

Marketplace

Sotheby's
INTERNATIONAL REALTY

MARKET PERFORMANCE of Select Cites in King & Snohomish Counties

2016 Q2

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Local Knowledge . Global Marketing . Luxury Service .

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Community Events

Kirkland

Summer Movie Nights at Carillon Point July 9th - Aug 20th

Kirkland Classic Car show July 30th & 31st

Downtown Kirkland Art Walk August 12th

Farmers Market every Wednesday thru September

Bellevue

Bellevue Art Fair July 29th-31st

8th annual Taste of Main August 20th (fine cuisine, dessert,
& wine tasting)

Woodinville

Farmers Market every Saturday 9am-3pm

Celebrate Woodinville every Wednesday through August 20th

Redmond

Summer "Movies in the Park" July 6th - August 24th

Summer Concert Series (Marymoore Park)

Saturday Market every Saturday through October

Edmonds

A taste of Edmonds August 12th @ 11am (3 day event)

Seattle

Fremont Oktoberfest September 23rd-25th

Seafair August 5th (all weekend)

Issaquah

Summer Brews Fest July 29th @ 6-9pm

Salmon Days October 1st & 2nd @ 10am-6pm

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This report focuses on single family homes in the cities where we conduct most business. While we're brokerage with global reach, we are local experts on the Eastside of the Puget Sound region, Olympia to Bellingham. Our numbers only reflect the averages of the communities featured in this report but the trends accurately reflect county-wide trends. We also offer custom analysis. Simply contact your Marketplace Sotheby's International Realty Broker.

Total \$ Volume and # of Sales

The Total Dollar Volume increased an average of 22% in 2016 over 2015, from \$16.7 billion to \$19.6 billion. The Number of Sales increased 13%, from 33,918 in 2015 to 36,958 in 2016. These are the metrics we use to analyze the long-term trends in each market segment because they best summarize the general market activity over long periods of time.

Average Price Per Square Foot

The Price Per Square Foot (\$/SqFt) increased 4% from 2015 to 2016, from \$204 to \$218. This metric helps identify trends in market segments when large numbers of transactions are considered together over a period of time, and also is useful when comparing two properties on an apples-to-apples basis. In this case, it helps us understand that properties in this region are increasing in value on a square-foot-basis, rather than growing in size.

AVERAGE Days on Market

The Average Days on Market (DOM) decreased 11% from 2015 to 2016, from 67 to 59 days. DOM is a good measure of Liquidity in a real estate market. Liquidity determines how quickly an asset can be sold and usually increases in parallel with price transparency and fungible assets. In liquid markets, fewer days are needed to sell a property. In the Greater Seattle Region, homes are selling in the blink of an eye, making it a highly liquid market. Seattle boasts the second lowest DOM in the U.S.

Current Inventory In UNITS

With a surge of buyers and little increase in residential development, there is a shortage of inventory. The inventory of our market segments decreased 24%, from 4,710 units to 3,082 units. With decreased inventory and increased demand, it doesn't look like the scramble for homes will let up in the near future.

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Woodinville's Wine Country

Thursday - July 28, 2016

- 12pm Michael Florentino Cellars: Small Batch Weekend! (12:00pm to 5:00pm)
- 5pm Ladies Night at Lauren Ashton Cellars (5:00pm to 8:00pm)
- 6pm Happy Hour Thursdays Music By Brian James At Woodhouse (6:00pm to 9:00pm)
- 6:30pm Corks & Canvas at Matthews Winery (6:30pm to 9:00pm)

Friday - July 29, 2016

- 12pm Patterson Cellars Chardonnay Release Weekend (12:00pm to 5:00pm)
- 4pm Obelisco Wine and Music - featuring Elizabeth Joy (4:00pm to 8:00pm)
- 5pm Columbia Winery Foodie Friday Music (Ian Skavdahl) (5:00pm to 7:00pm)
- 6:30 pm Friday Night Live at Matthews Winery (6:30pm to 9:30pm)
- 6:30 pm Village Wines: Friday Night Music w/ Robbie Christmas (6:30pm to 9:30pm)

Saturday - July 30, 2016

- 721 Acres: Shakespeare in the Park - Love's Labour's Lost (7:00am to 8:00am)
- 12pm Sangria Week in Woodinville! (12:00pm to Sun, August 07, 6:00pm)
- 12pm Patterson Cellars Chardonnay Release Weekend (12:00pm to 7:00pm)
- 4pm Obelisco Wine and Live Music - Kurt Lindsay (4:00pm to 8:00pm)
- 5:30pm Beaumont Cellars: Beat The Geek - Trivia (5:30pm to 7:30pm)

Sunday - July 31, 2016

- 11 Village Wines: Sunday Brunch (11:00am to 2:00pm)
- 12pm Patterson Cellars Chardonnay Release Weekend (12:00pm to 7:00pm)
- 2pm Live Music: Brian James at Goose Ridge (2:00pm to 5:00pm)

Wednesday - August 03, 2016

- 5pm Wednesday Wine'd Down w/ Rocks 'n Stars (5:00pm to 8:00pm)
- 5:30pm Celebrate Woodinville Concerts in the Park (5:30pm to 8:00pm)
- 6:30pm Vinyasa to Vino! at Goose Ridge (6:30pm to 9:00pm)
- 6:30pm Goose Ridge: Vinyasa to Vino! (6:30pm to 9:00pm)

Thursday - August 04, 2016

- 4pm Woodhouse Wine Estates ~ Savor At Sunset Wine Walk (4:00pm to 8:00pm)
- 4pm Savor at Sunset Wine Walk - Hollywood and West Valley Districts (4:00pm to 8:00pm)
- 4pm Otis Kenyon Savor at Sunset "Patio" Wine Walk (4:00pm to 8:00pm)
- 5pm Live Music: Hemingway Duo at Goose Ridge (5:00pm to 8:00pm)
- 6pm Happy Hour Thursdays Music By & Co. At Woodhouse (6:00pm to 9:00pm)

Friday - August 05, 2016

- 4pm Obelisco Wine and Live Music - Scott Lindenmuth (4:00pm to 8:00pm)
- 5pm Woodhouse Wine Club Masters Release Party (5:00pm to 8:00pm)
- 5pm William Church Winery: Music in the Tasting Room (5:00pm to 8:00pm)
- 6:30pm Village Wines: Friday Night Music w/ Robbie Christmas (6:30pm to 9:30pm)

We proudly specialize in the communities of Woodinville, including those surrounding Western Washington's glorious wine country. With over 140 tasting rooms and wine bars, Woodinville's wine culture is vibrant. We hope you stop in and say hello on your visit to Wine Country!

