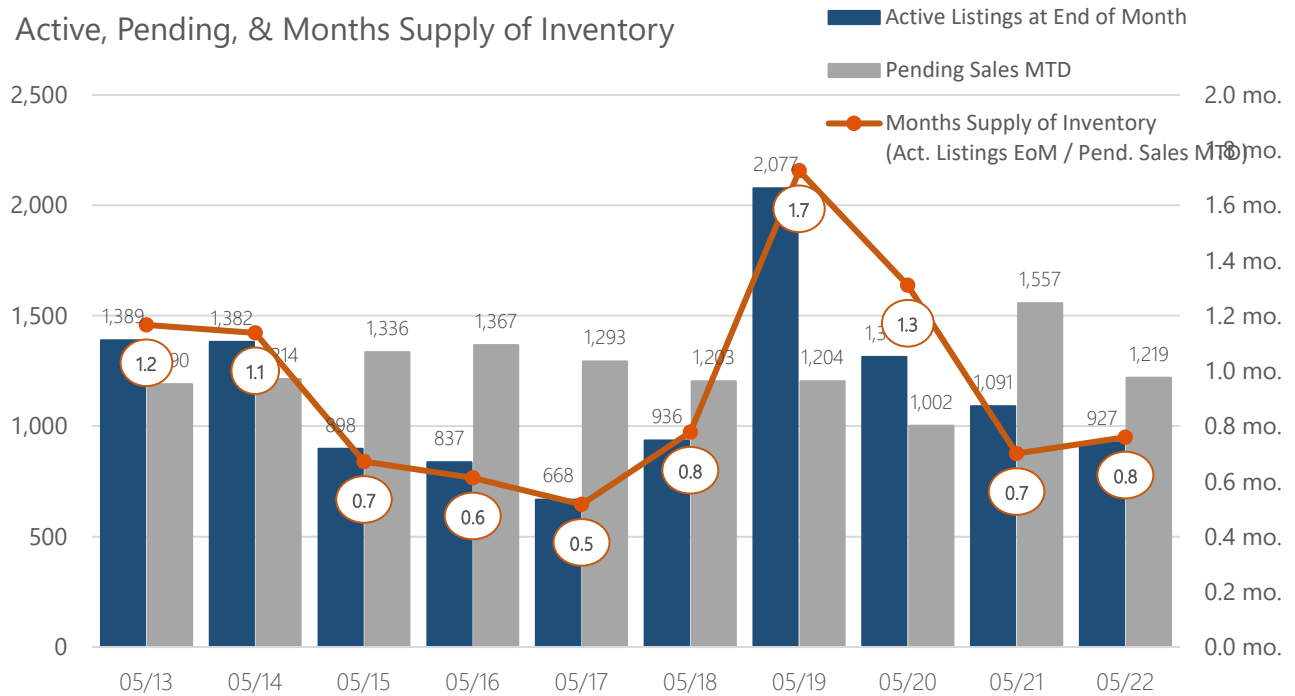


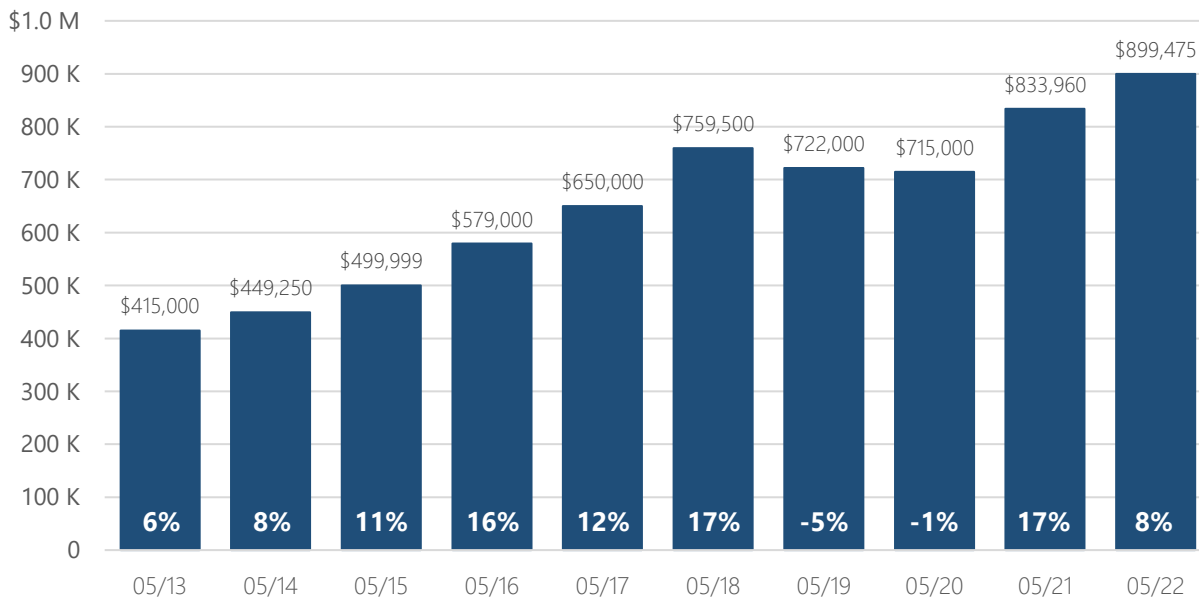
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



