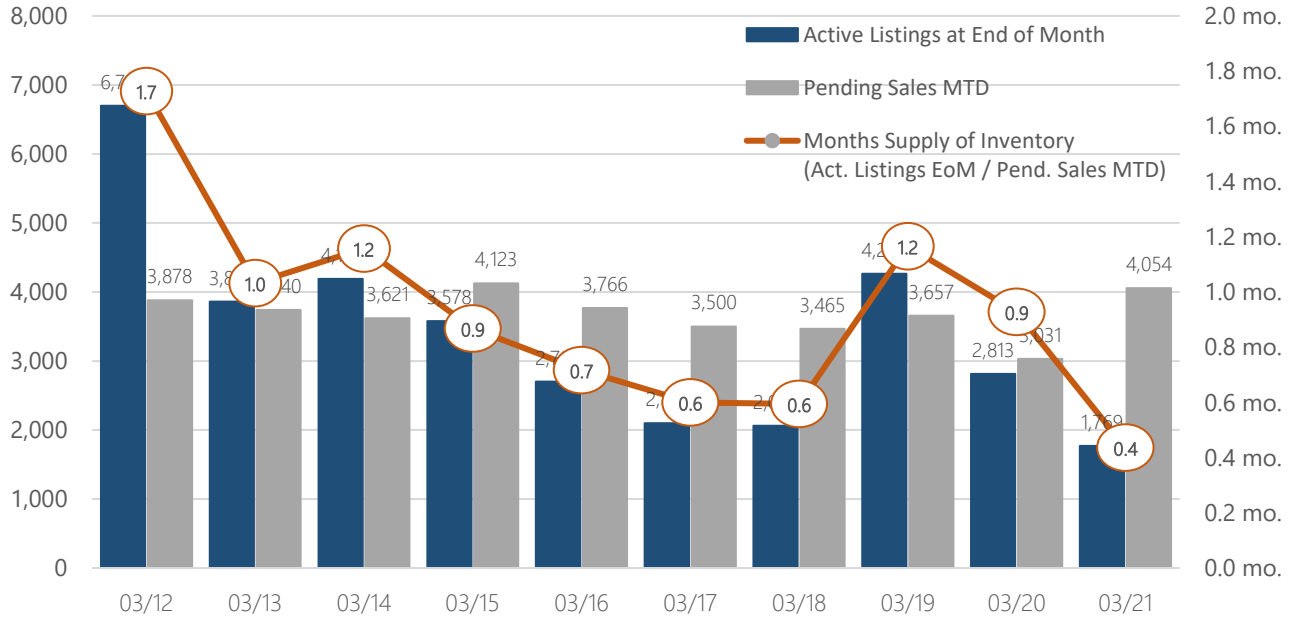
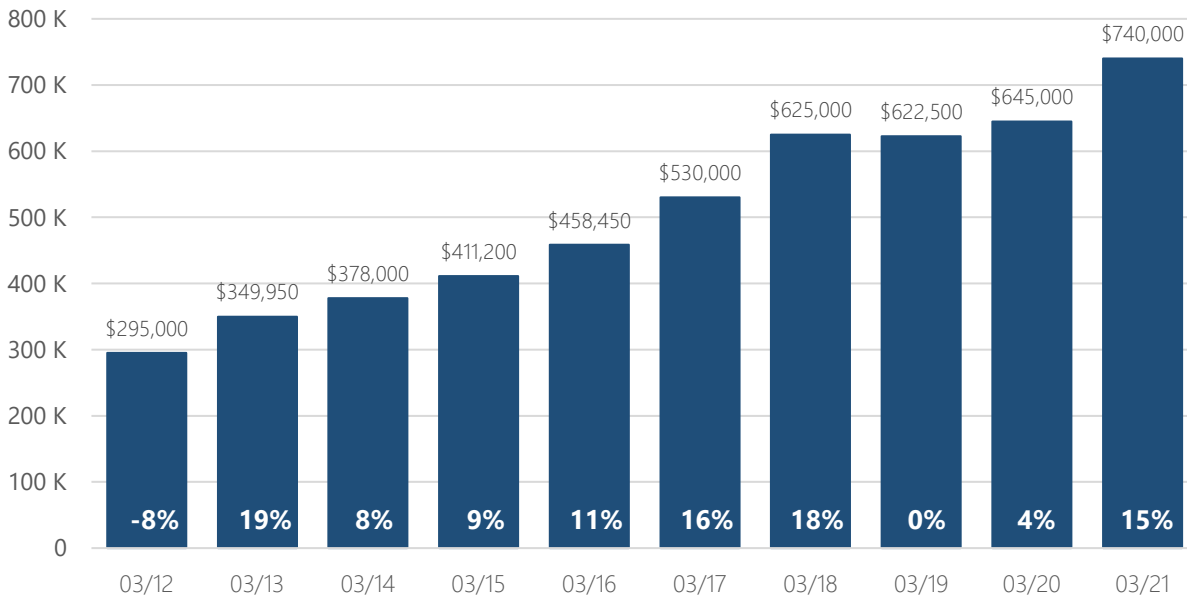


