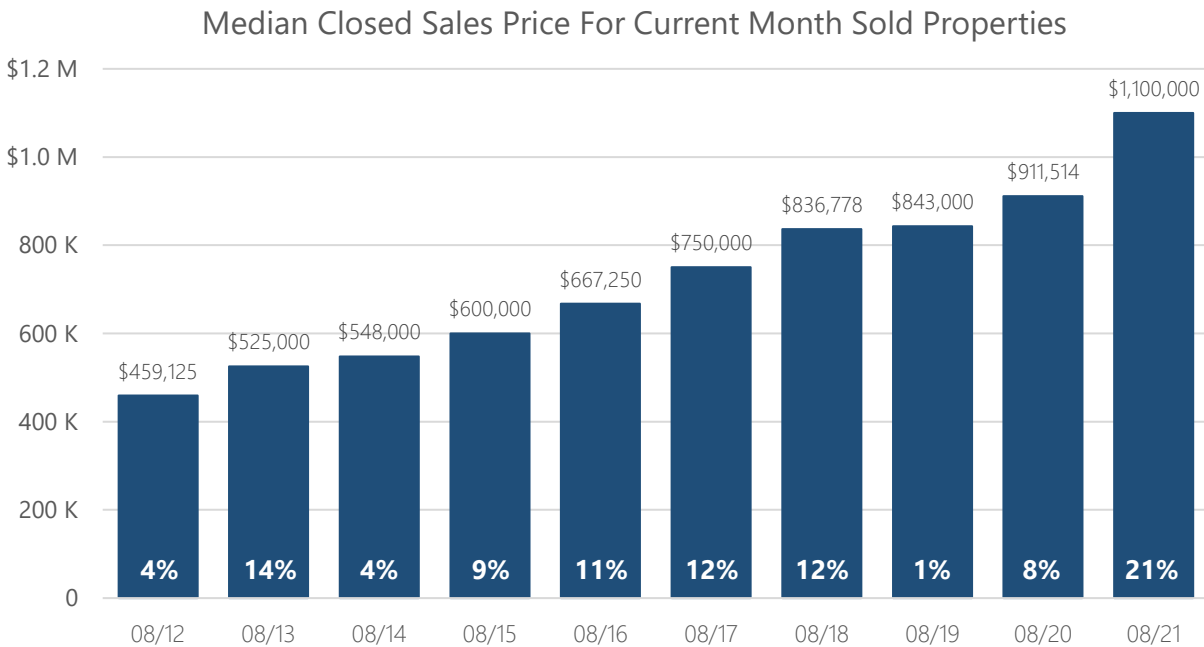
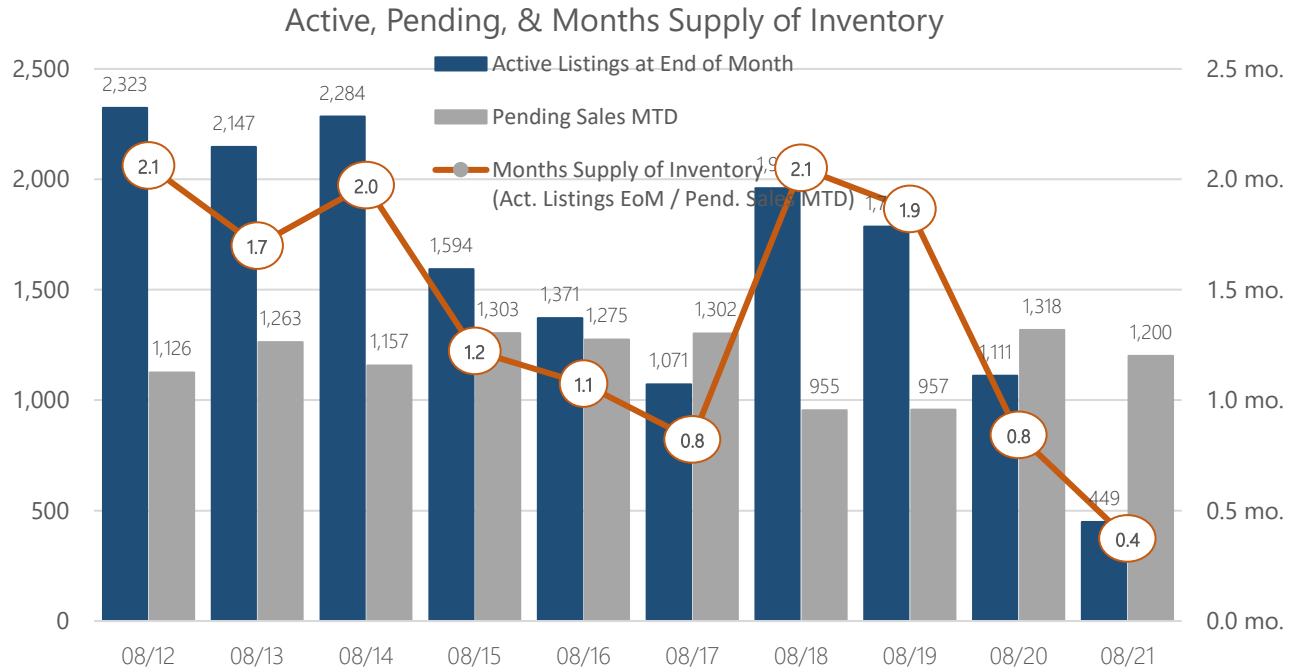