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Saturday - August 06, 2016

4pm Obelisco Wine and Live Music - Jordyn Meeker (4:00pm to 8:00pm)
5pm SALSA NIGHT with DJ Chuck at Silver Lake in Woodinville (5:00pm to 9:00pm)
5:30pm Beaumont Cellars: Beat The Geek - Trivia (5:30pm to 7:30pm)
7pm Patterson Cellars Summer Music Series featuring Larry Murante (7:00pm to 9:00pm)

Sunday - August 07, 2016

1pm Backward "B" Release Party w/ Pete Beaumont (1:00pm to 5:00pm)
2pm Live Music: Ian Skavdahl at Goose Ridge (2:00pm to 5:00pm)

Wednesday - August 10, 2016

5pm Wednesday Wine'd Down w/ Jazmarae Beebe (5:00pm to 8:00pm)
5:30pm Convergence Zone Cellars at Celebrate Woodinville Concert (5:30pm to 8:00pm)
6pm The Woodhouse Wine Estates: Corks and Canvas Events (6:00pm to 8:30pm)

Saturday - August 13, 2016

12pm Apple Farm Village Wine Summer Block Party (12:00pm to 5:00pm)
12pm Otis Kenyon Apple Farm Village Block Party (12:00pm to 5:00pm)
5:30pm Beaumont Cellars: Beat The Geek - Trivia (5:30pm to 7:30pm)
7pm Patterson Cellars Summer Music Series featuring Alex Britton (7:00pm to 9:00pm)

Sunday - August 14, 2016

2pm Des Voigne Cellars & B-Side Brewing: Sips for Hips Washington (2:00pm to 5:00pm)

Wednesday - August 17, 2016

5pm Wednesday Wine'd Down w/ Murphy Tyler Trio (5:00pm to 8:00pm)

Thursday - August 18, 2016

4pm Thursday Night Out! "T.N.O" at Lachini Vineyards (4:00pm to 7:00pm)
6pm Happy Hour Thursdays Music By Dean Beckholm At Woodhouse (6:00pm to 9:00pm)

Friday - August 19, 2016

4pm Obelisco Live Music and Wine - with Robbie E. (4:00pm to 8:00pm)
6:30pm Village Wines: Friday Night Music w/ Robbie Christmas (6:30pm to 9:30pm)
7pm Patterson Cellars Summer Music Series featuring Billy Stoops (7:00pm to 9:00pm)

Saturday - August 20, 2016

8pm Celebrate Woodinville Summer Festival (8:00am to 5:00pm)
8:30am Columbia Winery Charity Run, Walk & Kids' Dash (8:30am to 11:30am)
7pm Patterson Cellars Summer Music Series featuring Andrew Norsworthy (7:00pm to 9:00pm)

Friday - August 26, 2016

6:30pm Village Wines: Friday Night Music w/ Robbie Christmas (6:30pm to 9:30pm)
7pm Patterson Cellars Summer Music Series featuring Larry Murante (7:00pm to 9:00pm)

Saturday - August 27, 2016

4pm Obelisco Wine and Live Music - featuring Jordyn Meeker (4:00pm to 8:00pm)
5pm Music with DJ Chuck Lang at Copia Farms - Woodinville (5:00pm to 9:00pm)
7pm Patterson Cellars Summer Music Series featuring Randy Norris (7:00pm to 9:00pm)

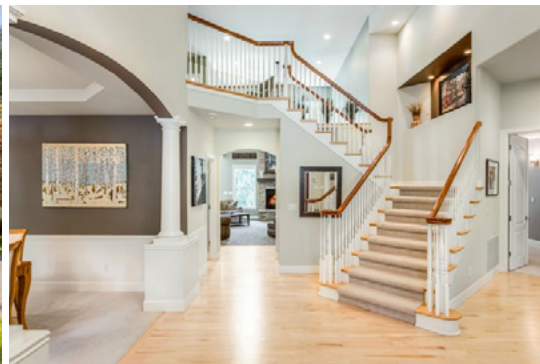
Wednesday - August 31, 2016

5pm Final Wine'd Down of the Season w/ Blue Lizard Band (5:00pm to 8:00pm)



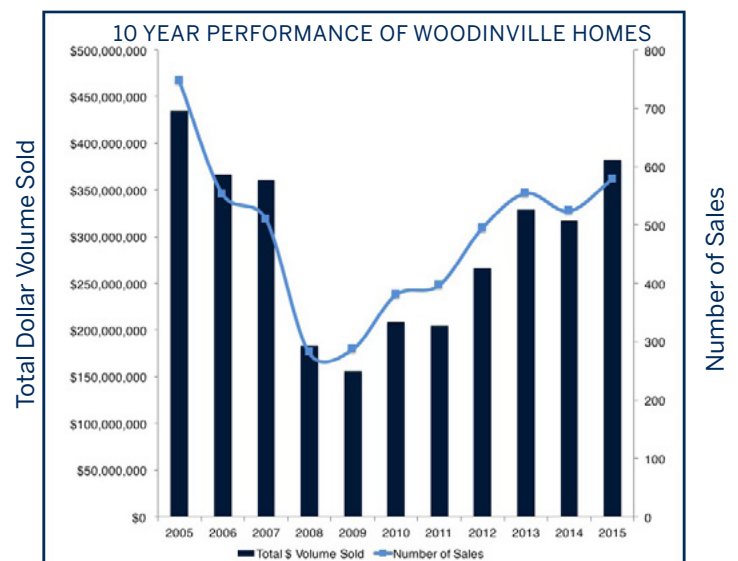
WOODINVILLE REPORT

SINGLE FAMILY HOMES



Private Custom Built Home in Wine Country, Sold: \$970,000

WOODINVILLE	2015	2016	%CHANGE
Closed Sales	207	197	-4.8%
Total Dollar Volume (\$,000)	\$130,058	\$144,548	11.1%
Average Sale Price	\$628,300	\$733,700	16.8%
Average Days on Market	34	23	-32.4%
Sold / List Price %	99.9%	101.0%	1.1%
Average Price Per Square Foot	\$242.2	\$268.8	11%
Months of Inventory	1.6	1.5	-6.3%
Current Inventory in Units	118	113	-4.2%



