

THE MARKETPLACE

MARKET REPORT

Performance of Single Family Homes
for select cities in Western Washington

Marketplace

Sotheby's

INTERNATIONAL REALTY

2016
Q3

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THE MARKETPLACE

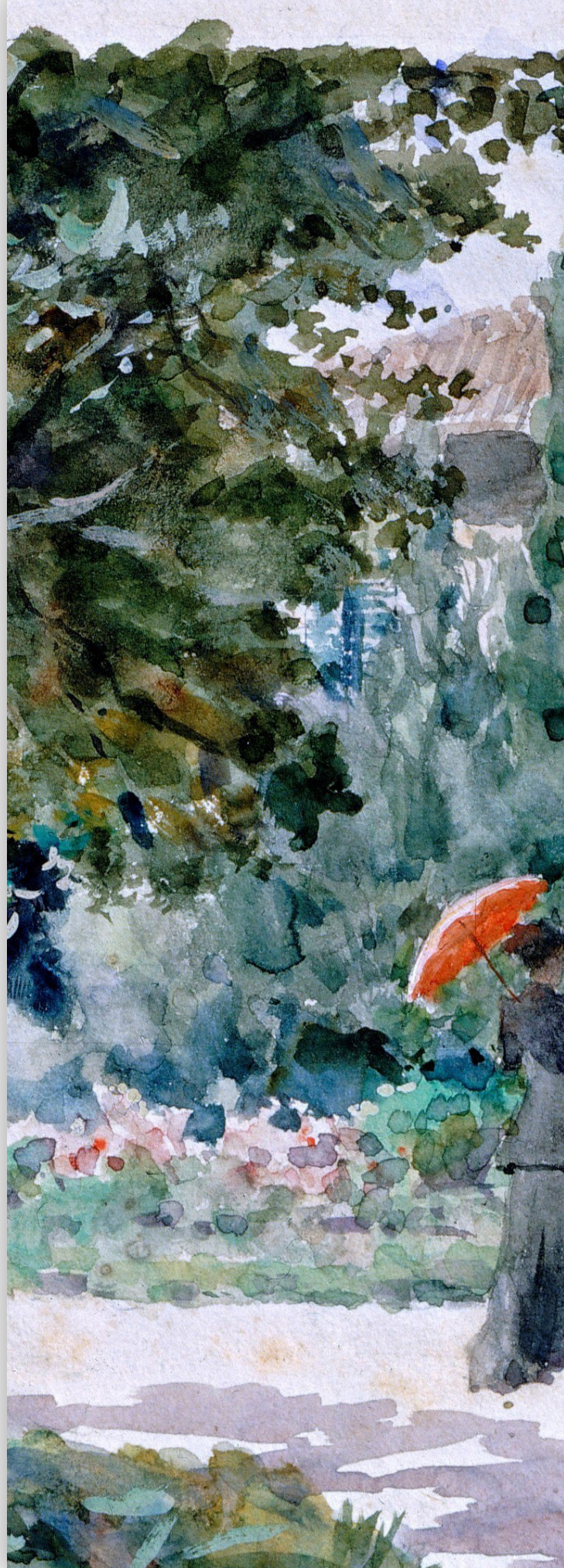
Though market conditions continue to favor sellers, signs are starting to appear which indicate a trend toward increasing supply. In examining statistics detailing the past month, activity illustrates year-over-year gains in the volumes of new listings, pending sales, and closed sales, which are up 14.5%, 9.3% and 9.5% respectively. Prices have increased by an average of nearly 9%.

Higher interest rates and declining affordability will provide headwinds for buyers supporting the case for increasing inventory. Median sales prices system-wide jumped nearly 9 percent from a year ago, from \$312,000 to \$340,000. News of Apple and Amazon moving to the Eastside will translate into a net plus for population and jobs adding to the need for more housing units.

Months of inventory improved slightly in the past month, from about 1.9 months to 2 months. Supply remained below two months in King and Snohomish Counties. Condo prices area-wide rose 17.3 percent from a year ago, escalating from \$260,000 to \$305,000. Supplies are tight, with only 1.3 months of inventory. In King County, where last month's median sales price was \$355,000, there is only one month of supply. Similarly, Snohomish County has only a month of inventory; year-over-year prices there rose nearly 9.8 percent.

The possibility of impending higher interest rates is fueling buyer interest and urging many buyers to take advantage of current opportunities rather than wait for prices to adjust. In a recent report on actions consumers can take in anticipation of rising interest rates, Bankrate, an aggregator of financial rate information, suggested "considering your home first." On a \$200,000 mortgage, half of one percentage point of interest means a difference of \$20,000 or more over 30 years. "If you are on the fence about buying or refinancing, now is the time to act," the author of the Bankrate report wrote.

Any move from the current strong seller's market toward a neutral market will be slow and gradual at best. As a result, we expect our robust Real Estate market to continue through at least the spring of 2017.



CONTENTS

Q3 2016 MARKET REPORT

- 4 Woodinville Report
- 5 Redmond Report
- 6 Sammamish Report
- 7 Bellevue Report
- 8 Bothell Report
- 9 Kirkland Report
- 10 Duvall Report
- 11 Carnation Report
- 12 Snoqualmie Report
- 13 North Bend Report
- 14 Issaquah Report
- 15 Fall City Report
- 16 Kenmore Report
- 17 Lake Forest Park
- 18 Mercer Island Report
- 19 Seattle Report
- 20 Maple Valley Report
- 21 Kent Report
- 22 Renton Report
- 23 Snohomish Report

THE MARKET TRENDS

AVERAGES FOR OUR MARKETS IN WESTERN

This report focuses on single family homes in the cities where we conduct most business. While we're a global brokerage, we mainly work 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 still accurately reflect county-wide trends.



