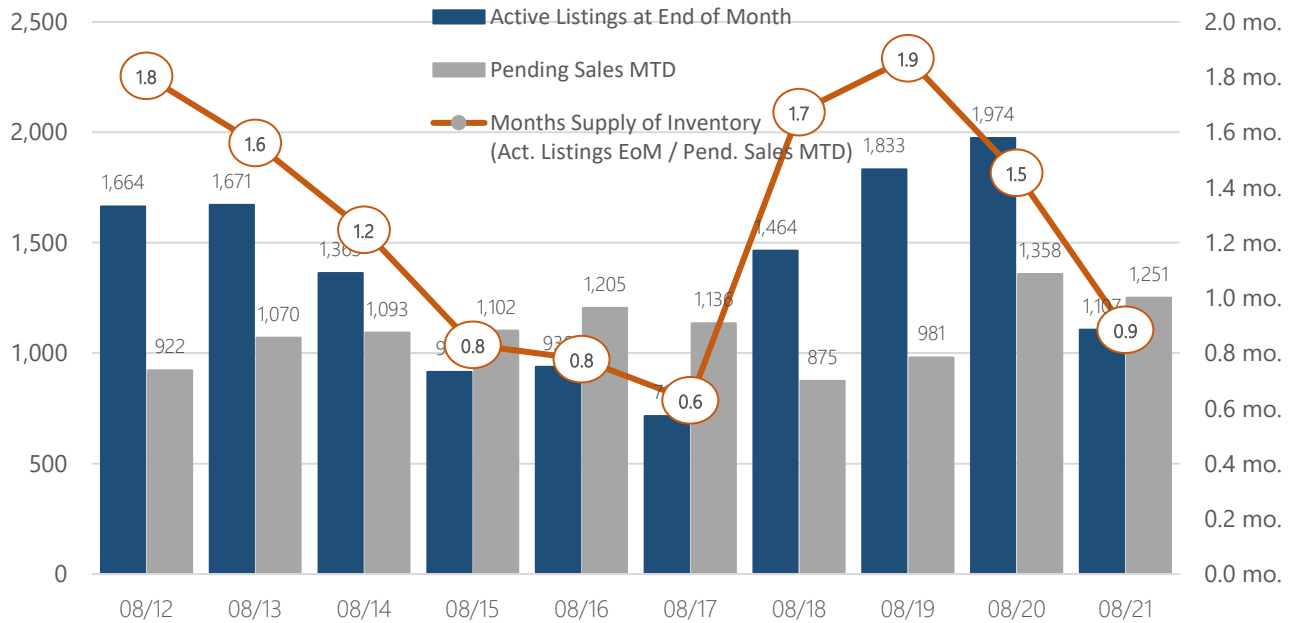


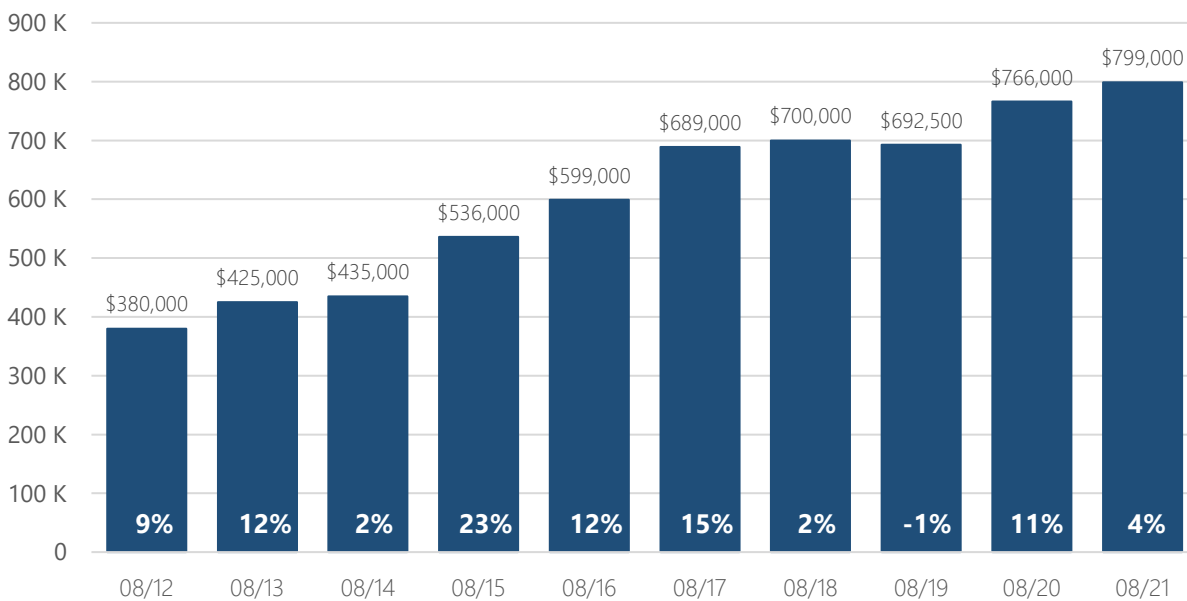
## Seattle (All Areas)

