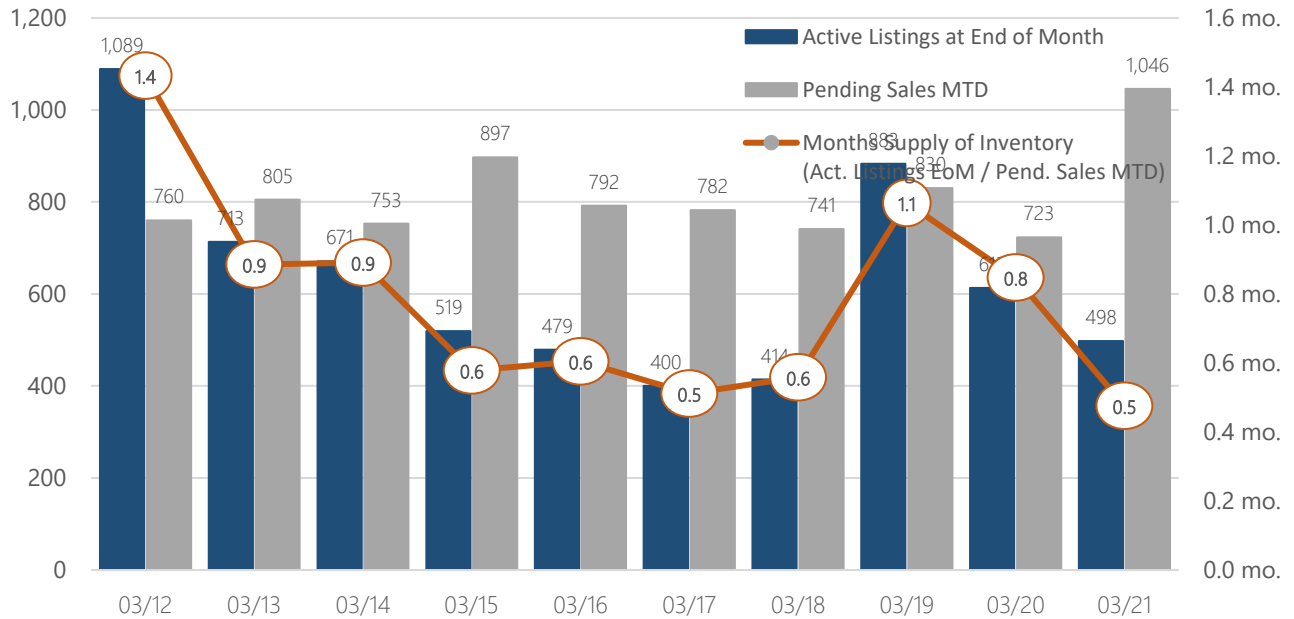
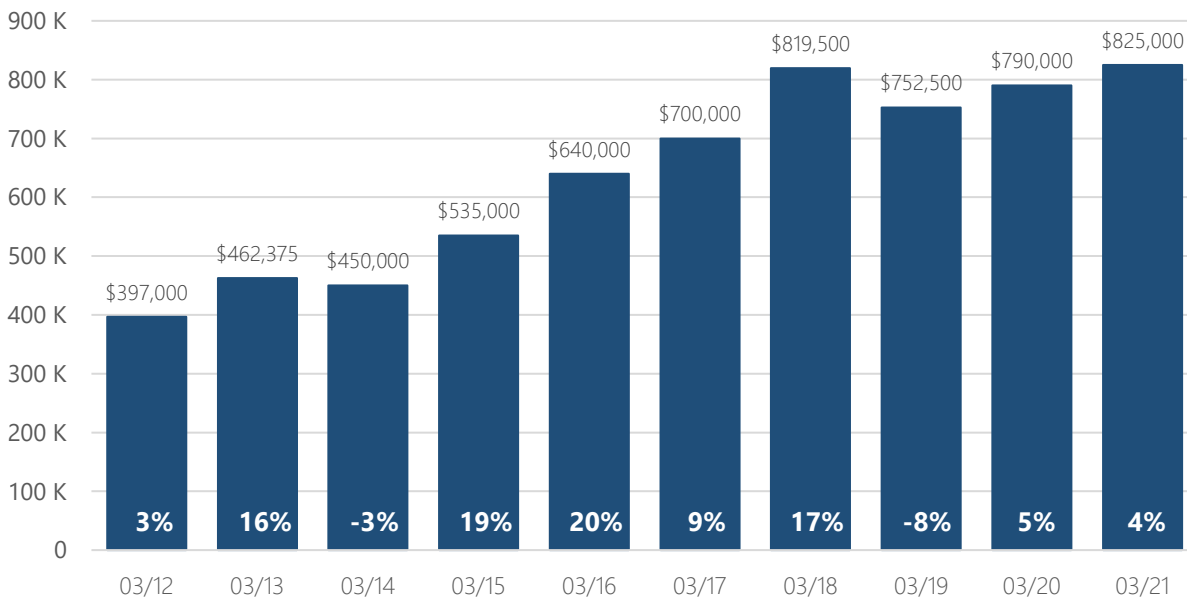


