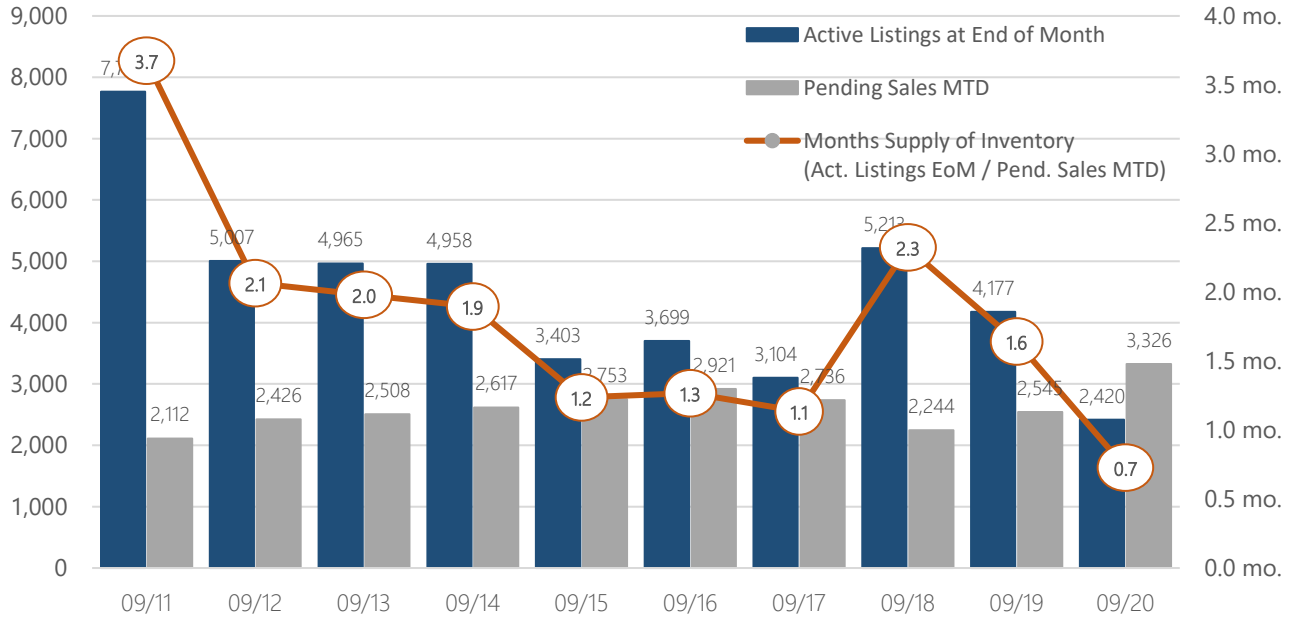
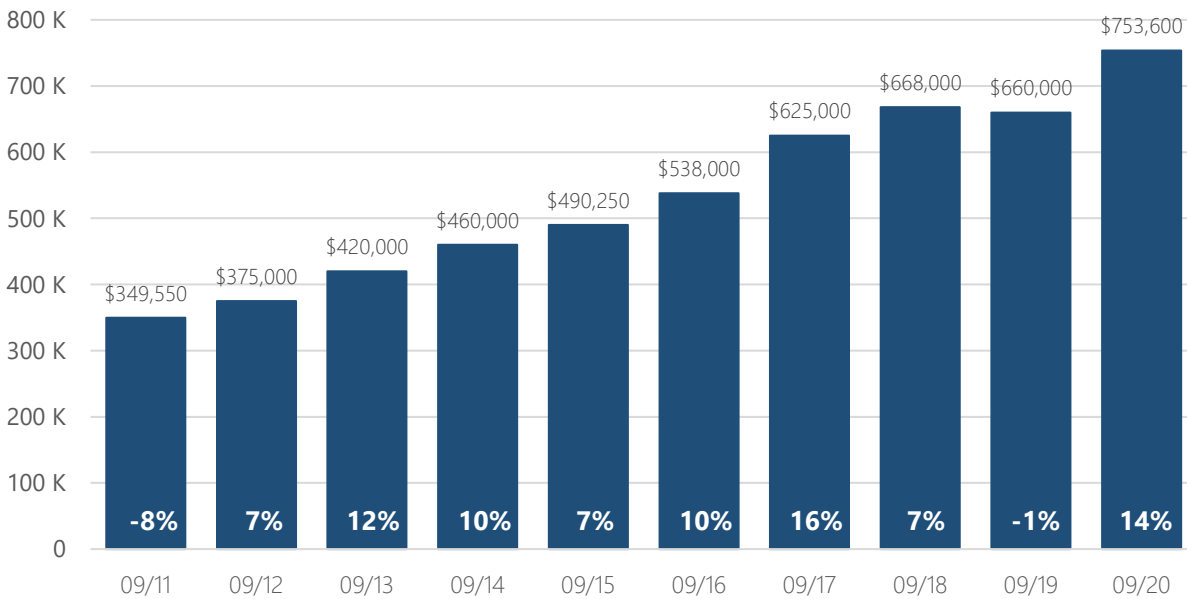


