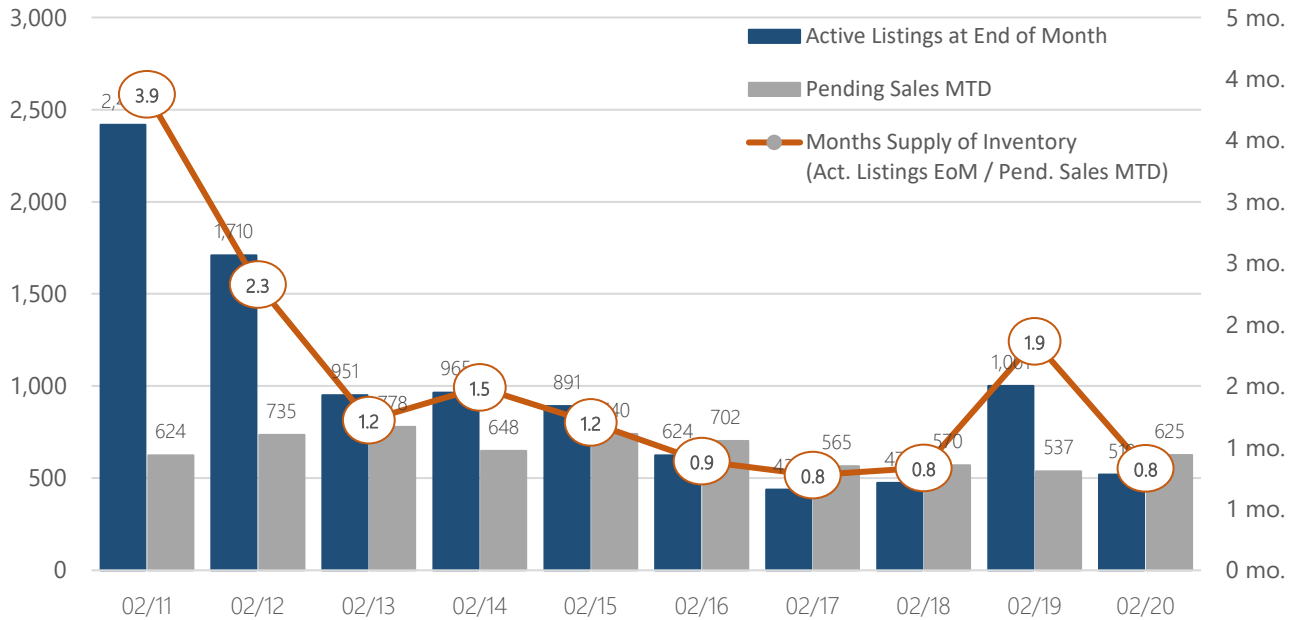


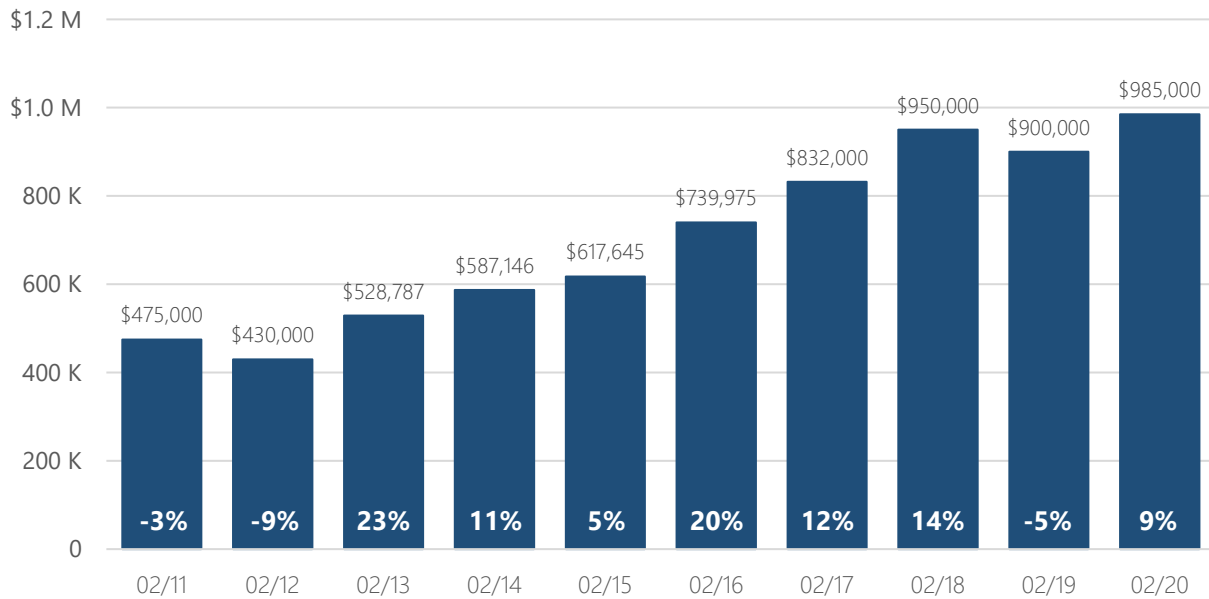
## Eastside (All Areas)

