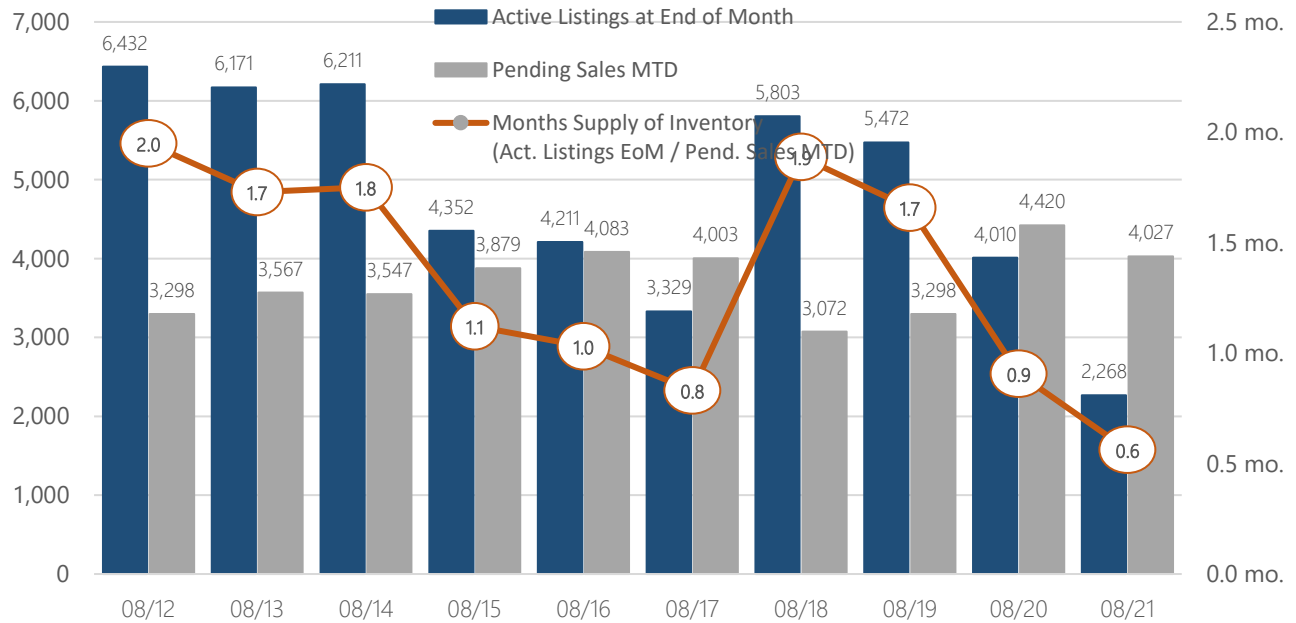
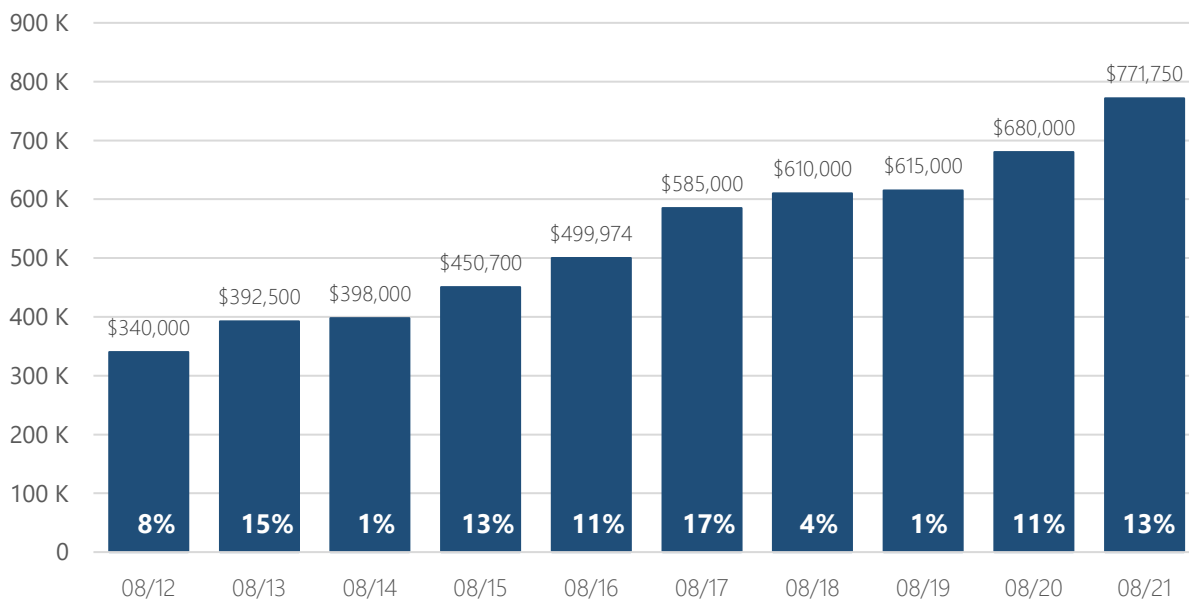


