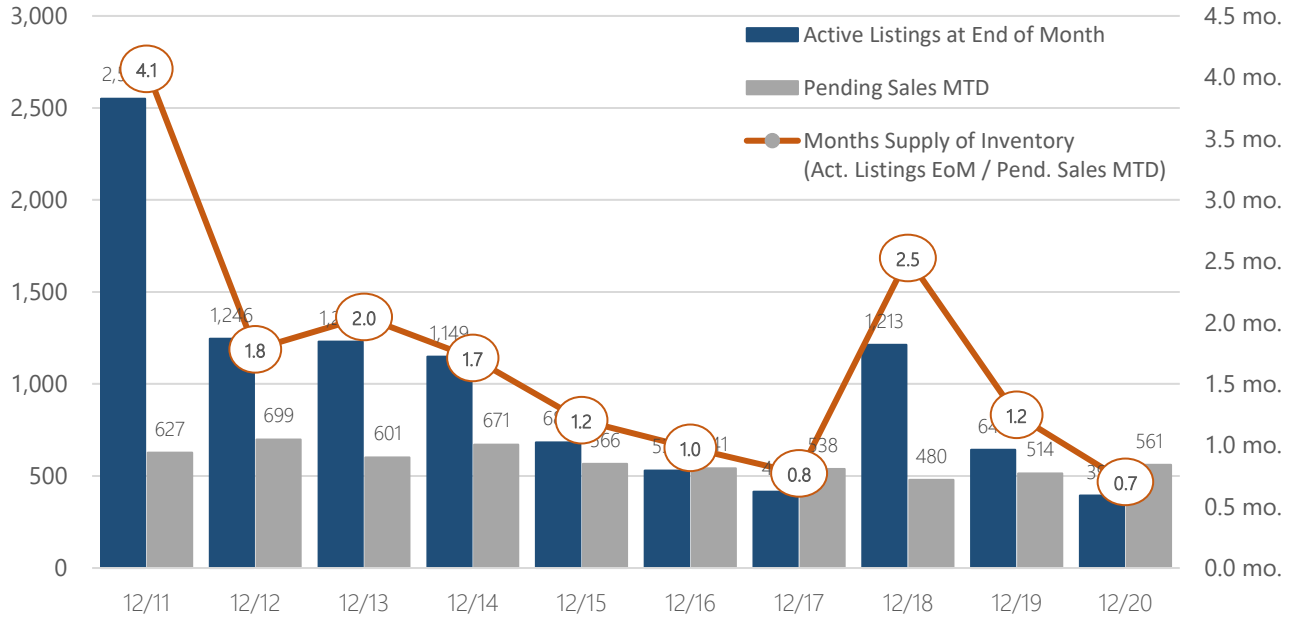


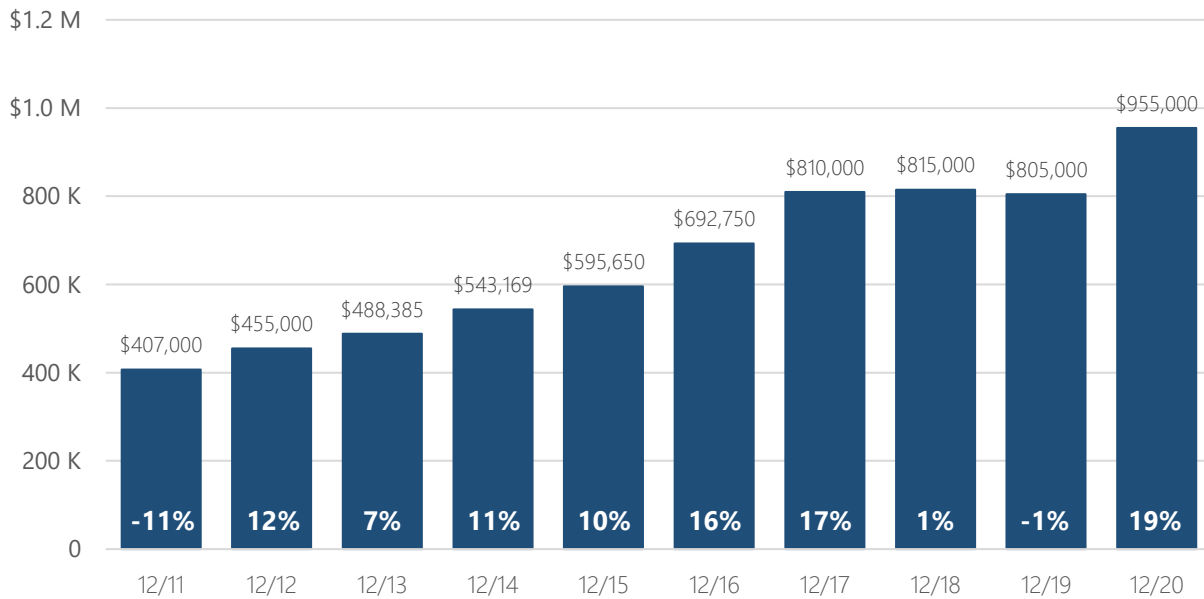
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



