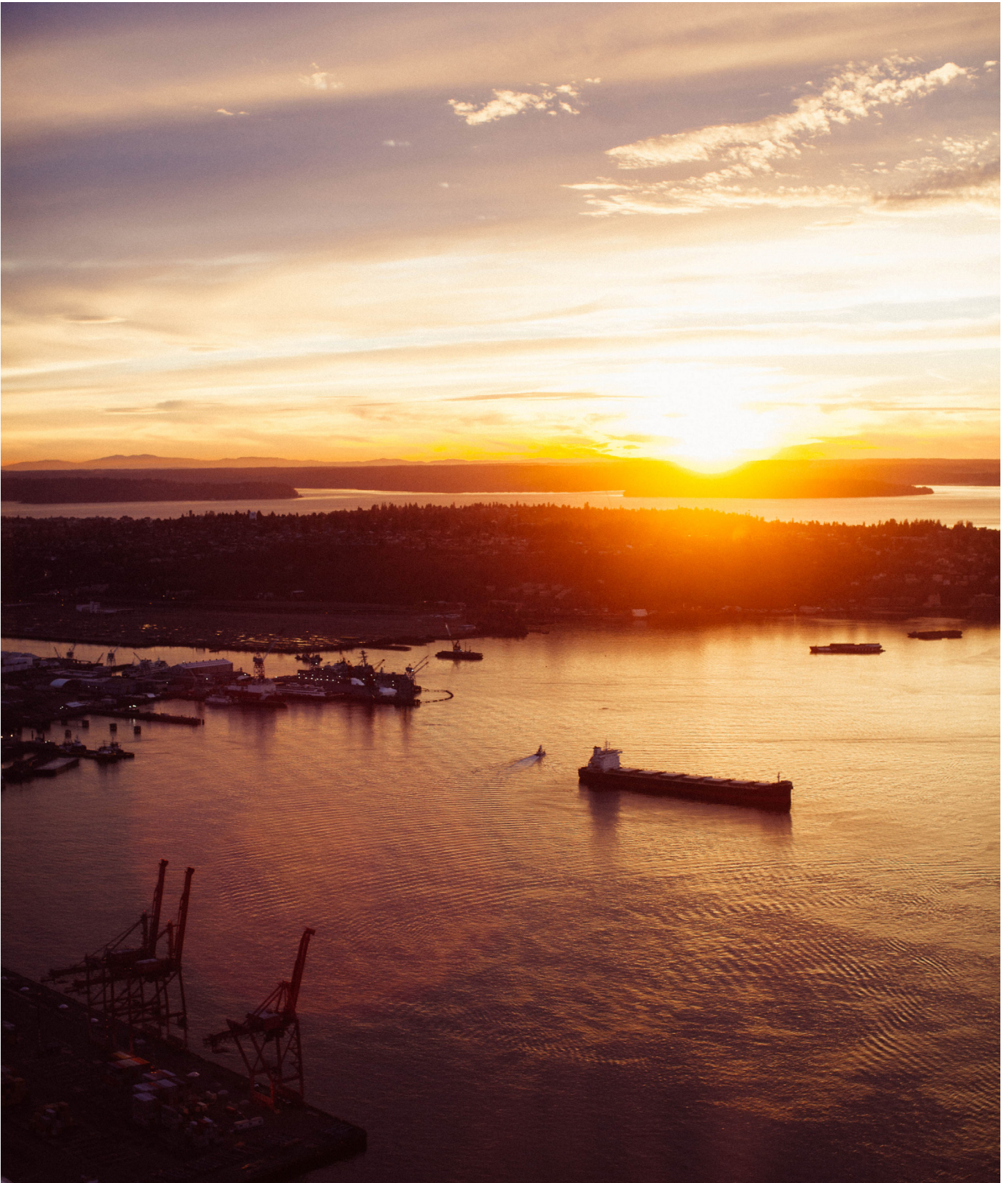


Annual Report

2018



Seattle Real Estate Market



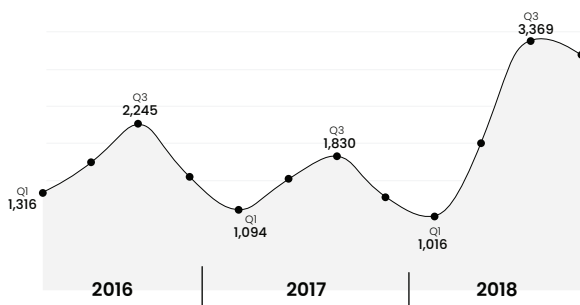
After years of above-average economic and home price growth, 2018 marked the start of a balanced residential real estate market. Average sales price rose a modest 4% during Q4 in Metro Seattle compared to 17% last year. In addition to slowing prices, Seattle also saw inventory and sales levels balance for the first time in over a decade.

What is a balanced market? When prices stabilize and 45%-55% of available inventory sells off each month, the market is classified as balanced. As a result of this shift, Seattle buyers and sellers are approaching an equal playing field. First-time buyers might see this as an opportunity to embrace their home ownership dream, rather than being priced out of the market. And while interest rates in 2018 did trend higher through the majority of the year, we are still well under the 6%-7% historic average.

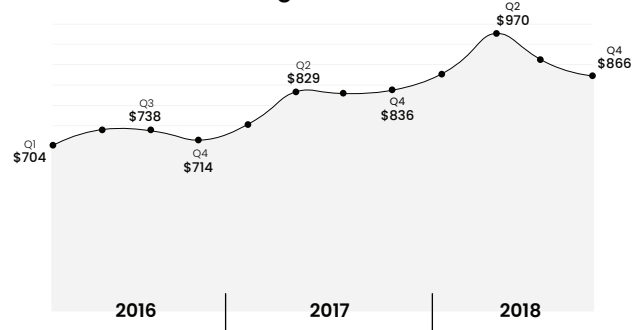
