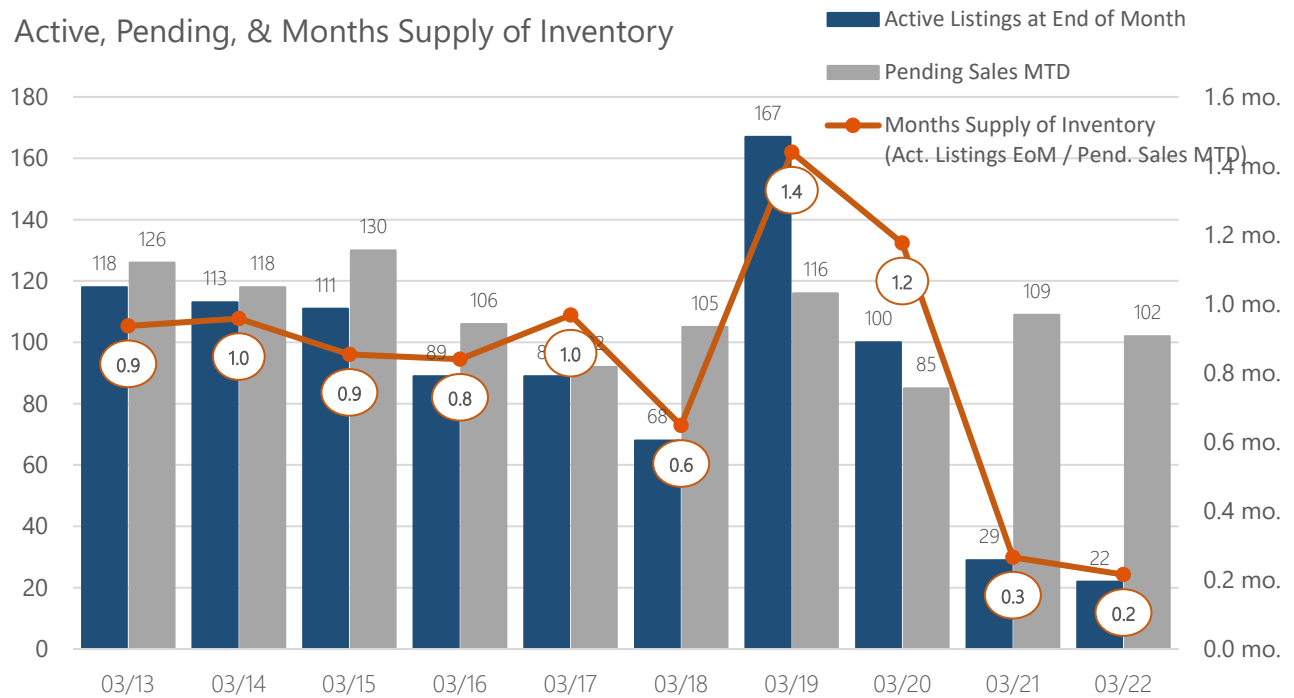


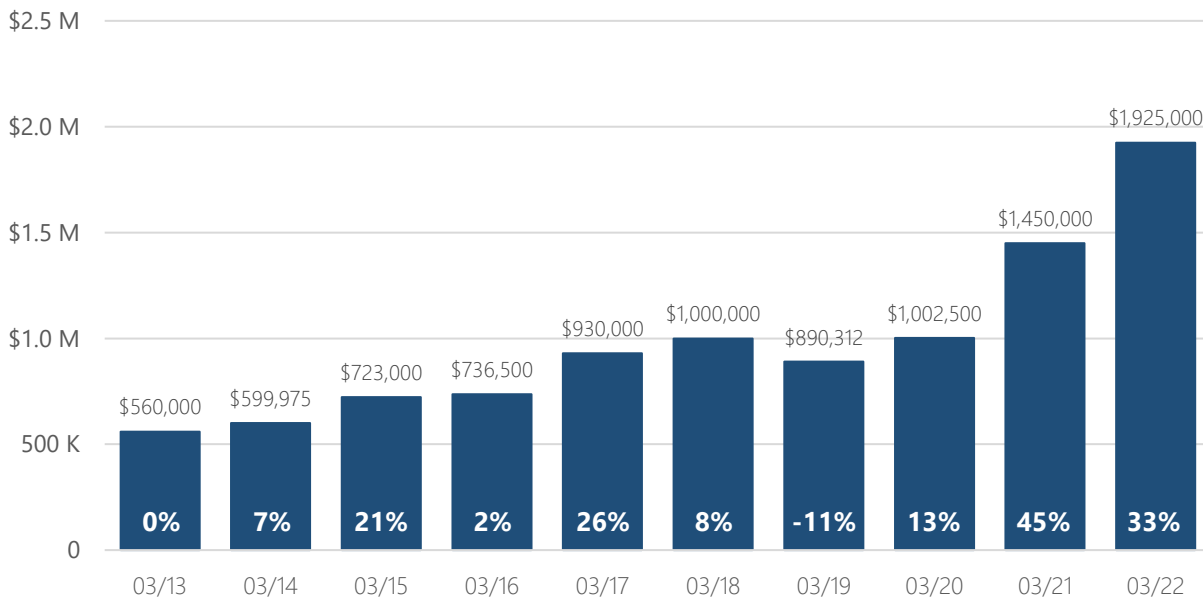
Eastside/South of I-90 (500)

RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



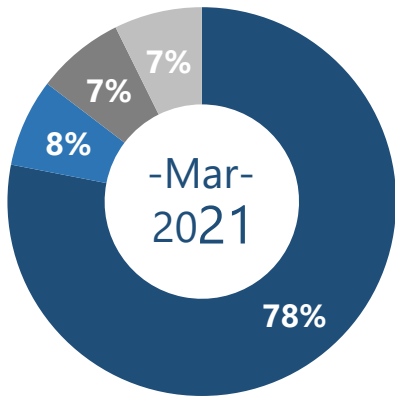
Median Closed Sales Price For Current Month Sold Properties



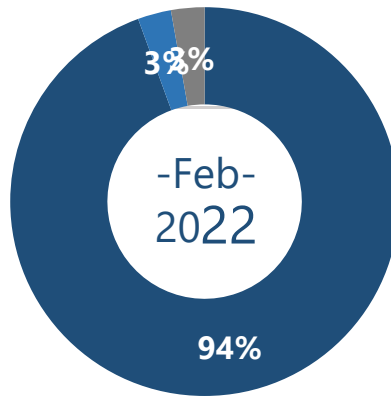
Eastside/South of I-90 (500)

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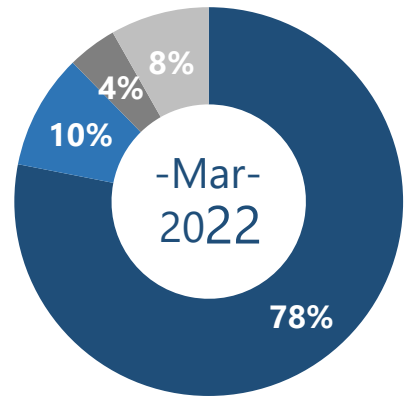
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



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 2022

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	4	7	23	7
NUMBER OF SALES IN MONTH	57	7	3	6
MEDIAN DIFFERENCE FROM LIST PRICE	19%	0%	-3%	N/A

Eastside/South of I-90 (500)

