

## Hot Housing Market Remains Intact



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

76 percent of sales activity is below \$350,000 in Thurston County. We went from an extreme frenzy in spring down to a frenzy this fall, and there is a severe shortage of inventory in this price range.

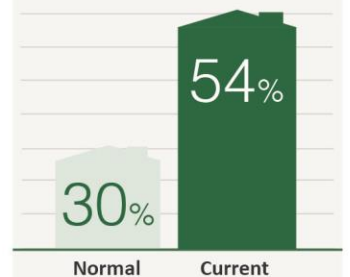
In the \$350,000 to 500,000 range, there are low levels of unsold inventory and a healthy/strong sales activity intensity. There is selective buyer activity above \$500,000.

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	128	106	96	73.7%	Frenzy	1.3	Severe Shortage
250K - 350K	209	202	202	62.2%	Surge	1.0	Severe Shortage
350K - 500K	205	89	68	39.7%	Strong	3.0	Low
500K - 750K	132	39	21	15.8%	Selective	6.3	Healthy
750K - 1M	35	7	5	28.6%	Healthy	7.0	Selective
1M +	26	2	2	0.0%	Selective	13.0	Selective
<b>Total Activity</b>	<b>735</b>	<b>445</b>	<b>394</b>	<b>53.8%</b>	<b>Surge</b>	<b>1.9</b>	<b>Shortage</b>

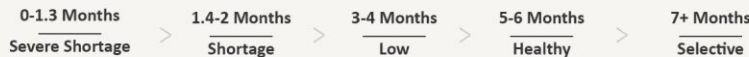
### SCALE: PERCENT OF NEW LISTINGS (PENDING) IN THE FIRST 30 DAYS



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



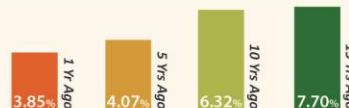
### SCALE: MONTHS SUPPLY



### 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



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