Seattle (All Areas)
RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



Median Closed Sales Price For Current Month Sold Properties

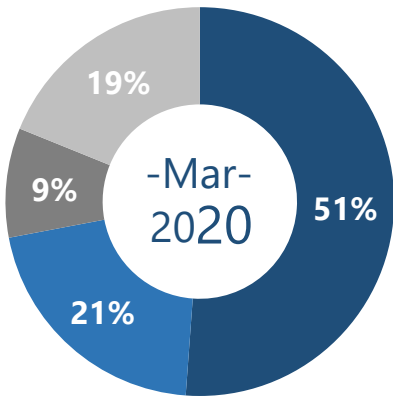


Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

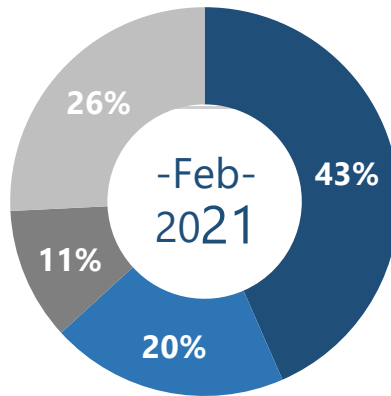
Seattle (All Areas)

RESIDENTIAL ONLY

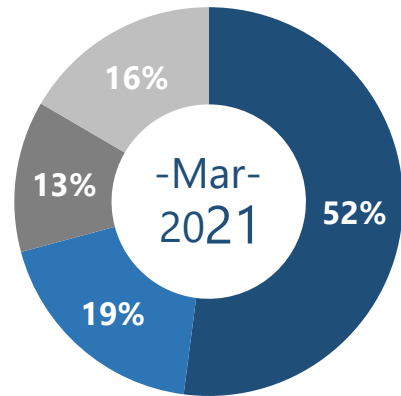
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



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 2021

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	6	15	19	84
NUMBER OF SALES IN MONTH	▶	430	155	104	137
MEDIAN DIFFERENCE FROM LIST PRICE	▶	10%	0%	-1%	N/A

Seattle (All Areas)