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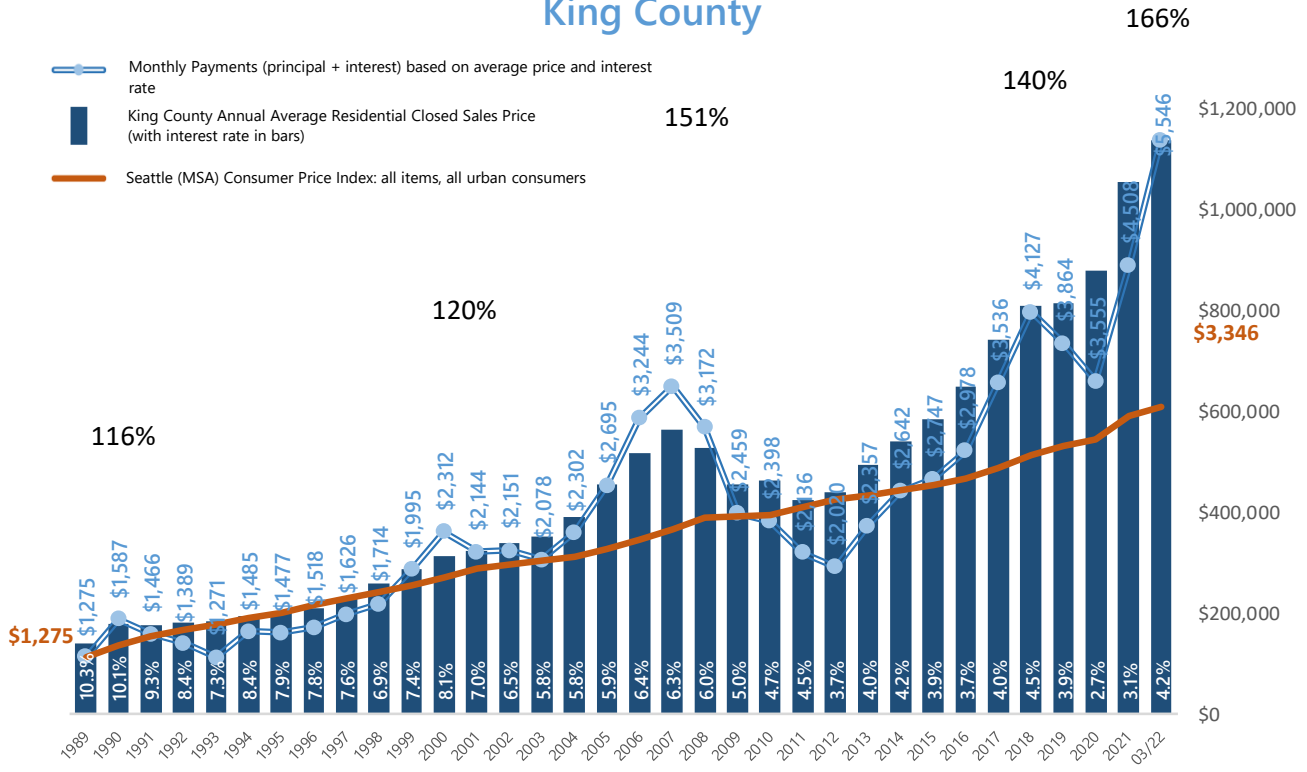
Sales Price to List Price
based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	114.9%	114.8%	69	94.5%
15 - 30	100.0%	100.0%	3	4.1%
31 - 60	97.5%	97.5%	1	1.4%
61 - 90	0.0%	0.0%	0	0.0%
90+	0.0%	0.0%	0	0.0%
Totals			73	100.0%

The Cost of
Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
March, 2022	\$1,925,000	4.17%	\$9,380
March, 2021	\$1,450,000	3.08%	\$6,176
	\$475,000	1.09%	\$3,204 Per Month
			\$38,447 Per Year

