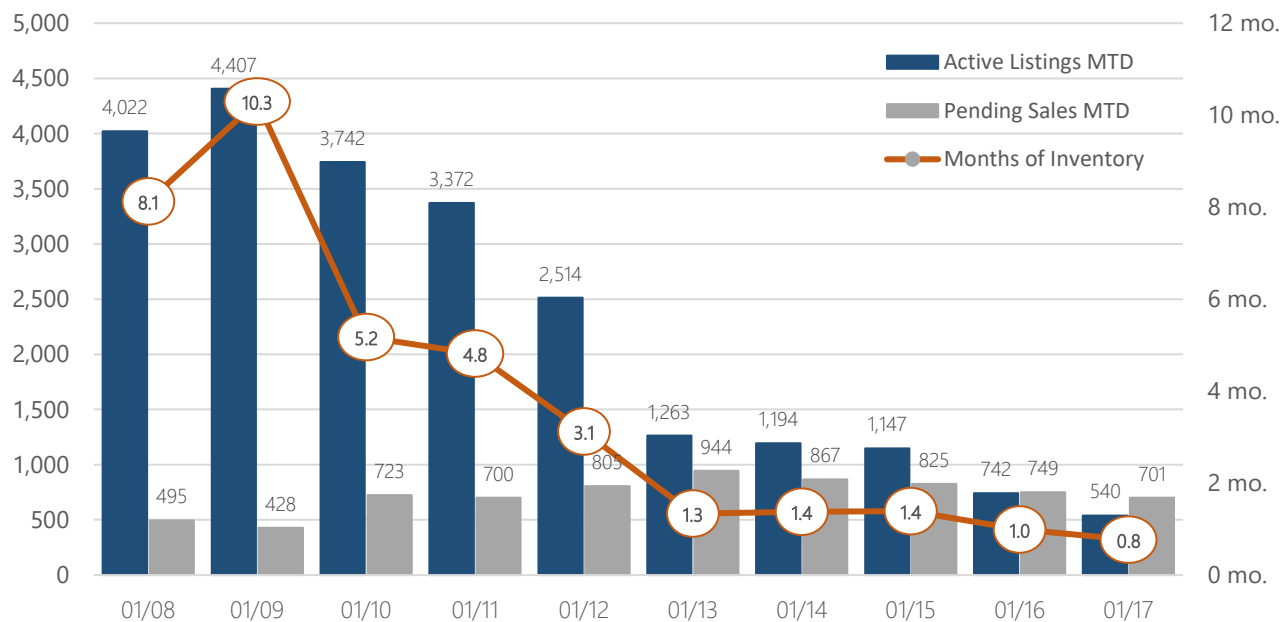


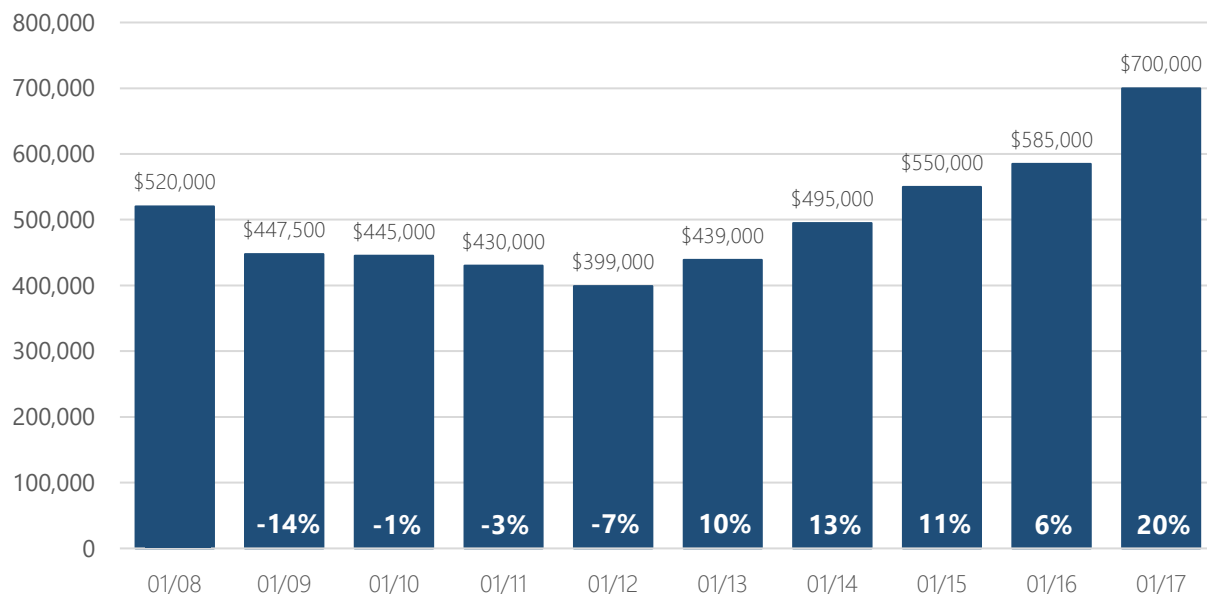
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



