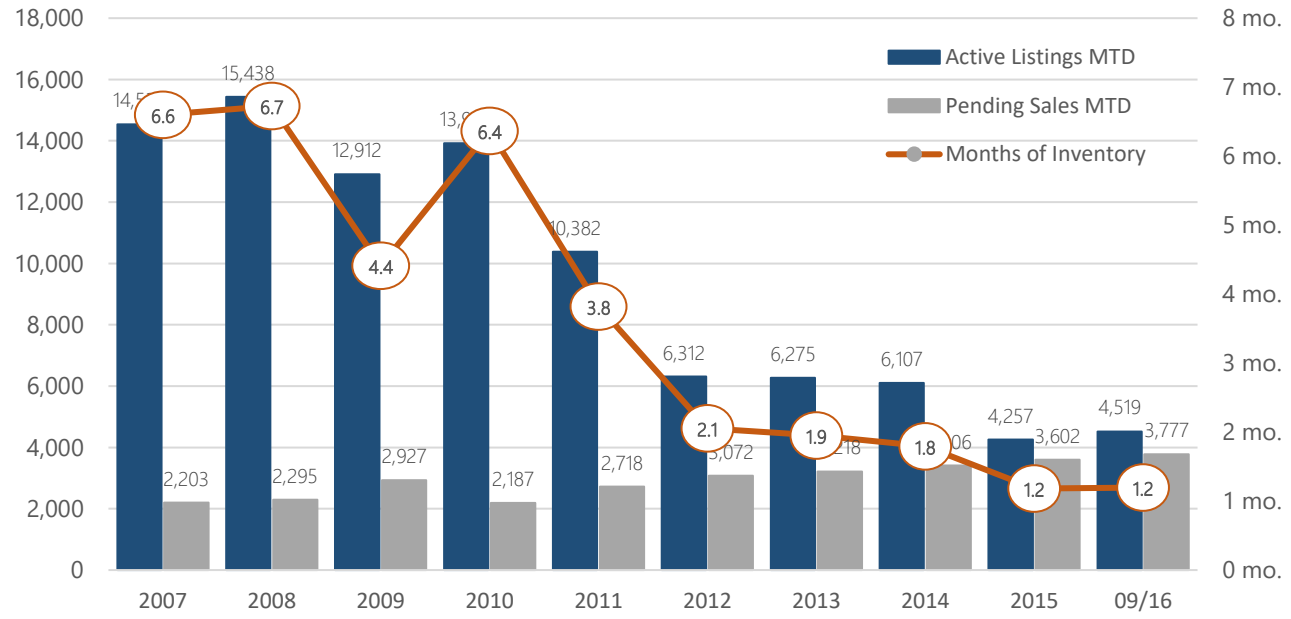
MARKET UPDATE Data Current Through: September, 2016

