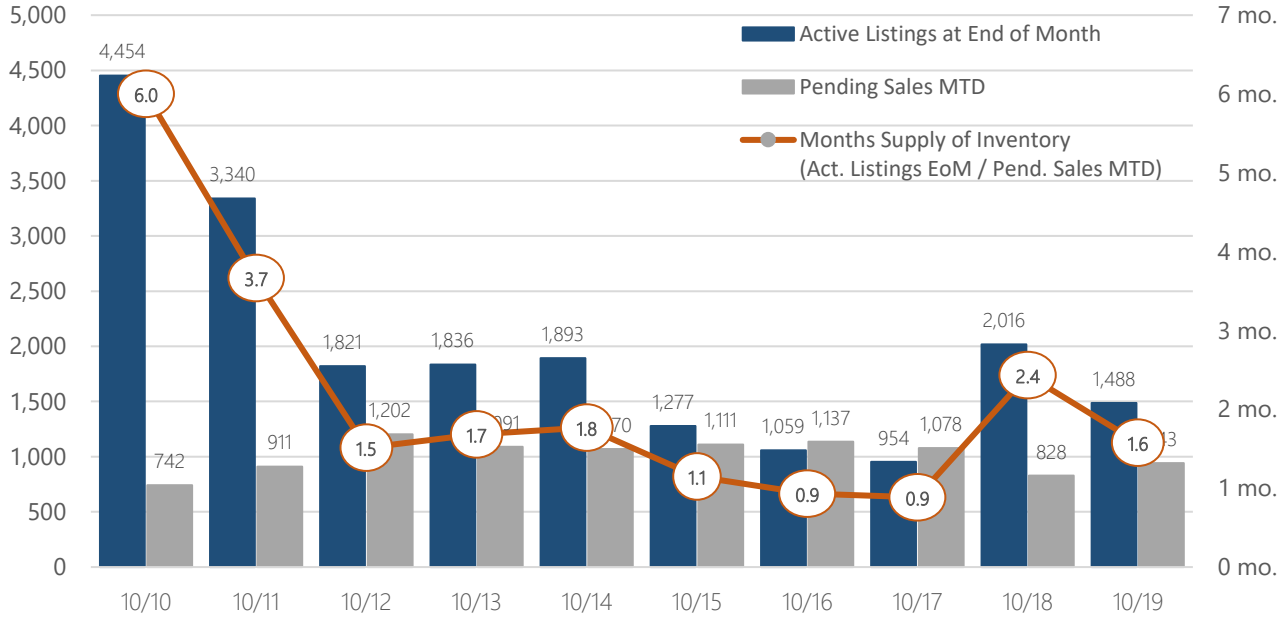


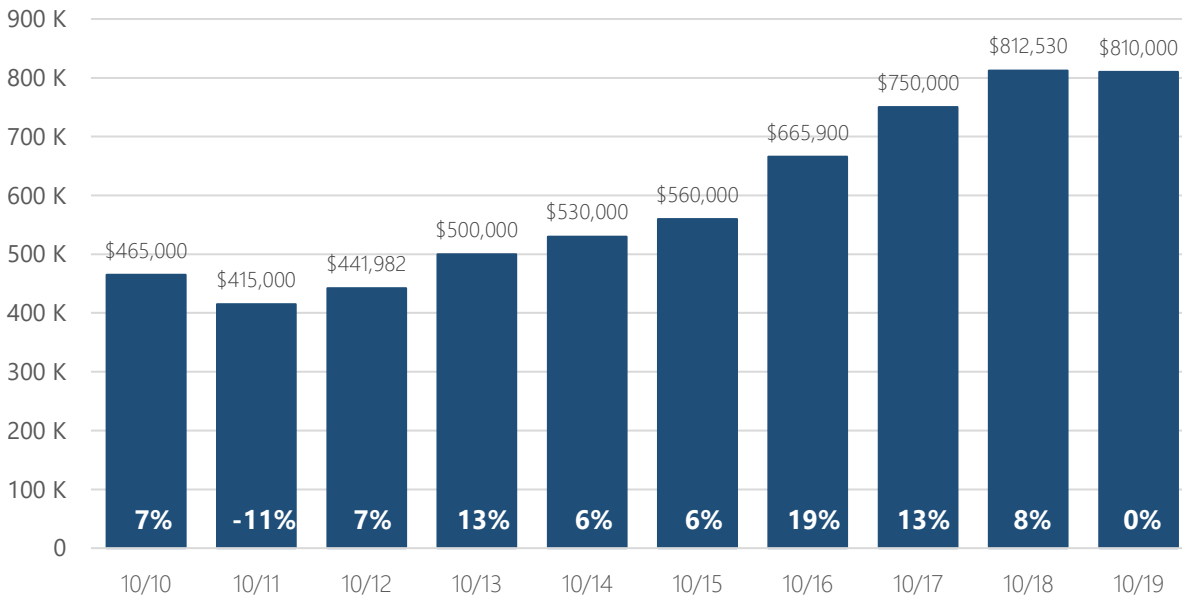
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



