

MAY MONTHLY TALKING POINTS

Eastside (based on Residential and Condominium report):

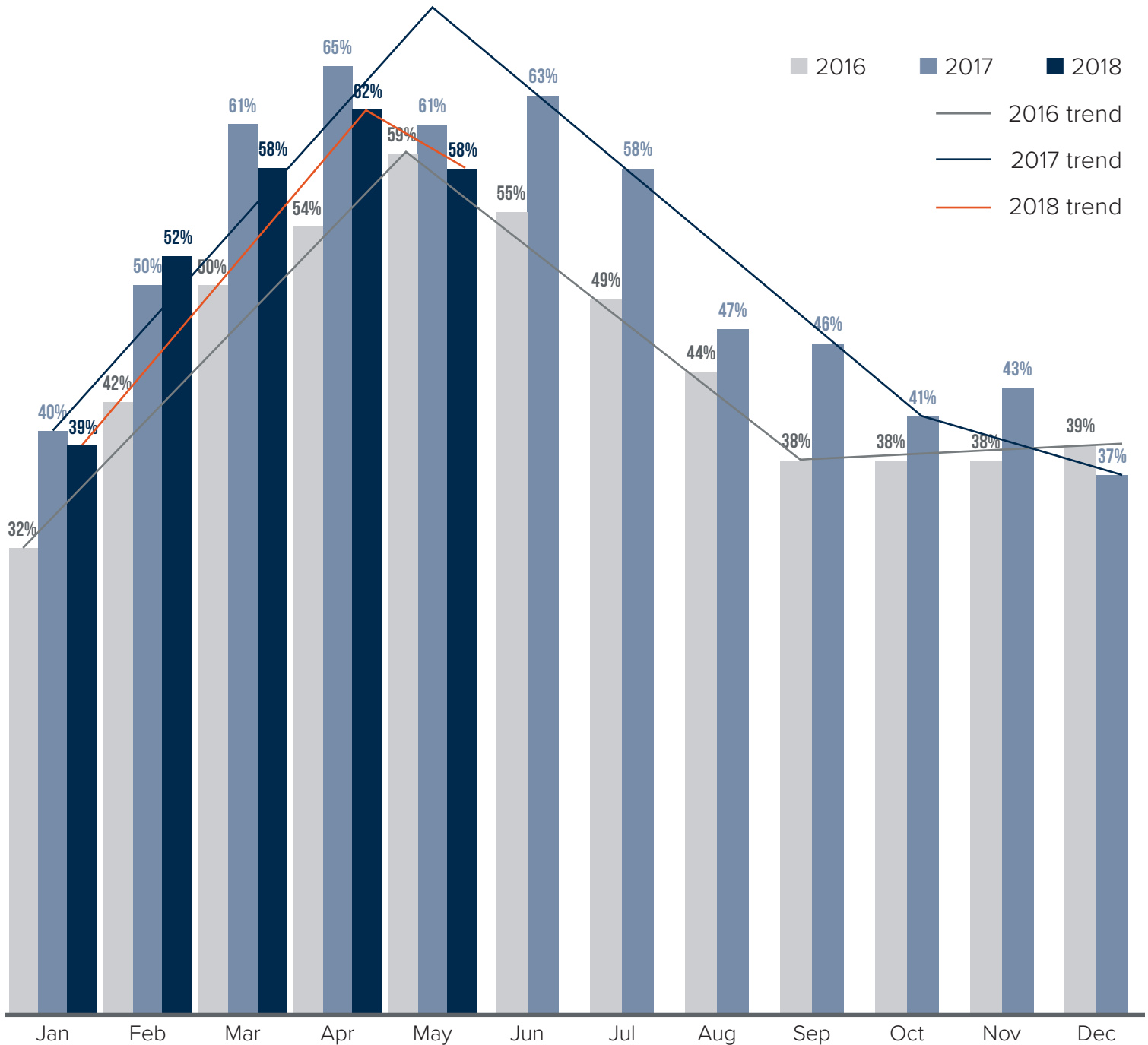
Interesting times in Real Estate on the Eastside:

- Is the market shifting? It is too early to call and the real estate statistics show demand still far exceeding supply, however still low, there has been a significant increase in inventory.
- Number of properties for sale is increasing:
 - 1,230 active properties for sale is the highest number in the past 20 months or since August 2016.
 - Active inventory is up 350 properties or 40% compared to a year ago (May 2018 = 1,230 vs May 2017 = 880)
- Statistics indicating more demand than supply:
 - Less than one month's supply of inventory.
 - 0.9 May 2018 vs 0.6 May 2017 vs 0.8 May 2016 vs 1.1 May 2015
 - Sales prices on closed May sales are up 14% to \$859,950 vs \$753,750 May 2017.
 - 58% of houses sold over list price compared to 62% in April 2018 and 61% in May 2017

The increased inventory means Sellers and listing brokers will need to consider active competition. Condition, marketing and pricing will be more important with rising inventory.

Percentage of listings sold **ABOVE** list price

Eastside Residential & Condominiums (all areas)



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