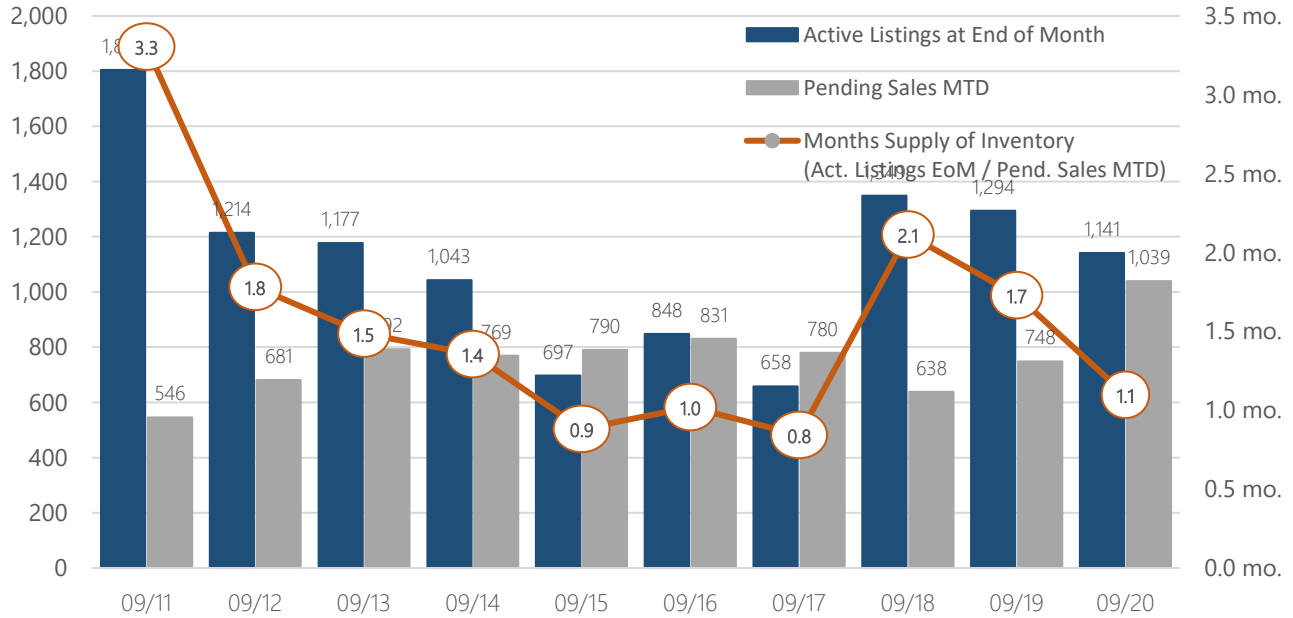
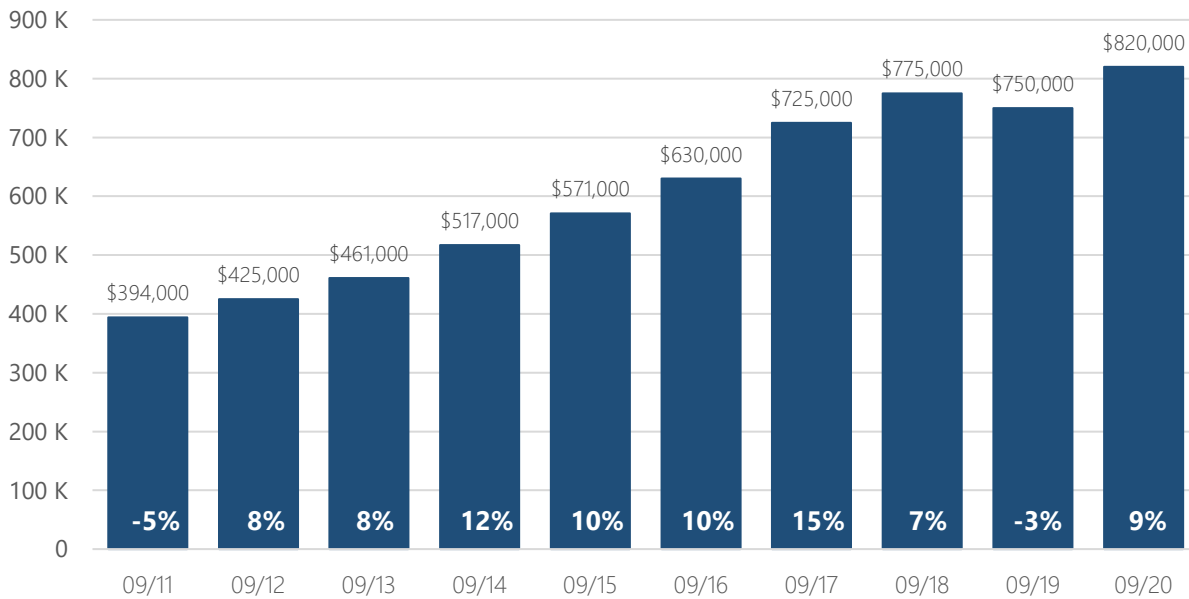