All King County
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



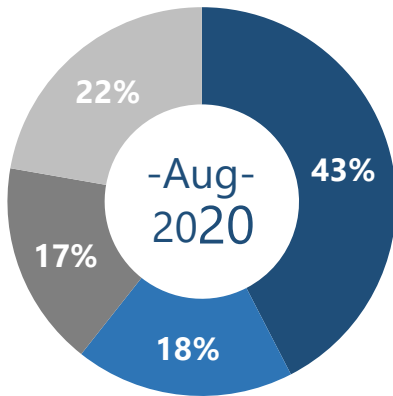
Median Closed Sales Price For Current Month Sold Properties



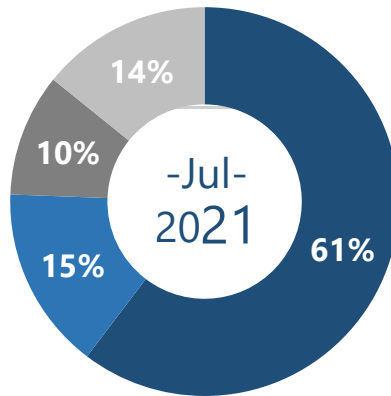
All King County

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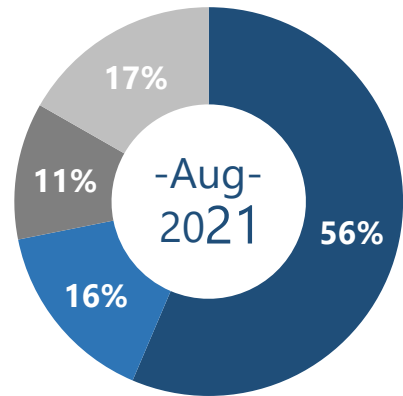
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

AUGUST 2021	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	6	10	21	49
NUMBER OF SALES IN MONTH	2,075	569	419	616
MEDIAN DIFFERENCE FROM LIST PRICE	8%	0%	-3%	N/A

All King County
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price
based on Market Time

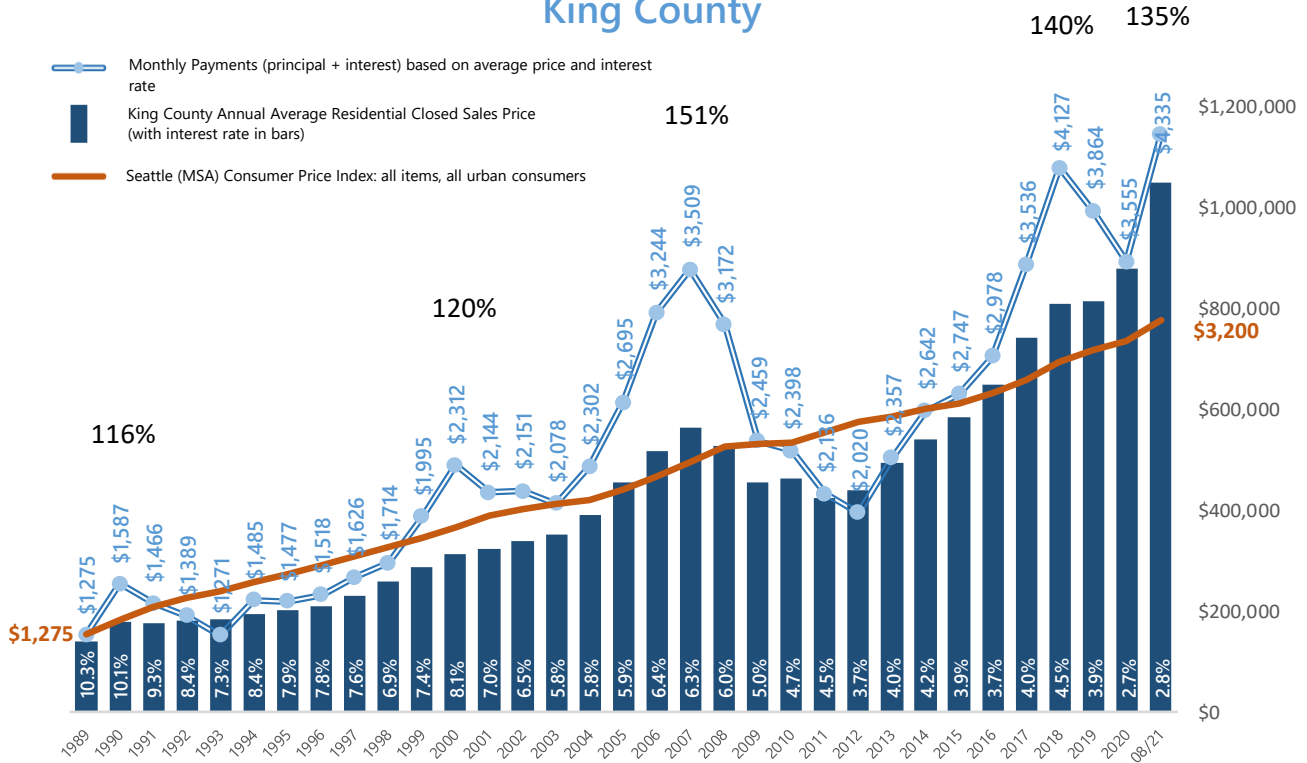
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	104.5%	104.4%	2851	77.5%
15 - 30	98.0%	99.7%	460	12.5%
31 - 60	96.0%	99.2%	225	6.1%
61 - 90	92.9%	97.7%	69	1.9%
90+	94.7%	99.5%	74	2.0%
Totals			3679	100.0%

