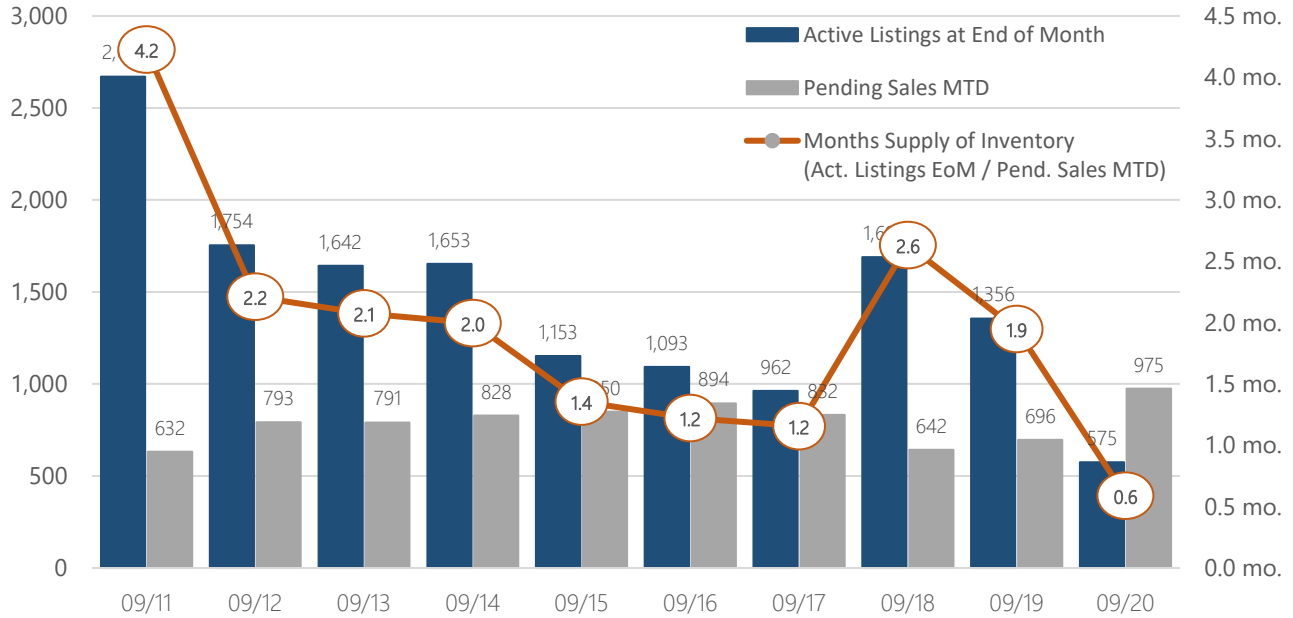
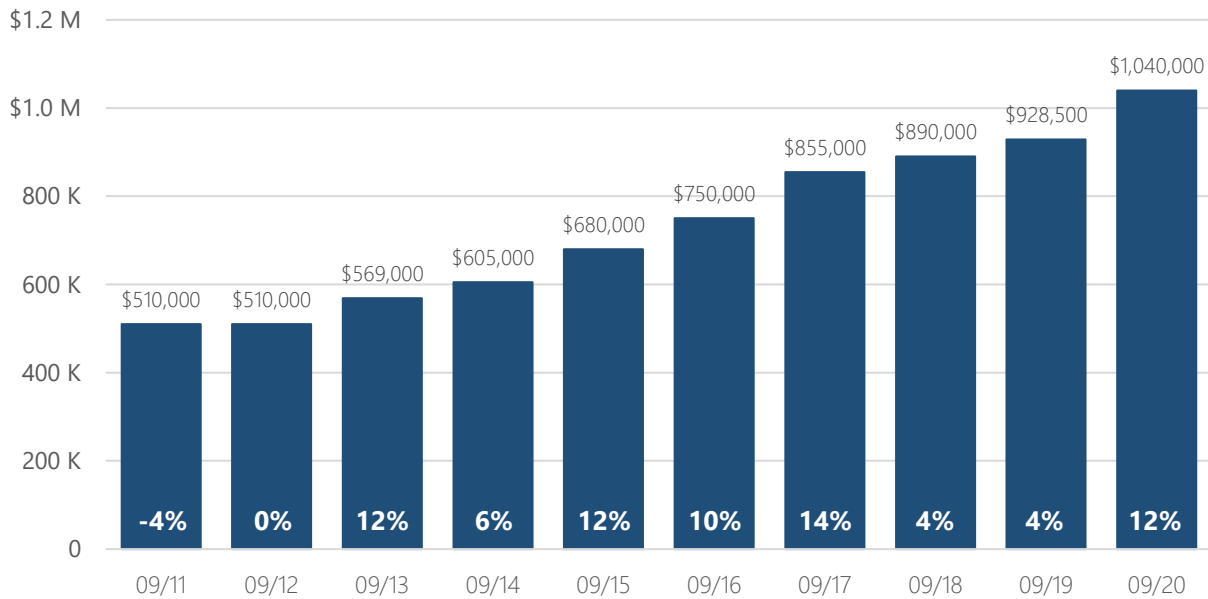