**Seattle (All Areas)**  
RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



Median Closed Sales Price For Current Month Sold Properties



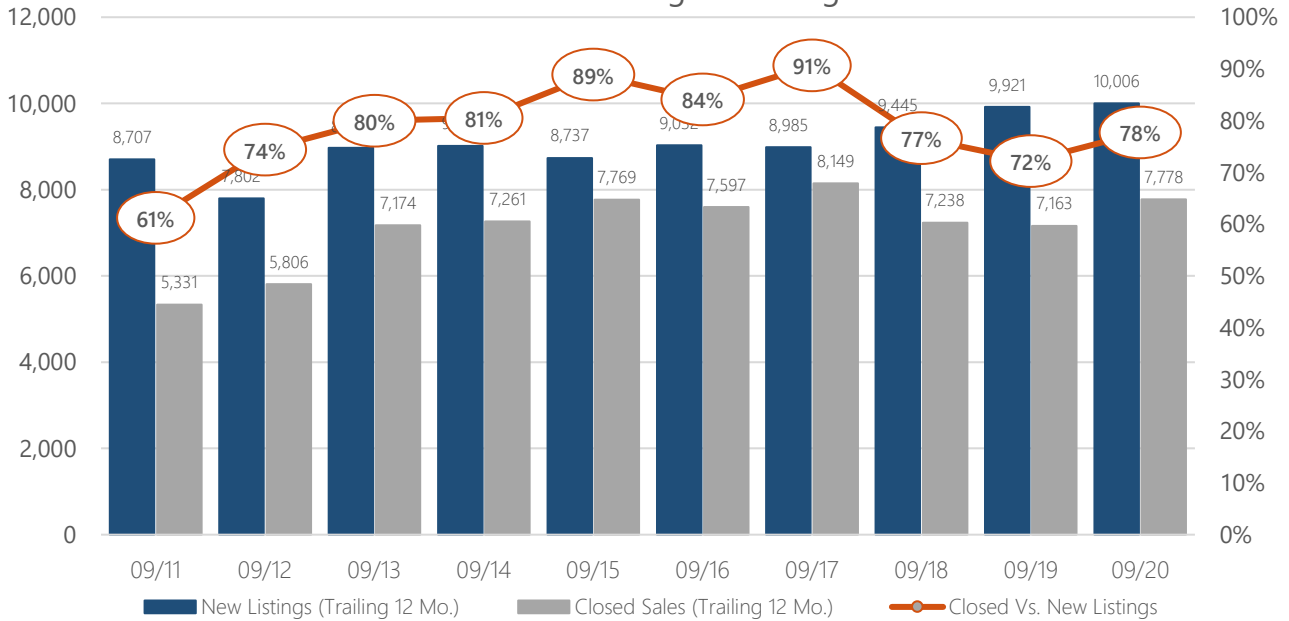
Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

