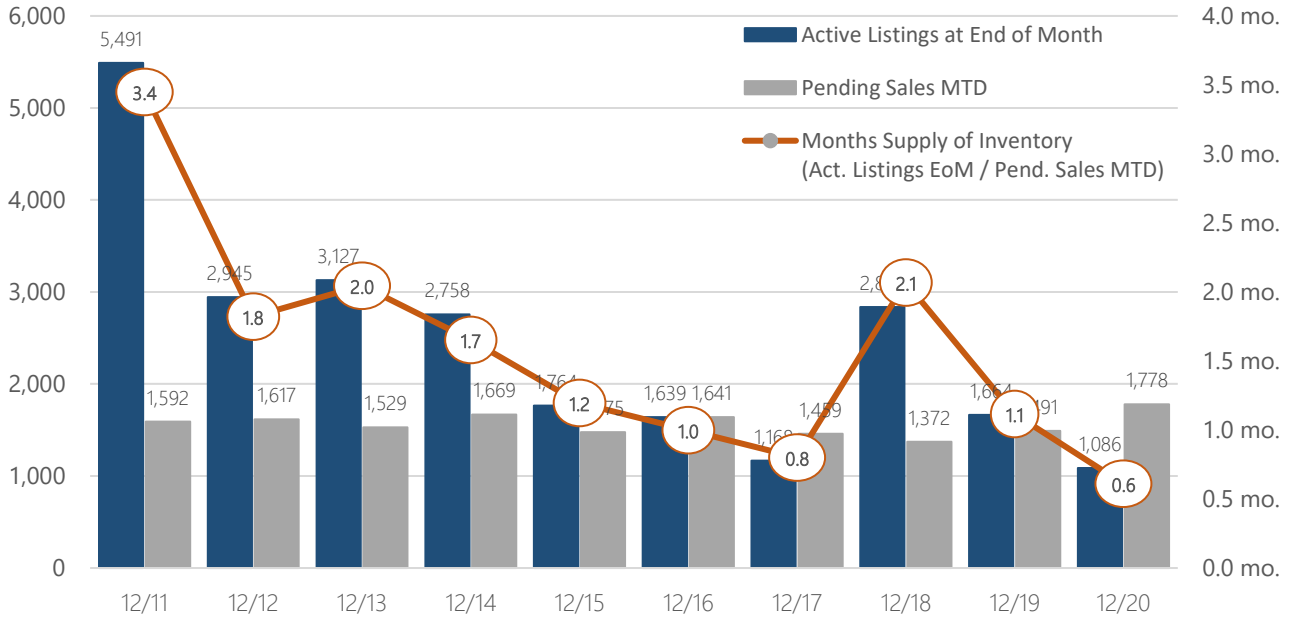
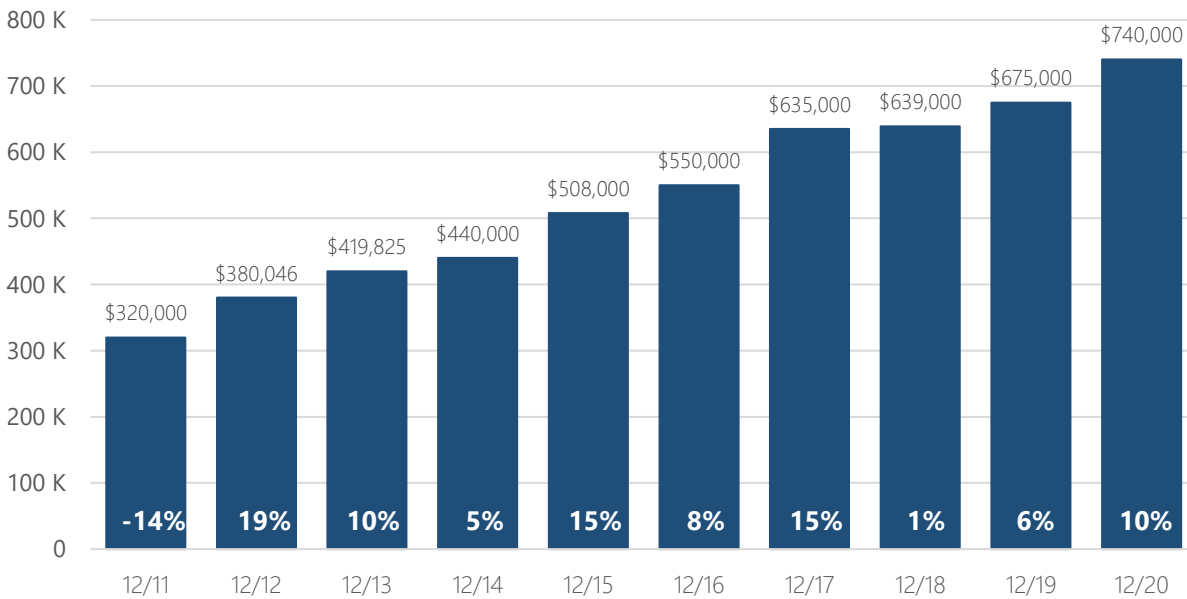