### RESIDENTIAL ONLY

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



#### Median Closed Sales Price For Current Month Listings

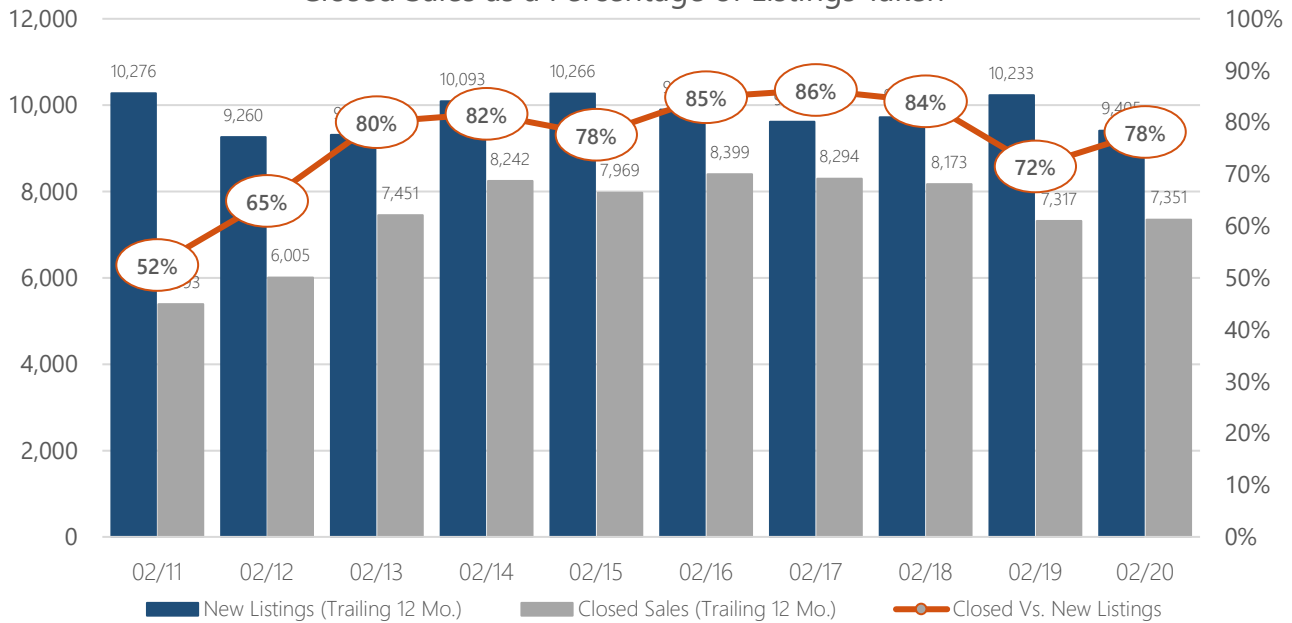


## Eastside (All Areas)

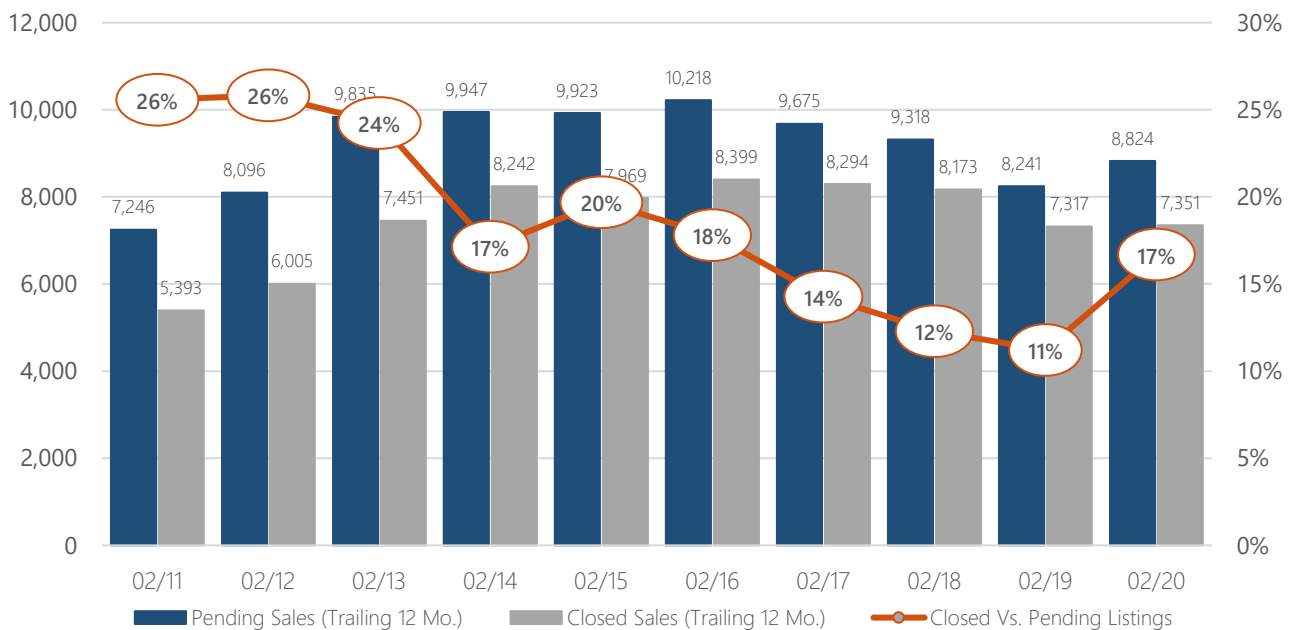
### RESIDENTIAL ONLY

#### What Are The Odds of Selling?

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



