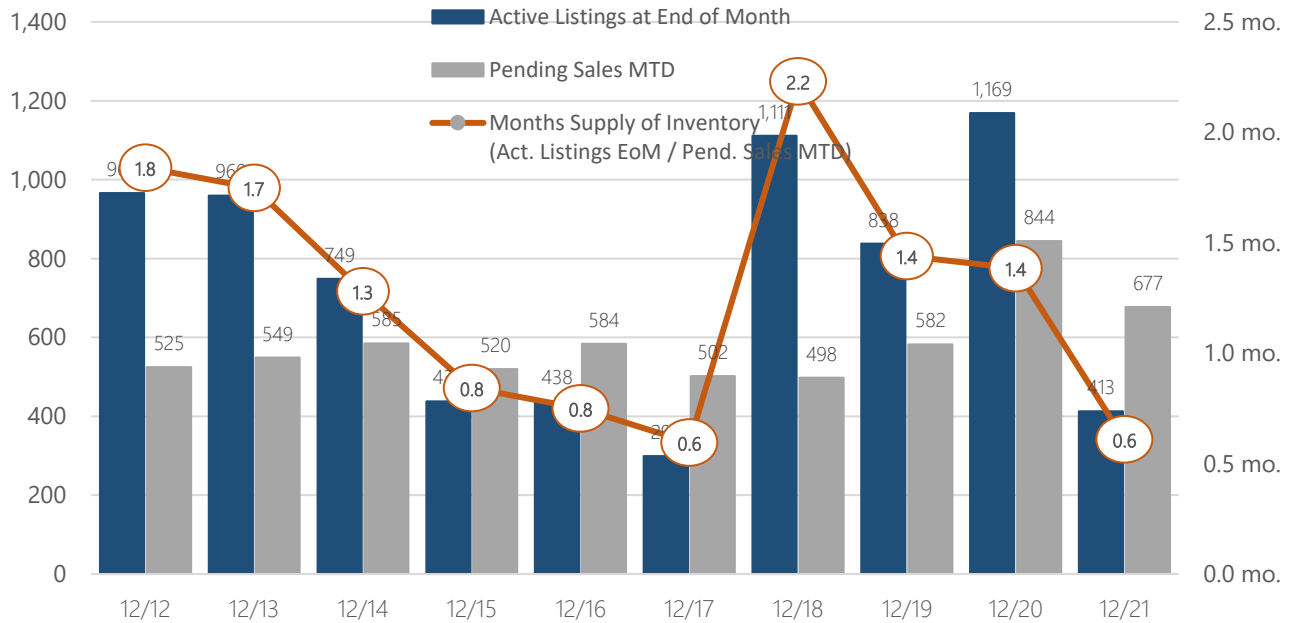


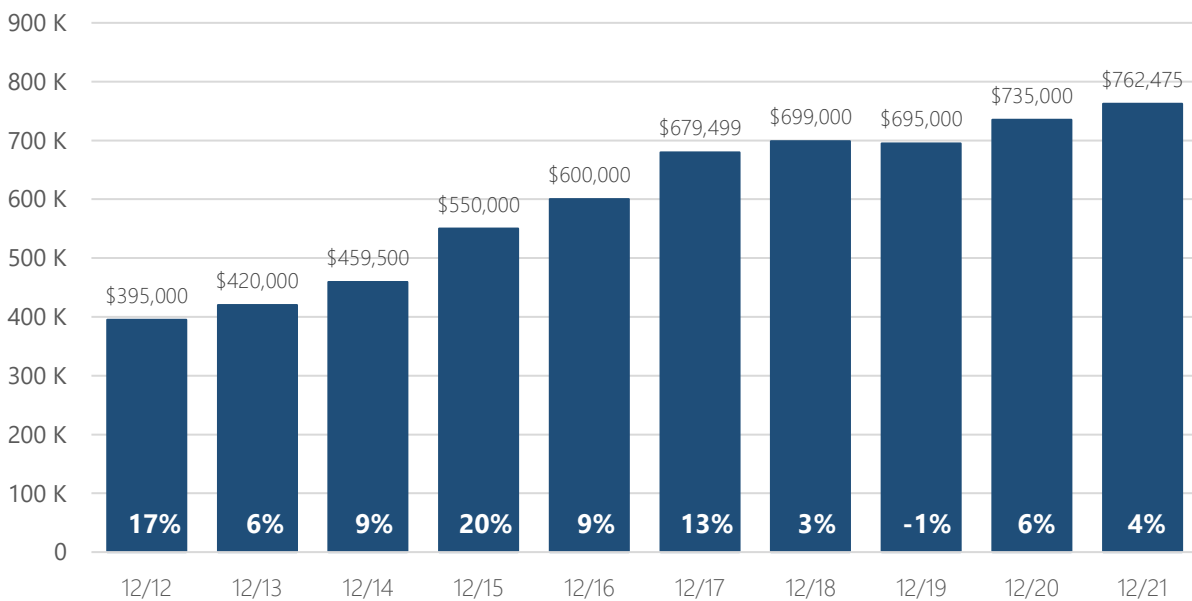
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