Median Closed Sales Price For Current Month Sold Properties



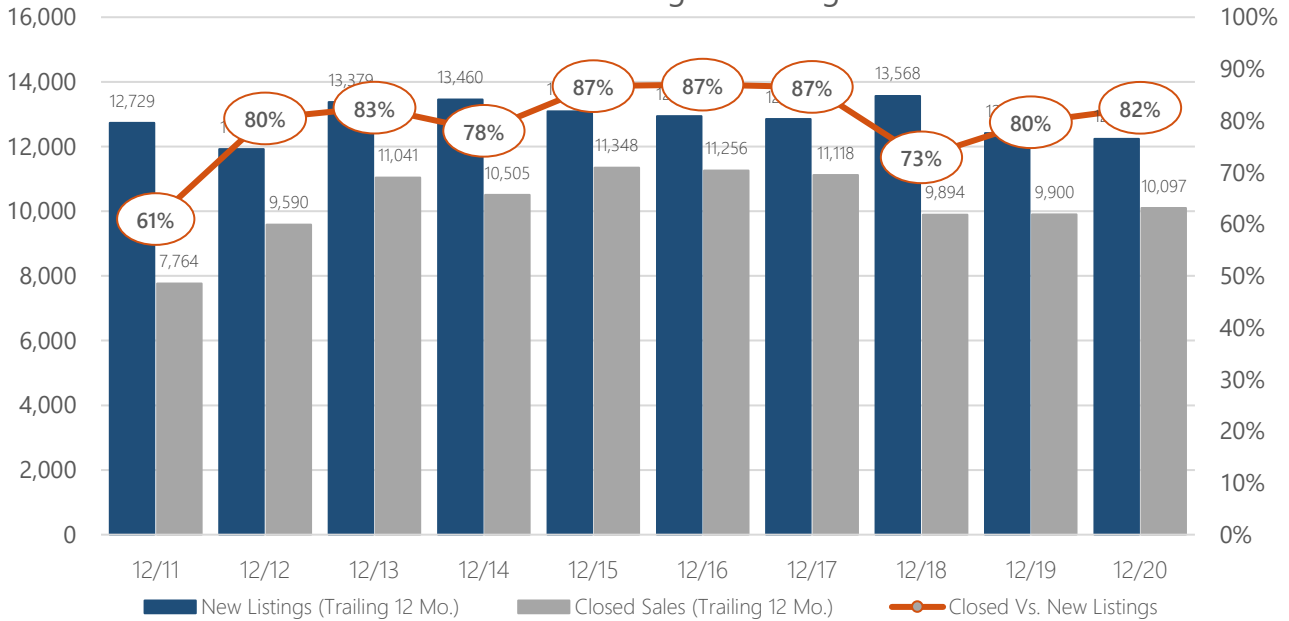
Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

Eastside (All Areas)