### RESIDENTIAL & CONDOMINIUM

#### Active, Pending, & Months Supply of Inventory



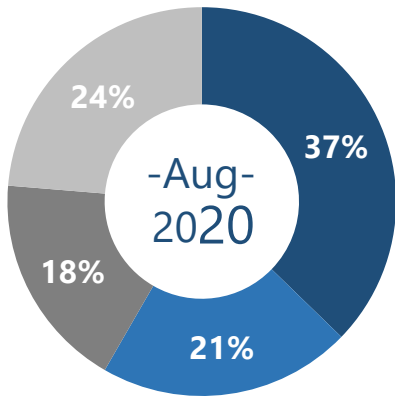
#### Median Closed Sales Price For Current Month Sold Properties



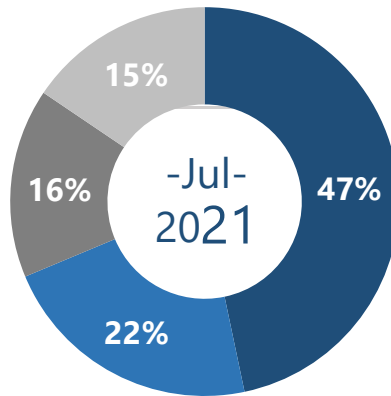
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

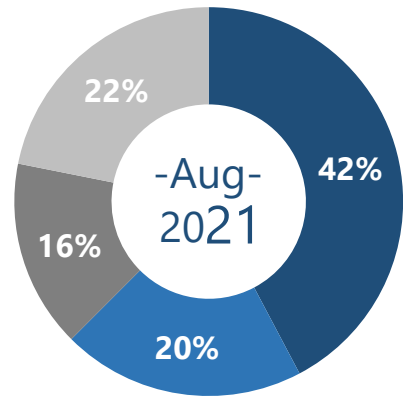
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



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	▶	6	10	23	65
NUMBER OF SALES IN MONTH	▶	516	247	191	267
MEDIAN DIFFERENCE FROM LIST PRICE	▶	7%	0%	-2%	N/A

**Seattle (All Areas)**  
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price  
based on Market Time

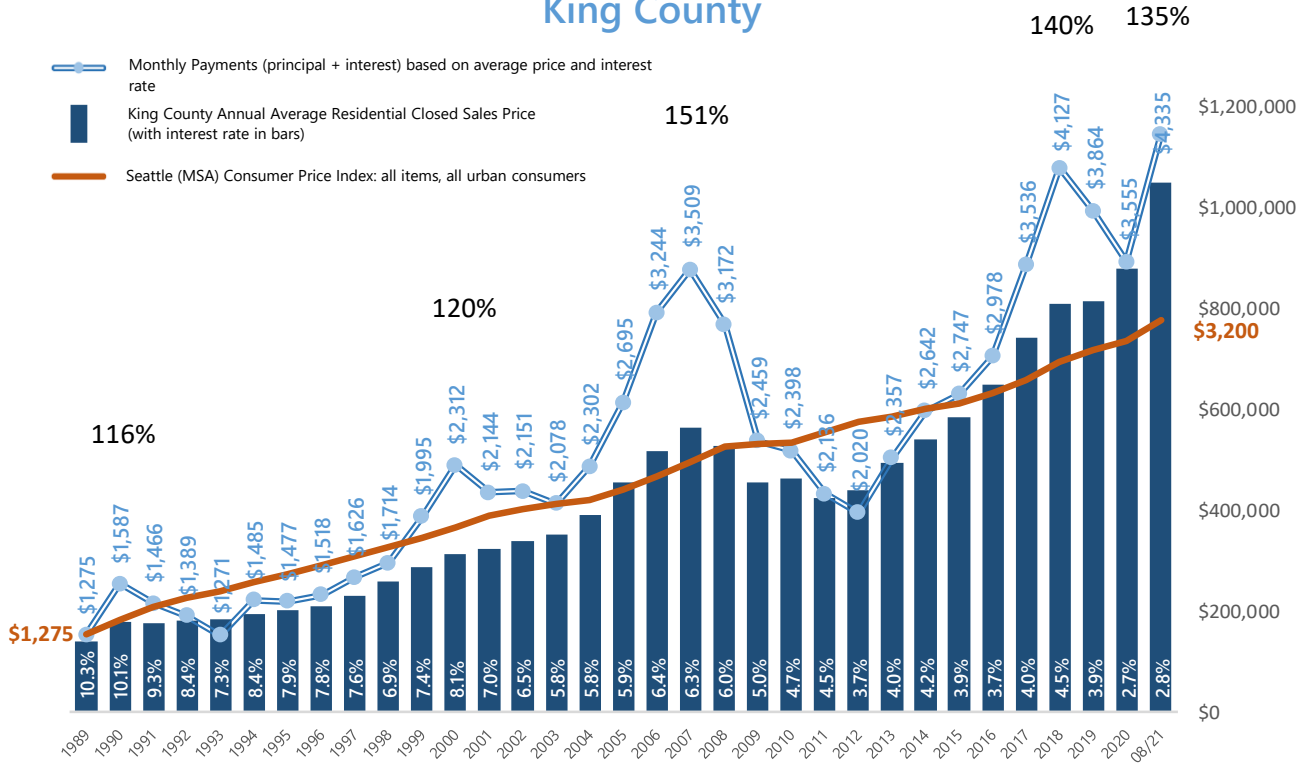
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	101.7%	101.7%	828	67.8%
15 - 30	97.8%	99.4%	195	16.0%
31 - 60	95.8%	99.2%	116	9.5%
61 - 90	93.5%	97.5%	37	3.0%
90+	93.3%	97.9%	45	3.7%
Totals			1221	100.0%