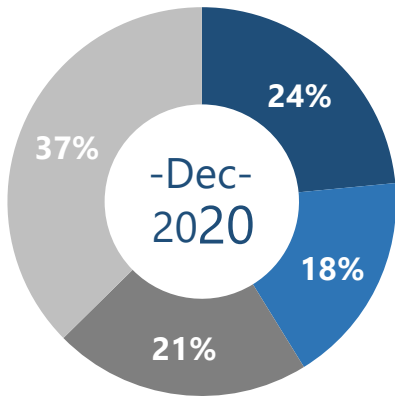
Median Closed Sales Price For Current Month Sold Properties



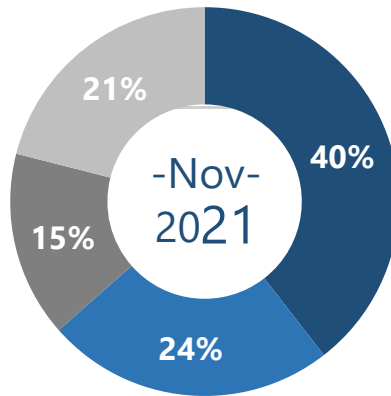
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

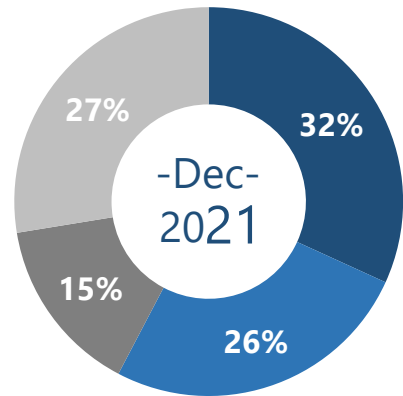
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

DECEMBER 2021

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	7	10	26	70
NUMBER OF SALES IN MONTH	▶	300	244	139	260
MEDIAN DIFFERENCE FROM LIST PRICE	▶	7%	0%	-2%	N/A

Seattle (All Areas)
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price
based on Market Time