### Seattle (All Areas)

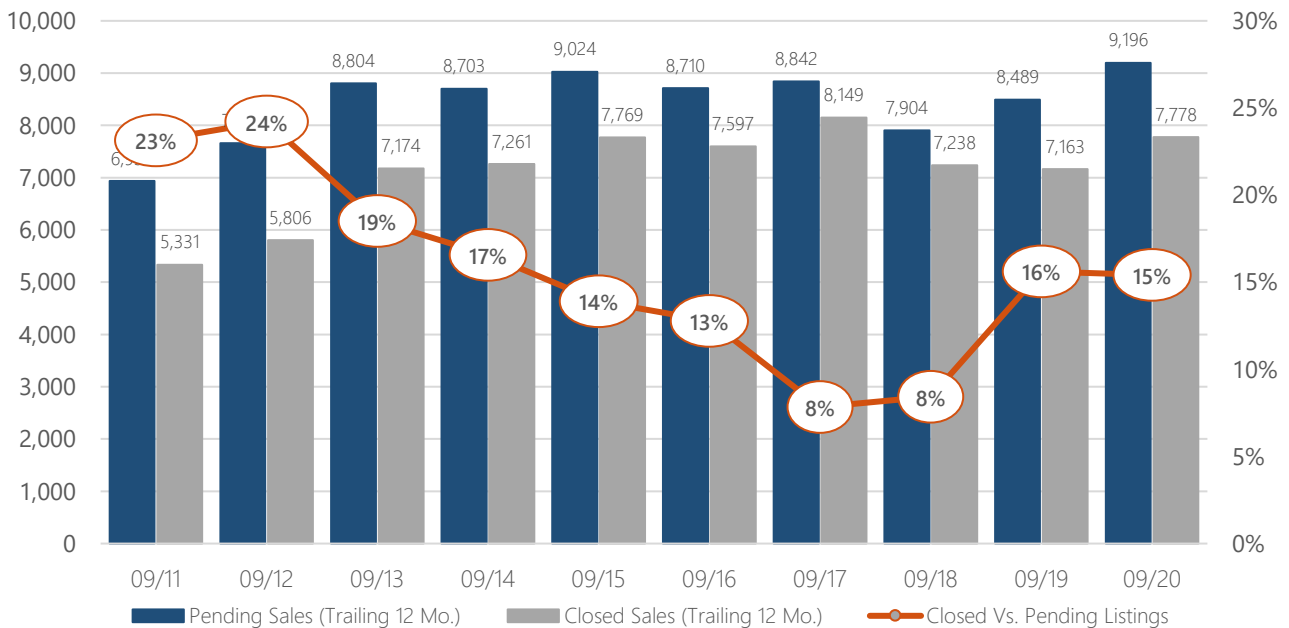
#### RESIDENTIAL ONLY

#### What Are The Odds of Selling?

#### Closed Sales as a Percentage of Listings Taken



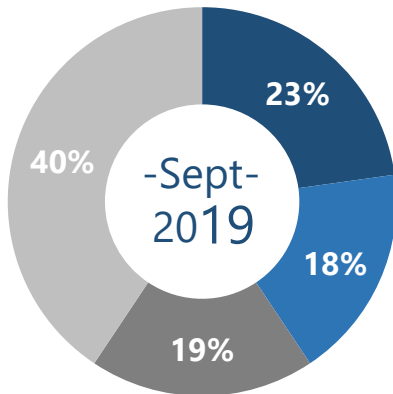
#### Percentage of Pending Sales that do not Close



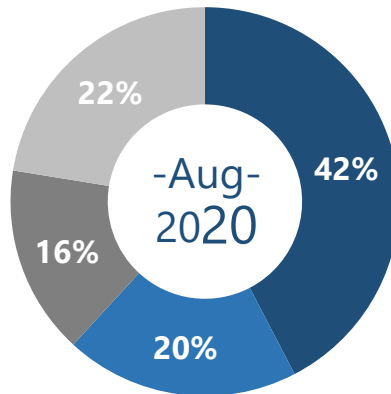
Seattle (All Areas)

RESIDENTIAL ONLY

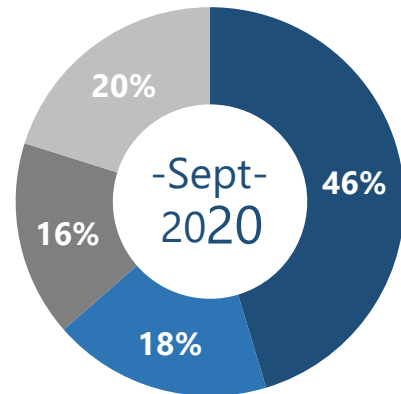
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