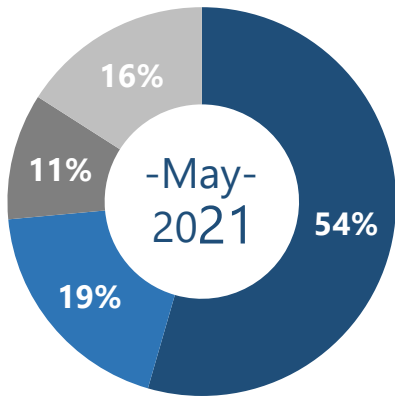
Median Closed Sales Price For Current Month Sold Properties



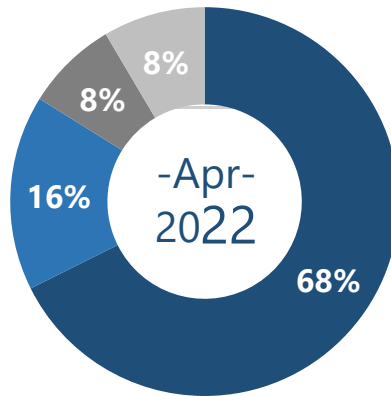
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

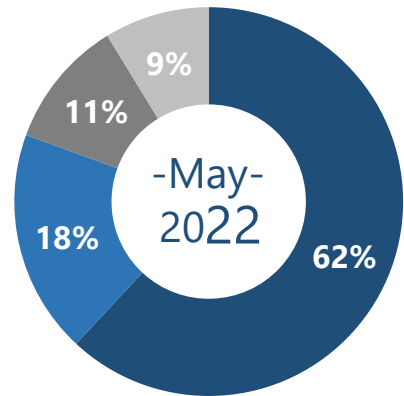
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

MAY 2022

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	5	10	20	75
NUMBER OF SALES IN MONTH	▶	695	209	120	98
MEDIAN DIFFERENCE FROM LIST PRICE	▶	11%	0%	-2%	N/A