**All King County
RESIDENTIAL ONLY**

Active, Pending, & Months Supply of Inventory



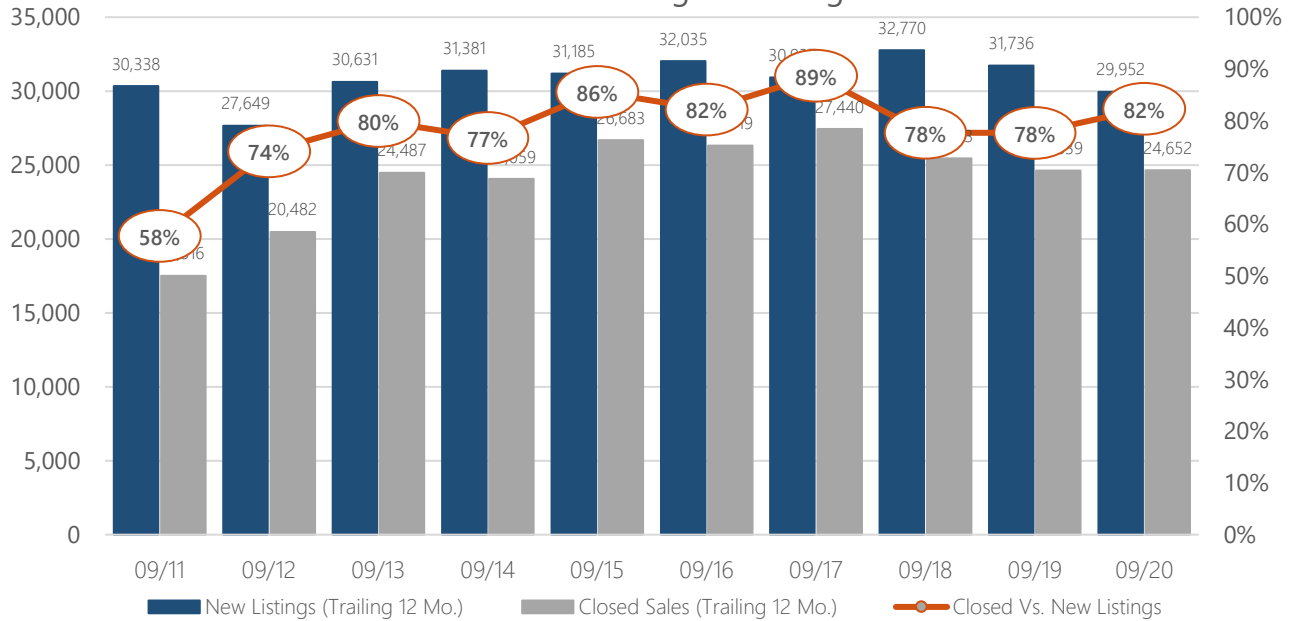
Median Closed Sales Price For Current Month Sold Properties