Eastside (All Areas)
RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



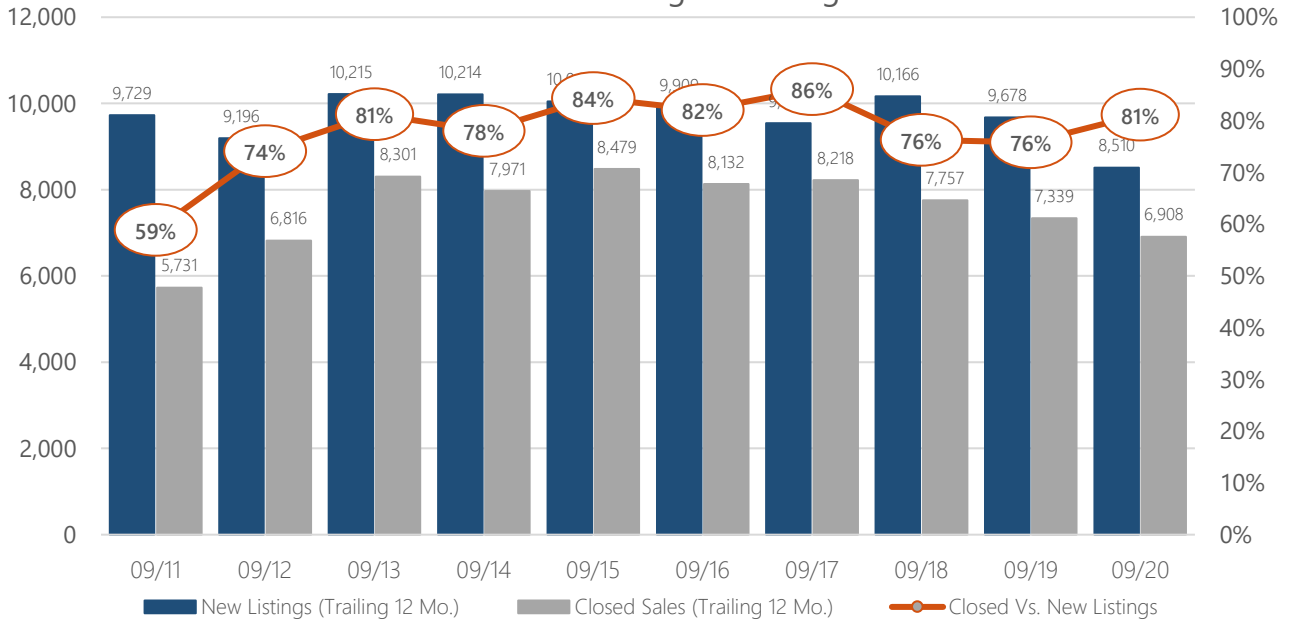
Median Closed Sales Price For Current Month Sold Properties