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

AVERAGE DAYS  
ON MARKET



6

10

19

62

NUMBER OF SALES  
IN MONTH



423

170

152

188

MEDIAN DIFFERENCE  
FROM LIST PRICE



5%

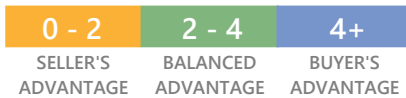
0%

-2%

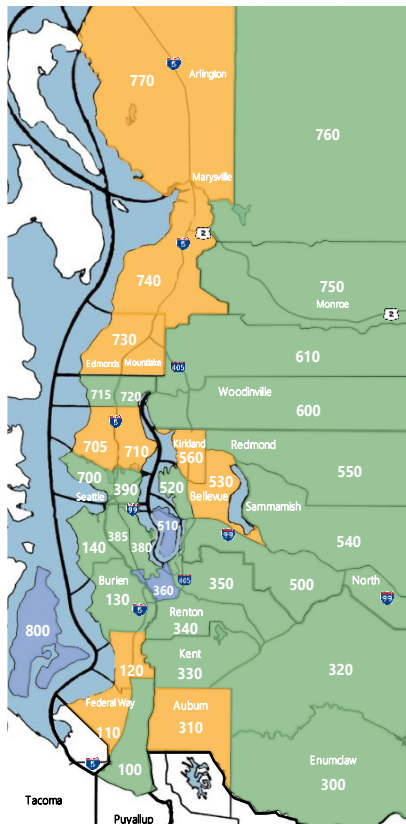
N/A

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				



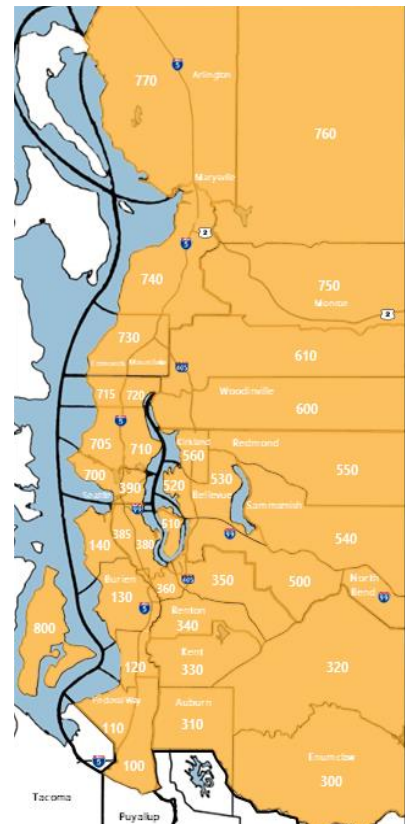
**2 YEARS AGO**



**1 YEAR AGO**



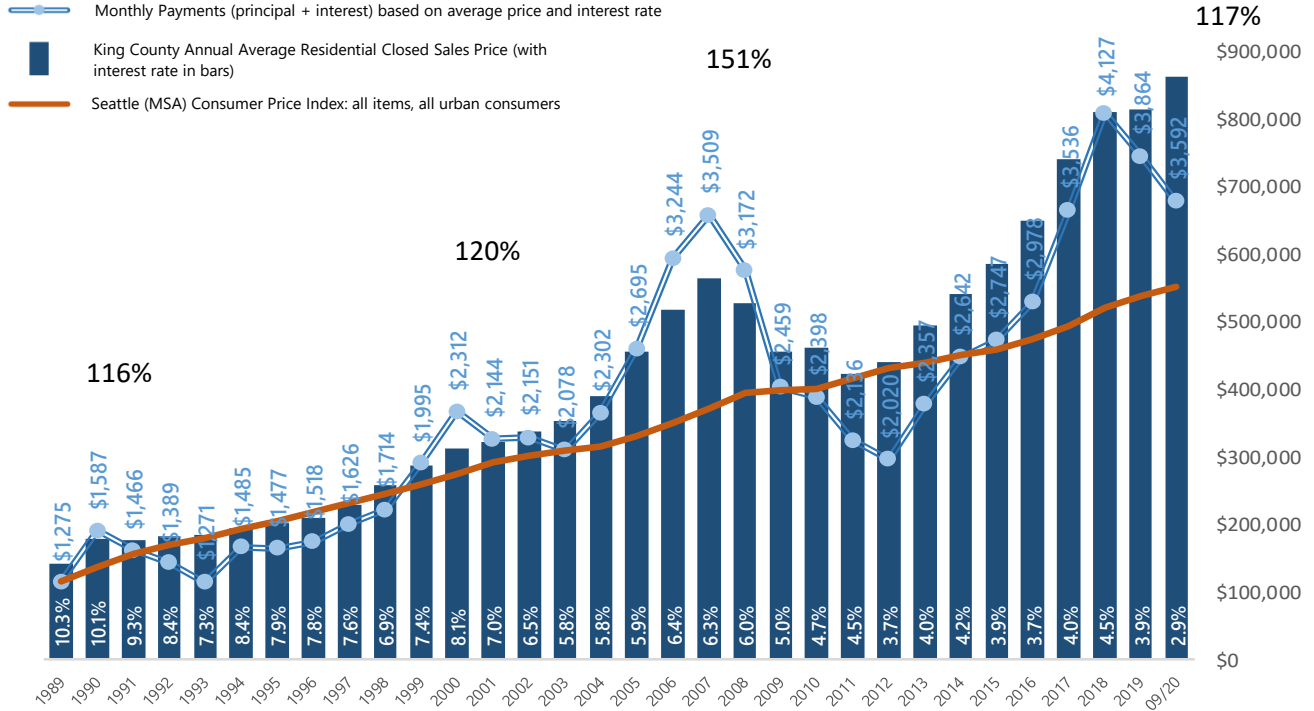
**CURRENT YEAR**



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



## Seattle (All Areas)

### RESIDENTIAL ONLY

### The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
September, 2020	\$820,000	2.89%	\$3,409
September, 2019	\$750,000	3.61%	\$3,414
	<b>\$70,000</b>	<b>-0.72%</b>	<b>-\$5</b> Per Month <b>-\$64</b> 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	101.3%	101.3%	700	75.0%
15 - 30	96.9%	98.8%	105	11.3%
31 - 60	95.5%	98.2%	74	7.9%
61 - 90	94.2%	97.3%	32	3.4%
90+	92.3%	99.8%	22	2.4%
<b>Totals</b>			<b>933</b>	<b>100.0%</b>

**Seattle (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	3	0	0	1	0	1	2	0	1				<b>8</b>
\$250,000 to \$499,999	49	42	34	31	41	46	61	45	38				<b>387</b>
\$500,000 to \$749,999	169	197	213	158	197	259	286	293	326				<b>2,098</b>
\$750,000 to \$999,999	103	114	189	174	155	223	255	264	306				<b>1,783</b>
\$1,000,000 to \$1,499,999	58	63	103	96	71	121	172	185	158				<b>1,027</b>
\$1,500,000 to \$2,499,999	27	21	57	40	33	65	67	76	88				<b>474</b>
\$2,500,000 and above	5	3	8	7	8	14	9	15	16				<b>85</b>
