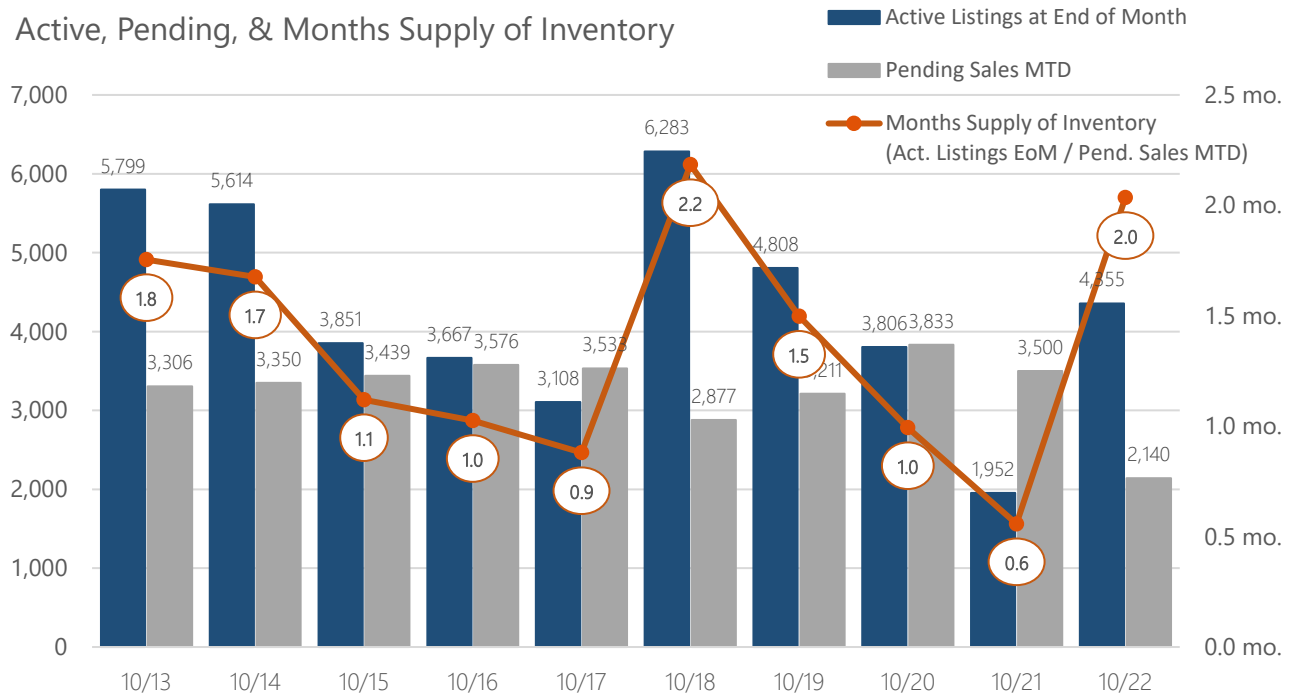
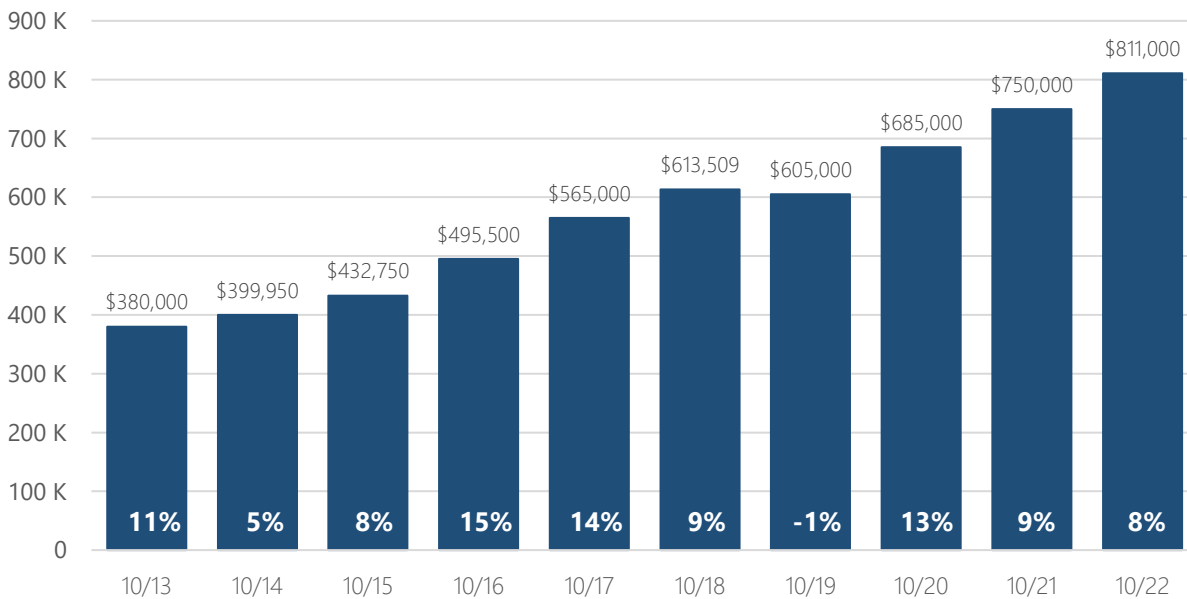