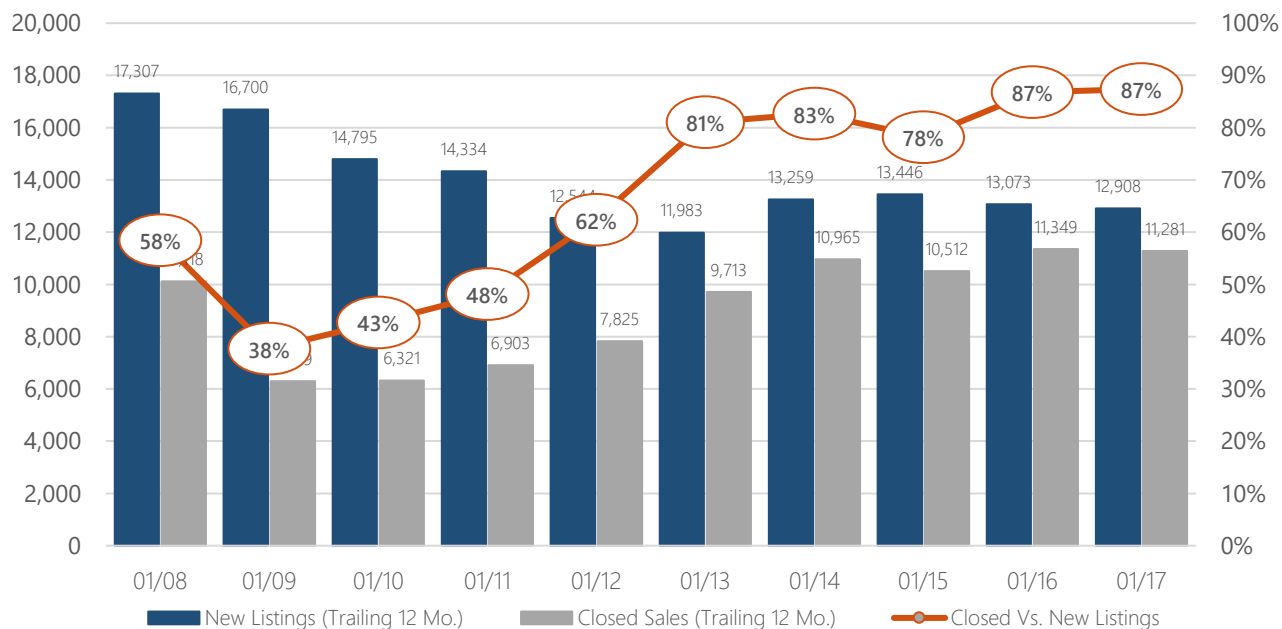
Median Closed Sales Price for Current Month Closings