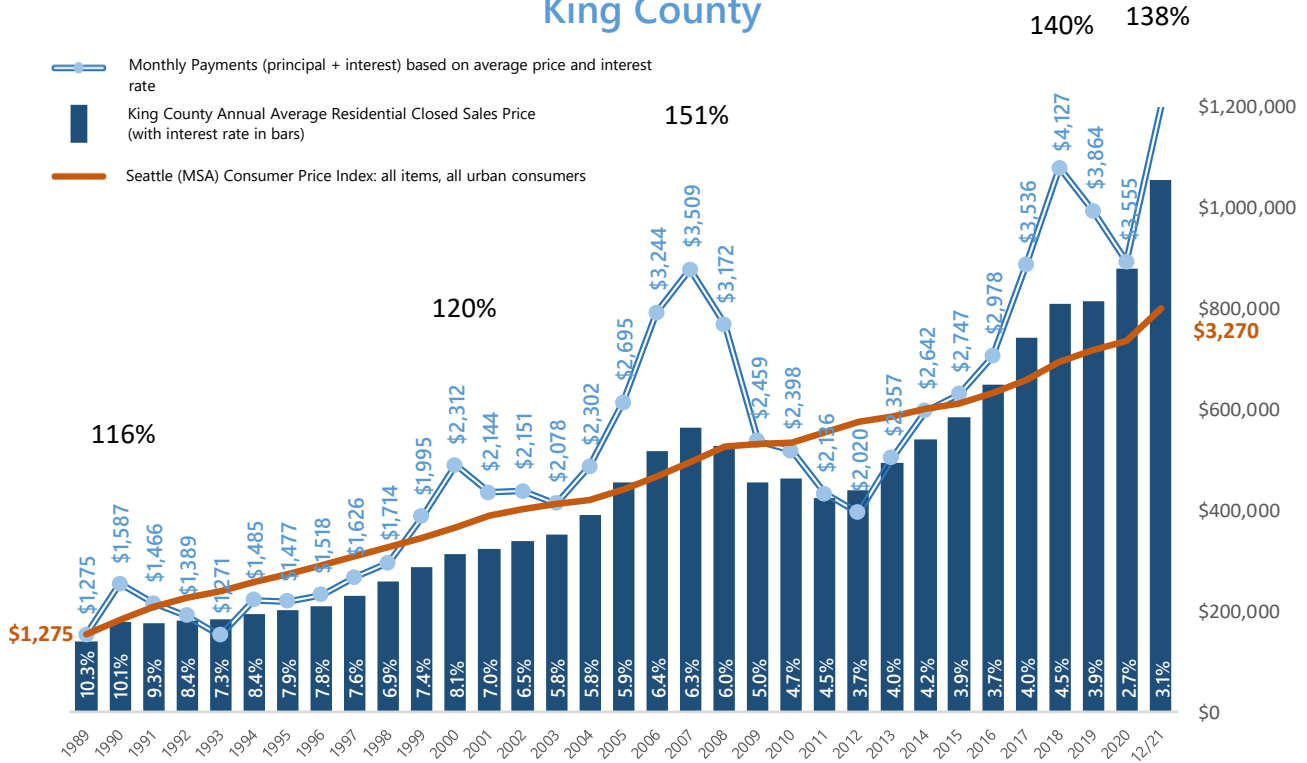
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	577	61.2%
15 - 30	98.6%	100.0%	137	14.5%
31 - 60	96.9%	99.2%	129	13.7%
61 - 90	94.0%	97.7%	47	5.0%
90+	92.2%	98.4%	53	5.6%
Totals			943	100.0%

The Cost of
Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
December, 2021	\$762,475	3.10%	\$3,256
December, 2020	\$735,000	2.68%	\$2,973
	\$27,475	0.42%	\$283 Per Month
			\$3,390 Per Year

Monthly Payments Compared to Inflation Trendline

King County



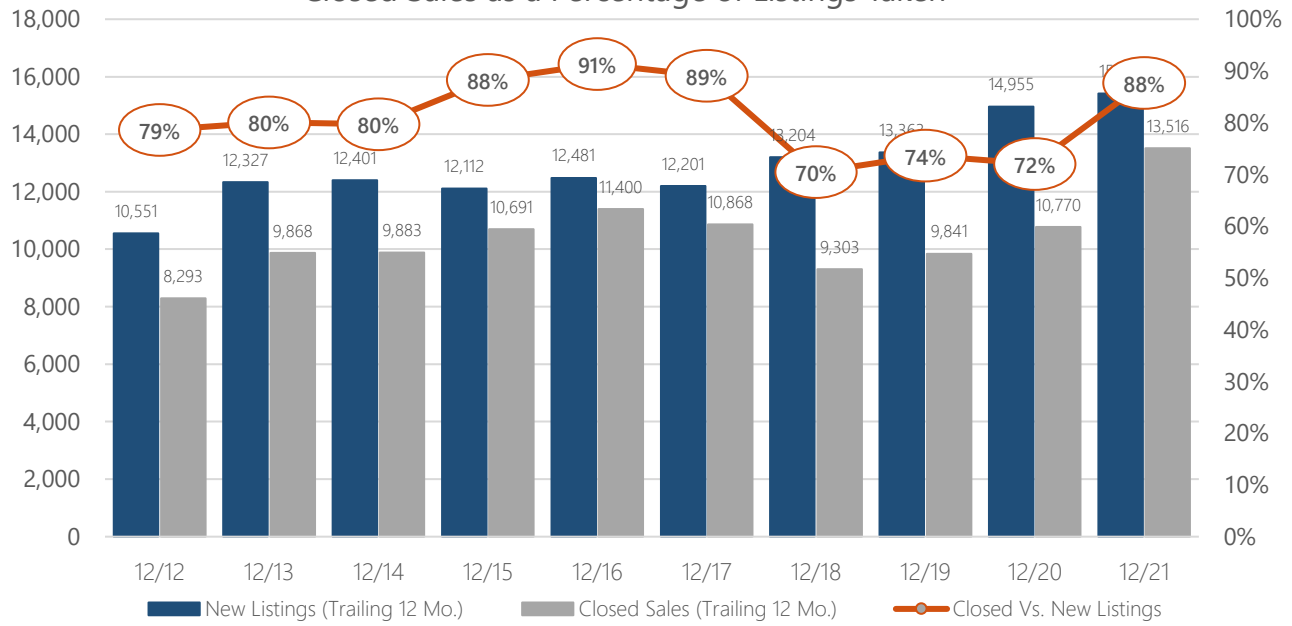
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Inflation trend line based on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

