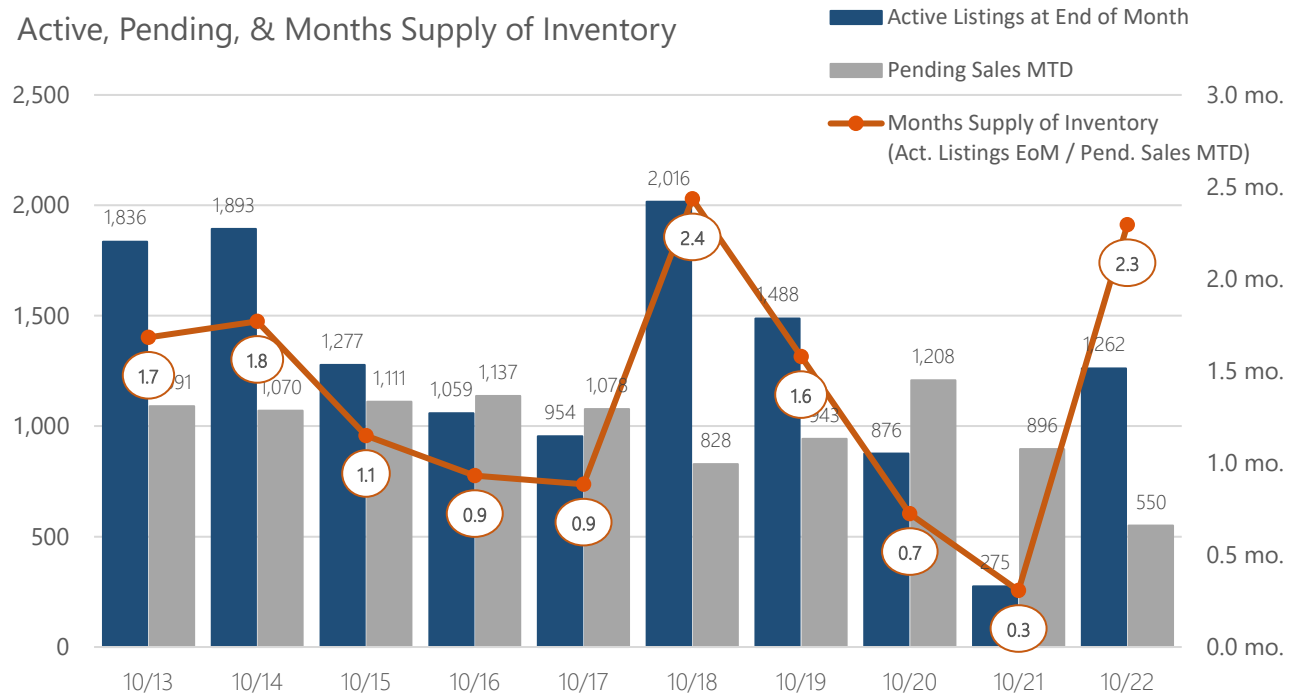


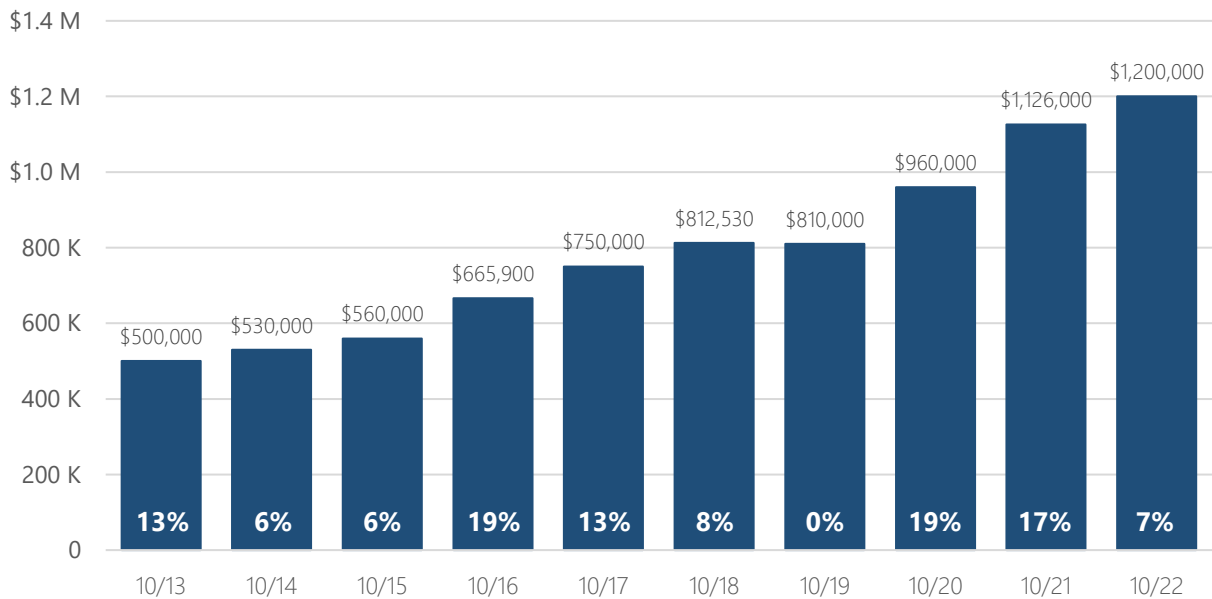
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