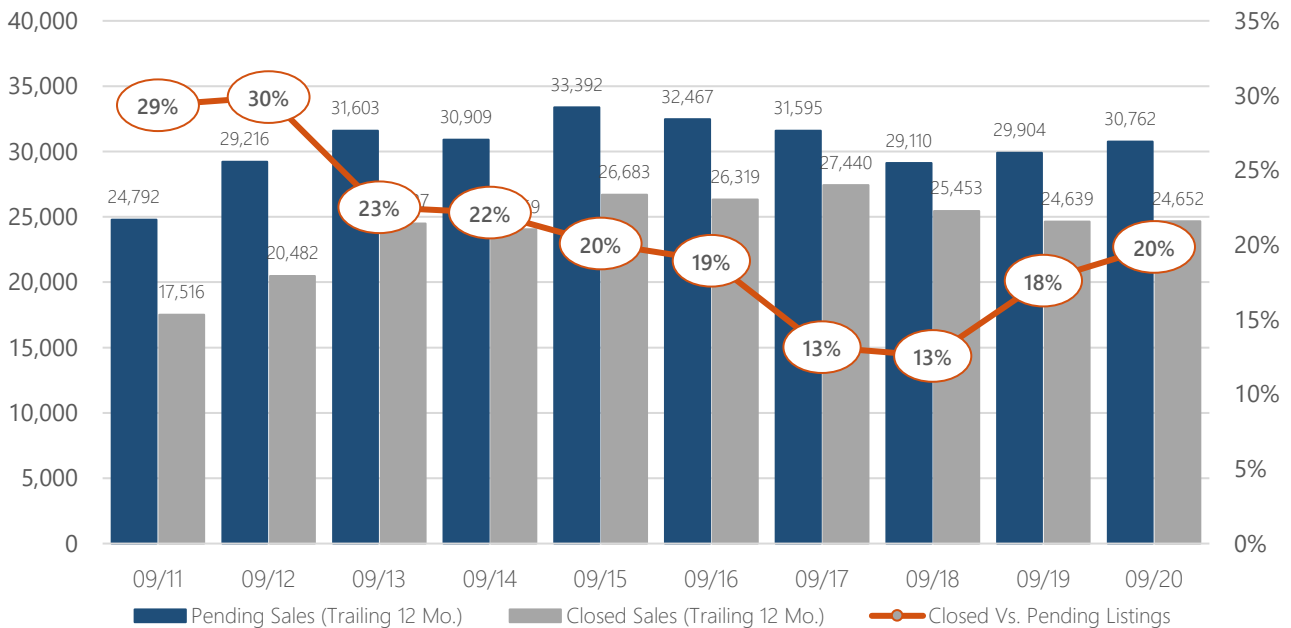
Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

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



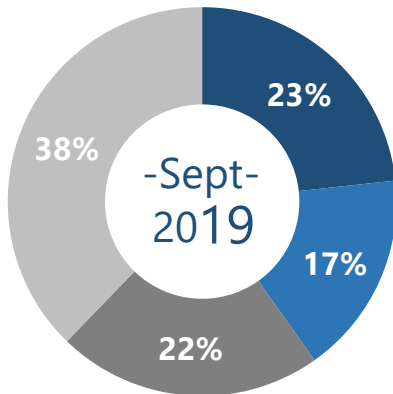
Percentage of Pending Sales that do not Close



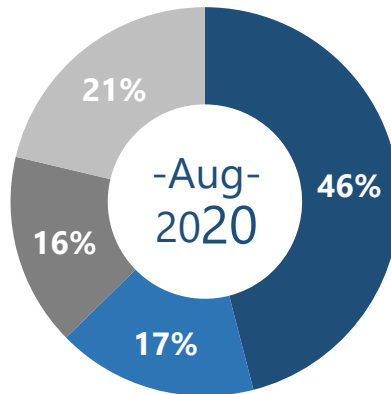
All King County

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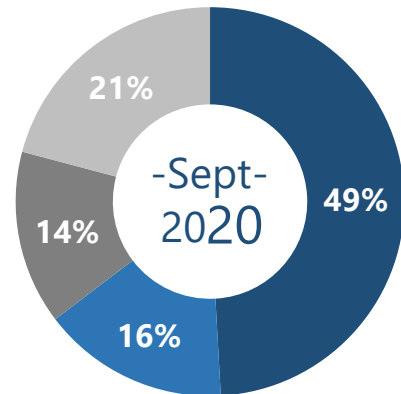
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE
LIST PRICE



SOLD AT
LIST PRICE



SOLD BELOW
LIST PRICE



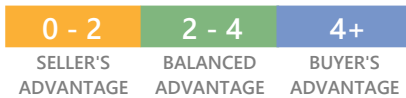
PRICE CHANGE
BEFORE SALE

SEPTEMBER 2020

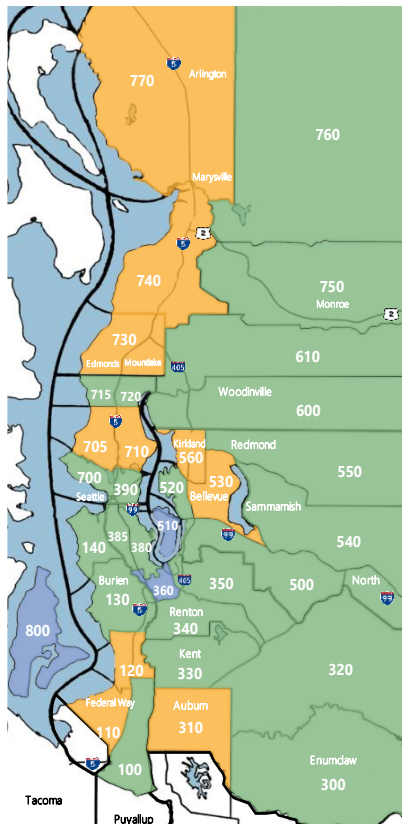
	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	6	11	22	64
NUMBER OF SALES IN MONTH	1,391	440	410	591
MEDIAN DIFFERENCE FROM LIST PRICE	4%	0%	-2%	N/A