**All King County
RESIDENTIAL ONLY**

Active, Pending, & Months Supply of Inventory



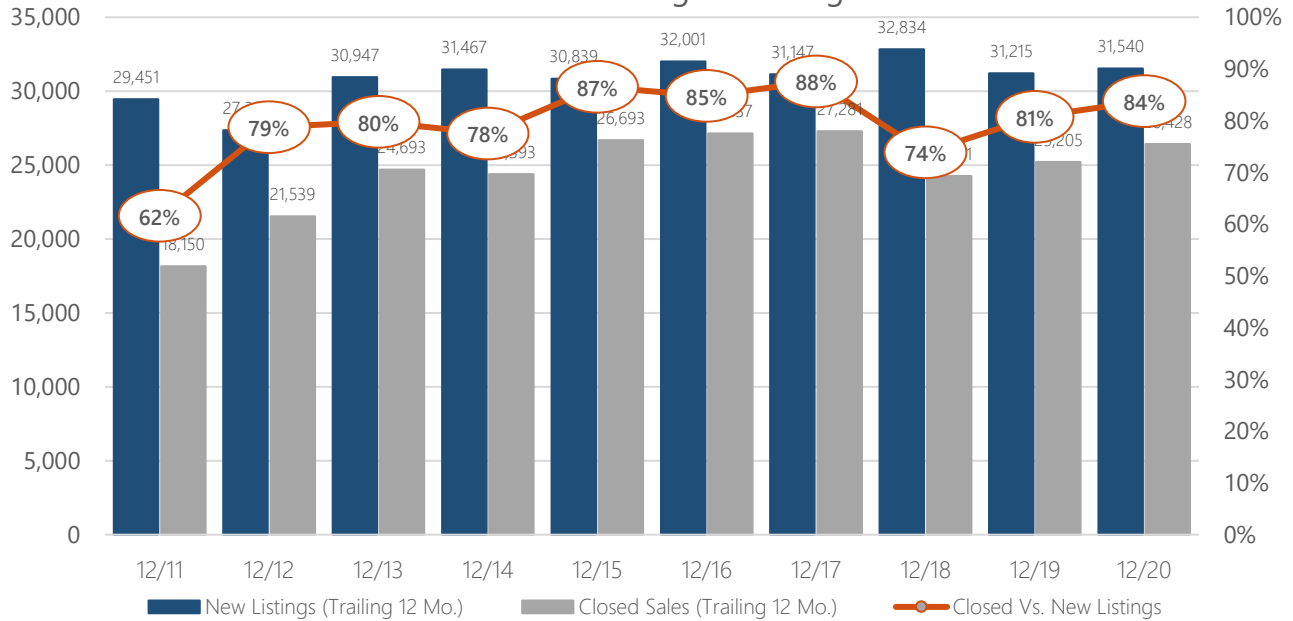
Median Closed Sales Price For Current Month Sold Properties