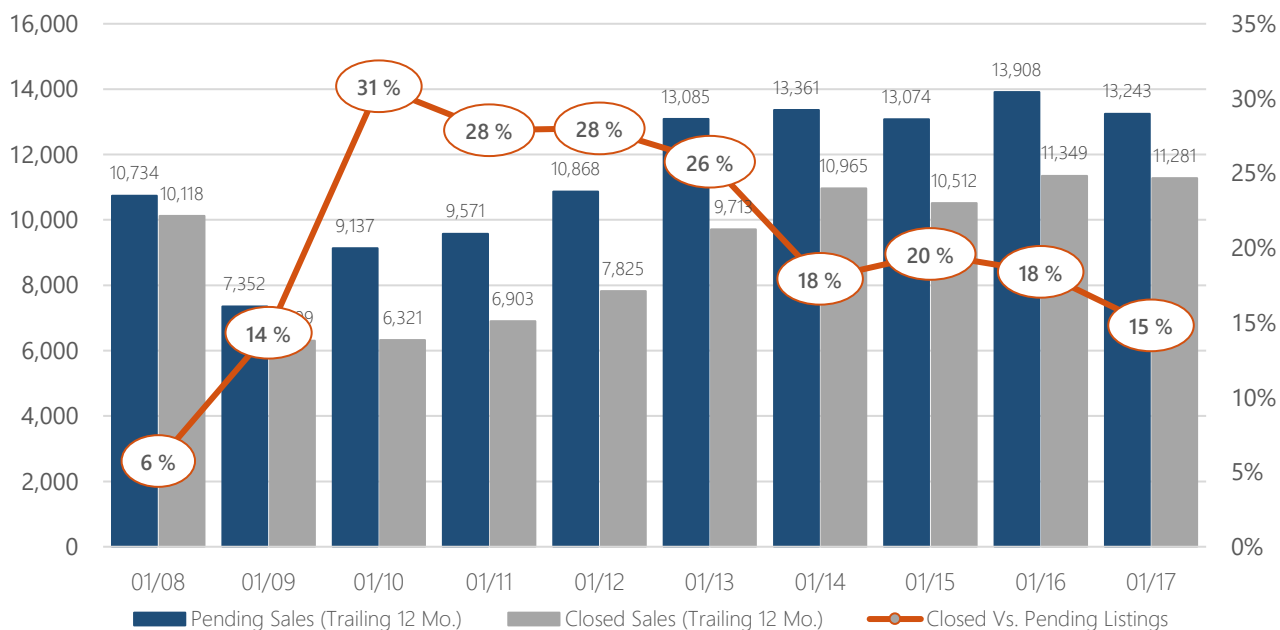
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?



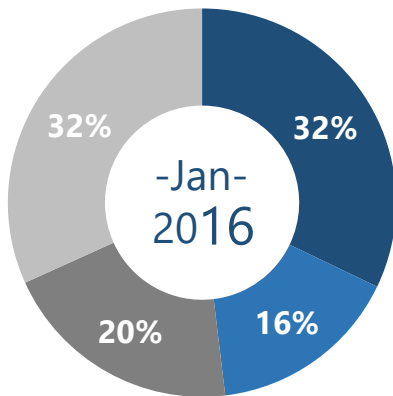
Percentage of Pending Sales that do not Close



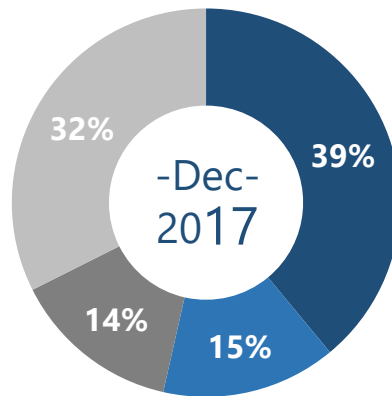
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

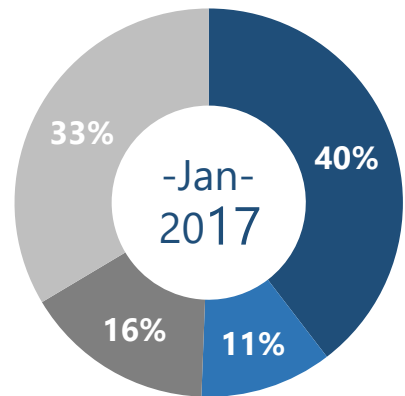
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