So, what is the outlook for 2019? There are reports that suggest the housing market is stalling, however actual Seattle economic data shows this is not the case. Credit quality for new mortgage holders remains strong and the median down payment is at its highest level since 2004. In addition, Seattle area employment remains one of the strongest in the nation. The resurgence of first-time buyers will continue to grow, driven largely by millennials overtaking the number of baby boomers in 2019. In fact, millennials are likely to purchase more homes next year than any other age group. Windermere brokers are skilled to successfully navigate all aspects of a transaction utilizing: intimate knowledge of the market, negotiating experience, and passion for matching the needs of buyers and sellers.

Metro Seattle Residential

Total Inventory

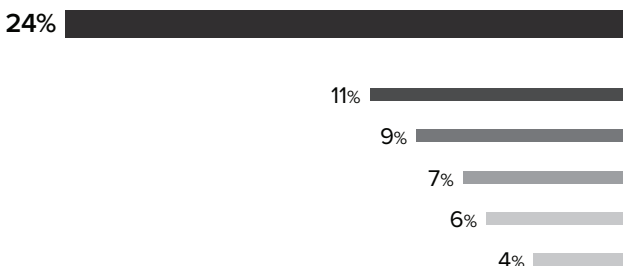


Average Sales Price

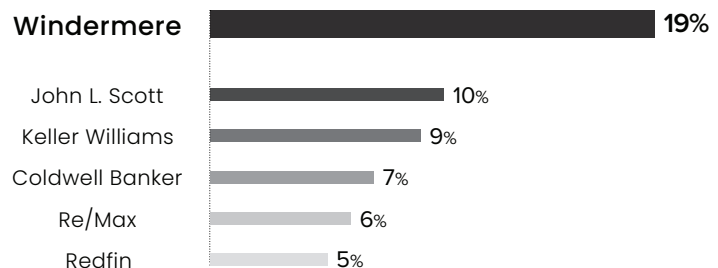


Market Share of Company by Volume

Representing Sellers



Representing Buyers



Companies not shown represent less than 4% of sellers and buyers

Residential

Ballard | Green Lake | Greenwood

	2016	2017	2018	2017 vs 2018	YoY%
Sold Listings	2,136	2,238	1,906		-15%
Available Inventory	1,301	949	2,051		116%
Average Sale Price	\$702,750	\$801,833	\$864,667		8%
Days on Market	16	14	16		17%