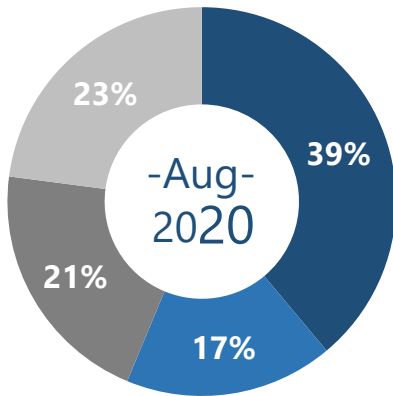
Eastside (All Areas)
RESIDENTIAL & CONDOMINIUM



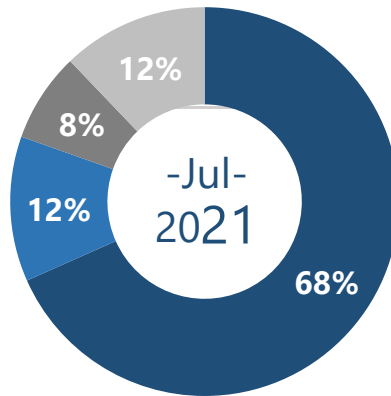
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

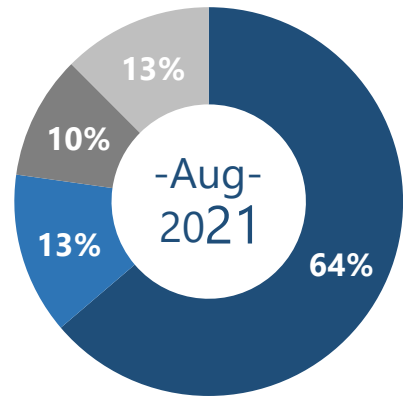
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

AUGUST 2021

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	5	11	20	39
NUMBER OF SALES IN MONTH	▶	725	153	117	142
MEDIAN DIFFERENCE FROM LIST PRICE	▶	10%	0%	-3%	N/A

Eastside (All Areas)
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price
based on Market Time