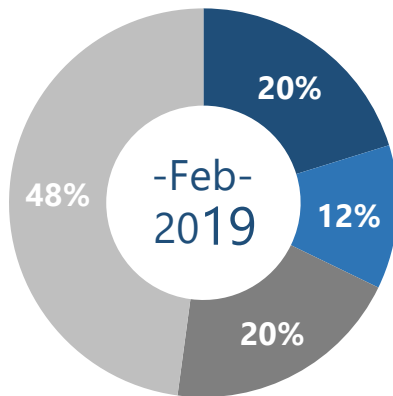
#### Percentage of Pending Sales that do not Close



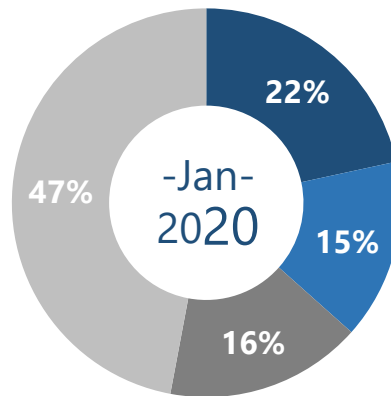
## Eastside (All Areas)

### RESIDENTIAL ONLY

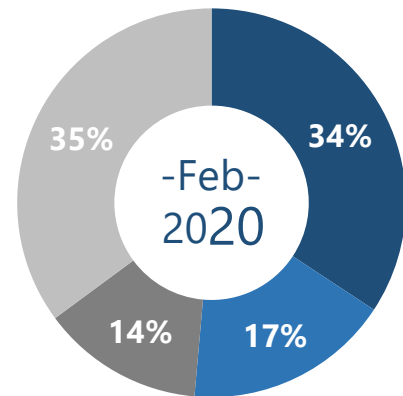
#### PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE










SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

FEBRUARY 2020		 SOLD ABOVE LIST PRICE	 SOLD AT LIST PRICE	 SOLD BELOW LIST PRICE	 PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET		5	20	50	147
NUMBER OF SALES IN MONTH		122	61	48	125
MEDIAN DIFFERENCE FROM LIST PRICE		5%	0%	-2%	N/A

## 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		
	2018	2019	2020		2018	2019	2020
100	0.5	1.7	0.5	530	1.0	1.3	0.6
110	0.8	1.2	0.5	540	0.5	2.0	0.6
120	0.6	1.4	0.3	550	0.9	1.7	0.9
130	0.9	2.0	1.0	560	1.2	2.9	1.0
140	0.5	1.6	0.6	600	0.7	1.3	0.8
300	1.6	1.8	0.5	610	0.9	1.3	0.4
310	0.9	1.0	0.8	700	1.0	2.3	1.1
320	0.7	1.3	0.8	705	0.4	1.2	0.7
330	0.8	1.3	0.9	710	0.7	1.3	0.7
340	0.6	1.4	0.6	715	0.6	1.9	0.6
350	0.8	1.2	1.2	720	0.3	1.6	0.6
360	0.5	1.3	0.6	730	0.5	1.4	0.4
380	0.5	1.7	0.9	740	0.4	1.1	0.5
385	0.6	1.4	0.7	750	0.7	1.7	0.7
390	0.8	1.9	1.1	760	0.8	1.7	0.6
500	0.8	2.2	1.0	770	0.8	1.4	0.7
510	1.5	3.0	1.1	800	1.6	3.7	1.9
520	2.2	2.6	1.7				

