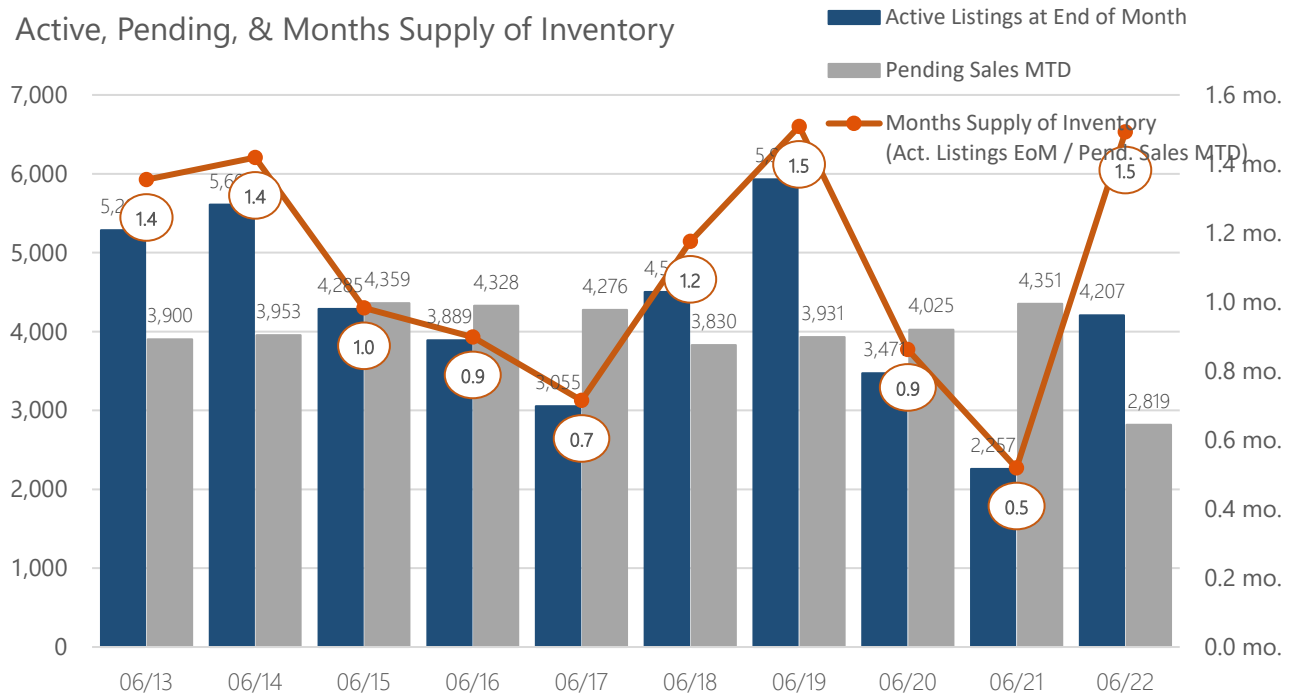
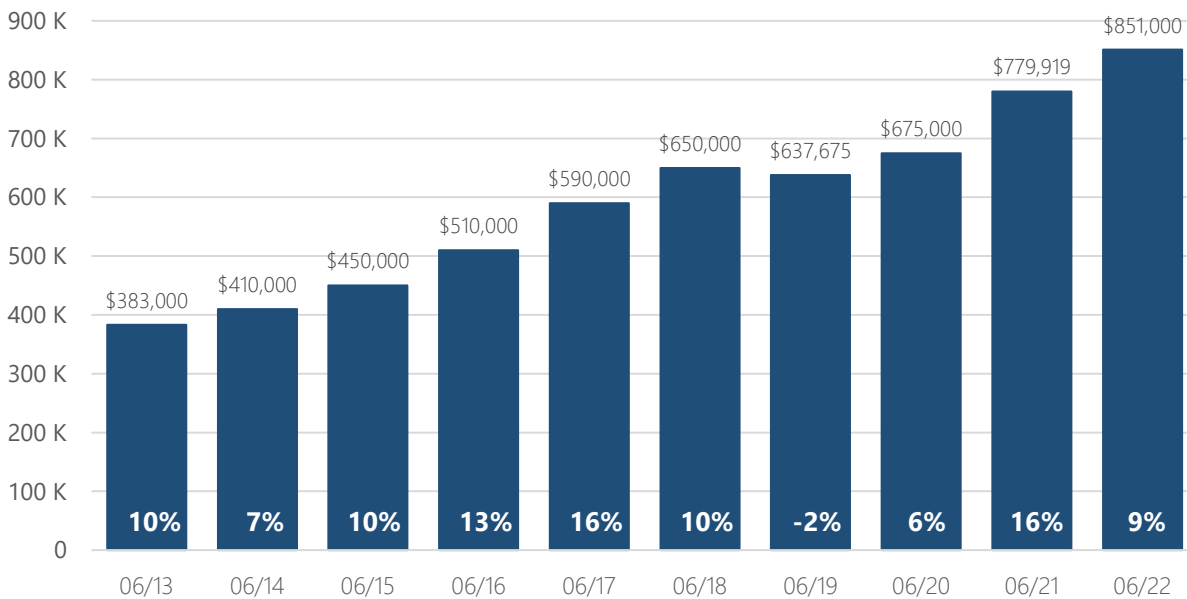