<b>Grand Total</b>	<b>414</b>	<b>440</b>	<b>604</b>	<b>507</b>	<b>505</b>	<b>729</b>	<b>852</b>	<b>878</b>	<b>933</b>				<b>5,862</b>

**2019**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	0	1	0	0	0	0	2	3	2	1	0	<b>6</b>
\$250,000 to \$499,999	44	54	46	56	51	63	75	57	51	55	75	62	<b>497</b>
\$500,000 to \$749,999	151	201	201	270	283	268	290	289	228	251	264	244	<b>2,181</b>
\$750,000 to \$999,999	81	134	136	192	246	222	215	220	151	194	158	155	<b>1,597</b>
\$1,000,000 to \$1,499,999	51	64	72	95	131	127	109	107	80	104	91	67	<b>836</b>
\$1,500,000 to \$2,499,999	17	18	34	51	62	59	52	42	46	51	46	33	<b>381</b>
\$2,500,000 and above	6	1	7	11	9	7	8	12	7	10	12	15	<b>68</b>
<b>Grand Total</b>	<b>350</b>	<b>472</b>	<b>497</b>	<b>675</b>	<b>782</b>	<b>746</b>	<b>749</b>	<b>729</b>	<b>566</b>	<b>667</b>	<b>647</b>	<b>576</b>	<b>5,566</b>

**YOY % CHANGE**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	N/A	N/A	-100%	N/A	N/A	N/A	N/A	-100%	-67%				33%
\$250,000 to \$499,999	11%	-22%	-26%	-45%	-20%	-27%	-19%	-21%	-25%				-22%
\$500,000 to \$749,999	12%	-2%	6%	-41%	-30%	-3%	-1%	1%	43%				-4%
\$750,000 to \$999,999	27%	-15%	39%	-9%	-37%	0%	19%	20%	103%				12%
\$1,000,000 to \$1,499,999	14%	-2%	43%	1%	-46%	-5%	58%	73%	97%				23%
\$1,500,000 to \$2,499,999	59%	17%	68%	-22%	-47%	10%	29%	81%	91%				24%
\$2,500,000 and above	-17%	200%	14%	-36%	-11%	100%	13%	25%	129%				25%
<b>Grand Total</b>	<b>18%</b>	<b>-7%</b>	<b>22%</b>	<b>-25%</b>	<b>-35%</b>	<b>-2%</b>	<b>14%</b>	<b>20%</b>	<b>65%</b>				<b>5%</b>