Median Closed Sales Price For Current Month Listings

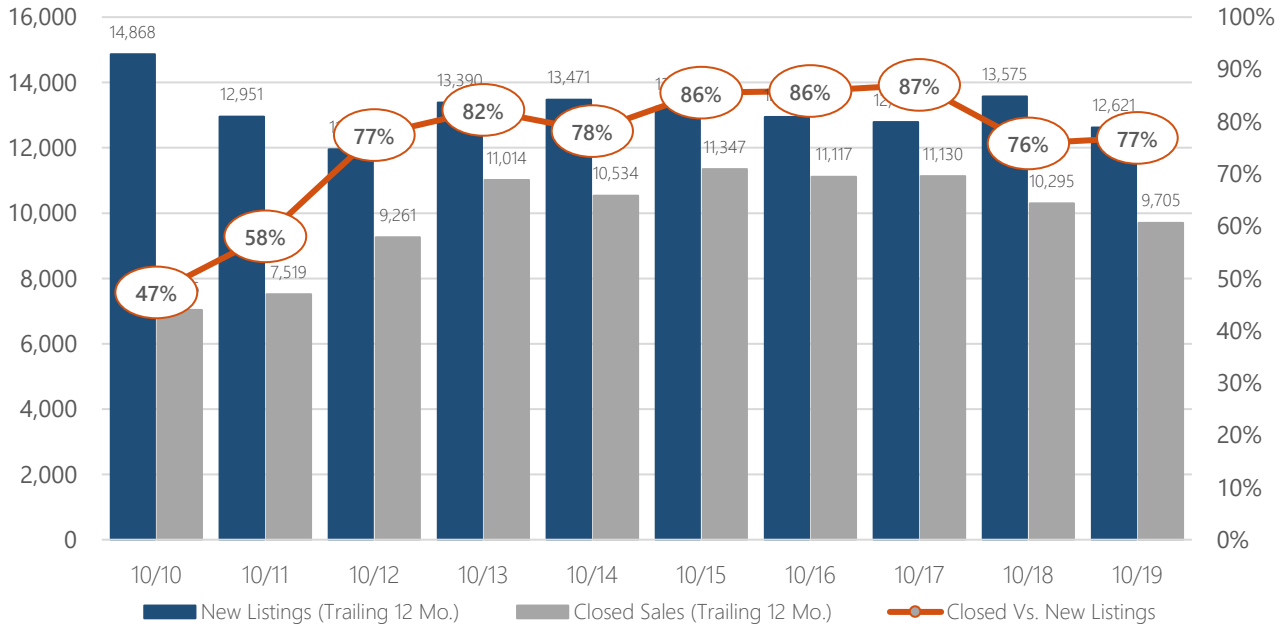


Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

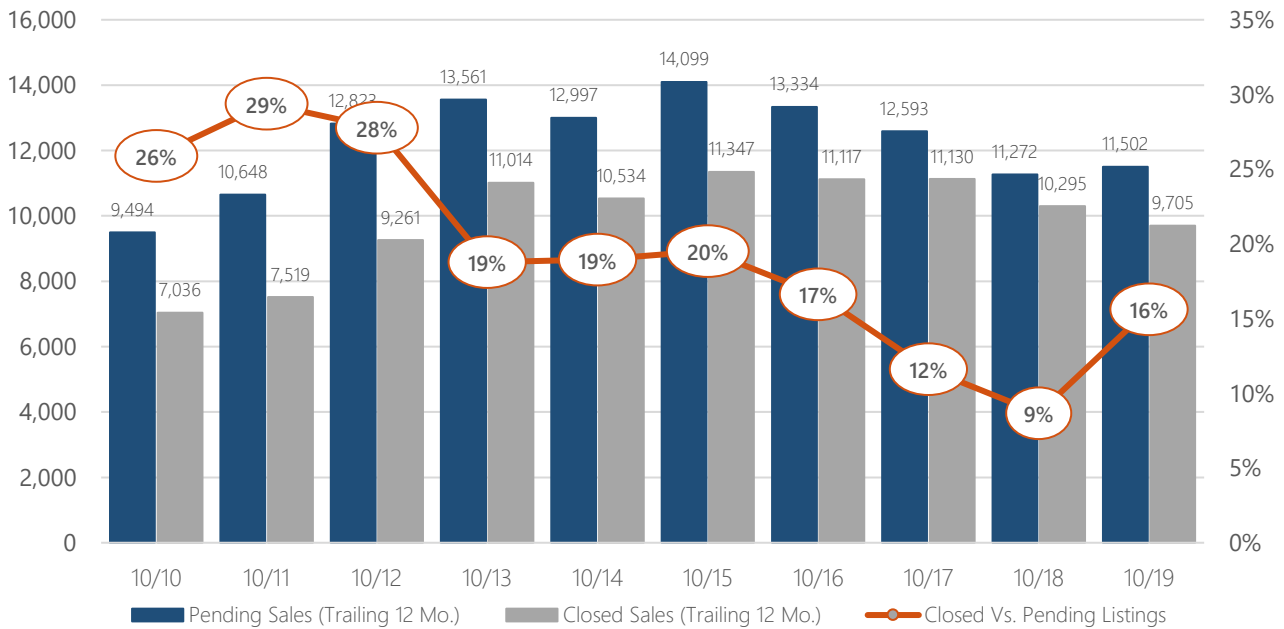
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?



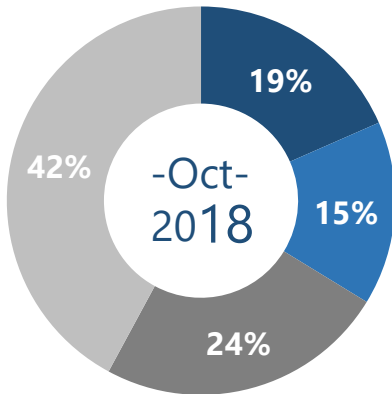
Percentage of Pending Sales that do not Close



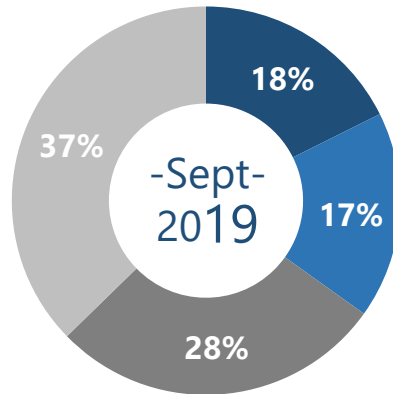
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