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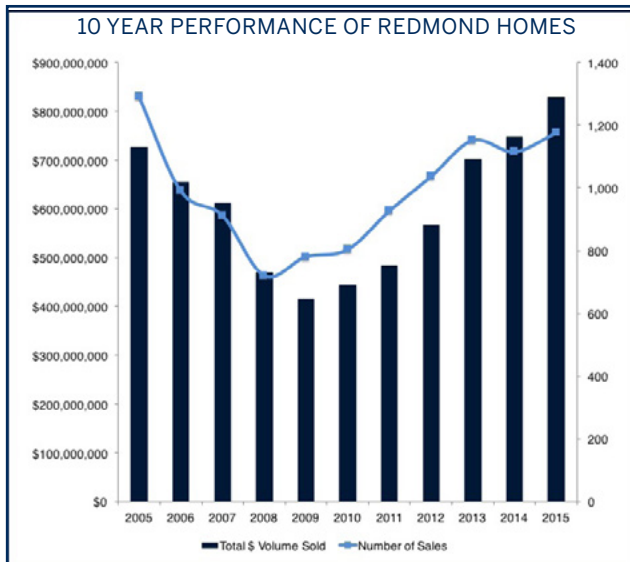


REDMOND REPORT

SINGLE FAMILY HOMES



Gorgeous home in sought after Hunterswood Knoll, Pending: \$989,000



REDMOND	2015	2016	%CHANGE
Closed Sales	483	422	-12.6%
Total Dollar Volume (\$,000)	\$295,386	\$281,040	-4.9%
Average Sale Price	\$611,600	\$666,000	8.9%
Average Days on Market	32	15	-53.1%
Sold / List Price %	100.9%	102.8%	1.9%
Average Price Per Square Foot	\$270.0	\$308.1	14.1%
Months of Inventory	1.4	1.0	-28.6%
Current Inventory in Units	262	163	-37.8%

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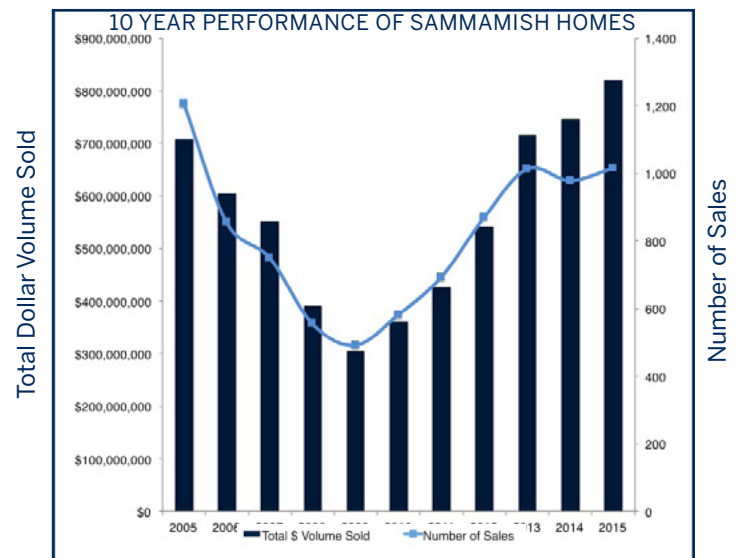
SAMMAMISH REPORT

SINGLE FAMILY HOMES



Exquisite Shorelane Vistas, presented at \$1,250,000

SAMMAMISH	2015	2016	%CHANGE
Number of Sales	355	337	-5.1%
Total Dollar Volume (\$,000)	\$265,632	\$271,909	2.4%
Average Sale Price	\$748,4000	\$806,900	7.8%
Average Days on Market	28	18	-35.7%
Sold / List Price %	99.9%	102.4%	2.5%
Average Price Per Square Foot	\$261.0	\$296.2	13.5%
Months of Inventory	1.5	1.4	-6.7%
Current Inventory in Units	196	171	-12.8%



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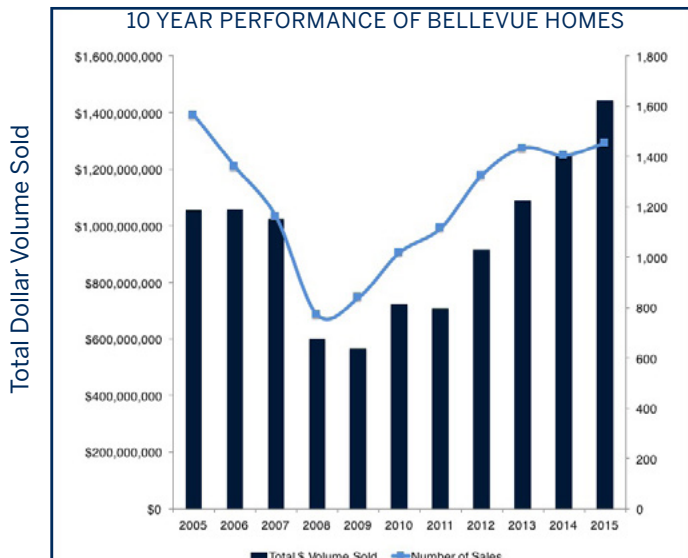
BELLEVUE REPORT

SINGLE FAMILY HOMES



Sanctuary in Yarrow point, presented at \$2,595,000

10 YEAR PERFORMANCE OF BELLEVUE HOMES



BELLEVUE	2015	2016	%CHANGE
Number of Sales	625	654	4.6%
Total Dollar Volume (\$,000)	\$509,799	\$592,035	16.1%
Average Sale Price	\$815,700	\$905,300	11.0%
Average Days on Market	28	18	-35.7%
Sold / List Price %	100.4%	103.4%	3.0%
Average Price Per Square Foot	\$354.6	\$392.9	10.8%
Months of Inventory	1.9	1.5	-21.1%
Current Inventory in Units	413	362	-12.3%

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BOTHELL REPORT

SINGLE FAMILY HOMES



Bothell Retreat, presented at \$465,000

BOTHELL	2015	2016	%CHANGE
Number of Sales	632	693	9.7%
Total Dollar Volume (\$,000)	\$276,054	\$339,022	22.8%
Average Sale Price	\$436,000	\$489,000	12.0%
Average Days on Market	40	21	-47.5%
Sold / List Price %	100.6%	102.3%	1.7%
Average Price Per Square Foot	\$205.0	\$228.5	11.5%
Months of Inventory	1.5	1.0	-33.3%
Current Inventory in Units	356	238	-33.1%