Seattle (All Areas)

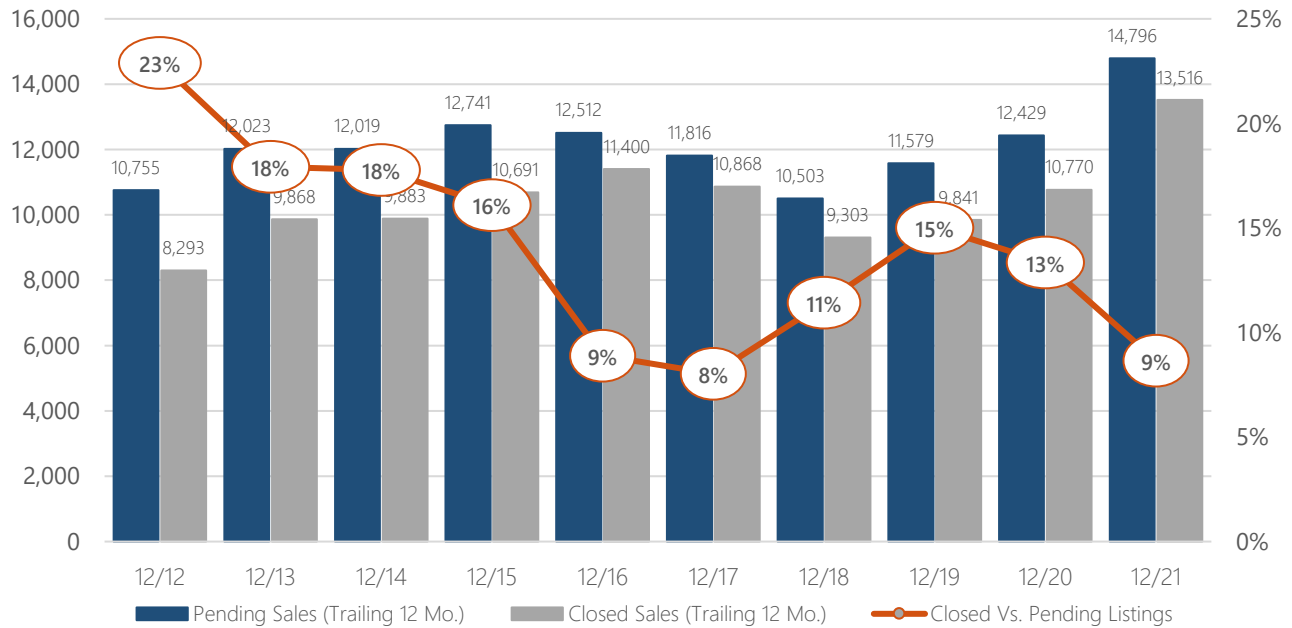
RESIDENTIAL & CONDOMINIUM

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
100	0.8	0.2	0.2	530	0.8	0.6	0.2
110	0.5	0.3	0.2	540	1.2	0.6	0.2
120	1.1	0.4	0.4	550	1.0	0.3	0.2
130	1.1	0.6	0.4	560	1.5	0.9	0.1
140	1.2	0.7	0.3	600	0.9	0.5	0.2
300	1.1	0.3	0.3	610	0.9	0.4	0.4
310	1.0	0.4	0.3	700	1.8	1.5	0.7
320	1.6	0.4	0.3	701	3.3	4.9	2.4
330	0.7	0.3	0.4	705	0.9	1.0	0.3
340	0.7	0.3	0.2	710	1.2	1.0	0.4
350	0.8	0.4	0.2	715	1.7	0.4	0.1
360	0.9	0.7	0.4	720	0.6	0.5	0.4
380	1.3	1.6	0.7	730	0.9	0.3	0.2
385	2.4	1.5	0.7	740	1.0	0.3	0.2
390	1.6	1.8	0.8	750	1.3	0.5	0.6
500	1.2	0.6	0.3	760	1.2	0.4	0.3
510	4.2	1.4	0.1	770	1.0	0.4	0.3
520	2.3	1.5	0.5	800	3.2	1.2	0.6

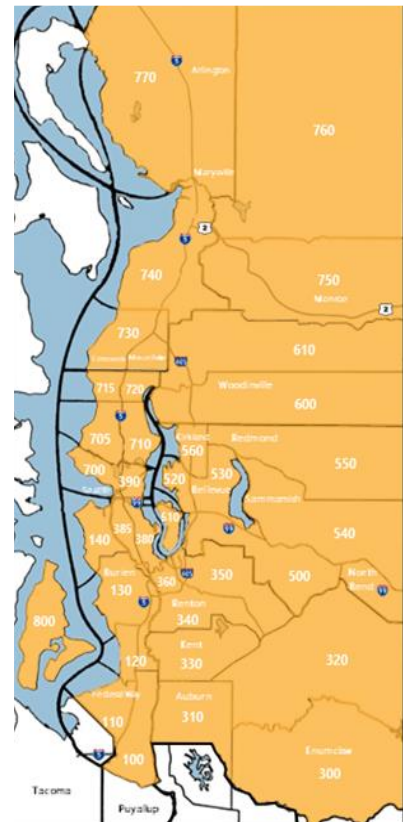
2 YEARS AGO



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

	December, 2021	December, 2020	Difference	% Change
Months Supply of Inventory	0.4	0.9	-0.5	-58%
Active Listings at End of Month	167	586	-419	-72%
Pending Sales MTD	443	655	-212	-32%
Pending Sales (Trailing 12 Months)	10,831	9,637	1,194	12%
Closed Sales MTD	697	772	-75	-10%
Closed Sales (Trailing 12 Months)	10,115	8,395	1,720	20%
