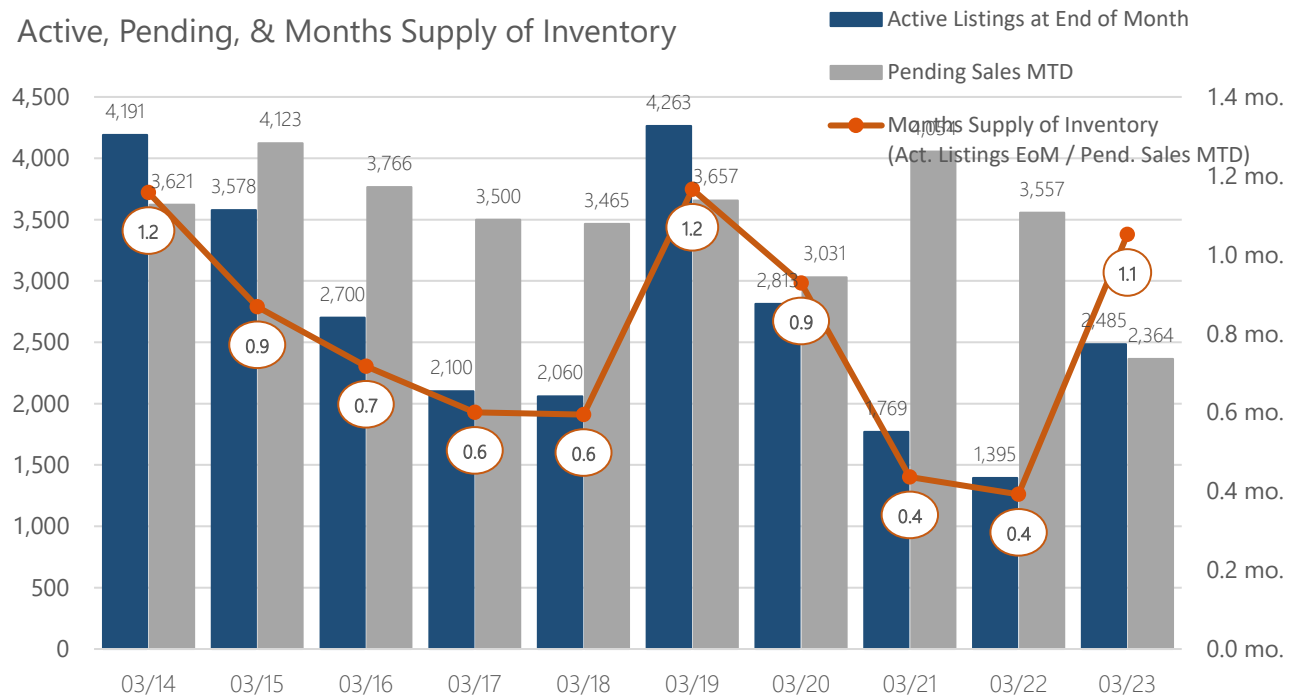


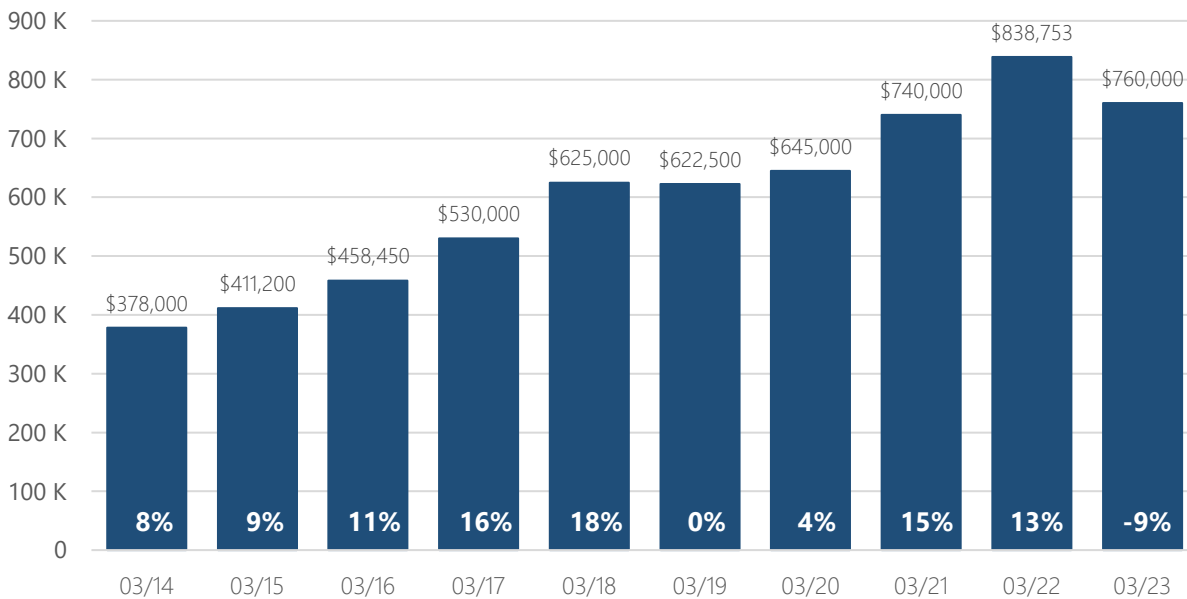
All King County

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



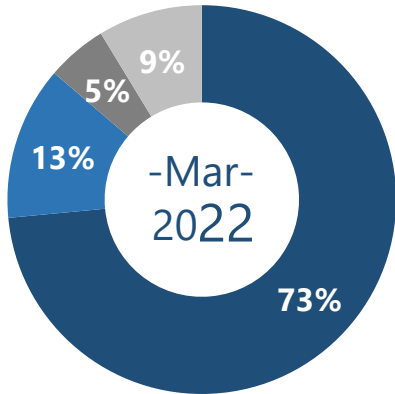
Median Closed Sales Price For Current Month Sold Properties



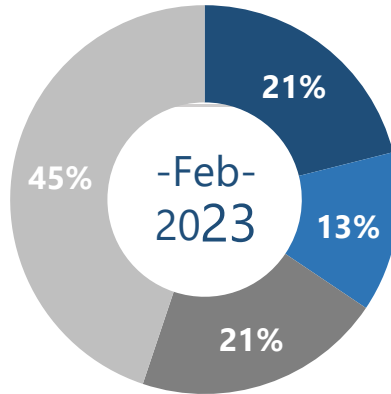
All King County

RESIDENTIAL & CONDOMINIUM

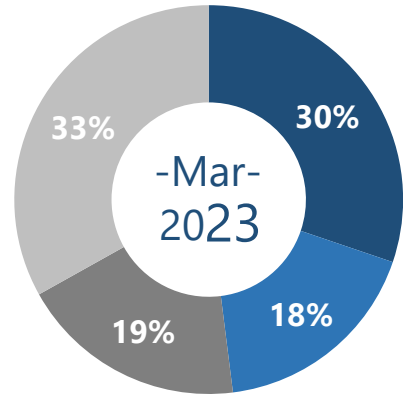
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

MARCH 2023

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	6	11	26	108
NUMBER OF SALES IN MONTH	▶	584	344	365	640
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	100.2%	100.0%	1105	57.2%
15 - 30	97.7%	98.6%	232	12.0%
31 - 60	95.7%	98.1%	192	9.9%
61 - 90	94.3%	97.7%	138	7.1%
90+	89.9%	97.5%	266	13.8%
Totals			1933	100.0%