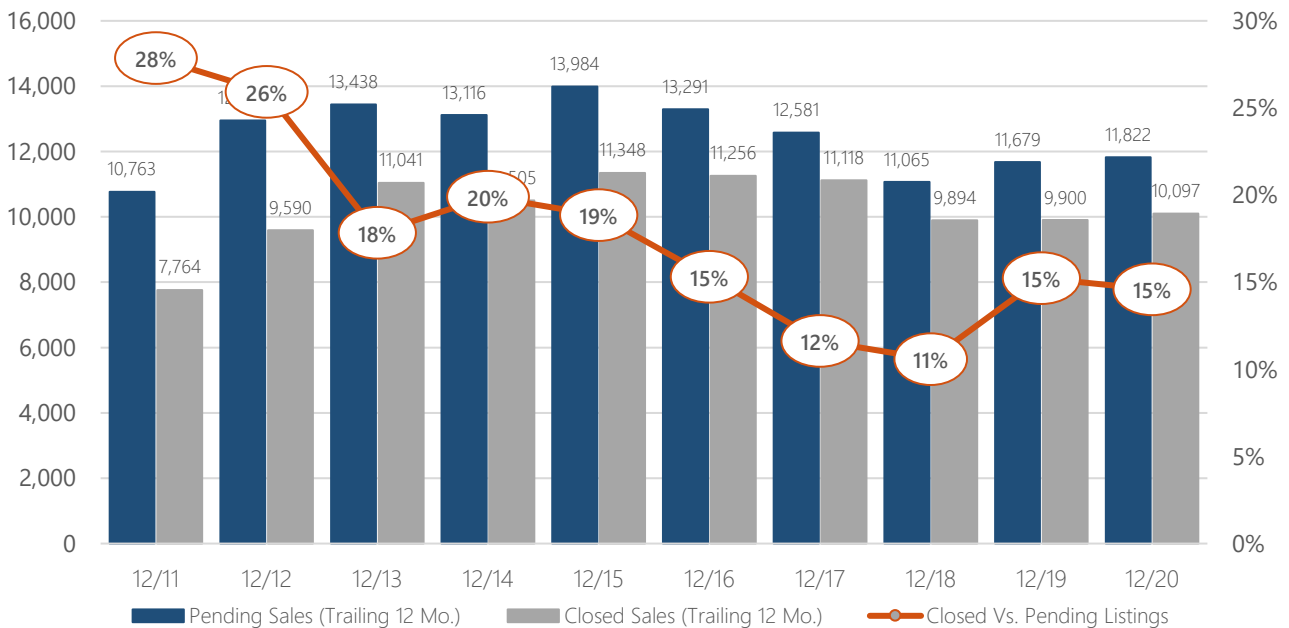
RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close

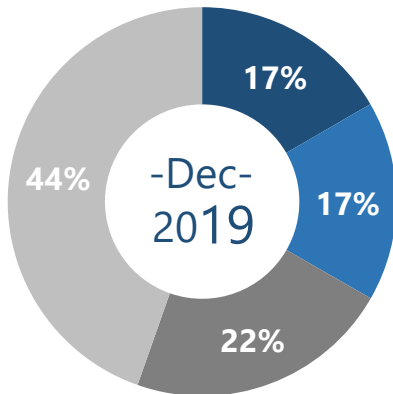


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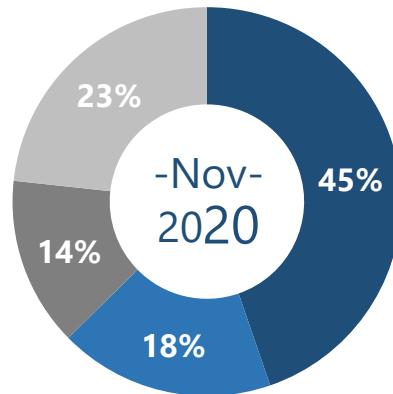
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

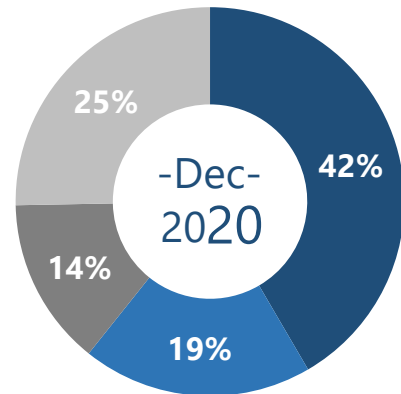
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH

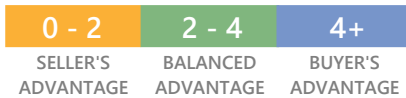


CURRENT MONTH

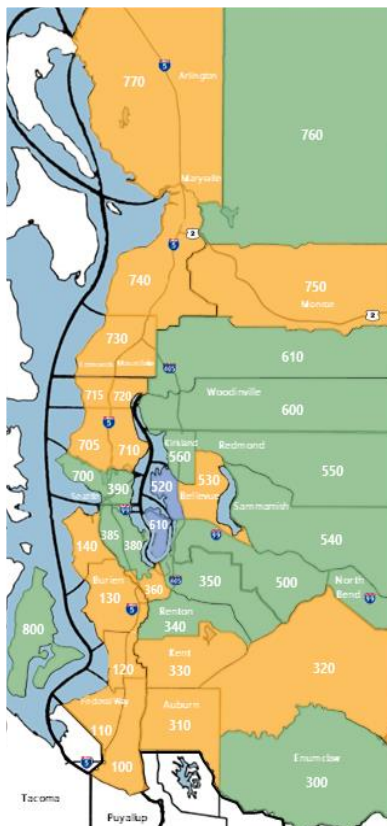
DECEMBER 2020	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	5	14	28	70
NUMBER OF SALES IN MONTH	378	174	127	230
MEDIAN DIFFERENCE FROM LIST PRICE	6%	0%	-2%	N/A