The Cost of  
Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
August, 2021	\$799,000	2.84%	\$3,300
August, 2020	\$766,000	2.94%	\$3,205
	<b>\$33,000</b>	<b>-0.10%</b>	<b>\$95</b> Per Month
			<b>\$1,144</b> Per Year

# Monthly Payments Compared to Inflation Trendline

## King County



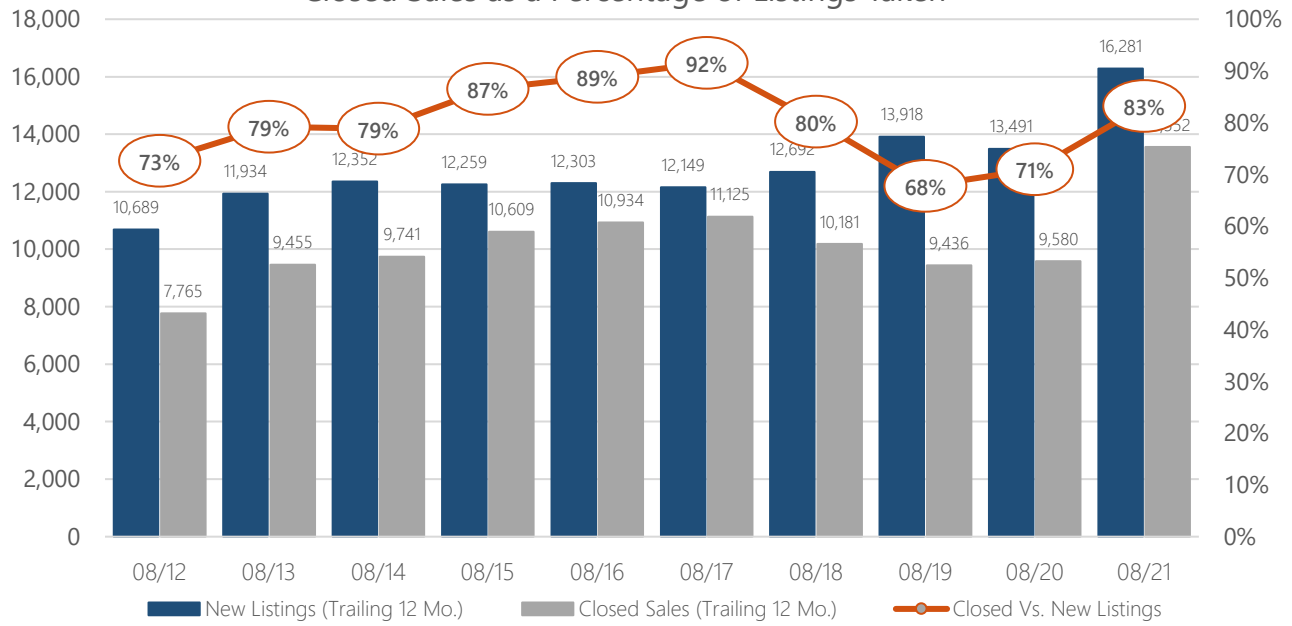
<p><b>A</b></p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p><b>B</b></p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p><b>C</b></p>	<p>Inflation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