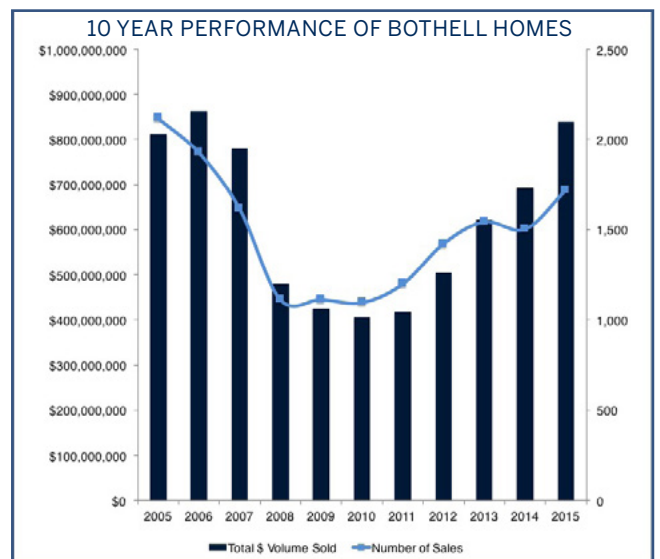
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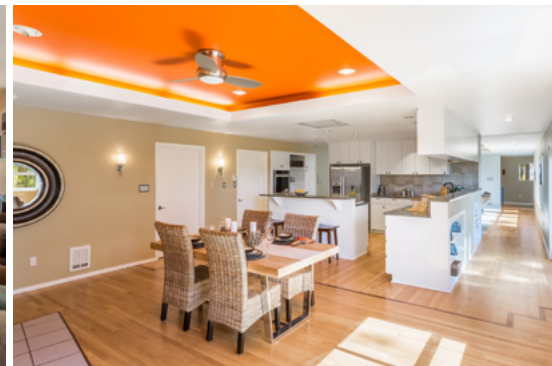
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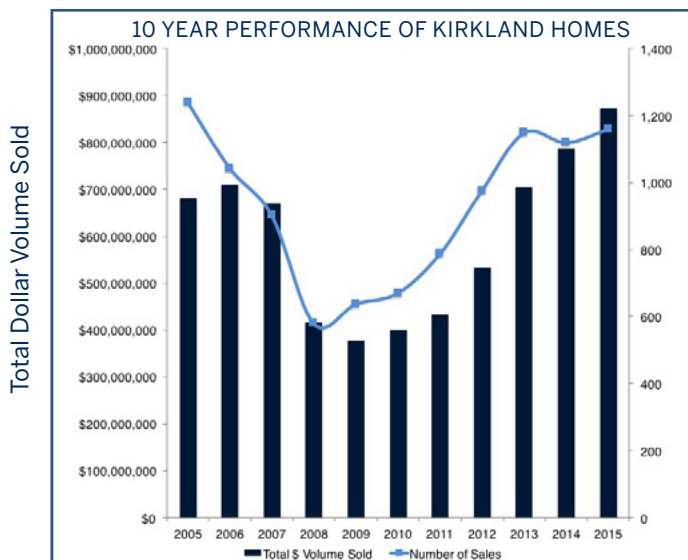


KIRKLAND REPORT

SINGLE FAMILY HOMES



Goat Hill - Juanita, presented at \$1,148,000 (pending)



KIRKLAND	2015	2016	%CHANGE
Number of Sales	532	593	11.5%
Total Dollar Volume (\$,000)	\$333,569	\$427,220	28.1%
Average Sale Price	\$627,000	\$720,000	14.9%
Average Days on Market	31	19	-38.7%
Sold / List Price %	100.1%	102.7%	2.6%
Average Price Per Square Foot	\$319.6	\$352.6	10.3%
Months of Inventory	1.7	1.1	-33.3%
Current Inventory in Units	306	235	-23.2%

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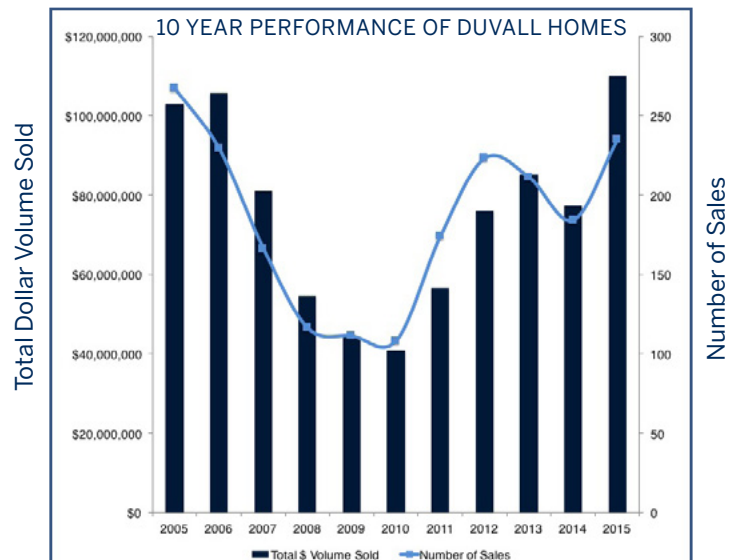
DUVALL REPORT

SINGLE FAMILY HOMES



Charming Private Home, Sold for \$478,200

DUVALL	2015	2016	%CHANGE
Number of Sales	76	61	-19.7%
Total Dollar Volume (\$,000)	\$33,523	\$28,181	-15.9%
Average Sale Price	\$441,100	\$462,000	4.7%
Average Days on Market	48	26	-45.8%
Sold / List Price %	98.8%	101.7%	2.9%
Average Price Per Square Foot	\$196.6	\$222.4	13.1%
Months of Inventory	3.1	2.7	-12.9%
Current Inventory in Units	78	69	-11.5%