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

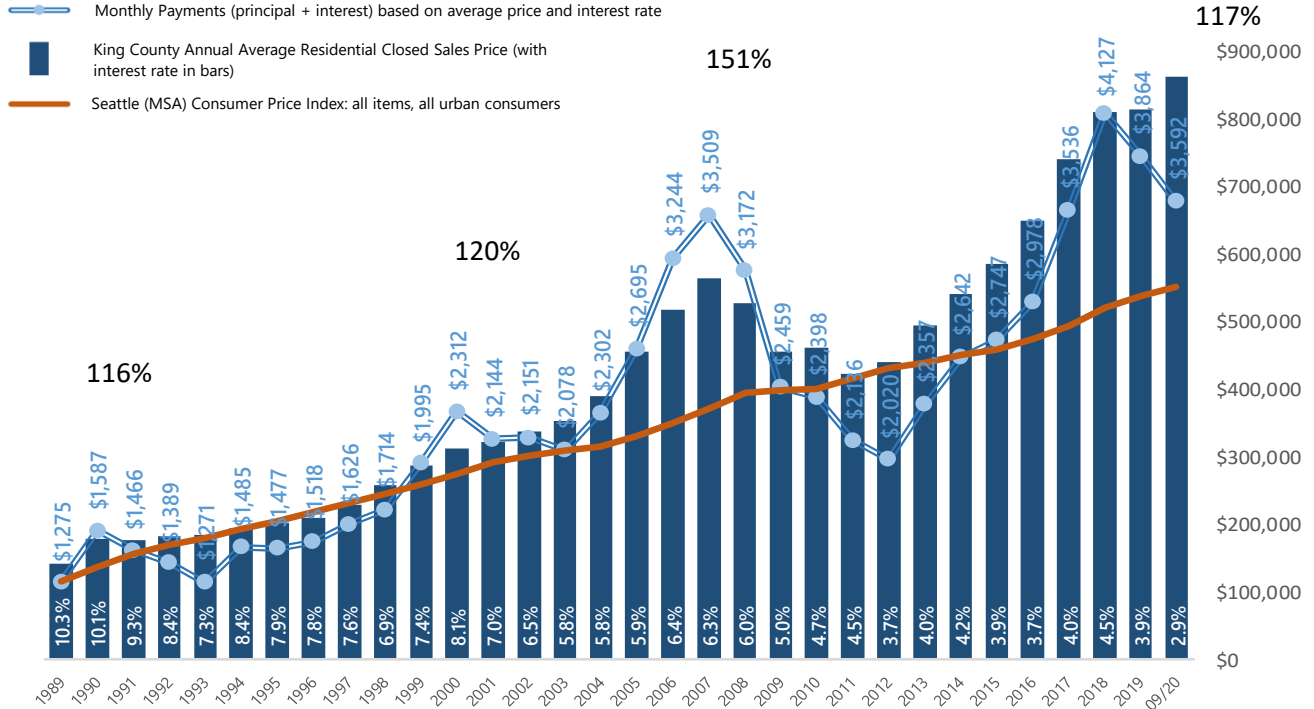


CURRENT YEAR



Monthly Payments Vs. Appreciation Trendline

King County



All King County

RESIDENTIAL ONLY

The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
September, 2020	\$753,600	2.89%	\$3,133
September, 2019	\$660,000	3.61%	\$3,004
	\$93,600	-0.72%	\$128 Per Month \$1,540 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	102.2%	102.0%	2072	73.2%
15 - 30	97.5%	98.9%	353	12.5%
31 - 60	96.4%	98.7%	219	7.7%
61 - 90	95.3%	98.7%	92	3.2%
90+	93.2%	98.9%	96	3.4%
Totals			2832	100.0%