## Seattle (All Areas)

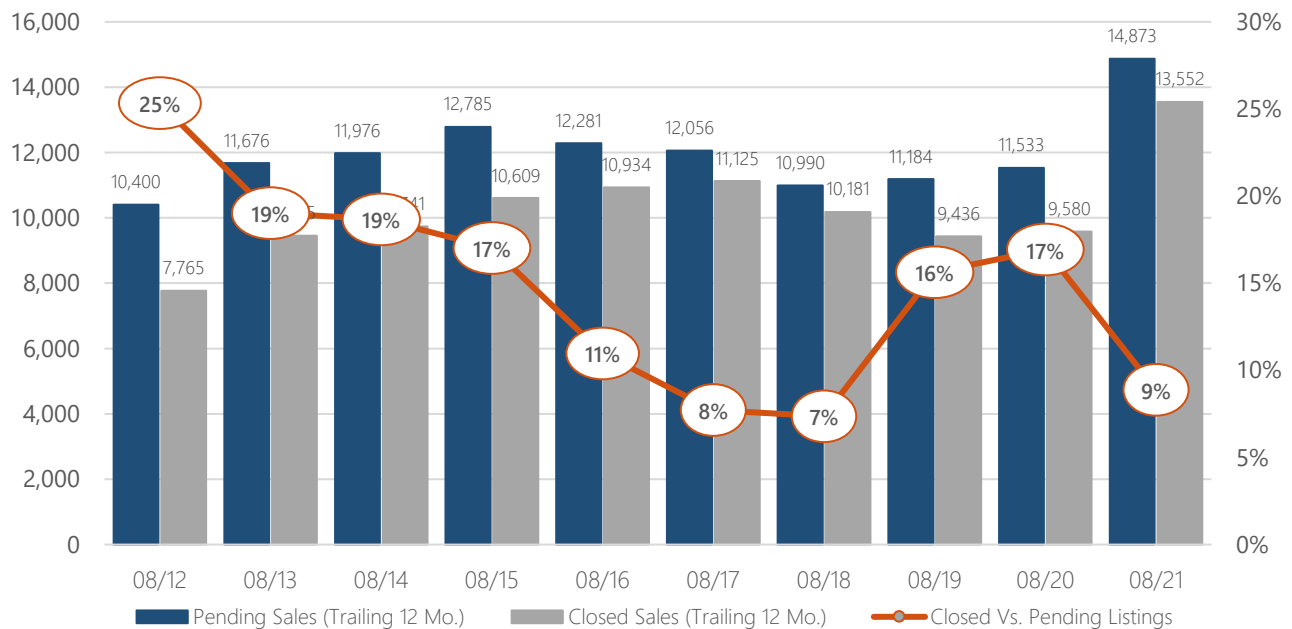
### RESIDENTIAL & CONDOMINIUM

#### What Are The Odds of Selling?

#### Closed Sales as a Percentage of Listings Taken



#### Percentage of Pending Sales that do not Close

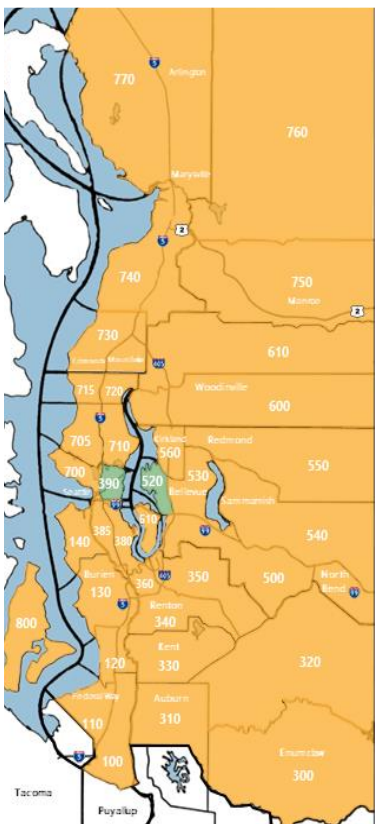


Months Supply  
of  
Inventory  
•  
**CURRENT  
MONTH**  
•  
KING &  
SNOHOMISH  
COUNTY  
•  
RESIDENTIAL &  
CONDOMINIUM

