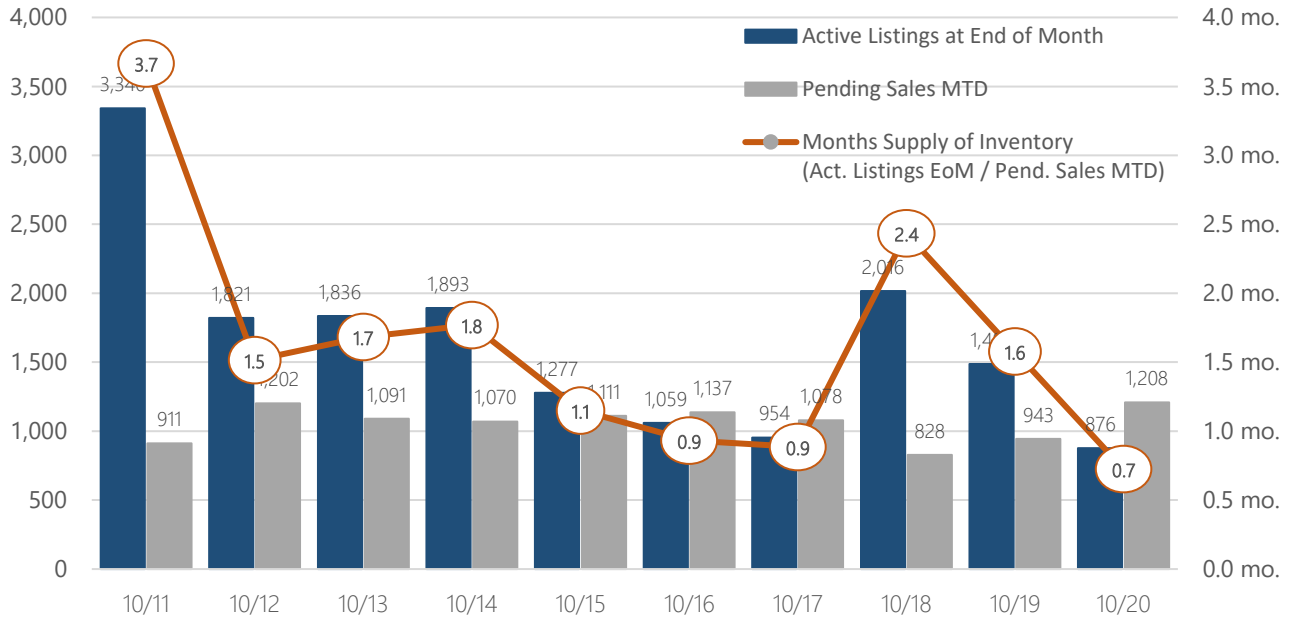


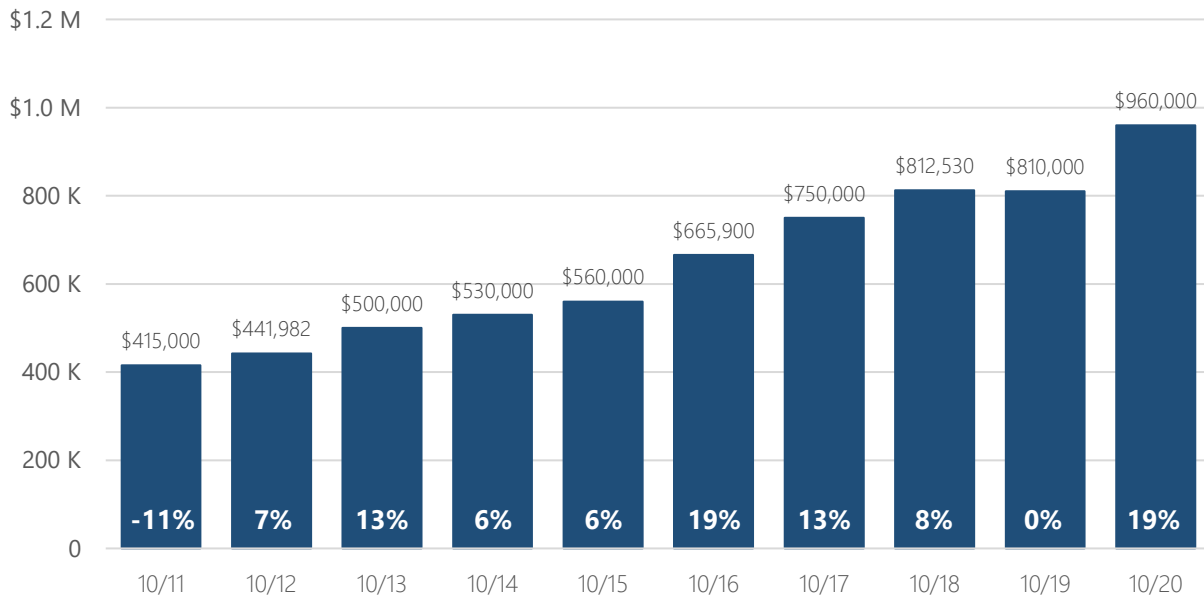
### Eastside (All Areas)