All King County
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



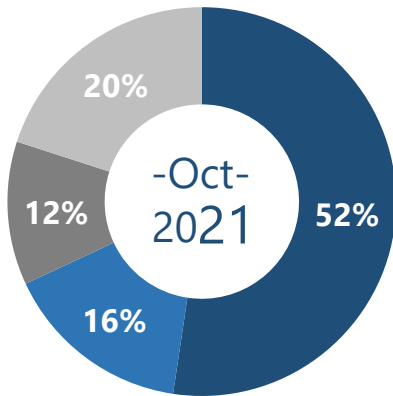
Median Closed Sales Price For Current Month Sold Properties



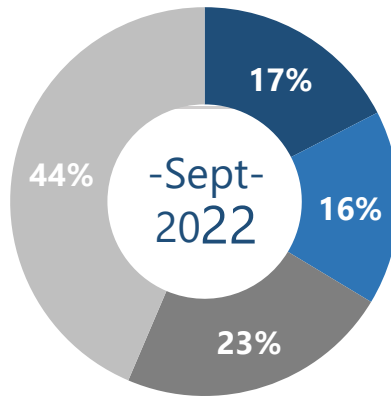
All King County

RESIDENTIAL & CONDOMINIUM

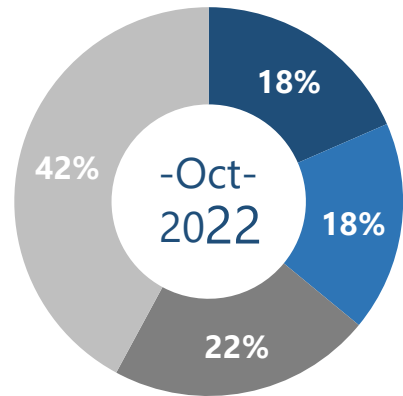
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

OCTOBER 2022

AVERAGE DAYS ON MARKET



6

9

17

59

NUMBER OF SALES IN MONTH



378

358

449

862

MEDIAN DIFFERENCE FROM LIST PRICE



3%

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	100.0%	100.0%	1059	51.7%
15 - 30	95.6%	97.7%	342	16.7%
31 - 60	92.7%	97.2%	366	17.9%
61 - 90	89.8%	97.4%	176	8.6%
90+	86.9%	96.7%	104	5.1%
Totals			2047	100.0%