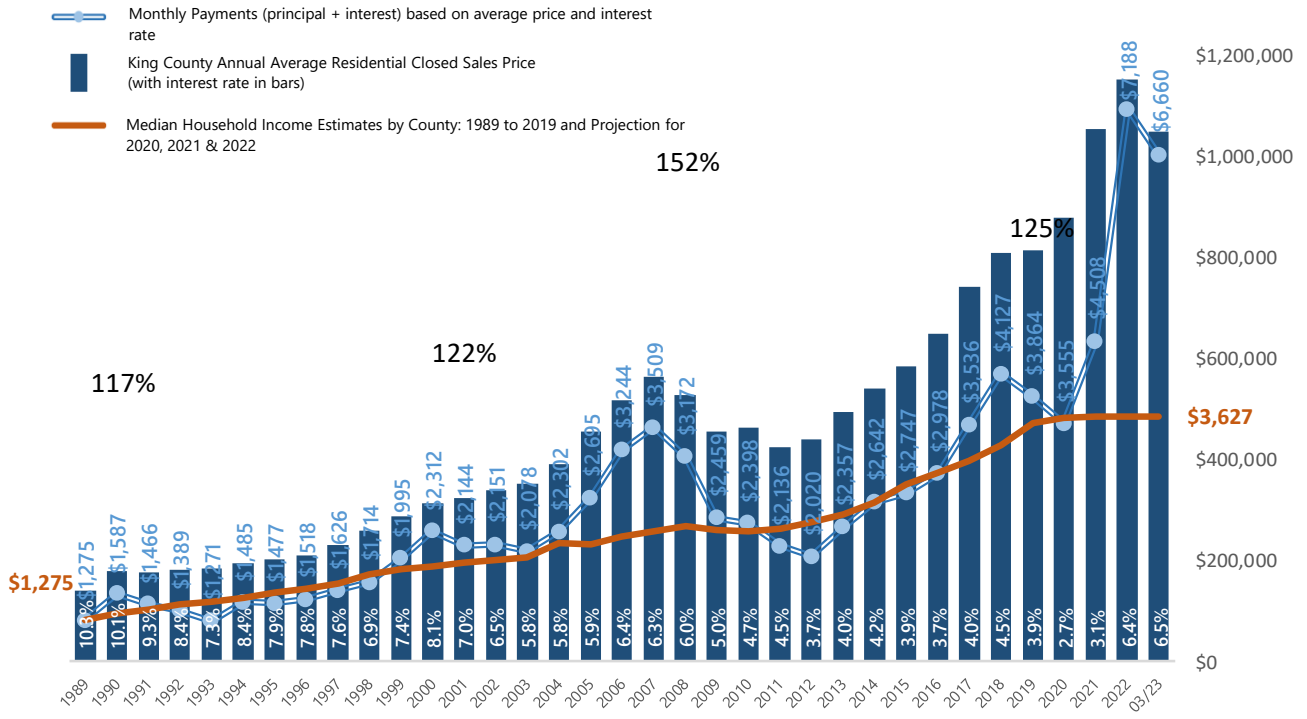
The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
March, 2023	\$760,000	6.54%	\$4,824
March, 2022	\$838,753	4.17%	\$4,087
	-\$78,753	2.37%	\$737 Per Month
			\$8,841 Per Year

* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month

Monthly Payments Compared to Inflation Trendline

King County



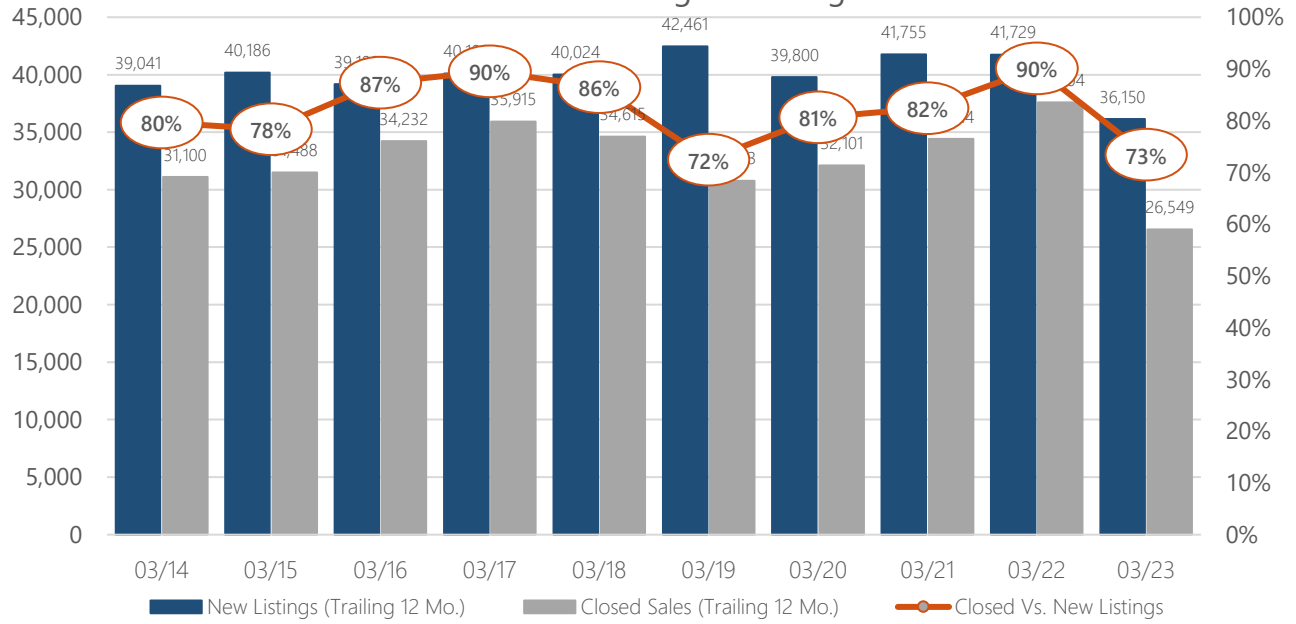
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Median Household Income Estimates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

