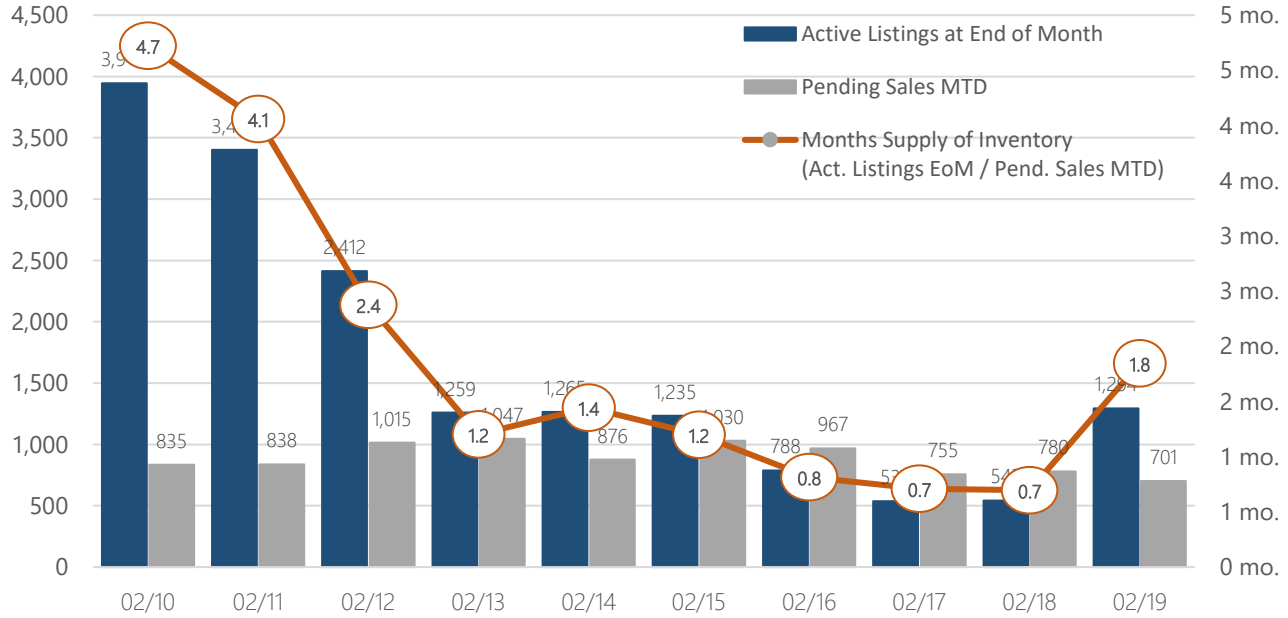


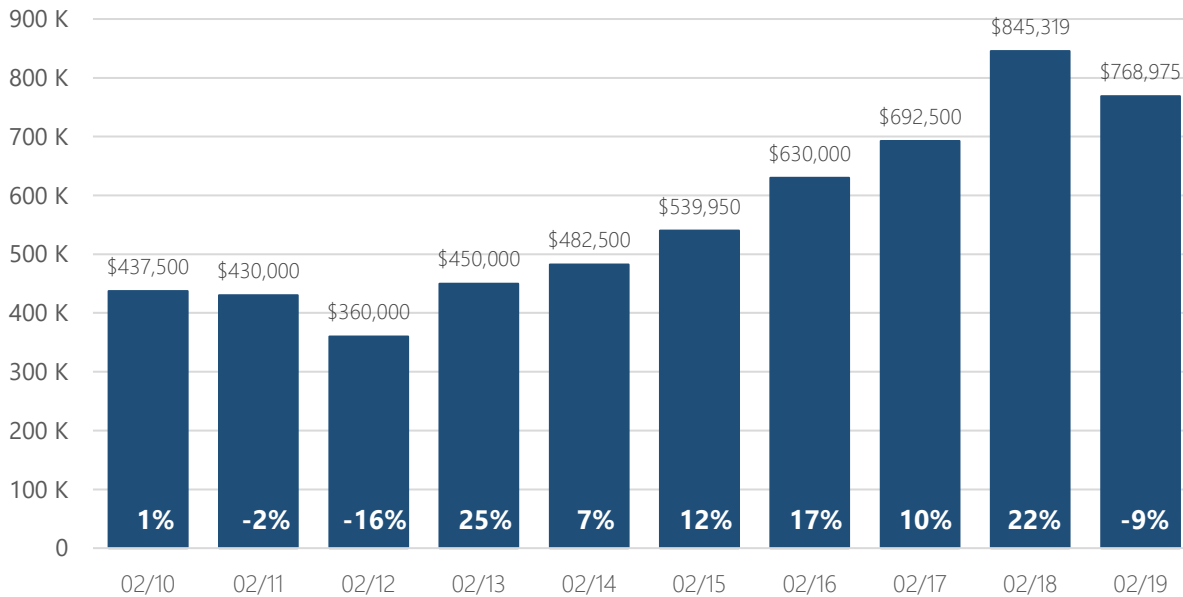
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