All King County Summary Report

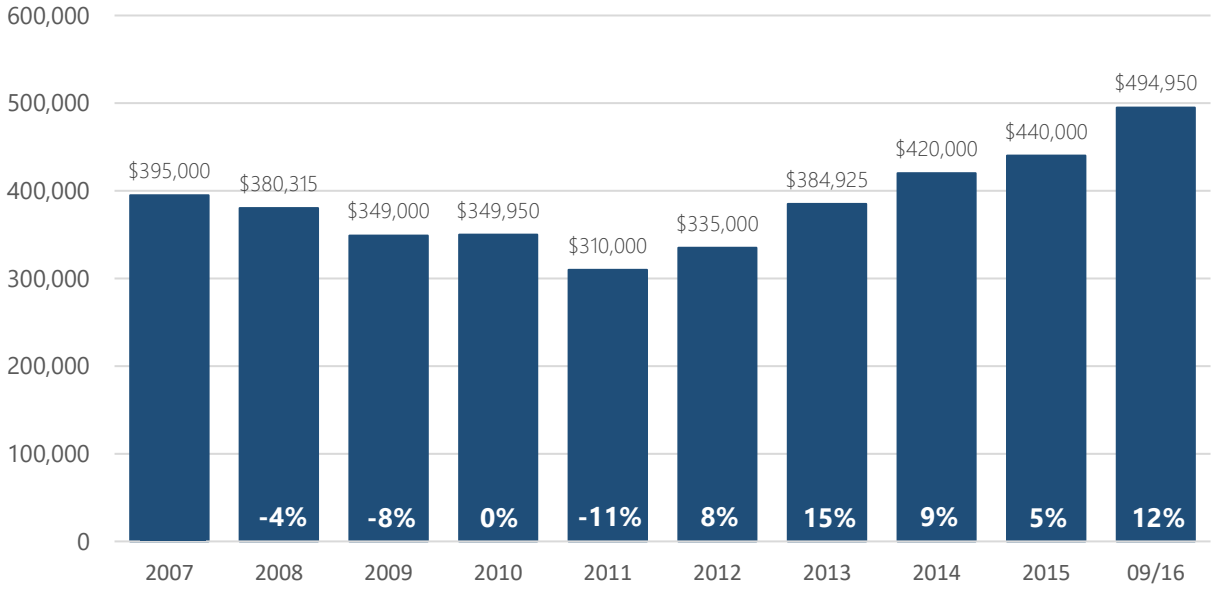
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



September, 2016 MTD

Median Closed Sales Price for Current Month Closings



September, 2016 MTD

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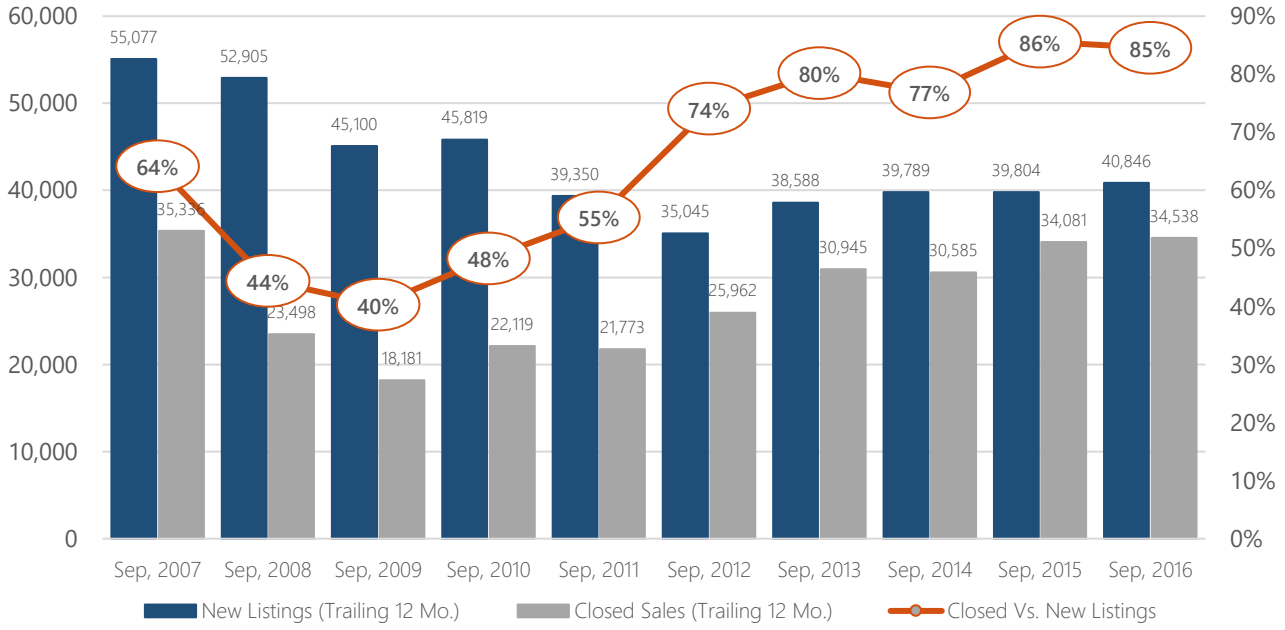
MARKET UPDATE Data Current Through: September, 2016