Closed Sales Price (Median)	\$839,000	\$799,950	\$39,050	5%
30-Year-Fixed-Rate Mortgage Rate	3.1%	2.7%	0.4%	16%
Monthly Payments (P&I)	\$3,583	\$3,236	\$347	11%

Condominium

	December, 2021	December, 2020	Difference	% Change
Months Supply of Inventory	1.1	3.1	-2.0	-66%
Active Listings at End of Month	246	583	-337	-58%
Pending Sales MTD	234	189	45	24%
Pending Sales (Trailing 12 Months)	3,965	2,792	1,173	42%
Closed Sales MTD	253	200	53	27%
Closed Sales (Trailing 12 Months)	3,401	2,375	1,026	43%
Closed Sales Price (Median)	\$490,000	\$466,500	\$23,500	5%
30-Year-Fixed-Rate Mortgage Rate	3.1%	2.7%	0.4%	16%
Monthly Payments (P&I)	\$2,092	\$1,887	\$205	11%

Residential & Condominium

	December, 2021	December, 2020	Difference	% Change
Months Supply of Inventory	0.6	1.4	-0.8	-56%
Active Listings at End of Month	413	1,169	-756	-65%
Pending Sales MTD	677	844	-167	-20%
Pending Sales (Trailing 12 Months)	14,796	12,429	2,367	19%
Closed Sales MTD	950	972	-22	-2%
Closed Sales (Trailing 12 Months)	13,516	10,770	2,746	25%
Closed Sales Price (Median)	\$762,475	\$735,000	\$27,475	4%
30-Year-Fixed-Rate Mortgage Rates	3.1%	2.7%	0.4%	16%
Monthly Payments (P&I)	\$3,256	\$2,973	\$283	10%