All King County
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	8	10	6	7	8	9	10	11	4				73
\$250,000 to \$499,999	355	316	364	340	381	453	535	440	431				3,615
\$500,000 to \$749,999	481	509	605	538	573	756	897	951	963				6,273
\$750,000 to \$999,999	240	266	394	385	345	531	596	618	683				4,058
\$1,000,000 to \$1,499,999	139	178	278	243	220	337	474	489	433				2,791
\$1,500,000 to \$2,499,999	60	76	148	94	84	169	193	196	248				1,268
\$2,500,000 and above	18	29	33	23	16	50	45	70	70				354
Grand Total	1,301	1,384	1,828	1,630	1,627	2,305	2,750	2,775	2,832				18,432

2019

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	8	10	21	16	11	16	10	11	14	18	13	17	117
\$250,000 to \$499,999	407	378	447	529	566	661	680	650	558	600	522	428	4,876
\$500,000 to \$749,999	394	506	601	688	874	850	850	839	640	728	687	682	6,242
\$750,000 to \$999,999	207	258	337	448	557	565	540	510	366	440	402	366	3,788
\$1,000,000 to \$1,499,999	140	174	232	287	382	390	350	330	253	265	243	214	2,538
\$1,500,000 to \$2,499,999	54	63	99	135	168	162	149	144	108	131	117	117	1,082
\$2,500,000 and above	13	17	35	40	50	61	49	39	29	37	42	53	333
Grand Total	1,223	1,406	1,772	2,143	2,608	2,705	2,628	2,523	1,968	2,219	2,026	1,877	18,976

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0%	0%	-71%	-56%	-27%	-44%	0%	0%	-71%				-38%
\$250,000 to \$499,999	-13%	-16%	-19%	-36%	-33%	-31%	-21%	-32%	-23%				-26%
\$500,000 to \$749,999	22%	1%	1%	-22%	-34%	-11%	6%	13%	50%				0%
\$750,000 to \$999,999	16%	3%	17%	-14%	-38%	-6%	10%	21%	87%				7%
\$1,000,000 to \$1,499,999	-1%	2%	20%	-15%	-42%	-14%	35%	48%	71%				10%
\$1,500,000 to \$2,499,999	11%	21%	49%	-30%	-50%	4%	30%	36%	130%				17%
\$2,500,000 and above	38%	71%	-6%	-42%	-68%	-18%	-8%	79%	141%				6%
Grand Total	6%	-2%	3%	-24%	-38%	-15%	5%	10%	44%				-3%

All King County Statistics To Know Residential

	September, 2020	September, 2019	Difference	% Change
Months Supply of Inventory	0.7	1.6	-0.9	-56%
Active Listings at End of Month	2,420	4,177	-1,757	-42%
Pending Sales MTD	3,326	2,545	781	31%
Pending Sales (Trailing 12 Months)	30,762	29,904	858	3%
Closed Sales MTD	2,848	1,974	874	44%
Closed Sales (Trailing 12 Months)	24,652	24,639	13	0%
Closed Sales Price (Median)	\$753,600	\$660,000	\$93,600	14%
30-Year-Fixed-Rate Mortgage Rate	2.9%	3.6%	-0.7%	-20%
Monthly Payments (P&I)	\$3,133	\$3,004	\$128	4%

Condominium

	September, 2020	September, 2019	Difference	% Change
Months Supply of Inventory	1.9	2.1	-0.2	-9%
Active Listings at End of Month	1,550	1,254	296	24%
Pending Sales MTD	827	606	221	36%
Pending Sales (Trailing 12 Months)	7,923	7,822	101	1%
Closed Sales MTD	687	532	155	29%
Closed Sales (Trailing 12 Months)	6,292	6,466	-174	-3%
Closed Sales Price (Median)	\$431,000	\$399,950	\$31,050	8%
30-Year-Fixed-Rate Mortgage Rate	2.9%	3.6%	-0.7%	-20%
Monthly Payments (P&I)	\$1,792	\$1,821	-\$29	-2%

Residential & Condominium

	September, 2020	September, 2019	Difference	% Change
Months Supply of Inventory	1.0	1.7	-0.8	-45%
Active Listings at End of Month	3,970	5,431	-1,461	-27%
Pending Sales MTD	4,153	3,151	1,002	32%
Pending Sales (Trailing 12 Months)	38,685	37,726	959	3%
Closed Sales MTD	3,535	2,506	1,029	41%
Closed Sales (Trailing 12 Months)	30,944	31,105	-161	-1%
Closed Sales Price (Median)	\$698,230	\$593,750	\$104,480	18%
30-Year-Fixed-Rate Mortgage Rates	2.9%	3.6%	-0.7%	-20%
Monthly Payments (P&I)	\$2,903	\$2,703	\$200	7%

