

### Strong Housing Market



**J. Lennox Scott,**  
Chairman and CEO

We are seeing 84 percent sales activity in the \$250,000 to 750,000 range in Southeast King County. When looking at unsold inventory, there remains an extreme shortage up to \$350,000, there is a shortage in the \$350,000 to 500,000 range and there is low unsold inventory \$500,000 and upwards. We are seeing healthy pending sales activity for luxury new listings above \$750,000.

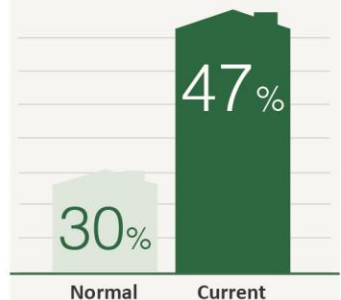
The number one key indicator of a strong housing market, job growth, remains extremely strong in the region. Additionally, interest rates are currently in the upper four percent. However, interest rates are projected to go higher in 2019.

Price Range	Active Listings on October 1st	September New Listings	September Pending Sales	% Pending 1st 30 days (August List)	Sales Activity Indicator	Months Supply (Unsold)	Unsold Listing Supply
0 - 250K	59	52	51	64.4%	Surge	1.2	Severe Shortage
250K - 350K	129	115	117	64.6%	Surge	1.1	Severe Shortage
350K - 500K	431	266	216	47.7%	Strong	2.0	Shortage
500K - 750K	316	162	92	33.5%	Healthy	3.4	Low
750K - 1M	90	43	21	32.6%	Healthy	4.3	Low
1M +	64	15	10	31.6%	Healthy	6.4	Healthy
<b>Total Activity</b>	<b>1089</b>	<b>653</b>	<b>507</b>	<b>47.4%</b>	<b>Strong</b>	<b>2.1</b>	<b>Shortage</b>

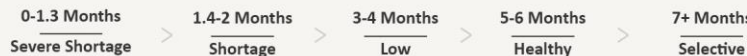
#### SCALE: PERCENT OF NEW LISTINGS (PENDING) IN THE FIRST 30 DAYS



#### Average % of New Listings (Pending) in the First 30 Days For September 2018



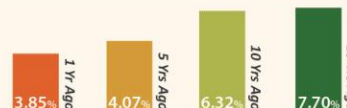
#### SCALE: MONTHS SUPPLY



#### AMAZING INTEREST RATES

October 1, 2018  
Source: Mortgage News Daily

# 4.78%



**Andrew and Cheryl Anderson**  
Commercial Brokers / Residential Realtors  
★★★★★  
253-394-6537  
cheryl.anderson@johnlscott.com  
andrewanderson.johnlscott.com



Download the NEW John L. Scott  
GPS Home Search App 3.0  
to see all listings, all companies.\*

JLSApp.com/AndrewAnderson

\*All listings may not be displayed in a specific marketplace as some Brokers or property owners may opt out.