Median Closed Sales Price For Current Month Listings

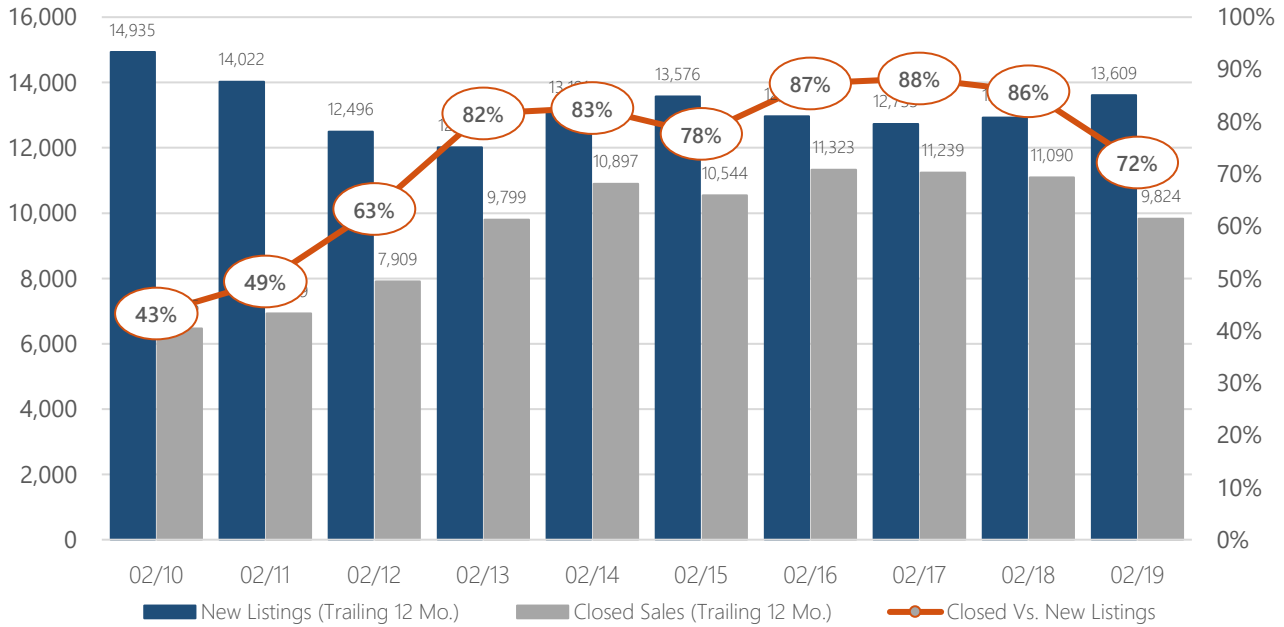


Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

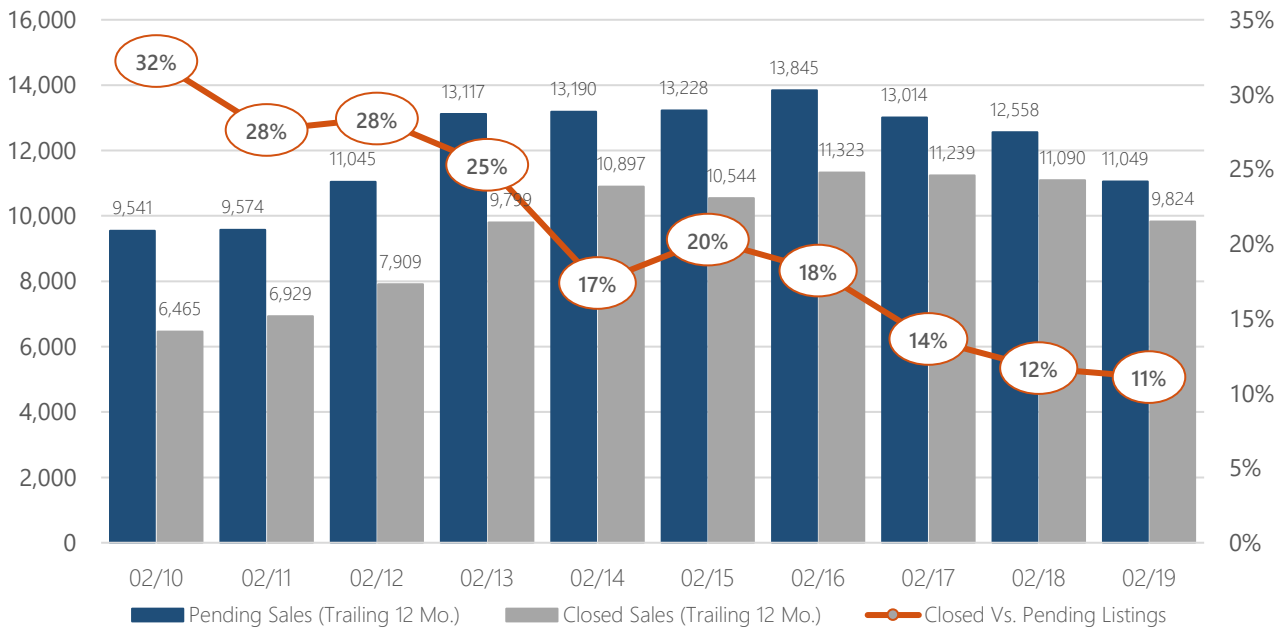
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?



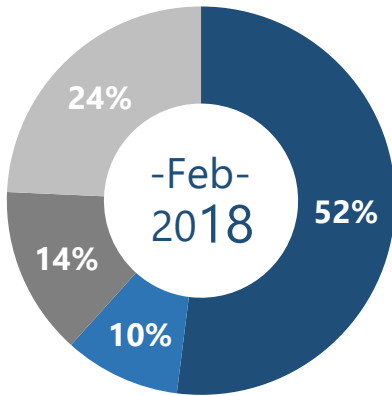
Percentage of Pending Sales that do not Close



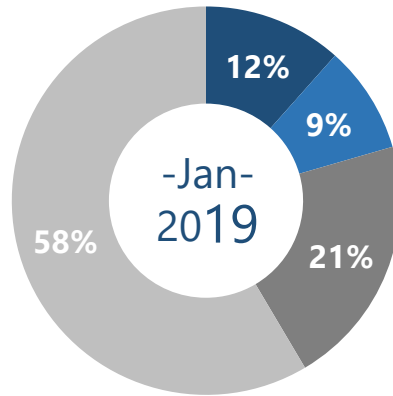
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

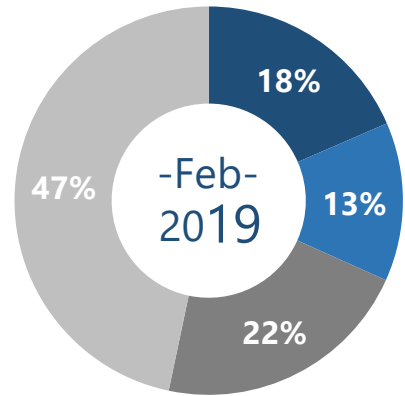
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD
ABOVE
LIST
PRICE