## 2 YEARS AGO



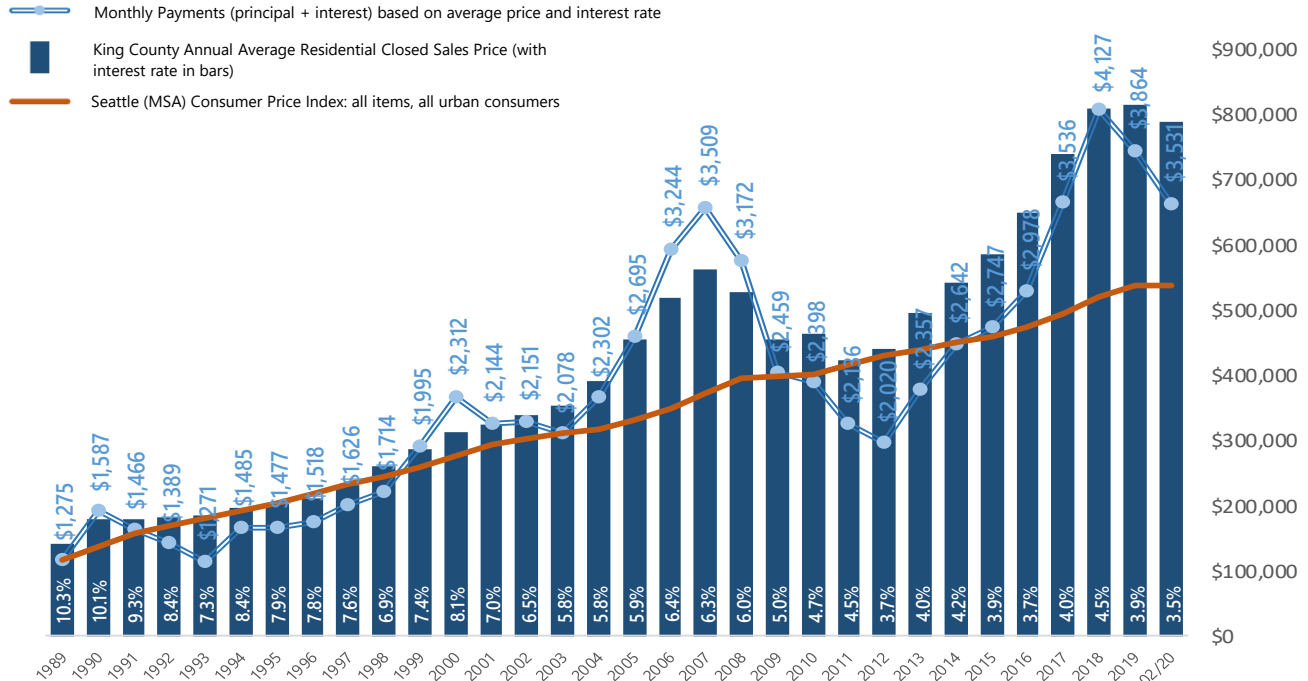
## 1 YEAR AGO



## CURRENT YEAR



## Monthly Payments Vs. Appreciation Trendline King County



## Eastside (All Areas)

### RESIDENTIAL ONLY

### The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
February, 2020	\$985,000	3.47%	\$4,407
February, 2019	\$900,000	4.37%	\$4,491
	<b>\$85,000</b>	<b>-0.90%</b>	<b>-\$84</b> Per Month <b>-\$1,012</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	102.3%	101.9%	196	55.1%
15 - 30	100.0%	100.0%	14	3.9%
31 - 60	98.6%	99.2%	36	10.1%
61 - 90	95.4%	97.4%	35	9.8%
90+	94.0%	98.1%	75	21.1%
Totals			356	100.0%

## MARKET UPDATE

Data Current Through: February, 2020



### Eastside (All Areas)

RESIDENTIAL ONLY

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	0	0											0
\$250,000 to \$499,999	9	6											15
\$500,000 to \$749,999	71	72											143
\$750,000 to \$999,999	90	102											192
\$1,000,000 to \$1,499,999	75	96											171
\$1,500,000 to \$2,499,999	31	54											85
\$2,500,000 and above	11	26											37
<b>Grand Total</b>	<b>287</b>	<b>356</b>											<b>643</b>

## 2019

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	2	2	1	2	2	1	1	6	1	1	1	3	4
\$250,000 to \$499,999	15	20	17	26	26	23	27	26	20	30	23	12	35
\$500,000 to \$749,999	75	102	122	155	202	174	185	165	130	147	116	115	177
\$750,000 to \$999,999	100	94	152	186	244	264	242	227	166	177	188	152	194
\$1,000,000 to \$1,499,999	86	99	149	170	225	238	212	198	151	149	140	128	185
\$1,500,000 to \$2,499,999	36	44	63	80	98	95	92	98	62	75	69	78	80
\$2,500,000 and above	7	15	28	29	41	53	38	27	21	27	29	34	22
<b>Grand Total</b>	<b>321</b>	<b>376</b>	<b>532</b>	<b>648</b>	<b>838</b>	<b>848</b>	<b>797</b>	<b>747</b>	<b>551</b>	<b>606</b>	<b>566</b>	<b>522</b>	<b>697</b>

## YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-100%	-100%											-100%
\$250,000 to \$499,999	-40%	-70%											-57%
\$500,000 to \$749,999	-5%	-29%											-19%
\$750,000 to \$999,999	-10%	9%											-1%
\$1,000,000 to \$1,499,999	-13%	-3%											-8%
\$1,500,000 to \$2,499,999	-14%	23%											6%
\$2,500,000 and above	57%	73%											68%
<b>Grand Total</b>	<b>-11%</b>	<b>-5%</b>											<b>-8%</b>

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

## Eastside (All Areas)

### Statistics To Know

#### Residential

	February, 2020	February, 2019	Difference	% Change
Months Supply of Inventory	0.8	1.9	-1.0	-55%
Active Listings at End of Month	519	1,001	-482	-48%
Pending Sales MTD	625	537	88	16%
Pending Sales (Trailing 12 Months)	8,824	8,241	583	7%
Closed Sales MTD	359	379	-20	-5%
Closed Sales (Trailing 12 Months)	7,351	7,317	34	0%
Closed Sales Price (Median)	\$985,000	\$900,000	\$85,000	9%
30-Year-Fixed-Rate Mortgage Rate	3.5%	4.4%	-0.9%	-21%
Monthly Payments (P&I)	\$4,407	\$4,491	-\$84	-2%