All King County
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



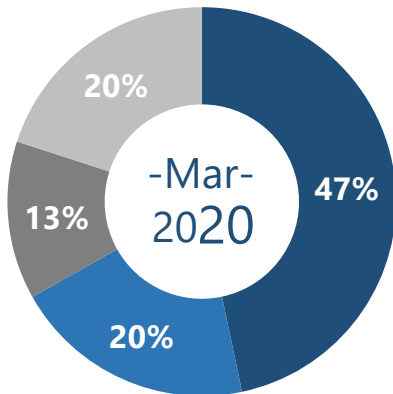
Median Closed Sales Price For Current Month Sold Properties



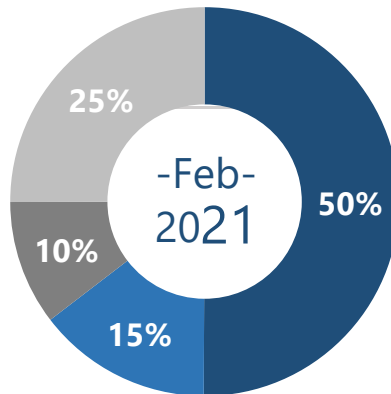
All King County

RESIDENTIAL & CONDOMINIUM

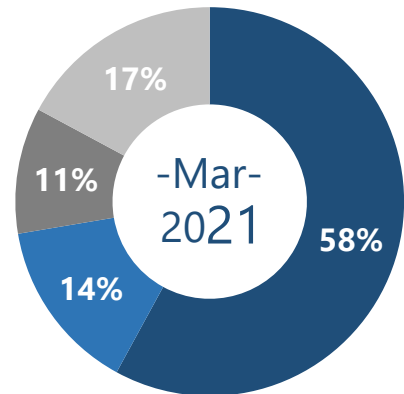
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD
ABOVE
LIST
PRICE



SOLD
AT
LIST
PRICE



SOLD
BELOW
LIST
PRICE



PRICE
CHANGE
BEFORE
SALE

MARCH 2021

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	5	12	29	82
NUMBER OF SALES IN MONTH	▶	1,706	424	309	505
MEDIAN DIFFERENCE FROM LIST PRICE	▶	10%	0%	-2%	N/A

All King County
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price
based on Market Time

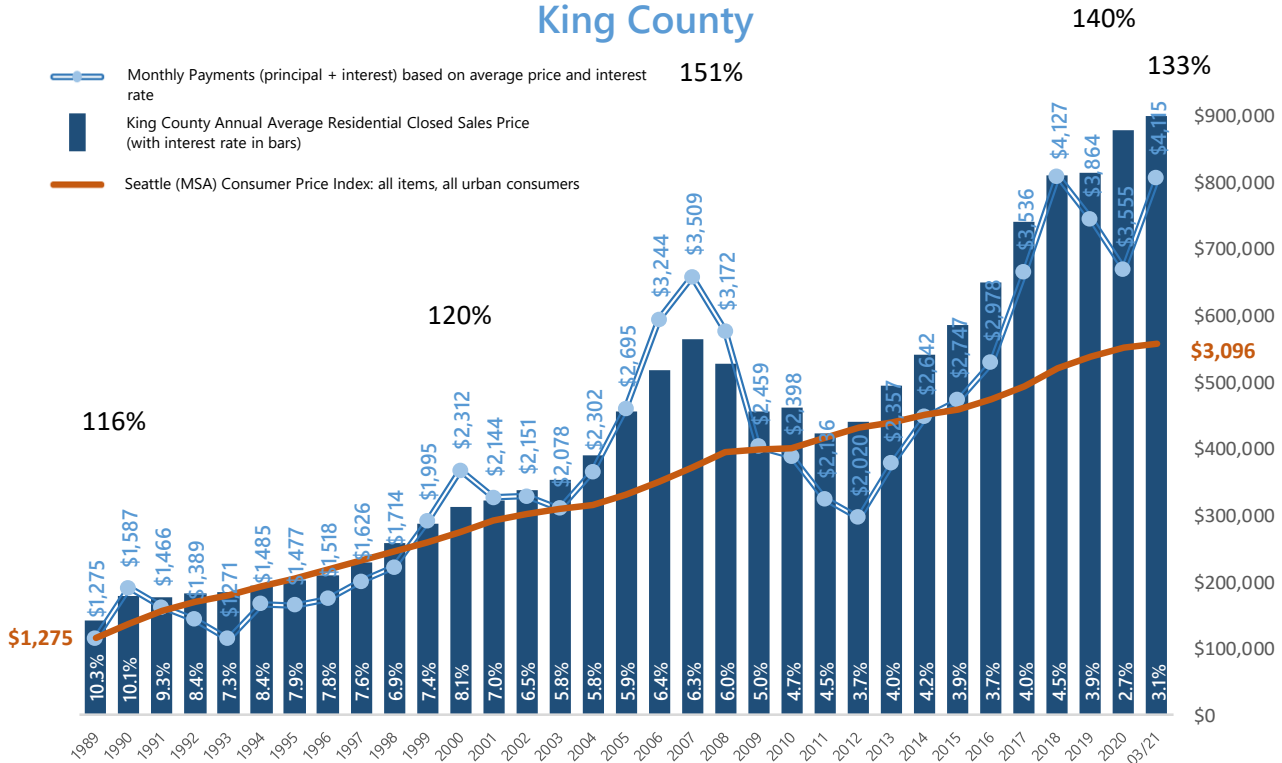
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	106.4%	106.3%	2305	78.3%
15 - 30	99.2%	100.0%	225	7.6%
31 - 60	97.8%	100.0%	154	5.2%
61 - 90	96.5%	98.5%	94	3.2%
90+	94.1%	98.6%	166	5.6%
Totals			2944	100.0%