Windermere REAL ESTATE

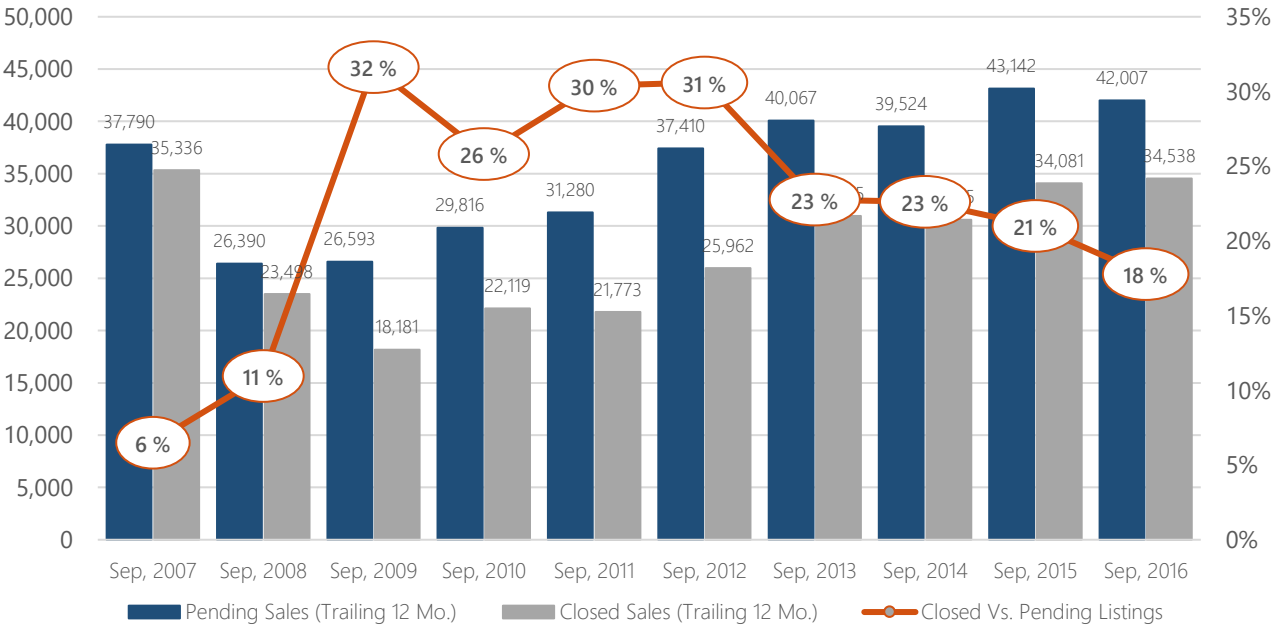
All King County Summary Report

RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?



Percentage of Pending Sales that do not Close



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MARKET UPDATE

Data Current Through: September, 2016

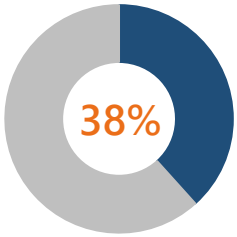
Windermere REAL ESTATE

All King County Summary Report

RESIDENTIAL & CONDOMINIUM

SOLD ABOVE LIST PRICE (Current Month)

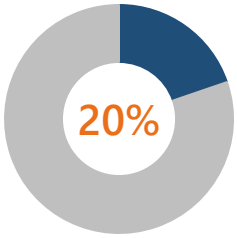
% Sold Above List Price	% Above List Price MEDIAN	Average Days
38%	4%	9



1,271 Properties

SOLD AT LIST PRICE (Current Month)