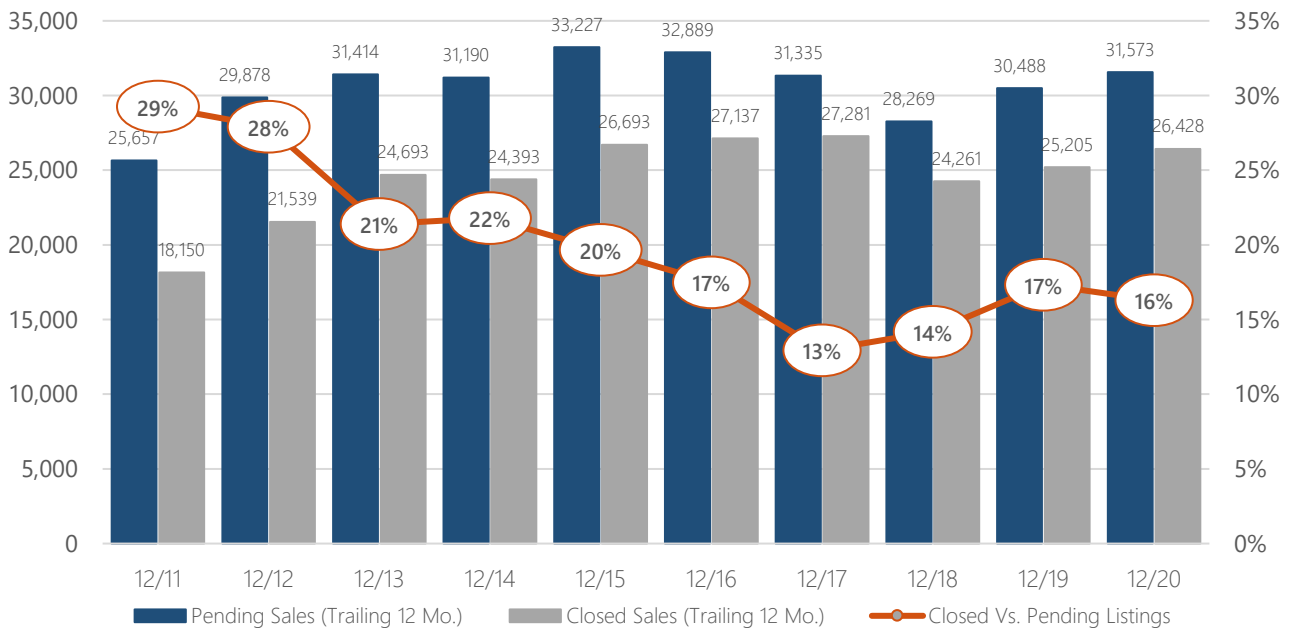
Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

All King County RESIDENTIAL ONLY

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



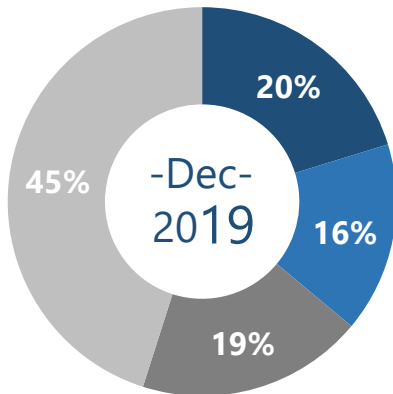
Percentage of Pending Sales that do not Close



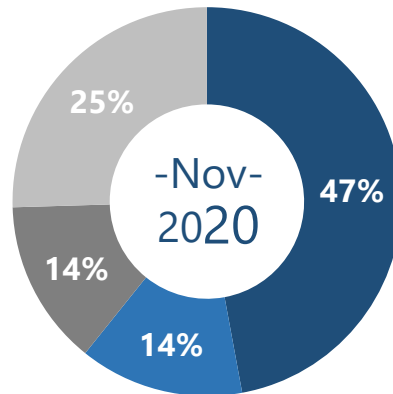
All King County

RESIDENTIAL ONLY

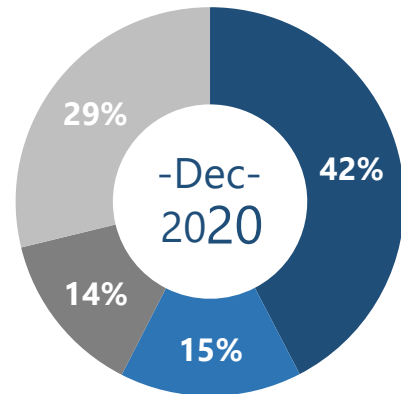
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