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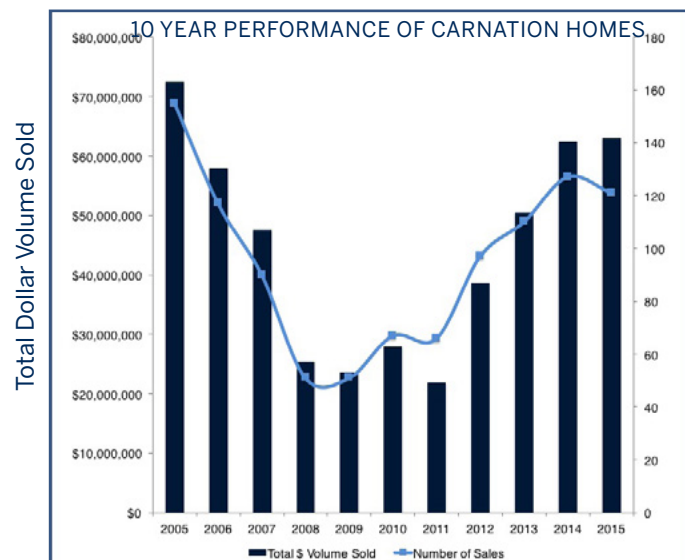


CARNATION REPORT

SINGLE FAMILY HOMES



Reserve at Lake Joy Estate, Sold for \$799,000



CARNATION	2015	2016	%CHANGE
Number of Sales	37	47	27.0%
Total Dollar Volume (\$,000)	\$20,174	\$26,809	32.9%
Average Sale Price	\$545,200	\$570,400	4.6%
Average Days on Market	82	46	-43.9%
Sold / List Price %	98.5%	100.5%	2.0%
Average Price Per Square Foot	\$221.4	\$245.3	10.8%
Months of Inventory	3.8	3.3	-13.2%
Current Inventory in Units	48	61	27.1%

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SNOQUALMIE REPORT

SINGLE FAMILY HOMES



SOLD FOR \$541,800

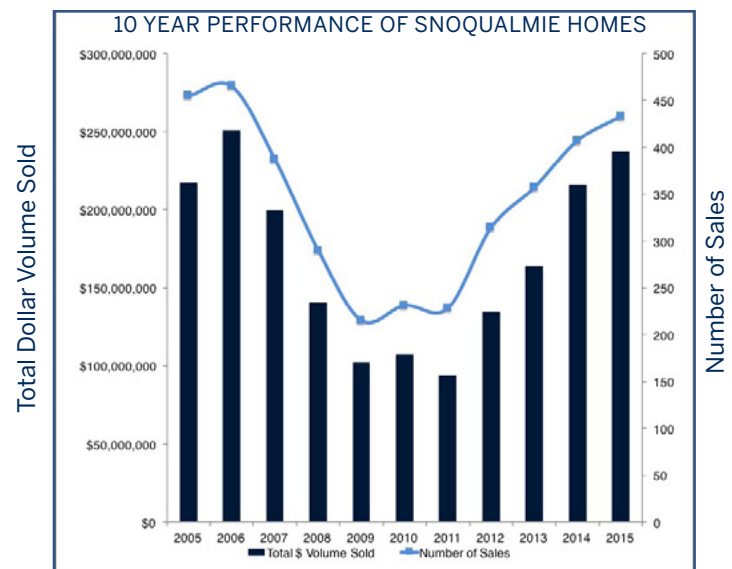


SOLD FOR \$575,000



SOLD FOR \$614,950

SNOQUALMIE	2015	2016	%CHANGE
Number of Sales	164	123	-25.0%
Total Dollar Volume (\$,000)	\$85,057	\$68,284	-19.7%
Average Sale Price	\$518,600	\$555,200	7.1%
Average Days on Market	25	22	-12.0%
Sold / List Price %	101.0%	101.8%	0.8%
Average Price Per Square Foot	\$212.0	\$242.7	14.5%
Months of Inventory	1.0	0.9	-10.0%
Current Inventory in Units	61	53	-13.1%



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NORTH BEND REPORT

SINGLE FAMILY HOMES



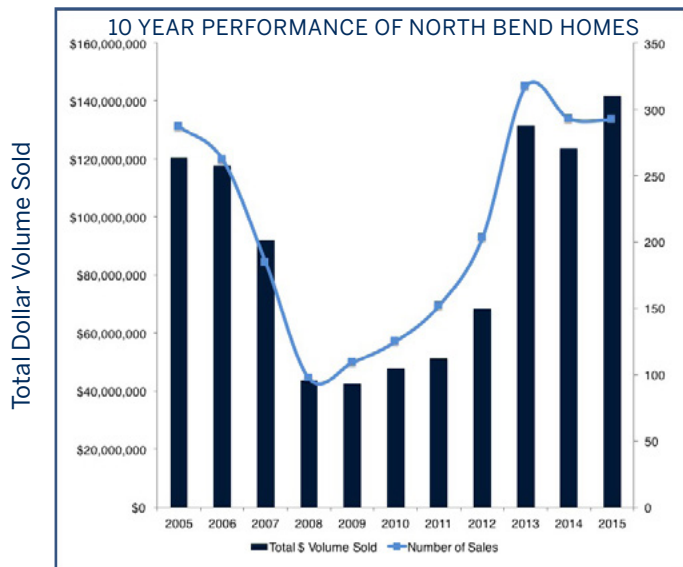
SOLD FOR \$555,000



SOLD FOR \$695,880



SOLD FOR \$715,880



NORTH BEND	2015	2016	%CHANGE
Number of Sales	90	116	28.9%
Total Dollar Volume (\$,000)	\$39,175	\$59,314	51.4%
Average Sale Price	\$435,300	\$511,300	17.5%
Average Days on Market	40	22	-45.0%
Sold / List Price %	100.3%	100.0%	-0.3%
Average Price Per Square Foot	\$211.9	\$247.0	16.6%
Months of Inventory	2.6	1.5	-42.3%
Current Inventory in Units	84	64	-23.8%