TOTAL \$ VOLUME AND # OF SALES

The Total Dollar Volume increased an average of **13%** for Q3 2016 over Q3 2015, from \$2.2 billion to \$2.48 billion. These are the metrics we use to analyze the long-term trends in each market segment as they best summarize the general market activity over long periods of time.

AVERAGE PRICE PER SQUARE FOOT

The Price Per Square Foot (\$/SqFt) increased **9%** Q3 2015 to Q3 2016, from \$255 to \$278. 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 **28%** from Q3 2015 to Q3 2016, from 28 to 20 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

The inventory of our market segments decreased **34%**, 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.



WOODINVILLE

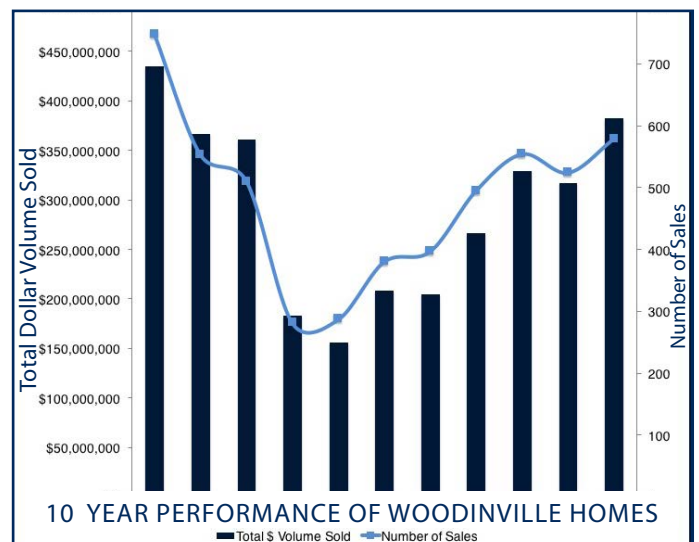


SINGLE FAMILY HOMES



SOUGHT AFTER WELLINGTON HOME presented for \$735,000

WOODINVILLE	2015	2016	%CHANGE
Number of Sales	184	207	12.5%
Total Dollar Volume	\$110,522,000	\$144,831,000	31.0%
Average Sale Price	\$600,700	\$699,700	16.5%
Average Days on Market	40	22	-45.0%
Sold / List Price %	99.8%	100.3%	0.5%
Average Price Per Square Foot	\$239.0	\$270.6	13.2%
Months of Inventory	1.9	1.5	-21.1%
Current Inventory in Units	116	122	5.2%



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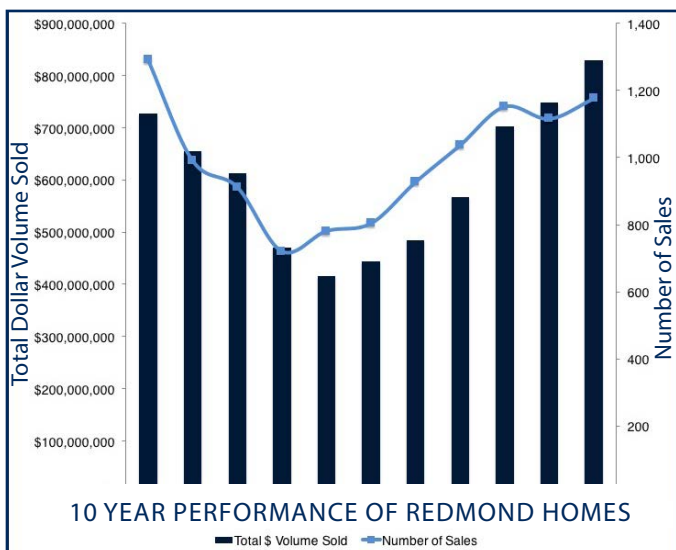
[4] CONTACT US FOR A CUSTOMIZED ANALYSIS ON YOUR AREA OF INTEREST!

REDMOND

SINGLE FAMILY HOMES



MONTICELLO ESTATES IN REDMOND presented for \$879,950



REDMOND	2015	2016	%CHANGE
Number of Sales	510	453	-11.2%
Total Dollar Volume	\$317,961,000	\$313,162,000	-1.5%
Average Sale Price	\$623,500	\$691,300	10.9%
Average Days on Market	28	16	-42.9%
Sold / List Price %	100.7%	101.7%	1%
Average Price Per Square Foot	\$275.3	\$312.6	13.4%
Months of Inventory	1.3	1.2	-7.7%
Current Inventory in Units	190	177	-6.8%

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SAMMAMISH

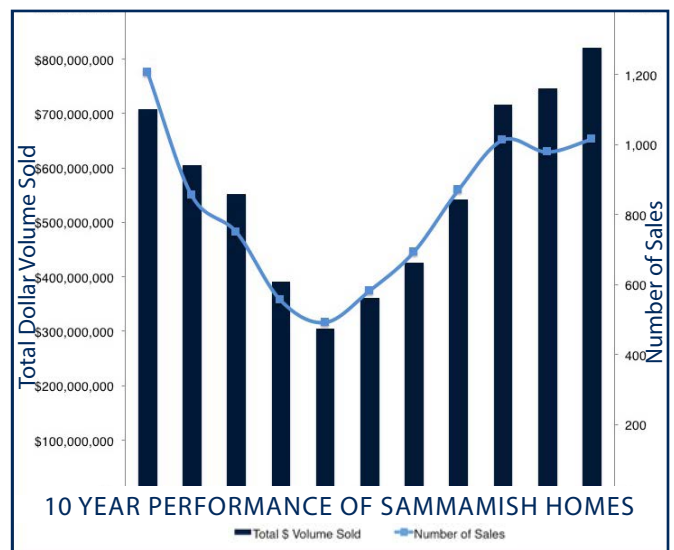
SAMMAMISH REPORT

SINGLE FAMILY HOMES



ELEGANT SAHALEE ESTATE pending at \$2,100,000

SAMMAMISH	2015	2016	%CHANGE
Number of Sales	372	346	-7.0%
Total Dollar Volume	\$288,740,000	\$318,224,000	10.2%
Average Sale Price	\$776,200	\$919,700	18%
Average Days on Market	27	21	-22.2%
Sold / List Price %	99.3%	100.5%	1.2%
Average Price Per Square Foot	\$270.8	\$305.5	12.8%
Months of Inventory	1.5	1.6	6.7%
Current Inventory in Units	157	185	17.8%