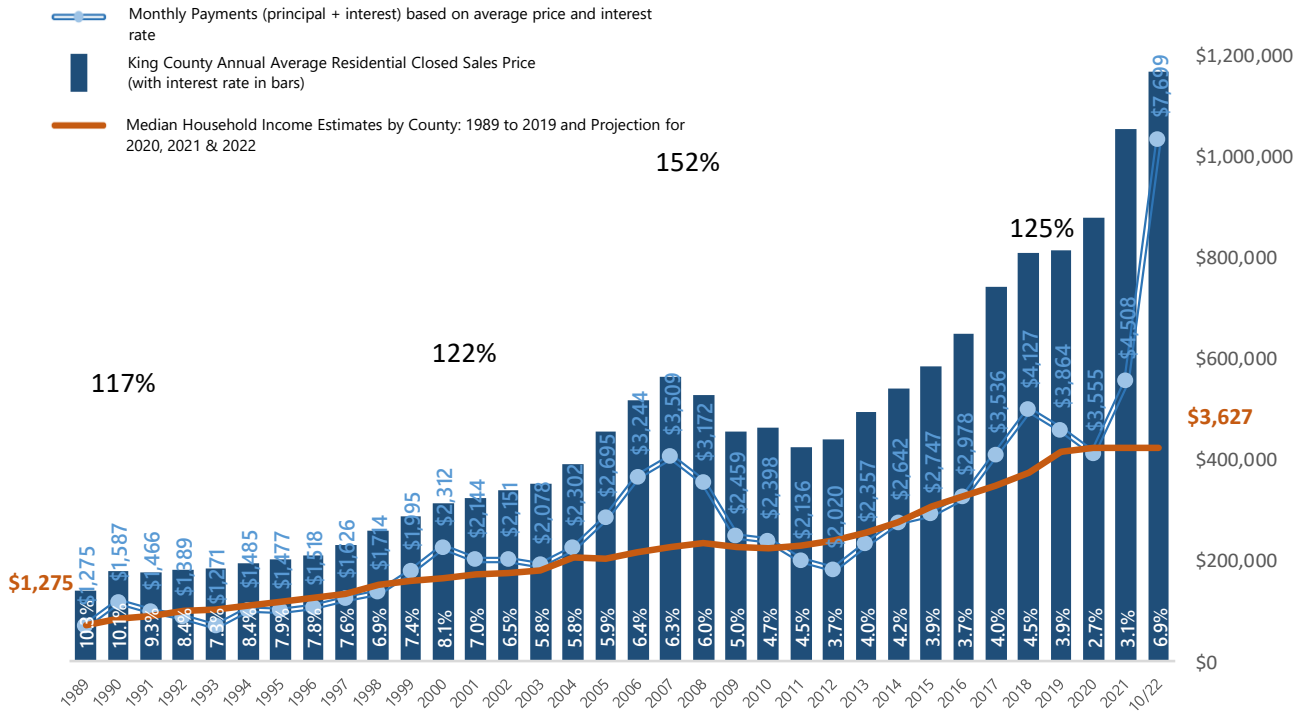
The Cost of
Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
October, 2022	\$811,000	6.90%	\$5,341
October, 2021	\$750,000	3.07%	\$3,190
	\$61,000	3.83%	\$2,151 Per Month
			\$25,810 Per Year

Monthly Payments Compared to Inflation Trendline

King County

212%



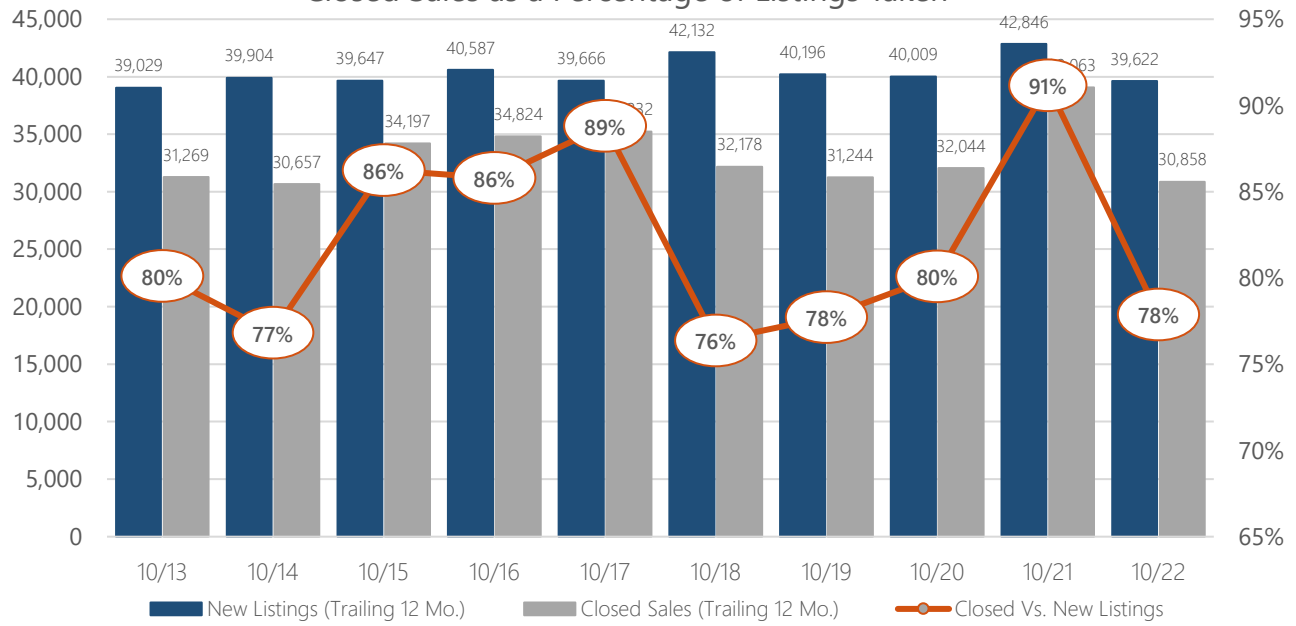
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Median Household Income Estimates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