Bryant | Maple Leaf | Wedgwood

	2016	2017	2018	2017 vs 2018	YoY%
Sold Listings	1,284	1,226	1,097		-11%
Available Inventory	897	707	1,281		81%
Average Sale Price	\$785,250	\$874,833	\$976,667		12%
Days on Market	19	16	19		17%

Magnolia | Queen Anne

	2016	2017	2018	2017 vs 2018	YoY%
Sold Listings	698	817	657		-20%
Available Inventory	808	773	1,116		44%
Average Sale Price	\$1,015,667	\$1,089,333	\$1,242,250		14%
Days on Market	30	23	31		34%

Capitol Hill | Central District | Madrona

	2016	2017	2018	2017 vs 2018	YoY%
Sold Listings	981	1,008	854		-15%
Available Inventory	1,079	892	1,338		50%
Average Sale Price	\$966,750	\$1,067,250	\$1,222,250		15%
Days on Market	33	23	24		3%

West Seattle

	2016	2017	2018	2017 vs 2018	YoY%
Sold Listings	1,776	1,811	1,500		-17%
Available Inventory	1,498	1,191	2,108		77%
Average Sale Price	\$559,750	\$637,417	\$721,250		13%
Days on Market	20	20	25		25%

Beacon Hill | Georgetown | North Beacon Hill

	2016	2017	2018	2017 vs 2018	YoY%
Sold Listings	384	451	421		-7%
Available Inventory	382	405	645		59%
Average Sale Price	\$503,833	\$594,000	\$648,250		9%
Days on Market	23	25	22		-12%

Columbia City | Mt Baker | Seward Park

	2016	2017	2018	2017 vs 2018	YoY%
Sold Listings	768	845	635		-25%
Available Inventory	841	776	1,017		31%
Average Sale Price	\$582,167	\$676,083	\$723,667		7%
Days on Market	24	24	27		11%

Downtown Seattle

	2016	2017	2018	2017 vs 2018	YoY%
Sold Listings	950	549	556		1%
Available Inventory	961	698	1,654		137%
Average Sale Price	\$773,417	\$816,333	\$863,500		6%
Days on Market	39	31	44		40%
Average PPSF	\$739	\$797	\$857		7%

TO HELP OUR COMMUNITIES THRIVE

Windermere Foundation

contributed **\$2,466,000** in
2018 **to help** low-income
& homeless **families**

Mary's Place

transitioned **394 families**
into **permanent housing**
from **8 emergency**
family shelters
& over **550 beds**

Mary's Place

will soon have a **permanent**
shelter inside Amazon's
future HQ in Seattle
with capacity for
more than **200 families**



Residentials

Fourth Quarter 2018

PHOTO LOCATION
SKY VIEW OBSERVATORY

Ballard | Green Lake | Greenwood

	Q4 2017	Q4 2018	YoY%
Sold Listings	529	430	-19%
Available Inventory	177	728	311%
Average Sale Price	\$832,667	\$825,333	-1%
Days on Market	15	28	91%

Bryant | Maple Leaf | Wedgwood

	Q4 2017	Q4 2018	YoY%
Sold Listings	286	254	-11%
Available Inventory	140	408	191%
Average Sale Price	\$835,000	\$895,667	7%
Days on Market	17	31	79%

Magnolia | Queen Anne

	Q4 2017	Q4 2018	YoY%
Sold Listings	168	153	-9%
Available Inventory	198	340	72%
Average Sale Price	\$1,141,667	\$1,188,667	4%
Days on Market	22	45	101%