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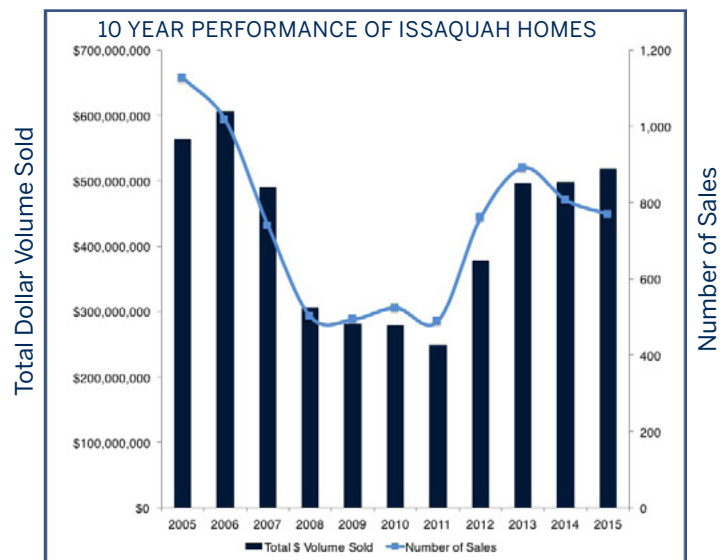
ISSAQUAH REPORT

SINGLE FAMILY HOMES



Bright View Home, Sold for \$450,000

ISSAQUAH	2015	2016	%CHANGE
Number of Sales	415	382	-8.0%
Total Dollar Volume (\$,000)	\$226,800	\$228,194	0.6%
Average Sale Price (\$,000)	\$546,500	\$597,400	9.3%
Average Days on Market	30	19	-36.7%
Sold / List Price %	101.0%	102.3%	1.3%
Average Price Per Square Foot	\$266.1	\$295.6	11.1%
Months of Inventory	1.4	1.3	-7.1%
Current Inventory in Units	219	167	-23.7%



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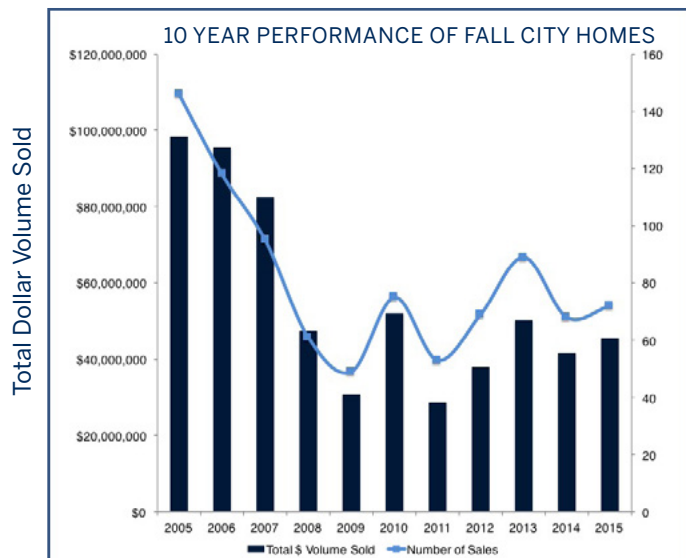


FALL CITY REPORT

SINGLE FAMILY HOMES



Traditional Home on AVERAGE, Sold for \$774,850



FALL CITY	2015	2016	%CHANGE
Number of Sales	28	21	-25.0%
Total Dollar Volume (\$,000)	\$16,537	\$11,580	-30.0%
Average Sale Price (\$,000)	\$590,600	\$551,400	-6.6%
Average Days on Market	42	61	45.2%
Sold / List Price %	92.0	99.6	8.3%
Average Price Per Square Foot	\$218.0	\$244.7	12.2%
Months of Inventory	4.0	4.2	5.0%
Current Inventory in Units	41	33	-19.5%

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Photo by Larry Gorlin

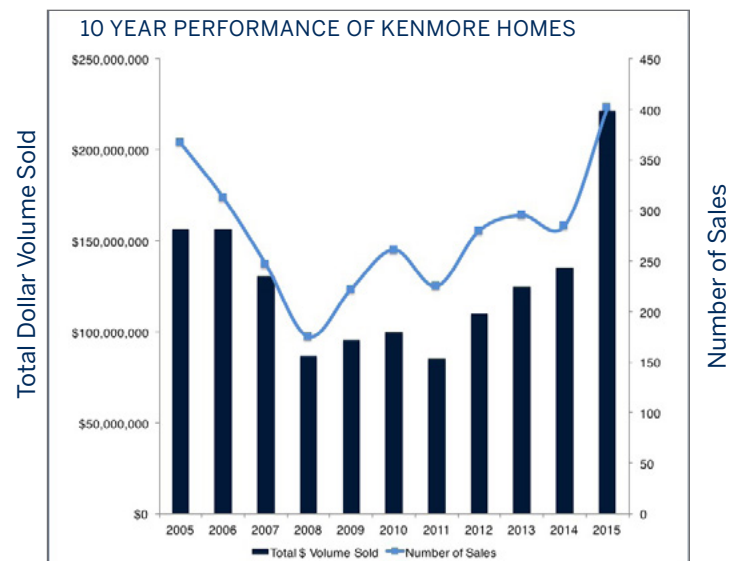
KENMORE REPORT

SINGLE FAMILY HOMES



Bright Home in Quiet Location, Sold for \$530,000

KENMORE	2015	2016	%CHANGE
Number of Sales	150	131	-12.7%
Total Dollar Volume (\$,000)	\$75,011	\$76,625	2.2%
Average Sale Price	\$500,100	\$584,900	17.0%
Average Days on Market	30	32	6.7%
Sold / List Price %	100.5%	101.5%	1.0%
Average Price Per Square Foot	\$221.5	\$253.7	14.5%
Months of Inventory	1.8	1.2	-33.3%
Current Inventory in Units	91	63	-30.8%



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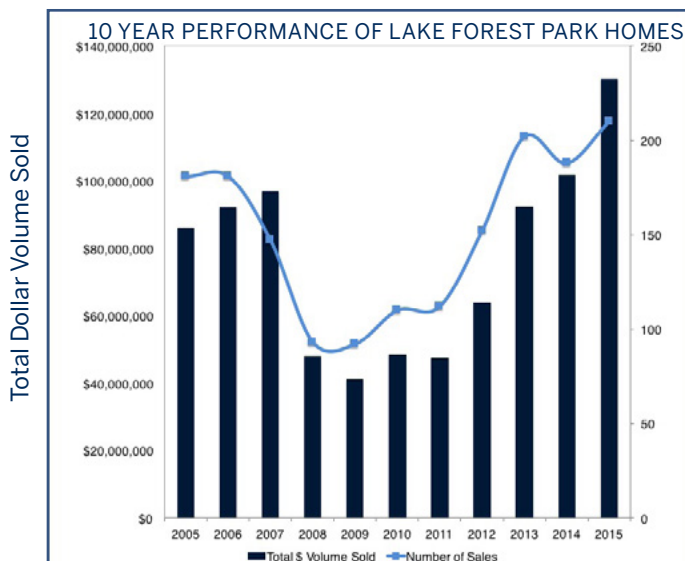