All King County

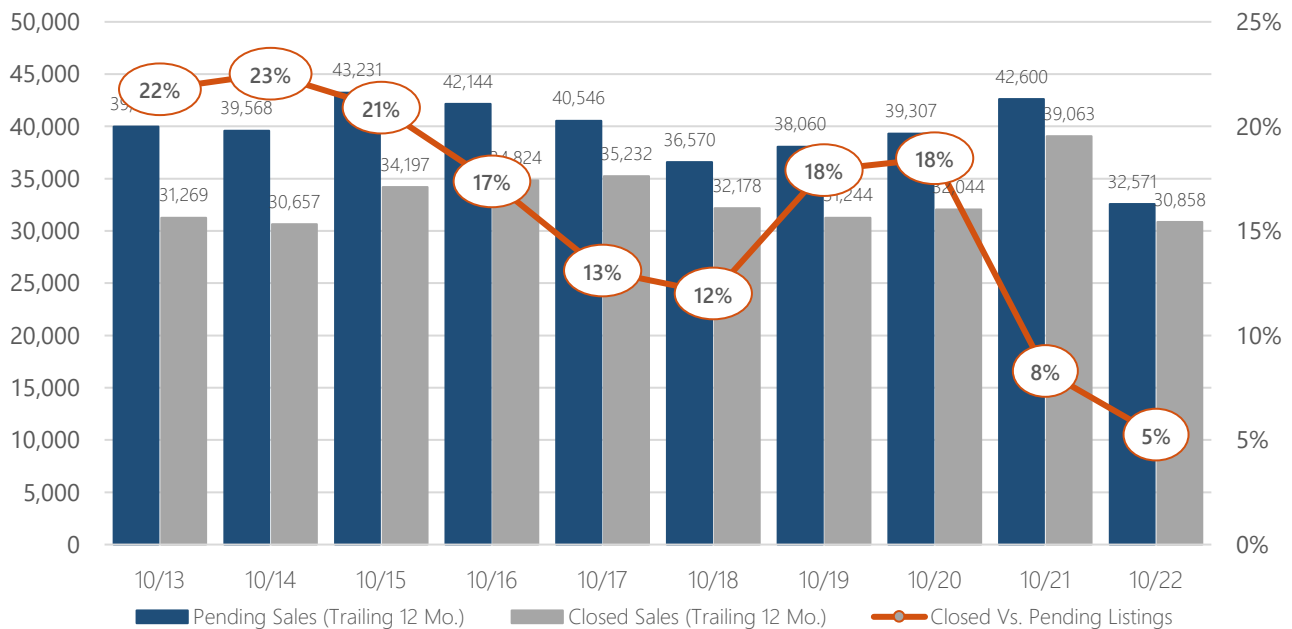
RESIDENTIAL & CONDOMINIUM

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

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

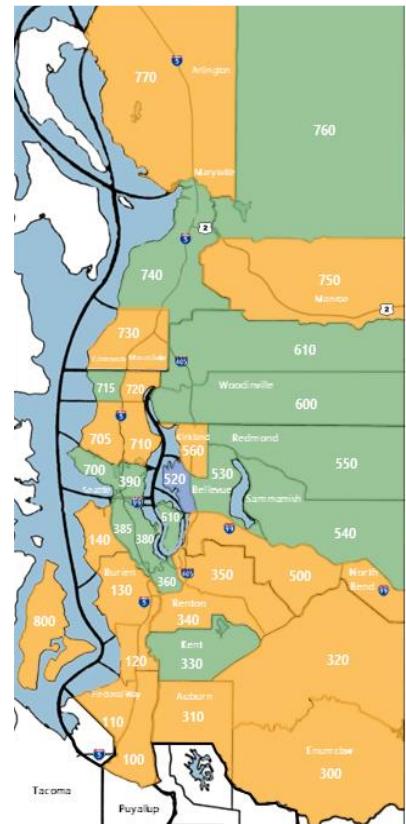
2 YEARS AGO



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.