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

**AVERAGE DAYS
ON MARKET**



8

20

38

107

**NUMBER OF SALES
IN MONTH**



230

64

92

195

**MEDIAN DIFFERENCE
FROM LIST PRICE**



5%

0%

-2%

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			

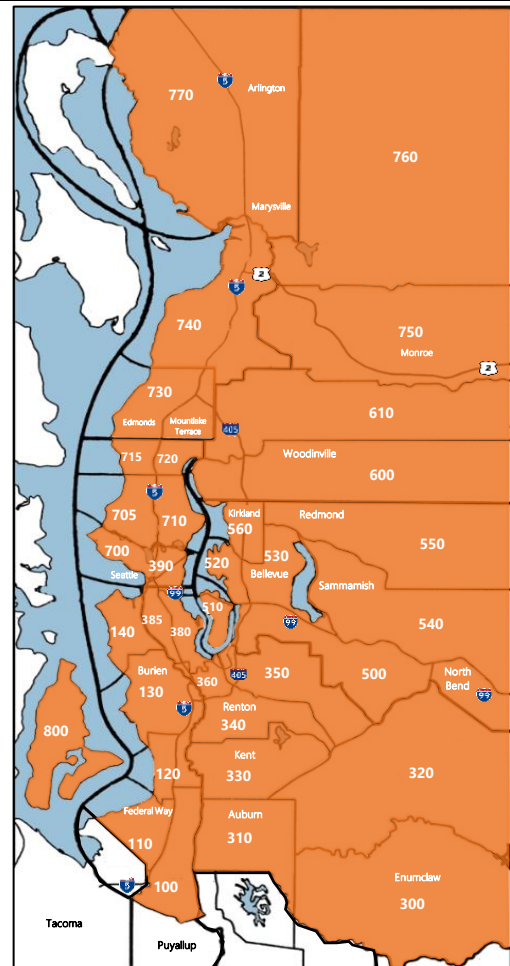
0 - 3	3 - 6	6+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Months
Supply
of
Inventory