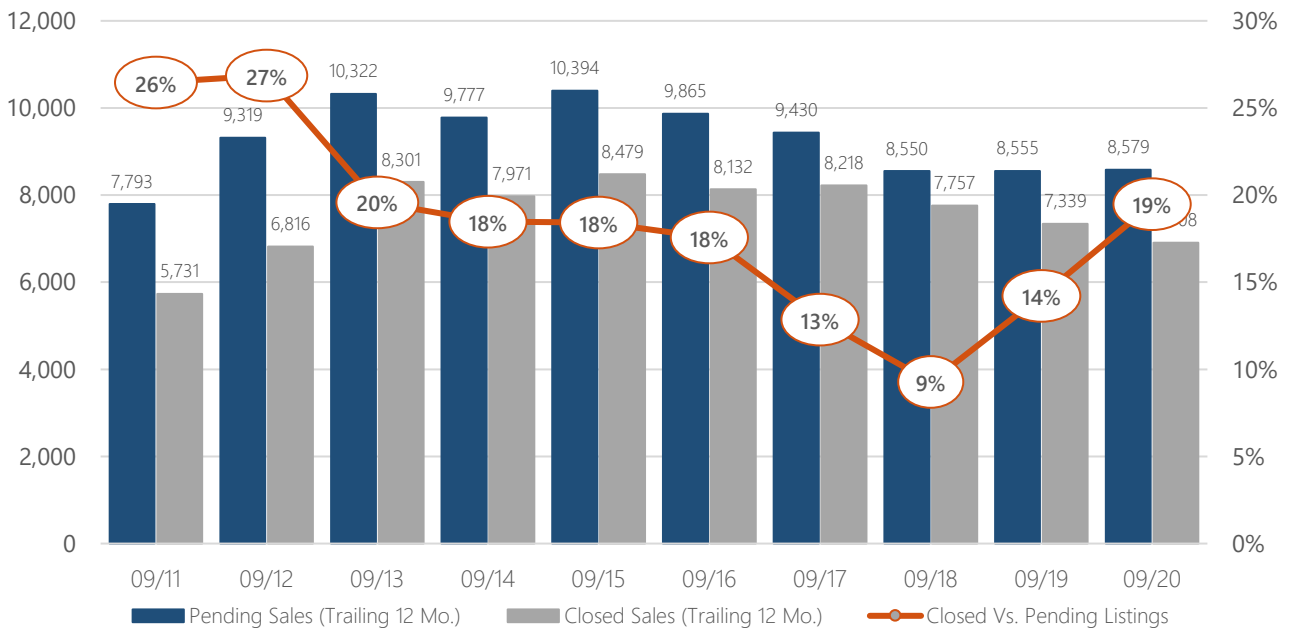
Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

Eastside (All Areas)
RESIDENTIAL ONLY

What Are The Odds of Selling?
Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close

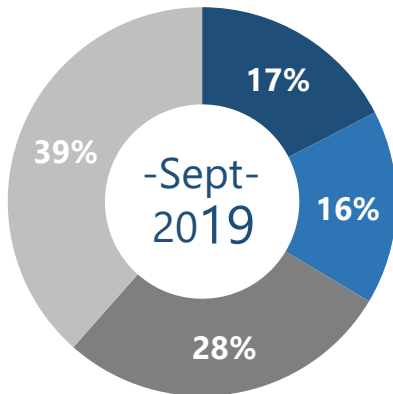


Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

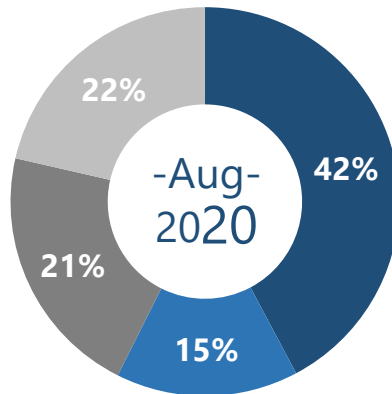
Eastside (All Areas)

RESIDENTIAL ONLY

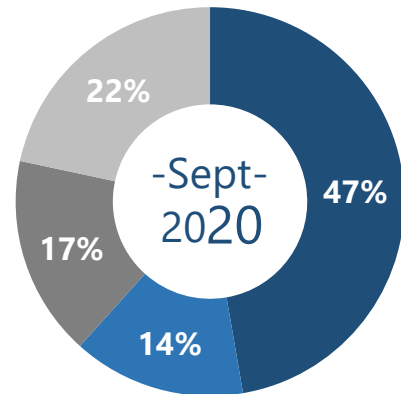
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



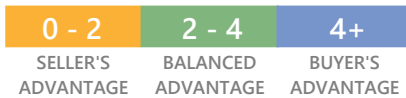
PRICE CHANGE BEFORE SALE

SEPTEMBER 2020

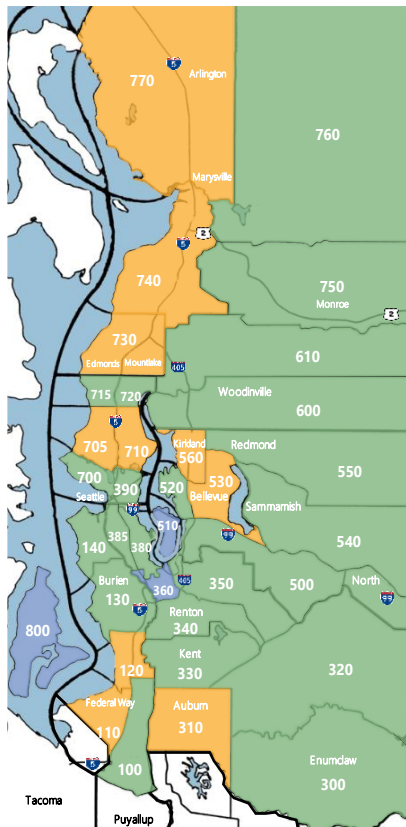
	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	5	11	24	77
NUMBER OF SALES IN MONTH	391	119	138	179
MEDIAN DIFFERENCE FROM LIST PRICE	5%	0%	-2%	N/A

