%
	Median Closed Price	350,000	343,500	343,950	340,000	346,000	348,725	375,000	349,450	349,950	350,000	340,000	342,400	-1%	346,780	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