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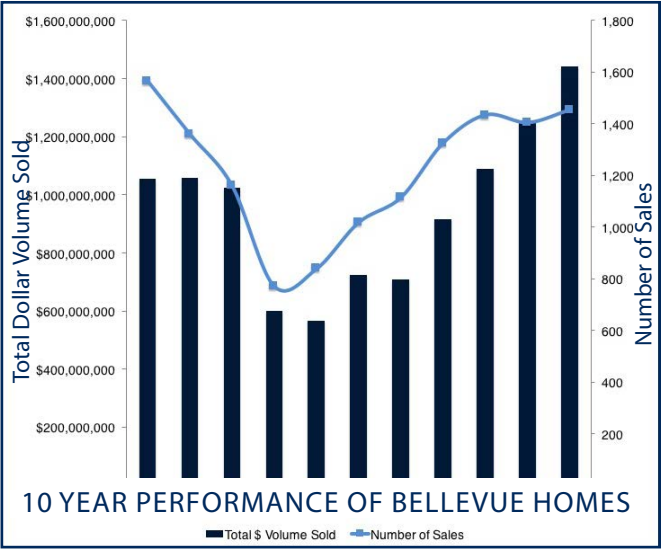
BELLEVUE

BELLEVUE REPORT

SINGLE FAMILY HOMES



EXCEPTIONAL HOME IN WEST BELLEVUE Sold for \$3,116,000



BELLEVUE	2015	2016	%CHANGE
Number of Sales	688	663	-3.6%
Total Dollar Volume	\$586,412,000	\$570,570	2.8%
Average Sale Price	\$829,300	\$884,500	6.7%
Average Days on Market	25	25	0%
Sold / List Price %	99.7%	101.0%	1.3%
Average Price Per Square Foot	\$211.5	\$230.9	9.2%
Months of Inventory	1.8	1.9	5.6%
Current Inventory in Units	410	435	6.1%

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BOTHELL

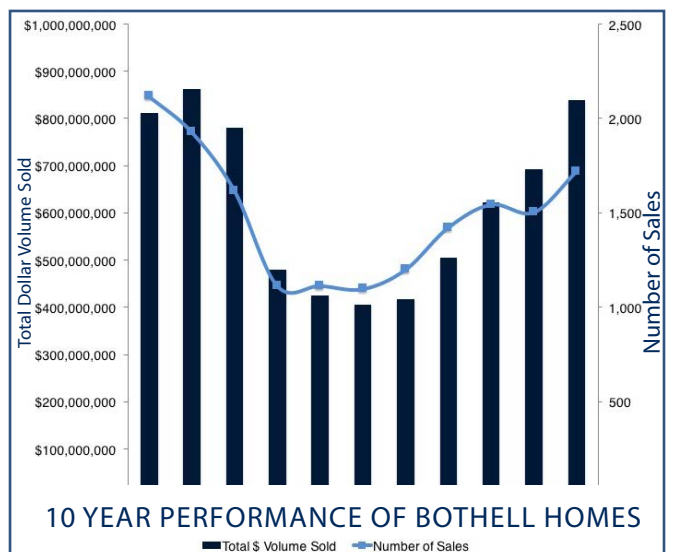
BOTHELL REPORT

SINGLE FAMILY HOMES



REINSTEDETT FARMS ESTATE presented for \$629,950

BOTHELL	2015	2016	%CHANGE
Number of Sales	644	829	28.7%
Total Dollar Volume	\$284,860,000	\$410,244,000	44.0%
Average Sale Price	\$442,300	\$494,900	11.9%
Average Days on Market	29	20	-31%
Sold / List Price %	100.4%	101.7%	1.3%
Average Price Per Square Foot	\$211.5	\$230.9	9.2%
Months of Inventory	1.8	1.0	-44.4%
Current Inventory in Units	378	284	-24.9%



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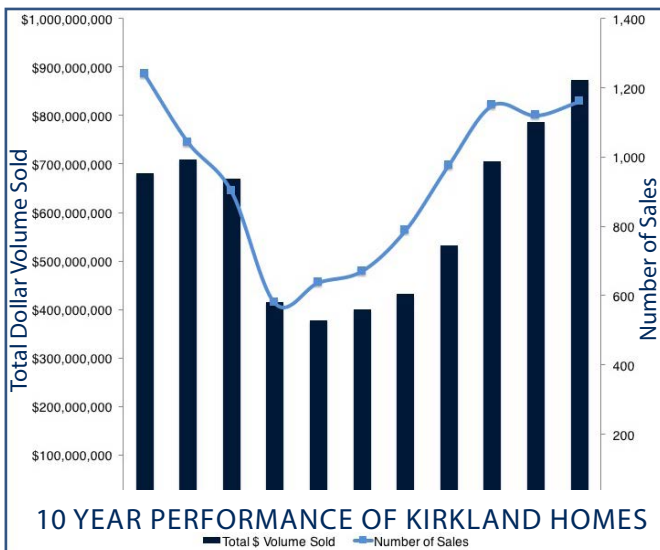
KIRKLAND