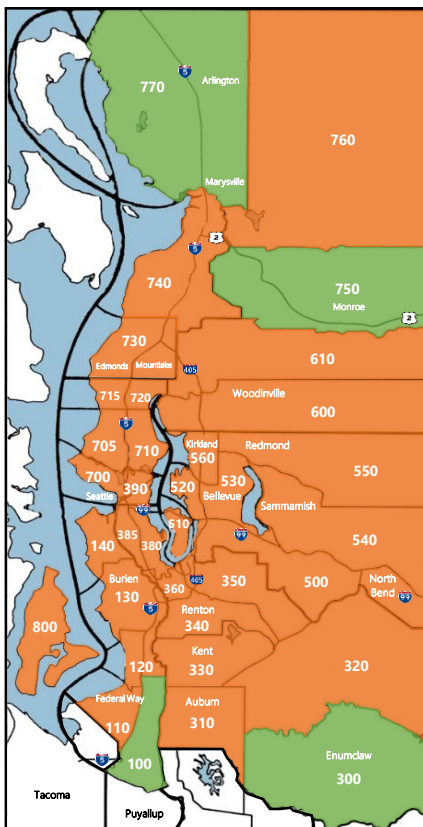
•
**CURRENT
MONTH**

•
KING &
SNOHOMISH
COUNTY

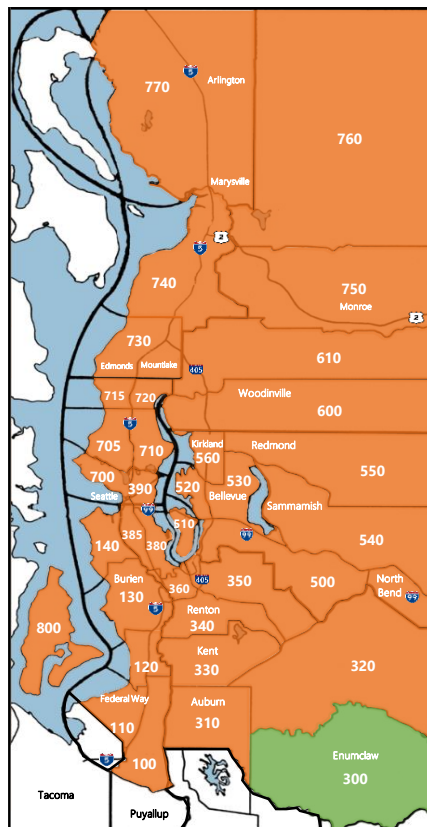
•
**RESIDENTIAL &
CONDOMINIUM**