All King County Statistics To Know

Residential

	October, 2022	October, 2021	Difference	% Change
Months Supply of Inventory	1.9	0.5	1.5	316%
Active Listings at End of Month	3,286	1,268	2,018	159%
Pending Sales MTD	1,705	2,736	-1,031	-38%
Pending Sales (Trailing 12 Months)	24,975	32,715	-7,740	-24%
Closed Sales MTD	1,595	2,707	-1,112	-41%
Closed Sales (Trailing 12 Months)	23,654	30,393	-6,739	-22%
Closed Sales Price (Median)	\$903,000	\$824,270	\$78,730	10%
30-Year-Fixed-Rate Mortgage Rate	6.9%	3.1%	3.8%	125%
Monthly Payments (P&I)	\$5,947	\$3,506	\$2,441	70%

Condominium

	October, 2022	October, 2021	Difference	% Change
Months Supply of Inventory	2.5	0.9	1.6	174%
Active Listings at End of Month	1,069	684	385	56%
Pending Sales MTD	435	764	-329	-43%
Pending Sales (Trailing 12 Months)	7,596	9,885	-2,289	-23%
Closed Sales MTD	452	729	-277	-38%
Closed Sales (Trailing 12 Months)	7,204	8,670	-1,466	-17%
Closed Sales Price (Median)	\$494,975	\$475,000	\$19,975	4%
30-Year-Fixed-Rate Mortgage Rate	6.9%	3.1%	3.8%	125%
Monthly Payments (P&I)	\$3,260	\$2,021	\$1,239	61%

Residential & Condominium

	October, 2022	October, 2021	Difference	% Change
Months Supply of Inventory	2.0	0.6	1.5	265%
Active Listings at End of Month	4,355	1,952	2,403	123%
Pending Sales MTD	2,140	3,500	-1,360	-39%
Pending Sales (Trailing 12 Months)	32,571	42,600	-10,029	-24%
Closed Sales MTD	2,047	3,436	-1,389	-40%
Closed Sales (Trailing 12 Months)	30,858	39,063	-8,205	-21%
Closed Sales Price (Median)	\$811,000	\$750,000	\$61,000	8%
30-Year-Fixed-Rate Mortgage Rates	6.9%	3.1%	3.8%	125%
Monthly Payments (P&I)	\$5,341	\$3,190	\$2,151	67%

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	4,718	4,307	4,738	4,355			123%	3,028	AVG	43%
	New Listings Taken in Month	2,083	2,901	4,150	4,199	4,581	4,955	4,009	3,198	3,504	2,587			-18%	36,167	YTD	-7%
	# of Pending Transactions	2,009	2,631	3,557	3,356	3,606	2,819	2,705	2,919	2,314	2,140			-39%	28,056	YTD	-25%
	Months Supply of Inventory	0.4	0.4	0.4	0.6	0.8	1.5	1.7	1.5	2.0	2.0			265%	1.1	AVG	96%
	# of Closed Sales	1,557	1,786	2,863	3,060	3,281	3,143	2,535	2,601	2,348	2,047			-40%	25,221	YTD	-23%
	Median Closed Price	720,000	759,735	838,753	880,000	880,000	851,000	810,000	815,000	799,000	811,000			8%	819,225	WA	10%
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	-49%	2,121	AVG	-36%
	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	-9%	38,748	YTD	4%
	# 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	-9%	37,403	YTD	8%
	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	-44%	0.6	AVG	-40%
	# 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	-11%	32,869	YTD	21%
	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	9%	745,047	WA	14%
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	-21%	3,301	AVG	-33%
	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	32%	37,166	YTD	1%
	# 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	19%	34,714	YTD	3%
	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	-34%	1.0	AVG	-35%
	# 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	40%	27,118	YTD	1%
	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	13%	655,161	WA	7%
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	-23%	4,947	AVG	25%
	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	-10%	36,965	YTD	-5%
	# 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	12%	33,823	YTD	6%
	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	-31%	1.5	AVG	18%
	# 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	5%	26,829	YTD	1%
	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	-1%	614,579	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	102%	3,966	A	46%
	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	22%	38,865	YTD	4%
	# 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	-19%	31,889	YTD	-10%
	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	148%	1.3	A	65%
	# 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	-18%	26,676	T	-10%
	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	9%	620,896	WA	12%