RESIDENTIAL ONLY

Sales Price to List Price
based on Market Time

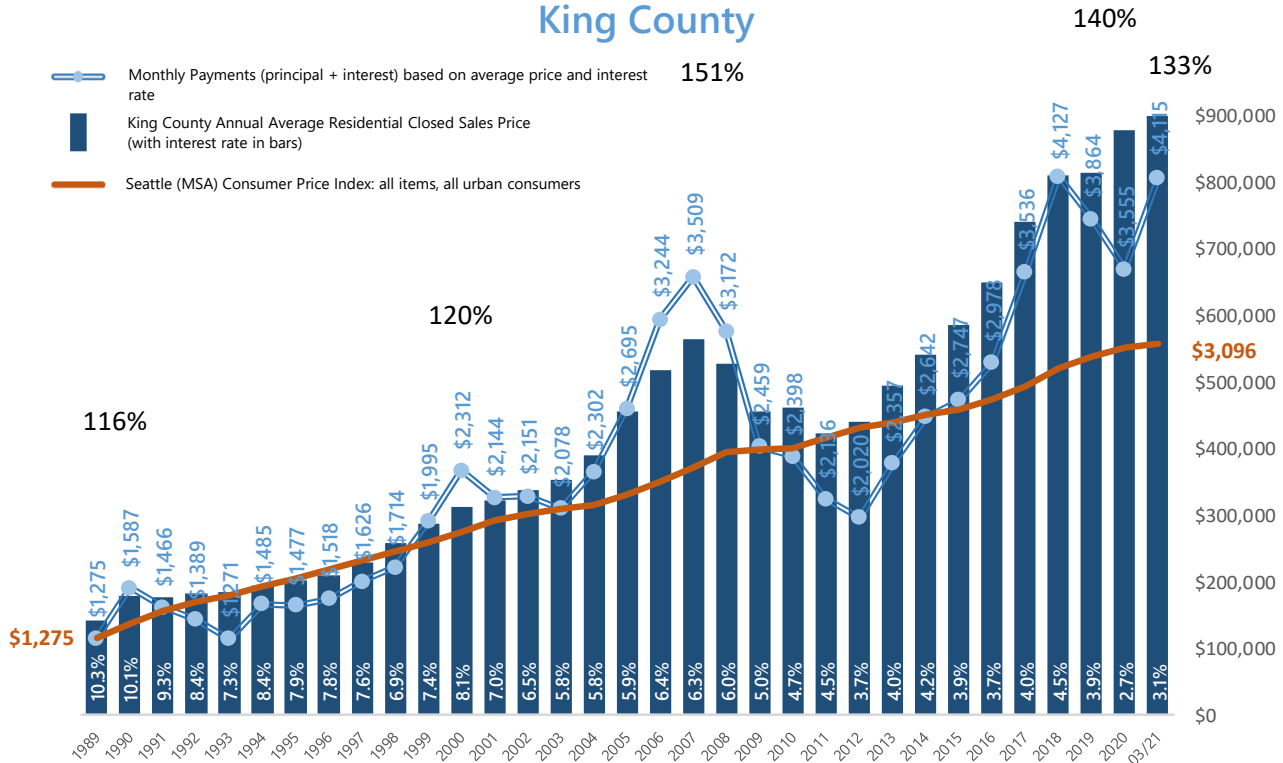
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	104.4%	104.4%	625	75.7%
15 - 30	99.2%	100.0%	72	8.7%
31 - 60	98.7%	100.0%	52	6.3%
61 - 90	97.0%	98.9%	30	3.6%
90+	93.5%	99.1%	47	5.7%
Totals			826	100.0%

The Cost of
Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
March, 2021	\$825,000	3.08%	\$3,514
March, 2020	\$790,000	3.45%	\$3,525
	\$35,000	-0.37%	-\$12 Per Month
			-\$138 Per Year

Monthly Payments Compared to Inflation Trendline

King County



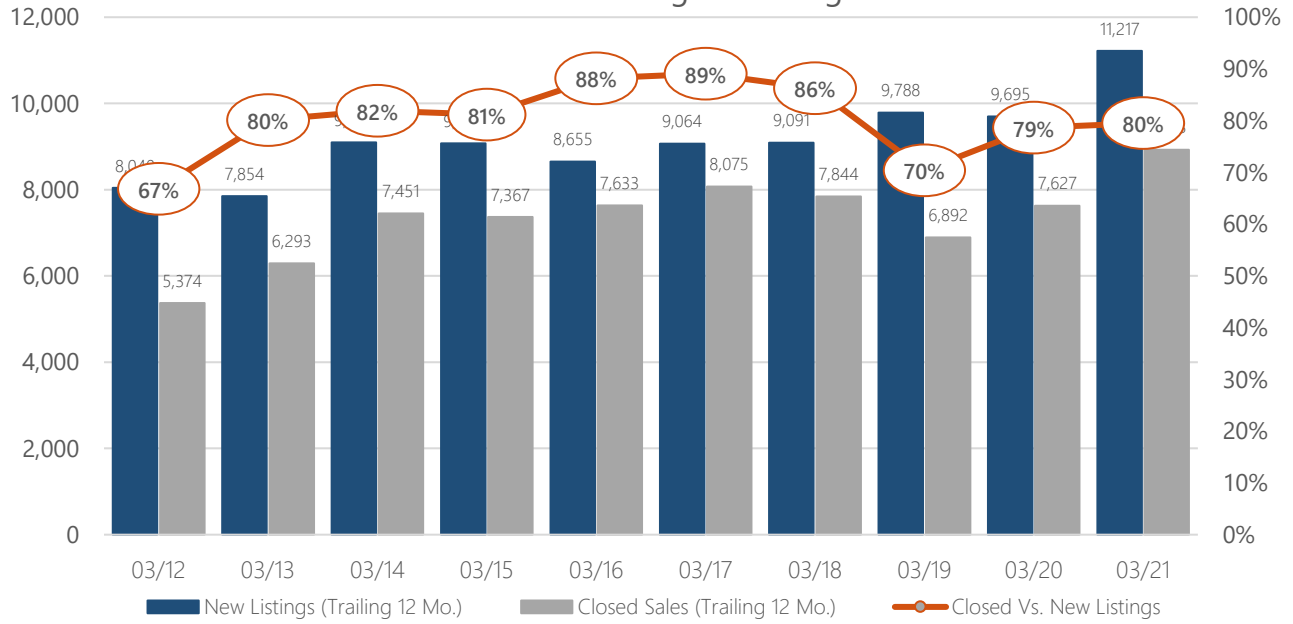
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Inflation trend line based on Seattle MSA CPI</p>	<p>Payments tend to rise above the inflation 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>