## Seattle (All Areas)

### Statistics To Know

#### Residential

	September, 2020	September, 2019	Difference	% Change
Months Supply of Inventory	1.1	1.7	-0.6	-37%
Active Listings at End of Month	1,141	1,294	-153	-12%
Pending Sales MTD	1,039	748	291	39%
Pending Sales (Trailing 12 Months)	9,196	8,489	707	8%
Closed Sales MTD	934	565	369	65%
Closed Sales (Trailing 12 Months)	7,778	7,163	615	9%
Closed Sales Price (Median)	\$820,000	\$750,000	\$70,000	9%
30-Year-Fixed-Rate Mortgage Rate	2.9%	3.6%	-0.7%	-20%
Monthly Payments (P&I)	\$3,409	\$3,414	-\$5	0%

#### Condominium

	September, 2020	September, 2019	Difference	% Change
Months Supply of Inventory	3.6	3.3	0.2	7%
Active Listings at End of Month	983	665	318	48%
Pending Sales MTD	276	200	76	38%
Pending Sales (Trailing 12 Months)	2,704	2,782	-78	-3%
Closed Sales MTD	255	185	70	38%
Closed Sales (Trailing 12 Months)	2,241	2,355	-114	-5%
Closed Sales Price (Median)	\$480,000	\$455,000	\$25,000	5%
30-Year-Fixed-Rate Mortgage Rate	2.9%	3.6%	-0.7%	-20%
Monthly Payments (P&I)	\$1,995	\$2,071	-\$76	-4%

#### Residential & Condominium

	September, 2020	September, 2019	Difference	% Change
Months Supply of Inventory	1.6	2.1	-0.5	-22%
Active Listings at End of Month	2,124	1,959	165	8%
Pending Sales MTD	1,315	948	367	39%
Pending Sales (Trailing 12 Months)	11,900	11,271	629	6%
Closed Sales MTD	1,189	750	439	59%
Closed Sales (Trailing 12 Months)	10,019	9,518	501	5%
Closed Sales Price (Median)	\$760,000	\$684,500	\$75,500	11%
30-Year-Fixed-Rate Mortgage Rates	2.9%	3.6%	-0.7%	-20%
Monthly Payments (P&I)	\$3,159	\$3,116	\$43	1%

**Seattle (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)	467	510	613	709	816	829	935	1,082	1,141				-12%	789	AVG	-29%
	New Listings Taken in Month	513	708	895	680	941	1,068	1,188	1,281	1,217				26%	8,491	YTD	3%
	# of Pending Transactions	514	649	723	546	799	968	995	1,052	1,039				39%	7,285	YTD	6%
	Months Supply of Inventory	0.9	0.8	0.8	1.3	1.0	0.9	0.9	1.0	1.1				-37%	1.0	AVG	-32%
	# of Closed Sales	417	445	608	508	505	729	855	882	934				65%	5,883	YTD	5%
	Median Closed Price	719,950	730,500	790,000	815,000	765,000	800,000	805,000	825,000	820,000				9%	787,299	WA	4%
2019	Active Listings (EOM)	699	763	883	1,043	1,386	1,410	1,279	1,179	1,294	1,135	813	499	-4%	1,104	AVG	58%
	New Listings Taken in Month	622	581	998	1,083	1,353	1,100	823	739	966	801	439	275	17%	8,265	YTD	5%
	# of Pending Transactions	565	495	830	870	903	927	821	737	748	818	645	448	17%	6,896	YTD	13%
	Months Supply of Inventory	1.2	1.5	1.1	1.2	1.5	1.5	1.6	1.6	1.7	1.4	1.3	1.1	-18%	1.4	AVG	41%
	# of Closed Sales	350	476	502	677	790	748	751	731	565	670	647	578	13%	5,590	YTD	6%
	Median Closed Price	711,500	730,000	752,500	754,000	784,925	781,000	755,000	760,000	750,000	775,000	735,000	727,000	-3%	753,821	WA	-5%
2018	Active Listings (EOM)	287	296	414	494	628	873	962	994	1,349	1,277	1,100	704	105%	700	AVG	44%
	New Listings Taken in Month	498	534	910	834	1,078	1,127	932	823	1,137	858	568	230	20%	7,873	YTD	5%
	# of Pending Transactions	411	521	741	713	884	814	734	665	638	684	541	368	-18%	6,121	YTD	-12%
	Months Supply of Inventory	0.7	0.6	0.6	0.7	0.7	1.1	1.3	1.5	2.1	1.9	2.0	1.9	151%	1.0	AVG	60%
	# of Closed Sales	368	387	532	626	742	740	732	653	498	603	500	470	-28%	5,278	YTD	-13%
	Median Closed Price	757,000	777,000	819,500	819,000	830,000	812,500	805,000	760,000	775,000	750,000	760,000	739,000	7%	795,867	WA	11%
2017	Active Listings (EOM)	354	344	400	444	485	562	599	535	658	621	397	212	-22%	487	AVG	-17%
	New Listings Taken in Month	528	571	849	793	1,039	1,086	888	827	944	787	514	271	-10%	7,525	YTD	-1%
	# of Pending Transactions	493	580	782	739	974	963	801	815	780	753	647	383	-6%	6,927	YTD	-1%
	Months Supply of Inventory	0.7	0.6	0.5	0.6	0.5	0.6	0.7	0.7	0.8	0.8	0.6	0.6	-17%	0.6	AVG	-16%
	# of Closed Sales	446	394	642	639	763	847	827	825	696	705	655	600	-1%	6,079	YTD	5%
	Median Closed Price	635,800	679,975	700,000	724,500	729,000	750,000	748,500	730,000	725,000	735,000	741,352	725,000	15%	715,302	WA	12%
2016	# of Active Listings	417	427	479	580	556	573	719	648	848	678	478	318	22%	583	A	1%
	New Listings Taken in Month	544	575	850	896	965	957	964	828	1,046	707	452	301	8%	7,625	YTD	1%
	# of Pending Transactions	424	587	792	803	983	911	804	876	831	843	640	432	5%	7,011	YTD	-3%
	Months Supply of Inventory	1.0	0.7	0.6	0.7	0.6	0.6	0.9	0.7	1.0	0.8	0.7	0.7	16%	0.8	A	4%
	# of Closed Sales	350	371	545	654	760	852	775	781	701	728	703	639	3%	5,789	T	-2%
	Median Closed Price	618,450	644,950	640,000	637,250	641,250	666,500	650,000	625,000	630,000	625,000	615,000	635,000	10%	639,548	WA	15%