KIRKLAND REPORT

SINGLE FAMILY HOMES



RARE NW CONTEMPORARY presented for \$1,180,00



KIRKLAND	2015	2016	%CHANGE
Number of Sales	553	571	3.3%
Total Dollar Volume	\$340,957,000	\$416,482,000	22.2%
Average Sale Price	\$616,600	\$729,400	18.3%
Average Days on Market	29	22	-24.1%
Sold / List Price %	99.9%	100.9%	1%
Average Price Per Square Foot	\$318.2	\$358.2	12.6%
Months of Inventory	1.9	1.3	-31.6%
Current Inventory in Units	348	245	-29.6%

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DUVALL



DUVALL REPORT

SINGLE FAMILY HOMES



Listed at \$530,000 Listing Courtesy of NWMLS

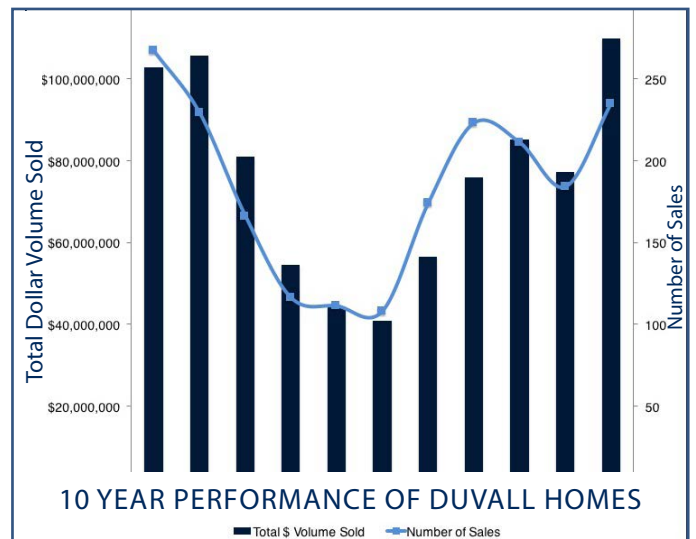


Sold for \$610,000 Listing Courtesy NWMLS



Sold for \$415,000 Listing Courtesy of NWMLS

DUVALL	2015	2016	%CHANGE
Number of Sales	90	89	-1.1%
Total Dollar Volume	\$39,120,000	\$40,416,000	3.3%
Average Sale Price	\$434,700	\$454,100	4.5%
Average Days on Market	35	31	-11.4%
Sold / List Price %	100.0%	100.8%	0.8%
Average Price Per Square Foot	\$202.8	\$227.0	11.9%
Months of Inventory	2.4	2.1	-12.5%
Current Inventory in Units	29	26	-10%



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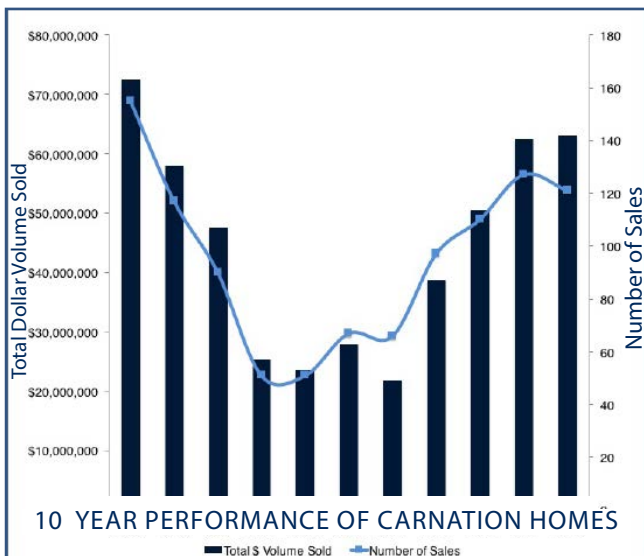
CARNATION

CARNATION REPORT

SINGLE FAMILY HOMES



MAJESTIC COUNTRY ESTATE ON 20 ACRES presented for \$925,000



CARNATION	2015	2016	%CHANGE
Number of Sales	36	64	77.8%
Total Dollar Volume	\$15,636,000	\$35,886,000	129.5%
Average Sale Price	\$434,300	\$560,700	29.1%
Average Days on Market	64	28	-56.3%
Sold / List Price %	97.7%	99.2%	1.5%
Average Price Per Square Foot	\$205.2	\$238.0	16.0%
Months of Inventory	4.8	2.7	-43.8%
Current Inventory in Units	54	54	0%

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SNOQUALMIE

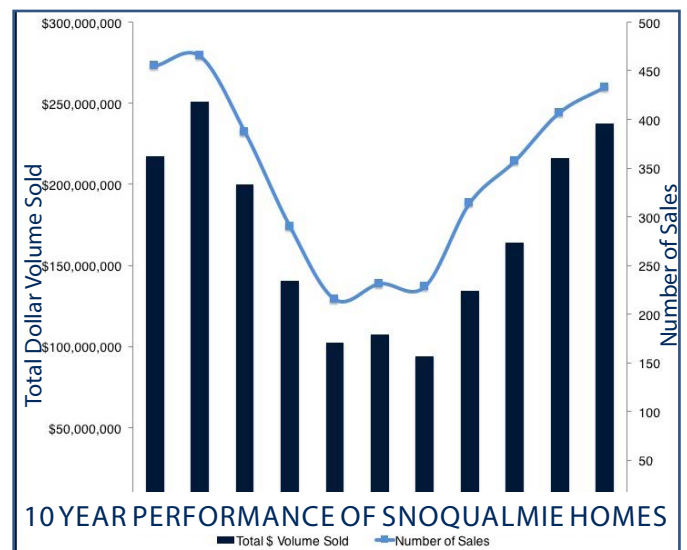
SNOQUALMIE REPORT

SINGLE FAMILY HOMES



INDIAN HILL TREEHOUSE presented for \$574,950

SNOQUALMIE	2015	2016	%CHANGE
Number of Sales	144	113	-21.5%
Total Dollar Volume	\$72,586,000	\$66,243,000	-8.7%
Average Sale Price	\$504,100	\$586,200	16.3%
Average Days on Market	30	29	-3.3%
Sold / List Price %	100.3%	101.0%	0.7%
Average Price Per Square Foot	\$215.6	\$241.7	12.1%
Months of Inventory	1.1	1.5	36.4%
Current Inventory in Units	49	48	-2.0%