The Cost of
Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
August, 2021	\$771,750	2.84%	\$3,188
August, 2020	\$680,000	2.94%	\$2,845
	\$91,750	-0.10%	\$343 Per Month
			\$4,111 Per Year

Monthly Payments Compared to Inflation Trendline

King County



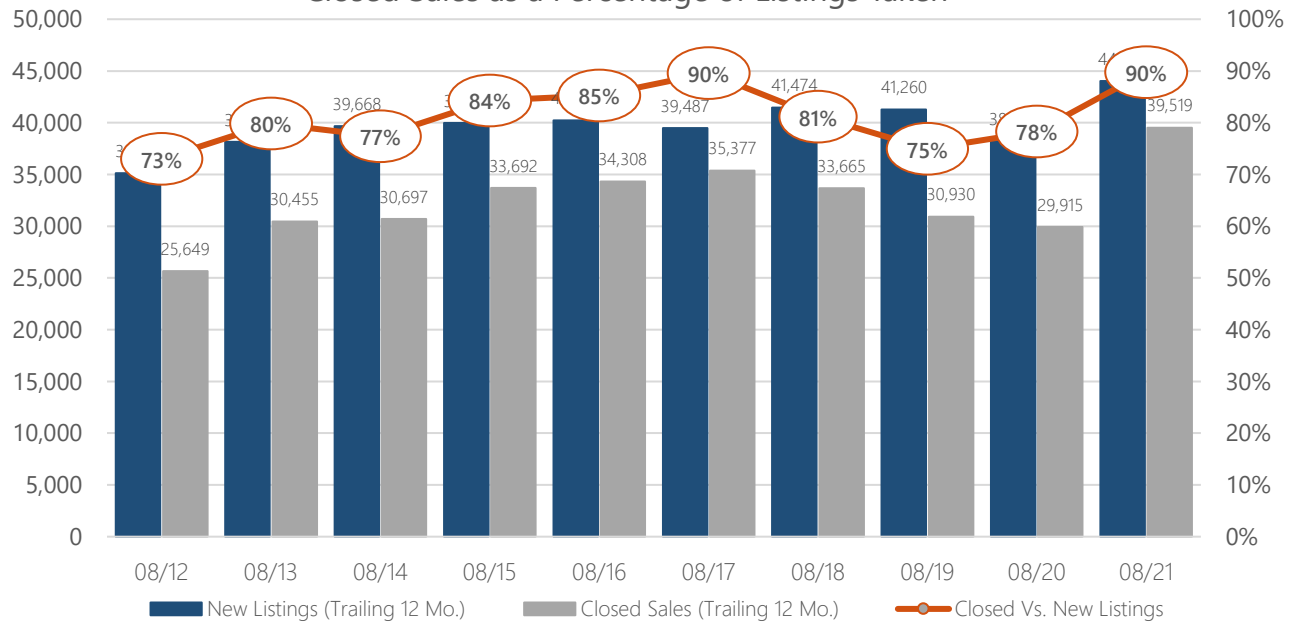
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Inflation trend line based on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