#### RESIDENTIAL & CONDOMINIUM

##### Active, Pending, & Months Supply of Inventory



##### Median Closed Sales Price For Current Month Sold Properties



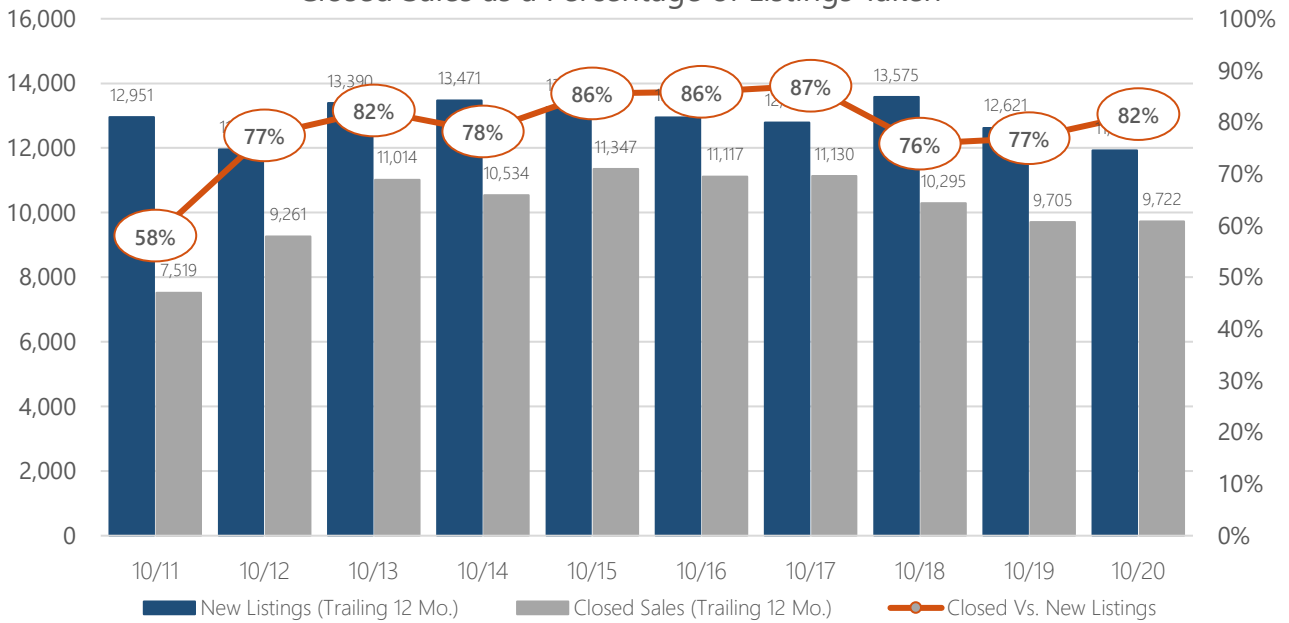
Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