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

Area	Months Inventory			Area	Months Inventory		
	2018	2019	2020		2018	2019	2020
100	1.9	0.8	0.2	530	1.9	0.8	0.6
110	1.4	0.5	0.3	540	2.3	1.2	0.6
120	1.7	1.1	0.4	550	2.4	1.0	0.3
130	1.8	1.1	0.6	560	3.0	1.5	0.9
140	1.9	1.2	0.7	600	2.3	0.9	0.5
300	2.6	1.1	0.3	610	2.2	0.9	0.4
310	1.1	1.0	0.4	700	3.5	1.8	1.5
320	1.7	1.6	0.4	705	1.8	0.9	1.0
330	1.4	0.7	0.3	710	1.6	1.2	1.0
340	2.3	0.7	0.3	715	2.0	1.7	0.4
350	2.3	0.8	0.4	720	1.8	0.6	0.5
360	1.7	0.9	0.7	730	1.4	0.9	0.3
380	2.0	1.3	1.6	740	1.7	1.0	0.3
385	2.2	2.4	1.5	750	1.9	1.3	0.5
390	2.4	1.6	1.8	760		1.2	0.4
500	2.4	1.2	0.6	770	1.6	1.0	0.4
510	4.2	4.2	1.4	800	3.2	3.2	1.2
520	4.3	2.3	1.5				



2 YEARS AGO



1 YEAR AGO



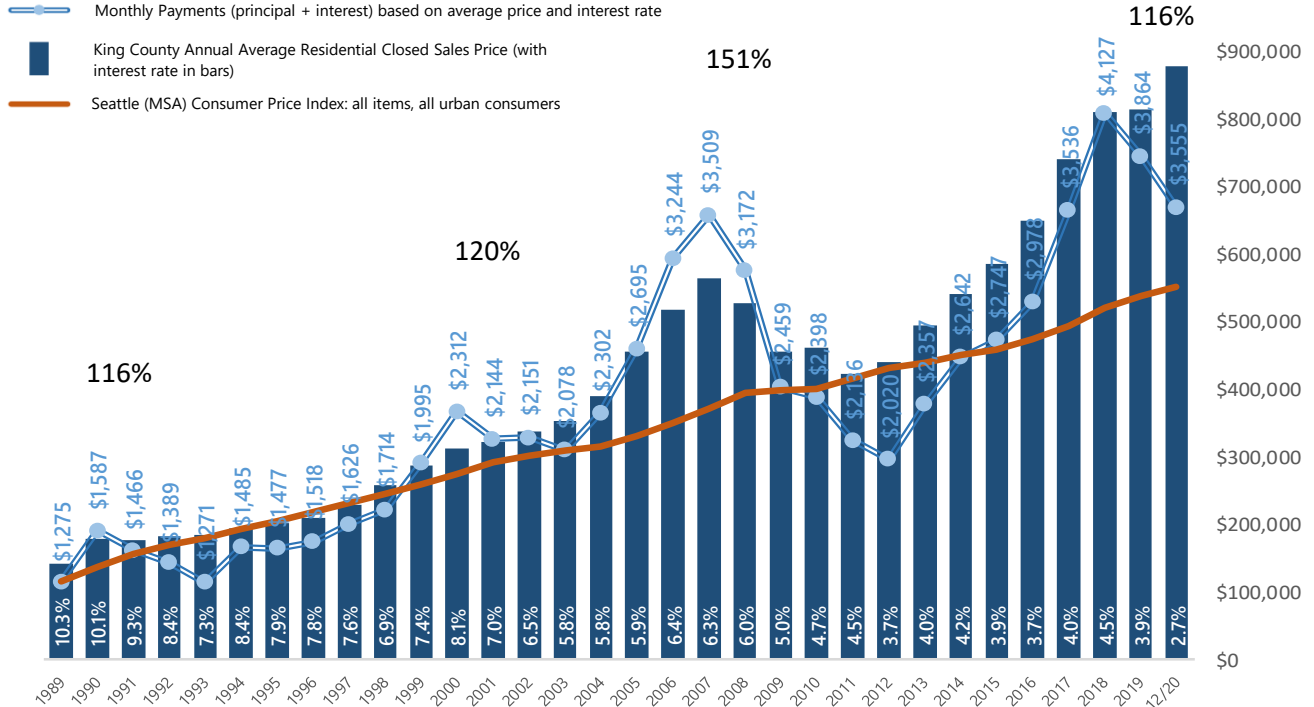
CURRENT YEAR



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 & CONDOMINIUM

The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
December, 2020	\$955,000	2.68%	\$3,863
December, 2019	\$805,000	3.72%	\$3,714
	\$150,000	-1.04%	\$149 Per Month \$1,788 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	102.5%	102.0%	604	66.4%
15 - 30	98.8%	99.9%	106	11.7%
31 - 60	95.7%	97.4%	105	11.6%
61 - 90	94.6%	98.5%	39	4.3%
90+	96.7%	100.0%	55	6.1%
Totals			909	100.0%