Seattle (All Areas)

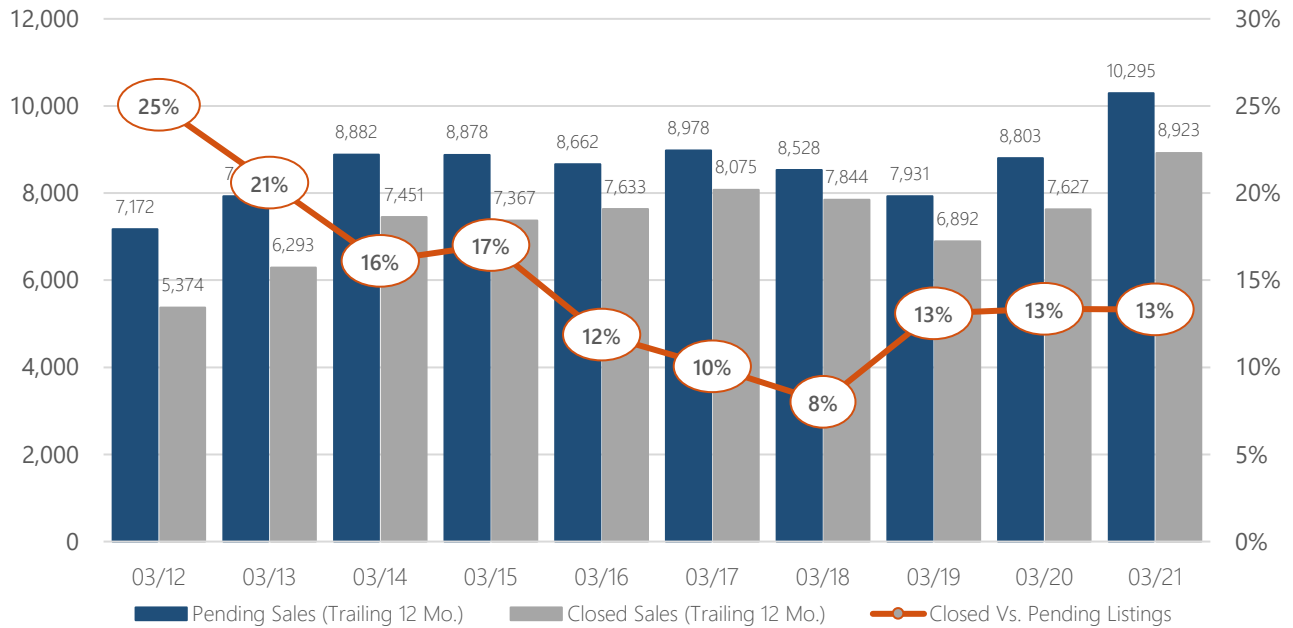
RESIDENTIAL ONLY

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 ONLY

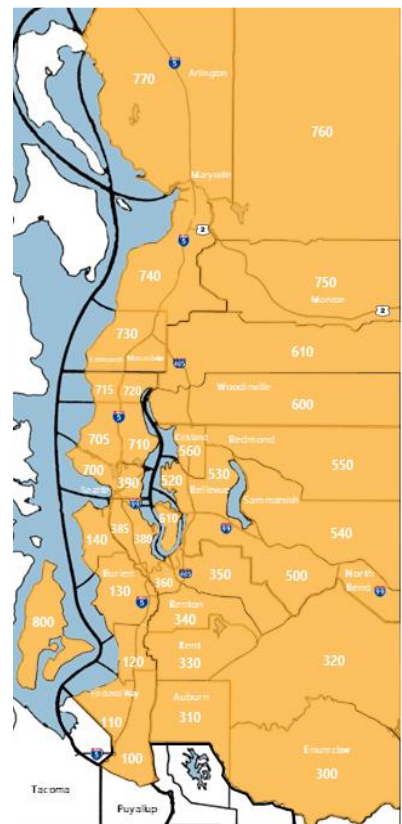
0 - 2	2 - 4	4+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Area	Months Inventory			Area	Months Inventory		
	2019	2020	2021		2019	2020	2021
100	1.1	0.6	0.1	530	0.8	0.5	0.2
110	0.7	0.6	0.1	540	1.3	0.8	0.2
120	0.9	0.8	0.2	550	1.3	1.1	0.1
130	1.1	0.8	0.3	560	1.5	1.6	0.4
140	1.0	0.7	0.4	600	1.3	0.9	0.2
300	0.8	1.5	0.4	610	1.1	0.7	0.3
310	0.9	0.8	0.1	700	1.3	1.3	0.4
320	1.1	0.7	0.3	701	0.0	0.0	0.0
330	0.9	0.7	0.2	705	0.9	0.6	0.4
340	1.1	0.8	0.2	710	1.2	0.6	0.4
350	1.5	1.1	0.2	715	1.7	1.1	0.2
360	1.1	0.7	0.3	720	1.2	0.6	0.4
380	0.9	1.1	0.8	730	0.7	0.7	0.2
385	0.9	0.9	0.6	740	0.9	0.7	0.2
390	1.4	1.7	0.7	750	1.1	0.8	0.2
500	1.4	1.2	0.3	760	0.9	0.8	0.3
510	3.5	1.5	0.4	770	0.7	0.7	0.2
520	2.0	2.3	0.5	800	1.7	1.8	0.9

2 YEARS AGO

1 YEAR AGO

CURRENT YEAR



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.

Seattle (All Areas) Statistics To Know

Residential

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	0.5	0.8	-0.4	-44%
Active Listings at End of Month	498	613	-115	-19%
Pending Sales MTD	1,046	723	323	45%
Pending Sales (Trailing 12 Months)	10,295	8,803	1,492	17%