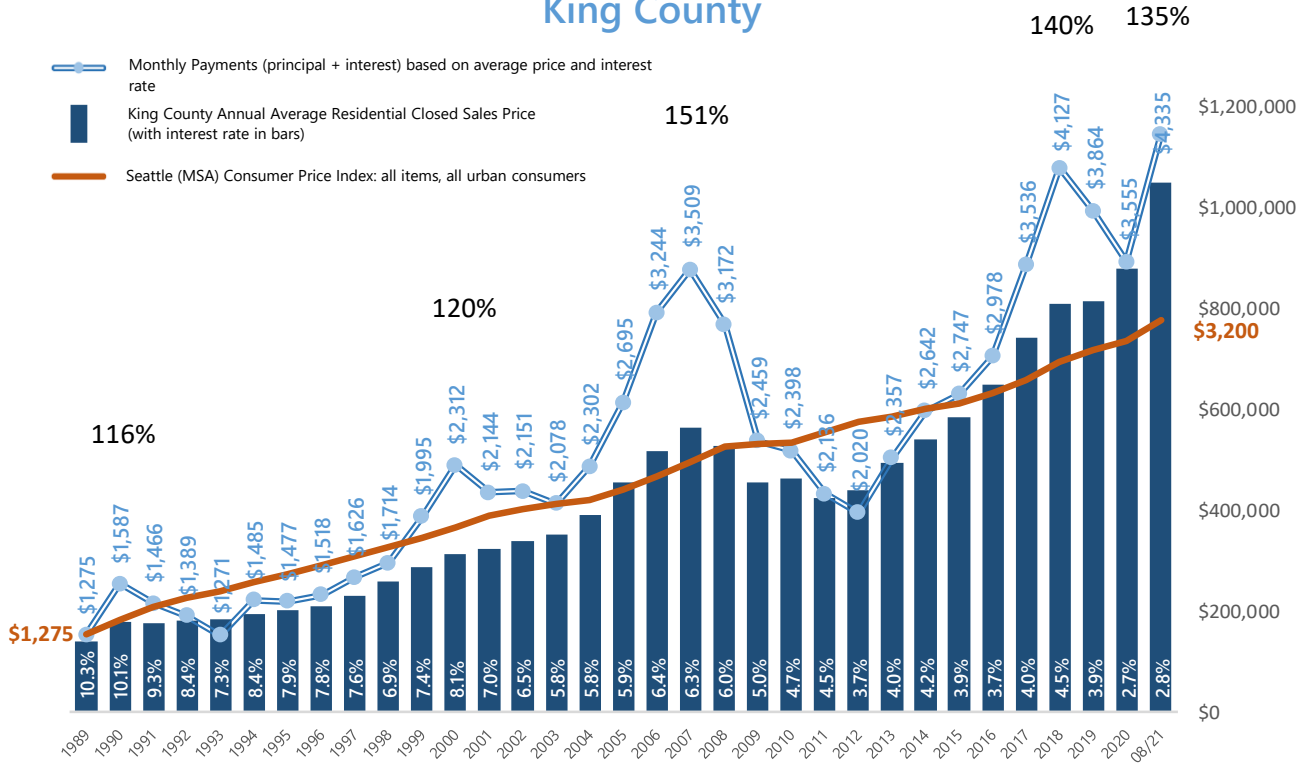
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	107.0%	106.8%	944	83.0%
15 - 30	97.3%	98.9%	115	10.1%
31 - 60	95.3%	98.4%	44	3.9%
61 - 90	92.2%	98.0%	18	1.6%
90+	100.0%	100.0%	16	1.4%
Totals			1137	100.0%

The Cost of
Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
August, 2021	\$1,100,000	2.84%	\$4,543
August, 2020	\$911,514	2.94%	\$3,814
	\$188,486	-0.10%	\$730 Per Month
			\$8,757 Per Year