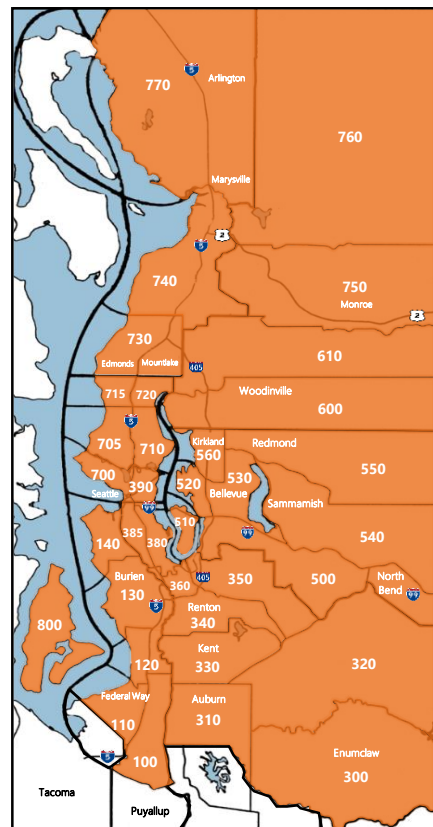
3 YEARS AGO



2 YEARS AGO



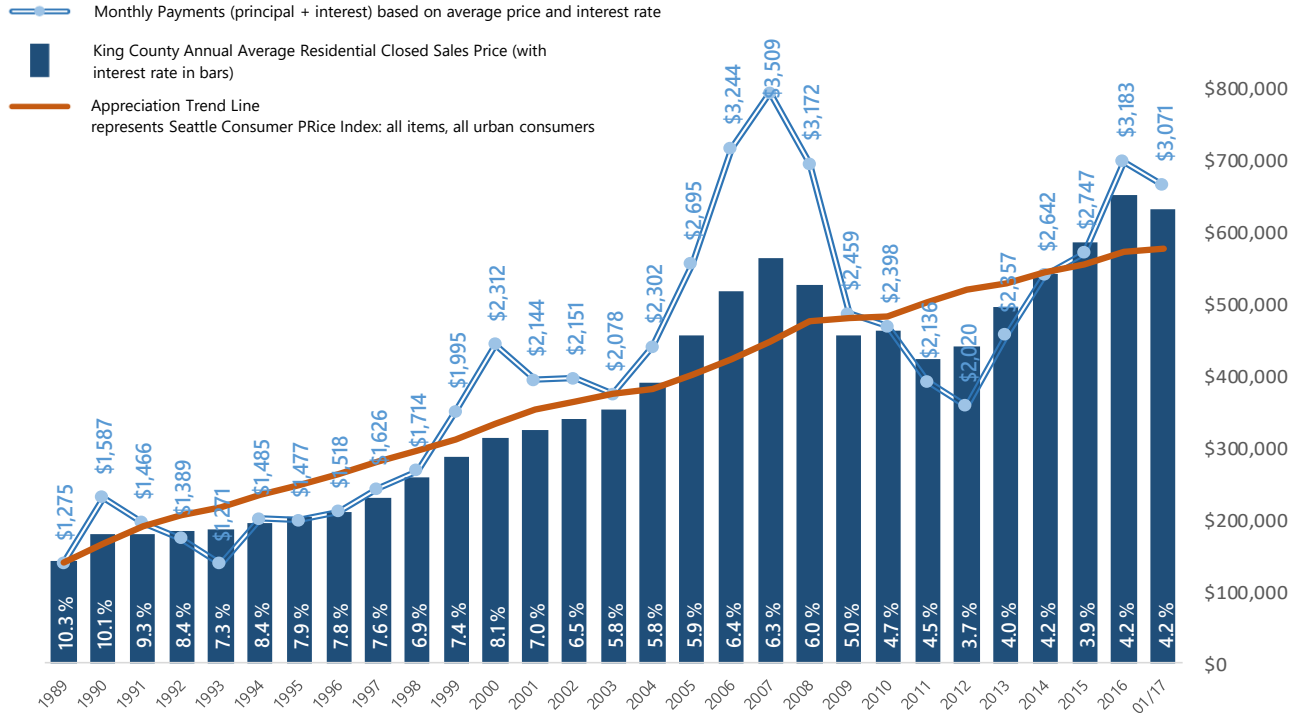
1 YEAR AGO



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)



Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
January, 2017	\$700,000	4.15%	\$3,403
January, 2016	\$585,000	3.87%	\$2,749
	\$115,000	0.28%	\$654 Per Month \$7,842 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	103.4%	102.9%	314	54.0%
15 - 30	99.1%	100.0%	78	13.4%
31 - 60	97.0%	98.0%	65	11.2%
61 - 90	94.5%	97.7%	46	7.9%
90+	92.2%	97.7%	78	13.4%
Totals			581	100.0%

MARKET UPDATE

Data Current Through: January, 2017



Eastside (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	23												23
\$250,000 to \$499,999	126												126
\$500,000 to \$749,999	143												143
\$750,000 to \$999,999	103												103
\$1,000,000 to \$1,499,999	88												88
\$1,500,000 to \$2,499,999	28												28
\$2,500,000 and above	9												9
Grand Total	520												520

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	46	43	54	56	49	53	50	43	44	49	42	43	46
\$250,000 to \$499,999	138	130	187	225	220	253	250	252	215	219	197	129	138
\$500,000 to \$749,999	137	125	201	268	258	361	325	302	279	293	251	206	137
\$750,000 to \$999,999	90	100	124	138	193	210	232	218	157	190	137	143	90
\$1,000,000 to \$1,499,999	32	39	72	76	95	125	107	134	117	107	118	113	32
\$1,500,000 to \$2,499,999	17	19	48	39	51	60	50	47	45	52	54	42	17
\$2,500,000 and above	12	11	10	13	20	16	24	20	19	20	23	13	12
Grand Total	472	467	696	815	886	1,078	1,038	1,016	876	930	822	689	472

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	-50%												-50%
\$250,000 to \$499,999	-9%												-9%
\$500,000 to \$749,999	4%												4%
\$750,000 to \$999,999	14%												14%
\$1,000,000 to \$1,499,999	175%												175%
\$1,500,000 to \$2,499,999	65%												65%
\$2,500,000 and above	-25%												-25%
Grand Total	10%												10%

MARKET UPDATE

Data Current Through: January, 2017



Eastside (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	540												-27%	540	AVG -27%
	# of Pending Transactions	701												-6%	701	YTD -6%
	Months Supply of Inventory	0.8												-22%	0.8	AVG -22%
	# of Closed Sales	576												5%	576	YTD 5%
	Median Closed Price	700,000												20%	700,000	WA 20%
2016	# of Active Listings	742	788	932	1,123	1,130	1,341	1,493	1,371	1,352	1,059	756	530	-35%	742	AVG -35%
	# of Pending Transactions	749	967	1,176	1,251	1,451	1,412	1,267	1,275	1,214	1,137	851	541	-9%	749	YTD -9%
	Months Supply of Inventory	1.0	0.8	0.8	0.9	0.8	0.9	1.2	1.1	1.1	0.9	0.9	1.0	-29%	1.0	AVG -29%
	# of Closed Sales	551	543	801	937	1,030	1,247	1,183	1,160	1,013	1,051	950	790	0%	551	YTD 0%
	Median Closed Price	585,000	630,000	616,100	625,000	665,181	658,000	662,500	667,250	650,000	665,900	650,000	692,750	6%	585,000	WA 6%
2015	# of Active Listings	1,147	1,235	1,268	1,425	1,577	1,629	1,659	1,594	1,472	1,277	921	682	-4%	1,147	AVG -4%
	# of Pending Transactions	825	1,030	1,351	1,386	1,481	1,471	1,383	1,303	1,208	1,111	869	566	-5%	825	YTD -5%
	Months Supply of Inventory	1.4	1.2	0.9	1.0	1.1	1.1	1.2	1.2	1.2	1.1	1.1	1.2	1%	1.4	AVG 1%
	# of Closed Sales	550	569	881	970	1,087	1,268	1,230	1,144	1,053	995	753	848	1%	550	YTD 1%
	Median Closed Price	550,000	539,950	542,995	575,000	591,000	592,500	600,000	600,000	580,000	560,000	560,000	595,650	11%	550,000	WA 11%
2014	# of Active Listings	1,194	1,265	1,368	1,474	1,820	1,974	2,189	2,284	2,087	1,893	1,499	1,149	-5%	1,194	AVG -5%
	# of Pending Transactions	867	876	1,186	1,309	1,401	1,315	1,262	1,157	1,123	1,070	879	671	-8%	867	YTD -8%
	Months Supply of Inventory	1.4	1.4	1.2	1.1	1.3	1.5	1.7	2.0	1.9	1.8	1.7	1.7	3%	1.4	AVG 3%
	# of Closed Sales	543	537	730	879	1,020	1,053	1,180	1,057	960	946	762	838	-12%	543	YTD -12%
	Median Closed Price	495,000	482,500	495,000	515,000	535,000	559,900	574,500	548,000	540,500	530,000	544,995	543,169	13%	495,000	WA 13%