All King County 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)	1,582	1,689	2,118	2,434	2,513	2,428	2,634	2,590	2,420				-42%	2,268	AVG	-41%
	New Listings Taken in Month	1,781	2,271	2,932	2,131	2,830	3,181	3,591	3,504	3,228				15%	25,449	YTD	-5%
	# of Pending Transactions	1,855	2,175	2,415	1,839	2,776	3,232	3,430	3,537	3,326				31%	24,585	YTD	1%
	Months Supply of Inventory	0.9	0.8	0.9	1.3	0.9	0.8	0.8	0.7	0.7				-56%	0.9	AVG	-40%
	# of Closed Sales	1,311	1,397	1,840	1,635	1,637	2,304	2,764	2,783	2,848				44%	18,519	YTD	-3%
	Median Closed Price	630,525	675,000	720,400	715,000	672,000	725,000	727,500	742,950	753,600				14%	708,859	WA	6%
2019	Active Listings (EOM)	2,820	2,850	3,277	3,575	4,511	4,625	4,399	4,194	4,177	3,620	2,592	1,664	-20%	3,825	AVG	27%
	New Listings Taken in Month	1,986	1,854	3,238	3,434	4,444	3,487	2,883	2,587	2,799	2,303	1,320	880	13%	26,712	YTD	-4%
	# of Pending Transactions	1,904	1,790	2,847	3,129	3,388	3,166	2,919	2,623	2,545	2,592	2,094	1,491	13%	24,311	YTD	7%
	Months Supply of Inventory	1.5	1.6	1.2	1.1	1.3	1.5	1.5	1.6	1.6	1.4	1.2	1.1	-29%	1.4	AVG	20%
	# of Closed Sales	1,224	1,417	1,784	2,147	2,642	2,718	2,635	2,531	1,974	2,225	2,028	1,880	8%	19,072	YTD	2%
	Median Closed Price	610,000	655,000	667,725	690,000	700,000	695,000	680,000	670,000	660,000	660,000	661,500	675,000	-1%	670,735	WA	-2%
2018	Active Listings (EOM)	1,243	1,359	1,687	2,118	2,912	3,718	4,163	4,667	5,213	4,873	4,020	2,838	68%	3,009	AVG	34%
	New Listings Taken in Month	1,759	1,963	3,052	3,100	4,207	3,906	3,383	3,160	3,280	2,558	1,666	800	8%	27,810	YTD	6%
	# of Pending Transactions	1,747	1,894	2,710	2,669	3,312	2,977	2,693	2,430	2,244	2,295	1,926	1,372	-18%	22,676	YTD	-9%
	Months Supply of Inventory	0.7	0.7	0.6	0.8	0.9	1.2	1.5	1.9	2.3	2.1	2.1	2.1	105%	1.2	AVG	48%
	# of Closed Sales	1,259	1,403	1,883	2,122	2,474	2,758	2,577	2,385	1,833	2,052	1,811	1,704	-27%	18,694	YTD	-9%
	Median Closed Price	628,388	649,950	689,950	725,000	726,275	715,000	699,000	669,000	668,000	670,999	643,913	639,000	7%	687,141	WA	11%
2017	Active Listings (EOM)	1,567	1,432	1,701	1,886	2,147	2,600	2,898	2,820	3,104	2,619	1,879	1,168	-16%	2,239	AVG	-20%
	New Listings Taken in Month	1,753	1,862	2,862	2,860	3,599	3,833	3,273	3,105	3,040	2,439	1,620	901	-4%	26,187	YTD	-4%
	# of Pending Transactions	1,919	2,050	2,691	2,728	3,395	3,359	2,950	3,073	2,736	2,760	2,215	1,459	-6%	24,901	YTD	-5%
	Months Supply of Inventory	0.8	0.7	0.6	0.7	0.6	0.8	1.0	0.9	1.1	0.9	0.8	0.8	-10%	0.8	AVG	-16%
	# of Closed Sales	1,579	1,337	2,078	2,031	2,573	2,888	2,727	2,797	2,512	2,441	2,224	2,094	0%	20,522	YTD	1%
	Median Closed Price	525,000	565,000	599,950	625,000	633,500	654,650	658,000	650,000	625,000	630,000	630,750	635,000	16%	618,015	WA	14%
2016	# of Active Listings	1,934	1,923	2,157	2,600	2,696	3,177	3,554	3,418	3,699	3,025	2,309	1,639	9%	2,795	A	-11%
	New Listings Taken in Month	1,863	2,101	2,966	3,319	3,436	3,790	3,506	3,101	3,169	2,198	1,519	1,033	10%	27,251	YTD	3%
	# of Pending Transactions	1,812	2,299	2,877	3,031	3,500	3,362	3,198	3,195	2,921	2,829	2,224	1,641	6%	26,195	YTD	-3%
	Months Supply of Inventory	1.1	0.8	0.7	0.9	0.8	0.9	1.1	1.1	1.3	1.1	1.0	1.0	2%	1.0	A	-9%
	# of Closed Sales	1,314	1,330	1,910	2,153	2,509	2,894	2,803	2,789	2,517	2,514	2,249	2,155	6%	20,219	T	-2%
	Median Closed Price	490,970	514,975	531,250	540,000	560,000	573,522	555,000	550,000	538,000	550,000	550,000	550,000	10%	540,323	WA	14%