All King County
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



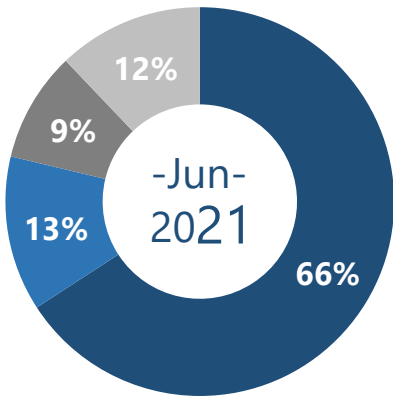
Median Closed Sales Price For Current Month Sold Properties



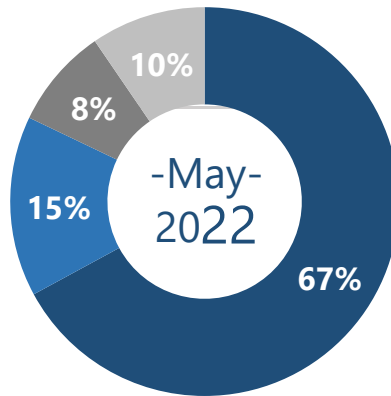
All King County

RESIDENTIAL & CONDOMINIUM

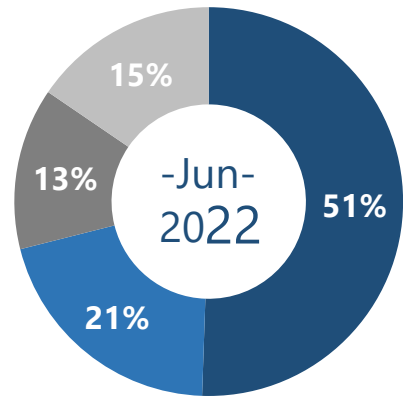
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

JUNE 2022

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	5	7	14	28
NUMBER OF SALES IN MONTH	▶	1,584	643	422	485
MEDIAN DIFFERENCE FROM LIST PRICE	▶	6%	0%	-3%	N/A