Monthly Payments Compared to Inflation Trendline

King County



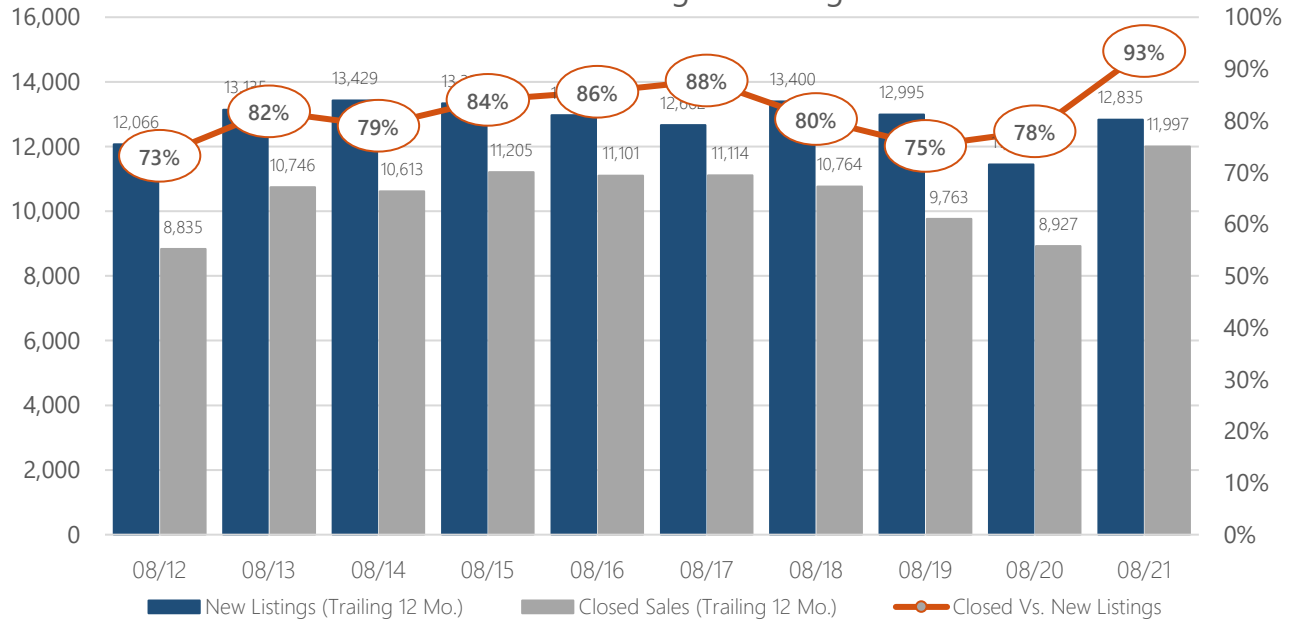
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Inflation trend line based on 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>

Eastside (All Areas)

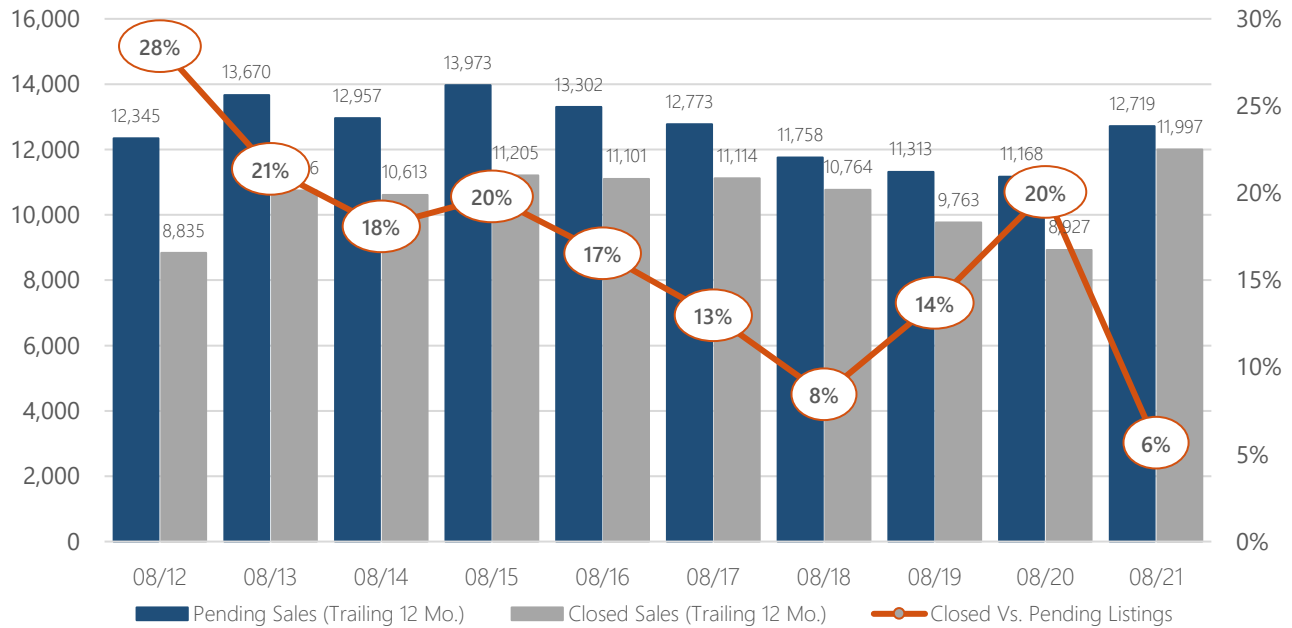
RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close