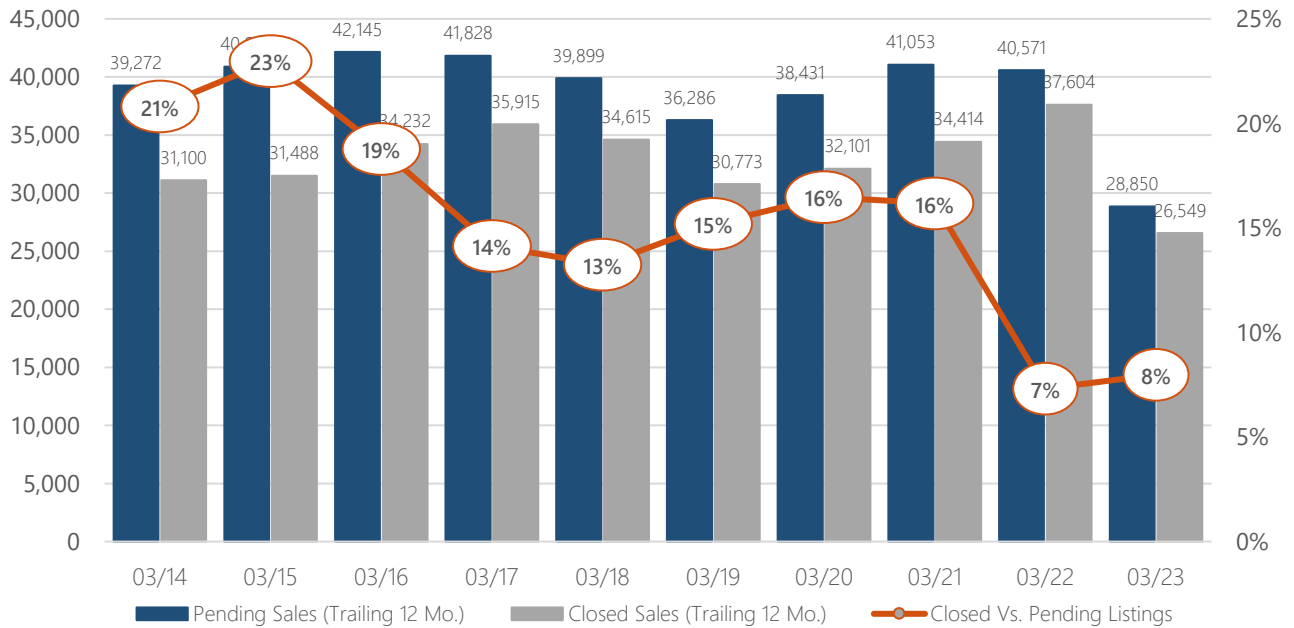
RESIDENTIAL & CONDOMINIUM

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		
	2021	2022	2023		2021	2022	2023
100	0.1	0.4	0.6	530	0.3	0.3	0.9
110	0.1	0.3	0.4	540	0.2	0.4	0.9
120	0.3	0.3	0.6	550	0.2	0.4	1.0
130	0.4	0.3	1.0	560	0.5	0.5	1.3
140	0.5	0.3	0.8	600	0.2	0.4	0.9
300	0.4	0.3	1.3	610	0.2	0.4	0.9
310	0.1	0.4	0.5	700	0.9	0.5	1.4
320	0.3	0.5	1.4	701	2.0	1.5	3.8
330	0.2	0.3	0.8	705	0.5	0.3	1.0
340	0.2	0.3	0.6	710	0.5	0.3	1.1
350	0.2	0.2	0.7	715	0.2	0.2	1.5
360	0.3	0.5	0.7	720	0.3	0.4	0.8
380	0.6	0.5	1.5	730	0.2	0.3	0.8
385	0.7	0.4	1.2	740	0.1	0.3	0.7
390	1.0	0.6	1.7	750	0.2	0.3	0.7
500	0.3	0.2	1.0	760	0.3	0.4	0.8
510	0.6	0.3	1.7	770	0.2	0.4	0.9
520	0.7	0.6	2.3	800	0.9	0.5	1.4

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

	March, 2023	March, 2022	Difference	% Change
Months Supply of Inventory	1.0	0.4	0.6	174%
Active Listings at End of Month	1,787	973	814	84%
Pending Sales MTD	1,836	2,736	-900	-33%
Pending Sales (Trailing 12 Months)	22,402	31,084	-8,682	-28%
Closed Sales MTD	1,515	2,149	-634	-30%
Closed Sales (Trailing 12 Months)	20,628	29,022	-8,394	-29%
Closed Sales Price (Median)	\$840,000	\$930,000	-\$90,000	-10%
30-Year-Fixed-Rate Mortgage Rate	6.5%	4.2%	2.4%	57%
Monthly Payments (P&I)	\$5,331	\$4,532	\$800	18%

Condominium

	March, 2023	March, 2022	Difference	% Change
Months Supply of Inventory	1.3	0.5	0.8	157%
Active Listings at End of Month	698	422	276	65%
Pending Sales MTD	528	821	-293	-36%
Pending Sales (Trailing 12 Months)	6,448	9,487	-3,039	-32%
Closed Sales MTD	441	714	-273	-38%
Closed Sales (Trailing 12 Months)	5,921	8,582	-2,661	-31%
Closed Sales Price (Median)	\$507,000	\$540,000	-\$33,000	-6%
30-Year-Fixed-Rate Mortgage Rate	6.5%	4.2%	2.4%	57%
Monthly Payments (P&I)	\$3,218	\$2,631	\$587	22%

Residential & Condominium

	March, 2023	March, 2022	Difference	% Change
Months Supply of Inventory	1.1	0.4	0.7	168%
Active Listings at End of Month	2,485	1,395	1,090	78%
Pending Sales MTD	2,364	3,557	-1,193	-34%
Pending Sales (Trailing 12 Months)	28,850	40,571	-11,721	-29%
Closed Sales MTD	1,956	2,863	-907	-32%
Closed Sales (Trailing 12 Months)	26,549	37,604	-11,055	-29%
Closed Sales Price (Median)	\$760,000	\$838,753	-\$78,753	-9%
30-Year-Fixed-Rate Mortgage Rates	6.5%	4.2%	2.4%	57%
Monthly Payments (P&I)	\$4,824	\$4,087	\$737	18%