Eastside (All Areas)
RESIDENTIAL & CONDOMINIUM
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	4	4	1	3	5	3	3	8	4	6	5	4	50
\$250,000 to \$499,999	84	97	119	87	58	100	136	148	122	153	121	118	1,343
\$500,000 to \$749,999	102	116	156	145	130	167	209	188	212	194	161	127	1,907
\$750,000 to \$999,999	103	125	164	181	150	242	268	276	288	317	234	243	2,591
\$1,000,000 to \$1,499,999	81	101	167	140	138	210	273	285	246	322	256	218	2,437
\$1,500,000 to \$2,499,999	32	60	89	59	47	102	123	120	154	190	134	150	1,260
\$2,500,000 and above	12	26	25	16	9	35	36	52	55	77	55	49	447
Grand Total	418	529	721	631	537	859	1,048	1,077	1,081	1,259	966	909	10,035

2019

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	11	4	8	16	11	7	11	15	8	14	10	11	126
\$250,000 to \$499,999	86	98	108	150	169	128	137	139	123	136	122	138	1,534
\$500,000 to \$749,999	101	143	172	230	291	231	240	226	184	197	163	172	2,350
\$750,000 to \$999,999	116	106	181	207	277	299	266	260	188	187	216	176	2,479
\$1,000,000 to \$1,499,999	98	102	158	173	242	248	219	203	159	157	152	136	2,047
\$1,500,000 to \$2,499,999	39	46	65	86	104	101	101	103	65	80	75	83	948
\$2,500,000 and above	7	15	28	29	42	54	40	27	21	28	29	35	355
Grand Total	458	514	720	891	1,136	1,068	1,014	973	748	799	767	751	9,839

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-64%	0%	-87%	-81%	-55%	-57%	-73%	-47%	-50%	-57%	-50%	-64%	-60%
\$250,000 to \$499,999	-2%	-1%	10%	-42%	-66%	-22%	-1%	6%	-1%	13%	-1%	-14%	-12%
\$500,000 to \$749,999	1%	-19%	-9%	-37%	-55%	-28%	-13%	-17%	15%	-2%	-1%	-26%	-19%
\$750,000 to \$999,999	-11%	18%	-9%	-13%	-46%	-19%	1%	6%	53%	70%	8%	38%	5%
\$1,000,000 to \$1,499,999	-17%	-1%	6%	-19%	-43%	-15%	25%	40%	55%	105%	68%	60%	19%
\$1,500,000 to \$2,499,999	-18%	30%	37%	-31%	-55%	1%	22%	17%	137%	138%	79%	81%	33%
\$2,500,000 and above	71%	73%	-11%	-45%	-79%	-35%	-10%	93%	162%	175%	90%	40%	26%
Grand Total	-9%	3%	0%	-29%	-53%	-20%	3%	11%	45%	58%	26%	21%	2%

Eastside (All Areas)

Statistics To Know

Residential

	December, 2020	December, 2019	Difference	% Change
Months Supply of Inventory	0.5	1.4	-0.8	-62%
Active Listings at End of Month	188	499	-311	-62%
Pending Sales MTD	358	364	-6	-2%
Pending Sales (Trailing 12 Months)	8,693	8,730	-37	0%
Closed Sales MTD	662	524	138	26%
Closed Sales (Trailing 12 Months)	7,462	7,403	59	1%
Closed Sales Price (Median)	\$1,113,765	\$949,000	\$164,765	17%
30-Year-Fixed-Rate Mortgage Rate	2.7%	3.7%	-1.0%	-28%
Monthly Payments (P&I)	\$4,506	\$4,379	\$127	3%

Condominium

	December, 2020	December, 2019	Difference	% Change
Months Supply of Inventory	1.0	1.0	0.1	6%
Active Listings at End of Month	206	143	63	44%
Pending Sales MTD	203	150	53	35%
Pending Sales (Trailing 12 Months)	3,129	2,949	180	6%
Closed Sales MTD	253	229	24	10%
Closed Sales (Trailing 12 Months)	2,635	2,497	138	6%
Closed Sales Price (Median)	\$550,000	\$458,000	\$92,000	20%
30-Year-Fixed-Rate Mortgage Rate	2.7%	3.7%	-1.0%	-28%
Monthly Payments (P&I)	\$2,225	\$2,113	\$112	5%