#### Condominium

	February, 2020	February, 2019	Difference	% Change
Months Supply of Inventory	0.6	1.8	-1.2	-69%
Active Listings at End of Month	147	293	-146	-50%
Pending Sales MTD	266	164	102	62%
Pending Sales (Trailing 12 Months)	3,079	2,808	271	10%
Closed Sales MTD	174	139	35	25%
Closed Sales (Trailing 12 Months)	2,524	2,507	17	1%
Closed Sales Price (Median)	\$475,000	\$445,000	\$30,000	7%
30-Year-Fixed-Rate Mortgage Rate	3.5%	4.4%	-0.9%	-21%
Monthly Payments (P&I)	\$2,125	\$2,221	-\$95	-4%

#### Residential & Condominium

	February, 2020	February, 2019	Difference	% Change
Months Supply of Inventory	0.7	1.8	-1.1	-60%
Active Listings at End of Month	666	1,294	-628	-49%
Pending Sales MTD	891	701	190	27%
Pending Sales (Trailing 12 Months)	11,903	11,049	854	8%
Closed Sales MTD	533	518	15	3%
Closed Sales (Trailing 12 Months)	9,875	9,824	51	1%
Closed Sales Price (Median)	\$829,300	\$768,975	\$60,325	8%
30-Year-Fixed-Rate Mortgage Rates	3.5%	4.4%	-0.9%	-21%
Monthly Payments (P&I)	\$3,710	\$3,837	-\$127	-3%

## Eastside (All Areas)

### RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2020	Active Listings (EOM)	517	519											-48%	518	AVG	-48%
	New Listings Taken in Month	534	640											8%	1,174	YTD	-2%
	# of Pending Transactions	503	625											16%	1,128	YTD	9%
	Months Supply of Inventory	1.0	0.8											-55%	0.9	AVG	-52%
	# of Closed Sales	290	359											-5%	649	YTD	-7%
	Median Closed Price	892,003	985,000											9%	940,805	WA	4%
2019	Active Listings (EOM)	979	1,001	1,207	1,285	1,567	1,618	1,531	1,405	1,356	1,149	777	499	111%	990	AVG	123%
	New Listings Taken in Month	613	591	1,104	1,093	1,395	1,054	869	757	807	625	323	204	-6%	1,204	YTD	5%
	# of Pending Transactions	497	537	876	997	1,031	883	833	738	696	697	581	364	-6%	1,034	YTD	2%
	Months Supply of Inventory	2.0	1.9	1.4	1.3	1.5	1.8	1.8	1.9	1.9	1.6	1.3	1.4	124%	1.9	AVG	119%
	# of Closed Sales	322	379	537	648	859	853	803	749	554	607	568	524	2%	701	YTD	-3%
	Median Closed Price	910,000	900,000	950,000	927,500	928,800	950,000	925,000	935,000	928,500	900,000	900,000	949,000	-5%	905,028	WA	-4%
2018	Active Listings (EOM)	412	475	577	736	1,040	1,278	1,378	1,556	1,690	1,537	1,246	918	8%	444	AVG	0%
	New Listings Taken in Month	497	649	990	987	1,429	1,248	1,027	978	975	723	449	223	17%	1,146	YTD	5%
	# of Pending Transactions	448	570	850	795	1,056	916	776	705	642	614	514	339	1%	1,018	YTD	-3%
	Months Supply of Inventory	0.9	0.8	0.7	0.9	1.0	1.4	1.8	2.2	2.6	2.5	2.4	2.7	7%	0.9	AVG	3%
	# of Closed Sales	353	370	557	663	748	911	798	735	569	627	516	492	7%	723	YTD	-6%
	Median Closed Price	938,000	950,000	926,000	943,000	960,000	977,759	947,500	935,000	890,000	890,000	885,000	908,762	14%	944,038	WA	16%
2017	Active Listings (EOM)	453	438	585	623	760	893	950	899	962	797	562	359	-30%	446	AVG	-27%
	New Listings Taken in Month	531	556	931	920	1,208	1,215	1,042	965	908	710	440	236	-18%	1,087	YTD	-13%
	# of Pending Transactions	487	565	790	872	1,054	1,045	959	956	832	790	612	390	-20%	1,052	YTD	-15%
	Months Supply of Inventory	0.9	0.8	0.7	0.7	0.7	0.9	1.0	0.9	1.2	1.0	0.9	0.9	-13%	0.9	AVG	-14%
	# of Closed Sales	425	345	553	585	777	942	855	919	766	764	687	602	-11%	770	YTD	-1%
	Median Closed Price	793,859	832,000	870,000	880,000	875,000	885,000	860,000	853,000	855,000	845,000	851,201	938,240	12%	813,377	WA	13%
2016	# of Active Listings	592	624	740	911	925	1,110	1,207	1,101	1,093	867	632	436	-30%	608	A	-29%
	New Listings Taken in Month	566	680	968	1,088	1,102	1,250	1,066	892	894	621	406	241	1%	1,246	YTD	-1%
	# of Pending Transactions	540	702	859	934	1,108	1,044	967	947	894	855	616	399	-5%	1,242	YTD	-6%
	Months Supply of Inventory	1.1	0.9	0.9	1.0	0.8	1.1	1.2	1.2	1.2	1.0	1.0	1.1	-26%	1.0	A	-24%
	# of Closed Sales	392	388	565	655	759	938	909	877	770	757	694	600	-5%	780	T	-6%
	Median Closed Price	697,500	739,975	739,440	730,000	760,000	746,500	750,400	769,000	750,000	768,000	759,400	803,500	20%	719,365	WA	16%