SOLD
AT
LIST
PRICE



SOLD
BELOW
LIST
PRICE



PRICE
CHANGE
BEFORE
SALE

FEBRUARY 2019

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	7	14	31	115
NUMBER OF SALES IN MONTH	95	68	111	240
MEDIAN DIFFERENCE FROM LIST PRICE	2%	0%	-3%	N/A

Area	Months Inventory		Area	Months Inventory	
	2018	2019		2018	2019
100	0.5	1.5	530	0.7	1.2
110	0.6	1.0	540	0.5	2.0
120	0.5	1.5	550	0.6	1.5
130	0.9	1.9	560	0.9	2.8
140	0.4	1.7	600	0.6	1.3
300	1.6	1.7	610	0.7	1.4
310	0.8	0.9	700	0.8	2.4
320	0.6	1.3	705	0.4	1.5
330	0.7	1.3	710	0.7	1.3
340	0.5	1.4	715	0.6	1.6
350	0.7	1.2	720	0.3	1.9
360	0.5	1.4	730	0.4	1.4
380	0.5	1.7	740	0.3	1.0
385	0.6	1.4	750	0.7	1.7
390	0.7	1.8	760	0.7	1.6
500	0.6	2.0	770	0.8	1.4
510	1.4	2.9	800	1.6	3.7
520	1.5	2.7			