DECEMBER 2020

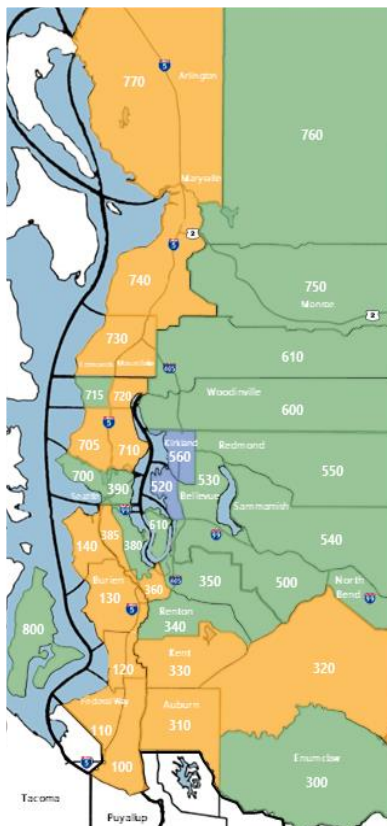
	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	6	12	23	63
NUMBER OF SALES IN MONTH	1,036	370	335	704
MEDIAN DIFFERENCE FROM LIST PRICE	5%	0%	-2%	N/A

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

0 - 2	2 - 4	4+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Area	Months Inventory			Area	Months Inventory		
	2018	2019	2020		2018	2019	2020
100	1.9	0.9	0.2	530	2.1	0.9	0.4
110	1.7	0.4	0.3	540	2.4	1.3	0.5
120	2.0	0.9	0.4	550	2.5	0.9	0.2
130	1.9	1.1	0.7	560	4.1	1.6	0.6
140	1.8	1.1	0.6	600	2.7	0.9	0.4
300	2.7	1.1	0.3	610	2.1	0.9	0.4
310	1.2	1.1	0.4	700	3.5	1.4	0.8
320	1.8	1.6	0.4	705	1.6	0.8	0.7
330	1.5	0.7	0.3	710	1.5	1.0	0.8
340	2.4	0.8	0.4	715	2.1	1.6	0.2
350	2.4	0.8	0.4	720	1.8	0.5	0.5
360	1.7	0.9	0.7	730	1.4	0.9	0.2
380	2.0	1.1	1.5	740	1.6	1.0	0.3
385	2.0	2.2	1.5	750	2.0	1.4	0.6
390	2.4	1.2	1.4	760	2.2	1.2	0.4
500	2.3	1.7	0.6	770	1.7	1.1	0.3
510	3.9	4.8	1.1	800	3.2	3.2	1.1
520	4.4	2.7	0.9				