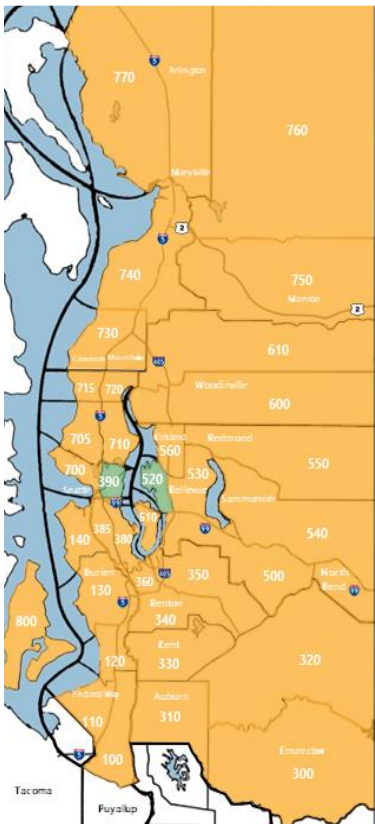


Months Supply
of
Inventory
•
**CURRENT
MONTH**
•
KING &
SNOHOMISH
COUNTY
•
RESIDENTIAL &
CONDOMINIUM

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	1.6	0.5	0.5	530	1.1	1.1	0.4				
110	0.9	0.4	0.4	540	1.9	0.6	0.3				
120	1.2	0.5	0.4	550	2.0	0.5	0.2				
130	1.7	0.8	0.5	560	2.3	0.9	0.5				
140	1.6	1.2	0.7	600	1.6	0.7	0.4				
300	1.2	0.9	0.5	610	1.7	0.5	0.4				
310	1.0	0.5	0.4	700	1.7	1.5	0.9				
320	1.5	0.4	0.5	701	3.5	6.9	2.2				
330	1.2	0.4	0.4	705	1.6	0.8	0.6				
340	1.2	0.5	0.5	710	1.7	0.9	0.7				
350	1.8	0.4	0.5	715	1.9	0.6	0.5				
360	1.9	0.8	0.8	720	1.7	0.6	0.4				
380	2.0	0.9	0.9	730	1.5	0.5	0.4				
385	2.7	1.9	1.2	740	1.2	0.5	0.4				
390	1.9	2.0	1.1	750	1.4	0.7	0.7				
500	1.9	1.0	0.3	760	1.1	0.5	0.5				
510	2.9	0.9	0.4	770	1.1	0.4	0.4				
520	2.7	2.6	0.7	800	2.0	0.7	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.

Eastside (All Areas)

Statistics To Know

Residential

	August, 2021	August, 2020	Difference	% Change
Months Supply of Inventory	0.3	0.7	-0.4	-56%
Active Listings at End of Month	278	739	-461	-62%
Pending Sales MTD	873	1,016	-143	-14%
Pending Sales (Trailing 12 Months)	9,053	8,300	753	9%
Closed Sales MTD	833	820	13	2%
Closed Sales (Trailing 12 Months)	8,685	6,626	2,059	31%
Closed Sales Price (Median)	\$1,300,000	\$1,050,000	\$250,000	24%
30-Year-Fixed-Rate Mortgage Rate	2.8%	2.9%	-0.1%	-3%
Monthly Payments (P&I)	\$5,369	\$4,393	\$976	22%