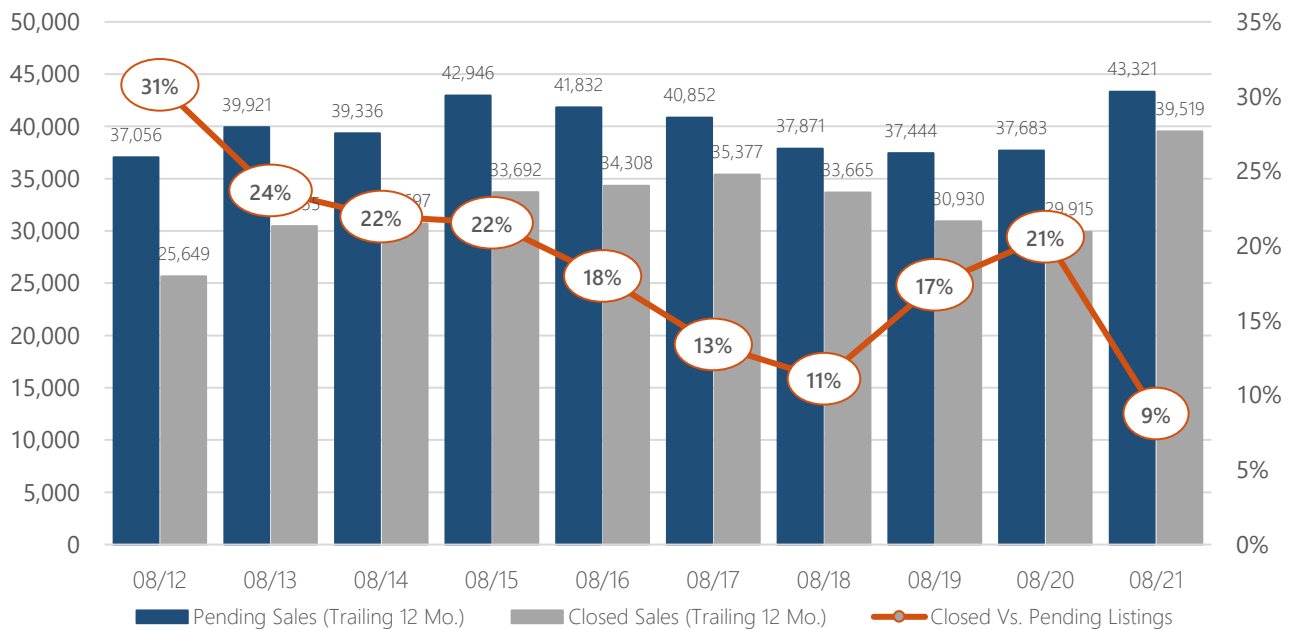
RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close

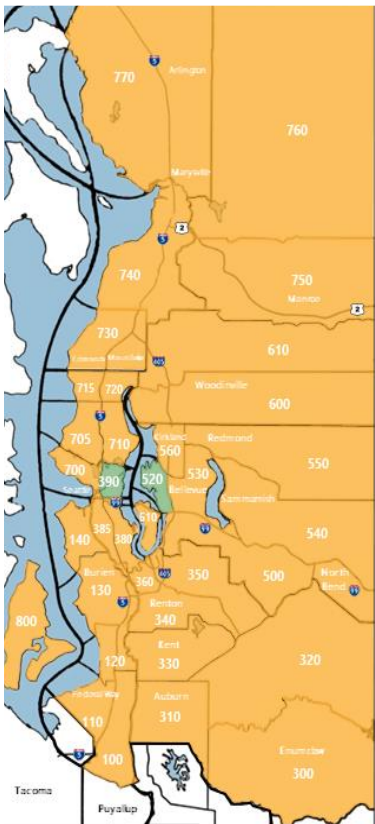


Months Supply
of
Inventory
•
**CURRENT
MONTH**
•
KING &
SNOHOMISH
COUNTY
•
RESIDENTIAL &
CONDOMINIUM