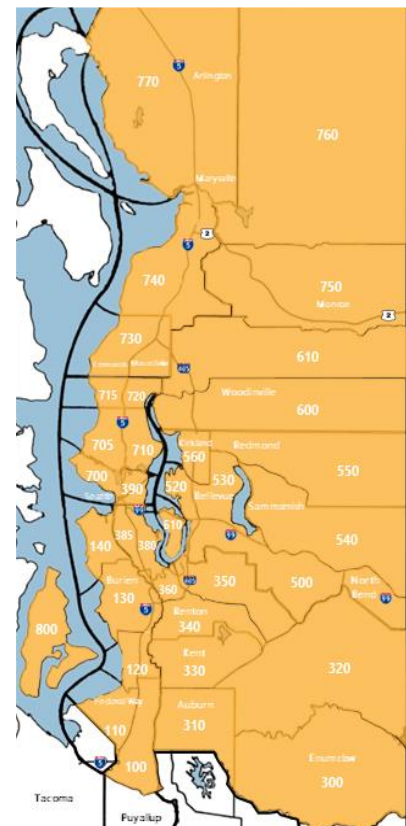
2 YEARS AGO



1 YEAR AGO



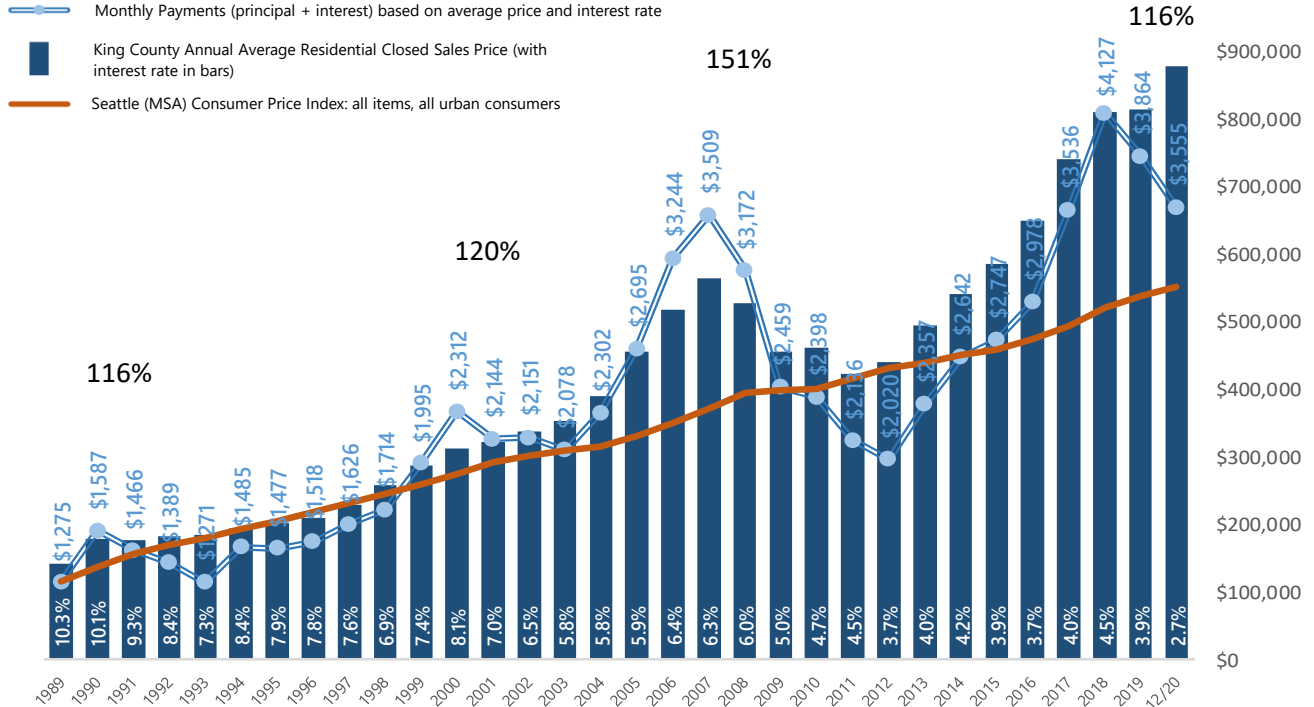
CURRENT YEAR



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



All King County

RESIDENTIAL ONLY

The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
December, 2020	\$740,000	2.68%	\$2,994
December, 2019	\$675,000	3.72%	\$3,115
	\$65,000	-1.04%	-\$121 Per Month -\$1,451 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%	102.1%	1586	64.9%
15 - 30	98.1%	99.4%	354	14.5%
31 - 60	95.4%	98.6%	265	10.8%
61 - 90	94.1%	98.9%	114	4.7%
90+	93.8%	99.4%	126	5.2%
Totals			2445	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	7	7	9	96
\$250,000 to \$499,999	355	316	364	340	381	453	535	440	431	510	419	431	4,975
\$500,000 to \$749,999	481	509	605	538	573	756	897	951	963	1,003	799	802	8,877
\$750,000 to \$999,999	240	266	394	385	345	531	596	618	683	715	518	564	5,855
\$1,000,000 to \$1,499,999	139	178	278	243	220	337	474	489	433	489	402	375	4,057
\$1,500,000 to \$2,499,999	60	76	148	94	84	169	193	196	248	227	187	199	1,881
\$2,500,000 and above	18	29	33	23	16	50	45	70	70	76	59	65	554
Grand Total	1,301	1,384	1,828	1,630	1,627	2,305	2,750	2,775	2,832	3,027	2,391	2,445	26,295

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	165
\$250,000 to \$499,999	407	378	447	529	566	661	680	650	558	600	522	428	6,426
\$500,000 to \$749,999	394	506	601	688	874	850	850	839	640	728	687	682	8,339
\$750,000 to \$999,999	207	258	337	448	557	565	540	510	366	440	402	366	4,996
\$1,000,000 to \$1,499,999	140	174	232	287	382	390	350	330	253	265	243	214	3,260
\$1,500,000 to \$2,499,999	54	63	99	135	168	162	149	144	108	131	117	117	1,447
\$2,500,000 and above	13	17	35	40	50	61	49	39	29	37	42	53	465