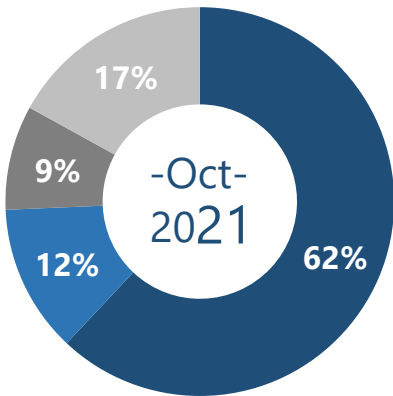
Median Closed Sales Price For Current Month Sold Properties



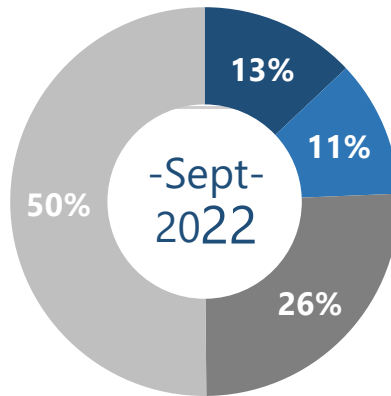
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

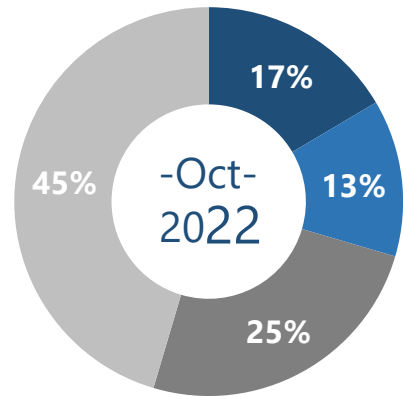
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

OCTOBER 2022

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	5	6	16	62
NUMBER OF SALES IN MONTH	106	84	161	292
MEDIAN DIFFERENCE FROM LIST PRICE	3%	0%	-4%	N/A

Eastside (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%	332	51.6%
15 - 30	94.0%	96.1%	101	15.7%
31 - 60	90.0%	95.5%	120	18.7%
61 - 90	88.0%	95.8%	56	8.7%
90+	83.7%	95.7%	34	5.3%
Totals			643	100.0%