The Cost of
Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
March, 2021	\$740,000	3.08%	\$3,152
March, 2020	\$645,000	3.45%	\$2,878
	\$95,000	-0.37%	\$274 Per Month
			\$3,282 Per Year

Monthly Payments Compared to Inflation Trendline

King County



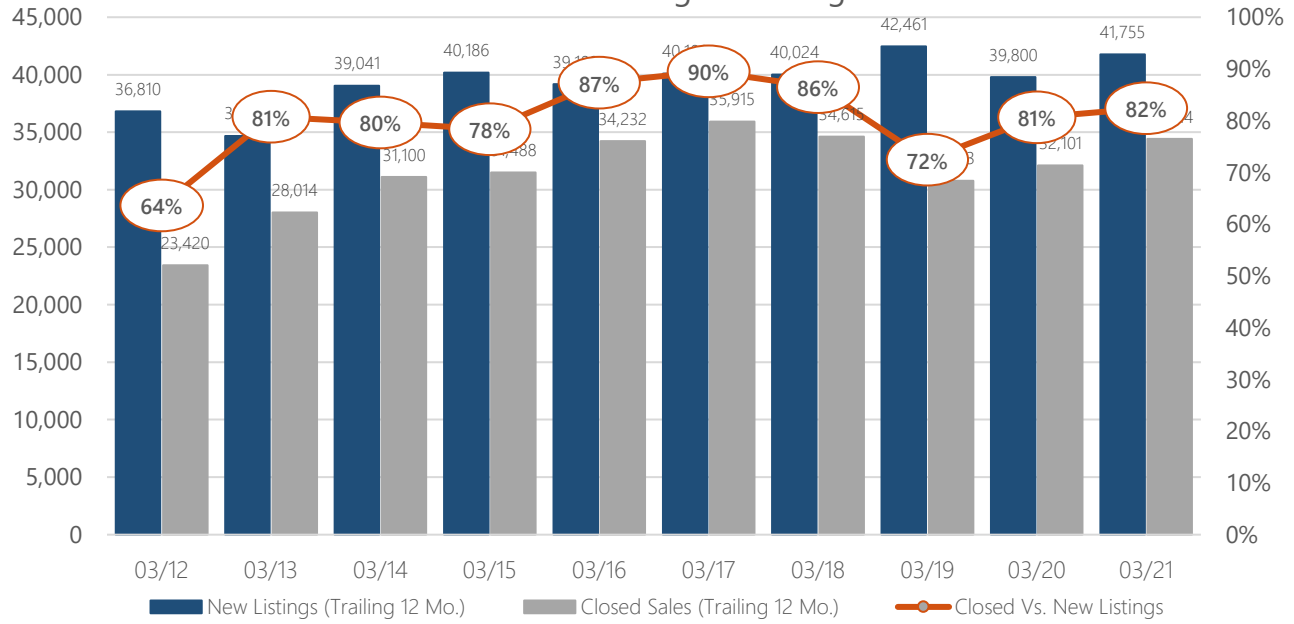
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Inflation trend line based on Seattle MSA CPI</p>	<p>Payments tend to rise above the inflation line and then return to it</p>
<p>D</p>	<p>Monthly payments divided by inflation trendline</p>	<p>Cycle peaks and current year are shown</p>