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	1,165	1,071	698	413	-65%	1,038	AVG	-27%
	New Listings Taken in Month	1,063	1,070	1,562	1,681	1,639	1,752	1,518	1,222	1,473	1,224	749	462	-28%	15,415	YTD	3%
	# of Pending Transactions	995	1,079	1,441	1,458	1,557	1,480	1,330	1,251	1,286	1,208	1,034	677	-20%	14,796	YTD	19%
	Months Supply of Inventory	1.1	1.0	0.7	0.8	0.7	0.8	1.0	0.9	0.9	0.9	0.7	0.6	-56%	0.8	AVG	-38%
	# of Closed Sales	709	831	1,115	1,212	1,286	1,426	1,397	1,221	1,170	1,158	1,041	950	-2%	13,516	YTD	25%
	Median Closed Price	745,500	710,000	750,000	785,000	833,960	800,000	801,000	799,000	765,000	790,000	765,000	762,475	4%	776,841	WA	6%
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	39%	1,426	AVG	-11%
	New Listings Taken in Month	730	994	1,261	921	1,279	1,484	1,695	1,817	1,744	1,521	867	642	45%	14,955	YTD	12%
	# of Pending Transactions	743	902	926	681	1,002	1,231	1,304	1,358	1,315	1,204	919	844	45%	12,429	YTD	7%
	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	-4%	1.4	AVG	-18%
	# of Closed Sales	551	643	835	654	629	901	1,093	1,109	1,189	1,202	992	972	31%	10,770	YTD	9%
	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	6%	735,174	WA	6%
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%	1,606	AVG	38%
	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	14%	13,363	YTD	1%
	# of Pending Transactions	762	687	1,105	1,182	1,204	1,191	1,081	981	948	1,010	846	582	17%	11,579	YTD	10%
	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	-35%	1.7	AVG	20%
	# of Closed Sales	470	611	710	875	1,069	983	990	968	750	859	812	744	19%	9,841	YTD	6%
	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%	696,554	WA	-3%
2018	Active Listings (EOM)	421	460	600	730	936	1,246	1,365	1,464	1,965	1,954	1,660	1,111	272%	1,159	AVG	84%
	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	-12%	13,204	YTD	8%
	# of Pending Transactions	588	745	1,001	1,012	1,203	1,118	970	875	861	879	753	498	-1%	10,503	YTD	-11%
	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	275%	1.4	AVG	115%
	# of Closed Sales	470	545	770	875	1,012	1,019	977	875	668	798	667	627	-23%	9,303	YTD	-14%
	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	3%	720,296	WA	9%
2017	# of Active Listings	486	470	566	606	668	718	796	715	891	810	534	299	-32%	630	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	-7%	12,201	YTD	1%
	# of Pending Transactions	662	797	1,063	1,057	1,293	1,274	1,056	1,136	1,065	1,037	874	502	-14%	11,816	YTD	-6%
	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	-21%	0.6	A	-17%
	# of Closed Sales	588	564	862	849	1,076	1,129	1,079	1,083	947	992	889	810	-5%	10,868	T	-5%
	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	13%	662,267	WA	15%