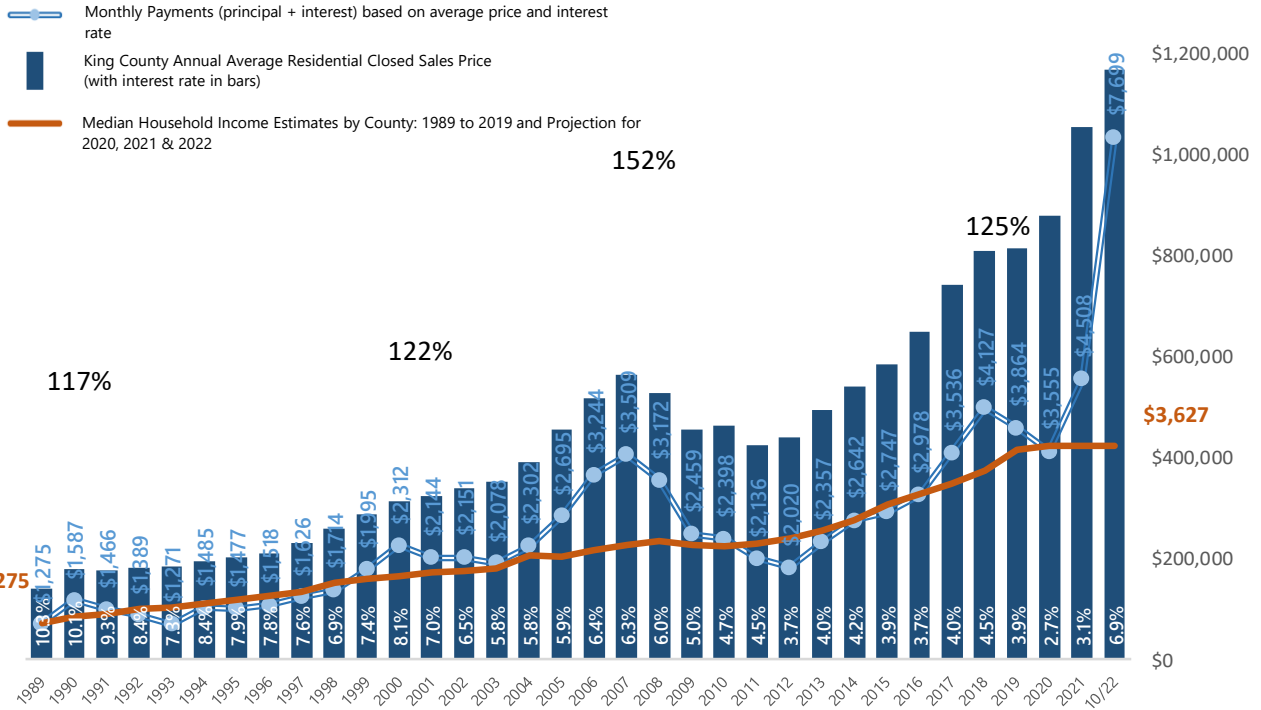
The Cost of
Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
October, 2022	\$1,200,000	6.90%	\$7,903
October, 2021	\$1,126,000	3.07%	\$4,790
	\$74,000	3.83%	\$3,113 Per Month
			\$37,360 Per Year

Monthly Payments Compared to Inflation Trendline

King County

212%



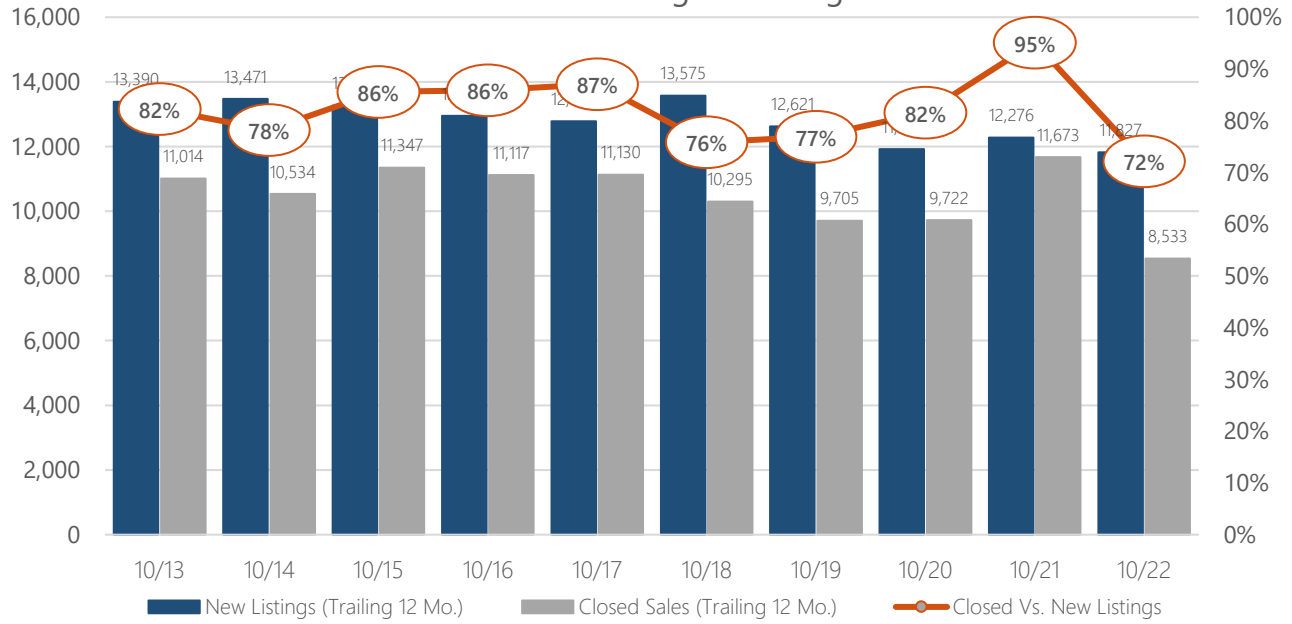
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Median Household Income Estimates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