Monthly Payments Compared to Inflation Trendline King County



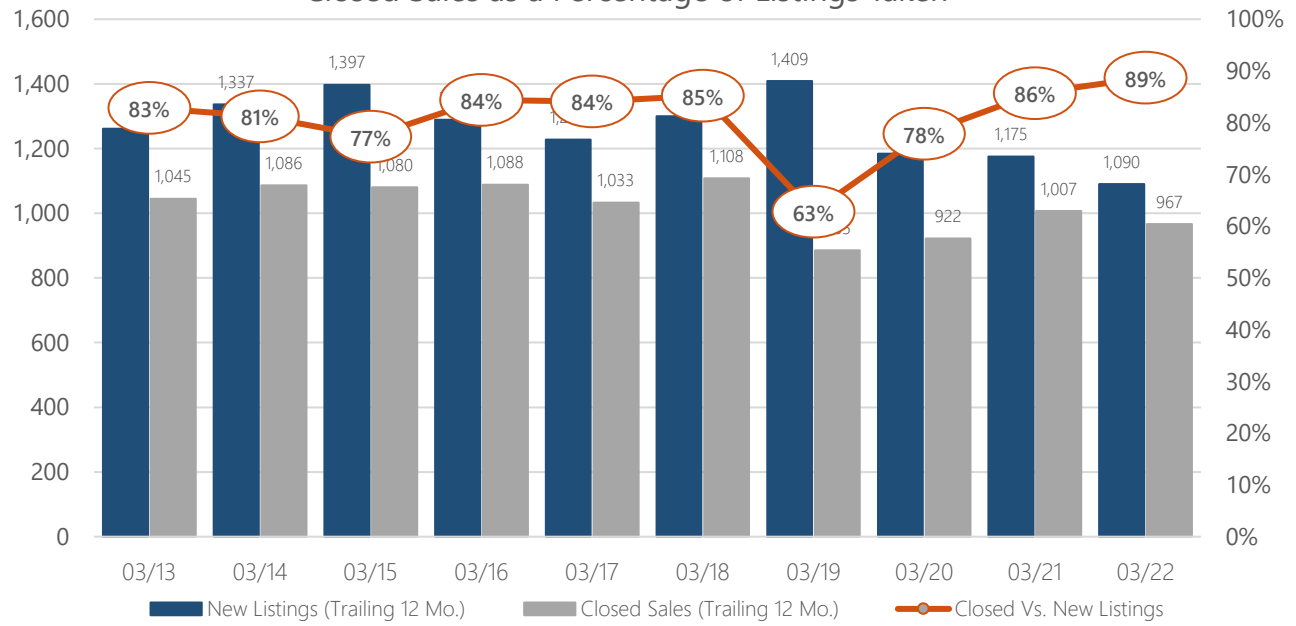
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Inflation trend line based on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

Eastside/South of I-90 (500)