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

Data Current Through: February, 2020



## Eastside (All Areas)

### RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2015	Active Listings (EOM)	818	891	925	1,066	1,214	1,247	1,284	1,237	1,153	1,013	719	543	-8%	855	AVG	-9%
	New Listings Taken in Month	540	757	978	1,143	1,210	1,159	1,054	907	797	732	387	284	13%	1,297	YTD	3%
	# of Pending Transactions	581	740	1,008	1,046	1,116	1,101	1,031	954	850	818	640	412	14%	1,321	YTD	3%
	Months Supply of Inventory	1.4	1.2	0.9	1.0	1.1	1.1	1.2	1.3	1.4	1.2	1.1	1.3	-19%	1.3	AVG	
	# of Closed Sales	419	410	632	740	816	981	932	865	774	715	528	636	5%	829	YTD	6%
	Median Closed Price	625,000	617,645	632,554	654,650	655,000	670,000	681,600	672,000	680,000	667,000	674,000	675,000	5%	621,344	WA	5%
2014	Active Listings (EOM)	905	965	1,069	1,178	1,443	1,581	1,732	1,790	1,653	1,438	1,098	814	1%	935	AVG	-3%
	New Listings Taken in Month	588	671	933	1,054	1,308	1,164	1,180	976	850	729	459	316	-8%	1,259	YTD	-10%
	# of Pending Transactions	636	648	869	974	1,114	1,026	952	872	828	814	650	503	-17%	1,284	YTD	-13%
	Months Supply of Inventory	1.4	1.5	1.2	1.2	1.3	1.5	1.8	2.1	2.0	1.8	1.7	1.6	22%	1.5	AVG	11%
	# of Closed Sales	390	392	529	641	763	795	952	819	731	706	580	624	-13%	782	YTD	-13%
	Median Closed Price	599,500	587,146	599,950	618,000	619,420	630,000	624,900	605,000	605,000	615,864	612,000	639,350	11%	593,387	WA	15%
2013	Active Listings (EOM)	974	951	1,004	1,120	1,329	1,496	1,629	1,706	1,642	1,421	1,180	947	-44%	963	AVG	-44%
	New Listings Taken in Month	673	726	907	1,054	1,229	1,140	1,144	1,045	825	706	476	308	0%	1,399	YTD	6%
	# of Pending Transactions	691	778	912	1,020	1,079	1,027	1,023	953	791	819	612	427	6%	1,469	YTD	12%
	Months Supply of Inventory	1.4	1.2	1.1	1.1	1.2	1.5	1.6	1.8	2.1	1.7	1.9	2.2	-47%	1.3	AVG	-51%
	# of Closed Sales	445	452	618	683	830	812	905	899	754	730	607	622	20%	897	YTD	23%
	Median Closed Price	500,528	528,787	552,415	557,000	560,775	591,825	566,258	575,000	569,000	575,377	555,000	550,000	23%	515,045	WA	13%
2012	Active Listings (EOM)	1,729	1,710	1,651	1,729	1,788	1,859	1,863	1,859	1,754	1,464	1,242	957	-29%	1,720	AVG	-28%
	New Listings Taken in Month	594	727	919	987	1,011	990	892	900	738	650	482	340	-5%	1,321	YTD	-12%
	# of Pending Transactions	577	735	963	917	1,012	913	848	872	793	883	647	518	18%	1,312	YTD	16%
	Months Supply of Inventory	3.0	2.3	1.7	1.9	1.8	2.0	2.2	2.1	2.2	1.7	1.9	1.8	-40%	2.7	AVG	-37%
	# of Closed Sales	356	376	527	585	651	744	739	768	637	666	615	622	12%	732	YTD	8%
	Median Closed Price	479,500	430,000	470,000	485,025	500,000	512,500	520,000	517,000	510,000	503,000	525,000	510,468	-9%	456,097	WA	-6%
2011	Active Listings (EOM)	2,361	2,418	2,500	2,625	2,721	2,814	2,859	2,777	2,671	2,432	2,122	1,768	-9%	2,390	AVG	-8%
	New Listings Taken in Month	737	765	934	968	1,031	1,017	965	818	768	642	485	311	-15%	1,502	YTD	-22%
	# of Pending Transactions	510	624	746	730	805	738	739	705	632	676	581	432	0%	1,134	YTD	-5%
	Months Supply of Inventory	4.6	3.9	3.4	3.6	3.4	3.8	3.9	3.9	4.2	3.6	3.7	4.1	-8%	4.3	AVG	-2%
	# of Closed Sales	341	337	484	499	547	623	557	603	527	453	512	468	6%	678	YTD	12%
	Median Closed Price	492,000	475,000	497,150	498,835	493,990	510,000	510,000	505,900	510,000	473,000	468,730	460,000	-3%	483,649	WA	-3%
2010	Active Listings (EOM)	2,544	2,646	2,874	3,023	3,163	3,285	3,470	3,439	3,413	3,162	2,766	2,328	-26%	2,595	AVG	-24%
	New Listings Taken in Month	1,020	897	1,172	1,151	943	992	1,052	864	874	740	561	425	3%	1,917	YTD	-1%
	# of Pending Transactions	572	626	807	865	607	578	577	570	544	564	558	442	103%	1,198	YTD	89%
	Months Supply of Inventory	4.4	4.2	3.6	3.5	5.2	5.7	6.0	6.0	6.3	5.6	5.0	5.3	-63%	4.3	AVG	-60%
	# of Closed Sales	288	319	512	511	515	638	480	453	393	411	332	470	60%	607	YTD	66%
	Median Closed Price	502,000	490,000	495,000	500,000	515,000	550,000	535,970	520,000	533,000	523,000	499,945	530,000	1%	496,073	WA	-3%