All King County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2023	Active Listings (EOM)	2,262	2,064	2,485										78%	2,270	AVG	117%
	New Listings Taken in Month	1,753	1,866	2,947										-29%	6,566	YTD	-28%
	# of Pending Transactions	1,820	1,986	2,364										-34%	6,170	YTD	-25%
	Months Supply of Inventory	1.2	1.0	1.1										168%	1.1	AVG	192%
	# of Closed Sales	1,003	1,448	1,956										-32%	4,407	YTD	-29%
	Median Closed Price	723,000	726,700	760,000										-9%	736,943	WA	-5%
2022	Active Listings (EOM)	761	978	1,395	2,108	2,708	4,207	4,718	4,307	4,738	4,355	3,599	2,529	-21%	1,045	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	1,664	887	-12%	9,134	YTD	-5%
	# of Pending Transactions	2,009	2,631	3,557	3,356	3,606	2,819	2,705	2,919	2,314	2,140	1,615	1,206	-12%	8,197	YTD	-14%
	Months Supply of Inventory	0.4	0.4	0.4	0.6	0.8	1.5	1.7	1.5	2.0	2.0	2.2	2.1	-10%	0.4	AVG	-36%
	# of Closed Sales	1,557	1,786	2,863	3,060	3,281	3,143	2,535	2,601	2,348	2,047	1,657	1,470	-3%	6,206	YTD	-13%
	Median Closed Price	720,000	759,735	838,753	880,000	880,000	851,000	810,000	815,000	799,000	811,000	750,000	735,000	13%	775,982	WA	12%
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	-37%	1,817	AVG	-24%
	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%	9,608	YTD	5%
	# 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	34%	9,544	YTD	14%
	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	-53%	0.6	AVG	-30%
	# 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	21%	7,108	YTD	18%
	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	15%	690,255	WA	12%
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	-34%	2,384	AVG	-39%
	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	-9%	9,117	YTD	0%
	# 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	-17%	8,402	YTD	0%
	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	-20%	0.9	AVG	-41%
	# 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	7%	6,006	YTD	6%
	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	4%	617,471	WA	3%
2019	# of Active Listings	3,688	3,744	4,263	4,624	5,785	5,931	5,725	5,472	5,431	4,808	3,487	2,260	107%	3,898	A	124%
	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	12%	9,125	YTD	9%
	# 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	6%	8,387	YTD	2%
	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	96%	1.4	A	125%
	# 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	-8%	5,660	T	-5%
	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	0%	598,129	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

MARKET UPDATE

March, 2023



All King County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2018	Active Listings (EOM)	1,509	1,645	2,060	2,591	3,562	4,503	5,116	5,803	6,587	6,283	5,241	3,690	-2%	1,738	AVG	-9%
	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	4%	8,760	YTD	5%
	# 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	-1%	8,227	YTD	-4%
	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	-1%	0.6	AVG	-5%
	# 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	-8%	5,978	YTD	-8%
	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	18%	596,250	WA	18%
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	-22%	1,905	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	-3%	8,380	YTD	-7%
	# 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	-7%	8,607	YTD	-6%
	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	-16%	0.7	AVG	-20%
	# 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	5%	6,485	YTD	6%
	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%	504,673	WA	14%
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	-25%	2,519	AVG	-29%
	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	2%	9,037	YTD	-2%
	# 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	-9%	9,189	YTD	-9%
	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	-17%	0.8	AVG	-22%
	# 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	-4%	6,114	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	11%	443,586	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	-15%	3,556	AVG	-14%
	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	8%	9,186	YTD	4%
	# 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	14%	10,128	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	-25%	1.1	AVG	-23%
	# 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	16%	6,148	YTD	10%
	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	9%	392,629	WA	6%
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	9%	4,146	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	1%	8,835	YTD	-1%
	# 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	-3%	9,061	YTD	-6%
	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	12%	1.4	AVG	15%
	# 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%	5,591	YTD	-4%
	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	8%	369,394	WA	11%
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	-42%	3,856	AVG	-45%
	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	0%	8,930	YTD	2%
	# 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	-4%	9,655	YTD	3%
	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	-40%	1.2	AVG	-48%
	# 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%	5,845	YTD	15%
	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	19%	333,121	WA	17%