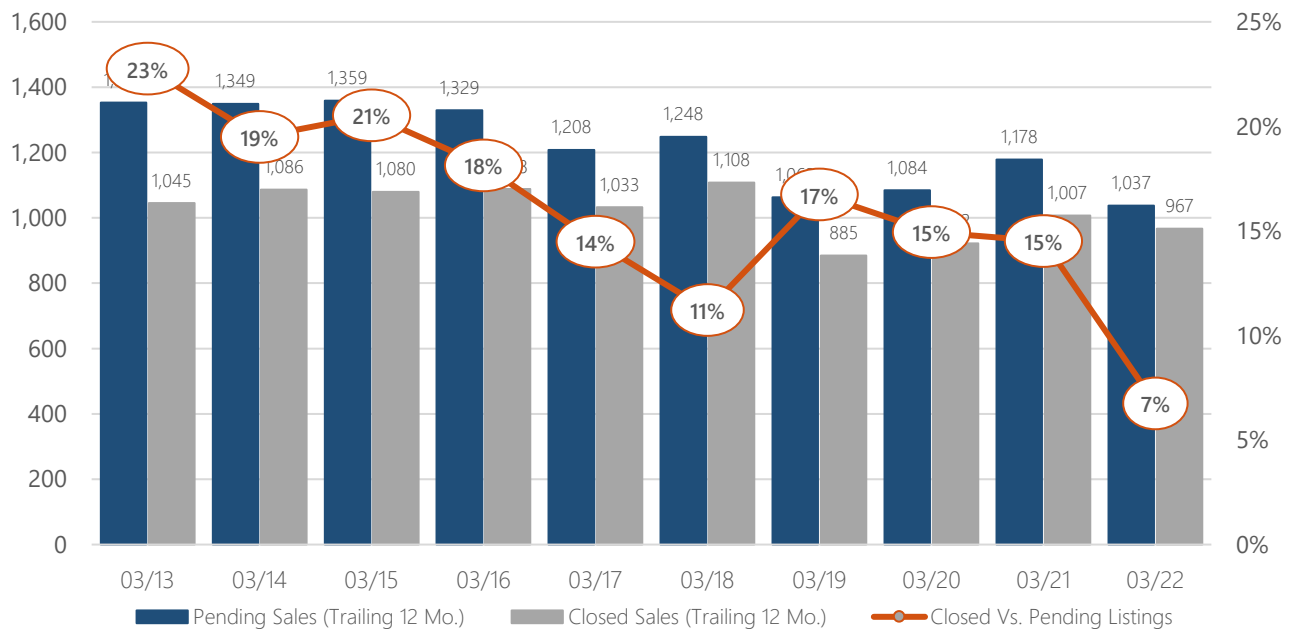
RESIDENTIAL ONLY

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

Area	Months Inventory			Area	Months Inventory		
	2020	2021	2022		2020	2021	2022
100	0.6	0.1	0.5	530	0.5	0.2	0.3
110	0.6	0.1	0.3	540	0.8	0.2	0.4
120	0.8	0.2	0.3	550	1.1	0.1	0.4
130	0.8	0.3	0.4	560	1.6	0.4	0.4
140	0.7	0.4	0.3	600	0.9	0.2	0.4
300	1.5	0.4	0.4	610	0.7	0.3	0.5
310	0.8	0.1	0.4	700	1.3	0.4	0.4
320	0.7	0.3	0.5	701	0.0	0.0	0.0
330	0.7	0.2	0.3	705	0.6	0.4	0.3
340	0.8	0.2	0.4	710	0.6	0.4	0.2
350	1.1	0.2	0.3	715	1.1	0.2	0.2
360	0.7	0.3	0.4	720	0.6	0.4	0.5
380	1.1	0.8	0.5	730	0.7	0.2	0.3
385	0.9	0.6	0.3	740	0.7	0.2	0.3
390	1.7	0.7	0.5	750	0.8	0.2	0.3
500	1.2	0.3	0.2	760	0.8	0.3	0.4
510	1.5	0.4	0.3	770	0.7	0.2	0.4
520	2.3	0.5	0.8	800	1.8	0.9	0.5

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

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.

Eastside/South of I-90 (500)

Statistics To Know

Residential

	March, 2022	March, 2021	Difference	% Change
Months Supply of Inventory	0.2	0.3	-0.1	-19%
Active Listings at End of Month	22	29	-7	-24%
Pending Sales MTD	102	109	-7	-6%
Pending Sales (Trailing 12 Months)	1,037	1,178	-141	-12%
Closed Sales MTD	73	82	-9	-11%
Closed Sales (Trailing 12 Months)	967	1,007	-40	-4%
Closed Sales Price (Median)	\$1,925,000	\$1,450,000	\$475,000	33%
30-Year-Fixed-Rate Mortgage Rate	4.2%	3.1%	1.1%	35%
Monthly Payments (P&I)	\$9,380	\$6,176	\$3,204	52%

Condominium

	March, 2022	March, 2021	Difference	% Change
Months Supply of Inventory	0.2	0.3	-0.1	-42%
Active Listings at End of Month	4	13	-9	-69%
Pending Sales MTD	26	49	-23	-47%
Pending Sales (Trailing 12 Months)	346	460	-114	-25%
Closed Sales MTD	29	25	4	16%
Closed Sales (Trailing 12 Months)	344	386	-42	-11%
Closed Sales Price (Median)	\$576,250	\$550,000	\$26,250	5%
30-Year-Fixed-Rate Mortgage Rate	4.2%	3.1%	1.1%	35%
Monthly Payments (P&I)	\$2,808	\$2,343	\$465	20%

Residential & Condominium

	March, 2022	March, 2021	Difference	% Change
Months Supply of Inventory	0.2	0.3	-0.1	-24%
Active Listings at End of Month	26	42	-16	-38%
Pending Sales MTD	128	158	-30	-19%
Pending Sales (Trailing 12 Months)	1,383	1,638	-255	-16%
Closed Sales MTD	102	107	-5	-5%
Closed Sales (Trailing 12 Months)	1,311	1,393	-82	-6%
Closed Sales Price (Median)	\$1,450,000	\$1,225,000	\$225,000	18%
30-Year-Fixed-Rate Mortgage Rates	4.2%	3.1%	1.1%	35%
Monthly Payments (P&I)	\$7,065	\$5,218	\$1,848	35%