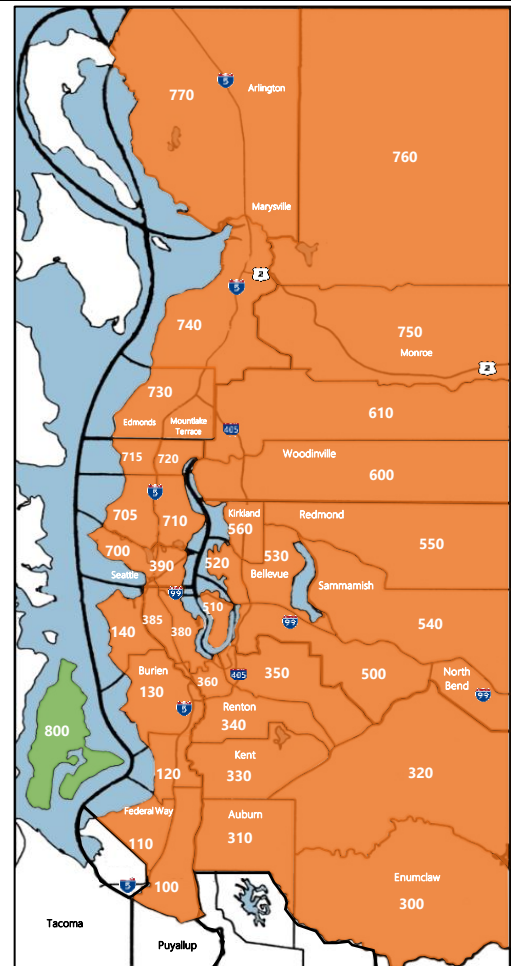


Months Supply of Inventory

• CURRENT MONTH

• KING & SNOHOMISH COUNTY

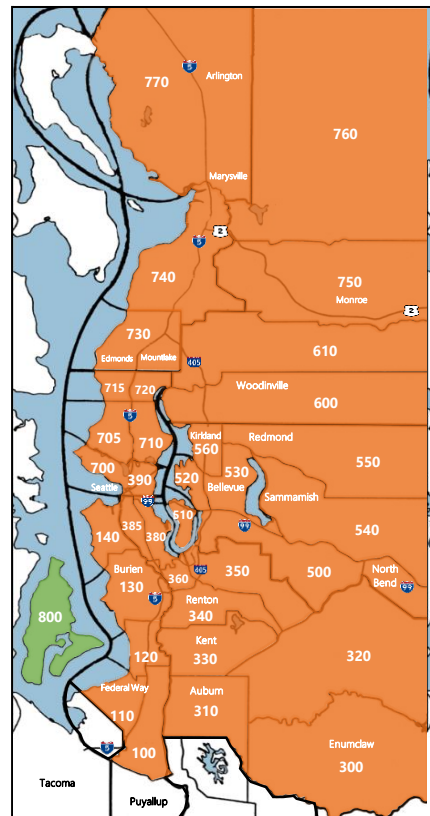
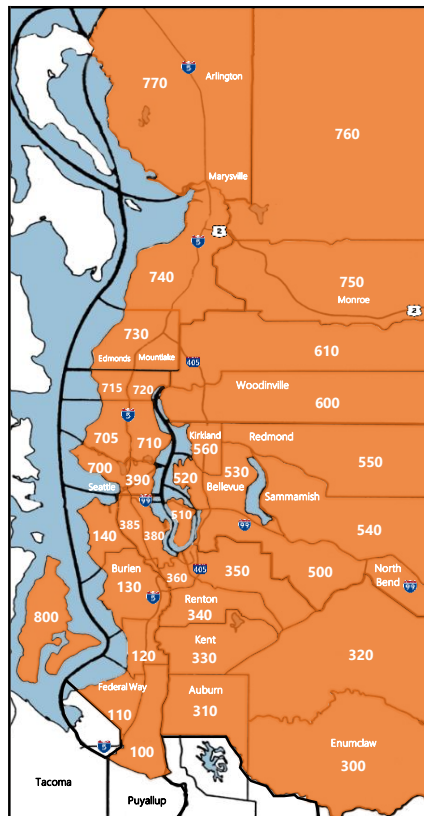
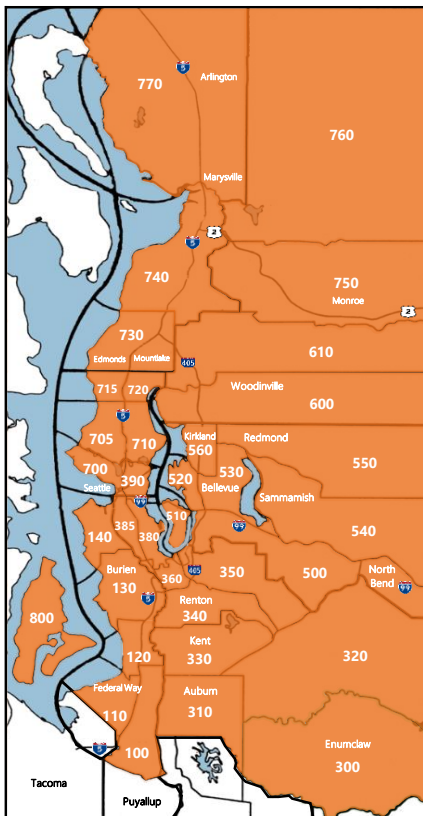
• RESIDENTIAL & CONDOMINIUM



