

South King County Housing Update

Key Market Indicators - September 1, 2016

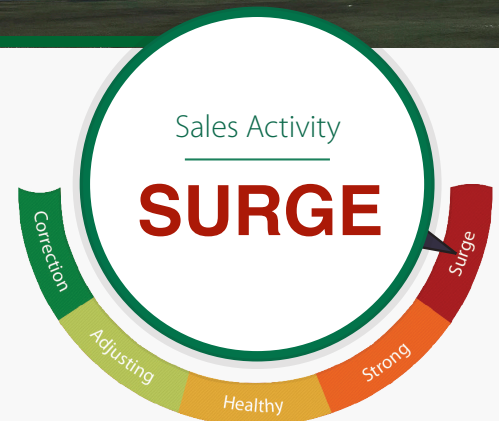
John L. Scott
REAL ESTATE

The countdown continues for homebuyers

We are counting down to November when new listings coming on the market drop by 50 percent on a monthly basis. This decrease typically lasts until the end of February. The best opportunity for homebuyers to find a home will be in the next 60 days. We can expect a repeat of conditions from last winter when every available home that came on the market received quick action in the price ranges in each area where 90 percent of the sales activity takes place. The market remains intense. With sales activity at a surge-hot level. Pending home sales outpaced new listings for the month of August in the four-county area.



J. Lennox Scott, Chairman and CEO



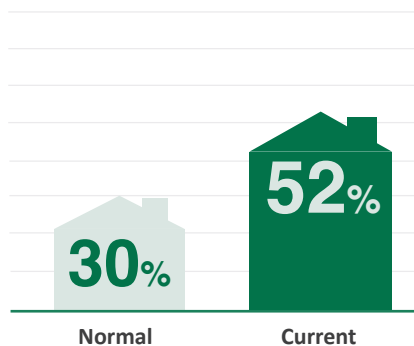
Months Supply	Level	Price Trend
1 to 2	Shortage	Upper single digits +
3 to 4	Low	Up single digits
5 to 6	Healthy	Equilibrium
7 to 8	Adjusting	Down single digits
9+	Correction	Major correction

Shortage of Homes for sale

South King County Market - Based on Resale Listings and Pending Contracts (September 1, 2016)

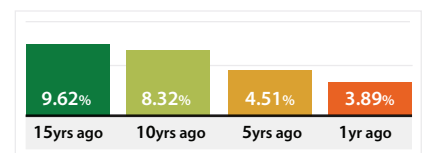
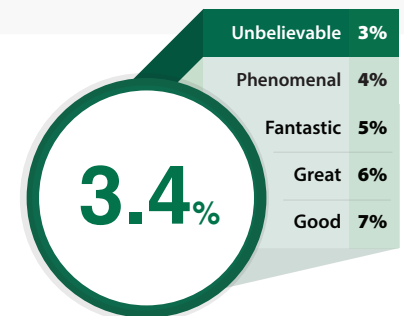
Ask your broker for the months supply for your selected price range/area.

Percentage of Homes Selling in the First 30 Days



Quick Market for New Listings For August 2016

Unbelievable Interest rates



Historically Low Interest Rates September 1, 2016 *Source: Bankrate*