Eastside/South of I-90 (500) RESIDENTIAL ONLY

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2022																
Active Listings (EOM)	10	14	22										-24%	15	AVG	-42%
New Listings Taken in Month	48	70	113										-3%	231	YTD	-5%
# of Pending Transactions	41	57	102										-6%	200	YTD	-12%
Months Supply of Inventory	0.2	0.2	0.2										-19%	0.2	AVG	-37%
# of Closed Sales	20	36	73										-11%	129	YTD	-20%
Median Closed Price	1,672,500	1,610,000	1,925,000										33%	1,746,516	WA	31%
2021																
Active Listings (EOM)	23	27	29	39	40	35	46	33	43	20	13	7	-71%	26	AVG	-66%
New Listings Taken in Month	48	78	117	124	109	147	114	113	116	67	48	21	28%	243	YTD	-8%
# of Pending Transactions	52	67	109	116	105	144	98	118	107	77	55	17	28%	228	YTD	2%
Months Supply of Inventory	0.4	0.4	0.3	0.3	0.4	0.2	0.5	0.3	0.4	0.3	0.2	0.4	-77%	0.4	AVG	-64%
# of Closed Sales	40	40	82	83	102	113	129	91	105	93	75	47	41%	162	YTD	14%
Median Closed Price	1,207,500	1,312,500	1,450,000	1,600,000	1,439,500	1,400,000	1,539,100	1,326,000	1,450,000	1,375,000	1,435,000	1,500,000	45%	1,330,784	WA	40%
2020																
Active Listings (EOM)	62	67	100	108	116	112	128	123	94	70	55	30	-40%	76	AVG	-46%
New Listings Taken in Month	60	79	126	78	94	140	147	142	116	123	63	29	-19%	265	YTD	-12%
# of Pending Transactions	69	69	85	65	88	132	132	136	132	141	77	47	-27%	223	YTD	-2%
Months Supply of Inventory	0.9	1.0	1.2	1.7	1.3	0.8	1.0	0.9	0.7	0.5	0.7	0.6	-18%	1.0	AVG	-50%
# of Closed Sales	34	50	58	62	61	82	110	109	112	112	109	88	-17%	142	YTD	-4%
Median Closed Price	850,000	983,000	1,002,500	1,040,000	1,050,000	922,495	996,500	1,180,000	1,069,500	1,000,000	1,150,000	1,185,000	13%	950,025	WA	9%
2019																
Active Listings (EOM)	123	131	167	171	209	201	201	184	181	143	103	67	146%	140	AVG	179%
New Listings Taken in Month	70	74	156	148	170	121	122	103	109	84	33	29	14%	300	YTD	16%
# of Pending Transactions	51	60	116	143	123	113	94	93	87	101	68	39	10%	227	YTD	6%
Months Supply of Inventory	2.4	2.2	1.4	1.2	1.7	1.8	2.1	2.0	2.1	1.4	1.5	1.7	122%	2.0	AVG	181%
# of Closed Sales	41	37	70	81	134	96	106	89	67	66	73	68	4%	148	YTD	-11%
Median Closed Price	900,000	825,000	890,312	999,888	932,975	1,029,000	942,500	990,000	1,080,000	945,000	860,000	961,500	-11%	873,043	WA	-11%
2018																
# of Active Listings	34	49	68	93	143	185	226	239	250	226	178	114	-24%	50	A	-16%
New Listings Taken in Month	48	73	137	150	195	161	169	123	132	99	59	21	5%	258	YTD	-9%
# of Pending Transactions	48	62	105	115	130	110	106	100	78	78	70	49	14%	215	YTD	-6%
Months Supply of Inventory	0.7	0.8	0.6	0.8	1.1	1.7	2.1	2.4	3.2	2.9	2.5	2.3	-33%	0.7	A	-8%
# of Closed Sales	46	53	67	77	110	125	81	90	70	66	65	53	5%	166	T	6%
Median Closed Price	972,500	978,260	1,000,000	920,000	988,500	1,060,000	1,051,000	980,000	937,500	950,000	862,000	938,500	8%	983,729	WA	11%

Eastside/South of I-90 (500)

RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2017	Active Listings (EOM)	46	45	89	87	111	132	132	119	142	104	55	36	0%	60	AVG	-18%
	New Listings Taken in Month	60	72	141	131	170	146	155	128	148	103	35	26	8%	273	YTD	-4%
	# of Pending Transactions	59	77	92	133	145	118	143	126	120	118	85	45	-13%	228	YTD	-16%
	Months Supply of Inventory	0.8	0.6	1.0	0.7	0.8	1.1	0.9	0.9	1.2	0.9	0.6	0.8	15%	0.8	AVG	-6%
	# of Closed Sales	45	47	64	76	108	121	100	130	105	120	99	83	-6%	156	YTD	-15%
	Median Closed Price	813,000	900,000	930,000	907,750	943,250	950,000	922,500	894,450	991,900	865,575	1,000,000	1,020,000	26%	883,795	WA	21%
2016	Active Listings (EOM)	68	62	89	102	115	125	151	146	155	104	69	52	-20%	73	AVG	-31%
	New Listings Taken in Month	72	82	131	132	146	147	146	119	122	74	44	25	9%	285	YTD	-2%
	# of Pending Transactions	68	96	106	128	138	133	115	121	109	123	71	42	-18%	270	YTD	-10%
	Months Supply of Inventory	1.0	0.6	0.8	0.8	0.8	0.9	1.3	1.2	1.4	0.8	1.0	1.2	-2%	0.8	AVG	-24%
	# of Closed Sales	56	60	68	83	106	122	114	106	102	96	83	65	-24%	184	YTD	-6%
	Median Closed Price	715,000	747,475	736,500	805,000	797,450	838,724	838,750	775,000	800,000	851,000	750,000	795,000	2%	733,240	WA	5%
2015	Active Listings (EOM)	101	104	111	119	153	153	149	148	150	135	95	63	-2%	105	AVG	-8%
	New Listings Taken in Month	73	97	120	161	162	149	133	106	109	97	54	33	11%	290	YTD	14%
	# of Pending Transactions	74	97	130	152	137	150	141	105	105	104	100	65	10%	301	YTD	3%
	Months Supply of Inventory	1.4	1.1	0.9	0.8	1.1	1.0	1.1	1.4	1.4	1.3	1.0	1.0	-11%	1.1	AVG	-10%
	# of Closed Sales	48	58	89	104	110	121	144	90	97	98	57	83	14%	195	YTD	10%
	Median Closed Price	656,200	710,000	723,000	706,500	730,000	688,000	754,975	682,500	726,500	734,000	639,000	730,000	21%	697,601	WA	22%
2014	Active Listings (EOM)	119	111	113	135	182	211	234	238	218	183	143	103	-4%	114	AVG	2%
	New Listings Taken in Month	70	76	108	148	174	163	176	131	124	96	60	35	-14%	254	YTD	-23%
	# of Pending Transactions	80	93	118	140	135	144	143	120	127	109	78	62	-6%	291	YTD	-17%
	Months Supply of Inventory	1.5	1.2	1.0	1.0	1.3	1.5	1.6	2.0	1.7	1.7	1.8	1.7	2%	1.2	AVG	27%
	# of Closed Sales	55	45	78	78	103	101	129	110	90	98	92	84	-6%	178	YTD	-21%
	Median Closed Price	605,000	505,000	599,975	646,500	625,000	659,500	689,000	686,500	726,450	685,450	702,385	710,900	7%	573,704	WA	6%
2013	Active Listings (EOM)	105	112	118	114	159	193	214	250	234	197	148	119	-47%	112	AVG	-51%
	New Listings Taken in Month	96	111	125	132	167	154	170	161	105	97	60	37	4%	332	YTD	11%
	# of Pending Transactions	112	114	126	142	148	126	147	134	102	113	90	56	-5%	352	YTD	16%
	Months Supply of Inventory	0.9	1.0	0.9	0.8	1.1	1.5	1.5	1.9	2.3	1.7	1.6	2.1	-44%	1.0	AVG	-60%
	# of Closed Sales	75	68	83	94	114	93	119	138	88	93	91	78	15%	226	YTD	45%
	Median Closed Price	500,000	560,210	560,000	614,500	577,000	599,000	585,000	628,000	700,000	655,000	520,000	552,500	0%	541,556	WA	1%
2012	Active Listings (EOM)	220	237	224	240	244	250	254	246	240	179	161	112	-20%	227	AVG	-20%
	New Listings Taken in Month	76	103	120	151	151	113	124	133	104	61	57	35	3%	299	YTD	10%
	# of Pending Transactions	76	95	133	139	149	109	117	139	94	112	73	69	33%	304	YTD	24%
	Months Supply of Inventory	2.9	2.5	1.7	1.7	1.6	2.3	2.2	1.8	2.6	1.6	2.2	1.6	-40%	2.4	AVG	-34%
	# of Closed Sales	46	38	72	76	88	119	106	98	96	84	88	64	14%	156	YTD	-1%
	Median Closed Price	486,850	548,900	562,500	522,000	521,920	550,000	571,000	590,500	574,000	603,750	539,000	593,975	9%	534,785	WA	-4%