Seattle (All Areas)
RESIDENTIAL & CONDOMINIUM

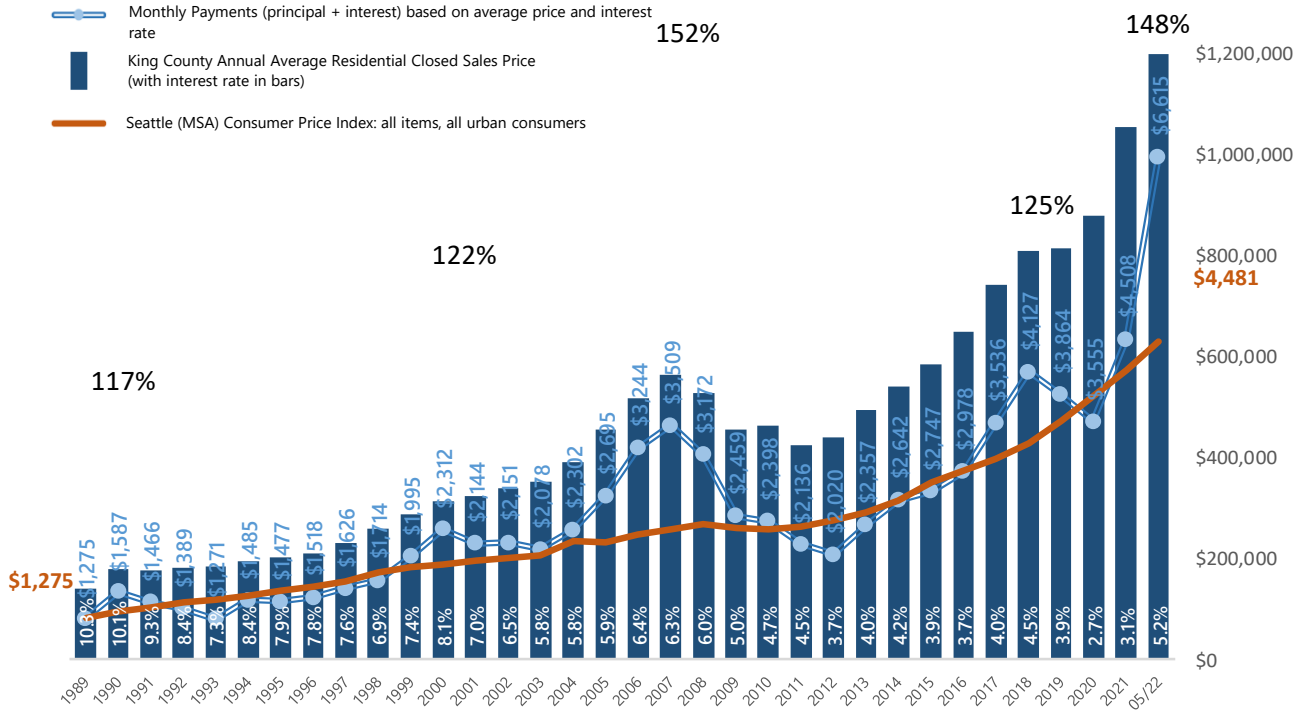
Sales Price to List Price
based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	105.7%	105.7%	974	86.8%
15 - 30	97.6%	98.9%	81	7.2%
31 - 60	96.8%	98.3%	43	3.8%
61 - 90	99.0%	100.0%	10	0.9%
90+	93.6%	99.1%	14	1.2%
Totals			1122	100.0%

The Cost of
Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
May, 2022	\$899,475	5.23%	\$4,956
May, 2021	\$833,960	2.96%	\$3,498