All King County

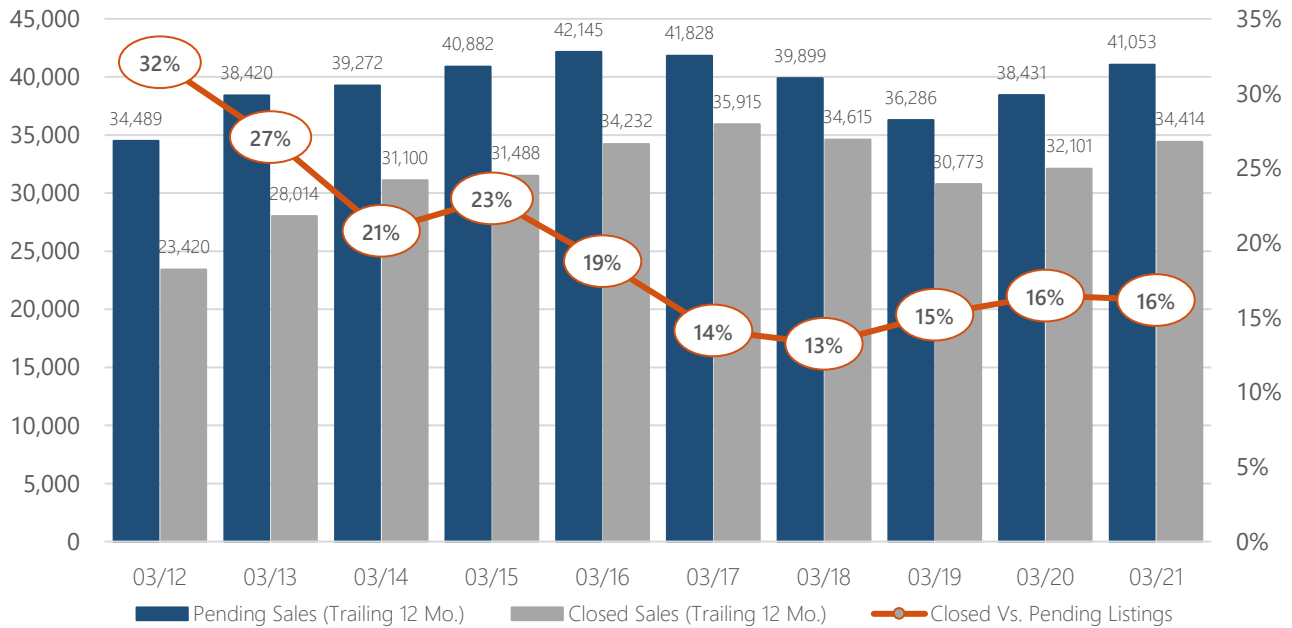
RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close



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

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

Area	Months Inventory			Area	Months Inventory		
	2019	2020	2021		2019	2020	2021
100	1.0	0.5	0.1	530	0.8	0.5	0.3
110	0.6	0.5	0.1	540	1.3	0.9	0.2
120	0.8	0.8	0.3	550	1.2	1.0	0.2
130	1.1	0.7	0.4	560	1.3	1.4	0.5
140	0.9	0.8	0.5	600	1.1	0.8	0.2
300	0.8	1.4	0.4	610	1.1	0.7	0.2
310	0.9	0.8	0.1	700	1.5	1.6	0.9
320	1.1	0.7	0.3	701	3.4	3.7	2.0
330	0.8	0.7	0.2	705	1.0	0.7	0.5
340	1.0	0.7	0.2	710	1.2	0.7	0.5
350	1.5	1.0	0.2	715	1.6	1.2	0.2
360	1.1	0.8	0.3	720	1.2	0.7	0.3
380	1.0	1.1	0.6	730	0.7	0.7	0.2
385	1.1	0.9	0.7	740	0.8	0.7	0.1
390	1.7	1.6	1.0	750	1.0	0.8	0.2
500	1.2	1.1	0.3	760	0.9	0.8	0.3
510	3.1	1.5	0.6	770	0.7	0.7	0.2
520	1.6	2.3	0.7	800	1.7	1.9	0.9