LAKE FOREST PARK REPORT

SINGLE FAMILY HOMES



Spacious Home on Large Lot, presented at \$1.3 million



LAKE FOREST PARK	2015	2016	%CHANGE
Number of Sales	81	65	-19.8%
Total Dollar Volume (\$,000)	\$43,951	\$39,527	-10.1%
Average Sale Price	\$542,600	\$608,100	12.1%
Average Days on Market	18	16	-11.1%
Sold / List Price %	101.4%	101.7%	0.3%
Average Price Per Square Foot	\$235.7	\$267.5	13.5%
Months of Inventory	1.1	1.4	27.3%
Current Inventory in Units	33	32	-3.0%

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MERCER ISLAND REPORT

SINGLE FAMILY HOMES



SOLD for



SOLD for \$1,150,000



SOLD for \$1,210,000

MERCER ISLAND	2015	2016	%CHANGE
Number of Sales	133	101	-24.2%
Total Dollar Volume (\$,000)	\$199,455	\$140,626	-29.5%
Average Sale Price (\$,000)	\$1,499,700	\$1,392,300	-7.2%
Average Days on Market	39	20	-48.7%
Sold / List Price %	97.7%	100.1%	2.5%
Average Price Per Square Foot	\$455.6	\$470.7	3.3%
Months of Inventory	1.7	2.5	47.1%
Current Inventory in Units	87	100	14.9%

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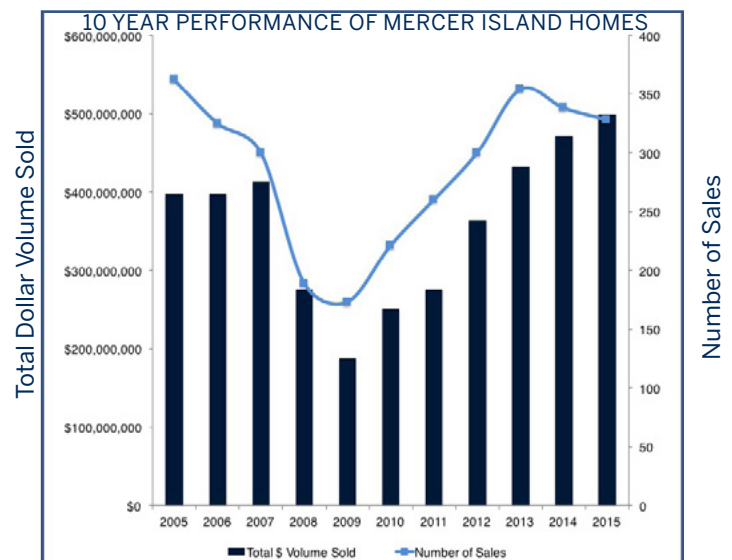




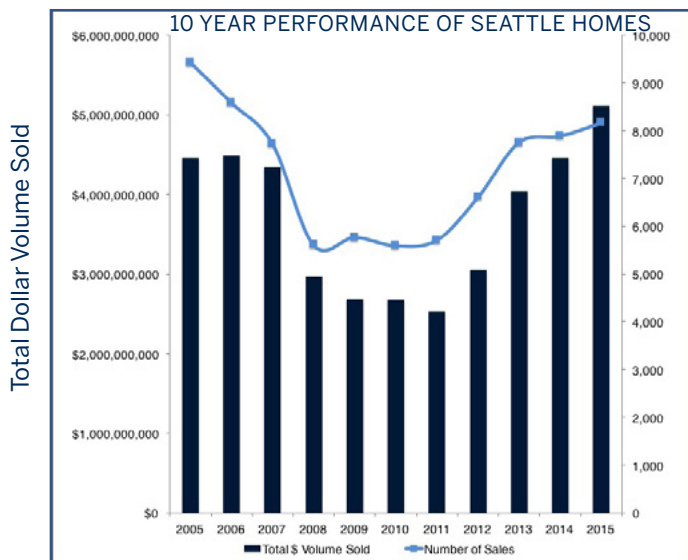
Photo by Larry Gorlin

SEATTLE REPORT

SINGLE FAMILY HOMES



Refined Elegance Overlooking Puget Sound, Presented at \$1,688,000



SEATTLE	2015	2016	%CHANGE
Number of Sales	3,547	3,602	1.6%
Total Dollar Volume (\$,000)	\$2,075,744	\$2,371,320	14.2%
Average Sale Price (\$,000)	\$585,200	\$658,300	12.5%
Average Days on Market	22	17	-22.7%
Sold / List Price %	103.0%	103.8%	0.8%
Average Price Per Square Foot	\$324.2	\$337.8	15.3%
Months of Inventory	1.0	1.0	0.0%
Current Inventory in Units	1,264	1,238	-2.1%

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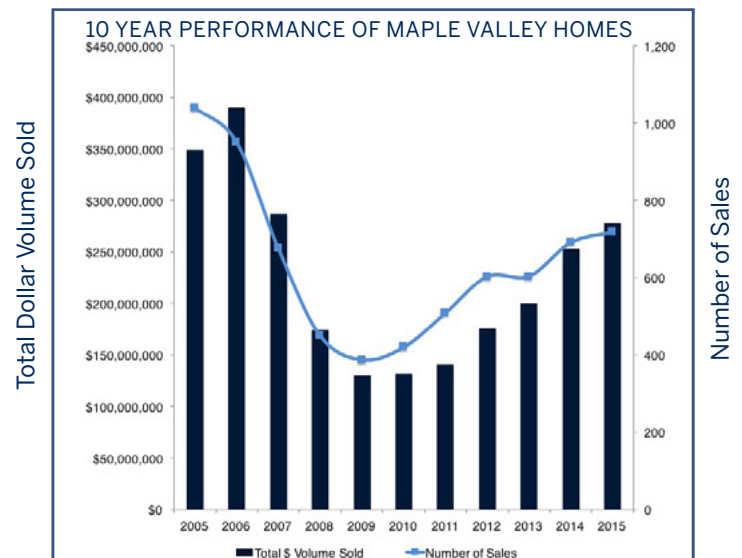
MAPLE VALLEY REPORT