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**



## Seattle (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)	482	532	519	556	572	593	600	625	697	628	421	283	-33%	575	AVG	-31%
	New Listings Taken in Month	516	614	818	967	918	894	842	789	869	694	437	276	-10%	7,227	YTD	-4%
	# of Pending Transactions	557	605	897	952	928	893	832	765	790	744	601	354	3%	7,219	YTD	5%
	Months Supply of Inventory	0.9	0.9	0.6	0.6	0.6	0.7	0.7	0.8	0.9	0.8	0.7	0.8	-35%	0.7	AVG	
	# of Closed Sales	380	396	572	707	825	857	808	684	678	700	500	608	5%	5,907	YTD	7%
	Median Closed Price	517,500	520,000	535,000	552,500	559,950	575,000	575,500	575,000	571,000	555,000	598,000	600,000	10%	554,401	WA	13%
2014	Active Listings (EOM)	644	646	671	759	908	946	1,018	920	1,043	931	726	505	-11%	839	AVG	-7%
	New Listings Taken in Month	570	602	778	915	1,069	987	935	742	969	775	455	280	6%	7,567	YTD	-1%
	# of Pending Transactions	525	610	753	835	887	911	816	796	769	782	603	420	-3%	6,902	YTD	-3%
	Months Supply of Inventory	1.2	1.1	0.9	0.9	1.0	1.0	1.2	1.2	1.4	1.2	1.2	1.2	-9%	1.1	AVG	-4%
	# of Closed Sales	395	379	576	600	723	766	750	675	643	691	582	589	0%	5,507	YTD	-2%
	Median Closed Price	459,950	460,000	450,000	479,000	490,000	499,000	543,500	499,950	517,000	515,000	498,950	500,000	12%	490,366	WA	9%
2013	Active Listings (EOM)	635	687	713	767	919	1,028	1,085	1,127	1,177	1,075	834	609	-3%	904	AVG	-20%
	New Listings Taken in Month	522	645	812	903	1,042	1,024	934	879	914	726	442	281	8%	7,675	YTD	19%
	# of Pending Transactions	494	633	805	856	912	909	899	825	792	787	596	418	16%	7,125	YTD	15%
	Months Supply of Inventory	1.3	1.1	0.9	0.9	1.0	1.1	1.2	1.4	1.5	1.4	1.4	1.5	-17%	1.2	AVG	-31%
	# of Closed Sales	384	357	514	613	778	734	813	767	642	690	552	512	26%	5,602	YTD	23%
	Median Closed Price	395,900	420,000	462,375	453,500	460,000	458,000	465,000	457,000	461,000	475,500	455,000	450,000	8%	449,206	WA	10%
2012	Active Listings (EOM)	1,128	1,058	1,089	1,097	1,137	1,166	1,142	1,113	1,214	1,012	824	600	-33%	1,127	AVG	-37%
	New Listings Taken in Month	513	573	771	756	828	775	700	678	845	614	435	244	9%	6,439	YTD	-8%
	# of Pending Transactions	468	639	760	772	786	724	672	680	681	744	537	398	25%	6,182	YTD	11%
	Months Supply of Inventory	2.4	1.7	1.4	1.4	1.4	1.6	1.7	1.6	1.8	1.4	1.5	1.5	-46%	1.7	AVG	-43%
	# of Closed Sales	310	316	460	519	608	648	603	580	508	560	561	451	11%	4,552	YTD	11%
	Median Closed Price	350,500	365,000	397,000	425,000	425,500	425,000	425,000	411,750	425,000	419,950	425,000	420,540	8%	407,363	WA	6%