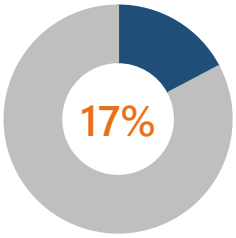
% Sold At List Price	Average Days
20%	24



655 Properties

SOLD BELOW LIST PRICE (Current Month)

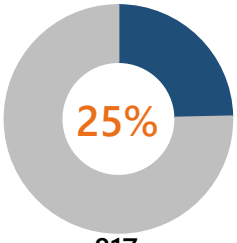
% Sold Below List Price	% Below List Price MEDIAN	Average Days
17%	-2%	24



573 Properties

PRICE CHANGE BEFORE SALE (Current Month)

% Sold With Price Change	Average Days
25%	55



817 Properties

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MARKET UPDATE

Data Current Through: September, 2016

Windermere REAL ESTATE

Area	Months Inventory 2016	2015	Area	Months Inventory 2016	2015
100	2.2	1.7	530	0.7	1.0
110	1.4	1.5	540	1.0	1.1
120	1.4	1.3	550	1.0	1.2
130	1.4	1.3	560	1.0	1.2
140	1.0	0.9	600	0.9	1.2
300	1.8	1.7	610	1.1	1.8
310	1.3	1.6	700	1.2	1.2
320	1.6	1.5	705	0.8	0.6
330	1.3	1.2	710	0.8	0.7
340	1.3	1.3	715	1.1	0.8
350	1.4	1.2	720	0.9	1.1
360	1.8	1.9	730	1.0	1.2
380	1.1	1.0	740	1.3	1.5
385	1.0	0.6	750	1.4	2.1
390	1.3	1.3	760	1.7	2.0
500	1.3	1.3	770	1.8	1.6
510	2.6	1.7	800	2.1	3.3
520	2.3	2.0			

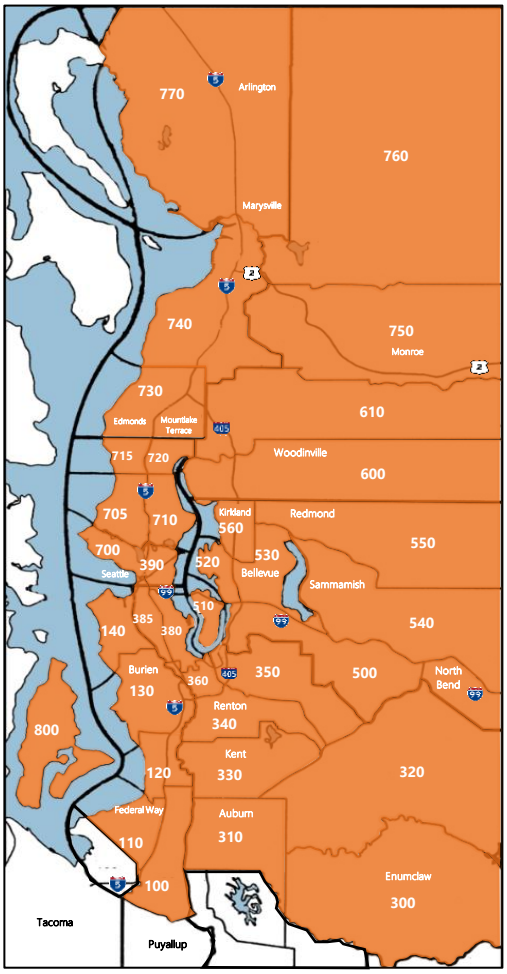
0 - 3	3 - 6	6+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Months Supply *of* Inventory