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	0%	803	AVG	-2%
	New Listings Taken in Month	766	866	1,203	1,275	1,332	1,304	1,281	1,153	1,382	923	591	405	7%	12,481	YTD	3%
	# of Pending Transactions	649	867	1,144	1,149	1,367	1,273	1,140	1,205	1,142	1,134	858	584	12%	12,512	YTD	-2%
	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	-11%	0.8	AVG	-2%
	# of Closed Sales	502	608	813	952	1,027	1,263	1,171	1,169	1,074	1,009	959	853	5%	11,400	YTD	7%
	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	9%	575,712	WA	14%
2015	Active Listings (EOM)	755	797	803	854	898	873	890	915	1,004	933	663	438	-42%	819	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	-1%	12,112	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	-11%	12,741	YTD	6%
	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	-34%	0.8	AVG	-35%
	# of Closed Sales	510	539	775	958	1,099	1,181	1,189	1,011	968	959	691	811	3%	10,691	YTD	8%
	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	20%	503,676	WA	14%
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	-22%	1,210	AVG	-8%
	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	-3%	12,401	YTD	1%
	# of Pending Transactions	764	859	1,079	1,127	1,214	1,221	1,131	1,093	1,071	1,071	804	585	7%	12,019	YTD	0%
	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	-27%	1.2	AVG	-9%
	# of Closed Sales	510	525	783	829	961	1,008	1,006	914	877	940	742	788	11%	9,883	YTD	0%
	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	9%	443,465	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	-1%	1,322	AVG	-18%
	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	16%	12,327	YTD	17%
	# of Pending Transactions	748	877	1,111	1,134	1,190	1,208	1,197	1,070	1,062	1,066	811	549	5%	12,023	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	-5%	1.3	AVG	-27%
	# of Closed Sales	521	512	726	836	1,015	967	1,054	1,032	856	917	724	708	17%	9,868	YTD	19%
	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	6%	412,525	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	-47%	1,616	AVG	-40%
	New Listings Taken in Month	758	836	1,076	1,064	1,098	1,051	932	908	1,085	818	585	340	-20%	10,551	YTD	-10%
	# of Pending Transactions	641	891	1,071	1,069	1,097	996	927	922	888	982	746	525	-9%	10,755	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	-42%	1.8	AVG	-47%
	# of Closed Sales	433	444	617	706	836	891	794	780	705	758	723	606	8%	8,293	YTD	17%
	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	17%	374,895	WA	6%
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	-30%	2,694	AVG	-27%
	New Listings Taken in Month	1,070	957	1,173	1,254	1,134	1,211	1,025	940	1,061	826	653	426	-14%	11,730	YTD	-22%
	# of Pending Transactions	635	731	928	884	944	880	813	849	748	776	683	579	16%	9,450	YTD	4%
	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	-40%	3.4	AVG	-33%
	# of Closed Sales	394	403	630	625	673	765	640	684	593	571	540	560	-3%	7,078	YTD	0%
	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	-7%	353,068	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	3	3	9	10	73
\$250,000 to \$499,999	114	131	158	184	185	180	175	188	186	142	150	145	1,938
\$500,000 to \$749,999	241	312	390	345	346	418	406	332	364	367	337	285	4,143
\$750,000 to \$999,999	200	200	278	313	319	371	366	342	317	293	253	285	3,537
\$1,000,000 to \$1,499,999	100	114	170	207	270	268	263	217	178	210	194	133	2,324
\$1,500,000 to \$2,499,999	38	48	85	127	124	132	139	110	100	95	72	77	1,147
\$2,500,000 and above	13	12	21	25	37	33	44	26	21	34	26	8	300
Grand Total	708	822	1,109	1,209	1,285	1,415	1,396	1,221	1,169	1,144	1,041	943	13,462

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	43
\$250,000 to \$499,999	118	152	151	113	103	139	179	155	177	178	139	169	1,773
\$500,000 to \$749,999	207	259	283	208	233	313	355	371	394	416	331	336	3,706
\$750,000 to \$999,999	116	126	207	178	166	233	273	281	331	332	257	252	2,752
\$1,000,000 to \$1,499,999	64	73	117	104	79	130	196	199	169	177	158	143	1,609
\$1,500,000 to \$2,499,999	28	26	62	42	35	68	72	79	95	74	73	53	707
\$2,500,000 and above	6	3	8	7	8	15	10	18	19	21	13	16	144
Grand Total	547	639	832	653	628	901	1,089	1,106	1,189	1,203	976	971	10,734

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%	-25%	-40%	80%	400%	70%
\$250,000 to \$499,999	-3%	-14%	5%	63%	80%	29%	-2%	21%	5%	-20%	8%	-14%	9%
\$500,000 to \$749,999	16%	20%	38%	66%	48%	34%	14%	-11%	-8%	-12%	2%	-15%	12%
\$750,000 to \$999,999	72%	59%	34%	76%	92%	59%	34%	22%	-4%	-12%	-2%	13%	29%
\$1,000,000 to \$1,499,999	56%	56%	45%	99%	242%	106%	34%	9%	5%	19%	23%	-7%	44%
\$1,500,000 to \$2,499,999	36%	85%	37%	202%	254%	94%	93%	39%	5%	28%	-1%	45%	62%
\$2,500,000 and above	117%	300%	162%	257%	362%	120%	340%	44%	11%	62%	100%	-50%	108%
Grand Total	29%	29%	33%	85%	105%	57%	28%	10%	-2%	-5%	7%	-3%	25%