### Eastside (All Areas)

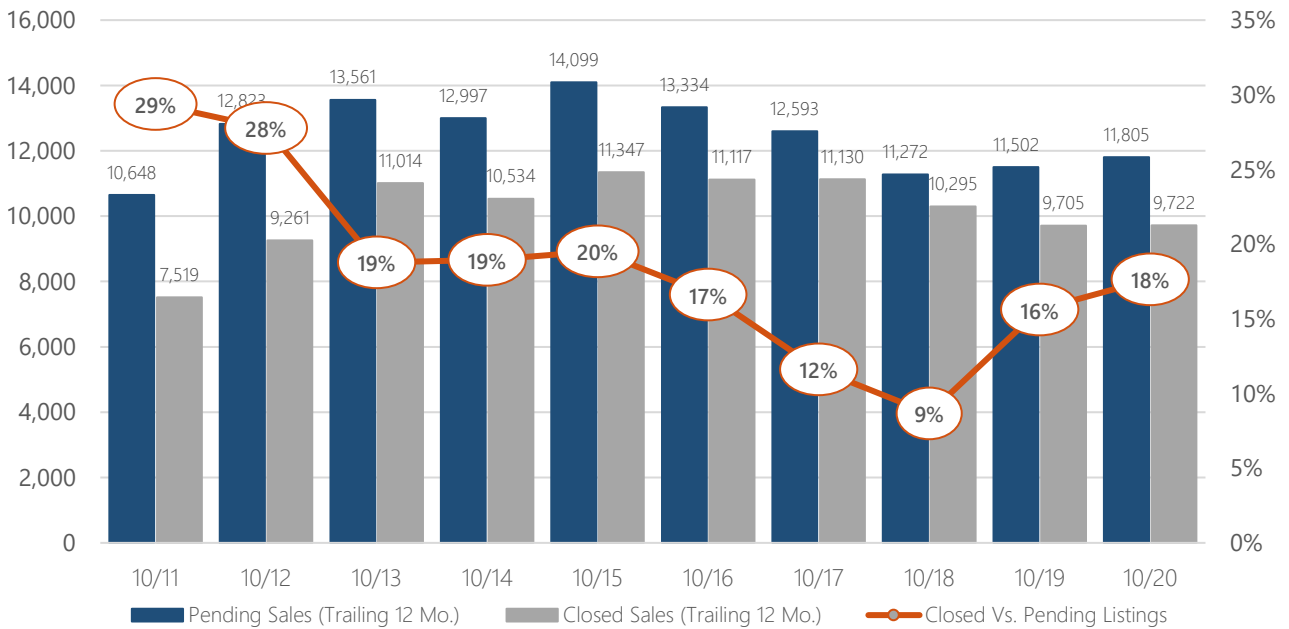
#### RESIDENTIAL & CONDOMINIUM

#### What Are The Odds of Selling?

#### Closed Sales as a Percentage of Listings Taken



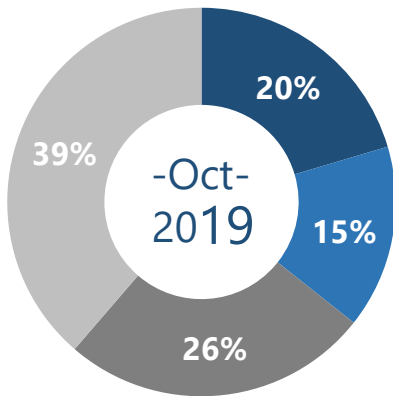
#### Percentage of Pending Sales that do not Close



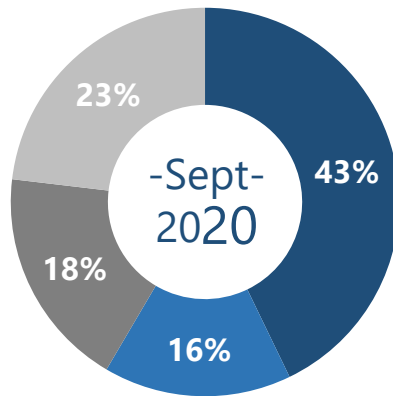
### Eastside (All Areas)