Eastside (All Areas)

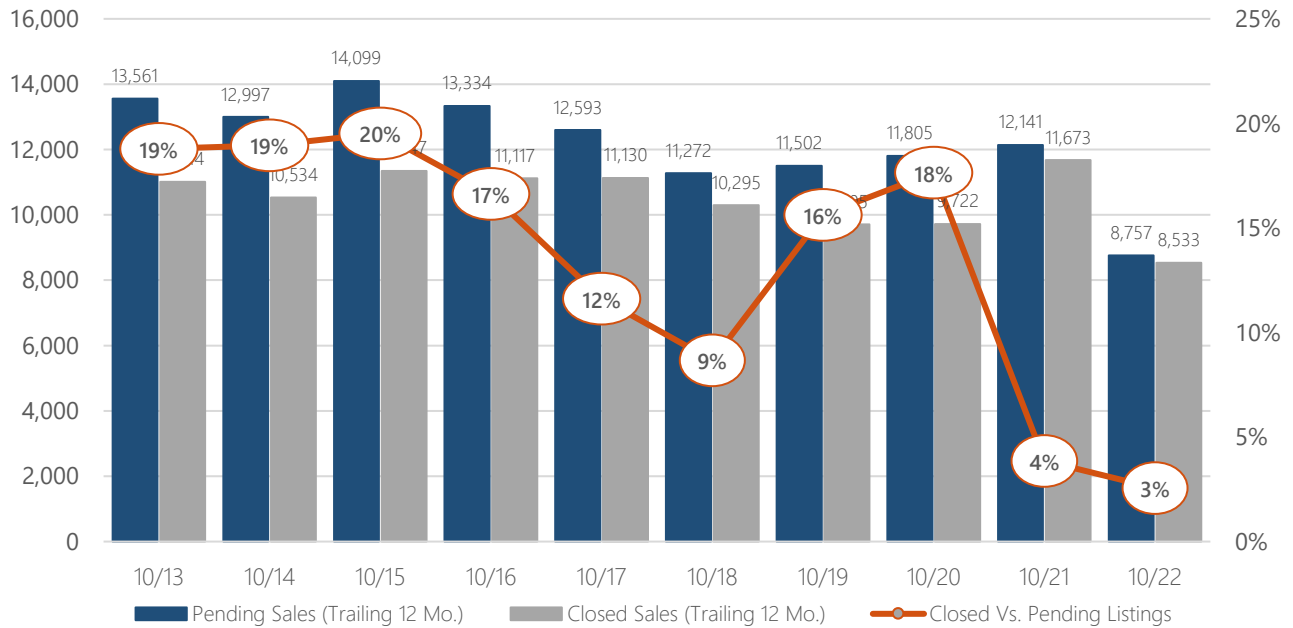
RESIDENTIAL & CONDOMINIUM

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

Area	Months Inventory			Area	Months Inventory		
	2020	2021	2022		2020	2021	2022
100	0.4	0.2	1.7	530	1.0	0.3	2.4
110	0.5	0.2	1.4	540	0.4	0.2	2.4
120	0.7	0.5	1.4	550	0.6	0.2	3.1
130	0.7	0.6	1.5	560	1.1	0.4	1.7
140	1.3	0.7	1.7	600	0.6	0.3	2.0
300	0.5	0.6	1.5	610	0.5	0.4	2.4
310	0.6	0.4	1.8	700	2.2	1.2	2.7
320	0.5	0.4	1.3	701	7.2	2.9	9.6
330	0.6	0.4	2.1	705	1.1	0.6	2.0
340	0.6	0.4	2.0	710	1.3	0.5	1.6
350	0.5	0.4	1.4	715	1.1	0.5	3.0
360	0.8	0.9	2.1	720	0.6	0.5	1.0
380	1.0	0.7	2.6	730	0.6	0.2	1.5
385	1.7	0.8	3.2	740	0.4	0.3	2.2
390	2.4	1.2	2.9	750	0.6	0.4	1.9
500	0.6	0.3	2.0	760	0.5	0.4	2.3
510	1.1	0.4	2.8	770	0.4	0.5	1.7
520	1.1	0.4	4.1	800	1.7	1.3	1.2

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

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.