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NORTH BEND

NORTH BEND REPORT

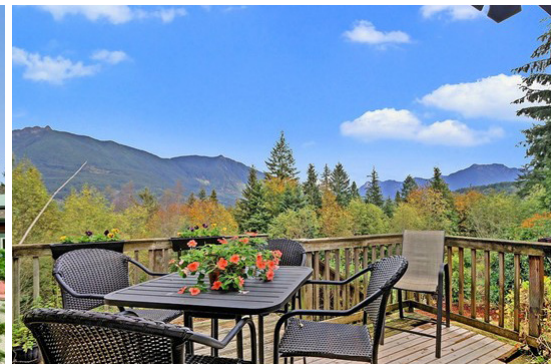
SINGLE FAMILY HOMES



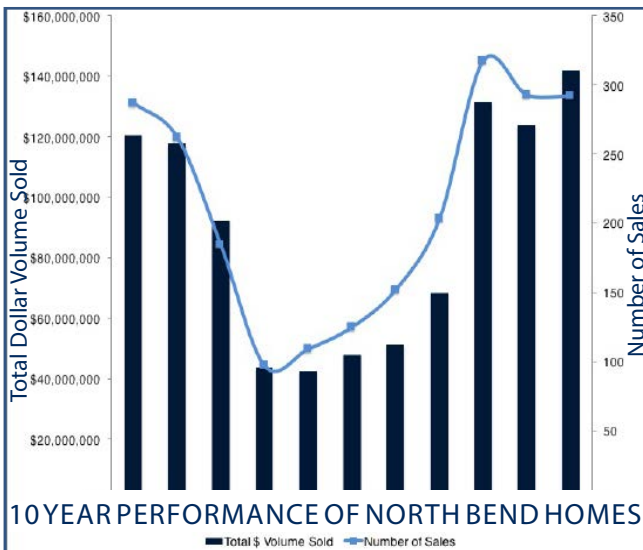
Sold for \$530,000 Listing Courtesy of NWMLS



Listed at 1,698,000 Listing Courtesy of NWMLS



Listed at \$625,000 Listing Courtesy of NWMLS



NORTH BEND	2015	2016	%CHANGE
Number of Sales	100	104	4.0%
Total Dollar Volume	\$43,910,000	\$55,449,000	26.3%
Average Sale Price	\$439,100	\$533,200	21.4%
Average Days on Market	45	26	-42.2%
Sold / List Price %	100.1%	99.5%	-0.6%
Average Price Per Square Foot	\$219.1	\$255.4	16.6%
Months of Inventory	2.3	1.7	-26.1%
Current Inventory in Units	73	57	-21.9%

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ISSAQUAH

ISSAQUAH REPORT

SINGLE FAMILY HOMES



Listed at \$2,950,000 Listing Courtesy of NWMLS

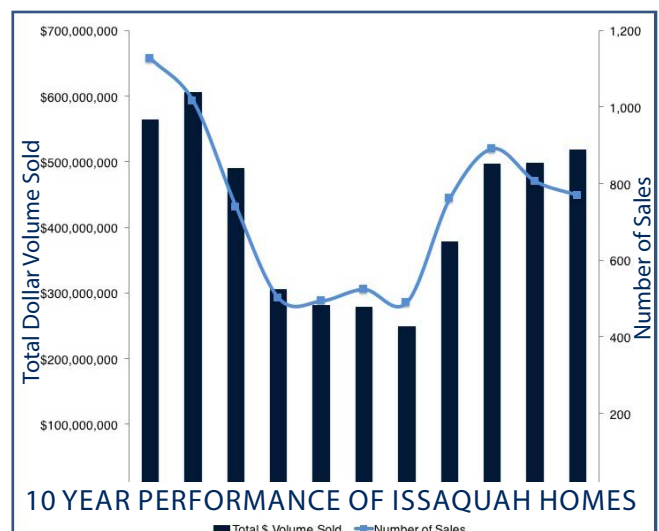


Listed at \$795,950 Listing Courtesy of NWMLS



Listed at \$699,999 Listing Courtesy of NWMLS

ISSAQUAH	2015	2016	%CHANGE
Number of Sales	345	377	9.3%
Total Dollar Volume	\$195,355,000	\$241,197,000	23.5%
Average Sale Price	\$566,200	\$639,800	13.0%
Average Days on Market	28	26	-7.1%
Sold / List Price %	100.2%	101.1%	0.9%
Average Price Per Square Foot	\$279.7	\$301.8	7.9%
Months of Inventory	1.9	1.5	-21.1%
Current Inventory in Units	206	177	-14.1%