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
<b>100</b>	1.6	0.5	0.5	<b>530</b>	1.1	1.1	0.4				
<b>110</b>	0.9	0.4	0.4	<b>540</b>	1.9	0.6	0.3				
<b>120</b>	1.2	0.5	0.4	<b>550</b>	2.0	0.5	0.2				
<b>130</b>	1.7	0.8	0.5	<b>560</b>	2.3	0.9	0.5				
<b>140</b>	1.6	1.2	0.7	<b>600</b>	1.6	0.7	0.4				
<b>300</b>	1.2	0.9	0.5	<b>610</b>	1.7	0.5	0.4				
<b>310</b>	1.0	0.5	0.4	<b>700</b>	1.7	1.5	0.9				
<b>320</b>	1.5	0.4	0.5	<b>701</b>	3.5	6.9	2.2				
<b>330</b>	1.2	0.4	0.4	<b>705</b>	1.6	0.8	0.6				
<b>340</b>	1.2	0.5	0.5	<b>710</b>	1.7	0.9	0.7				
<b>350</b>	1.8	0.4	0.5	<b>715</b>	1.9	0.6	0.5				
<b>360</b>	1.9	0.8	0.8	<b>720</b>	1.7	0.6	0.4				
<b>380</b>	2.0	0.9	0.9	<b>730</b>	1.5	0.5	0.4				
<b>385</b>	2.7	1.9	1.2	<b>740</b>	1.2	0.5	0.4				
<b>390</b>	1.9	2.0	1.1	<b>750</b>	1.4	0.7	0.7				
<b>500</b>	1.9	1.0	0.3	<b>760</b>	1.1	0.5	0.5				
<b>510</b>	2.9	0.9	0.4	<b>770</b>	1.1	0.4	0.4				
<b>520</b>	2.7	2.6	0.7	<b>800</b>	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.

## Seattle (All Areas) Statistics To Know

### Residential

	August, 2021	August, 2020	Difference	% Change
Months Supply of Inventory	0.7	1.0	-0.4	-35%
Active Listings at End of Month	604	1,082	-478	-44%
Pending Sales MTD	908	1,052	-144	-14%
Pending Sales (Trailing 12 Months)	11,175	8,905	2,270	25%
Closed Sales MTD	903	882	21	2%
Closed Sales (Trailing 12 Months)	10,381	7,409	2,972	40%
Closed Sales Price (Median)	\$875,000	\$825,000	\$50,000	6%
30-Year-Fixed-Rate Mortgage Rate	2.8%	2.9%	-0.1%	-3%
Monthly Payments (P&I)	\$3,614	\$3,452	\$162	5%

### Condominium

	August, 2021	August, 2020	Difference	% Change
Months Supply of Inventory	1.5	2.9	-1.4	-50%
Active Listings at End of Month	503	892	-389	-44%
Pending Sales MTD	343	306	37	12%
Pending Sales (Trailing 12 Months)	3,698	2,628	1,070	41%
Closed Sales MTD	318	227	91	40%
Closed Sales (Trailing 12 Months)	3,171	2,171	1,000	46%
Closed Sales Price (Median)	\$480,000	\$505,000	-\$25,000	-5%
30-Year-Fixed-Rate Mortgage Rate	2.8%	2.9%	-0.1%	-3%
Monthly Payments (P&I)	\$1,983	\$2,113	-\$130	-6%

### Residential & Condominium

	August, 2021	August, 2020	Difference	% Change
Months Supply of Inventory	0.9	1.5	-0.6	-39%
Active Listings at End of Month	1,107	1,974	-867	-44%
Pending Sales MTD	1,251	1,358	-107	-8%
Pending Sales (Trailing 12 Months)	14,873	11,533	3,340	29%
Closed Sales MTD	1,221	1,109	112	10%
Closed Sales (Trailing 12 Months)	13,552	9,580	3,972	41%
Closed Sales Price (Median)	\$799,000	\$766,000	\$33,000	4%
30-Year-Fixed-Rate Mortgage Rates	2.8%	2.9%	-0.1%	-3%
Monthly Payments (P&I)	\$3,300	\$3,205	\$95	3%