Eastside (All Areas)

Statistics To Know

Residential

	October, 2022	October, 2021	Difference	% Change
Months Supply of Inventory	2.4	0.3	2.1	758%
Active Listings at End of Month	972	185	787	425%
Pending Sales MTD	401	655	-254	-39%
Pending Sales (Trailing 12 Months)	6,497	8,620	-2,123	-25%
Closed Sales MTD	476	717	-241	-34%
Closed Sales (Trailing 12 Months)	6,239	8,445	-2,206	-26%
Closed Sales Price (Median)	\$1,350,000	\$1,365,000	-\$15,000	-1%
30-Year-Fixed-Rate Mortgage Rate	6.9%	3.1%	3.8%	125%
Monthly Payments (P&I)	\$8,891	\$5,807	\$3,085	53%

Condominium

	October, 2022	October, 2021	Difference	% Change
Months Supply of Inventory	1.9	0.4	1.6	421%
Active Listings at End of Month	290	90	200	222%
Pending Sales MTD	149	241	-92	-38%
Pending Sales (Trailing 12 Months)	2,260	3,521	-1,261	-36%
Closed Sales MTD	168	256	-88	-34%
Closed Sales (Trailing 12 Months)	2,294	3,228	-934	-29%
Closed Sales Price (Median)	\$607,500	\$550,500	\$57,000	10%
30-Year-Fixed-Rate Mortgage Rate	6.9%	3.1%	3.8%	125%
Monthly Payments (P&I)	\$4,001	\$2,342	\$1,659	71%

Residential & Condominium

	October, 2022	October, 2021	Difference	% Change
Months Supply of Inventory	2.3	0.3	2.0	648%
Active Listings at End of Month	1,262	275	987	359%
Pending Sales MTD	550	896	-346	-39%
Pending Sales (Trailing 12 Months)	8,757	12,141	-3,384	-28%
Closed Sales MTD	644	973	-329	-34%
Closed Sales (Trailing 12 Months)	8,533	11,673	-3,140	-27%
Closed Sales Price (Median)	\$1,200,000	\$1,126,000	\$74,000	7%
30-Year-Fixed-Rate Mortgage Rates	6.9%	3.1%	3.8%	125%
Monthly Payments (P&I)	\$7,903	\$4,790	\$3,113	65%