SINGLE FAMILY HOMES



Extraordinary Home on Private Lot, Sold for \$500,000

MAPLE VALLEY	2015	2016	%CHANGE
Number of Sales	248	219	-11.7%
Total Dollar Volume (\$,000)	\$96,395	\$93,973	-2.5%
Average Sale Price	\$388,700	\$429,100	10.4%
Average Days on Market	33	29	-12.1%
Sold / List Price %	99.3%	101.4%	2.1%
Average Price Per Square Foot	\$178.4	\$196.5	10.1%
Months of Inventory	1.5	1.4	-6.7%
Current Inventory in Units	125	122	-2.4%



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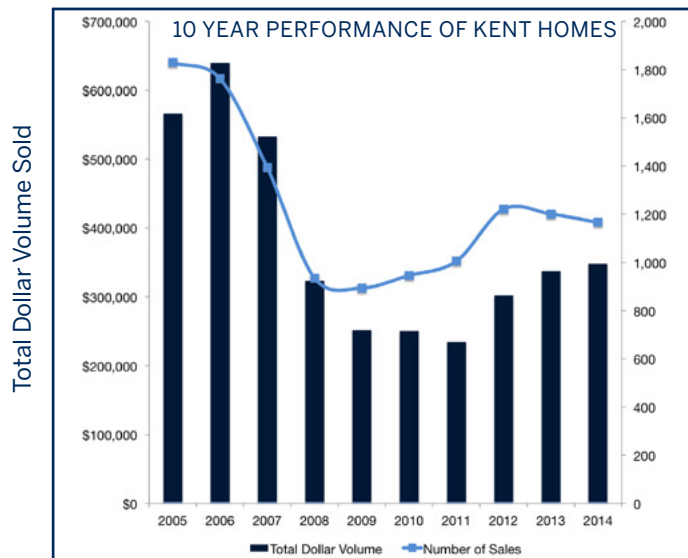


KENT REPORT

SINGLE FAMILY HOMES



Tranquil Contemporary Home, Sold for \$459,000



KENT	2015	2016	%CHANGE
Number of Sales	566	548	-3.2%
Total Dollar Volume (\$,000)	\$163,745	\$181,091	10.6%
Average Sale Price	\$289,300	\$330,500	14.2%
Average Days on Market	44	30	-31.8%
Sold / List Price %	100.0%	100.5%	0.5%
Average Price Per Square Foot	\$153.0	\$171.0	11.7%
Months of Inventory	1.6	1.4	-12.5%
Current Inventory in Units	319	292	-8.5%

Marketplace

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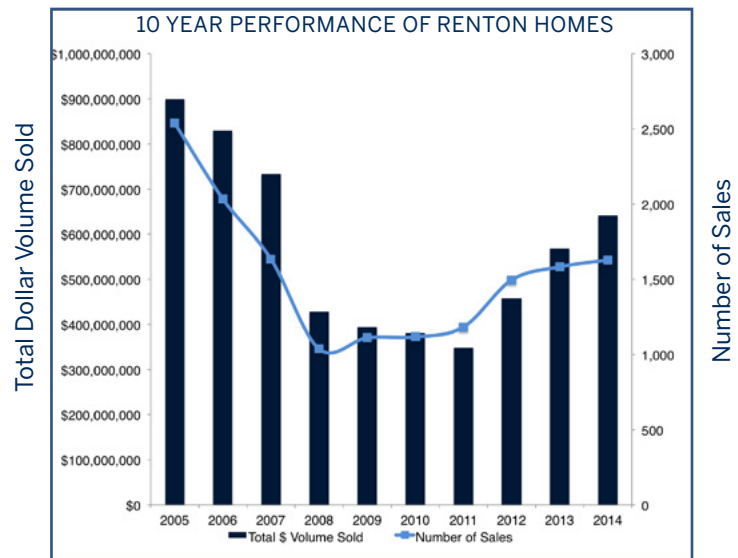
RENTON REPORT

SINGLE FAMILY HOMES



Pristine Renton Respite, Sold for \$529,888

RENTON	2015	2016	%CHANGE
Number of Sales	743	660	-11.2%
Total Dollar Volume (\$,000)	\$278,929	\$273,719	-1.9%
Average Sale Price	\$375,400	\$414,700	10.5%
Average Days on Market	41	25	-39.0%
Sold / List Price %	100.0%	101.7%	1.7%
Average Price Per Square Foot	\$186.0	\$207.4	11.5%
Months of Inventory	1.5	1.4	-6.7%
Current Inventory in Units	424	340	-19.8%



Marketplace

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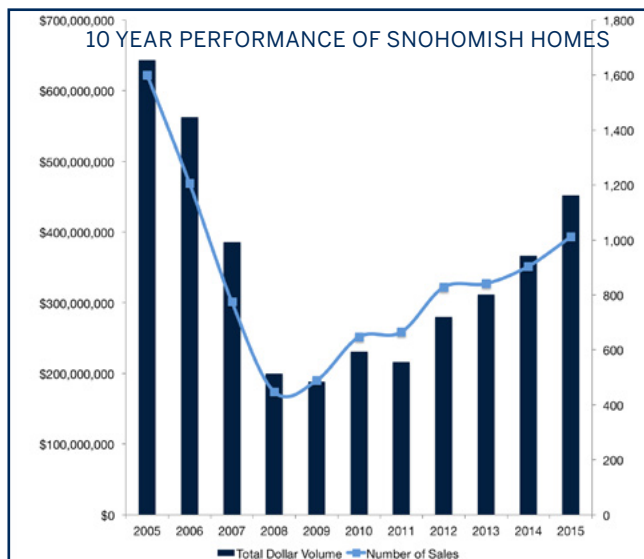


SNOHOMISH REPORT

SINGLE FAMILY HOMES



Equestrain Estate, presented at \$1,200,000



SNOHOMISH	2015	2016	%CHANGE
Number of Sales	352	362	2.8%
Total Dollar Volume (\$,000)	\$145,398	\$173,253	19.2%
Average Sale Price	\$413,100	\$478,600	15.9%
Average Days on Market	48	42	-12.5%
Sold / List Price %	99.3%	99.8%	0.5%
Average Price Per Square Foot	\$184.1	\$203.6	10.6%
Months of Inventory	2.6	1.9	-26.9%
Current Inventory in Units	325	241	-25.8%

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