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

## Eastside (All Areas)

### RESIDENTIAL ONLY

#### MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2010 - 2019

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	1,177	1,212	1,313	1,430	1,595	1,718	1,790	1,777	1,739	1,528	1,234	957	1,456	AVG
% of 12 Month Avg.	81%	83%	90%	98%	110%	118%	123%	122%	119%	105%	85%	66%		
New Listings Taken in Month	636	702	984	1,045	1,187	1,123	1,029	910	844	688	447	289	9,882	T
% of 12 Month Avg.	77%	85%	119%	127%	144%	136%	125%	111%	102%	84%	54%	35%		
# of Pending Transactions	554	653	868	915	998	927	871	827	750	753	601	423	9,139	T
% of 12 Month Avg.	73%	86%	114%	120%	131%	122%	114%	109%	99%	99%	79%	55%		
Months Supply of Inventory	2.1	1.9	1.5	1.6	1.6	1.9	2.1	2.1	2.3	2.0	2.1	2.3	1.9	AVG
% of 12 Month Avg.	109%	95%	78%	80%	82%	95%	106%	110%	119%	104%	105%	116%		
# of Closed Units	373	377	551	621	727	824	793	769	648	644	564	566	7,455	T
% of 12 Month Avg.	60%	61%	89%	100%	117%	133%	128%	124%	104%	104%	91%	91%		
Median Closed Price	653,789	655,055	673,251	679,401	686,799	702,358	692,163	688,690	683,050	676,024	673,028	696,432	680,003	AVG
% of 12 Month Avg.	96%	96%	99%	100%	101%	103%	102%	101%	100%	99%	99%	102%		

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**