Eastside (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)	137	195	376	649	901	1,366	1,493	1,315	1,352	1,262			359%	905	AVG	113%
	New Listings Taken in Month	539	822	1,312	1,318	1,478	1,522	1,273	914	1,047	745			-8%	10,970	YTD	-2%
	# of Pending Transactions	455	725	1,031	968	1,010	730	772	823	716	550			-39%	7,780	YTD	-28%
	Months Supply of Inventory	0.3	0.3	0.4	0.7	0.9	1.9	1.9	1.6	1.9	2.3			648%	1.2	AVG	198%
	# of Closed Sales	341	428	822	898	944	892	656	767	698	644			-34%	7,090	YTD	-27%
	Median Closed Price	1,235,000	1,159,000	1,323,750	1,526,500	1,400,000	1,300,000	1,200,000	1,185,000	1,200,000	1,200,000			7%	1,282,499	WA	18%
2021	Active Listings (EOM)	388	422	388	508	416	441	547	449	407	275	133	69	-69%	424	AVG	-56%
	New Listings Taken in Month	707	858	1,266	1,371	1,242	1,440	1,310	1,157	1,042	809	521	336	-26%	11,202	YTD	0%
	# of Pending Transactions	690	794	1,254	1,187	1,269	1,328	1,119	1,200	1,037	896	634	343	-26%	10,774	YTD	3%
	Months Supply of Inventory	0.6	0.5	0.3	0.4	0.3	0.3	0.5	0.4	0.4	0.3	0.2	0.2	-58%	0.4	AVG	-58%
	# of Closed Sales	524	576	880	1,048	1,102	1,231	1,255	1,136	1,051	973	805	638	-23%	9,776	YTD	19%
	Median Closed Price	891,475	955,125	1,125,000	1,062,783	1,100,000	1,150,000	1,167,000	1,100,000	1,122,000	1,126,000	1,200,000	1,276,112	17%	1,086,476	WA	23%
2020	Active Listings (EOM)	664	666	893	1,037	1,131	1,120	1,156	1,111	969	876	623	394	-41%	962	AVG	-42%
	New Listings Taken in Month	766	898	1,225	781	1,100	1,292	1,358	1,335	1,250	1,160	648	426	32%	11,165	YTD	-4%
	# of Pending Transactions	733	891	884	626	987	1,238	1,267	1,318	1,303	1,208	806	561	28%	10,455	YTD	1%
	Months Supply of Inventory	0.9	0.7	1.0	1.7	1.1	0.9	0.9	0.8	0.7	0.7	0.8	0.7	-54%	1.0	AVG	-41%
	# of Closed Sales	421	533	726	633	543	859	1,059	1,078	1,091	1,257	982	915	57%	8,200	YTD	-2%
	Median Closed Price	780,000	829,300	854,950	851,000	865,000	900,000	920,000	911,514	915,000	960,000	950,000	955,000	19%	881,506	WA	7%
2019	Active Listings (EOM)	1,265	1,294	1,502	1,564	1,942	2,022	1,921	1,786	1,713	1,488	1,002	642	-26%	1,650	AVG	25%
	New Listings Taken in Month	821	774	1,433	1,405	1,764	1,376	1,160	992	1,063	877	472	284	-12%	11,665	YTD	-8%
	# of Pending Transactions	699	701	1,206	1,330	1,309	1,147	1,106	957	931	943	836	514	14%	10,329	YTD	4%
	Months Supply of Inventory	1.8	1.8	1.2	1.2	1.5	1.8	1.7	1.9	1.8	1.6	1.2	1.2	-35%	1.6	AVG	19%
	# of Closed Sales	461	518	726	892	1,162	1,072	1,021	973	752	801	769	753	-5%	8,378	YTD	-2%
	Median Closed Price	800,000	768,975	825,000	819,500	824,450	875,000	849,950	843,000	830,000	810,000	830,000	805,000	0%	825,496	WA	-1%
2018	# of Active Listings	485	543	698	874	1,230	1,527	1,702	1,960	2,161	2,016	1,669	1,213	111%	1,320	A	50%
	New Listings Taken in Month	697	857	1,325	1,299	1,806	1,619	1,356	1,339	1,315	999	633	323	21%	12,612	YTD	5%
	# of Pending Transactions	636	780	1,136	1,089	1,367	1,228	1,016	955	857	828	693	480	-23%	9,892	YTD	-12%
	Months Supply of Inventory	0.8	0.7	0.6	0.8	0.9	1.2	1.7	2.1	2.5	2.4	2.4	2.5	175%	1.4	A	74%
	# of Closed Sales	520	529	785	904	1,021	1,185	1,041	971	769	842	671	656	-17%	8,567	T	-9%
	Median Closed Price	786,425	845,319	831,000	835,500	859,950	860,000	831,662	836,778	800,000	812,530	825,000	815,000	8%	830,545	WA	11%