2011	Active Listings (EOM)	1,670	1,699	1,691	1,847	1,816	1,872	1,845	1,753	1,805	1,650	1,432	1,137	-32%	1,778	AVG	-25%
	New Listings Taken in Month	714	645	837	922	785	875	764	696	778	604	468	291	-20%	7,016	YTD	-20%
	# of Pending Transactions	460	566	695	654	710	669	605	641	546	565	499	416	3%	5,546	YTD	3%
	Months Supply of Inventory	3.6	3.0	2.4	2.8	2.6	2.8	3.0	2.7	3.3	2.9	2.9	2.7	-33%	2.9	AVG	-30%
	# of Closed Sales	281	293	483	481	497	584	504	512	456	434	399	421	32%	4,091	YTD	0%
	Median Closed Price	390,000	355,000	385,000	385,000	385,000	382,500	399,950	380,000	394,000	380,000	360,000	375,000	-5%	384,412	WA	-7%
2010	Active Listings (EOM)	1,771	1,991	2,218	2,438	2,451	2,512	2,673	2,679	2,637	2,439	2,124	1,621	13%	2,374	AVG	4%
	New Listings Taken in Month	874	919	1,215	1,278	817	941	922	832	973	813	536	342	-7%	8,771	YTD	2%
	# of Pending Transactions	469	607	842	892	549	553	483	474	531	571	445	374	-27%	5,400	YTD	-2%
	Months Supply of Inventory	3.8	3.3	2.6	2.7	4.5	4.5	5.5	5.7	5.0	4.3	4.8	4.3	55%	4.2	AVG	4%
	# of Closed Sales	334	313	527	523	611	560	497	391	346	403	378	459	-36%	4,102	YTD	7%
	Median Closed Price	415,000	399,000	390,000	414,500	420,000	410,000	440,000	420,000	414,500	417,000	398,125	390,000	1%	414,087	WA	4%

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**

## Seattle (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)	809	844	908	1,003	1,086	1,154	1,192	1,157	1,272	1,145	915	649	1,011	AVG
% of 12 Month Avg.	80%	84%	90%	99%	107%	114%	118%	114%	126%	113%	90%	64%		
New Listings Taken in Month	590	626	884	935	989	977	870	783	944	738	475	279	9,090	T
% of 12 Month Avg.	78%	83%	117%	123%	131%	129%	115%	103%	125%	97%	63%	37%		
# of Pending Transactions	487	584	790	809	852	827	747	727	711	729	575	401	8,239	T
% of 12 Month Avg.	71%	85%	115%	118%	124%	121%	109%	106%	104%	106%	84%	58%		
Months Supply of Inventory	1.7	1.4	1.1	1.2	1.3	1.4	1.6	1.6	1.8	1.6	1.6	1.6	1.5	AVG
% of 12 Month Avg.	111%	97%	77%	83%	85%	93%	107%	107%	120%	105%	106%	108%		
# of Closed Units	360	368	535	604	710	734	706	660	573	618	548	533	6,949	T
% of 12 Month Avg.	62%	64%	92%	104%	123%	127%	122%	114%	99%	107%	95%	92%		
Median Closed Price	525,160	535,093	553,138	564,425	572,563	575,950	580,745	561,870	566,250	564,745	558,643	556,154	559,561	AVG
% of 12 Month Avg.	94%	96%	99%	101%	102%	103%	104%	100%	101%	101%	100%	99%		

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