Residential & Condominium

	December, 2020	December, 2019	Difference	% Change
Months Supply of Inventory	0.7	1.2	-0.5	-44%
Active Listings at End of Month	394	642	-248	-39%
Pending Sales MTD	561	514	47	9%
Pending Sales (Trailing 12 Months)	11,822	11,679	143	1%
Closed Sales MTD	915	753	162	22%
Closed Sales (Trailing 12 Months)	10,097	9,900	197	2%
Closed Sales Price (Median)	\$955,000	\$805,000	\$150,000	19%
30-Year-Fixed-Rate Mortgage Rates	2.7%	3.7%	-1.0%	-28%
Monthly Payments (P&I)	\$3,863	\$3,714	\$149	4%

Eastside (All Areas) RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2020	Active Listings (EOM)	664	666	893	1,037	1,131	1,120	1,156	1,111	969	876	623	394	-39%	887	AVG	-41%
	New Listings Taken in Month	766	898	1,225	781	1,100	1,292	1,358	1,335	1,250	1,160	648	426	50%	12,239	YTD	-1%
	# of Pending Transactions	733	891	884	626	987	1,238	1,267	1,318	1,303	1,208	806	561	9%	11,822	YTD	1%
	Months Supply of Inventory	0.9	0.7	1.0	1.7	1.1	0.9	0.9	0.8	0.7	0.7	0.8	0.7	-44%	0.9	AVG	-41%
	# of Closed Sales	421	533	726	633	543	859	1,059	1,078	1,091	1,257	982	915	22%	10,097	YTD	2%
	Median Closed Price	780,000	829,300	854,950	851,000	865,000	900,000	920,000	911,514	915,000	960,000	950,000	955,000	19%	894,157	WA	8%
2019	Active Listings (EOM)	1,265	1,294	1,502	1,564	1,942	2,022	1,921	1,786	1,713	1,488	1,002	642	-47%	1,512	AVG	13%
	New Listings Taken in Month	821	774	1,433	1,405	1,764	1,376	1,160	992	1,063	877	472	284	7%	12,421	YTD	-8%
	# of Pending Transactions	699	701	1,206	1,330	1,309	1,147	1,106	957	931	943	836	514	7%	11,679	YTD	6%
	Months Supply of Inventory	1.8	1.8	1.2	1.2	1.5	1.8	1.7	1.9	1.8	1.6	1.2	1.2	-51%	1.6	AVG	1%
	# of Closed Sales	461	518	726	892	1,162	1,072	1,021	973	752	801	769	753	15%	9,900	YTD	0%
	Median Closed Price	800,000	768,975	825,000	819,500	824,450	875,000	849,950	843,000	830,000	810,000	830,000	805,000	-1%	824,204	WA	-1%
2018	Active Listings (EOM)	485	543	698	874	1,230	1,527	1,702	1,960	2,161	2,016	1,669	1,213	192%	1,340	AVG	62%
	New Listings Taken in Month	697	857	1,325	1,299	1,806	1,619	1,356	1,339	1,315	999	633	323	-4%	13,568	YTD	6%
	# of Pending Transactions	636	780	1,136	1,089	1,367	1,228	1,016	955	857	828	693	480	-11%	11,065	YTD	-12%
	Months Supply of Inventory	0.8	0.7	0.6	0.8	0.9	1.2	1.7	2.1	2.5	2.4	2.4	2.5	228%	1.6	AVG	97%
	# of Closed Sales	520	529	785	904	1,021	1,185	1,041	971	769	842	671	656	-21%	9,894	YTD	-11%
	Median Closed Price	786,425	845,319	831,000	835,500	859,950	860,000	831,662	836,778	800,000	812,530	825,000	815,000	1%	828,810	WA	10%
2017	Active Listings (EOM)	538	536	735	746	880	1,044	1,158	1,071	1,155	954	679	415	-22%	826	AVG	-21%
	New Listings Taken in Month	725	754	1,268	1,199	1,521	1,578	1,421	1,280	1,179	960	627	336	-4%	12,848	YTD	-1%
	# of Pending Transactions	684	755	1,084	1,170	1,376	1,367	1,292	1,302	1,093	1,078	842	538	-1%	12,581	YTD	-5%
	Months Supply of Inventory	0.8	0.7	0.7	0.6	0.6	0.8	0.9	0.8	1.1	0.9	0.8	0.8	-21%	0.8	AVG	-17%
	# of Closed Sales	575	502	772	828	1,072	1,225	1,114	1,222	1,065	1,015	900	828	5%	11,118	YTD	-1%
	Median Closed Price	700,000	692,500	736,500	748,944	753,750	802,000	775,000	750,000	740,000	750,000	745,000	810,000	17%	751,758	WA	16%
2016	# of Active Listings	742	788	932	1,123	1,130	1,341	1,493	1,371	1,352	1,059	756	530	-22%	1,051	A	-21%
	New Listings Taken in Month	759	929	1,301	1,403	1,405	1,631	1,403	1,195	1,191	823	553	349	-20%	12,942	YTD	-4%
	# of Pending Transactions	749	967	1,176	1,251	1,451	1,412	1,267	1,275	1,214	1,137	851	541	-4%	13,291	YTD	-5%
	Months Supply of Inventory	1.0	0.8	0.8	0.9	0.8	0.9	1.2	1.1	1.1	0.9	0.9	1.0	-19%	0.9	A	-17%
	# of Closed Sales	551	543	801	937	1,030	1,247	1,183	1,160	1,013	1,051	950	790	-7%	11,256	T	-1%
	Median Closed Price	585,000	630,000	616,100	625,000	665,181	658,000	662,500	667,250	650,000	665,900	650,000	692,750	16%	648,484	WA	13%