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

Eastside (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)	538	536	735	746	880	1,044	1,158	1,071	1,155	954	679	415	-10%	882	AVG	-22%
	New Listings Taken in Month	725	754	1,268	1,199	1,521	1,578	1,421	1,280	1,179	960	627	336	17%	11,885	YTD	-1%
	# of Pending Transactions	684	755	1,084	1,170	1,376	1,367	1,292	1,302	1,093	1,078	842	538	-5%	11,201	YTD	-6%
	Months Supply of Inventory	0.8	0.7	0.7	0.6	0.6	0.8	0.9	0.8	1.1	0.9	0.8	0.8	-5%	0.8	AVG	-17%
	# of Closed Sales	575	502	772	828	1,072	1,225	1,114	1,222	1,065	1,015	900	828	-3%	9,390	YTD	-1%
	Median Closed Price	700,000	692,500	736,500	748,944	753,750	802,000	775,000	750,000	740,000	750,000	745,000	810,000	13%	746,100	WA	16%
2016	Active Listings (EOM)	742	788	932	1,123	1,130	1,341	1,493	1,371	1,352	1,059	756	530	-17%	1,133	AVG	-21%
	New Listings Taken in Month	759	929	1,301	1,403	1,405	1,631	1,403	1,195	1,191	823	553	349	-15%	12,040	YTD	-1%
	# of Pending Transactions	749	967	1,176	1,251	1,451	1,412	1,267	1,275	1,214	1,137	851	541	2%	11,899	YTD	-5%
	Months Supply of Inventory	1.0	0.8	0.8	0.9	0.8	0.9	1.2	1.1	1.1	0.9	0.9	1.0	-19%	1.0	AVG	-17%
	# of Closed Sales	551	543	801	937	1,030	1,247	1,183	1,160	1,013	1,051	950	790	6%	9,516	YTD	-2%
	Median Closed Price	585,000	630,000	616,100	625,000	665,181	658,000	662,500	667,250	650,000	665,900	650,000	692,750	19%	643,557	WA	12%
2015	Active Listings (EOM)	1,147	1,235	1,268	1,425	1,577	1,629	1,659	1,594	1,472	1,277	921	682	-33%	1,428	AVG	-19%
	New Listings Taken in Month	778	1,034	1,263	1,463	1,530	1,510	1,362	1,209	1,073	964	531	375	-5%	12,186	YTD	-2%
	# of Pending Transactions	825	1,030	1,351	1,386	1,481	1,471	1,383	1,303	1,208	1,111	869	566	4%	12,549	YTD	8%
	Months Supply of Inventory	1.4	1.2	0.9	1.0	1.1	1.1	1.2	1.2	1.2	1.1	1.1	1.2	-35%	1.2	AVG	-24%
	# of Closed Sales	550	569	881	970	1,087	1,268	1,230	1,144	1,053	995	753	848	5%	9,747	YTD	9%
	Median Closed Price	550,000	539,950	542,995	575,000	591,000	592,500	600,000	600,000	580,000	560,000	560,000	595,650	6%	574,000	WA	8%
2014	Active Listings (EOM)	1,194	1,265	1,368	1,474	1,820	1,974	2,189	2,284	2,087	1,893	1,499	1,149	3%	1,755	AVG	4%
	New Listings Taken in Month	792	904	1,232	1,373	1,661	1,470	1,538	1,305	1,093	1,015	640	437	6%	12,383	YTD	1%
	# of Pending Transactions	867	876	1,186	1,309	1,401	1,315	1,262	1,157	1,123	1,070	879	671	-2%	11,566	YTD	-4%
	Months Supply of Inventory	1.4	1.4	1.2	1.1	1.3	1.5	1.7	2.0	1.9	1.8	1.7	1.7	5%	1.5	AVG	8%
	# of Closed Sales	543	537	730	879	1,020	1,053	1,180	1,057	960	946	762	838	-3%	8,905	YTD	-5%
	Median Closed Price	495,000	482,500	495,000	515,000	535,000	559,900	574,500	548,000	540,500	530,000	544,995	543,169	6%	529,095	WA	7%
2013	Active Listings (EOM)	1,263	1,259	1,292	1,422	1,661	1,844	2,015	2,147	2,092	1,836	1,521	1,230	1%	1,683	AVG	-26%
	New Listings Taken in Month	912	972	1,162	1,333	1,526	1,451	1,470	1,399	1,105	961	650	438	11%	12,291	YTD	14%
	# of Pending Transactions	944	1,047	1,229	1,319	1,386	1,338	1,328	1,263	1,062	1,091	830	601	-9%	12,007	YTD	5%
	Months Supply of Inventory	1.3	1.2	1.1	1.1	1.2	1.4	1.5	1.7	2.0	1.7	1.8	2.0	11%	1.4	AVG	-31%
	# of Closed Sales	619	605	823	909	1,077	1,069	1,153	1,172	1,007	978	807	822	12%	9,412	YTD	18%
	Median Closed Price	439,000	450,000	479,000	490,000	499,000	516,000	520,500	525,000	497,700	500,000	485,000	488,385	13%	493,119	WA	14%
2012	Active Listings (EOM)	2,514	2,412	2,291	2,329	2,360	2,334	2,322	2,323	2,181	1,821	1,570	1,246	-45%	2,289	AVG	-37%
	New Listings Taken in Month	851	943	1,187	1,249	1,264	1,225	1,152	1,141	947	864	634	465	-3%	10,823	YTD	-7%
	# of Pending Transactions	805	1,015	1,304	1,232	1,303	1,194	1,151	1,126	1,060	1,202	855	699	32%	11,392	YTD	22%
	Months Supply of Inventory	3.1	2.4	1.8	1.9	1.8	2.0	2.0	2.1	2.1	1.5	1.8	1.8	-59%	2.1	AVG	-48%
	# of Closed Sales	496	519	715	786	873	948	940	994	844	873	801	801	48%	7,988	YTD	23%
	Median Closed Price	399,000	360,000	406,000	429,190	440,000	452,750	452,500	459,125	453,400	441,982	479,950	455,000	7%	431,513	WA	0%