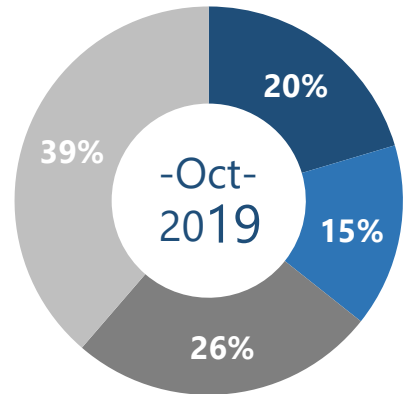
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

OCTOBER 2019	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	8	10	24	91
NUMBER OF SALES IN MONTH	163	122	205	309
MEDIAN DIFFERENCE FROM LIST PRICE	2%	0%	-2%	N/A

Area	Months Inventory		Area	Months Inventory	
	2018	2019		2018	2019
100	1.9	1.0	530	1.6	1.4
110	1.3	1.0	540	2.7	1.4
120	2.4	1.3	550	1.9	1.8
130	1.9	1.4	560	2.9	1.8
140	2.2	1.3	600	2.1	1.4
300	2.5	0.9	610	2.0	1.3
310	1.8	0.8	700	2.2	2.3
320	1.9	1.4	705	2.0	1.5
330	2.1	0.9	710	1.8	1.1
340	1.9	1.2	715	2.9	2.0
350	2.5	1.5	720	2.7	1.5
360	1.6	1.2	730	1.6	1.5
380	2.1	1.7	740	1.7	1.1
385	1.9	2.1	750	1.9	1.5
390	2.1	2.2	760	2.3	1.4
500	2.8	1.4	770	1.6	1.0
510	2.8	2.4	800	1.9	3.2
520	4.2	2.3			

0 - 3	3 - 6	6+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Months Supply of Inventory