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

Eastside (All Areas) RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2015	Active Listings (EOM)	1,147	1,235	1,268	1,425	1,577	1,629	1,659	1,594	1,472	1,277	921	682	-41%	1,324	AVG	-21%
	New Listings Taken in Month	778	1,034	1,263	1,463	1,530	1,510	1,362	1,209	1,073	964	531	375	-14%	13,092	YTD	-3%
	# of Pending Transactions	825	1,030	1,351	1,386	1,481	1,471	1,383	1,303	1,208	1,111	869	566	-16%	13,984	YTD	7%
	Months Supply of Inventory	1.4	1.2	0.9	1.0	1.1	1.1	1.2	1.2	1.2	1.1	1.1	1.2	-30%	1.1	AVG	
	# of Closed Sales	550	569	881	970	1,087	1,268	1,230	1,144	1,053	995	753	848	1%	11,348	YTD	8%
	Median Closed Price	550,000	539,950	542,995	575,000	591,000	592,500	600,000	600,000	580,000	560,000	560,000	595,650	10%	574,734	WA	8%
2014	Active Listings (EOM)	1,194	1,265	1,368	1,474	1,820	1,974	2,189	2,284	2,087	1,893	1,499	1,149	-7%	1,683	AVG	3%
	New Listings Taken in Month	792	904	1,232	1,373	1,661	1,470	1,538	1,305	1,093	1,015	640	437	0%	13,460	YTD	1%
	# of Pending Transactions	867	876	1,186	1,309	1,401	1,315	1,262	1,157	1,123	1,070	879	671	12%	13,116	YTD	-2%
	Months Supply of Inventory	1.4	1.4	1.2	1.1	1.3	1.5	1.7	2.0	1.9	1.8	1.7	1.7	-16%	1.6	AVG	4%
	# of Closed Sales	543	537	730	879	1,020	1,053	1,180	1,057	960	946	762	838	2%	10,505	YTD	-5%
	Median Closed Price	495,000	482,500	495,000	515,000	535,000	559,900	574,500	548,000	540,500	530,000	544,995	543,169	11%	531,658	WA	8%
2013	Active Listings (EOM)	1,263	1,259	1,292	1,422	1,661	1,844	2,015	2,147	2,092	1,836	1,521	1,230	-1%	1,632	AVG	-24%
	New Listings Taken in Month	912	972	1,162	1,333	1,526	1,451	1,470	1,399	1,105	961	650	438	-6%	13,379	YTD	12%
	# of Pending Transactions	944	1,047	1,229	1,319	1,386	1,338	1,328	1,263	1,062	1,091	830	601	-14%	13,438	YTD	4%
	Months Supply of Inventory	1.3	1.2	1.1	1.1	1.2	1.4	1.5	1.7	2.0	1.7	1.8	2.0	15%	1.5	AVG	-26%
	# of Closed Sales	619	605	823	909	1,077	1,069	1,153	1,172	1,007	978	807	822	3%	11,041	YTD	15%
	Median Closed Price	439,000	450,000	479,000	490,000	499,000	516,000	520,500	525,000	497,700	500,000	485,000	488,385	7%	492,057	WA	12%
2012	Active Listings (EOM)	2,514	2,412	2,291	2,329	2,360	2,334	2,322	2,323	2,181	1,821	1,570	1,246	-51%	2,142	AVG	-39%
	New Listings Taken in Month	851	943	1,187	1,249	1,264	1,225	1,152	1,141	947	864	634	465	1%	11,922	YTD	-6%
	# of Pending Transactions	805	1,015	1,304	1,232	1,303	1,194	1,151	1,126	1,060	1,202	855	699	11%	12,946	YTD	20%
	Months Supply of Inventory	3.1	2.4	1.8	1.9	1.8	2.0	2.0	2.1	2.1	1.5	1.8	1.8	-56%	2.0	AVG	-49%
	# of Closed Sales	496	519	715	786	873	948	940	994	844	873	801	801	33%	9,590	YTD	24%
	Median Closed Price	399,000	360,000	406,000	429,190	440,000	452,750	452,500	459,125	453,400	441,982	479,950	455,000	12%	438,003	WA	2%
2011	Active Listings (EOM)	3,372	3,402	3,557	3,694	3,839	3,932	3,921	3,796	3,634	3,340	2,979	2,551	-23%	3,501	AVG	-19%
	New Listings Taken in Month	1,036	991	1,299	1,308	1,370	1,358	1,256	1,057	1,026	892	677	459	-22%	12,729	YTD	-14%
	# of Pending Transactions	700	838	994	1,002	1,045	995	1,015	959	873	911	804	627	5%	10,763	YTD	12%
	Months Supply of Inventory	4.8	4.1	3.6	3.7	3.7	4.0	3.9	4.0	4.2	3.7	3.7	4.1	-27%	3.9	AVG	-30%
	# of Closed Sales	435	435	623	655	734	808	724	786	703	588	669	604	-1%	7,764	YTD	13%
	Median Closed Price	430,000	430,000	435,000	430,000	425,000	444,500	445,000	440,000	438,500	415,000	412,000	407,000	-11%	429,669	WA	-6%
2010	Active Listings (EOM)	3,742	3,944	4,173	4,404	4,565	4,724	4,992	4,899	4,825	4,454	3,926	3,325	-4%	4,331	AVG	-8%
	New Listings Taken in Month	1,462	1,303	1,605	1,605	1,249	1,352	1,445	1,177	1,185	1,019	771	587	-4%	14,760	YTD	0%
	# of Pending Transactions	723	835	1,106	1,187	751	749	734	738	713	742	718	598	4%	9,594	YTD	9%
	Months Supply of Inventory	5.2	4.7	3.8	3.7	6.1	6.3	6.8	6.6	6.8	6.0	5.5	5.6	-8%	5.6	AVG	-18%
	# of Closed Sales	379	409	669	689	678	805	580	595	496	519	416	612	3%	6,847	YTD	11%
	Median Closed Price	445,000	437,500	444,000	425,000	445,000	480,000	491,500	467,500	465,500	465,000	452,871	459,745	-1%	457,254	WA	1%