**Seattle (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)	1,118	1,045	1,062	1,165	1,091	1,226	1,296	1,107					-44%	1,139	AVG	-10%
New Listings Taken in Month	1,063	1,070	1,562	1,681	1,639	1,752	1,518	1,222					-33%	11,507	YTD	13%
# of Pending Transactions	995	1,079	1,441	1,458	1,557	1,480	1,330	1,251					-8%	10,591	YTD	30%
Months Supply of Inventory	1.1	1.0	0.7	0.8	0.7	0.8	1.0	0.9					-39%	0.9	AVG	-29%
# of Closed Sales	709	831	1,115	1,212	1,286	1,426	1,397	1,221					10%	9,197	YTD	43%
Median Closed Price	745,500	710,000	750,000	785,000	833,960	800,000	801,000	799,000					4%	779,841	WA	7%
2020																
Active Listings (EOM)	758	820	990	1,131	1,313	1,440	1,676	1,974	2,124	2,055	1,658	1,169	8%	1,263	AVG	-25%
New Listings Taken in Month	730	994	1,261	921	1,279	1,484	1,695	1,817	1,744	1,521	867	642	38%	10,181	YTD	1%
# of Pending Transactions	743	902	926	681	1,002	1,231	1,304	1,358	1,315	1,204	919	844	38%	8,147	YTD	-1%
Months Supply of Inventory	1.0	0.9	1.1	1.7	1.3	1.2	1.3	1.5	1.6	1.7	1.8	1.4	-22%	1.2	AVG	-25%
# of Closed Sales	551	643	835	654	629	901	1,093	1,109	1,189	1,202	992	972	15%	6,415	YTD	-4%
Median Closed Price	670,000	675,000	725,000	751,503	715,000	749,000	750,000	766,000	760,000	750,000	760,000	735,000	11%	726,775	WA	4%
2019																
Active Listings (EOM)	1,130	1,215	1,416	1,635	2,077	2,104	1,979	1,833	1,959	1,772	1,310	838	25%	1,674	AVG	85%
New Listings Taken in Month	877	815	1,391	1,500	1,800	1,456	1,170	1,044	1,274	1,088	595	353	-11%	10,053	YTD	8%
# of Pending Transactions	762	687	1,105	1,182	1,204	1,191	1,081	981	948	1,010	846	582	12%	8,193	YTD	9%
Months Supply of Inventory	1.5	1.8	1.3	1.4	1.7	1.8	1.8	1.9	2.1	1.8	1.5	1.4	12%	1.6	AVG	72%
# of Closed Sales	470	611	710	875	1,069	983	990	968	750	859	812	744	11%	6,676	YTD	2%
Median Closed Price	640,000	690,000	698,498	707,000	722,000	729,900	700,500	692,500	684,500	715,000	675,000	695,000	-1%	698,470	WA	-4%
2018																
Active Listings (EOM)	421	460	600	730	936	1,246	1,365	1,464	1,965	1,954	1,660	1,111	105%	903	AVG	44%
New Listings Taken in Month	720	791	1,208	1,191	1,474	1,518	1,269	1,168	1,560	1,223	771	311	4%	9,339	YTD	6%
# of Pending Transactions	588	745	1,001	1,012	1,203	1,118	970	875	861	879	753	498	-23%	7,512	YTD	-10%
Months Supply of Inventory	0.7	0.6	0.6	0.7	0.8	1.1	1.4	1.7	2.3	2.2	2.2	2.2	166%	1.0	AVG	56%
# of Closed Sales	470	545	770	875	1,012	1,019	977	875	668	798	667	627	-19%	6,543	YTD	-10%
Median Closed Price	700,000	714,000	730,000	750,000	759,500	740,000	735,000	700,000	707,250	706,250	695,000	699,000	2%	729,152	WA	11%
2017																
# of Active Listings	486	470	566	606	668	718	796	715	891	810	534	299	-24%	628	A	-22%
New Listings Taken in Month	721	770	1,169	1,110	1,379	1,381	1,195	1,123	1,274	1,027	698	354	1%	8,848	YTD	-2%
# of Pending Transactions	662	797	1,063	1,057	1,293	1,274	1,056	1,136	1,065	1,037	874	502	-6%	8,338	YTD	-5%
Months Supply of Inventory	0.7	0.6	0.5	0.6	0.5	0.6	0.8	0.6	0.8	0.8	0.6	0.6	-19%	0.6	A	-18%
# of Closed Sales	588	564	862	849	1,076	1,129	1,079	1,083	947	992	889	810	-7%	7,230	T	-4%
Median Closed Price	595,000	620,000	630,900	660,000	650,000	685,000	699,000	689,000	675,000	667,450	680,000	679,499	15%	655,416	WA	15%