•

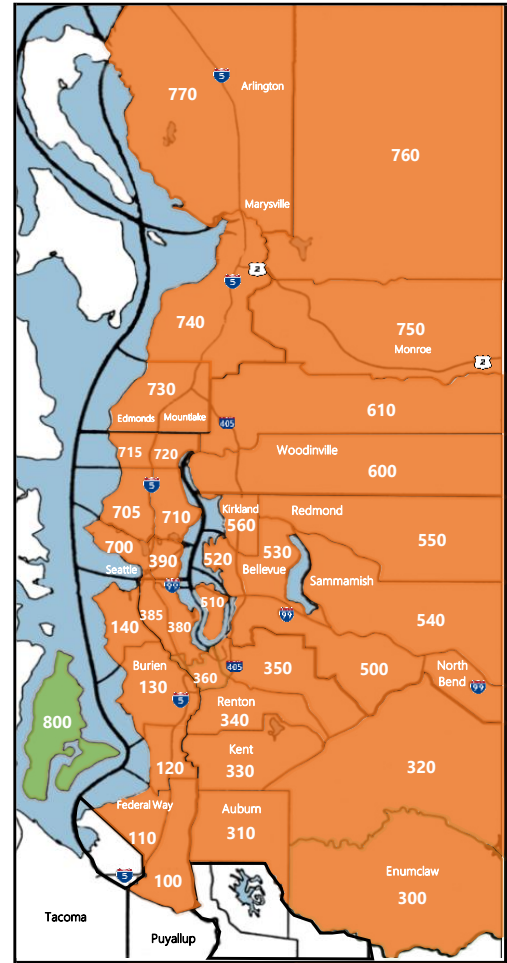
CURRENT MONTH

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KING & SNOHOMISH COUNTY

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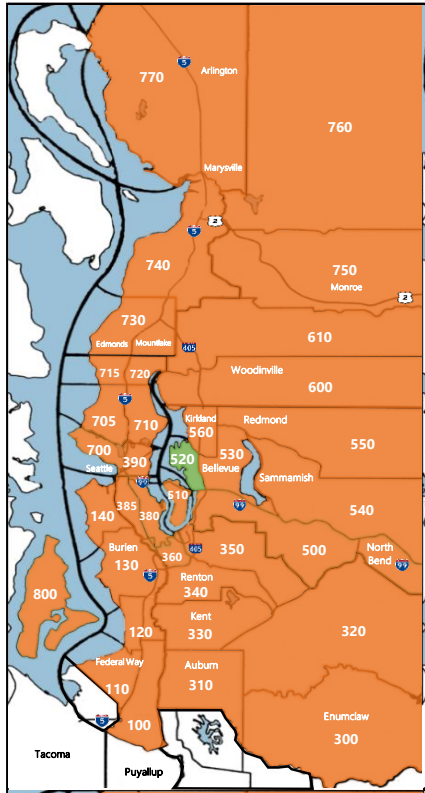
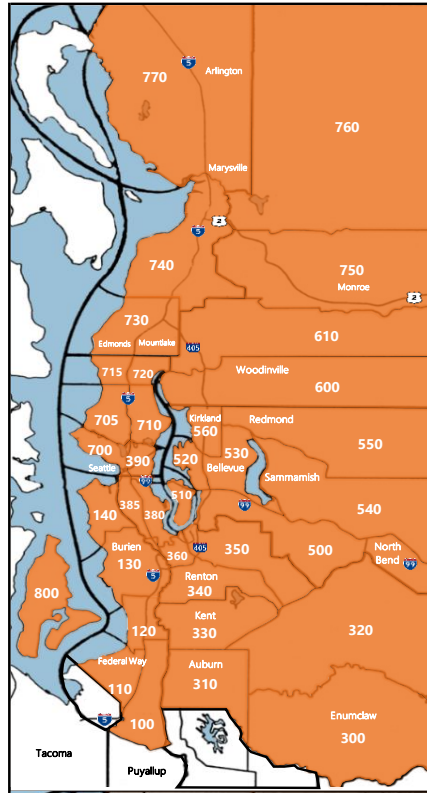
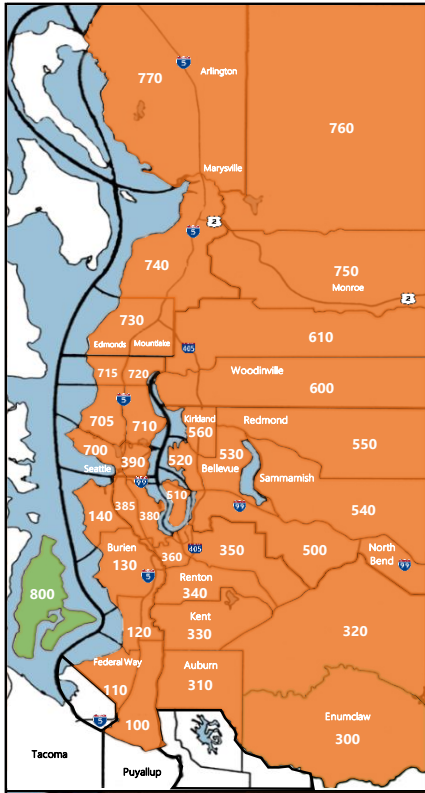
RESIDENTIAL & CONDOMINIUM