All King County
RESIDENTIAL & CONDOMINIUM

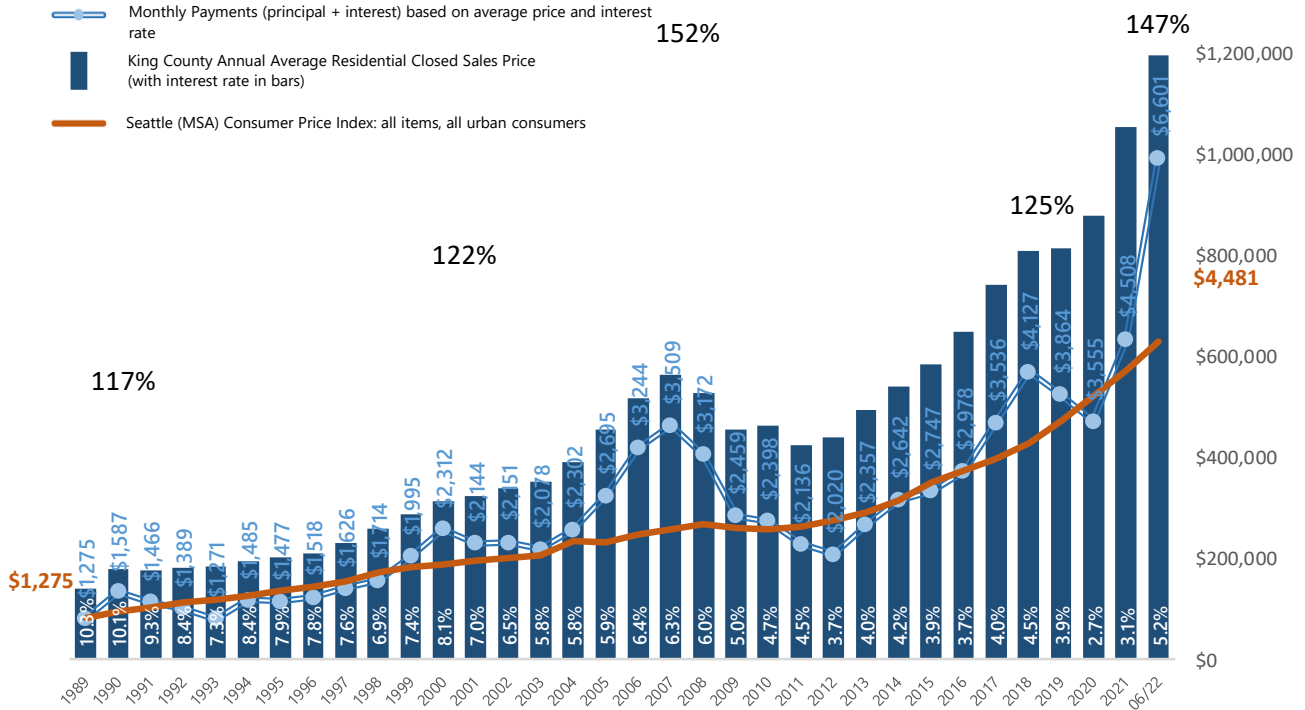
Sales Price to List Price
based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	101.9%	101.8%	2645	84.4%
15 - 30	96.2%	99.2%	356	11.4%
31 - 60	94.2%	98.2%	89	2.8%
61 - 90	92.3%	99.6%	30	1.0%
90+	99.0%	100.0%	14	0.4%
Totals			3134	100.0%

The Cost of
Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
June, 2022	\$851,000	5.23%	\$4,689
June, 2021	\$779,919	2.98%	\$3,280
	\$71,081	2.25%	\$1,409 Per Month
			\$16,907 Per Year

Monthly Payments Compared to Inflation Trendline King County



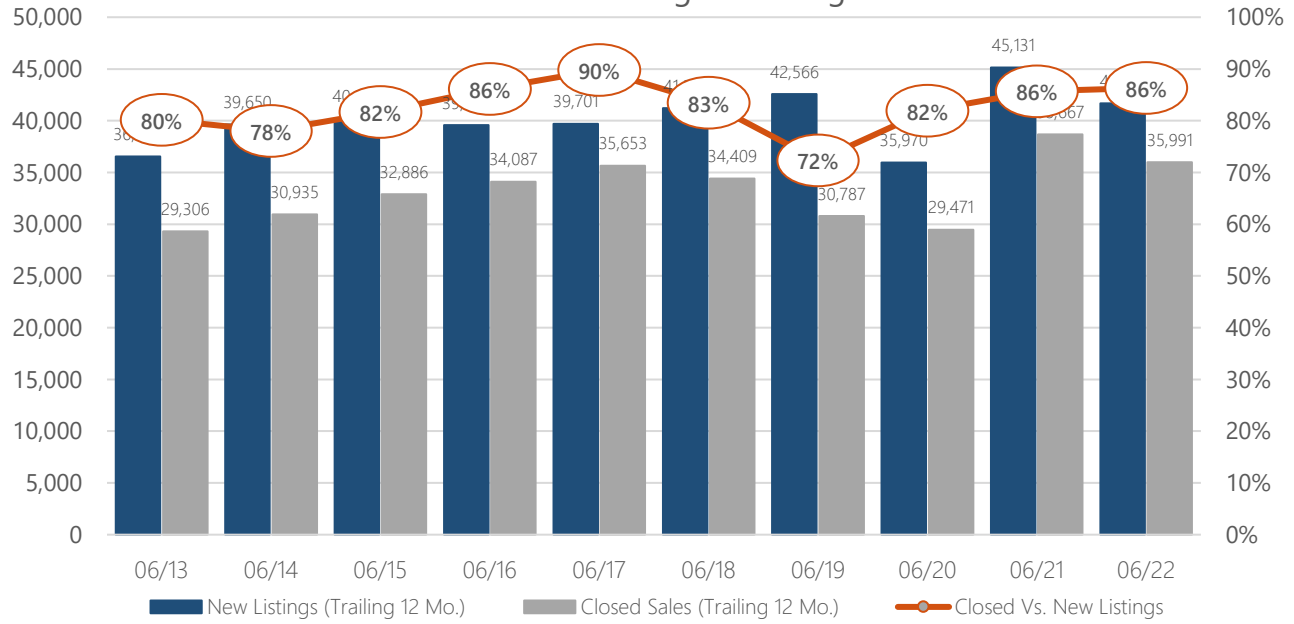
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Median Household Income Estimates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