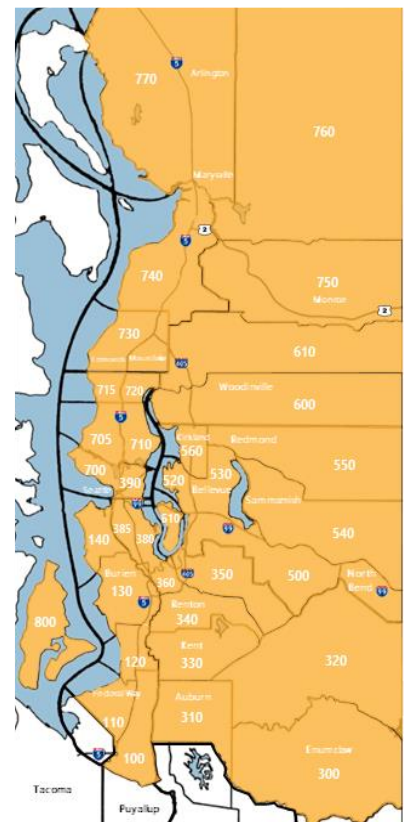
2 YEARS AGO



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.

All King County Statistics To Know

Residential

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	0.3	0.9	-0.6	-64%
Active Listings at End of Month	976	2,118	-1,142	-54%
Pending Sales MTD	3,092	2,415	677	28%
Pending Sales (Trailing 12 Months)	32,272	30,392	1,880	6%
Closed Sales MTD	2,256	1,840	416	23%
Closed Sales (Trailing 12 Months)	27,255	25,328	1,927	8%
Closed Sales Price (Median)	\$824,997	\$720,400	\$104,597	15%
30-Year-Fixed-Rate Mortgage Rate	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$3,514	\$3,215	\$299	9%

Condominium

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	0.0	1.1	-1.1	-100%
Active Listings at End of Month	0	695	-695	-100%
Pending Sales MTD	0	616	-616	-100%
Pending Sales (Trailing 12 Months)	7,819	8,039	-220	-3%
Closed Sales MTD	1	610	-609	-100%
Closed Sales (Trailing 12 Months)	6,460	6,773	-313	-5%
Closed Sales Price (Median)	\$320,000	\$437,500	-\$117,500	-27%
30-Year-Fixed-Rate Mortgage Rate	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$1,363	\$1,952	-\$589	-30%

Residential & Condominium

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	0.4	0.9	-0.5	-53%
Active Listings at End of Month	1,769	2,813	-1,044	-37%
Pending Sales MTD	4,054	3,031	1,023	34%
Pending Sales (Trailing 12 Months)	41,053	38,431	2,622	7%
Closed Sales MTD	2,956	2,450	506	21%
Closed Sales (Trailing 12 Months)	34,414	32,101	2,313	7%
Closed Sales Price (Median)	\$740,000	\$645,000	\$95,000	15%
30-Year-Fixed-Rate Mortgage Rates	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$3,152	\$2,878	\$274	10%