3 YEARS AGO

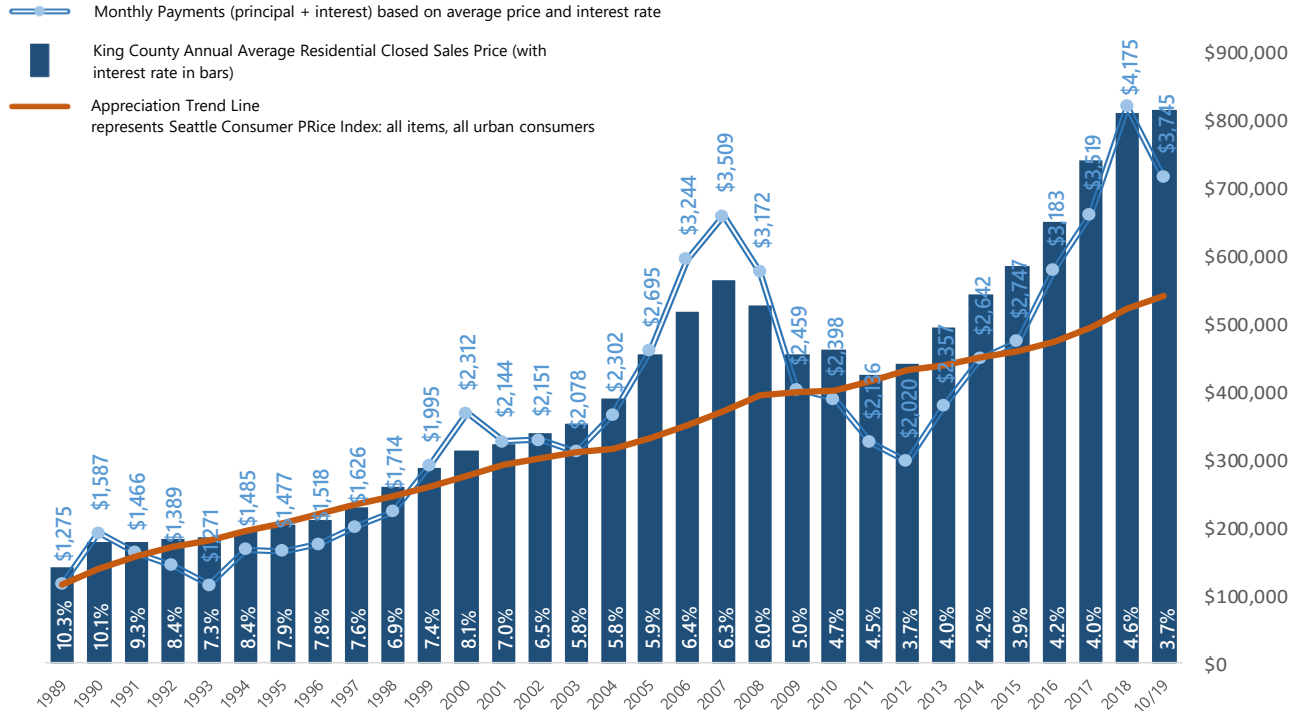
2 YEARS AGO

1 YEAR AGO



Created by Windermere Real Estate/East Inc. using NWMLS data. 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.

Monthly Payments Vs. Appreciation Trendline King County



Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
October, 2019	\$810,000	3.69%	\$3,724
October, 2018	\$812,530	4.83%	\$4,278
	-\$2,530	-1.14%	-\$554 Per Month -\$6,649 Per Year

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%	381	47.7%
15 - 30	97.8%	98.4%	121	15.1%
31 - 60	95.2%	98.0%	133	16.6%
61 - 90	93.2%	97.7%	72	9.0%
90+	91.2%	97.4%	92	11.5%
Totals			799	100.0%

Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

2019

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	11	4	8	16	11	7	11	15	8	14			105
\$250,000 to \$499,999	86	98	108	150	169	128	137	139	123	136			1,274
\$500,000 to \$749,999	101	143	172	230	291	231	240	226	184	197			2,015
\$750,000 to \$999,999	116	106	181	207	277	299	266	260	188	187			2,087
\$1,000,000 to \$1,499,999	98	102	158	173	242	248	219	203	159	157			1,759
\$1,500,000 to \$2,499,999	39	46	65	86	104	101	101	103	65	80			790
\$2,500,000 and above	7	15	28	29	42	54	40	27	21	28			291
Grand Total	458	514	720	891	1,136	1,068	1,014	973	748	799			8,321

2018

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	7	9	8	10	8	6	9	13	9	8	5	9	87
\$250,000 to \$499,999	104	103	130	140	164	147	163	146	121	127	92	104	1,345
\$500,000 to \$749,999	123	106	166	209	219	279	244	224	201	212	177	173	1,983
\$750,000 to \$999,999	122	138	225	234	262	295	245	250	197	208	179	145	2,176
\$1,000,000 to \$1,499,999	104	111	160	189	218	289	244	223	164	182	137	135	1,884
\$1,500,000 to \$2,499,999	41	45	67	77	108	116	99	77	53	74	59	68	757
\$2,500,000 and above	20	15	27	38	33	49	35	37	26	25	19	24	305
Grand Total	521	527	783	897	1,012	1,181	1,039	970	771	836	668	658	8,537