All King County

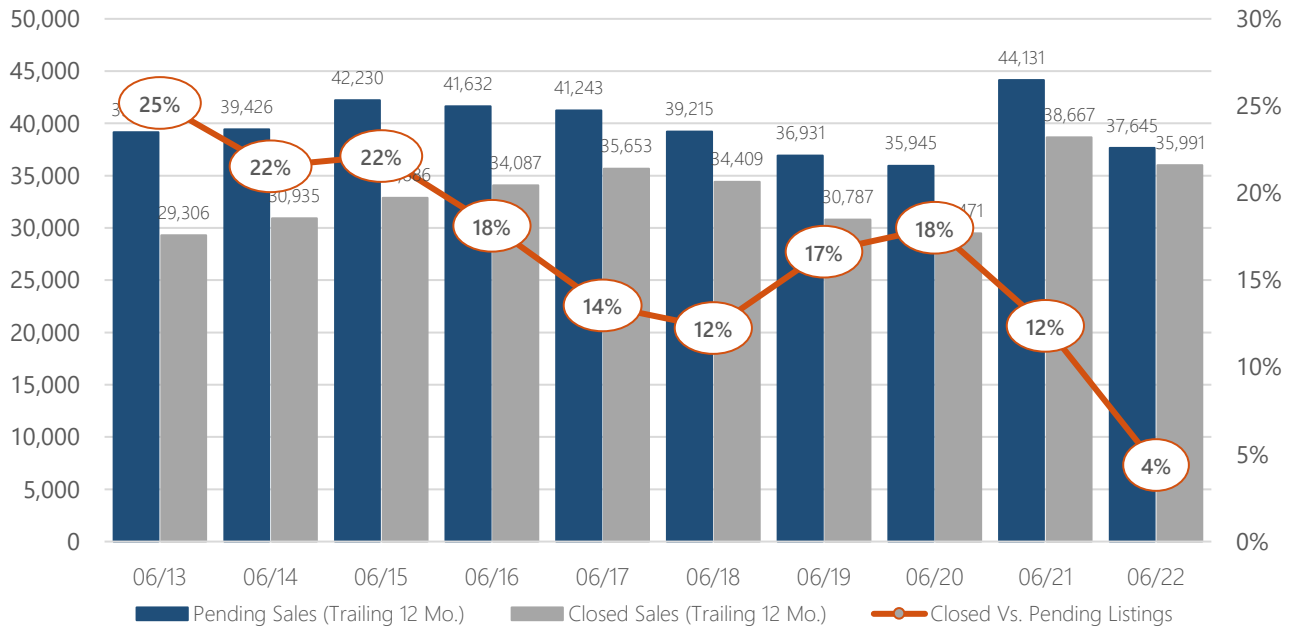
RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close