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	-15%	2,721	AVG	-22%
	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	12%	36,377	YTD	-3%
	# 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%	35,598	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	-14%	0.8	AVG	-18%
	# 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	-3%	29,620	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	14%	554,975	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	-5%	3,472	AVG	-13%
	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	-9%	37,477	YTD	3%
	# 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	4%	37,462	YTD	-2%
	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	-8%	0.9	AVG	-12%
	# 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	10%	29,932	YTD	2%
	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	15%	480,962	WA	13%
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	-31%	3,990	AVG	-23%
	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	-5%	36,227	YTD	-1%
	# 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	3%	38,402	YTD	10%
	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	-33%	1.1	AVG	-29%
	# 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	4%	29,374	YTD	13%
	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	8%	426,728	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	-3%	5,185	AVG	4%
	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	4%	36,415	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%	34,986	YTD	-1%
	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	-4%	1.5	AVG	5%
	# 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	3%	26,108	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	5%	395,488	WA	7%
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	7%	4,980	AVG	-24%
	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	17%	35,647	YTD	15%
	# 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	-3%	35,284	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	10%	1.4	AVG	-29%
	# 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	13%	26,805	YTD	18%
	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	11%	368,261	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	-44%	6,542	AVG	-38%
	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	-5%	31,119	YTD	-10%
	# 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	23%	33,495	YTD	19%
	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	-54%	2.0	AVG	-48%
	# 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	34%	22,790	YTD	20%
	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	19%	322,076	WA	2%

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	TT
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	22	18	48	14			237
\$250,000 to \$499,999	297	290	378	386	370	374	372	393	375	311			3,546
\$500,000 to \$749,999	517	546	725	707	757	820	693	747	649	580			6,741
\$750,000 to \$999,999	332	399	695	692	771	730	594	555	523	425			5,716
\$1,000,000 to \$1,499,999	199	293	494	583	675	634	456	501	383	414			4,632
\$1,500,000 to \$2,499,999	131	165	382	493	503	418	281	299	294	231			3,197
\$2,500,000 and above	47	71	168	179	157	138	96	90	80	72			1,098
Grand Total	1,552	1,781	2,864	3,063	3,257	3,134	2,514	2,603	2,352	2,047			25,167

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	572
\$250,000 to \$499,999	495	459	507	619	585	647	610	615	622	592	513	460	5,751
\$500,000 to \$749,999	674	720	931	1,019	1,055	1,179	1,181	1,084	1,090	1,058	960	796	9,991
\$750,000 to \$999,999	366	417	594	687	755	839	861	814	734	719	596	596	6,786
\$1,000,000 to \$1,499,999	238	277	460	550	681	694	717	613	537	519	474	345	5,286
\$1,500,000 to \$2,499,999	119	156	299	363	387	462	461	360	343	343	291	253	3,293
\$2,500,000 and above	48	39	87	102	110	136	154	138	124	129	111	90	1,067
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	32,746

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%	-62%	-67%	-2%	-67%			-59%
\$250,000 to \$499,999	-40%	-37%	-25%	-38%	-37%	-42%	-39%	-36%	-40%	-47%			-38%
\$500,000 to \$749,999	-23%	-24%	-22%	-31%	-28%	-30%	-41%	-31%	-40%	-45%			-33%
\$750,000 to \$999,999	-9%	-4%	17%	1%	2%	-13%	-31%	-32%	-29%	-41%			-16%
\$1,000,000 to \$1,499,999	-16%	6%	7%	6%	-1%	-9%	-36%	-18%	-29%	-20%			-12%
\$1,500,000 to \$2,499,999	10%	6%	28%	36%	30%	-10%	-39%	-17%	-14%	-33%			-3%
\$2,500,000 and above	-2%	82%	93%	75%	43%	1%	-38%	-35%	-35%	-44%			3%
Grand Total	-22%	-16%	-3%	-10%	-11%	-22%	-38%	-29%	-33%	-40%			-23%