YOY % CHANGE

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	57%	-56%	0%	60%	37%	17%	22%	15%	-11%	75%			21%
\$250,000 to \$499,999	-17%	-5%	-17%	7%	3%	-13%	-16%	-5%	2%	7%			-5%
\$500,000 to \$749,999	-18%	35%	4%	10%	33%	-17%	-2%	1%	-8%	-7%			2%
\$750,000 to \$999,999	-5%	-23%	-20%	-12%	6%	1%	9%	4%	-5%	-10%			-4%
\$1,000,000 to \$1,499,999	-6%	-8%	-1%	-8%	11%	-14%	-10%	-9%	-3%	-14%			-7%
\$1,500,000 to \$2,499,999	-5%	2%	-3%	12%	-4%	-13%	2%	34%	23%	8%			4%
\$2,500,000 and above	-65%	0%	4%	-24%	27%	10%	14%	-27%	-19%	12%			-5%
Grand Total	-12%	-2%	-8%	-1%	12%	-10%	-2%	0%	-3%	-4%			-3%

Eastside (All Areas)

Statistics To Know

Residential

	October, 2019	October, 2018	Difference	% Change
Months Supply of Inventory	1.6	2.5	-0.9	-34%
Active Listings at End of Month	1,149	1,537	-388	-25%
Pending Sales MTD	697	614	83	14%
Pending Sales (Trailing 12 Months)	8,638	8,374	264	3%
Closed Sales MTD	607	627	-20	-3%
Closed Sales (Trailing 12 Months)	7,319	7,620	-301	-4%
Closed Sales Price (Median)	\$900,000	\$890,000	\$10,000	1%
30-Year-Fixed-Rate Mortgage Rate	3.7%	4.8%	-1.1%	-24%
Monthly Payments (P&I)	\$4,137	\$4,686	-\$548	-12%

Condominium

	October, 2019	October, 2018	Difference	% Change
Months Supply of Inventory	1.4	2.2	-0.9	-38%
Active Listings at End of Month	339	479	-140	-29%
Pending Sales MTD	246	214	32	15%
Pending Sales (Trailing 12 Months)	2,864	2,898	-34	-1%
Closed Sales MTD	194	215	-21	-10%
Closed Sales (Trailing 12 Months)	2,386	2,675	-289	-11%
Closed Sales Price (Median)	\$440,500	\$477,000	-\$36,500	-8%
30-Year-Fixed-Rate Mortgage Rate	3.7%	4.8%	-1.1%	-24%
Monthly Payments (P&I)	\$2,025	\$2,511	-\$486	-19%

Residential & Condominium

	October, 2019	October, 2018	Difference	% Change
Months Supply of Inventory	1.6	2.4	-0.9	-35%
Active Listings at End of Month	1,488	2,016	-528	-26%
Pending Sales MTD	943	828	115	14%
Pending Sales (Trailing 12 Months)	11,502	11,272	230	2%
Closed Sales MTD	801	842	-41	-5%
Closed Sales (Trailing 12 Months)	9,705	10,295	-590	-6%
Closed Sales Price (Median)	\$810,000	\$812,530	-\$2,530	0%
30-Year-Fixed-Rate Mortgage Rates	3.7%	4.8%	-1.1%	-24%
Monthly Payments (P&I)	\$3,724	\$4,278	-\$554	-13%

Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2019																
Active Listings (EOM)	1,265	1,294	1,502	1,564	1,942	2,022	1,921	1,786	1,713	1,488			-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			-12%	11,665	YTD	-8%
# of Pending Transactions	699	701	1,206	1,330	1,309	1,147	1,106	957	931	943			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			-35%	1.6	AVG	
# of Closed Sales	461	518	726	892	1,162	1,072	1,021	973	752	801			-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			0%	825,496	WA	-1%
2018																
Active Listings (EOM)	485	543	698	874	1,230	1,527	1,702	1,960	2,161	2,016	1,669	1,213	111%	1,320	AVG	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	-23%	12,612	YTD	6%
# 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	AVG	74%
# of Closed Sales	520	529	785	904	1,021	1,185	1,041	971	769	842	671	656	-17%	8,567	YTD	-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%
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%

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2009 - 2018

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	1,940	2,012	2,124	2,250	2,431	2,549	2,664	2,637	2,574	2,309	1,968	1,580	2,253	AVG
% of 12 Month Avg.	86%	89%	94%	100%	108%	113%	118%	117%	114%	102%	87%	70%		
New Listings Taken in Month	942	985	1,302	1,362	1,480	1,466	1,387	1,228	1,134	964	657	438	13,344	T
% of 12 Month Avg.	85%	89%	117%	122%	133%	132%	125%	110%	102%	87%	59%	39%		
# of Pending Transactions	736	857	1,114	1,172	1,239	1,201	1,132	1,103	1,011	1,010	798	589	11,962	T
% of 12 Month Avg.	74%	86%	112%	118%	124%	120%	114%	111%	101%	101%	80%	59%		
Months Supply of Inventory	2.6	2.3	1.9	1.9	2.0	2.1	2.4	2.4	2.5	2.3	2.5	2.7	2.3	AVG
% of 12 Month Avg.	115%	102%	83%	83%	85%	92%	102%	104%	111%	99%	107%	116%		
# of Closed Units	491	491	713	792	904	1,027	983	971	853	855	735	739	9,554	T
% of 12 Month Avg.	62%	62%	90%	99%	114%	129%	123%	122%	107%	107%	92%	93%		

Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

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	T	YTD % Change
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	
	# 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%
2011	Active Listings (EOM)	3,372	3,402	3,557	3,694	3,839	3,932	3,921	3,796	3,634	3,340	2,979	2,551	-25%	3,649	AVG	-18%
	New Listings Taken in Month	1,036	991	1,299	1,308	1,370	1,358	1,256	1,057	1,026	892	677	459	-12%	11,593	YTD	-13%
	# of Pending Transactions	700	838	994	1,002	1,045	995	1,015	959	873	911	804	627	23%	9,332	YTD	13%
	Months Supply of Inventory	4.8	4.1	3.6	3.7	3.7	4.0	3.9	4.0	4.2	3.7	3.7	4.1	-39%	3.9	AVG	-30%
	# of Closed Sales	435	435	623	655	734	808	724	786	703	588	669	604	13%	6,491	YTD	12%
	Median Closed Price	430,000	430,000	435,000	430,000	425,000	444,500	445,000	440,000	438,500	415,000	412,000	407,000	-11%	433,479	WA	-5%
2010	Active Listings (EOM)	3,742	3,944	4,173	4,404	4,565	4,724	4,992	4,899	4,825	4,454	3,926	3,325	0%	4,472	AVG	-8%
	New Listings Taken in Month	1,462	1,303	1,605	1,605	1,249	1,352	1,445	1,177	1,185	1,019	771	587	-11%	13,402	YTD	1%
	# of Pending Transactions	723	835	1,106	1,187	751	749	734	738	713	742	718	598	-20%	8,278	YTD	9%
	Months Supply of Inventory	5.2	4.7	3.8	3.7	6.1	6.3	6.8	6.6	6.8	6.0	5.5	5.6	25%	5.6	AVG	-19%
	# of Closed Sales	379	409	669	689	678	805	580	595	496	519	416	612	-30%	5,819	YTD	17%
	Median Closed Price	445,000	437,500	444,000	425,000	445,000	480,000	491,500	467,500	465,500	465,000	452,871	459,745	7%	457,438	WA	2%

Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

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