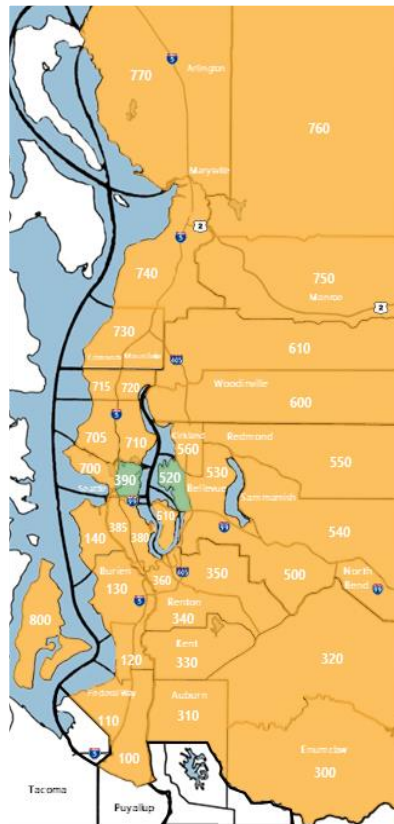
0 - 2	2 - 4	4+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Area			Months Inventory			Area			Months Inventory		
			2019	2020	2021				2019	2020	2021
100	1.6	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.

All King County Statistics To Know

Residential

	August, 2021	August, 2020	Difference	% Change
Months Supply of Inventory	0.5	0.7	-0.3	-35%
Active Listings at End of Month	1,485	2,590	-1,105	-43%
Pending Sales MTD	3,116	3,537	-421	-12%
Pending Sales (Trailing 12 Months)	33,403	29,981	3,422	11%
Closed Sales MTD	2,873	2,783	90	3%
Closed Sales (Trailing 12 Months)	30,889	23,778	7,111	30%
Closed Sales Price (Median)	\$850,000	\$742,950	\$107,050	14%
30-Year-Fixed-Rate Mortgage Rate	2.8%	2.9%	-0.1%	-3%
Monthly Payments (P&I)	\$3,511	\$3,108	\$402	13%

Condominium

	August, 2021	August, 2020	Difference	% Change
Months Supply of Inventory	0.9	1.6	-0.7	-47%
Active Listings at End of Month	783	1,420	-637	-45%
Pending Sales MTD	911	883	28	3%
Pending Sales (Trailing 12 Months)	9,918	7,702	2,216	29%
Closed Sales MTD	807	673	134	20%
Closed Sales (Trailing 12 Months)	8,630	6,137	2,493	41%
Closed Sales Price (Median)	\$458,000	\$415,000	\$43,000	10%
30-Year-Fixed-Rate Mortgage Rate	2.8%	2.9%	-0.1%	-3%
Monthly Payments (P&I)	\$1,892	\$1,736	\$155	9%

Residential & Condominium

	August, 2021	August, 2020	Difference	% Change
Months Supply of Inventory	0.6	0.9	-0.3	-38%
Active Listings at End of Month	2,268	4,010	-1,742	-43%
Pending Sales MTD	4,027	4,420	-393	-9%
Pending Sales (Trailing 12 Months)	43,321	37,683	5,638	15%
Closed Sales MTD	3,680	3,456	224	6%
Closed Sales (Trailing 12 Months)	39,519	29,915	9,604	32%
Closed Sales Price (Median)	\$771,750	\$680,000	\$91,750	13%
30-Year-Fixed-Rate Mortgage Rates	2.8%	2.9%	-0.1%	-3%
Monthly Payments (P&I)	\$3,188	\$2,845	\$343	12%

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	2,212	1,995	2,257	2,679	2,268					-43%	2,108	AVG	-33%
New Listings Taken in Month	2,598	2,893	4,117	4,602	4,372	4,801	4,428	3,774					-18%	31,585	YTD	10%
# of Pending Transactions	2,625	2,865	4,054	3,977	4,379	4,351	3,860	4,027					-9%	30,138	YTD	13%
Months Supply of Inventory	0.7	0.6	0.4	0.6	0.5	0.5	0.7	0.6					-38%	0.6	AVG	-41%
# of Closed Sales	2,006	2,146	2,956	3,402	3,643	4,052	4,048	3,680					6%	25,933	YTD	31%
Median Closed Price	644,950	679,075	740,000	750,000	775,000	779,919	789,000	771,750					13%	744,426	WA	15%
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	-27%	3,154	AVG	-36%
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	34%	28,824	YTD	-5%
# 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	34%	26,728	YTD	-3%
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	-45%	1.0	AVG	-33%
# 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	10%	19,726	YTD	-9%
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	11%	645,357	WA	4%
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	-6%	4,904	AVG	46%
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	-19%	30,427	YTD	-3%
# 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	7%	27,461	YTD	5%
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	-12%	1.4	AVG	43%
# 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	4%	21,566	YTD	-1%
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	1%	618,256	WA	-1%
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	74%	3,349	AVG	31%
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%	31,263	YTD	6%
# 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	-23%	26,143	YTD	-8%
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	127%	1.0	AVG	42%
# 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	-15%	21,727	YTD	-6%
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	4%	623,143	WA	13%
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	-21%	2,552	A	-23%
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	9%	29,433	YTD	-1%
# 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	-2%	28,551	YTD	-5%
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	-19%	0.7	A	-19%
# 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	-2%	23,184	T	-1%
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	17%	552,397	WA	16%