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	25,098

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%	-61%	-46%	-47%	-42%
\$250,000 to \$499,999	-13%	-16%	-19%	-36%	-33%	-31%	-21%	-32%	-23%	-15%	-20%	1%	-23%
\$500,000 to \$749,999	22%	1%	1%	-22%	-34%	-11%	6%	13%	50%	38%	16%	18%	6%
\$750,000 to \$999,999	16%	3%	17%	-14%	-38%	-6%	10%	21%	87%	62%	29%	54%	17%
\$1,000,000 to \$1,499,999	-1%	2%	20%	-15%	-42%	-14%	35%	48%	71%	85%	65%	75%	24%
\$1,500,000 to \$2,499,999	11%	21%	49%	-30%	-50%	4%	30%	36%	130%	73%	60%	70%	30%
\$2,500,000 and above	38%	71%	-6%	-42%	-68%	-18%	-8%	79%	141%	105%	40%	23%	19%
Grand Total	6%	-2%	3%	-24%	-38%	-15%	5%	10%	44%	36%	18%	30%	5%

All King County Statistics To Know Residential

	December, 2020	December, 2019	Difference	% Change
Months Supply of Inventory	0.6	1.1	-0.5	-45%
Active Listings at End of Month	1,086	1,664	-578	-35%
Pending Sales MTD	1,778	1,491	287	19%
Pending Sales (Trailing 12 Months)	31,573	30,488	1,085	4%
Closed Sales MTD	2,448	1,880	568	30%
Closed Sales (Trailing 12 Months)	26,428	25,205	1,223	5%
Closed Sales Price (Median)	\$740,000	\$675,000	\$65,000	10%
30-Year-Fixed-Rate Mortgage Rate	2.7%	3.7%	-1.0%	-28%
Monthly Payments (P&I)	\$2,994	\$3,115	-\$121	-4%

Condominium

	December, 2020	December, 2019	Difference	% Change
Months Supply of Inventory	1.5	1.5	0.0	3%
Active Listings at End of Month	863	596	267	45%
Pending Sales MTD	573	407	166	41%
Pending Sales (Trailing 12 Months)	8,338	7,928	410	5%
Closed Sales MTD	648	536	112	21%
Closed Sales (Trailing 12 Months)	6,884	6,550	334	5%
Closed Sales Price (Median)	\$424,975	\$405,250	\$19,725	5%
30-Year-Fixed-Rate Mortgage Rate	2.7%	3.7%	-1.0%	-28%
Monthly Payments (P&I)	\$1,719	\$1,870	-\$151	-8%