# MARKET UPDATE

August, 2021



## Seattle (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)	613	651	712	864	837	852	994	938	1,173	916	649	438	3%	808	AVG	-5%
	New Listings Taken in Month	766	866	1,203	1,275	1,332	1,304	1,281	1,153	1,382	923	591	405	4%	9,180	YTD	2%
	# of Pending Transactions	649	867	1,144	1,149	1,367	1,273	1,140	1,205	1,142	1,134	858	584	9%	8,794	YTD	-5%
	Months Supply of Inventory	0.9	0.8	0.6	0.8	0.6	0.7	0.9	0.8	1.0	0.8	0.8	0.8	-6%	0.8	AVG	
	# of Closed Sales	502	608	813	952	1,027	1,263	1,171	1,169	1,074	1,009	959	853	16%	7,505	YTD	3%
	Median Closed Price	538,500	554,225	552,000	564,300	579,000	585,000	599,000	599,000	580,000	575,000	575,000	600,000	12%	572,159	WA	15%
2015	Active Listings (EOM)	755	797	803	854	898	873	890	915	1,004	933	663	438	-33%	848	AVG	-32%
	New Listings Taken in Month	754	838	1,130	1,356	1,331	1,265	1,201	1,114	1,184	961	599	379	10%	8,989	YTD	-2%
	# of Pending Transactions	783	855	1,214	1,424	1,336	1,336	1,204	1,102	1,106	1,021	840	520	1%	9,254	YTD	9%
	Months Supply of Inventory	1.0	0.9	0.7	0.6	0.7	0.7	0.7	0.8	0.9	0.9	0.8	0.8	-33%	0.8	AVG	-36%
	# of Closed Sales	510	539	775	958	1,099	1,181	1,189	1,011	968	959	691	811	11%	7,262	YTD	11%
	Median Closed Price	464,000	442,500	489,950	494,000	499,999	516,000	517,500	536,000	507,500	493,000	515,000	550,000	23%	496,609	WA	13%
2014	Active Listings (EOM)	1,026	1,036	1,044	1,169	1,382	1,429	1,492	1,363	1,478	1,312	1,041	749	-18%	1,243	AVG	-4%
	New Listings Taken in Month	862	871	1,097	1,243	1,455	1,322	1,267	1,014	1,260	1,024	605	381	-13%	9,131	YTD	0%
	# of Pending Transactions	764	859	1,079	1,127	1,214	1,221	1,131	1,093	1,071	1,071	804	585	2%	8,488	YTD	-1%
	Months Supply of Inventory	1.3	1.2	1.0	1.0	1.1	1.2	1.3	1.2	1.4	1.2	1.3	1.3	-20%	1.2	AVG	-3%
	# of Closed Sales	510	525	783	829	961	1,008	1,006	914	877	940	742	788	-11%	6,536	YTD	-2%
	Median Closed Price	423,500	427,000	416,000	426,000	449,250	450,000	470,000	435,000	452,000	458,725	447,475	459,500	2%	437,739	WA	8%
2013	Active Listings (EOM)	978	1,040	1,069	1,146	1,389	1,511	1,581	1,671	1,709	1,567	1,239	960	0%	1,298	AVG	-25%
	New Listings Taken in Month	756	886	1,108	1,202	1,389	1,350	1,248	1,167	1,207	1,005	616	393	29%	9,106	YTD	18%
	# of Pending Transactions	748	877	1,111	1,134	1,190	1,208	1,197	1,070	1,062	1,066	811	549	16%	8,535	YTD	12%
	Months Supply of Inventory	1.3	1.2	1.0	1.0	1.2	1.3	1.3	1.6	1.6	1.5	1.5	1.7	-13%	1.2	AVG	-35%
	# of Closed Sales	521	512	726	836	1,015	967	1,054	1,032	856	917	724	708	32%	6,663	YTD	21%
	Median Closed Price	356,000	377,500	409,850	409,250	415,000	420,000	430,000	425,000	419,925	429,900	424,500	420,000	12%	406,728	WA	10%
2012	Active Listings (EOM)	1,832	1,730	1,709	1,722	1,733	1,773	1,718	1,664	1,781	1,510	1,257	966	-41%	1,735	AVG	-39%
	New Listings Taken in Month	758	836	1,076	1,064	1,098	1,051	932	908	1,085	818	585	340	-3%	7,723	YTD	-12%
	# of Pending Transactions	641	891	1,071	1,069	1,097	996	927	922	888	982	746	525	9%	7,614	YTD	14%
	Months Supply of Inventory	2.9	1.9	1.6	1.6	1.6	1.8	1.9	1.8	2.0	1.5	1.7	1.8	-45%	1.9	AVG	-46%
	# of Closed Sales	433	444	617	706	836	891	794	780	705	758	723	606	14%	5,501	YTD	14%
	Median Closed Price	318,000	329,250	359,500	392,750	393,000	392,000	382,750	380,000	370,000	375,000	392,000	395,000	9%	370,526	WA	3%
2011	Active Listings (EOM)	2,711	2,799	2,775	2,954	2,927	2,999	2,931	2,801	2,788	2,561	2,256	1,826	-33%	2,862	AVG	-25%
	New Listings Taken in Month	1,070	957	1,173	1,254	1,134	1,211	1,025	940	1,061	826	653	426	-19%	8,764	YTD	-22%
	# of Pending Transactions	635	731	928	884	944	880	813	849	748	776	683	579	28%	6,664	YTD	1%
	Months Supply of Inventory	4.3	3.8	3.0	3.3	3.1	3.4	3.6	3.3	3.7	3.3	3.3	3.2	-48%	3.5	AVG	-29%
	# of Closed Sales	394	403	630	625	673	765	640	684	593	571	540	560	28%	4,814	YTD	-5%
	Median Closed Price	363,500	347,500	357,500	361,000	365,000	353,500	365,000	350,050	362,000	343,000	325,000	339,000	-9%	357,997	WA	-7%