	\$65,515	2.27%	\$1,458 Per Month
			\$17,493 Per Year

Monthly Payments Compared to Inflation Trendline King County



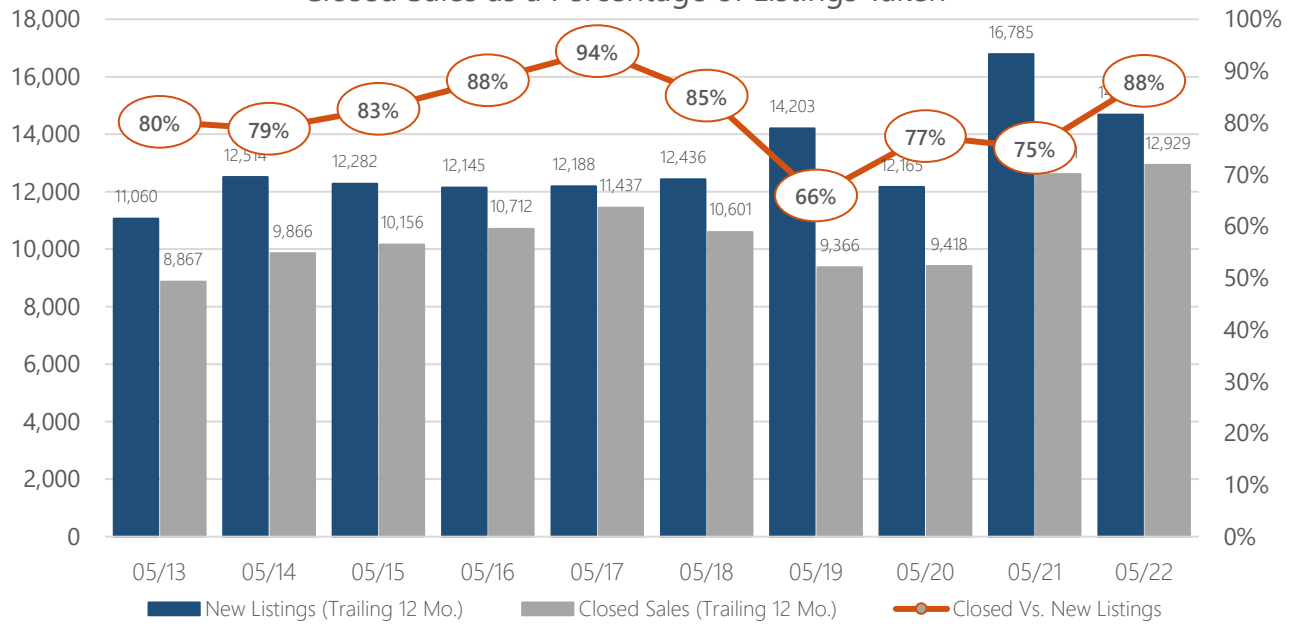
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Median Household Income Estimates by County: 1989 to 2019 and Projection for 2020, 2021 & 2022</p>	<p>Payments tend to rise above the County Median Household Income 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)