3 YEARS AGO

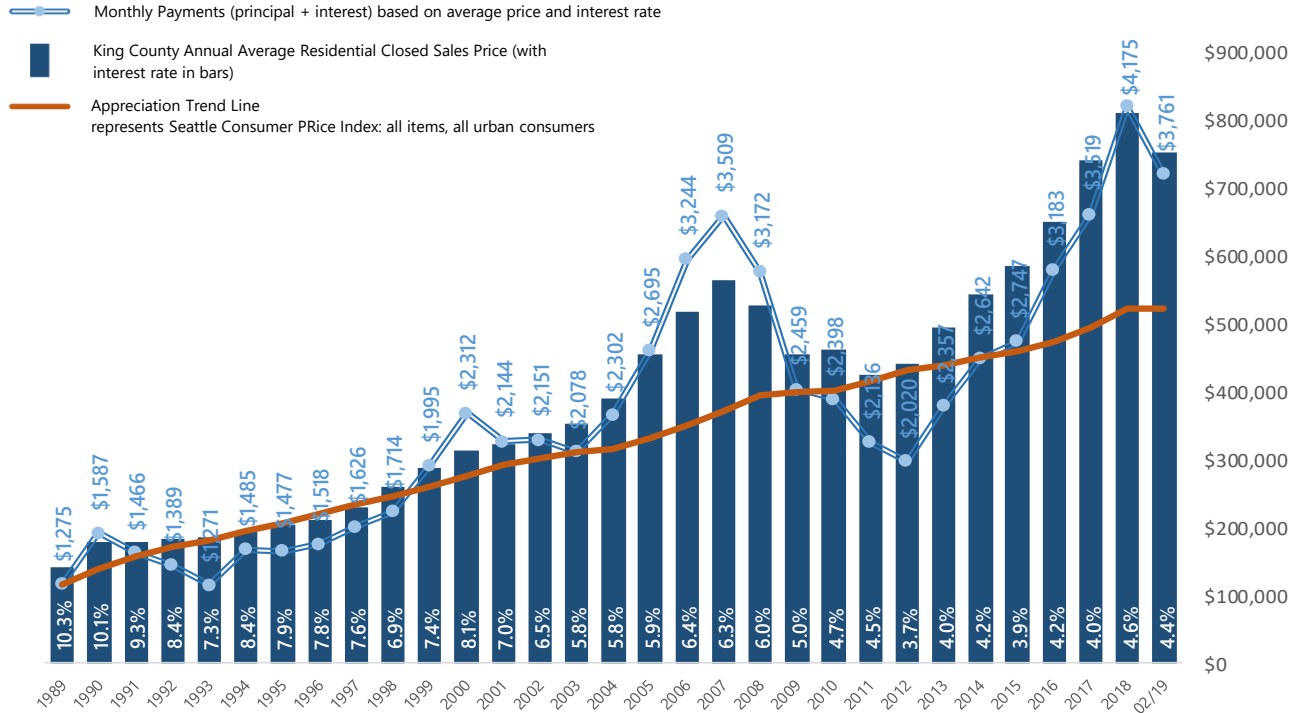
2 YEARS AGO

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 (RESIDENTIAL ONLY)



Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

The Cost of Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
February, 2019	\$768,975	4.37%	\$3,837
February, 2018	\$845,319	4.33%	\$4,198
	-\$76,344	0.04%	-\$361 Per Month -\$4,332 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%	222	43.2%
15 - 30	97.3%	98.4%	49	9.5%
31 - 60	96.6%	98.2%	72	14.0%
61 - 90	94.3%	97.3%	61	11.9%
90+	90.6%	97.7%	110	21.4%
Totals			514	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											15
\$250,000 to \$499,999	86	98											184
\$500,000 to \$749,999	101	143											244
\$750,000 to \$999,999	116	106											222
\$1,000,000 to \$1,499,999	98	102											200
\$1,500,000 to \$2,499,999	39	46											85
\$2,500,000 and above	7	15											22
Grand Total	458	514											972

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	16
\$250,000 to \$499,999	104	103	130	140	164	147	163	146	121	127	92	104	207
\$500,000 to \$749,999	123	106	166	209	219	279	244	224	201	212	177	173	229
\$750,000 to \$999,999	122	138	225	234	262	295	245	250	197	208	179	145	260
\$1,000,000 to \$1,499,999	104	111	160	189	218	289	244	223	164	182	137	135	215
\$1,500,000 to \$2,499,999	41	45	67	77	108	116	99	77	53	74	59	68	86
\$2,500,000 and above	20	15	27	38	33	49	35	37	26	25	19	24	35
Grand Total	521	527	783	897	1,012	1,181	1,039	970	771	836	668	658	1,048

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%											-6%
\$250,000 to \$499,999	-17%	-5%											-11%
\$500,000 to \$749,999	-18%	35%											7%
\$750,000 to \$999,999	-5%	-23%											-15%
\$1,000,000 to \$1,499,999	-6%	-8%											-7%
\$1,500,000 to \$2,499,999	-5%	2%											-1%
\$2,500,000 and above	-65%	0%											-37%
Grand Total	-12%	-2%											-7%