Months Supply
of
Inventory
•
**CURRENT
MONTH**
•
KING &
SNOHOMISH
COUNTY
•
RESIDENTIAL ONLY

Area	Months Inventory			Area	Months Inventory		
	2018	2019	2020		2018	2019	2020
100	2.8	0.9	0.3	530	2.0	1.3	0.6
110	1.6	1.0	0.4	540	2.8	2.0	0.5
120	1.9	1.5	0.6	550	2.0	2.3	0.6
130	2.3	1.6	0.8	560	2.0	1.9	1.0
140	2.2	1.8	1.0	600	2.5	1.6	0.4
300	2.2	1.5	0.8	610	2.6	1.7	0.3
310	1.6	1.1	0.6	700	3.1	2.0	1.5
320	2.7	1.6	0.4	705	1.6	1.4	0.8
330	2.3	1.3	0.4	710	1.7	1.9	0.7
340	2.9	1.1	0.5	715	2.5	1.8	0.9
350	2.2	1.5	0.4	720	2.2	1.6	0.5
360	4.5	3.3	0.9	730	2.0	1.7	0.4
380	2.9	1.8	1.0	740	2.0	1.4	0.3
385	2.4	1.7	1.6	750	2.3	1.6	0.6
390	2.7	1.9	1.9	760	2.3	1.4	0.5
500	3.2	2.1	0.7	770	1.6	1.0	0.4
510	4.3	2.6	0.8	800	4.4	1.7	0.8
520	3.9	3.0	0.8				