All King County RESIDENTIAL & CONDOMINIUM

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2021																
Active Listings (EOM)	1,855	1,828	1,769										-37%	1,817	AVG	-24%
New Listings Taken in Month	2,598	2,893	4,117										9%	9,608	YTD	5%
# of Pending Transactions	2,625	2,865	4,054										34%	9,544	YTD	14%
Months Supply of Inventory	0.7	0.6	0.4										-53%	0.6	AVG	-30%
# of Closed Sales	2,006	2,146	2,956										21%	7,108	YTD	18%
Median Closed Price	644,950	679,075	740,000										15%	690,255	WA	12%
2020																
Active Listings (EOM)	2,118	2,221	2,813	3,255	3,467	3,471	3,877	4,010	3,970	3,806	2,867	1,949	-34%	2,384	AVG	-39%
New Listings Taken in Month	2,361	2,969	3,787	2,707	3,585	4,107	4,680	4,628	4,371	3,971	2,305	1,793	-17%	9,117	YTD	0%
# of Pending Transactions	2,476	2,895	3,031	2,246	3,358	4,025	4,277	4,420	4,153	3,833	2,846	2,351	-17%	8,402	YTD	0%
Months Supply of Inventory	0.9	0.8	0.9	1.4	1.0	0.9	0.9	0.9	1.0	1.0	1.0	0.8	-20%	0.9	AVG	-41%
# of Closed Sales	1,665	1,891	2,450	2,073	1,988	2,783	3,420	3,456	3,535	3,857	3,098	3,096	7%	6,006	YTD	6%
Median Closed Price	589,950	615,000	645,000	650,000	627,000	675,000	670,000	680,000	698,230	685,000	685,000	676,000	4%	617,471	WA	3%
2019																
Active Listings (EOM)	3,688	3,744	4,263	4,624	5,785	5,931	5,725	5,472	5,431	4,808	3,487	2,260	107%	3,898	AVG	124%
New Listings Taken in Month	2,591	2,381	4,153	4,365	5,483	4,381	3,740	3,333	3,525	3,013	1,736	1,107	7%	9,125	YTD	4%
# of Pending Transactions	2,452	2,278	3,657	3,988	4,196	3,931	3,661	3,298	3,151	3,211	2,695	1,898	6%	8,387	YTD	2%
Months Supply of Inventory	1.5	1.6	1.2	1.2	1.4	1.5	1.6	1.7	1.7	1.5	1.3	1.2	96%	1.4	AVG	125%
# of Closed Sales	1,575	1,795	2,290	2,739	3,378	3,357	3,280	3,152	2,506	2,757	2,510	2,416	-8%	5,660	YTD	-5%
Median Closed Price	565,000	604,000	622,500	625,000	645,000	637,675	625,000	615,000	593,750	605,000	612,000	615,000	0%	598,129	WA	0%
2018																
Active Listings (EOM)	1,509	1,645	2,060	2,591	3,562	4,503	5,116	5,803	6,587	6,283	5,241	3,690	-2%	1,738	AVG	-9%
New Listings Taken in Month	2,326	2,549	3,885	3,977	5,251	4,896	4,289	4,090	4,247	3,355	2,196	1,035	4%	8,760	YTD	5%
# of Pending Transactions	2,282	2,480	3,465	3,464	4,176	3,830	3,374	3,072	2,869	2,877	2,467	1,770	-1%	8,227	YTD	-4%
Months Supply of Inventory	0.7	0.7	0.6	0.7	0.9	1.2	1.5	1.9	2.3	2.2	2.1	2.1	-1%	0.6	AVG	-5%
# of Closed Sales	1,635	1,864	2,479	2,764	3,194	3,502	3,261	3,028	2,331	2,618	2,258	2,157	-8%	5,978	YTD	-8%
Median Closed Price	571,250	590,000	625,000	650,000	650,000	650,000	629,000	610,000	610,000	613,509	605,000	597,000	18%	596,250	WA	18%
2017																
# of Active Listings	1,885	1,729	2,100	2,281	2,568	3,055	3,465	3,329	3,693	3,108	2,234	1,374	-22%	1,905	A	-24%
New Listings Taken in Month	2,272	2,389	3,719	3,676	4,484	4,769	4,191	3,933	3,856	3,088	2,102	1,165	-1%	8,380	YTD	-9%
# of Pending Transactions	2,468	2,639	3,500	3,570	4,308	4,276	3,787	4,003	3,514	3,533	2,831	1,850	-7%	8,607	YTD	-6%
Months Supply of Inventory	0.8	0.7	0.6	0.6	0.6	0.7	0.9	0.8	1.1	0.9	0.8	0.7	-16%	0.7	A	-20%
# of Closed Sales	2,007	1,779	2,699	2,634	3,380	3,652	3,462	3,571	3,262	3,174	2,821	2,681	5%	6,485	T	6%
Median Closed Price	475,000	506,000	530,000	550,000	560,000	590,000	599,000	585,000	565,000	565,000	575,000	585,000	16%	504,673	WA	14%