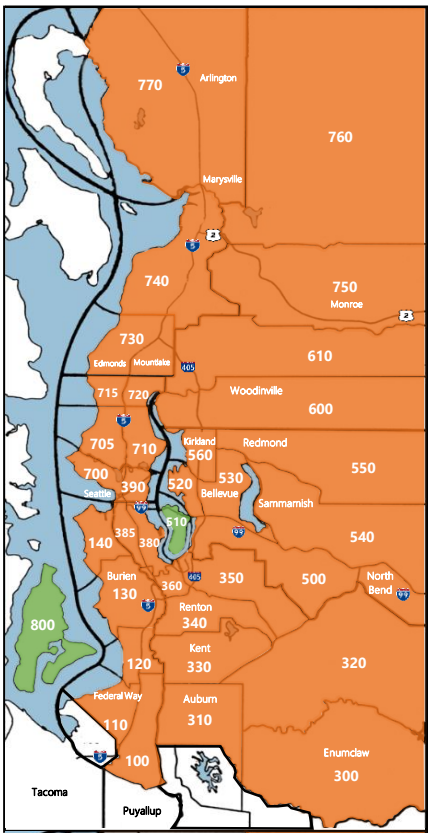
CURRENT MONTH

KING & SNOHOMISH COUNTY

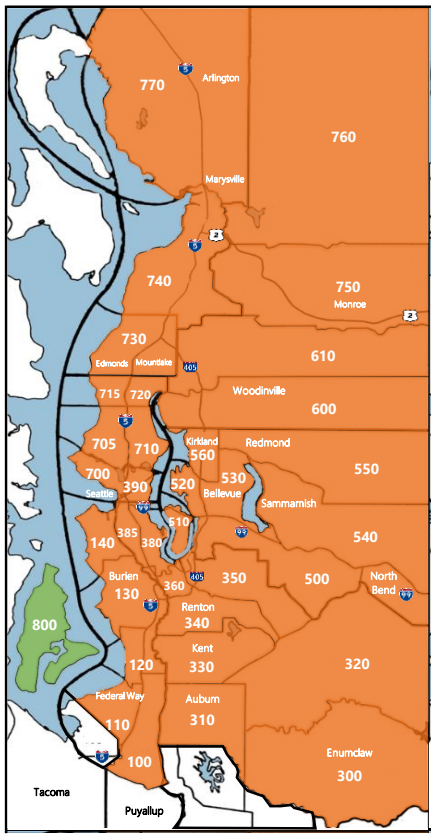
Residential & Condominium



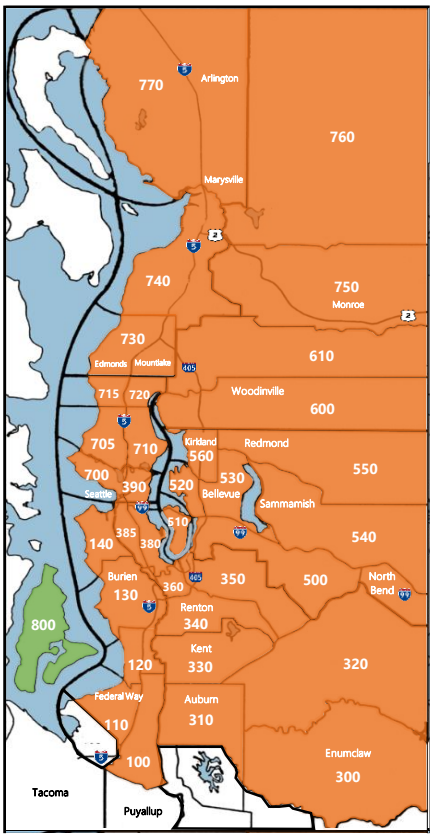
3 YEARS AGO



2 YEARS AGO



1 YEAR AGO



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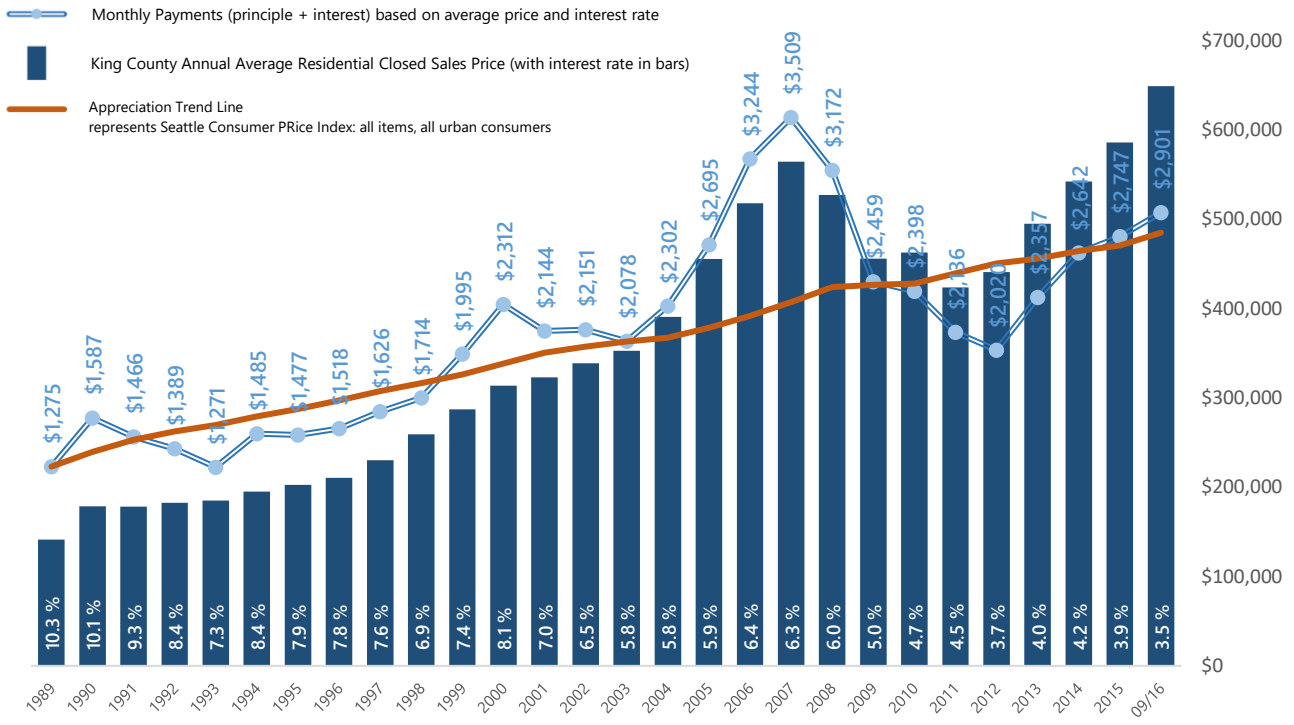
MARKET UPDATE Data Current Through: September, 2016

Monthly Payments Vs. Appreciation Trendline

King County (RESIDENTIAL ONLY)



The Cost of Waiting a Year

All King County

RESIDENTIAL & CONDOMINIUM

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
September, 2016	$494,950	3.46%	$2,212
September, 2015	$440,000	3.90%	$2,075
	-$54,950	0.44%	**$137** Per Month
			$1,640 Per Year

Sales Price to List Price based on Market Time

All King County

RESIDENTIAL & CONDOMINIUM

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	101.0%	100.9%	2,077	62.6%
15 - 30	98.3%	99.5%	571	17.2%
31 - 60	96.1%	98.9%	348	10.5%
61 - 90	94.8%	98.6%	174	5.2%
90+	95.2%	100.0%	146	4.4%
Totals			3,316	100.0%

