

2018 Housing Market off to a Frenzy Start



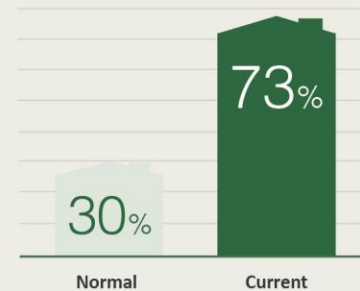
J. Lennox Scott,
Chairman and CEO

In the more affordable and mid price ranges, we are currently experiencing a multiple-offer-everything, virtually sold out market.

Sellers are receiving premium pricing and home buyers are pouncing on each new listing. The month of March can't come soon enough for home buyers. In March, the number of new listings will bump up substantially from the low number of new listings typical for winter months. Better selection and availability will start in March as we enter the spring housing season.

Price Range	Active Listings on February 1st	January New Listings	January Pending Sales	Percentage of Homes Selling in first 30 days	Sales Activity Indicator
0 - 250K	64	77	84	51%	Frenzy
250K - 350K	63	160	196	77%	Frenzy
350K - 500K	128	284	286	81%	Frenzy
500K - 750K	126	176	162	82%	Frenzy
750K - 1M	43	25	36	22%	Healthy
1M +	54	21	8	43%	Strong
Total Activity	478	743	772	73%	Frenzy

Average Percentage of Homes Selling in the First 30 Days
For January 2018



SALES ACTIVITY BASED ON PERCENT OF HOMES SELLING IN THE FIRST 30 DAYS



MONTHS SUPPLY INDICATOR



Months Supply

As of February 1st
Unsold Inventory



Ashley Mayes
Residential Specialist
★★★★★
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*All listings may not be displayed in a specific marketplace as some Brokers or property owners may opt out.