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

MARKET UPDATE

March, 2021



All King County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2016	Active Listings (EOM)	2,427	2,431	2,700	3,232	3,332	3,889	4,316	4,211	4,519	3,667	2,803	1,985	-25%	2,519	AVG	-29%
	New Listings Taken in Month	2,407	2,791	3,839	4,236	4,334	4,767	4,385	3,953	4,019	2,746	1,960	1,329	2%	9,037	YTD	-2%
	# of Pending Transactions	2,385	3,038	3,766	3,925	4,486	4,328	4,098	4,083	3,777	3,576	2,856	2,092	-9%	9,189	YTD	-9%
	Months Supply of Inventory	1.0	0.8	0.7	0.8	0.7	0.9	1.1	1.0	1.2	1.0	1.0	0.9	-17%	0.8	AVG	
	# of Closed Sales	1,720	1,824	2,570	2,886	3,242	3,800	3,653	3,656	3,309	3,272	2,911	2,701	-4%	6,114	YTD	-1%
	Median Closed Price	431,502	439,950	458,450	475,000	485,000	510,000	505,000	499,974	494,950	495,500	497,500	505,000	11%	443,586	WA	13%
2015	Active Listings (EOM)	3,536	3,555	3,578	3,864	4,176	4,285	4,445	4,352	4,257	3,851	2,917	2,196	-15%	3,556	AVG	-14%
	New Listings Taken in Month	2,518	2,919	3,749	4,329	4,380	4,243	4,055	3,618	3,411	3,005	1,796	1,314	8%	9,186	YTD	4%
	# of Pending Transactions	2,788	3,217	4,123	4,459	4,434	4,359	4,102	3,879	3,602	3,439	2,748	1,934	14%	10,128	YTD	12%
	Months Supply of Inventory	1.3	1.1	0.9	0.9	0.9	1.0	1.1	1.1	1.2	1.1	1.1	1.1	-25%	1.1	AVG	-23%
	# of Closed Sales	1,688	1,790	2,670	2,983	3,397	3,693	3,755	3,333	3,079	2,986	2,280	2,612	16%	6,148	YTD	10%
	Median Closed Price	390,000	375,000	411,200	431,000	434,000	450,000	439,000	450,700	440,000	432,750	432,000	450,000	9%	392,629	WA	6%
2014	Active Listings (EOM)	4,110	4,138	4,191	4,511	5,276	5,609	6,082	6,211	6,107	5,614	4,630	3,600	9%	4,146	AVG	8%
	New Listings Taken in Month	2,605	2,755	3,475	3,936	4,714	4,228	4,252	3,710	3,578	3,162	1,999	1,421	1%	8,835	YTD	-1%
	# of Pending Transactions	2,629	2,811	3,621	3,797	4,154	3,953	3,718	3,547	3,406	3,350	2,699	2,130	-3%	9,061	YTD	-6%
	Months Supply of Inventory	1.6	1.5	1.2	1.2	1.3	1.4	1.6	1.8	1.8	1.7	1.7	1.7	12%	1.4	AVG	15%
	# of Closed Sales	1,674	1,620	2,297	2,599	2,967	3,109	3,275	3,007	2,690	2,870	2,323	2,500	-3%	5,591	YTD	-4%
	Median Closed Price	364,875	365,000	378,000	386,000	398,000	410,000	425,000	398,000	420,000	399,950	399,000	400,000	8%	369,394	WA	11%
2013	Active Listings (EOM)	3,853	3,854	3,860	4,146	4,832	5,284	5,728	6,171	6,275	5,799	4,876	4,050	-42%	3,856	AVG	-45%
	New Listings Taken in Month	2,638	2,866	3,426	3,779	4,352	4,138	4,051	3,893	3,457	3,047	2,051	1,438	0%	8,930	YTD	2%
	# of Pending Transactions	2,777	3,138	3,740	3,809	4,041	3,900	3,788	3,567	3,218	3,306	2,617	1,965	-4%	9,655	YTD	3%
	Months Supply of Inventory	1.4	1.2	1.0	1.1	1.2	1.4	1.5	1.7	1.9	1.8	1.9	2.1	-40%	1.2	AVG	-48%
	# of Closed Sales	1,781	1,688	2,376	2,672	3,122	3,046	3,293	3,227	2,802	2,798	2,244	2,305	14%	5,845	YTD	15%
	Median Closed Price	315,000	332,577	349,950	352,000	375,000	383,000	398,888	392,500	384,925	380,000	379,202	375,900	19%	333,121	WA	17%
2012	Active Listings (EOM)	7,360	7,048	6,700	6,604	6,592	6,500	6,437	6,432	6,312	5,437	4,737	3,801	-36%	7,036	AVG	-32%
	New Listings Taken in Month	2,503	2,832	3,415	3,436	3,602	3,358	3,163	3,195	3,009	2,606	2,004	1,378	-10%	8,750	YTD	-14%
	# of Pending Transactions	2,418	3,123	3,878	3,659	3,812	3,534	3,301	3,298	3,072	3,400	2,633	2,056	27%	9,419	YTD	24%
	Months Supply of Inventory	3.0	2.3	1.7	1.8	1.7	1.8	2.0	2.0	2.1	1.6	1.8	1.8	-50%	2.3	AVG	-44%
	# of Closed Sales	1,429	1,574	2,082	2,260	2,618	2,670	2,641	2,730	2,312	2,474	2,276	2,188	10%	5,085	YTD	16%
	Median Closed Price	280,000	275,000	295,000	319,950	324,997	348,000	340,000	340,000	335,000	342,250	353,250	342,000	-8%	283,588	WA	-13%
2011	Active Listings (EOM)	10,294	10,411	10,500	10,894	11,030	11,173	11,091	10,771	10,382	9,649	8,790	7,472	-15%	10,402	AVG	-10%
	New Listings Taken in Month	3,311	3,049	3,778	3,900	3,786	3,948	3,584	3,219	3,091	2,744	2,236	1,552	-26%	10,138	YTD	-25%
	# of Pending Transactions	2,101	2,440	3,057	2,987	3,113	3,008	2,933	2,996	2,718	2,769	2,486	2,060	-12%	7,598	YTD	-9%
	Months Supply of Inventory	4.9	4.3	3.4	3.6	3.5	3.7	3.8	3.6	3.8	3.5	3.5	3.6	-4%	4.2	AVG	-2%
	# of Closed Sales	1,259	1,244	1,885	1,896	2,104	2,362	2,072	2,256	1,999	1,853	1,944	1,849	-6%	4,388	YTD	-2%
	Median Closed Price	333,500	320,000	319,950	324,500	316,750	317,000	319,000	315,000	310,000	287,500	290,000	291,000	-7%	324,609	WA	-6%