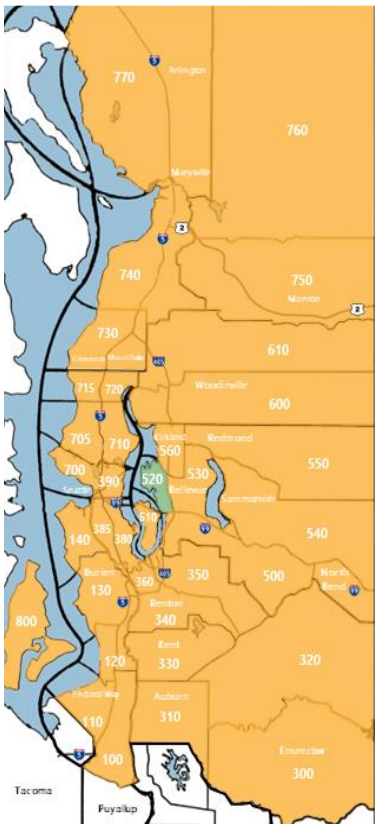


Months Supply
of
Inventory
•
**CURRENT
MONTH**
•
KING &
SNOHOMISH
COUNTY
•
RESIDENTIAL &
CONDOMINIUM

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

Area	Months Inventory			Area	Months Inventory		
	2020	2021	2022		2020	2021	2022
100	0.5	0.5	2.2	530	0.9	0.3	1.6
110	0.4	0.3	0.9	540	0.7	0.3	1.8
120	0.5	0.3	1.0	550	0.8	0.3	2.4
130	0.8	0.5	1.1	560	1.1	0.4	1.7
140	1.1	0.7	0.9	600	0.7	0.3	1.8
300	0.7	0.5	1.6	610	0.6	0.3	1.5
310	0.5	0.4	1.4	700	1.3	1.0	1.9
320	0.5	0.4	1.5	701	4.9	1.8	4.3
330	0.7	0.4	1.2	705	0.9	0.6	1.0
340	0.6	0.3	1.3	710	0.8	0.5	1.0
350	0.5	0.4	2.0	715	0.6	0.4	1.4
360	0.6	0.5	1.2	720	0.6	0.4	1.5
380	0.8	0.8	1.4	730	0.6	0.3	1.2
385	1.2	1.0	2.1	740	0.5	0.3	1.5
390	1.3	1.2	1.9	750	0.7	0.3	1.7
500	0.8	0.3	2.0	760	0.7	0.4	1.6
510	1.5	0.4	1.8	770	0.6	0.3	1.5
520	2.9	0.9	2.7	800	1.3	0.3	0.7

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.

All King County Statistics To Know

Residential

	June, 2022	June, 2021	Difference	% Change
Months Supply of Inventory	1.5	0.4	1.1	247%
Active Listings at End of Month	3,256	1,456	1,800	124%
Pending Sales MTD	2,192	3,406	-1,214	-36%
Pending Sales (Trailing 12 Months)	28,786	34,315	-5,529	-16%
Closed Sales MTD	2,482	3,194	-712	-22%
Closed Sales (Trailing 12 Months)	27,734	30,334	-2,600	-9%
Closed Sales Price (Median)	\$938,225	\$860,000	\$78,225	9%
30-Year-Fixed-Rate Mortgage Rate	5.2%	3.0%	2.3%	76%
Monthly Payments (P&I)	\$5,169	\$3,617	\$1,553	43%

Condominium

	June, 2022	June, 2021	Difference	% Change
Months Supply of Inventory	1.5	0.8	0.7	79%
Active Listings at End of Month	951	801	150	19%
Pending Sales MTD	627	945	-318	-34%
Pending Sales (Trailing 12 Months)	8,859	9,816	-957	-10%
Closed Sales MTD	661	858	-197	-23%
Closed Sales (Trailing 12 Months)	8,257	8,333	-76	-1%
Closed Sales Price (Median)	\$525,000	\$462,500	\$62,500	14%
30-Year-Fixed-Rate Mortgage Rate	5.2%	3.0%	2.3%	76%
Monthly Payments (P&I)	\$2,893	\$1,945	\$948	49%

Residential & Condominium

	June, 2022	June, 2021	Difference	% Change
Months Supply of Inventory	1.5	0.5	1.0	188%
Active Listings at End of Month	4,207	2,257	1,950	86%
Pending Sales MTD	2,819	4,351	-1,532	-35%
Pending Sales (Trailing 12 Months)	37,645	44,131	-6,486	-15%
Closed Sales MTD	3,143	4,052	-909	-22%
Closed Sales (Trailing 12 Months)	35,991	38,667	-2,676	-7%
Closed Sales Price (Median)	\$851,000	\$779,919	\$71,081	9%
30-Year-Fixed-Rate Mortgage Rates	5.2%	3.0%	2.3%	76%
Monthly Payments (P&I)	\$4,689	\$3,280	\$1,409	43%