2 YEARS AGO



1 YEAR AGO



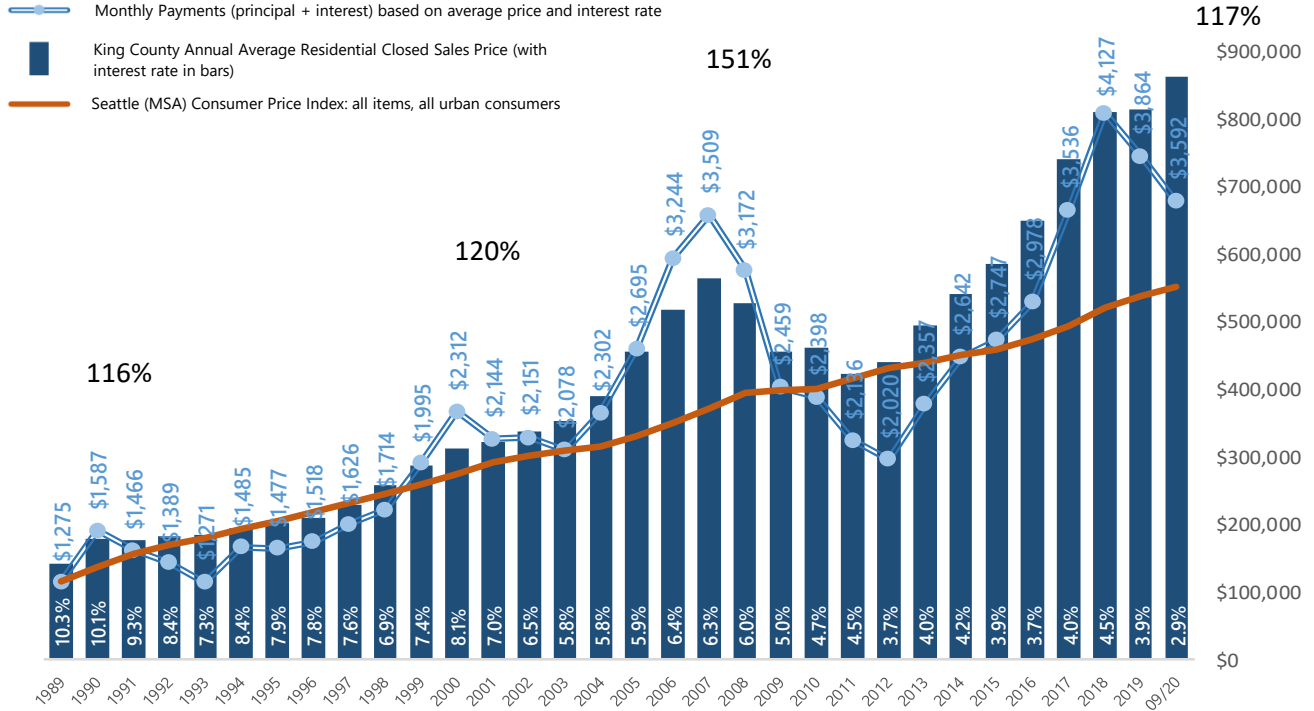
CURRENT YEAR



Created by Windermere Real Estate/East Inc. using NWMLS data. Months Supply of Inventory is active inventory on the last day of the month divided by the number of properties that went pending, signed agreement between buyers and sellers, during the month.

Monthly Payments Vs. Appreciation Trendline

King County



Eastside (All Areas)

RESIDENTIAL ONLY

The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
September, 2020	\$1,040,000	2.89%	\$4,323
September, 2019	\$928,500	3.61%	\$4,227
	\$111,500	-0.72%	\$97 Per Month \$1,159 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	102.4%	102.4%	585	70.7%
15 - 30	97.4%	98.5%	108	13.1%
31 - 60	95.7%	98.1%	71	8.6%
61 - 90	94.4%	97.8%	26	3.1%
90+	93.6%	98.6%	37	4.5%
Totals			827	100.0%

Eastside (All Areas)
RESIDENTIAL ONLY
Closed Sales by Price by Month
2020

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	0	1	2	0	1	0	1	0				5
\$250,000 to \$499,999	9	6	16	11	12	20	16	16	12				118
\$500,000 to \$749,999	71	72	85	93	90	124	138	122	131				926
\$750,000 to \$999,999	90	102	130	160	136	213	238	239	250				1,558
\$1,000,000 to \$1,499,999	75	96	155	133	130	199	260	274	234				1,556
\$1,500,000 to \$2,499,999	31	54	88	49	45	99	119	113	147				745
\$2,500,000 and above	11	26	25	16	7	35	35	52	53				260
Grand Total	287	356	500	464	420	691	806	817	827				5,168

2019

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	2	2	1	2	2	1	1	6	1	1	1	3	18
\$250,000 to \$499,999	15	20	17	26	26	23	27	26	20	30	23	12	200
\$500,000 to \$749,999	75	102	122	155	202	174	185	165	130	147	116	115	1,310
\$750,000 to \$999,999	100	94	152	186	244	264	242	227	166	177	188	152	1,675
\$1,000,000 to \$1,499,999	86	99	149	170	225	238	212	198	151	149	140	128	1,528
\$1,500,000 to \$2,499,999	36	44	63	80	98	95	92	98	62	75	69	78	668
\$2,500,000 and above	7	15	28	29	41	53	38	27	21	27	29	34	259
Grand Total	321	376	532	648	838	848	797	747	551	606	566	522	5,658

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-100%	-100%	0%	0%	-100%	0%	-100%	-83%	-100%				-72%
\$250,000 to \$499,999	-40%	-70%	-6%	-58%	-54%	-13%	-41%	-38%	-40%				-41%
\$500,000 to \$749,999	-5%	-29%	-30%	-40%	-55%	-29%	-25%	-26%	1%				-29%
\$750,000 to \$999,999	-10%	9%	-14%	-14%	-44%	-19%	-2%	5%	51%				-7%
\$1,000,000 to \$1,499,999	-13%	-3%	4%	-22%	-42%	-16%	23%	38%	55%				2%
\$1,500,000 to \$2,499,999	-14%	23%	40%	-39%	-54%	4%	29%	15%	137%				12%
\$2,500,000 and above	57%	73%	-11%	-45%	-83%	-34%	-8%	93%	152%				0%
Grand Total	-11%	-5%	-6%	-28%	-50%	-19%	1%	9%	50%				-9%

Eastside (All Areas)

Statistics To Know

Residential

	September, 2020	September, 2019	Difference	% Change
Months Supply of Inventory	0.6	1.9	-1.4	-70%
Active Listings at End of Month	575	1,356	-781	-58%
Pending Sales MTD	975	696	279	40%
Pending Sales (Trailing 12 Months)	8,579	8,555	24	0%
Closed Sales MTD	836	554	282	51%
Closed Sales (Trailing 12 Months)	6,908	7,339	-431	-6%
Closed Sales Price (Median)	\$1,040,000	\$928,500	\$111,500	12%
30-Year-Fixed-Rate Mortgage Rate	2.9%	3.6%	-0.7%	-20%
Monthly Payments (P&I)	\$4,323	\$4,227	\$97	2%