Condominium

	August, 2021	August, 2020	Difference	% Change
Months Supply of Inventory	0.5	1.2	-0.7	-58%
Active Listings at End of Month	171	372	-201	-54%
Pending Sales MTD	327	302	25	8%
Pending Sales (Trailing 12 Months)	3,666	2,868	798	28%
Closed Sales MTD	303	258	45	17%
Closed Sales (Trailing 12 Months)	3,312	2,301	1,011	44%
Closed Sales Price (Median)	\$544,000	\$476,250	\$67,750	14%
30-Year-Fixed-Rate Mortgage Rate	2.8%	2.9%	-0.1%	-3%
Monthly Payments (P&I)	\$2,247	\$1,993	\$254	13%

Residential & Condominium

	August, 2021	August, 2020	Difference	% Change
Months Supply of Inventory	0.4	0.8	-0.5	-56%
Active Listings at End of Month	449	1,111	-662	-60%
Pending Sales MTD	1,200	1,318	-118	-9%
Pending Sales (Trailing 12 Months)	12,719	11,168	1,551	14%
Closed Sales MTD	1,136	1,078	58	5%
Closed Sales (Trailing 12 Months)	11,997	8,927	3,070	34%
Closed Sales Price (Median)	\$1,100,000	\$911,514	\$188,486	21%
30-Year-Fixed-Rate Mortgage Rates	2.8%	2.9%	-0.1%	-3%
Monthly Payments (P&I)	\$4,543	\$3,814	\$730	19%

Eastside (All Areas)

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)	388	422	388	508	416	441	547	449					-60%	445	AVG	-54%
	New Listings Taken in Month	707	858	1,266	1,371	1,242	1,440	1,310	1,157					-13%	9,351	YTD	7%
	# of Pending Transactions	690	794	1,254	1,187	1,269	1,328	1,119	1,200					-9%	8,841	YTD	11%
	Months Supply of Inventory	0.6	0.5	0.3	0.4	0.3	0.3	0.5	0.4					-56%	0.4	AVG	-59%
	# of Closed Sales	524	576	880	1,048	1,102	1,231	1,255	1,136					5%	7,752	YTD	32%
	Median Closed Price	891,475	955,125	1,125,000	1,062,783	1,100,000	1,150,000	1,167,000	1,100,000					21%	1,076,611	WA	24%
2020	Active Listings (EOM)	664	666	893	1,037	1,131	1,120	1,156	1,111	969	876	623	394	-38%	972	AVG	-42%
	New Listings Taken in Month	766	898	1,225	781	1,100	1,292	1,358	1,335	1,250	1,160	648	426	38%	8,755	YTD	-10%
	# of Pending Transactions	733	891	884	626	987	1,238	1,267	1,318	1,303	1,208	806	561	38%	7,944	YTD	-6%
	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	-55%	1.0	AVG	-37%
	# of Closed Sales	421	533	726	633	543	859	1,059	1,078	1,091	1,257	982	915	11%	5,852	YTD	-14%
	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	8%	866,170	WA	5%
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	-9%	1,662	AVG	47%
	New Listings Taken in Month	821	774	1,433	1,405	1,764	1,376	1,160	992	1,063	877	472	284	-26%	9,725	YTD	-6%
	# of Pending Transactions	699	701	1,206	1,330	1,309	1,147	1,106	957	931	943	836	514	0%	8,455	YTD	3%
	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	-9%	1.6	AVG	48%
	# of Closed Sales	461	518	726	892	1,162	1,072	1,021	973	752	801	769	753	0%	6,825	YTD	-2%
	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%	826,830	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	83%	1,127	AVG	34%
	New Listings Taken in Month	697	857	1,325	1,299	1,806	1,619	1,356	1,339	1,315	999	633	323	5%	10,298	YTD	6%
	# of Pending Transactions	636	780	1,136	1,089	1,367	1,228	1,016	955	857	828	693	480	-27%	8,207	YTD	-9%
	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	150%	1.1	AVG	47%
	# of Closed Sales	520	529	785	904	1,021	1,185	1,041	971	769	842	671	656	-21%	6,956	YTD	-5%
	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	12%	836,388	WA	12%
2017	# of Active Listings	538	536	735	746	880	1,044	1,158	1,071	1,155	954	679	415	-22%	839	A	-25%
	New Listings Taken in Month	725	754	1,268	1,199	1,521	1,578	1,421	1,280	1,179	960	627	336	6%	9,746	YTD	-4%
	# of Pending Transactions	684	755	1,084	1,170	1,376	1,367	1,292	1,302	1,093	1,078	842	538	2%	9,030	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	-24%	0.7	A	-21%
	# of Closed Sales	575	502	772	828	1,072	1,225	1,114	1,222	1,065	1,015	900	828	5%	7,310	T	-2%
	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	12%	746,367	WA	17%