Eastside (All Areas)

Statistics To Know

Residential

	February, 2019	February, 2018	Difference	% Change
Months Supply of Inventory	1.9	0.8	1.0	124%
Active Listings at End of Month	1,001	475	526	111%
Pending Sales MTD	537	570	-33	-6%
Pending Sales (Trailing 12 Months)	8,241	9,318	-1,077	-12%
Closed Sales MTD	379	370	9	2%
Closed Sales (Trailing 12 Months)	7,317	8,173	-856	-10%
Closed Sales Price (Median)	\$900,000	\$950,000	-\$50,000	-5%
30-Year-Fixed-Rate Mortgage Rate	4.4%	4.3%	0.0%	1%
Monthly Payments (P&I)	\$4,491	\$4,718	-\$227	-5%

Condominium

	February, 2019	February, 2018	Difference	% Change
Months Supply of Inventory	1.8	0.3	1.5	452%
Active Listings at End of Month	293	68	225	331%
Pending Sales MTD	164	210	-46	-22%
Pending Sales (Trailing 12 Months)	2,808	3,240	-432	-13%
Closed Sales MTD	139	159	-20	-13%
Closed Sales (Trailing 12 Months)	2,507	2,917	-410	-14%
Closed Sales Price (Median)	\$445,000	\$457,000	-\$12,000	-3%
30-Year-Fixed-Rate Mortgage Rate	4.4%	4.3%	0.0%	1%
Monthly Payments (P&I)	\$2,221	\$2,270	-\$49	-2%

Residential & Condominium

	February, 2019	February, 2018	Difference	% Change
Months Supply of Inventory	1.8	0.7	1.1	165%
Active Listings at End of Month	1,294	543	751	138%
Pending Sales MTD	701	780	-79	-10%
Pending Sales (Trailing 12 Months)	11,049	12,558	-1,509	-12%
Closed Sales MTD	518	529	-11	-2%
Closed Sales (Trailing 12 Months)	9,824	11,090	-1,266	-11%
Closed Sales Price (Median)	\$768,975	\$845,319	-\$76,344	-9%
30-Year-Fixed-Rate Mortgage Rates	4.4%	4.3%	0.0%	1%
Monthly Payments (P&I)	\$3,837	\$4,198	-\$361	-9%