All King County 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)	761	978	1,395	2,108	2,708	4,207							86%	2,026	AVG	2%
	New Listings Taken in Month	2,083	2,901	4,150	4,199	4,581	4,955							3%	22,869	YTD	-2%
	# of Pending Transactions	2,009	2,631	3,557	3,356	3,606	2,819							-35%	17,978	YTD	-19%
	Months Supply of Inventory	0.4	0.4	0.4	0.6	0.8	1.5							188%	0.7	AVG	21%
	# of Closed Sales	1,557	1,786	2,863	3,060	3,281	3,143							-22%	15,690	YTD	-14%
	Median Closed Price	720,000	759,735	838,753	880,000	880,000	851,000							9%	826,071	WA	13%
2021	Active Listings (EOM)	1,855	1,828	1,769	2,212	1,995	2,257	2,679	2,268	2,391	1,952	1,149	693	-35%	1,986	AVG	-31%
	New Listings Taken in Month	2,598	2,893	4,117	4,602	4,372	4,801	4,428	3,774	3,995	3,168	2,068	1,387	8%	23,383	YTD	20%
	# of Pending Transactions	2,625	2,865	4,054	3,977	4,379	4,351	3,860	4,027	3,765	3,500	2,791	1,724	8%	22,251	YTD	23%
	Months Supply of Inventory	0.7	0.6	0.4	0.6	0.5	0.5	0.7	0.6	0.6	0.6	0.4	0.4	-40%	0.6	AVG	-44%
	# of Closed Sales	2,006	2,146	2,956	3,402	3,643	4,052	4,048	3,680	3,500	3,436	3,045	2,592	46%	18,205	YTD	42%
	Median Closed Price	644,950	679,075	740,000	750,000	775,000	779,919	789,000	771,750	745,000	750,000	740,000	749,000	16%	731,550	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	-41%	2,891	AVG	-38%
	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	-6%	19,516	YTD	-16%
	# 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	2%	18,031	YTD	-12%
	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	-43%	1.0	AVG	-29%
	# 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	-17%	12,850	YTD	-15%
	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	6%	634,818	WA	3%
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	32%	4,673	AVG	77%
	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	-11%	23,354	YTD	2%
	# 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	3%	20,502	YTD	4%
	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	28%	1.4	AVG	78%
	# 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%	15,134	YTD	-2%
	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	-2%	617,658	WA	-1%
2018	# of Active Listings	1,509	1,645	2,060	2,591	3,562	4,503	5,116	5,803	6,587	6,283	5,241	3,690	47%	2,645	A	17%
	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	3%	22,884	YTD	2%
	# 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	-10%	19,697	YTD	-5%
	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	65%	0.8	A	18%
	# 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	-4%	15,438	T	-4%
	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	10%	624,303	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

June, 2022



All King County 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)	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%	2,270	AVG	-24%
	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	0%	21,309	YTD	-5%
	# 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	-1%	20,761	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	-20%	0.7	AVG	-21%
	# 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	-4%	16,151	YTD	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	16%	537,764	WA	15%
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	-9%	3,002	AVG	-22%
	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	12%	22,374	YTD	1%
	# 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	-1%	21,928	YTD	-6%
	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	-9%	0.8	AVG	-17%
	# 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	3%	16,042	YTD	-1%
	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	13%	468,187	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	-24%	3,832	AVG	-17%
	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	0%	22,138	YTD	2%
	# 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	10%	23,380	YTD	12%
	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	-31%	1.0	AVG	-25%
	# 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	19%	16,221	YTD	14%
	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	10%	416,838	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	6%	4,639	AVG	8%
	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	2%	21,713	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%	20,965	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	5%	1.3	AVG	11%
	# 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	2%	14,266	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	7%	384,357	WA	9%
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	-19%	4,305	AVG	-37%
	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	23%	21,199	YTD	11%
	# 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	10%	21,405	YTD	5%
	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	-26%	1.2	AVG	-41%
	# 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	14%	14,685	YTD	16%
	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	10%	352,790	WA	14%
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	-42%	6,801	AVG	-37%
	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	-15%	19,146	YTD	-12%
	# 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	17%	20,424	YTD	22%
	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	-50%	2.1	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	13%	12,633	YTD	18%
	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	10%	309,366	WA	-4%

