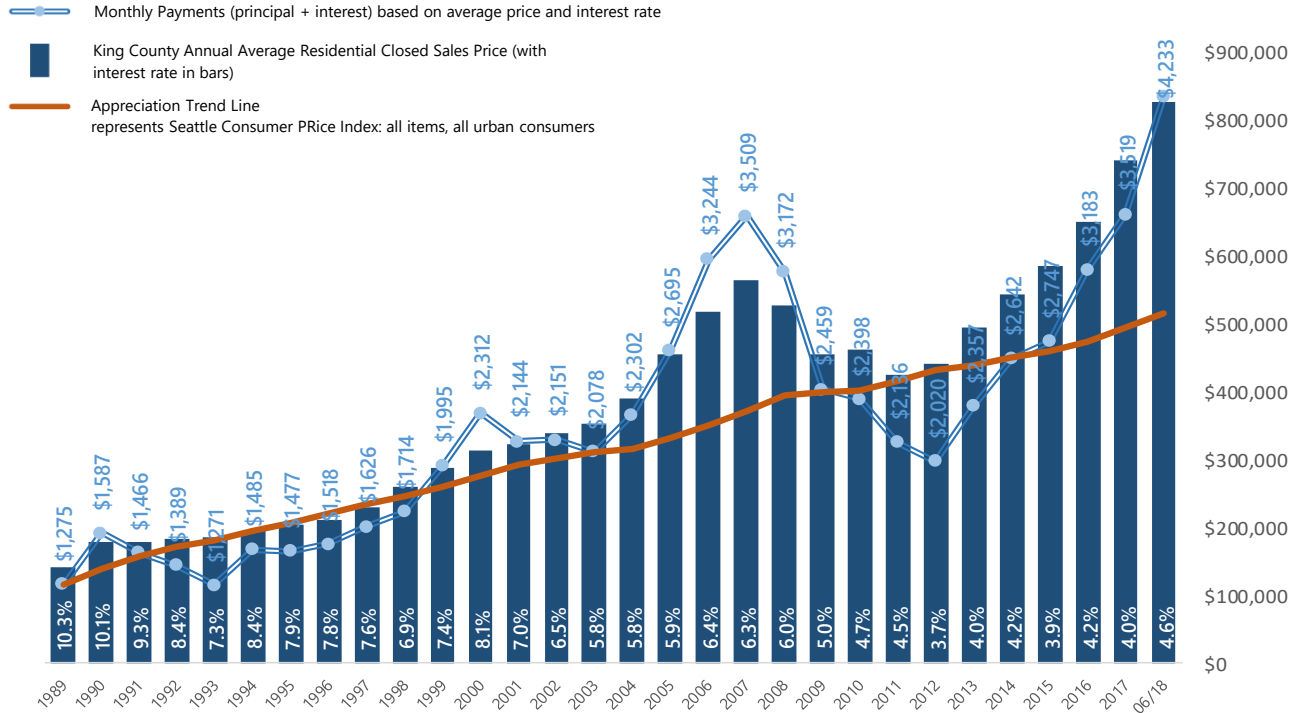


Monthly Payments Vs. Appreciation Trendline King County (RESIDENTIAL ONLY)



Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
June, 2018	\$740,000	4.59%	\$3,789
June, 2017	\$685,000	3.90%	\$3,231
	\$55,000	0.69%	\$558 Per Month \$6,699 Per Year

Sales Price to List Price based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	103.6%	103.6%	807	79.2%
15 - 30	97.4%	100.0%	128	12.6%
31 - 60	94.9%	98.0%	57	5.6%
61 - 90	93.9%	97.3%	8	0.8%
90+	87.9%	97.2%	19	1.9%
Totals			1019	100.0%