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

Eastside (All Areas)
RESIDENTIAL & CONDOMINIUM

MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2010 - 2019

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	1,626	1,668	1,782	1,906	2,100	2,237	2,337	2,323	2,267	2,014	1,652	1,298	1,934	AVG
% of 12 Month Avg.	84%	86%	92%	99%	109%	116%	121%	120%	117%	104%	85%	67%		
New Listings Taken in Month	883	946	1,308	1,364	1,510	1,457	1,356	1,209	1,118	937	619	405	13,112	T
% of 12 Month Avg.	81%	87%	120%	125%	138%	133%	124%	111%	102%	86%	57%	37%		
# of Pending Transactions	763	884	1,177	1,228	1,287	1,222	1,155	1,104	1,013	1,011	818	584	12,246	T
% of 12 Month Avg.	75%	87%	115%	120%	126%	120%	113%	108%	99%	99%	80%	57%		
Months Supply of Inventory	2.1	1.9	1.5	1.6	1.6	1.8	2.0	2.1	2.2	2.0	2.0	2.2	1.9	AVG
% of 12 Month Avg.	110%	98%	78%	80%	85%	95%	105%	109%	116%	103%	105%	115%		
# of Closed Units	513	517	753	845	975	1,068	1,017	1,007	866	861	750	755	9,926	T
% of 12 Month Avg.	62%	62%	91%	102%	118%	129%	123%	122%	105%	104%	91%	91%		
Median Closed Price	562,943	563,674	581,060	589,313	603,833	624,065	620,311	613,665	599,560	595,041	598,482	607,170	596,593	AVG
% of 12 Month Avg.	94%	94%	97%	99%	101%	105%	104%	103%	100%	100%	100%	102%		

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