Capitol Hill | Central District | Madrona

	Q4 2017	Q4 2018	YoY%
Sold Listings	261	189	-28%
Available Inventory	196	413	111%
Average Sale Price	\$1,150,000	\$1,207,667	5%
Days on Market	24	38	59%

West Seattle

	Q4 2017	Q4 2018	YoY%
Sold Listings	435	333	-23%
Available Inventory	256	719	181%
Average Sale Price	\$672,333	\$690,000	3%
Days on Market	22	39	73%

Beacon Hill | Georgetown | North Beacon Hill

	Q4 2017	Q4 2018	YoY%
Sold Listings	139	80	-42%
Available Inventory	110	218	98%
Average Sale Price	\$628,667	\$611,333	-3%
Days on Market	22	34	55%

Columbia City | Mt Baker | Seward Park

	Q4 2017	Q4 2018	YoY%
Sold Listings	194	130	-33%
Available Inventory	193	349	81%
Average Sale Price	\$679,000	\$673,667	-1%
Days on Market	25	38	54%

Downtown Seattle

	Q4 2017	Q4 2018	YoY%
Sold Listings	120	98	-18%
Available Inventory	178	556	212%
Average Sale Price	\$835,333	\$822,667	-2%
Days on Market	23	64	182%
Average PPSF	\$818	\$830	1%

Metro Seattle Residential

\$866,000 Average Sales Price

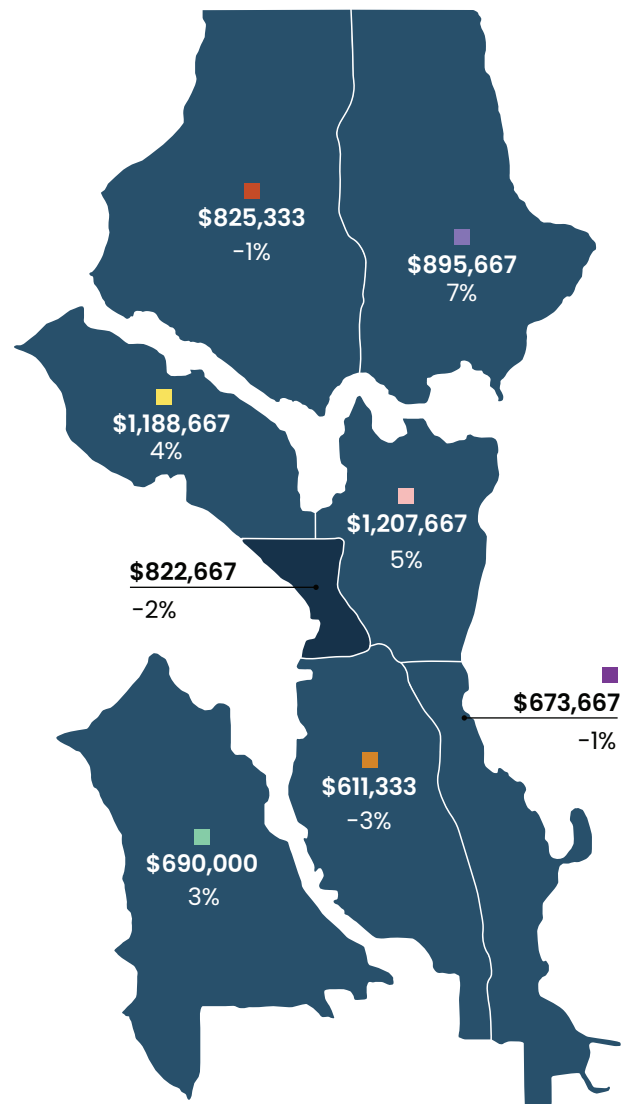
3,175
Available Inventory

+150%
VS Q4 2017

1,569
Sold Listings

-22%
VS Q4 2017

Average Sales Price | YoY%



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Windermere
REAL ESTATE
WALL STREET GROUP