

EASTSIDE

QUARTERLY MARKET UPDATE

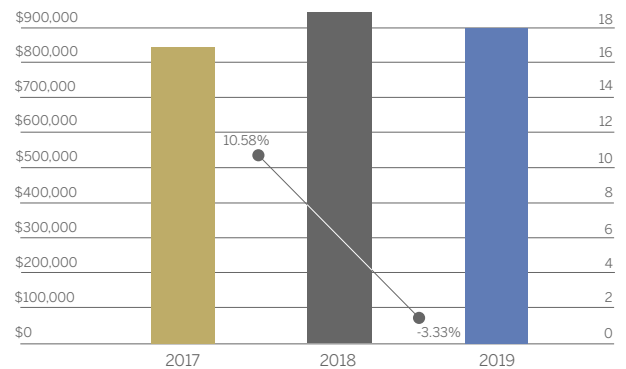
Q2 APRIL–JUNE 2019

After serving as our only covered market with a slight gain in median sales price in the first quarter of 2019, the **Eastside saw a slight year-over-year decline in prices the second quarter of 2019**, from \$930,000 in Q2-2018 to \$899,000 in Q2-2019—a **3.3% drop**. This came amidst **inventory levels** that were slightly lower from the first quarter of 2019 (falling from 2.4 to 1.8 months), but were **markedly higher than the second quarter of 2018**.

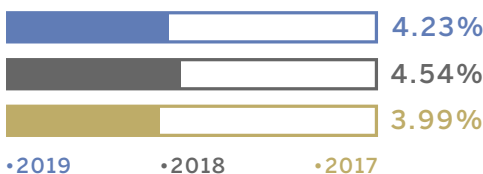
The **number of homes for sale** on the Eastside **increased by nearly 30%** from Q2-2018 to Q2-2019: from 991 to 1,275, **affording buyers more options than they've seen in recent years**, a contribution to the doubling of the **average cumulative days on market**, which **hovered just above one month**.

\$899K

MEDIAN SALES PRICE
Single-Family Homes Q2-2019

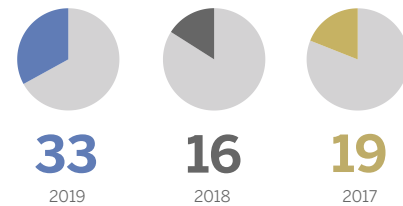


MEDIAN SALES PRICE
Q2 2017–2019

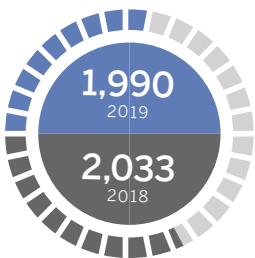


INTEREST RATES

30-year fixed rate
for conventional
mortgage loan



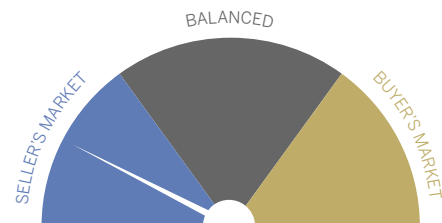
AVERAGE DAYS ON MARKET
Q2 2019–2017



HOMES SOLD

Q2-2019 vs. Q2-2018
↓(-2.12%)

2019 **\$383** **AVERAGE PRICE PER SQ. FT.**
Q2-2019 vs. Q2-2018
↓(2.72%)
2018 **\$394**



STATE OF THE MARKET

1.8 months of inventory
(Based on Q2 housing inventory.
Seller's Market = 0 to 3 months inventory,
Balanced Market = 3 to 6 months inventory,
Buyer's Market = 6+ months inventory.)