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

All King County 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)	2,681	2,721	2,737	3,003	3,280	3,418	3,551	3,490	3,403	3,064	2,302	1,764	-31%	3,143	AVG	-23%
	New Listings Taken in Month	1,906	2,294	2,966	3,431	3,470	3,331	3,207	2,796	2,654	2,348	1,400	1,036	-8%	26,055	YTD	-1%
	# of Pending Transactions	2,140	2,485	3,231	3,410	3,447	3,321	3,197	2,971	2,753	2,675	2,122	1,475	5%	26,955	YTD	9%
	Months Supply of Inventory	1.3	1.1	0.8	0.9	1.0	1.0	1.1	1.2	1.2	1.1	1.1	1.2	-35%	1.1	AVG	
	# of Closed Sales	1,340	1,383	2,091	2,352	2,684	2,904	2,900	2,575	2,364	2,301	1,741	2,058	12%	20,593	YTD	13%
	Median Closed Price	441,500	429,900	440,250	480,000	480,942	500,000	485,000	499,950	490,250	480,000	499,950	508,000	7%	473,371	WA	8%
2014	Active Listings (EOM)	3,132	3,173	3,258	3,541	4,158	4,452	4,862	4,967	4,958	4,504	3,658	2,758	0%	4,056	AVG	6%
	New Listings Taken in Month	1,964	2,107	2,712	3,125	3,789	3,415	3,396	2,935	2,894	2,485	1,556	1,089	7%	26,337	YTD	2%
	# of Pending Transactions	2,010	2,154	2,784	2,981	3,349	3,175	2,901	2,782	2,617	2,640	2,128	1,669	4%	24,753	YTD	-2%
	Months Supply of Inventory	1.6	1.5	1.2	1.2	1.2	1.4	1.7	1.8	1.9	1.7	1.7	1.7	-4%	1.5	AVG	8%
	# of Closed Sales	1,309	1,241	1,772	2,016	2,326	2,476	2,666	2,384	2,113	2,238	1,870	1,982	-4%	18,303	YTD	-3%
	Median Closed Price	410,000	405,400	414,950	430,500	442,250	453,500	468,000	437,000	460,000	447,250	440,000	440,000	10%	436,761	WA	8%
2013	Active Listings (EOM)	2,975	2,947	2,972	3,221	3,759	4,203	4,582	4,900	4,965	4,575	3,820	3,127	-1%	3,836	AVG	-25%
	New Listings Taken in Month	1,985	2,246	2,702	3,062	3,521	3,355	3,246	3,085	2,701	2,366	1,582	1,096	12%	25,903	YTD	14%
	# of Pending Transactions	2,109	2,469	2,936	3,053	3,236	3,092	3,010	2,845	2,508	2,579	2,048	1,529	3%	25,258	YTD	7%
	Months Supply of Inventory	1.4	1.2	1.0	1.1	1.2	1.4	1.5	1.7	2.0	1.8	1.9	2.0	-4%	1.4	AVG	-31%
	# of Closed Sales	1,363	1,307	1,825	2,096	2,516	2,422	2,648	2,560	2,200	2,187	1,775	1,794	22%	18,937	YTD	18%
	Median Closed Price	350,000	365,000	392,000	400,000	417,500	427,500	434,000	430,000	420,000	426,000	414,000	419,825	12%	405,970	WA	14%
2012	Active Listings (EOM)	5,378	5,178	4,978	4,927	5,039	5,091	5,070	5,103	5,007	4,304	3,720	2,945	-36%	5,086	AVG	-35%
	New Listings Taken in Month	1,872	2,201	2,699	2,695	2,928	2,721	2,512	2,582	2,413	2,074	1,574	1,080	1%	22,623	YTD	-7%
	# of Pending Transactions	1,871	2,429	3,018	2,848	2,981	2,776	2,561	2,623	2,426	2,676	2,052	1,617	15%	23,533	YTD	18%
	Months Supply of Inventory	2.9	2.1	1.6	1.7	1.7	1.8	2.0	1.9	2.1	1.6	1.8	1.8	-44%	2.0	AVG	-45%
	# of Closed Sales	1,095	1,230	1,642	1,769	2,056	2,117	2,120	2,162	1,798	1,981	1,828	1,741	13%	15,989	YTD	17%
	Median Closed Price	315,000	308,125	330,000	360,000	362,000	380,000	375,250	378,000	375,000	370,000	385,000	380,046	7%	355,733	WA	2%
2011	Active Listings (EOM)	7,507	7,581	7,590	7,974	8,055	8,177	8,186	7,995	7,763	7,174	6,487	5,491	-24%	7,870	AVG	-16%
	New Listings Taken in Month	2,460	2,356	2,845	3,045	2,916	3,052	2,812	2,546	2,393	2,119	1,726	1,181	-19%	24,425	YTD	-14%
	# of Pending Transactions	1,649	1,962	2,435	2,318	2,485	2,387	2,297	2,329	2,112	2,166	1,925	1,592	19%	19,974	YTD	9%
	Months Supply of Inventory	4.6	3.9	3.1	3.4	3.2	3.4	3.6	3.4	3.7	3.3	3.4	3.4	-36%	3.6	AVG	-25%
	# of Closed Sales	1,017	1,003	1,525	1,533	1,654	1,884	1,678	1,775	1,588	1,489	1,538	1,466	37%	13,657	YTD	7%
	Median Closed Price	356,000	334,000	345,000	349,950	345,000	345,000	350,000	350,000	349,550	320,000	321,700	320,000	-8%	347,261	WA	-8%
2010	Active Listings (EOM)	7,523	8,115	8,794	9,206	9,497	9,873	10,470	10,390	10,230	9,674	8,722	7,364	9%	9,344	AVG	-2%
	New Listings Taken in Month	3,085	3,033	3,842	3,756	2,698	3,054	3,196	2,729	2,942	2,578	1,876	1,459	-3%	28,335	YTD	3%
	# of Pending Transactions	1,765	2,079	2,749	2,955	1,789	1,804	1,716	1,776	1,772	1,811	1,628	1,379	-23%	18,405	YTD	4%
	Months Supply of Inventory	4.3	3.9	3.2	3.1	5.3	5.5	6.1	5.9	5.8	5.3	5.4	5.3	41%	4.8	AVG	-8%
	# of Closed Sales	956	997	1,596	1,642	1,766	1,879	1,474	1,313	1,158	1,309	1,092	1,458	-28%	12,781	YTD	14%
	Median Closed Price	375,000	373,010	367,250	375,000	379,000	383,000	399,950	380,000	379,950	375,000	359,950	370,000	-1%	379,323	WA	0%