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	2,481	2,600	2,738	2,932	3,161	3,245	3,376	3,337	3,260	2,994	2,643	2,195	2,913	AVG
% of 12 Month Avg.	85%	89%	94%	101%	108%	111%	116%	115%	112%	103%	91%	75%		
# of Pending Transactions	733	866	1,085	1,131	1,162	1,147	1,085	1,042	950	933	747	563	11,443	T
% of 12 Month Avg.	77%	91%	114%	119%	122%	120%	114%	109%	100%	98%	78%	59%		
Months Supply of Inventory	3.4	3.0	2.5	2.6	2.7	2.8	3.1	3.2	3.4	3.2	3.5	3.9	3.1	AVG
% of 12 Month Avg.	108%	96%	81%	83%	87%	91%	100%	103%	110%	103%	113%	125%		
# of closed units	496	496	721	778	866	965	949	925	808	790	670	678	9,141	T
% of 12 Month Avg.	65%	65%	95%	102%	114%	127%	125%	121%	106%	104%	88%	89%		

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

MARKET UPDATE

Data Current Through: January, 2017



Eastside (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	1,263	1,259	1,292	1,422	1,661	1,844	2,015	2,147	2,092	1,836	1,521	1,230	-50%	1,263	AVG -50%
	# of Pending Transactions	944	1,047	1,229	1,319	1,386	1,338	1,328	1,263	1,062	1,091	830	601	17%	944	YTD 17%
	Months Supply of Inventory	1.3	1.2	1.1	1.1	1.2	1.4	1.5	1.7	2.0	1.7	1.8	2.0	-57%	1.3	AVG -57%
	# of Closed Sales	619	605	823	909	1,077	1,069	1,153	1,172	1,007	978	807	822	25%	619	YTD 25%
	Median Closed Price	439,000	450,000	479,000	490,000	499,000	516,000	520,500	525,000	497,700	500,000	485,000	488,385	10%	439,000	WA 10%
2012	# of Active Listings	2,514	2,412	2,291	2,329	2,360	2,334	2,322	2,323	2,181	1,821	1,570	1,246	-25%	2,514	AVG -25%
	# of Pending Transactions	805	1,015	1,304	1,232	1,303	1,194	1,151	1,126	1,060	1,202	855	699	15%	805	YTD 15%
	Months Supply of Inventory	3.1	2.4	1.8	1.9	1.8	2.0	2.0	2.1	2.1	1.5	1.8	1.8	-35%	3.1	AVG -35%
	# of Closed Sales	496	519	715	786	873	948	940	994	844	873	801	801	14%	496	YTD 14%
	Median Closed Price	399,000	360,000	406,000	429,190	440,000	452,750	452,500	459,125	453,400	441,982	479,950	455,000	-7%	399,000	WA -7%
2011	# of Active Listings	3,372	3,402	3,557	3,694	3,839	3,932	3,921	3,796	3,634	3,340	2,979	2,551	-10%	3,372	AVG -10%
	# of Pending Transactions	700	838	994	1,002	1,045	995	1,015	959	873	911	804	627	-3%	700	YTD -3%
	Months Supply of Inventory	4.8	4.1	3.6	3.7	3.7	4.0	3.9	4.0	4.2	3.7	3.7	4.1	-7%	4.8	AVG -7%
	# of Closed Sales	435	435	623	655	734	808	724	786	703	588	669	604	15%	435	YTD 15%
	Median Closed Price	430,000	430,000	435,000	430,000	425,000	444,500	445,000	440,000	438,500	415,000	412,000	407,000	-3%	430,000	WA -3%
2010	# of Active Listings	3,742	3,944	4,173	4,404	4,565	4,724	4,992	4,899	4,825	4,454	3,926	3,325	-15%	3,742	AVG -15%
	# of Pending Transactions	723	835	1,106	1,187	751	749	734	738	713	742	718	598	69%	723	YTD 69%
	Months Supply of Inventory	5.2	4.7	3.8	3.7	6.1	6.3	6.8	6.6	6.8	6.0	5.5	5.6	-50%	5.2	AVG -50%
	# of Closed Sales	379	409	669	689	678	805	580	595	496	519	416	612	59%	379	YTD 59%
	Median Closed Price	445,000	437,500	444,000	425,000	445,000	480,000	491,500	467,500	465,500	465,000	452,871	459,745	-1%	445,000	WA -1%
2009	# of Active Listings	4,407	4,736	4,927	5,007	5,249	5,144	5,190	4,920	4,780	4,441	4,156	3,460	10%	4,407	AVG 10%
	# of Pending Transactions	428	431	569	777	825	942	872	948	908	926	643	573	-14%	428	YTD -14%
	Months Supply of Inventor	10.3	11.0	8.7	6.4	6.4	5.5	6.0	5.2	5.3	4.8	6.5	6.0	27%	10.3	AVG 27%
	# of Closed Sales	238	265	334	361	448	660	683	612	620	742	623	594	-47%	238	YTD -47%
	Median Closed Price	447,500	435,000	422,500	429,950	464,975	476,000	458,750	459,002	468,500	433,750	445,000	465,000	-14%	447,500	WA -14%
2008	# of Active Listings	4,022	4,533	4,914	5,377	5,821	5,581	5,808	5,696	5,531	5,299	4,881	4,235	67%	4,022	AVG 67%
	# of Pending Transactions	495	593	701	734	733	829	730	698	686	473	427	320	-38%	495	YTD -38%
	Months Supply of Inventor	8.1	7.6	7.0	7.3	7.9	6.7	8.0	8.2	8.1	11.2	11.4	13.2	169%	8.1	AVG 169%
	# of Closed Sales	445	431	605	648	637	677	661	640	583	505	320	354	-37%	445	YTD -37%
	Median Closed Price	520,000	479,000	525,000	510,817	505,000	539,000	525,000	519,495	481,950	465,000	489,500	470,000	7%	520,000	WA 7%
2007	# of Active Listings	2,402	2,425	2,661	3,065	3,584	3,947	4,171	4,338	4,648	4,519	4,217	3,543	18%	2,402	AVG 18%
	# of Pending Transactions	794	1,027	1,231	1,111	1,247	1,223	1,105	952	655	663	595	430	7%	794	YTD 7%
	Months Supply of Inventor	3.0	2.4	2.2	2.8	2.9	3.2	3.8	4.6	7.1	6.8	7.1	8.2	11%	3.0	AVG 11%
	# of Closed Sales	703	648	1,029	950	1,072	1,118	1,157	1,087	796	705	598	513	7%	703	YTD 7%
	Median Closed Price	485,000	499,975	526,000	510,500	529,950	531,000	550,000	524,760	494,975	499,975	494,000	500,000	8%	485,000	WA 8%

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AVG = Average, YTD = Year to Date, WA = Weighted Average