#### RESIDENTIAL & CONDOMINIUM

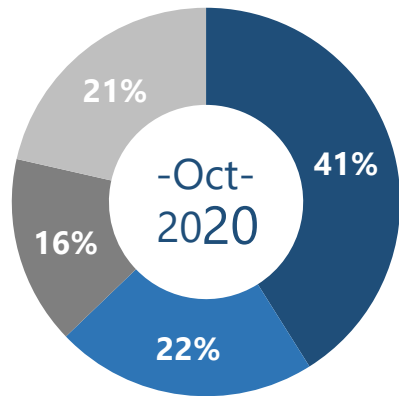
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



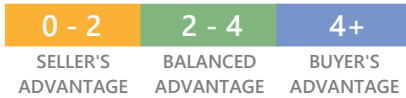
LAST MONTH



CURRENT MONTH

OCTOBER 2020	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	5	8	24	73
NUMBER OF SALES IN MONTH	517	274	198	270
MEDIAN DIFFERENCE FROM LIST PRICE	5%	0%	-2%	N/A

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



Area	Months Inventory			Area	Months Inventory		
	2018	2019	2020		2018	2019	2020
100	1.9	1.0	0.4	530	1.6	1.4	1.0
110	1.3	1.0	0.5	540	2.7	1.4	0.4
120	2.4	1.3	0.7	550	1.9	1.8	0.6
130	1.9	1.4	0.7	560	2.9	1.8	1.1
140	2.2	1.3	1.3	600	2.1	1.4	0.6
300	2.5	0.9	0.5	610		1.3	0.5
310	1.8	0.8	0.6	700	2.2	2.3	2.2
320	1.9	1.4	0.5	705	2.0	1.5	1.1
330	2.1	0.9	0.6	710	1.8	1.1	1.3
340	1.9	1.2	0.6	715	2.9	2.0	1.1
350	2.5	1.5	0.5	720	2.7	1.5	0.6
360	1.6	1.2	0.8	730	1.6	1.5	0.6
380	2.1	1.7	1.0	740	1.7	1.1	0.4
385	1.9	2.1	1.7	750	1.9	1.5	0.6
390	2.1	2.2	2.4	760	2.3	1.4	0.5
500	2.8	1.4	0.6	770	1.6	1.0	0.4
510	2.8	2.4	1.1	800	1.9	3.2	1.7
520	4.2	2.3	1.1				