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

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

All King County
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)	3,676	3,728	3,915	4,205	4,605	4,933	5,174	5,194	5,252	4,743	3,951	3,076	4,371	AVG
% of 12 Month Avg.	84%	85%	90%	96%	105%	113%	118%	119%	120%	109%	90%	70%		
New Listings Taken in Month	2,063	2,202	2,988	3,183	3,501	3,394	3,141	2,863	2,829	2,347	1,584	1,056	31,150	T
% of 12 Month Avg.	79%	85%	115%	123%	135%	131%	121%	110%	109%	90%	61%	41%		
# of Pending Transactions	1,893	2,161	2,828	2,912	3,088	2,942	2,744	2,665	2,463	2,502	2,036	1,522	29,757	T
% of 12 Month Avg.	76%	87%	114%	117%	125%	119%	111%	107%	99%	101%	82%	61%		
Months Supply of Inventory	1.9	1.7	1.4	1.4	1.5	1.7	1.9	1.9	2.1	1.9	1.9	2.0	1.8	AVG
% of 12 Month Avg.	108%	96%	77%	81%	83%	94%	105%	109%	119%	106%	108%	113%		
# of Closed Units	1,246	1,265	1,811	1,986	2,320	2,494	2,423	2,327	2,006	2,074	1,816	1,833	23,599	T
% of 12 Month Avg.	63%	64%	92%	101%	118%	127%	123%	118%	102%	105%	92%	93%		
Median Closed Price	450,186	460,036	477,833	497,545	504,647	512,717	510,420	501,395	496,575	492,925	490,676	493,687	490,720	AVG
% of 12 Month Avg.	92%	94%	97%	101%	103%	104%	104%	102%	101%	100%	100%	101%		

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