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FALL CITY

FALL CITY REPORT

SINGLE FAMILY HOMES



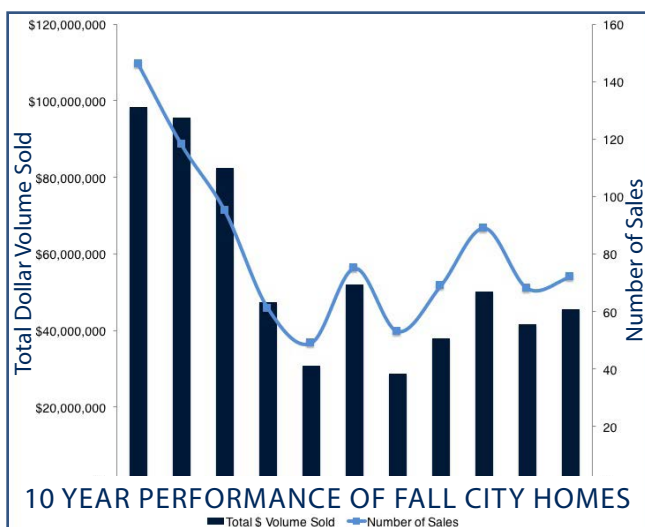
Listed at \$1,165,000 Listing Courtesy of NWMLS



Listed at \$998,000 Listing Courtesy of NWMLS



Listed at \$1,790,000 Listing Courtesy of NWMLS



FALL CITY	2015	2016	%CHANGE
Number of Sales	23	32	39.1%
Total Dollar Volume	\$15,761,000	\$20,093,000	27.5%
Average Sale Price	\$685,300	\$627,900	-8.4%
Average Days on Market	55	36	-34.5%
Sold / List Price %	96.8%	100.2%	3.5%
Average Price Per Square Foot	\$263.2	\$268.3	1.9%
Months of Inventory	4.5	2.7	-40.0%
Current Inventory in Units	31	30	-3.2%

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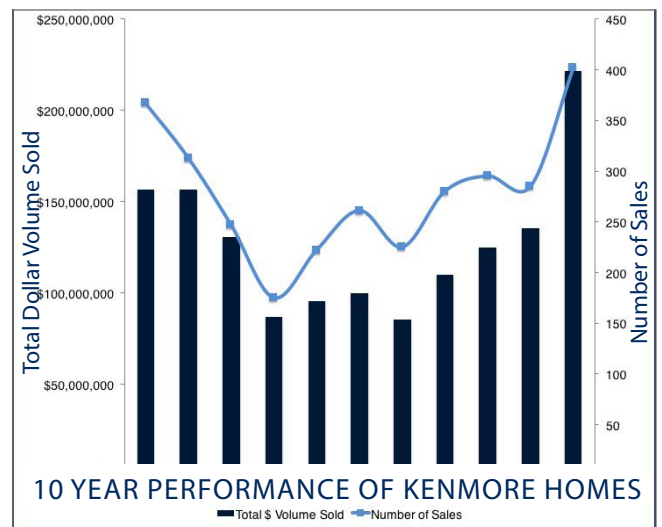
KENMORE REPORT

SINGLE FAMILY HOMES



BRIGHT HOME IN QUIET LOCATION Sold for \$389,000

KENMORE	2015	2016	%CHANGE
Number of Sales	140	145	3.6%
Total Dollar Volume	\$72,726,000	\$75,196,000	3.4%
Average Sale Price	\$519,500	\$518,600	-0.2%
Average Days on Market	34	21	-38.2%
Sold / List Price %	99.8%	101.1%	1.3%
Average Price Per Square Foot	\$242.7	\$257.6	10.7%
Months of Inventory	1.9	1.3	-31.6%
Current Inventory in Units	87	63	-29.6%



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LAKE FOREST PARK

LAKE FOREST PARK REPORT

SINGLE FAMILY HOMES



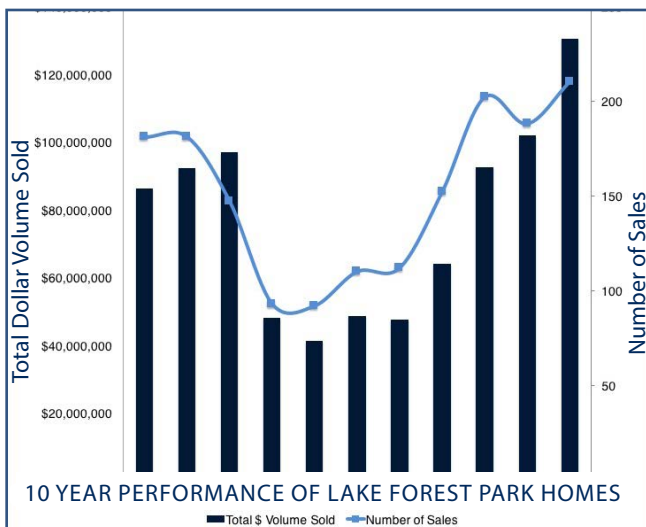
Sold for \$524,995 Listing Courtesy of NWMLS



Sold for \$750,000 Listing Courtesy of NWMLS



Sold for \$645,845 Listing Courtesy of NWMLS



LAKE FOREST PARK	2015	2016	%CHANGE
Number of Sales	68	86	26.5%
Total Dollar Volume	\$38,411,000	\$48,615,000	26.3%
Average Sale Price	\$564,900	\$565,300	0.1%
Average Days on Market	23	14	-39.1%
Sold / List Price %	97.1%	102.0%	5.0%
Average Price Per Square Foot	\$254.4	\$253.2	-0.5%
Months of Inventory	1.8	1.2	-33.3%
Current Inventory in Units	43	34	-20.9%