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 |

2013 - 2022

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	2,574	2,612	2,873	3,282	3,770	4,249	4,615	4,613	4,797	4,324	3,380	2,433	3,627	AVG
% of 12 Month Avg.	71%	72%	79%	91%	104%	117%	127%	127%	132%	119%	93%	67%		
New Listings Taken in Month	2,440	2,741	3,830	3,981	4,554	4,529	4,208	3,813	3,796	3,114	1,988	1,288	40,281	T
% of 12 Month Avg.	73%	82%	114%	119%	136%	135%	125%	114%	113%	93%	59%	38%		
# of Pending Transactions	2,489	2,799	3,651	3,659	4,114	3,977	3,737	3,682	3,377	3,277	2,617	1,892	39,270	T
% of 12 Month Avg.	76%	86%	112%	112%	126%	122%	114%	112%	103%	100%	80%	58%		
Months Supply of Inventory	1.0	0.9	0.8	0.9	0.9	1.1	1.2	1.3	1.4	1.3	1.3	1.3	1.1	AVG
% of 12 Month Avg.	92%	83%	70%	80%	82%	95%	110%	112%	127%	118%	115%	115%		
# of Closed Units	1,731	1,818	2,565	2,781	3,159	3,414	3,398	3,271	2,936	2,982	2,515	2,453	33,023	T
% of 12 Month Avg.	63%	66%	93%	101%	115%	124%	123%	119%	107%	108%	91%	89%		
Median Closed Price	506,753	526,634	559,885	574,900	582,900	593,659	588,989	581,792	575,086	573,771	567,470	568,790	566,719	AVG
% of 12 Month Avg.	89%	93%	99%	101%	103%	105%	104%	103%	101%	101%	100%	100%		

All King County
RESIDENTIAL & CONDOMINIUM
Closed Sales by Price by Month
2023

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	14	15	18										47
\$250,000 to \$499,999	195	251	298										744
\$500,000 to \$749,999	331	497	614										1,442
\$750,000 to \$999,999	220	318	373										911
\$1,000,000 to \$1,499,999	136	213	344										693
\$1,500,000 to \$2,499,999	83	108	218										409
\$2,500,000 and above	24	45	68										137
Grand Total	1,003	1,447	1,933										4,383

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	22	20	68
\$250,000 to \$499,999	297	290	378	386	370	374	372	393	375	311	286	283	965
\$500,000 to \$749,999	517	546	725	707	757	820	693	747	649	580	510	444	1,788
\$750,000 to \$999,999	332	399	695	692	771	730	594	555	523	425	328	307	1,426
\$1,000,000 to \$1,499,999	199	293	494	583	675	634	456	501	383	414	295	232	986
\$1,500,000 to \$2,499,999	131	165	382	493	503	418	281	299	294	231	158	139	678
\$2,500,000 and above	47	71	168	179	157	138	96	90	80	72	60	43	286
Grand Total	1,552	1,781	2,864	3,063	3,257	3,134	2,514	2,603	2,352	2,047	1,659	1,468	6,197

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-52%	-12%	-18%										-31%
\$250,000 to \$499,999	-34%	-13%	-21%										-23%
\$500,000 to \$749,999	-36%	-9%	-15%										-19%
\$750,000 to \$999,999	-34%	-20%	-46%										-36%
\$1,000,000 to \$1,499,999	-32%	-27%	-30%										-30%
\$1,500,000 to \$2,499,999	-37%	-35%	-43%										-40%
\$2,500,000 and above	-49%	-37%	-60%										-52%
Grand Total	-35%	-19%	-33%										-29%