Condominium

	September, 2020	September, 2019	Difference	% Change
Months Supply of Inventory	1.2	1.5	-0.3	-21%
Active Listings at End of Month	394	357	37	10%
Pending Sales MTD	328	235	93	40%
Pending Sales (Trailing 12 Months)	2,961	2,832	129	5%
Closed Sales MTD	255	198	57	29%
Closed Sales (Trailing 12 Months)	2,358	2,407	-49	-2%
Closed Sales Price (Median)	\$548,000	\$467,500	\$80,500	17%
30-Year-Fixed-Rate Mortgage Rate	2.9%	3.6%	-0.7%	-20%
Monthly Payments (P&I)	\$2,278	\$2,128	\$150	7%

Residential & Condominium

	September, 2020	September, 2019	Difference	% Change
Months Supply of Inventory	0.7	1.8	-1.1	-60%
Active Listings at End of Month	969	1,713	-744	-43%
Pending Sales MTD	1,303	931	372	40%
Pending Sales (Trailing 12 Months)	11,540	11,387	153	1%
Closed Sales MTD	1,091	752	339	45%
Closed Sales (Trailing 12 Months)	9,266	9,746	-480	-5%
Closed Sales Price (Median)	\$915,000	\$830,000	\$85,000	10%
30-Year-Fixed-Rate Mortgage Rates	2.9%	3.6%	-0.7%	-20%
Monthly Payments (P&I)	\$3,804	\$3,778	\$25	1%

Eastside (All Areas) RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2020	Active Listings (EOM)	517	519	682	782	825	819	818	739	575				-58%	697	AVG	-47%
	New Listings Taken in Month	534	640	924	588	841	974	1,011	985	861				7%	7,358	YTD	-11%
	# of Pending Transactions	503	625	659	480	778	933	968	1,016	975				40%	6,937	YTD	-2%
	Months Supply of Inventory	1.0	0.8	1.0	1.6	1.1	0.9	0.8	0.7	0.6				-70%	1.0	AVG	-45%
	# of Closed Sales	290	359	505	466	426	691	816	820	836				51%	5,209	YTD	-9%
	Median Closed Price	892,003	985,000	1,035,000	936,995	945,250	976,800	1,007,521	1,050,000	1,040,000				12%	987,974	WA	6%
2019	Active Listings (EOM)	979	1,001	1,207	1,285	1,567	1,618	1,531	1,405	1,356	1,149	777	499	-20%	1,328	AVG	31%
	New Listings Taken in Month	613	591	1,104	1,093	1,395	1,054	869	757	807	625	323	204	8%	8,283	YTD	-6%
	# of Pending Transactions	497	537	876	997	1,031	883	833	738	696	697	581	364	8%	7,088	YTD	5%
	Months Supply of Inventory	2.0	1.9	1.4	1.3	1.5	1.8	1.8	1.9	1.9	1.6	1.3	1.4	-26%	1.7	AVG	26%
	# of Closed Sales	322	379	537	648	859	853	803	749	554	607	568	524	-3%	5,704	YTD	0%
	Median Closed Price	910,000	900,000	950,000	927,500	928,800	950,000	925,000	935,000	928,500	900,000	900,000	949,000	4%	928,567	WA	-1%
2018	Active Listings (EOM)	412	475	577	736	1,040	1,278	1,378	1,556	1,690	1,537	1,246	918	76%	1,016	AVG	39%
	New Listings Taken in Month	497	649	990	987	1,429	1,248	1,027	978	975	723	449	223	7%	8,780	YTD	6%
	# of Pending Transactions	448	570	850	795	1,056	916	776	705	642	614	514	339	-23%	6,758	YTD	-11%
	Months Supply of Inventory	0.9	0.8	0.7	0.9	1.0	1.4	1.8	2.2	2.6	2.5	2.4	2.7	128%	1.4	AVG	58%
	# of Closed Sales	353	370	557	663	748	911	798	735	569	627	516	492	-26%	5,704	YTD	-8%
	Median Closed Price	938,000	950,000	926,000	943,000	960,000	977,759	947,500	935,000	890,000	890,000	885,000	908,762	4%	941,363	WA	10%
2017	Active Listings (EOM)	453	438	585	623	760	893	950	899	962	797	562	359	-12%	729	AVG	-21%
	New Listings Taken in Month	531	556	931	920	1,208	1,215	1,042	965	908	710	440	236	2%	8,276	YTD	-3%
	# of Pending Transactions	487	565	790	872	1,054	1,045	959	956	832	790	612	390	-7%	7,560	YTD	-5%
	Months Supply of Inventory	0.9	0.8	0.7	0.7	0.7	0.9	1.0	0.9	1.2	1.0	0.9	0.9	-5%	0.9	AVG	-16%
	# of Closed Sales	425	345	553	585	777	942	855	919	766	764	687	602	-1%	6,167	YTD	-1%
	Median Closed Price	793,859	832,000	870,000	880,000	875,000	885,000	860,000	853,000	855,000	845,000	851,201	938,240	14%	856,820	WA	15%
2016	# of Active Listings	592	624	740	911	925	1,110	1,207	1,101	1,093	867	632	436	-5%	923	A	-16%
	New Listings Taken in Month	566	680	968	1,088	1,102	1,250	1,066	892	894	621	406	241	5%	8,506	YTD	-2%
	# of Pending Transactions	540	702	859	934	1,108	1,044	967	947	894	855	616	399	5%	7,995	YTD	-5%
	Months Supply of Inventory	1.1	0.9	0.9	1.0	0.8	1.1	1.2	1.2	1.2	1.0	1.0	1.1	-10%	1.0	A	-12%
	# of Closed Sales	392	388	565	655	759	938	909	877	770	757	694	600	-1%	6,253	T	-5%
	Median Closed Price	697,500	739,975	739,440	730,000	760,000	746,500	750,400	769,000	750,000	768,000	759,400	803,500	10%	743,035	WA	13%