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											138%	1,280	AVG	149%
New Listings Taken in Month	821	774											-10%	1,595	YTD	3%
# of Pending Transactions	699	701											-10%	1,400	YTD	-1%
Months Supply of Inventory	1.8	1.8											165%	1.8	AVG	151%
# of Closed Sales	461	518											-2%	979	YTD	-7%
Median Closed Price	800,000	768,975											-9%	784,794	WA	-4%
2018																
Active Listings (EOM)	485	543	698	874	1,230	1,527	1,702	1,960	2,161	2,016	1,669	1,213	1%	514	AVG	-4%
New Listings Taken in Month	697	857	1,325	1,299	1,806	1,619	1,356	1,339	1,315	999	633	323	3%	1,554	YTD	5%
# of Pending Transactions	636	780	1,136	1,089	1,367	1,228	1,016	955	857	828	693	480	3%	1,416	YTD	-2%
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	-2%	0.7	AVG	-3%
# of Closed Sales	520	529	785	904	1,021	1,185	1,041	971	769	842	671	656	5%	1,049	YTD	-3%
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	22%	816,935	WA	17%
2017																
Active Listings (EOM)	538	536	735	746	880	1,044	1,158	1,071	1,155	954	679	415	-32%	537	AVG	-30%
New Listings Taken in Month	725	754	1,268	1,199	1,521	1,578	1,421	1,280	1,179	960	627	336	-19%	1,479	YTD	-12%
# of Pending Transactions	684	755	1,084	1,170	1,376	1,367	1,292	1,302	1,093	1,078	842	538	-22%	1,439	YTD	-16%
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	-13%	0.7	AVG	-17%
# of Closed Sales	575	502	772	828	1,072	1,225	1,114	1,222	1,065	1,015	900	828	-8%	1,077	YTD	-2%
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	10%	696,270	WA	14%
2016																
Active Listings (EOM)	742	788	932	1,123	1,130	1,341	1,493	1,371	1,352	1,059	756	530	-36%	765	AVG	-36%
New Listings Taken in Month	759	929	1,301	1,403	1,405	1,631	1,403	1,195	1,191	823	553	349	-10%	1,688	YTD	-7%
# of Pending Transactions	749	967	1,176	1,251	1,451	1,412	1,267	1,275	1,214	1,137	851	541	-6%	1,716	YTD	-7%
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	-32%	0.9	AVG	-30%
# of Closed Sales	551	543	801	937	1,030	1,247	1,183	1,160	1,013	1,051	950	790	-5%	1,094	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	17%	608,333	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	-2%	1,191	AVG	-3%
	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	14%	1,812	YTD	7%
	# of Pending Transactions	825	1,030	1,351	1,386	1,481	1,471	1,383	1,303	1,208	1,111	869	566	18%	1,855	YTD	6%
	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	-17%	1.3	AVG	-8%
	# of Closed Sales	550	569	881	970	1,087	1,268	1,230	1,144	1,053	995	753	848	6%	1,119	YTD	4%
	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	12%	545,021	WA	11%
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	0%	1,230	AVG	-2%
	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	-7%	1,696	YTD	-10%
	# of Pending Transactions	867	876	1,186	1,309	1,401	1,315	1,262	1,157	1,123	1,070	879	671	-16%	1,743	YTD	-12%
	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	20%	1.4	AVG	11%
	# of Closed Sales	543	537	730	879	1,020	1,053	1,180	1,057	960	946	762	838	-11%	1,080	YTD	-12%
	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	7%	488,830	WA	10%
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	-48%	1,261	AVG	-49%
	New Listings Taken in Month	912	972	1,162	1,333	1,526	1,451	1,470	1,399	1,105	961	650	438	3%	1,884	YTD	5%
	# of Pending Transactions	944	1,047	1,229	1,319	1,386	1,338	1,328	1,263	1,062	1,091	830	601	3%	1,991	YTD	9%
	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	-49%	1.3	AVG	-54%
	# of Closed Sales	619	605	823	909	1,077	1,069	1,153	1,172	1,007	978	807	822	17%	1,224	YTD	21%
	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	25%	444,568	WA	17%
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	-29%	2,463	AVG	-27%
	New Listings Taken in Month	851	943	1,187	1,249	1,264	1,225	1,152	1,141	947	864	634	465	-5%	1,794	YTD	-11%
	# of Pending Transactions	805	1,015	1,304	1,232	1,303	1,194	1,151	1,126	1,060	1,202	855	699	21%	1,820	YTD	18%
	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	-41%	2.7	AVG	-38%
	# of Closed Sales	496	519	715	786	873	948	940	994	844	873	801	801	19%	1,015	YTD	17%
	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	-16%	380,502	WA	-12%
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	-14%	3,387	AVG	-12%
	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	-24%	2,027	YTD	-27%
	# of Pending Transactions	700	838	994	1,002	1,045	995	1,015	959	873	911	804	627	0%	1,538	YTD	-1%
	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	-14%	4.4	AVG	-10%
	# of Closed Sales	435	435	623	655	734	808	724	786	703	588	669	604	6%	870	YTD	10%
	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	-2%	430,000	WA	-3%
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	-17%	3,843	AVG	-16%
	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	12%	2,765	YTD	8%
	# of Pending Transactions	723	835	1,106	1,187	751	749	734	738	713	742	718	598	94%	1,558	YTD	81%
	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	-57%	4.9	AVG	-53%
	# of Closed Sales	379	409	669	689	678	805	580	595	496	519	416	612	54%	788	YTD	57%
	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	1%	441,282	WA	0%

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