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

Eastside (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	T
Active Listings (EOM)	1,020	1,042	1,137	1,250	1,415	1,528	1,616	1,610	1,559	1,350	1,037	757	12,277	AVG
% of 12 Month Avg.	80%	82%	89%	98%	111%	120%	127%	126%	122%	106%	81%	59%		
New Listings Taken in Month	781	892	1,266	1,288	1,482	1,459	1,353	1,235	1,126	943	591	377	12,793	T
% of 12 Month Avg.	73%	84%	119%	121%	139%	137%	127%	116%	106%	88%	55%	35%		
# of Pending Transactions	763	886	1,181	1,190	1,333	1,304	1,219	1,186	1,089	1,056	810	551	12,567	T
% of 12 Month Avg.	73%	85%	113%	114%	127%	124%	116%	113%	104%	101%	77%	53%		
Months Supply of Inventory	1.3	1.2	1.0	1.1	1.1	1.2	1.3	1.4	1.4	1.3	1.3	1.4	1.2	AVG
% of 12 Month Avg.	108%	95%	78%	85%	86%	95%	107%	110%	116%	104%	104%	111%		
# of Closed Units	526	543	784	879	999	1,116	1,118	1,091	961	973	820	789	10,597	T
% of 12 Month Avg.	60%	62%	89%	99%	113%	126%	127%	124%	109%	110%	93%	89%		
Median Closed Price	642,590	655,367	691,155	695,192	713,333	736,615	735,361	724,067	712,860	715,641	726,995	743,607	707,732	AVG
% of 12 Month Avg.	91%	93%	98%	98%	101%	104%	104%	102%	101%	101%	103%	105%		

Eastside (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	1	0	1	0	0	1	0	1	2	0			6
\$250,000 to \$499,999	36	57	68	53	47	57	50	74	62	61			565
\$500,000 to \$749,999	46	66	131	93	104	101	96	95	61	78			871
\$750,000 to \$999,999	40	63	97	89	104	129	103	110	138	100			973
\$1,000,000 to \$1,499,999	83	82	169	196	251	241	176	229	189	210			1,826
\$1,500,000 to \$2,499,999	93	103	228	323	313	265	158	192	190	135			2,000
\$2,500,000 and above	40	57	128	145	112	95	66	66	52	59			820
Grand Total	339	428	822	899	931	889	649	767	694	643			7,061

2021

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	5	5	6	7	3	1	4	10	3	5	1	0	49
\$250,000 to \$499,999	101	88	97	138	121	126	126	120	115	114	91	83	1,146
\$500,000 to \$749,999	91	89	113	148	133	143	147	156	140	129	106	64	1,289
\$750,000 to \$999,999	99	118	164	180	218	225	218	220	190	172	119	85	1,804
\$1,000,000 to \$1,499,999	117	141	228	274	318	325	351	302	277	232	202	160	2,565
\$1,500,000 to \$2,499,999	77	100	204	223	241	303	297	219	227	224	207	163	2,115
\$2,500,000 and above	34	27	65	76	68	94	108	110	99	90	80	80	771
Grand Total	524	568	877	1,046	1,102	1,217	1,251	1,137	1,051	966	806	635	9,739

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-80%	-100%	-83%	-100%	-100%	0%	-100%	-90%	-33%	-100%			-88%
\$250,000 to \$499,999	-64%	-35%	-30%	-62%	-61%	-55%	-60%	-38%	-46%	-46%			-51%
\$500,000 to \$749,999	-49%	-26%	16%	-37%	-22%	-29%	-35%	-39%	-56%	-40%			-32%
\$750,000 to \$999,999	-60%	-47%	-41%	-51%	-52%	-43%	-53%	-50%	-27%	-42%			-46%
\$1,000,000 to \$1,499,999	-29%	-42%	-26%	-28%	-21%	-26%	-50%	-24%	-32%	-9%			-29%
\$1,500,000 to \$2,499,999	21%	3%	12%	45%	30%	-13%	-47%	-12%	-16%	-40%			-5%
\$2,500,000 and above	18%	111%	97%	91%	65%	1%	-39%	-40%	-47%	-34%			6%
Grand Total	-35%	-25%	-6%	-14%	-16%	-27%	-48%	-33%	-34%	-33%			-27%