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AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

Eastside (All Areas) RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2015	Active Listings (EOM)	818	891	925	1,066	1,214	1,247	1,284	1,237	1,153	1,013	719	543	-30%	1,093	AVG	-20%
	New Listings Taken in Month	540	757	978	1,143	1,210	1,159	1,054	907	797	732	387	284	-6%	8,545	YTD	-2%
	# of Pending Transactions	581	740	1,008	1,046	1,116	1,101	1,031	954	850	818	640	412	3%	8,427	YTD	6%
	Months Supply of Inventory	1.4	1.2	0.9	1.0	1.1	1.1	1.2	1.3	1.4	1.2	1.1	1.3	-32%	1.2	AVG	
	# of Closed Sales	419	410	632	740	816	981	932	865	774	715	528	636	6%	6,569	YTD	9%
	Median Closed Price	625,000	617,645	632,554	654,650	655,000	670,000	681,600	672,000	680,000	667,000	674,000	675,000	12%	655,060	WA	7%
2014	Active Listings (EOM)	905	965	1,069	1,178	1,443	1,581	1,732	1,790	1,653	1,438	1,098	814	1%	1,368	AVG	4%
	New Listings Taken in Month	588	671	933	1,054	1,308	1,164	1,180	976	850	729	459	316	3%	8,724	YTD	0%
	# of Pending Transactions	636	648	869	974	1,114	1,026	952	872	828	814	650	503	5%	7,919	YTD	-4%
	Months Supply of Inventory	1.4	1.5	1.2	1.2	1.3	1.5	1.8	2.1	2.0	1.8	1.7	1.6	-4%	1.6	AVG	8%
	# of Closed Sales	390	392	529	641	763	795	952	819	731	706	580	624	-3%	6,012	YTD	-6%
	Median Closed Price	599,500	587,146	599,950	618,000	619,420	630,000	624,900	605,000	605,000	615,864	612,000	639,350	6%	610,163	WA	10%
2013	Active Listings (EOM)	974	951	1,004	1,120	1,329	1,496	1,629	1,706	1,642	1,421	1,180	947	-6%	1,317	AVG	-26%
	New Listings Taken in Month	673	726	907	1,054	1,229	1,140	1,144	1,045	825	706	476	308	12%	8,743	YTD	13%
	# of Pending Transactions	691	778	912	1,020	1,079	1,027	1,023	953	791	819	612	427	0%	8,274	YTD	8%
	Months Supply of Inventory	1.4	1.2	1.1	1.1	1.2	1.5	1.6	1.8	2.1	1.7	1.9	2.2	-6%	1.4	AVG	-33%
	# of Closed Sales	445	452	618	683	830	812	905	899	754	730	607	622	18%	6,398	YTD	19%
	Median Closed Price	500,528	528,787	552,415	557,000	560,775	591,825	566,258	575,000	569,000	575,377	555,000	550,000	12%	556,886	WA	13%
2012	Active Listings (EOM)	1,729	1,710	1,651	1,729	1,788	1,859	1,863	1,859	1,754	1,464	1,242	957	-34%	1,771	AVG	-33%
	New Listings Taken in Month	594	727	919	987	1,011	990	892	900	738	650	482	340	-4%	7,758	YTD	-3%
	# of Pending Transactions	577	735	963	917	1,012	913	848	872	793	883	647	518	25%	7,630	YTD	22%
	Months Supply of Inventory	3.0	2.3	1.7	1.9	1.8	2.0	2.2	2.1	2.2	1.7	1.9	1.8	-48%	2.1	AVG	-44%
	# of Closed Sales	356	376	527	585	651	744	739	768	637	666	615	622	21%	5,383	YTD	19%