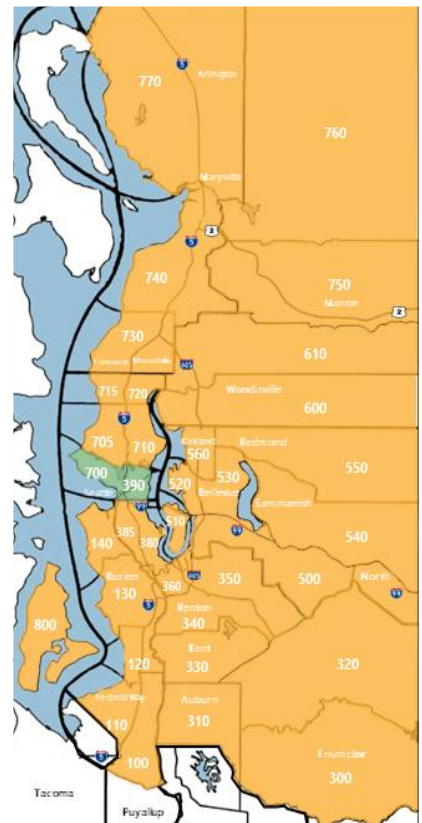
**2 YEARS AGO**



**1 YEAR AGO**

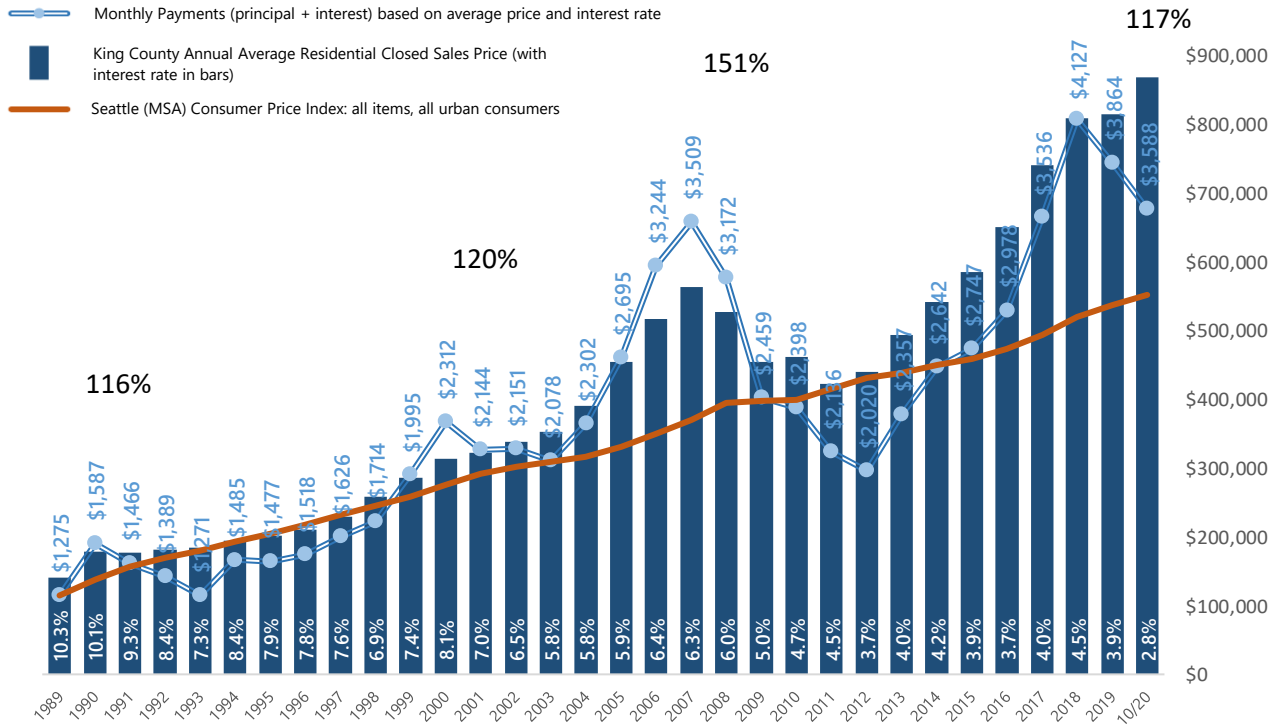


**CURRENT YEAR**



# 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, 2020	\$960,000	2.83%	\$3,960
October, 2019	\$810,000	3.69%	\$3,724
	<b>\$150,000</b>	<b>-0.86%</b>	<b>\$236</b> Per Month <b>\$2,834</b> 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	101.2%	101.2%	889	70.6%
15 - 30	97.6%	98.7%	156	12.4%
31 - 60	95.8%	98.3%	111	8.8%
61 - 90	95.9%	98.0%	43	3.4%
90+	93.5%	98.1%	60	4.8%
<b>Totals</b>			<b>1259</b>	<b>100.0%</b>