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MERCER ISLAND

MERCER ISLAND REPORT

SINGLE FAMILY HOMES



Listed at \$2,395,000 Listing Courtesy of NWMLS

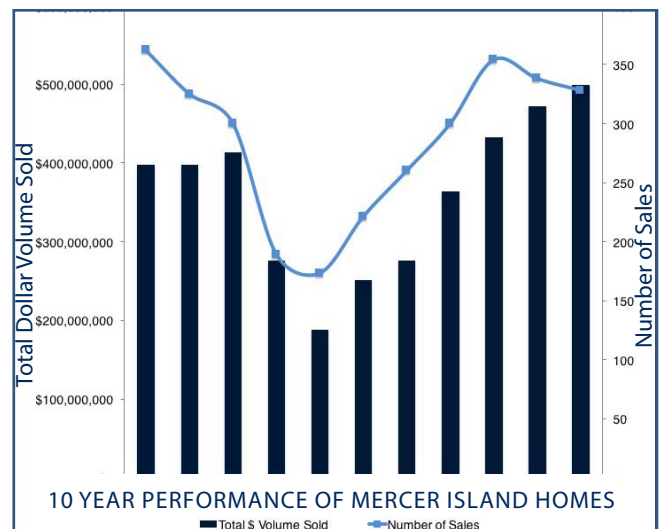


Sold for \$1,321,050 Listing Courtesy of NWMLS



Listed at 3,700,000 Listing Courtesy of NWMLS

MERCER ISLAND	2015	2016	%CHANGE
Number of Sales	126	120	-4.8%
Total Dollar Volume	\$164,894,000	\$187,808,000	13.9%
Average Sale Price	\$1,308,700	\$1,565,100	19.6%
Average Days on Market	42	24	-42.9%
Sold / List Price %	98.7%	98.3%	-0.4%
Average Price Per Square Foot	\$425.1	\$506.9	19.2%
Months of Inventory	1.7	2.9	70.6%
Current Inventory in Units	77	114	48.1%



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SEATTLE

SEATTLE REPORT

SINGLE FAMILY HOMES



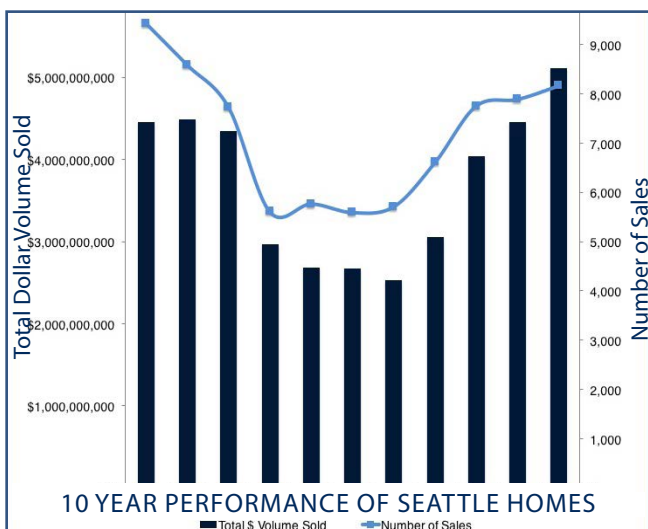
Listed at 705,000 Listing Courtesy of NWMLS



Listed at \$1,270,000 Listing Courtesy of NWMLS



Listed at 10,450,000 Listing Courtesy of NWMLS



SEATTLE

Number of Sales	3458
Total Dollar Volume	\$2,033,069,000
Average Sale Price	\$587,900
Average Days on Market	21
Sold / List Price %	102.2%
Average Price Per Square Foot	\$347.7
Months of Inventory	1.2
Current Inventory in Units	1444

	2015	2016	%CHANGE
Number of Sales	3458	3693	6.8%
Total Dollar Volume	\$2,033,069,000	\$2,523,902,000	24.1%
Average Sale Price	\$587,900	\$683,400	16.2%
Average Days on Market	21	19	-9.5%
Sold / List Price %	102.2%	101.9%	-0.3%
Average Price Per Square Foot	\$347.7	\$403.9	16.2%
Months of Inventory	1.2	1.2	0%
Current Inventory in Units	1444	1586	9.8%

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MAPLE VALLEY

MAPLE VALLEY REPORT

SINGLE FAMILY HOMES



Listed at 275,000 Listing Courtesy of NWMLS

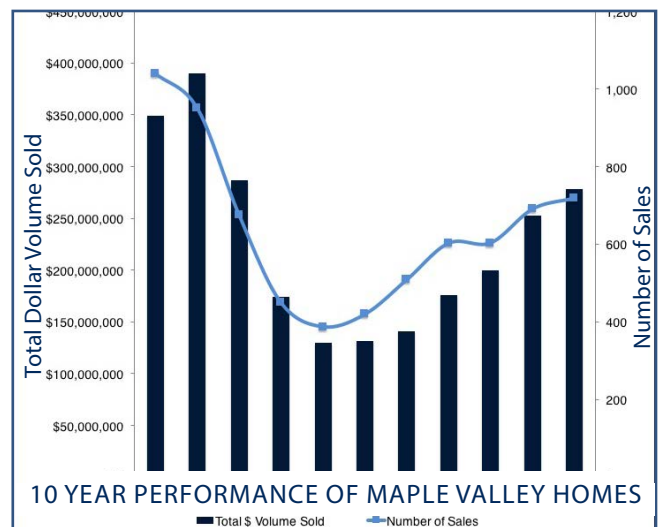


Sold for 375,000 Listing Courtesy of NWMLS



Sold for 419,950 Listing Courtesy of NWMLS

MAPLE VALLEY	2015	2016	%CHANGE
Number of Sales	204	242	18.6%
Total Dollar Volume	\$79,200,000	\$103,685,000	30.9%
Average Sale Price	\$388,200	\$428,500	10.4%
Average Days on Market	25	22	-12.0%
Sold / List Price %	99.8%	100.1%	0.3%
Average Price Per Square Foot	\$178.1	\$199.3	11.9%
Months of Inventory	1.9	1.5	-21.1%
Current Inventory in Units	131	132	0.8%



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[20] CONTACT US FOR A CUSTOMIZED ANALYSIS ON YOUR AREA OF INTEREST!