Closed Sales MTD	831	608	223	37%
Closed Sales (Trailing 12 Months)	8,923	7,627	1,296	17%
Closed Sales Price (Median)	\$825,000	\$790,000	\$35,000	4%
30-Year-Fixed-Rate Mortgage Rate	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$3,514	\$3,525	-\$12	0%

Condominium

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	1.4	1.9	-0.4	-23%
Active Listings at End of Month	564	377	187	50%
Pending Sales MTD	395	203	192	95%
Pending Sales (Trailing 12 Months)	3,078	2,793	285	10%
Closed Sales MTD	284	227	57	25%
Closed Sales (Trailing 12 Months)	2,473	2,452	21	1%
Closed Sales Price (Median)	\$495,000	\$485,000	\$10,000	2%
30-Year-Fixed-Rate Mortgage Rate	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$2,108	\$2,164	-\$56	-3%

Residential & Condominium

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	0.7	1.1	-0.3	-31%
Active Listings at End of Month	1,062	990	72	7%
Pending Sales MTD	1,441	926	515	56%
Pending Sales (Trailing 12 Months)	13,373	11,596	1,777	15%
Closed Sales MTD	1,115	835	280	34%
Closed Sales (Trailing 12 Months)	11,396	10,079	1,317	13%
Closed Sales Price (Median)	\$750,000	\$725,000	\$25,000	3%
30-Year-Fixed-Rate Mortgage Rates	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$3,194	\$3,235	-\$41	-1%

Seattle (All Areas)

RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2021	Active Listings (EOM)	548	474	498										-19%	507	AVG	-4%
	New Listings Taken in Month	729	747	1,134										27%	2,610	YTD	23%
	# of Pending Transactions	713	785	1,046										45%	2,544	YTD	35%
	Months Supply of Inventory	0.8	0.6	0.5										-44%	0.6	AVG	-27%
	# of Closed Sales	544	623	831										37%	1,998	YTD	36%
	Median Closed Price	791,471	798,000	825,000										4%	805,085	WA	8%
2020	Active Listings (EOM)	467	510	613	709	816	829	935	1,082	1,141	1,102	859	586	-31%	530	AVG	-32%
	New Listings Taken in Month	513	708	895	680	941	1,068	1,188	1,281	1,217	1,112	623	497	-13%	2,116	YTD	-4%
	# of Pending Transactions	514	649	723	546	799	968	995	1,052	1,039	953	744	655	-13%	1,886	YTD	0%
	Months Supply of Inventory	0.9	0.8	0.8	1.3	1.0	0.9	0.9	1.0	1.1	1.2	1.2	0.9	-20%	0.8	AVG	-34%
	# of Closed Sales	417	445	608	508	505	729	855	882	934	948	792	772	21%	1,470	YTD	11%
	Median Closed Price	719,950	730,500	790,000	815,000	765,000	800,000	805,000	825,000	820,000	800,000	820,000	799,950	5%	748,090	WA	2%
2019	Active Listings (EOM)	699	763	883	1,043	1,386	1,410	1,279	1,179	1,294	1,135	813	499	113%	782	AVG	135%
	New Listings Taken in Month	622	581	998	1,083	1,353	1,100	823	739	966	801	439	275	10%	2,201	YTD	13%
	# of Pending Transactions	565	495	830	870	903	927	821	737	748	818	645	448	12%	1,890	YTD	13%
	Months Supply of Inventory	1.2	1.5	1.1	1.2	1.5	1.5	1.6	1.6	1.7	1.4	1.3	1.1	90%	1.3	AVG	111%
	# of Closed Sales	350	476	502	677	790	748	751	731	565	670	647	578	-6%	1,328	YTD	3%
	Median Closed Price	711,500	730,000	752,500	754,000	784,925	781,000	755,000	760,000	750,000	775,000	735,000	727,000	-8%	731,718	WA	-7%
2018	Active Listings (EOM)	287	296	414	494	628	873	962	994	1,349	1,277	1,100	704	3%	332	AVG	-9%
	New Listings Taken in Month	498	534	910	834	1,078	1,127	932	823	1,137	858	568	230	7%	1,942	YTD	0%
	# of Pending Transactions	411	521	741	713	884	814	734	665	638	684	541	368	-5%	1,673	YTD	-10%
	Months Supply of Inventory	0.7	0.6	0.6	0.7	0.7	1.1	1.3	1.5	2.1	1.9	2.0	1.9	9%	0.6	AVG	0%
	# of Closed Sales	368	387	532	626	742	740	732	653	498	603	500	470	-17%	1,287	YTD	-13%
	Median Closed Price	757,000	777,000	819,500	819,000	830,000	812,500	805,000	760,000	775,000	750,000	760,000	739,000	17%	785,366	WA	17%
2017	# of Active Listings	354	344	400	444	485	562	599	535	658	621	397	212	-16%	366	A	-17%
	New Listings Taken in Month	528	571	849	793	1,039	1,086	888	827	944	787	514	271	4%	1,948	YTD	0%
	# of Pending Transactions	493	580	782	739	974	963	801	815	780	753	647	383	-1%	1,855	YTD	3%
	Months Supply of Inventory	0.7	0.6	0.5	0.6	0.5	0.6	0.7	0.7	0.8	0.8	0.6	0.6	-15%	0.6	A	-21%
	# of Closed Sales	446	394	642	639	763	847	827	825	696	705	655	600	18%	1,482	T	17%
	Median Closed Price	635,800	679,975	700,000	724,500	729,000	750,000	748,500	730,000	725,000	735,000	741,352	725,000	9%	672,996	WA	6%

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

MARKET UPDATE

March, 2021



Seattle (All Areas)

RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2016	Active Listings (EOM)	417	427	479	580	556	573	719	648	848	678	478	318	-8%	441	AVG	-14%
	New Listings Taken in Month	544	575	850	896	965	957	964	828	1,046	707	452	301	4%	1,969	YTD	1%
	# of Pending Transactions	424	587	792	803	983	911	804	876	831	843	640	432	-12%	1,803	YTD	-12%
	Months Supply of Inventory	1.0	0.7	0.6	0.7	0.6	0.6	0.9	0.7	1.0	0.8	0.7	0.7	5%	0.8	AVG	
	# of Closed Sales	350	371	545	654	760	852	775	781	701	728	703	639	-5%	1,266	YTD	-6%
	Median Closed Price	618,450	644,950	640,000	637,250	641,250	666,500	650,000	625,000	630,000	625,000	615,000	635,000	20%	634,675	WA	21%
2015	Active Listings (EOM)	482	532	519	556	572	593	600	625	697	628	421	283	-23%	511	AVG	-22%
	New Listings Taken in Month	516	614	818	967	918	894	842	789	869	694	437	276	5%	1,948	YTD	0%
	# of Pending Transactions	557	605	897	952	928	893	832	765	790	744	601	354	19%	2,059	YTD	9%
	Months Supply of Inventory	0.9	0.9	0.6	0.6	0.6	0.7	0.7	0.8	0.9	0.8	0.7	0.8	-35%	0.8	AVG	-27%
	# of Closed Sales	380	396	572	707	825	857	808	684	678	700	500	608	-1%	1,348	YTD	0%
	Median Closed Price	517,500	520,000	535,000	552,500	559,950	575,000	575,500	575,000	571,000	555,000	598,000	600,000	19%	524,281	WA	15%
2014	Active Listings (EOM)	644	646	671	759	908	946	1,018	920	1,043	931	726	505	-6%	654	AVG	-4%
	New Listings Taken in Month	570	602	778	915	1,069	987	935	742	969	775	455	280	-4%	1,950	YTD	-1%
	# of Pending Transactions	525	610	753	835	887	911	816	796	769	782	603	420	-6%	1,888	YTD	-2%
	Months Supply of Inventory	1.2	1.1	0.9	0.9	1.0	1.0	1.2	1.2	1.4	1.2	1.2	1.2	1%	1.1	AVG	-2%
	# of Closed Sales	395	379	576	600	723	766	750	675	643	691	582	589	12%	1,350	YTD	8%
	Median Closed Price	459,950	460,000	450,000	479,000	490,000	499,000	543,500	499,950	517,000	515,000	498,950	500,000	-3%	456,698	WA	7%
2013	Active Listings (EOM)	635	687	713	767	919	1,028	1,085	1,127	1,177	1,075	834	609	-35%	678	AVG	-38%
	New Listings Taken in Month	522	645	812	903	1,042	1,024	934	879	914	726	442	281	5%	1,979	YTD	7%
	# of Pending Transactions	494	633	805	856	912	909	899	825	792	787	596	418	6%	1,932	YTD	3%
	Months Supply of Inventory	1.3	1.1	0.9	0.9	1.0	1.1	1.2	1.4	1.5	1.4	1.4	1.5	-38%	1.1	AVG	-41%
	# of Closed Sales	384	357	514	613	778	734	813	767	642	690	552	512	12%	1,255	YTD	16%
	Median Closed Price	395,900	420,000	462,375	453,500	460,000	458,000	465,000	457,000	461,000	475,500	455,000	450,000	16%	427,864	WA	15%
2012	Active Listings (EOM)	1,128	1,058	1,089	1,097	1,137	1,166	1,142	1,113	1,214	1,012	824	600	-36%	1,092	AVG	-35%
	New Listings Taken in Month	513	573	771	756	828	775	700	678	845	614	435	244	-8%	1,857	YTD	-15%
	# of Pending Transactions	468	639	760	772	786	724	672	680	681	744	537	398	9%	1,867	YTD	8%
	Months Supply of Inventory	2.4	1.7	1.4	1.4	1.4	1.6	1.7	1.6	1.8	1.4	1.5	1.5	-41%	1.8	AVG	-39%
	# of Closed Sales	310	316	460	519	608	648	603	580	508	560	561	451	-5%	1,086	YTD	3%
	Median Closed Price	350,500	365,000	397,000	425,000	425,500	425,000	425,000	411,750	425,000	419,950	425,000	420,540	3%	371,851	WA	-1%
2011	Active Listings (EOM)	1,670	1,699	1,691	1,847	1,816	1,872	1,845	1,753	1,805	1,650	1,432	1,137	-24%	1,687	AVG	-15%
	New Listings Taken in Month	714	645	837	922	785	875	764	696	778	604	468	291	-31%	2,196	YTD	-27%
	# of Pending Transactions	460	566	695	654	710	669	605	641	546	565	499	416	-17%	1,721	YTD	-10%
	Months Supply of Inventory	3.6	3.0	2.4	2.8	2.6	2.8	3.0	2.7	3.3	2.9	2.9	2.7	-8%	3.0	AVG	-6%
	# of Closed Sales	281	293	483	481	497	584	504	512	456	434	399	421	-8%	1,057	YTD	-10%
	Median Closed Price	390,000	355,000	385,000	385,000	385,000	382,500	399,950	380,000	394,000	380,000	360,000	375,000	-1%	377,301	WA	-6%