	Median Closed Price	479,500	430,000	470,000	485,025	500,000	512,500	520,000	517,000	510,000	503,000	525,000	510,468	0%	493,084	WA	-1%
2011	Active Listings (EOM)	2,361	2,418	2,500	2,625	2,721	2,814	2,859	2,777	2,671	2,432	2,122	1,768	-22%	2,638	AVG	-15%
	New Listings Taken in Month	737	765	934	968	1,031	1,017	965	818	768	642	485	311	-12%	8,003	YTD	-11%
	# of Pending Transactions	510	624	746	730	805	738	739	705	632	676	581	432	16%	6,229	YTD	8%
	Months Supply of Inventory	4.6	3.9	3.4	3.6	3.4	3.8	3.9	3.9	4.2	3.6	3.7	4.1	-33%	3.9	AVG	-23%
	# of Closed Sales	341	337	484	499	547	623	557	603	527	453	512	468	34%	4,518	YTD	10%
	Median Closed Price	492,000	475,000	497,150	498,835	493,990	510,000	510,000	505,900	510,000	473,000	468,730	460,000	-4%	499,445	WA	-3%
2010	Active Listings (EOM)	2,544	2,646	2,874	3,023	3,163	3,285	3,470	3,439	3,413	3,162	2,766	2,328	0%	3,095	AVG	-14%
	New Listings Taken in Month	1,020	897	1,172	1,151	943	992	1,052	864	874	740	561	425	1%	8,965	YTD	2%
	# of Pending Transactions	572	626	807	865	607	578	577	570	544	564	558	442	-18%	5,746	YTD	13%
	Months Supply of Inventory	4.4	4.2	3.6	3.5	5.2	5.7	6.0	6.0	6.3	5.6	5.0	5.3	22%	5.0	AVG	-29%
	# of Closed Sales	288	319	512	511	515	638	480	453	393	411	332	470	-18%	4,109	YTD	27%
	Median Closed Price	502,000	490,000	495,000	500,000	515,000	550,000	535,970	520,000	533,000	523,000	499,945	530,000	3%	516,402	WA	1%

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Eastside (All Areas)

RESIDENTIAL ONLY

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2010 - 2019

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	1,177	1,212	1,313	1,430	1,595	1,718	1,790	1,777	1,739	1,528	1,234	957	1,456	AVG
% of 12 Month Avg.	81%	83%	90%	98%	110%	118%	123%	122%	119%	105%	85%	66%		
New Listings Taken in Month	636	702	984	1,045	1,187	1,123	1,029	910	844	688	447	289	9,882	T
% of 12 Month Avg.	77%	85%	119%	127%	144%	136%	125%	111%	102%	84%	54%	35%		
# of Pending Transactions	554	653	868	915	998	927	871	827	750	753	601	423	9,139	T
% of 12 Month Avg.	73%	86%	114%	120%	131%	122%	114%	109%	99%	99%	79%	55%		
Months Supply of Inventory	2.1	1.9	1.5	1.6	1.6	1.9	2.1	2.1	2.3	2.0	2.1	2.3	1.9	AVG
% of 12 Month Avg.	109%	95%	78%	80%	82%	95%	106%	110%	119%	104%	105%	116%		
# of Closed Units	373	377	551	621	727	824	793	769	648	644	564	566	7,455	T
% of 12 Month Avg.	60%	61%	89%	100%	117%	133%	128%	124%	104%	104%	91%	91%		
Median Closed Price	653,789	655,055	673,251	679,401	686,799	702,358	692,163	688,690	683,050	676,024	673,028	696,432	680,003	AVG
% of 12 Month Avg.	96%	96%	99%	100%	101%	103%	102%	101%	100%	99%	99%	102%		

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