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



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	-3%	3,317	AVG	-17%
	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	9%	30,712	YTD	3%
	# 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	5%	30,109	YTD	-4%
	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	-8%	0.9	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	10%	23,351	YTD	0%
	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%	477,250	WA	12%
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	-30%	3,974	AVG	-21%
	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	-2%	29,811	YTD	0%
	# 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	9%	31,361	YTD	11%
	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	-36%	1.0	AVG	-28%
	# 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	11%	23,309	YTD	13%
	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	13%	424,230	WA	8%
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	1%	5,016	AVG	6%
	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	-5%	29,675	YTD	2%
	# 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	-1%	28,230	YTD	-2%
	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	1%	1.4	AVG	9%
	# 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	-7%	20,548	YTD	-3%
	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	1%	391,623	WA	7%
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	-4%	4,716	AVG	-30%
	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	22%	29,143	YTD	14%
	# 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	8%	28,760	YTD	6%
	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	-11%	1.3	AVG	-35%
	# 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	18%	21,205	YTD	18%
	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	15%	364,510	WA	15%
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	-40%	6,709	AVG	-38%
	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	-1%	25,504	YTD	-11%
	# 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	10%	27,023	YTD	19%
	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	-46%	2.0	AVG	-47%
	# 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	21%	18,004	YTD	19%
	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%	317,623	WA	-1%
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	-24%	10,771	AVG	-17%
	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	-9%	28,575	YTD	-15%
	# 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	34%	22,635	YTD	8%
	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	-43%	3.9	AVG	-26%
	# 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	36%	15,078	YTD	3%
	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	-10%	320,808	WA	-8%

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	TT
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	55	67	64	58	55					480
\$250,000 to \$499,999	495	459	507	619	585	647	610	615					4,537
\$500,000 to \$749,999	674	720	931	1,019	1,055	1,179	1,181	1,084					7,843
\$750,000 to \$999,999	366	417	594	687	755	839	861	814					5,333
\$1,000,000 to \$1,499,999	238	277	460	550	681	694	717	613					4,230
\$1,500,000 to \$2,499,999	119	156	299	363	387	462	461	360					2,607
\$2,500,000 and above	48	39	87	102	110	136	154	138					814
Grand Total	2,002	2,121	2,944	3,395	3,640	4,021	4,042	3,679					25,844

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	529
\$250,000 to \$499,999	545	585	669	570	548	706	882	800	793	892	717	755	5,305
\$500,000 to \$749,999	554	618	753	645	655	858	1,044	1,101	1,124	1,185	940	946	6,228
\$750,000 to \$999,999	266	303	446	410	372	570	645	673	746	781	584	617	3,685
\$1,000,000 to \$1,499,999	152	193	304	258	236	357	512	515	458	544	438	400	2,527
\$1,500,000 to \$2,499,999	62	87	154	106	88	175	202	207	262	272	214	216	1,081
\$2,500,000 and above	20	29	33	23	18	51	47	73	75	98	70	67	294
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	19,649

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	13%	-10%	-19%	-2%	10%	-4%	-15%	-33%					-9%
\$250,000 to \$499,999	-9%	-22%	-24%	9%	7%	-8%	-31%	-23%					-14%
\$500,000 to \$749,999	22%	17%	24%	58%	61%	37%	13%	-2%					26%
\$750,000 to \$999,999	38%	38%	33%	68%	103%	47%	33%	21%					45%
\$1,000,000 to \$1,499,999	57%	44%	51%	113%	189%	94%	40%	19%					67%
\$1,500,000 to \$2,499,999	92%	79%	94%	242%	340%	164%	128%	74%					141%
\$2,500,000 and above	140%	34%	164%	343%	511%	167%	228%	89%					177%
Grand Total	21%	13%	21%	64%	84%	44%	19%	7%					32%