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

Seattle (All Areas)
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MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2011 - 2020

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	678	696	747	830	922	985	1,018	998	1,123	1,011	788	545	862	AVG
% of 12 Month Avg.	79%	81%	87%	96%	107%	114%	118%	116%	130%	117%	91%	63%		
New Listings Taken in Month	554	605	852	875	1,002	989	897	828	969	768	483	295	9,116	T
% of 12 Month Avg.	73%	80%	112%	115%	132%	130%	118%	109%	127%	101%	64%	39%		
# of Pending Transactions	491	589	778	774	877	869	798	785	761	767	605	429	8,523	T
% of 12 Month Avg.	69%	83%	110%	109%	123%	122%	112%	111%	107%	108%	85%	60%		
Months Supply of Inventory	1.4	1.2	1.0	1.1	1.1	1.1	1.3	1.3	1.5	1.3	1.3	1.3	1.2	AVG
% of 12 Month Avg.	113%	97%	78%	88%	86%	93%	104%	104%	120%	108%	106%	104%		
# of Closed Units	368	381	543	602	699	751	742	709	632	673	589	564	7,254	T
% of 12 Month Avg.	61%	63%	90%	100%	116%	124%	123%	117%	105%	111%	97%	93%		
Median Closed Price	555,655	568,243	593,138	604,475	607,063	614,950	617,245	602,370	606,800	603,045	600,830	597,149	597,580	AVG
% of 12 Month Avg.	93%	95%	99%	101%	102%	103%	103%	101%	102%	101%	101%	100%		

Seattle (All Areas)

RESIDENTIAL ONLY

Closed Sales by Price by Month

2021

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	0	0										0
\$250,000 to \$499,999	32	26	20										78
\$500,000 to \$749,999	195	244	297										736
\$750,000 to \$999,999	183	186	255										624
\$1,000,000 to \$1,499,999	87	105	157										349
\$1,500,000 to \$2,499,999	34	45	79										158
\$2,500,000 and above	12	11	18										41
Grand Total	543	617	826										1,986

2020

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	3	0	0	1	0	1	2	0	1	1	1	0	3
\$250,000 to \$499,999	49	42	34	31	41	46	61	45	38	53	44	57	125
\$500,000 to \$749,999	169	197	213	158	197	259	286	293	326	331	264	271	579
\$750,000 to \$999,999	103	114	189	174	155	223	255	264	306	312	239	243	406
\$1,000,000 to \$1,499,999	58	63	103	96	71	121	172	185	158	165	150	137	224
\$1,500,000 to \$2,499,999	27	21	57	40	33	65	67	76	88	70	68	48	105
\$2,500,000 and above	5	3	8	7	8	14	9	15	16	17	12	15	16
Grand Total	414	440	604	507	505	729	852	878	933	949	778	771	1,458

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-100%	N/A	N/A										-100%
\$250,000 to \$499,999	-35%	-38%	-41%										-38%
\$500,000 to \$749,999	15%	24%	39%										27%
\$750,000 to \$999,999	78%	63%	35%										54%
\$1,000,000 to \$1,499,999	50%	67%	52%										56%
\$1,500,000 to \$2,499,999	26%	114%	39%										50%
\$2,500,000 and above	140%	267%	125%										156%
Grand Total	31%	40%	37%										36%