**Eastside (All Areas)**  
**RESIDENTIAL & CONDOMINIUM**  
 Closed Sales by Price by Month  
**2020**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	4	4	1	3	5	3	3	8	4	6			<b>41</b>
\$250,000 to \$499,999	84	97	119	87	58	100	136	148	122	153			<b>1,104</b>
\$500,000 to \$749,999	102	116	156	145	130	167	209	188	212	194			<b>1,619</b>
\$750,000 to \$999,999	103	125	164	181	150	242	268	276	288	317			<b>2,114</b>
\$1,000,000 to \$1,499,999	81	101	167	140	138	210	273	285	246	322			<b>1,963</b>
\$1,500,000 to \$2,499,999	32	60	89	59	47	102	123	120	154	190			<b>976</b>
\$2,500,000 and above	12	26	25	16	9	35	36	52	55	77			<b>343</b>
<b>Grand Total</b>	<b>418</b>	<b>529</b>	<b>721</b>	<b>631</b>	<b>537</b>	<b>859</b>	<b>1,048</b>	<b>1,077</b>	<b>1,081</b>	<b>1,259</b>			<b>8,160</b>

**2019**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	11	4	8	16	11	7	11	15	8	14	10	11	<b>105</b>
\$250,000 to \$499,999	86	98	108	150	169	128	137	139	123	136	122	138	<b>1,274</b>
\$500,000 to \$749,999	101	143	172	230	291	231	240	226	184	197	163	172	<b>2,015</b>
\$750,000 to \$999,999	116	106	181	207	277	299	266	260	188	187	216	176	<b>2,087</b>
\$1,000,000 to \$1,499,999	98	102	158	173	242	248	219	203	159	157	152	136	<b>1,759</b>
\$1,500,000 to \$2,499,999	39	46	65	86	104	101	101	103	65	80	75	83	<b>790</b>
\$2,500,000 and above	7	15	28	29	42	54	40	27	21	28	29	35	<b>291</b>
<b>Grand Total</b>	<b>458</b>	<b>514</b>	<b>720</b>	<b>891</b>	<b>1,136</b>	<b>1,068</b>	<b>1,014</b>	<b>973</b>	<b>748</b>	<b>799</b>	<b>767</b>	<b>751</b>	<b>8,321</b>

**YOY % CHANGE**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-64%	0%	-87%	-81%	-55%	-57%	-73%	-47%	-50%	-57%			-61%
\$250,000 to \$499,999	-2%	-1%	10%	-42%	-66%	-22%	-1%	6%	-1%	13%			-13%
\$500,000 to \$749,999	1%	-19%	-9%	-37%	-55%	-28%	-13%	-17%	15%	-2%			-20%
\$750,000 to \$999,999	-11%	18%	-9%	-13%	-46%	-19%	1%	6%	53%	70%			1%
\$1,000,000 to \$1,499,999	-17%	-1%	6%	-19%	-43%	-15%	25%	40%	55%	105%			12%
\$1,500,000 to \$2,499,999	-18%	30%	37%	-31%	-55%	1%	22%	17%	137%	138%			24%
\$2,500,000 and above	71%	73%	-11%	-45%	-79%	-35%	-10%	93%	162%	175%			18%
<b>Grand Total</b>	<b>-9%</b>	<b>3%</b>	<b>0%</b>	<b>-29%</b>	<b>-53%</b>	<b>-20%</b>	<b>3%</b>	<b>11%</b>	<b>45%</b>	<b>58%</b>			<b>-2%</b>

## Eastside (All Areas)

### Statistics To Know

#### Residential

	October, 2020	October, 2019	Difference	% Change
Months Supply of Inventory	0.6	1.6	-1.1	-66%
Active Listings at End of Month	473	1,149	-676	-59%
Pending Sales MTD	854	697	157	23%
Pending Sales (Trailing 12 Months)	8,736	8,638	98	1%
Closed Sales MTD	890	607	283	47%
Closed Sales (Trailing 12 Months)	7,191	7,319	-128	-2%
Closed Sales Price (Median)	\$1,050,000	\$900,000	\$150,000	17%
30-Year-Fixed-Rate Mortgage Rate	2.8%	3.7%	-0.9%	-23%
Monthly Payments (P&I)	\$4,331	\$4,137	\$194	5%