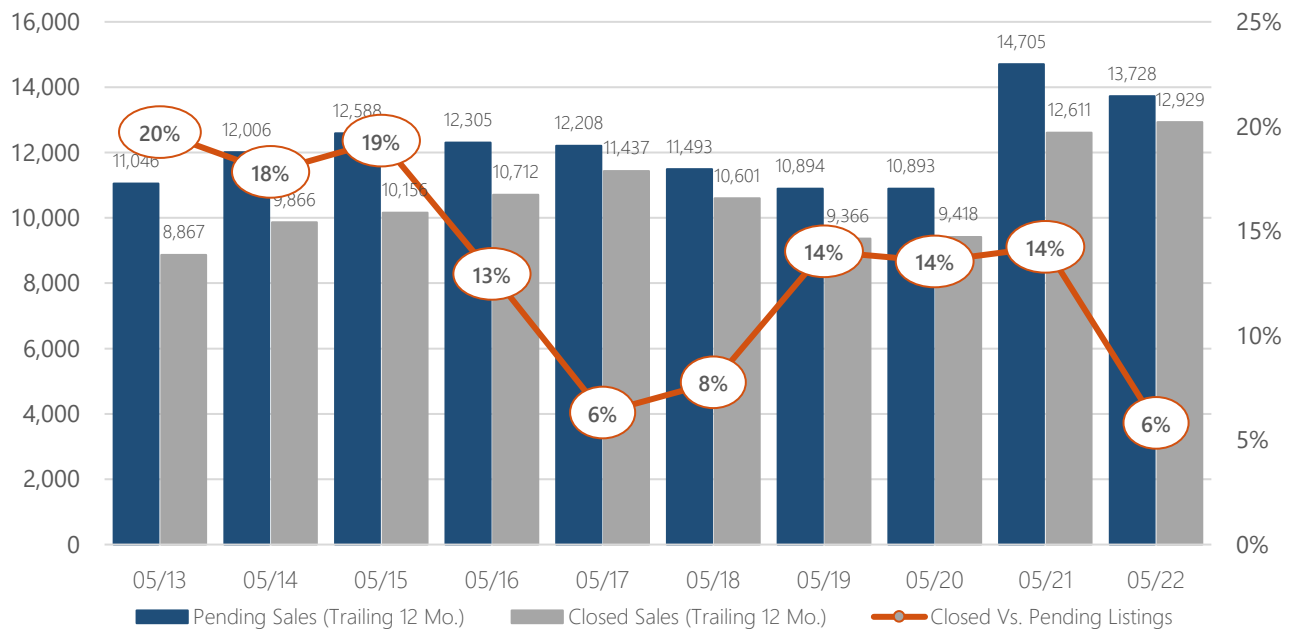
RESIDENTIAL & CONDOMINIUM

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		
	2020	2021	2022		2020	2021	2022
100	0.7	0.3	0.5	530	1.0	0.3	0.8
110	0.6	0.3	0.3	540	0.9	0.2	1.0
120	0.7	0.4	0.4	550	0.9	0.3	1.0
130	1.0	0.5	0.6	560	1.5	0.5	1.2
140	1.4	0.5	0.4	600	0.9	0.3	0.7
300	0.6	0.4	0.6	610	0.7	0.3	0.8
310	0.6	0.2	0.8	700	1.5	0.8	0.9
320	0.7	0.4	0.9	701	4.8	1.8	3.4
330	0.8	0.2	0.7	705	0.9	0.4	0.5
340	0.5	0.3	0.8	710	0.9	0.4	0.5
350	0.8	0.3	0.6	715	0.8	0.3	0.7
360	0.7	0.3	0.6	720	0.9	0.4	0.6
380	0.8	0.8	1.0	730	0.7	0.3	0.8
385	1.2	0.7	0.6	740	0.7	0.2	0.7
390	1.8	1.1	1.0	750	0.9	0.3	1.0
500	1.4	0.3	0.8	760	0.7	0.4	0.9
510	1.7	0.4	0.6	770	0.7	0.2	0.6
520	2.1	0.6	1.6	800	1.7	0.6	0.8

2 YEARS AGO



1 YEAR AGO



CURRENT YEAR



Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service. 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

	May, 2022	May, 2021	Difference	% Change
Months Supply of Inventory	0.6	0.5	0.1	20%
Active Listings at End of Month	504	556	-52	-9%
Pending Sales MTD	893	1,184	-291	-25%
Pending Sales (Trailing 12 Months)	9,785	11,209	-1,424	-13%
Closed Sales MTD	786	981	-195	-20%
Closed Sales (Trailing 12 Months)	9,370	9,780	-410	-4%
Closed Sales Price (Median)	\$1,025,500	\$919,000	\$106,500	12%
30-Year-Fixed-Rate Mortgage Rate	5.2%	3.0%	2.3%	77%
Monthly Payments (P&I)	\$5,650	\$3,855	\$1,795	47%

Condominium

	May, 2022	May, 2021	Difference	% Change
Months Supply of Inventory	1.3	1.4	-0.1	-10%
Active Listings at End of Month	423	535	-112	-21%
Pending Sales MTD	326	373	-47	-13%
Pending Sales (Trailing 12 Months)	3,943	3,496	447	13%
Closed Sales MTD	342	305	37	12%
Closed Sales (Trailing 12 Months)	3,559	2,831	728	26%
Closed Sales Price (Median)	\$557,475	\$473,000	\$84,475	18%
30-Year-Fixed-Rate Mortgage Rate	5.2%	3.0%	2.3%	77%
Monthly Payments (P&I)	\$3,071	\$1,984	\$1,087	55%

Residential & Condominium

	May, 2022	May, 2021	Difference	% Change
Months Supply of Inventory	0.8	0.7	0.1	9%
Active Listings at End of Month	927	1,091	-164	-15%
Pending Sales MTD	1,219	1,557	-338	-22%
Pending Sales (Trailing 12 Months)	13,728	14,705	-977	-7%
Closed Sales MTD	1,128	1,286	-158	-12%
Closed Sales (Trailing 12 Months)	12,929	12,611	318	3%
Closed Sales Price (Median)	\$899,475	\$833,960	\$65,515	8%
30-Year-Fixed-Rate Mortgage Rates	5.2%	3.0%	2.3%	77%
Monthly Payments (P&I)	\$4,956	\$3,498	\$1,458	42%