Residential & Condominium

	December, 2020	December, 2019	Difference	% Change
Months Supply of Inventory	0.8	1.2	-0.4	-30%
Active Listings at End of Month	1,949	2,260	-311	-14%
Pending Sales MTD	2,351	1,898	453	24%
Pending Sales (Trailing 12 Months)	39,911	38,416	1,495	4%
Closed Sales MTD	3,096	2,416	680	28%
Closed Sales (Trailing 12 Months)	33,312	31,755	1,557	5%
Closed Sales Price (Median)	\$676,000	\$615,000	\$61,000	10%
30-Year-Fixed-Rate Mortgage Rates	2.7%	3.7%	-1.0%	-28%
Monthly Payments (P&I)	\$2,735	\$2,838	-\$103	-4%

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	2,258	1,621	1,086	-35%	2,114	AVG	-40%
	New Listings Taken in Month	1,781	2,271	2,932	2,131	2,830	3,181	3,591	3,504	3,228	2,986	1,702	1,403	59%	31,540	YTD	1%
	# of Pending Transactions	1,855	2,175	2,415	1,839	2,776	3,232	3,430	3,537	3,326	3,007	2,203	1,778	19%	31,573	YTD	4%
	Months Supply of Inventory	0.9	0.8	0.9	1.3	0.9	0.8	0.8	0.7	0.7	0.8	0.7	0.6	-45%	0.8	AVG	-41%
	# of Closed Sales	1,311	1,397	1,840	1,635	1,637	2,304	2,764	2,783	2,848	3,027	2,434	2,448	30%	26,428	YTD	5%
	Median Closed Price	630,525	675,000	720,400	715,000	672,000	725,000	727,500	742,950	753,600	745,000	730,500	740,000	10%	716,527	WA	7%
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	-41%	3,525	AVG	9%
	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	9%	31,215	YTD	-5%
	# 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	9%	30,488	YTD	8%
	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	-46%	1.4	AVG	-2%
	# 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	10%	25,205	YTD	4%
	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	6%	669,450	WA	-1%
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	143%	3,234	AVG	50%
	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	-11%	32,834	YTD	5%
	# 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	-6%	28,269	YTD	-10%
	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	158%	1.4	AVG	73%
	# 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	-19%	24,261	YTD	-11%
	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	1%	678,596	WA	9%
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	-29%	2,152	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	-13%	31,147	YTD	-3%
	# 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	-11%	31,335	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	-20%	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	-3%	27,281	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	15%	621,563	WA	15%
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	-7%	2,678	A	-9%
	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	-5%	32,001	YTD	2%
	# 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	11%	32,889	YTD	-1%
	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	-16%	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	5%	27,137	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	8%	542,778	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

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	-36%	2,951	AVG	-25%
	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	-5%	30,839	YTD	-2%
	# 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	-12%	33,227	YTD	7%
	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	-28%	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	4%	26,693	YTD	9%
	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	15%	479,309	WA	9%
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	-12%	3,952	AVG	3%
	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	-1%	31,467	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	9%	31,190	YTD	-1%
	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	-19%	1.5	AVG	2%
	# 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	10%	24,393	YTD	-1%
	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	5%	438,198	WA	7%
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	6%	3,837	AVG	-19%
	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	1%	30,947	YTD	13%
	# 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	-5%	31,414	YTD	5%
	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	12%	1.5	AVG	-22%
	# 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	3%	24,693	YTD	15%
	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	10%	409,580	WA	13%
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	-46%	4,728	AVG	-37%
	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	-9%	27,351	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	2%	29,878	YTD	16%
	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	-47%	1.9	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	19%	21,539	YTD	19%
	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	19%	361,704	WA	6%
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	-25%	7,498	AVG	-18%
	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%	29,451	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	15%	25,657	YTD	10%
	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	-35%	3.5	AVG	-28%
	# 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	1%	18,150	YTD	9%
	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	-14%	340,979	WA	-9%
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	6%	9,155	AVG	0%
	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	0%	34,248	YTD	1%
	# 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	-2%	23,223	YTD	1%
	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	9%	4.9	AVG	-2%
	# 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	0%	16,640	YTD	4%
	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	-3%	376,657	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	T
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%		

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