



THOMAS FOY
HOMES

Market Update

Kirkland

Looking Ahead: Lower Selection for Buyers



1 Surge Sales Activity (August 2015)

Starting in November and lasting through the winter, the number of homes coming onto the market for sale historically drops 50% from what it is during the summer months. In every market area, you need to be Buyer Ready in the price ranges where 90% of the sales activity is taking place.

SURGE

STRONG

HEALTHY

ADJUSTING

CORRECTION

2 Shortage of Homes for Sale

Eastside Market - Based on Pending Contracts, Resale and New Construction (Sept. 1, 2015)

Ask me about the month's supply for your selected price range/area.

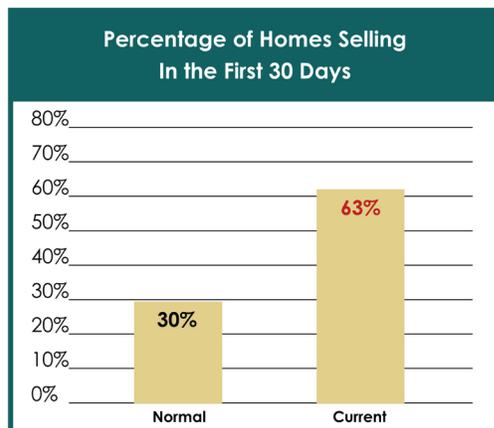
Overall Market Area

Months Supply	Level	Price Trend
1.1 1 to 2	Shortage	Upper single digit +
3 to 4	Low	Up single digits
5 to 6	Healthy	Equilibrium
7 to 8	Adjusting	Down single digit
9+	Correction	Major correction

*For all of King County

3 Quick Market for New Listings

For August 2015 - Resale



4 Historically Low Interest Rates

September 1, 2015

Interest Rate	Descriptor
3%	Unbelievable
4.0% 4%	Phenomenal
5%	Fantastic
6%	Great
7%	Good

Source Bankrate



For further details, please contact me!

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