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

Eastside/South of I-90 (500)
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MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2012 - 2021

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	90	95	111	121	147	160	174	173	171	136	102	70	129	AVG
% of 12 Month Avg.	70%	73%	86%	94%	114%	124%	134%	134%	132%	105%	79%	54%		
New Listings Taken in Month	67	85	128	136	154	144	146	126	119	90	51	29	1,274	T
% of 12 Month Avg.	63%	80%	121%	128%	145%	136%	137%	119%	112%	85%	48%	27%		
# of Pending Transactions	69	83	112	127	130	128	124	119	106	108	77	49	1,231	T
% of 12 Month Avg.	67%	81%	109%	124%	127%	125%	120%	116%	103%	105%	75%	48%		
Months Supply of Inventory	1.3	1.1	1.0	0.9	1.1	1.2	1.4	1.4	1.6	1.3	1.3	1.4	1.3	AVG
% of 12 Month Avg.	103%	90%	78%	75%	89%	98%	110%	114%	127%	100%	105%	113%		
# of Closed Units	49	50	73	81	104	109	114	105	93	93	83	71	1,025	T
% of 12 Month Avg.	57%	58%	86%	95%	121%	128%	133%	123%	109%	108%	97%	83%		
Median Closed Price	770,605	807,035	845,479	876,214	860,560	869,672	889,033	873,295	905,585	866,478	845,739	898,738	859,036	AVG
% of 12 Month Avg.	90%	94%	98%	102%	100%	101%	103%	102%	105%	101%	98%	105%		

Eastside/South of I-90 (500)

RESIDENTIAL ONLY

Closed Sales by Price by Month

2022

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	0	0	0										0
\$500,000 to \$749,999	0	0	2										2
\$750,000 to \$999,999	1	1	7										9
\$1,000,000 to \$1,499,999	5	11	14										30
\$1,500,000 to \$2,499,999	9	19	36										64
\$2,500,000 and above	5	5	14										24
Grand Total	20	36	73										129

2021

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	0	0	0	0	0	0	0	0	0	0	0	0
\$250,000 to \$499,999	0	0	0	0	0	0	0	0	0	0	0	0	0
\$500,000 to \$749,999	4	2	4	2	3	5	3	3	4	6	6	1	10
\$750,000 to \$999,999	9	7	12	10	13	18	15	15	17	15	12	4	28
\$1,000,000 to \$1,499,999	13	16	26	26	40	36	42	37	34	33	22	17	55
\$1,500,000 to \$2,499,999	14	13	33	38	40	43	56	25	36	30	25	21	60
\$2,500,000 and above	0	1	7	7	6	9	12	11	14	7	10	4	8
Grand Total	40	39	82	83	102	111	128	91	105	91	75	47	161

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	N/A	N/A	N/A										N/A
\$250,000 to \$499,999	N/A	N/A	N/A										N/A
\$500,000 to \$749,999	-100%	-100%	-50%										-80%
\$750,000 to \$999,999	-89%	-86%	-42%										-68%
\$1,000,000 to \$1,499,999	-62%	-31%	-46%										-45%
\$1,500,000 to \$2,499,999	-36%	46%	9%										7%
\$2,500,000 and above	N/A	400%	100%										200%
Grand Total	-50%	-8%	-11%										-20%