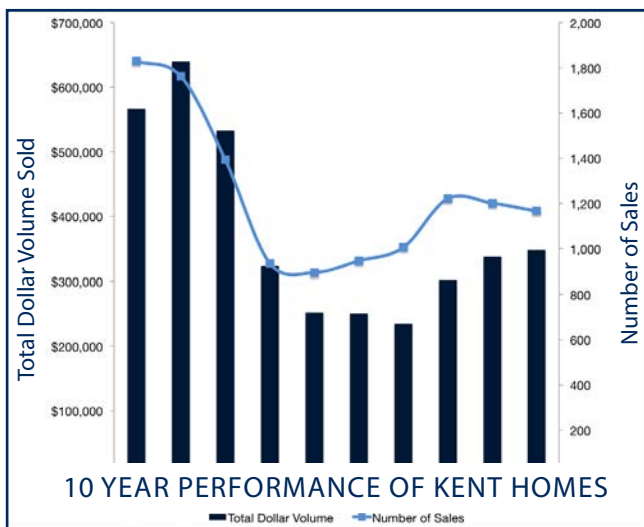
KENT

KENT REPORT

SINGLE FAMILY HOMES



HEIGHTS AT RIVERVIEW presented for \$459,000



KENT	2015	2016	%CHANGE
Number of Sales	535	551	3.0%
Total Dollar Volume	\$163,008,000	\$187,210,000	14.8%
Average Sale Price	\$304,700	\$339,800	11.5%
Average Days on Market	42	28	-33.3%
Sold / List Price %	100.5%	100.3%	-0.2%
Average Price Per Square Foot	\$155.9	\$178.9	14.8%
Months of Inventory	1.9	1.8	-5.3%
Current Inventory in Units	329	327	-0.6%

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RENTON



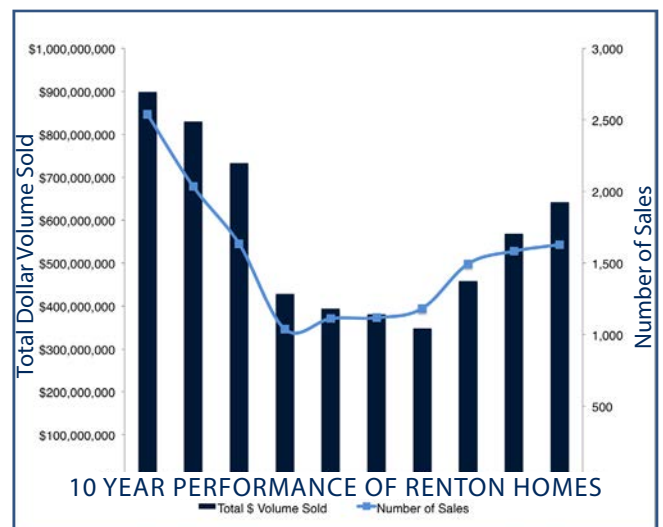
RENTON REPORT

SINGLE FAMILY HOMES



BEAUTIFUL 3 BEDROOM 2 BATH CONDO Listed for \$229,950

RENTON	2015	2016	%CHANGE
Number of Sales	676	701	3.7%
Total Dollar Volume	\$243,514,000	\$294,463,000	20.9%
Average Sale Price	\$360,200	\$420,100	16.6%
Average Days on Market	37	23	-37.8%
Sold / List Price %	99.8%	100.7%	0.9%
Average Price Per Square Foot	\$184.5	\$214.3	16.2%
Months of Inventory	1.8	1.7	-5.6%
Current Inventory in Units	406	436	7.4%



Marketplace

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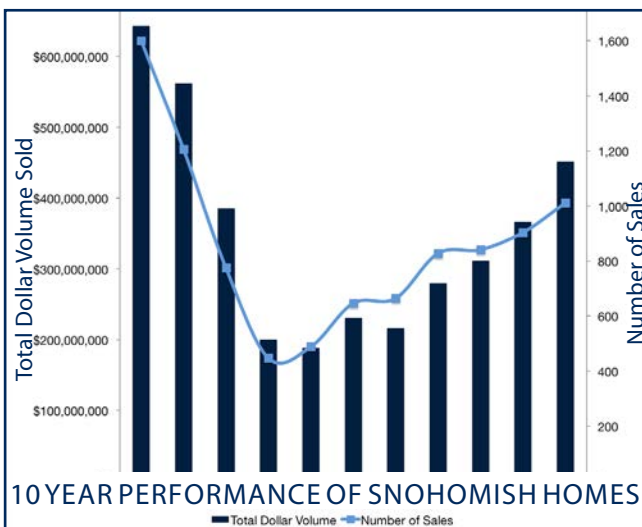
SNOHOMISH

SNOHOMISH REPORT

SINGLE FAMILY HOMES



GATED SANCTUARY ESTATE AND SPA presented for \$1,449,000



SNOHOMISH	2015	2016	%CHANGE
Number of Sales	356	381	7.0%
Total Dollar Volume	\$153,906,000	\$179,311,000	16.5%
Average Sale Price	\$432,300	\$470,600	8.9%
Average Days on Market	41	33	-19.5%
Sold / List Price %	99.1%	99.6%	0.5%
Average Price Per Square Foot	\$183.2	\$207.5	13.3%
Months of Inventory	2.9	2.3	-20.7%
Current Inventory in Units	368	295	-19.8%

Marketplace

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CONTACT US FOR A CUSTOMIZED ANALYSIS ON YOUR AREA OF INTEREST! [23]

The Pacific Northwest.

It's one of the most beautiful places in the world. From epic mountains to glistening lakes, we seem to see in full high definition here.

We love our home in the Evergreen State. Fresh air, friendly communities, and humbling natural beauty.

We are Marketplace Sotheby's International Realty and we are proud to be **Uniquely Pacific Northwest.**

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