#### Condominium

	October, 2020	October, 2019	Difference	% Change
Months Supply of Inventory	1.1	1.4	-0.2	-17%
Active Listings at End of Month	403	339	64	19%
Pending Sales MTD	354	246	108	44%
Pending Sales (Trailing 12 Months)	3,069	2,864	205	7%
Closed Sales MTD	367	194	173	89%
Closed Sales (Trailing 12 Months)	2,531	2,386	145	6%
Closed Sales Price (Median)	\$620,000	\$440,500	\$179,500	41%
30-Year-Fixed-Rate Mortgage Rate	2.8%	3.7%	-0.9%	-23%
Monthly Payments (P&I)	\$2,557	\$2,025	\$532	26%

#### Residential & Condominium

	October, 2020	October, 2019	Difference	% Change
Months Supply of Inventory	0.7	1.6	-0.9	-54%
Active Listings at End of Month	876	1,488	-612	-41%
Pending Sales MTD	1,208	943	265	28%
Pending Sales (Trailing 12 Months)	11,805	11,502	303	3%
Closed Sales MTD	1,257	801	456	57%
Closed Sales (Trailing 12 Months)	9,722	9,705	17	0%
Closed Sales Price (Median)	\$960,000	\$810,000	\$150,000	19%
30-Year-Fixed-Rate Mortgage Rates	2.8%	3.7%	-0.9%	-23%
Monthly Payments (P&I)	\$3,960	\$3,724	\$236	6%

## Eastside (All Areas) RESIDENTIAL & CONDOMINIUM

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2020																
Active Listings (EOM)	664	666	893	1,037	1,131	1,120	1,156	1,111	969	876			-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			32%	11,165	YTD	-4%
# of Pending Transactions	733	891	884	626	987	1,238	1,267	1,318	1,303	1,208			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			-54%	1.0	AVG	-41%
# of Closed Sales	421	533	726	633	543	859	1,059	1,078	1,091	1,257			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			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	14%	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																
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	4%	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																
# of Active Listings	742	788	932	1,123	1,130	1,341	1,493	1,371	1,352	1,059	756	530	-17%	1,133	A	-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	-19%	12,040	YTD	-3%
# 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	A	-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	T	-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%

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	TT	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

**Eastside (All Areas)**  
RESIDENTIAL & CONDOMINIUM

**MONTHLY AVERAGES BASED ON HISTORICAL DATA |**

**2010 - 2019**

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	1,626	1,668	1,782	1,906	2,100	2,237	2,337	2,323	2,267	2,014	1,652	1,298	1,934	AVG
% of 12 Month Avg.	84%	86%	92%	99%	109%	116%	121%	120%	117%	104%	85%	67%		
New Listings Taken in Month	883	946	1,308	1,364	1,510	1,457	1,356	1,209	1,118	937	619	405	13,112	T
% of 12 Month Avg.	81%	87%	120%	125%	138%	133%	124%	111%	102%	86%	57%	37%		
# of Pending Transactions	763	884	1,177	1,228	1,287	1,222	1,155	1,104	1,013	1,011	818	584	12,246	T
% of 12 Month Avg.	75%	87%	115%	120%	126%	120%	113%	108%	99%	99%	80%	57%		
Months Supply of Inventory	2.1	1.9	1.5	1.6	1.6	1.8	2.0	2.1	2.2	2.0	2.0	2.2	1.9	AVG
% of 12 Month Avg.	110%	98%	78%	80%	85%	95%	105%	109%	116%	103%	105%	115%		
# of Closed Units	513	517	753	845	975	1,068	1,017	1,007	866	861	750	755	9,926	T
% of 12 Month Avg.	62%	62%	91%	102%	118%	129%	123%	122%	105%	104%	91%	91%		
Median Closed Price	562,943	563,674	581,060	589,313	603,833	624,065	620,311	613,665	599,560	595,041	598,482	607,170	596,593	AVG
% of 12 Month Avg.	94%	94%	97%	99%	101%	105%	104%	103%	100%	100%	100%	102%		

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