Seattle (All Areas) RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2022	Active Listings (EOM)	388	486	574	803	927								-15%	636	AVG	-42%
	New Listings Taken in Month	823	1,111	1,413	1,449	1,481								-10%	6,277	YTD	-11%
	# of Pending Transactions	833	992	1,255	1,163	1,219								-22%	5,462	YTD	-16%
	Months Supply of Inventory	0.5	0.5	0.5	0.7	0.8								9%	0.6	AVG	-34%
	# of Closed Sales	605	717	1,045	1,071	1,128								-12%	4,566	YTD	-11%
	Median Closed Price	729,000	760,000	865,000	888,000	899,475								8%	834,211	WA	9%
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	-17%	1,096	AVG	9%
	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	55%	7,015	YTD	35%
	# 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	55%	6,530	YTD	54%
	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	-47%	0.9	AVG	-27%
	# of Closed Sales	709	831	1,115	1,212	1,286	1,426	1,397	1,221	1,170	1,158	1,041	950	104%	5,153	YTD	56%
	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	17%	767,189	WA	8%
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	-37%	1,002	AVG	-33%
	New Listings Taken in Month	730	994	1,261	921	1,279	1,484	1,695	1,817	1,744	1,521	867	642	-29%	5,185	YTD	-19%
	# of Pending Transactions	743	902	926	681	1,002	1,231	1,304	1,358	1,315	1,204	919	844	-17%	4,254	YTD	-14%
	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	-24%	1.2	AVG	-22%
	# of Closed Sales	551	643	835	654	629	901	1,093	1,109	1,189	1,202	992	972	-41%	3,312	YTD	-11%
	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	-1%	708,647	WA	2%
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	122%	1,495	AVG	137%
	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	22%	6,383	YTD	19%
	# of Pending Transactions	762	687	1,105	1,182	1,204	1,191	1,081	981	948	1,010	846	582	0%	4,940	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	122%	1.5	AVG	123%
	# of Closed Sales	470	611	710	875	1,069	983	990	968	750	859	812	744	6%	3,735	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	-5%	692,620	WA	-5%
2018	# of Active Listings	421	460	600	730	936	1,246	1,365	1,464	1,965	1,954	1,660	1,111	40%	629	A	13%
	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	11%	5,384	YTD	-1%
	# of Pending Transactions	588	745	1,001	1,012	1,203	1,118	970	875	861	879	753	498	-7%	4,549	YTD	-7%
	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	51%	0.7	A	16%
	# of Closed Sales	470	545	770	875	1,012	1,019	977	875	668	798	667	627	-6%	3,672	T	-7%
	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	17%	731,363	WA	16%

Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service.
AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

MARKET UPDATE

May, 2022



Seattle (All Areas) RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2017	Active Listings (EOM)	486	470	566	606	668	718	796	715	891	810	534	299	-20%	559	AVG	-24%
	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	4%	5,149	YTD	-5%
	# of Pending Transactions	662	797	1,063	1,057	1,293	1,274	1,056	1,136	1,065	1,037	874	502	-5%	4,872	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	-16%	0.6	AVG	-20%
	# of Closed Sales	588	564	862	849	1,076	1,129	1,079	1,083	947	992	889	810	5%	3,939	YTD	1%
	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	12%	632,010	WA	13%
2016	Active Listings (EOM)	613	651	712	864	837	852	994	938	1,173	916	649	438	-7%	735	AVG	-10%
	New Listings Taken in Month	766	866	1,203	1,275	1,332	1,304	1,281	1,153	1,382	923	591	405	0%	5,442	YTD	1%
	# of Pending Transactions	649	867	1,144	1,149	1,367	1,273	1,140	1,205	1,142	1,134	858	584	2%	5,176	YTD	-8%
	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	-9%	0.7	AVG	-4%
	# of Closed Sales	502	608	813	952	1,027	1,263	1,171	1,169	1,074	1,009	959	853	-7%	3,902	YTD	1%
	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	16%	557,932	WA	16%
2015	Active Listings (EOM)	755	797	803	854	898	873	890	915	1,004	933	663	438	-35%	821	AVG	-27%
	New Listings Taken in Month	754	838	1,130	1,356	1,331	1,265	1,201	1,114	1,184	961	599	379	-9%	5,409	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	10%	5,612	YTD	11%
	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	-41%	0.8	AVG	-33%
	# of Closed Sales	510	539	775	958	1,099	1,181	1,189	1,011	968	959	691	811	14%	3,881	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	11%	479,068	WA	12%
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	-1%	1,131	AVG	1%
	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	5%	5,528	YTD	4%
	# of Pending Transactions	764	859	1,079	1,127	1,214	1,221	1,131	1,093	1,071	1,071	804	585	2%	5,043	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	-2%	1.1	AVG	1%
	# of Closed Sales	510	525	783	829	961	1,008	1,006	914	877	940	742	788	-5%	3,608	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	8%	428,640	WA	9%
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	-20%	1,124	AVG	-36%
	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	27%	5,341	YTD	11%
	# of Pending Transactions	748	877	1,111	1,134	1,190	1,208	1,197	1,070	1,062	1,066	811	549	8%	5,060	YTD	6%
	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	-26%	1.1	AVG	-41%
	# of Closed Sales	521	512	726	836	1,015	967	1,054	1,032	856	917	724	708	21%	3,610	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%	394,862	WA	9%
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%	1,745	AVG	-38%
	New Listings Taken in Month	758	836	1,076	1,064	1,098	1,051	932	908	1,085	818	585	340	-3%	4,832	YTD	-14%
	# of Pending Transactions	641	891	1,071	1,069	1,097	996	927	922	888	982	746	525	16%	4,769	YTD	16%
	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	-49%	1.9	AVG	-45%
	# of Closed Sales	433	444	617	706	836	891	794	780	705	758	723	606	24%	3,036	YTD	11%
	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	8%	361,211	WA	1%

Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service.

AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

Seattle (All Areas)
RESIDENTIAL & CONDOMINIUM

MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2012 - 2021

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	912	926	997	1,102	1,232	1,317	1,379	1,364	1,525	1,390	1,071	738	1,163	AVG
% of 12 Month Avg.	78%	80%	86%	95%	106%	113%	119%	117%	131%	120%	92%	63%		
New Listings Taken in Month	801	874	1,221	1,254	1,418	1,388	1,278	1,173	1,344	1,081	668	402	12,901	T
% of 12 Month Avg.	74%	81%	114%	117%	132%	129%	119%	109%	125%	101%	62%	37%		
# of Pending Transactions	734	856	1,116	1,129	1,246	1,233	1,134	1,099	1,074	1,061	849	587	12,117	T
% of 12 Month Avg.	73%	85%	110%	112%	123%	122%	112%	109%	106%	105%	84%	58%		
Months Supply of Inventory	1.2	1.1	0.9	1.0	1.0	1.1	1.2	1.2	1.4	1.3	1.3	1.3	1.2	AVG
% of 12 Month Avg.	107%	93%	77%	84%	85%	92%	105%	107%	122%	113%	108%	108%		
# of Closed Units	526	582	801	875	1,001	1,077	1,075	1,016	920	959	824	787	10,443	T
% of 12 Month Avg.	60%	67%	92%	100%	115%	124%	124%	117%	106%	110%	95%	90%		
Median Closed Price	545,050	553,948	576,170	593,980	601,671	606,690	608,475	602,150	592,118	596,033	592,898	599,547	589,061	AVG
% of 12 Month Avg.	93%	94%	98%	101%	102%	103%	103%	102%	101%	101%	101%	102%		

Seattle (All Areas)
RESIDENTIAL & CONDOMINIUM
Closed Sales by Price by Month
2022

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	5	6	3	5	2								21
\$250,000 to \$499,999	114	112	142	158	133								659
\$500,000 to \$749,999	211	221	224	233	220								1,109
\$750,000 to \$999,999	161	159	294	254	311								1,179
\$1,000,000 to \$1,499,999	72	149	225	266	277								989
\$1,500,000 to \$2,499,999	34	54	123	125	137								473
\$2,500,000 and above	5	13	36	31	42								127
Grand Total	602	714	1,047	1,072	1,122								4,557

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	26
\$250,000 to \$499,999	114	131	158	184	185	180	175	188	186	142	150	145	772
\$500,000 to \$749,999	241	312	390	345	346	418	406	332	364	367	337	285	1,634
\$750,000 to \$999,999	200	200	278	313	319	371	366	342	317	293	253	285	1,310
\$1,000,000 to \$1,499,999	100	114	170	207	270	268	263	217	178	210	194	133	861
\$1,500,000 to \$2,499,999	38	48	85	127	124	132	139	110	100	95	72	77	422
\$2,500,000 and above	13	12	21	25	37	33	44	26	21	34	26	8	108
Grand Total	708	822	1,109	1,209	1,285	1,415	1,396	1,221	1,169	1,144	1,041	943	5,133

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	150%	20%	-57%	-37%	-50%								-19%
\$250,000 to \$499,999	0%	-15%	-10%	-14%	-28%								-15%
\$500,000 to \$749,999	-12%	-29%	-43%	-32%	-36%								-32%
\$750,000 to \$999,999	-20%	-21%	6%	-19%	-3%								-10%
\$1,000,000 to \$1,499,999	-28%	31%	32%	29%	3%								15%
\$1,500,000 to \$2,499,999	-11%	12%	45%	-2%	10%								12%
\$2,500,000 and above	-62%	8%	71%	24%	14%								18%
Grand Total	-15%	-13%	-6%	-11%	-13%								-11%