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

Seattle (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)	1,071	1,102	1,168	1,281	1,416	1,495	1,542	1,534	1,687	1,539	1,227	879	13,328	AVG
% of 12 Month Avg.	81%	83%	88%	96%	107%	113%	116%	115%	127%	116%	92%	66%		
New Listings Taken in Month	801	862	1,182	1,212	1,367	1,334	1,228	1,145	1,303	1,042	658	398	12,533	T
% of 12 Month Avg.	77%	83%	113%	116%	131%	128%	118%	110%	125%	100%	63%	38%		
# of Pending Transactions	698	821	1,064	1,072	1,185	1,173	1,082	1,059	1,021	1,018	813	577	11,583	T
% of 12 Month Avg.	72%	85%	110%	111%	123%	122%	112%	110%	106%	105%	84%	60%		
Months Supply of Inventory	1.5	1.3	1.1	1.2	1.2	1.3	1.4	1.4	1.7	1.5	1.5	1.5	1.4	AVG
% of 12 Month Avg.	110%	96%	79%	86%	86%	92%	102%	104%	119%	109%	108%	109%		
# of Closed Units	495	539	752	816	940	1,011	999	963	863	901	774	748	9,800	T
% of 12 Month Avg.	61%	66%	92%	100%	115%	124%	122%	118%	106%	110%	95%	92%		
Median Closed Price	506,850	517,698	536,920	551,580	554,775	562,040	564,875	557,255	551,818	551,333	548,898	557,200	546,770	AVG
% of 12 Month Avg.	93%	95%	98%	101%	101%	103%	103%	102%	101%	101%	100%	102%		

**Seattle (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	2	5	7	8	4	13	3	6					<b>48</b>
\$250,000 to \$499,999	114	131	158	184	185	180	175	188					<b>1,315</b>
\$500,000 to \$749,999	241	312	390	345	346	418	406	332					<b>2,790</b>
\$750,000 to \$999,999	200	200	278	313	319	371	366	342					<b>2,389</b>
\$1,000,000 to \$1,499,999	100	114	170	207	270	268	263	217					<b>1,609</b>
\$1,500,000 to \$2,499,999	38	48	85	127	124	132	139	110					<b>803</b>
\$2,500,000 and above	13	12	21	25	37	33	44	26					<b>211</b>
<b>Grand Total</b>	<b>708</b>	<b>822</b>	<b>1,109</b>	<b>1,209</b>	<b>1,285</b>	<b>1,415</b>	<b>1,396</b>	<b>1,221</b>					<b>9,165</b>

**2020**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	8	0	4	1	4	3	4	3	4	5	5	2	<b>27</b>
\$250,000 to \$499,999	118	152	151	113	103	139	179	155	177	178	139	169	<b>1,110</b>
\$500,000 to \$749,999	207	259	283	208	233	313	355	371	394	416	331	336	<b>2,229</b>
\$750,000 to \$999,999	116	126	207	178	166	233	273	281	331	332	257	252	<b>1,580</b>
\$1,000,000 to \$1,499,999	64	73	117	104	79	130	196	199	169	177	158	143	<b>962</b>
\$1,500,000 to \$2,499,999	28	26	62	42	35	68	72	79	95	74	73	53	<b>412</b>
\$2,500,000 and above	6	3	8	7	8	15	10	18	19	21	13	16	<b>75</b>
<b>Grand Total</b>	<b>547</b>	<b>639</b>	<b>832</b>	<b>653</b>	<b>628</b>	<b>901</b>	<b>1,089</b>	<b>1,106</b>	<b>1,189</b>	<b>1,203</b>	<b>976</b>	<b>971</b>	<b>6,395</b>

**YOY % CHANGE**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-75%	N/A	75%	700%	0%	333%	-25%	100%					78%
\$250,000 to \$499,999	-3%	-14%	5%	63%	80%	29%	-2%	21%					18%
\$500,000 to \$749,999	16%	20%	38%	66%	48%	34%	14%	-11%					25%
\$750,000 to \$999,999	72%	59%	34%	76%	92%	59%	34%	22%					51%
\$1,000,000 to \$1,499,999	56%	56%	45%	99%	242%	106%	34%	9%					67%
\$1,500,000 to \$2,499,999	36%	85%	37%	202%	254%	94%	93%	39%					95%
\$2,500,000 and above	117%	300%	162%	257%	362%	120%	340%	44%					181%
<b>Grand Total</b>	<b>29%</b>	<b>29%</b>	<b>33%</b>	<b>85%</b>	<b>105%</b>	<b>57%</b>	<b>28%</b>	<b>10%</b>					<b>43%</b>