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

August, 2021



Eastside (All Areas) 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)	742	788	932	1,123	1,130	1,341	1,493	1,371	1,352	1,059	756	530	-14%	1,115	AVG	-23%
	New Listings Taken in Month	759	929	1,301	1,403	1,405	1,631	1,403	1,195	1,191	823	553	349	-1%	10,026	YTD	-1%
	# of Pending Transactions	749	967	1,176	1,251	1,451	1,412	1,267	1,275	1,214	1,137	851	541	-2%	9,548	YTD	-7%
	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	-12%	0.9	AVG	
	# of Closed Sales	551	543	801	937	1,030	1,247	1,183	1,160	1,013	1,051	950	790	1%	7,452	YTD	-3%
	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	11%	639,825	WA	11%
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	-30%	1,442	AVG	-15%
	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	-7%	10,149	YTD	-1%
	# of Pending Transactions	825	1,030	1,351	1,386	1,481	1,471	1,383	1,303	1,208	1,111	869	566	13%	10,230	YTD	9%
	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	-38%	1.1	AVG	-21%
	# of Closed Sales	550	569	881	970	1,087	1,268	1,230	1,144	1,053	995	753	848	8%	7,699	YTD	10%
	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	9%	574,950	WA	9%
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	6%	1,696	AVG	5%
	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	-7%	10,275	YTD	0%
	# of Pending Transactions	867	876	1,186	1,309	1,401	1,315	1,262	1,157	1,123	1,070	879	671	-8%	9,373	YTD	-5%
	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%	1.5	AVG	11%
	# of Closed Sales	543	537	730	879	1,020	1,053	1,180	1,057	960	946	762	838	-10%	6,999	YTD	-6%
	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	4%	527,515	WA	7%
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	-8%	1,613	AVG	-32%
	New Listings Taken in Month	912	972	1,162	1,333	1,526	1,451	1,470	1,399	1,105	961	650	438	23%	10,225	YTD	13%
	# of Pending Transactions	944	1,047	1,229	1,319	1,386	1,338	1,328	1,263	1,062	1,091	830	601	12%	9,854	YTD	8%
	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	-18%	1.3	AVG	-38%
	# of Closed Sales	619	605	823	909	1,077	1,069	1,153	1,172	1,007	978	807	822	18%	7,427	YTD	18%
	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	14%	491,659	WA	15%
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	-39%	2,361	AVG	-36%
	New Listings Taken in Month	851	943	1,187	1,249	1,264	1,225	1,152	1,141	947	864	634	465	8%	9,012	YTD	-7%
	# of Pending Transactions	805	1,015	1,304	1,232	1,303	1,194	1,151	1,126	1,060	1,202	855	699	17%	9,130	YTD	21%
	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	-48%	2.1	AVG	-46%
	# of Closed Sales	496	519	715	786	873	948	940	994	844	873	801	801	26%	6,271	YTD	21%
	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	4%	427,232	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%	3,689	AVG	-17%
	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	-10%	9,675	YTD	-14%
	# of Pending Transactions	700	838	994	1,002	1,045	995	1,015	959	873	911	804	627	30%	7,548	YTD	11%
	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	-40%	3.9	AVG	-27%
	# of Closed Sales	435	435	623	655	734	808	724	786	703	588	669	604	32%	5,200	YTD	8%
	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	-6%	435,050	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