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MARKET UPDATE

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Windermere REAL ESTATE

All King County Summary Report

RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary		YTD % Change
2016	# of Active Listings	2,427	2,431	2,700	3,232	3,332	3,889	4,316	4,211	4,519				6%	3,451	AVG	-14%
	# of Pending Transactions	2,385	3,038	3,766	3,925	4,486	4,328	4,098	4,083	3,777				5%	33,886	YTD	-3%
	Months Supply of Inventory	1.0	0.8	0.7	0.8	0.7	0.9	1.1	1.0	1.2				1%	0.9	AVG	-12%
	# of Closed Sales	1,720	1,824	2,570	2,886	3,242	3,800	3,653	3,656	3,309				7%	26,660	YTD	1%
	Median Closed Price	431,502	439,950	458,450	475,000	485,000	510,000	505,000	499,974	494,950				12%	484,417	WA	13%
2015	# of Active Listings	3,536	3,555	3,578	3,864	4,176	4,285	4,445	4,352	4,257	3,851	2,917	2,196	-30%	4,005	AVG	-22%
	# 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	6%	34,963	YTD	11%
	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	-34%	1.0	AVG	-29%
	# 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	14%	26,388	YTD	14%
	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	5%	430,297	WA	8%
2014	# of Active Listings	4,110	4,138	4,191	4,511	5,276	5,609	6,082	6,211	6,107	5,614	4,630	3,600	-3%	5,137	AVG	5%
	# 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	6%	31,636	YTD	-1%
	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	-8%	1.5	AVG	6%
	# 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%	23,238	YTD	-3%
	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	9%	397,952	WA	7%
2013	# of Active Listings	3,853	3,854	3,860	4,146	4,832	5,284	5,728	6,171	6,275	5,799	4,876	4,050	-1%	4,889	AVG	-27%
	# 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	5%	31,978	YTD	6%
	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	-5%	1.4	AVG	-32%
	# 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	21%	24,007	YTD	18%
	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	15%	370,329	WA	15%

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2006 - 2015

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	
# of Active Listings	7,789	8,079	8,363	8,820	9,378	9,612	9,962	9,948	10,003	9,457	8,501	7,021	8,911	AVG
% of 12 Month Avg.	87%	91%	94%	99%	105%	108%	112%	112%	112%	106%	95%	79%		
# of Pending Transactions	2,321	2,733	3,415	3,508	3,519	3,449	3,218	3,160	2,880	2,881	2,345	1,854	35,283	T
% of 12 Month Avg.	79%	93%	116%	119%	120%	117%	109%	107%	98%	98%	80%	63%		
Months Supply of Inventory	3.4	3.0	2.4	2.5	2.7	2.8	3.1	3.1	3.5	3.3	3.6	3.8	3.1	AVG
% of 12 Month Avg.	108%	96%	79%	81%	86%	90%	100%	102%	112%	106%	117%	122%		
# of closed units	1,570	1,598	2,297	2,397	2,709	2,908	2,798	2,738	2,400	2,403	2,054	2,064	27,936	T
% of 12 Month Avg.	67%	69%	99%	103%	116%	125%	120%	118%	103%	103%	88%	89%		