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

All King County
RESIDENTIAL & CONDOMINIUM

MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2012 - 2021

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	3,234	3,219	3,403	3,732	4,159	4,478	4,787	4,826	4,954	4,433	3,494	2,560	3,940	AVG
% of 12 Month Avg.	82%	82%	86%	95%	106%	114%	121%	122%	126%	113%	89%	65%		
New Listings Taken in Month	2,482	2,734	3,757	3,904	4,456	4,369	4,123	3,813	3,747	3,116	2,022	1,337	39,859	T
% of 12 Month Avg.	75%	82%	113%	118%	134%	132%	124%	115%	113%	94%	61%	40%		
# of Pending Transactions	2,530	2,848	3,684	3,689	4,134	4,049	3,797	3,719	3,453	3,403	2,718	1,977	40,001	T
% of 12 Month Avg.	76%	85%	111%	111%	124%	121%	114%	112%	104%	102%	82%	59%		
Months Supply of Inventory	1.3	1.1	0.9	1.0	1.0	1.1	1.3	1.3	1.4	1.3	1.3	1.3	1.2	AVG
% of 12 Month Avg.	107%	95%	77%	85%	84%	93%	106%	109%	120%	109%	108%	108%		
# of Closed Units	1,718	1,797	2,487	2,701	3,093	3,366	3,409	3,284	2,933	3,024	2,577	2,525	32,914	T
% of 12 Month Avg.	63%	66%	91%	98%	113%	123%	124%	120%	107%	110%	94%	92%		
Median Closed Price	462,753	478,160	505,510	518,895	527,400	543,359	541,989	534,292	528,686	526,896	527,795	529,490	518,769	AVG
% of 12 Month Avg.	89%	92%	97%	100%	102%	105%	104%	103%	102%	102%	102%	102%		

All King County
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	29	17	22	23	24	20							135
\$250,000 to \$499,999	297	290	378	386	370	374							2,095
\$500,000 to \$749,999	517	546	725	707	757	820							4,072
\$750,000 to \$999,999	332	399	695	692	771	730							3,619
\$1,000,000 to \$1,499,999	199	293	494	583	675	634							2,878
\$1,500,000 to \$2,499,999	131	165	382	493	503	418							2,092
\$2,500,000 and above	47	71	168	179	157	138							760
Grand Total	1,552	1,781	2,864	3,063	3,257	3,134							15,651

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	49	43	60	36	367
\$250,000 to \$499,999	495	459	507	619	585	647	610	615	622	592	513	460	3,312
\$500,000 to \$749,999	674	720	931	1,019	1,055	1,179	1,181	1,084	1,090	1,058	960	796	5,578
\$750,000 to \$999,999	366	417	594	687	755	839	861	814	734	719	596	596	3,658
\$1,000,000 to \$1,499,999	238	277	460	550	681	694	717	613	537	519	474	345	2,900
\$1,500,000 to \$2,499,999	119	156	299	363	387	462	461	360	343	343	291	253	1,786
\$2,500,000 and above	48	39	87	102	110	136	154	138	124	129	111	90	522
Grand Total	2,002	2,121	2,944	3,395	3,640	4,021	4,042	3,679	3,499	3,403	3,005	2,576	18,123

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-53%	-68%	-67%	-58%	-64%	-69%							-63%
\$250,000 to \$499,999	-40%	-37%	-25%	-38%	-37%	-42%							-37%
\$500,000 to \$749,999	-23%	-24%	-22%	-31%	-28%	-30%							-27%
\$750,000 to \$999,999	-9%	-4%	17%	1%	2%	-13%							-1%
\$1,000,000 to \$1,499,999	-16%	6%	7%	6%	-1%	-9%							-1%
\$1,500,000 to \$2,499,999	10%	6%	28%	36%	30%	-10%							17%
\$2,500,000 and above	-2%	82%	93%	75%	43%	1%							46%
Grand Total	-22%	-16%	-3%	-10%	-11%	-22%							-14%