Eastside (All Areas)
RESIDENTIAL & CONDOMINIUM

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2011 - 2020

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	1,318	1,340	1,454	1,569	1,757	1,877	1,954	1,944	1,882	1,656	1,322	1,005	1,590	AVG
% of 12 Month Avg.	83%	84%	91%	99%	111%	118%	123%	122%	118%	104%	83%	63%		
New Listings Taken in Month	814	906	1,270	1,281	1,495	1,451	1,348	1,225	1,124	952	607	389	12,860	T
% of 12 Month Avg.	76%	85%	118%	120%	139%	135%	126%	114%	105%	89%	57%	36%		
# of Pending Transactions	764	890	1,155	1,171	1,311	1,271	1,209	1,162	1,072	1,058	827	580	12,469	T
% of 12 Month Avg.	74%	86%	111%	113%	126%	122%	116%	112%	103%	102%	80%	56%		
Months Supply of Inventory	1.7	1.5	1.3	1.3	1.3	1.5	1.6	1.7	1.8	1.6	1.6	1.7	1.5	AVG
% of 12 Month Avg.	111%	97%	81%	86%	87%	95%	104%	108%	113%	101%	103%	112%		
# of Closed Units	517	529	758	839	962	1,073	1,065	1,056	926	935	806	786	10,251	T
% of 12 Month Avg.	61%	62%	89%	98%	113%	126%	125%	124%	108%	109%	94%	92%		
Median Closed Price	596,443	602,854	622,155	631,913	645,833	666,065	663,161	658,067	644,510	644,541	648,195	656,695	640,036	AVG
% of 12 Month Avg.	93%	94%	97%	99%	101%	104%	104%	103%	101%	101%	101%	103%		

Eastside (All Areas)
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	5	5	6	7	3	1	4	10					41
\$250,000 to \$499,999	101	88	97	138	121	126	126	120					917
\$500,000 to \$749,999	91	89	113	148	133	143	147	156					1,020
\$750,000 to \$999,999	99	118	164	180	218	225	218	220					1,442
\$1,000,000 to \$1,499,999	117	141	228	274	318	325	351	302					2,056
\$1,500,000 to \$2,499,999	77	100	204	223	241	303	297	219					1,664
\$2,500,000 and above	34	27	65	76	68	94	108	110					582
Grand Total	524	568	877	1,046	1,102	1,217	1,251	1,137					7,722

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	31
\$250,000 to \$499,999	84	97	119	87	58	100	136	148	122	153	121	118	829
\$500,000 to \$749,999	102	116	156	145	130	167	209	188	212	194	161	127	1,213
\$750,000 to \$999,999	103	125	164	181	150	242	268	276	288	317	234	243	1,509
\$1,000,000 to \$1,499,999	81	101	167	140	138	210	273	285	246	322	256	218	1,395
\$1,500,000 to \$2,499,999	32	60	89	59	47	102	123	120	154	190	134	150	632
\$2,500,000 and above	12	26	25	16	9	35	36	52	55	77	55	49	211
Grand Total	418	529	721	631	537	859	1,048	1,077	1,081	1,259	966	909	5,820

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	25%	25%	500%	133%	-40%	-67%	33%	25%					32%
\$250,000 to \$499,999	20%	-9%	-18%	59%	109%	26%	-7%	-19%					11%
\$500,000 to \$749,999	-11%	-23%	-28%	2%	2%	-14%	-30%	-17%					-16%
\$750,000 to \$999,999	-4%	-6%	0%	-1%	45%	-7%	-19%	-20%					-4%
\$1,000,000 to \$1,499,999	44%	40%	37%	96%	130%	55%	29%	6%					47%
\$1,500,000 to \$2,499,999	141%	67%	129%	278%	413%	197%	141%	83%					163%
\$2,500,000 and above	183%	4%	160%	375%	656%	169%	200%	112%					176%
Grand Total	25%	7%	22%	66%	105%	42%	19%	6%					33%