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

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Windermere REAL ESTATE

All King County Summary Report

RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary		YoY % Change
2012	# of Active Listings	7,360	7,048	6,700	6,604	6,592	6,500	6,437	6,432	6,312	5,437	4,737	3,801	-39%	6,665	AVG	-38%
	# 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	13%	30,095	YTD	19%
	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	-46%	2.0	AVG	-47%
	# 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	16%	20,316	YTD	19%
	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	8%	322,451	WA	1%
2011	# of Active Listings	10,294	10,411	10,500	10,894	11,030	11,173	11,091	10,771	10,382	9,649	8,790	7,472	-25%	10,727	AVG	-18%
	# 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	24%	25,353	YTD	10%
	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	-40%	3.9	AVG	-28%
	# 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	36%	17,077	YTD	6%
	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	-11%	318,722	WA	-9%
2010	# of Active Listings	10,679	11,539	12,415	12,986	13,345	13,793	14,490	14,217	13,922	13,135	11,867	10,049	8%	13,043	AVG	0%
	# 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	-25%	23,114	YTD	4%
	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	44%	5.3	AVG	-5%
	# 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	-27%	16,065	YTD	14%
	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	0%	349,401	WA	-1%
2009	# of Active Listings	12,035	12,787	13,069	13,164	13,537	13,351	13,589	13,145	12,912	12,321	11,474	9,652	-16%	13,065	AVG	-13%
	# of Pending Transactions	1,500	1,611	2,058	2,646	2,801	3,042	2,777	2,893	2,927	2,951	1,984	1,767	28%	22,255	YTD	9%
	Months Supply of Inventory	8.0	7.9	6.4	5.0	4.8	4.4	4.9	4.5	4.4	4.2	5.8	5.5	-34%	5.6	AVG	-16%
	# of Closed Sales	906	866	1,248	1,242	1,618	2,083	2,161	2,005	2,016	2,234	2,025	1,795	8%	14,145	YTD	-17%
	Median Closed Price	364,137	348,000	335,000	350,000	351,500	363,116	350,000	349,995	349,000	349,950	337,000	350,000	-8%	351,419	WA	-12%
2008	# of Active Listings	12,370	13,353	14,260	15,359	16,435	15,831	16,313	15,875	15,438	14,655	13,578	11,636	6%	15,026	AVG	37%
	# of Pending Transactions	1,681	2,102	2,314	2,419	2,414	2,549	2,365	2,313	2,295	1,727	1,444	1,167	4%	20,452	YTD	-31%
	Months Supply of Inventor	7.4	6.4	6.2	6.3	6.8	6.2	6.9	6.9	6.7	8.5	9.4	10.0	2%	6.6	AVG	90%
	# of Closed Sales	1,403	1,541	2,011	2,020	2,081	2,148	2,041	1,980	1,872	1,722	1,145	1,169	-26%	17,097	YTD	-36%
	Median Closed Price	395,000	395,000	405,000	410,000	399,950	400,000	401,500	388,350	380,315	358,500	365,000	370,700	-4%	397,577	WA	-2%
2007	# of Active Listings	7,596	7,908	8,700	9,870	11,204	12,282	12,902	13,415	14,537	14,240	13,188	10,947	47%	10,935	AVG	44%
	# of Pending Transactions	2,492	3,272	3,772	3,620	3,966	3,766	3,412	2,987	2,203	2,366	2,084	1,488	-31%	29,490	YTD	-10%
	Months Supply of Inventor	3.0	2.4	2.3	2.7	2.8	3.3	3.8	4.5	6.6	6.0	6.3	7.4	112%	3.5	AVG	65%
	# of Closed Sales	2,193	2,116	3,175	3,035	3,514	3,634	3,417	3,210	2,515	2,359	2,187	1,855	-22%	26,809	YTD	-8%
	Median Closed Price	380,000	393,250	399,500	407,265	411,868	414,950	425,000	415,000	395,000	387,500	385,990	389,500	4%	406,690	WA	8%
2006	# of Active Listings	6,060	6,200	6,359	6,802	7,348	8,011	8,545	8,894	9,890	9,871	8,951	6,802	32%	7,568	AVG	9%
	# of Pending Transactions	2,610	2,999	4,106	3,827	4,288	4,156	3,650	3,883	3,174	3,312	2,737	2,251	-16%	32,693	YTD	-9%
	Months Supply of Inventor	2.3	2.1	1.5	1.8	1.7	1.9	2.3	2.3	3.1	3.0	3.3	3.0	57%	2.1	AVG	19%
	# of Closed Sales	2,141	2,281	3,219	3,169	3,440	3,988	3,544	3,975	3,244	3,148	2,787	2,592	-16%	29,001	YTD	-10%
	Median Closed Price	352,000	344,950	365,000	377,000	385,000	387,500	390,000	392,000	380,000	391,300	397,500	399,900	9%	377,675	WA	14%

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