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 & CONDOMINIUM

MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2011 - 2020

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	4,078	4,078	4,277	4,600	5,062	5,370	5,628	5,676	5,753	5,202	4,258	3,238	4,768	AVG
% of 12 Month Avg.	86%	86%	90%	96%	106%	113%	118%	119%	121%	109%	89%	68%		
New Listings Taken in Month	2,553	2,750	3,723	3,834	4,397	4,284	4,039	3,757	3,656	3,074	2,039	1,353	39,459	T
% of 12 Month Avg.	78%	84%	113%	117%	134%	130%	123%	114%	111%	93%	62%	41%		
# of Pending Transactions	2,478	2,806	3,584	3,590	4,008	3,914	3,704	3,616	3,348	3,329	2,688	2,011	39,076	T
% of 12 Month Avg.	76%	86%	110%	110%	123%	120%	114%	111%	103%	102%	83%	62%		
Months Supply of Inventory	1.6	1.5	1.2	1.3	1.3	1.4	1.5	1.6	1.7	1.6	1.6	1.6	1.5	AVG
% of 12 Month Avg.	111%	98%	81%	87%	85%	93%	103%	106%	116%	105%	107%	109%		
# of Closed Units	1,643	1,707	2,380	2,551	2,939	3,197	3,211	3,142	2,783	2,866	2,467	2,451	31,335	T
% of 12 Month Avg.	63%	65%	91%	98%	113%	122%	123%	120%	107%	110%	94%	94%		
Median Closed Price	431,608	442,253	463,505	476,345	481,575	497,068	494,989	488,617	485,186	480,646	482,795	483,690	475,690	AVG
% of 12 Month Avg.	91%	93%	97%	100%	101%	104%	104%	103%	102%	101%	101%	102%		

All King County
RESIDENTIAL & CONDOMINIUM
Closed Sales by Price by Month
2021

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	62	53	66										181
\$250,000 to \$499,999	495	459	507										1,461
\$500,000 to \$749,999	674	720	931										2,325
\$750,000 to \$999,999	366	417	594										1,377
\$1,000,000 to \$1,499,999	238	277	460										975
\$1,500,000 to \$2,499,999	119	156	299										574
\$2,500,000 and above	48	39	87										174
Grand Total	2,002	2,121	2,944										7,067

2020

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	55	59	81	56	61	67	68	82	61	86	83	90	195
\$250,000 to \$499,999	545	585	669	570	548	706	882	800	793	892	717	755	1,799
\$500,000 to \$749,999	554	618	753	645	655	858	1,044	1,101	1,124	1,185	940	946	1,925
\$750,000 to \$999,999	266	303	446	410	372	570	645	673	746	781	584	617	1,015
\$1,000,000 to \$1,499,999	152	193	304	258	236	357	512	515	458	544	438	400	649
\$1,500,000 to \$2,499,999	62	87	154	106	88	175	202	207	262	272	214	216	303
\$2,500,000 and above	20	29	33	23	18	51	47	73	75	98	70	67	82
Grand Total	1,654	1,874	2,440	2,068	1,978	2,784	3,400	3,451	3,519	3,858	3,046	3,091	5,968

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	13%	-10%	-19%										-7%
\$250,000 to \$499,999	-9%	-22%	-24%										-19%
\$500,000 to \$749,999	22%	17%	24%										21%
\$750,000 to \$999,999	38%	38%	33%										36%
\$1,000,000 to \$1,499,999	57%	44%	51%										50%
\$1,500,000 to \$2,499,999	92%	79%	94%										89%
\$2,500,000 and above	140%	34%	164%										112%
Grand Total	21%	13%	21%										18%