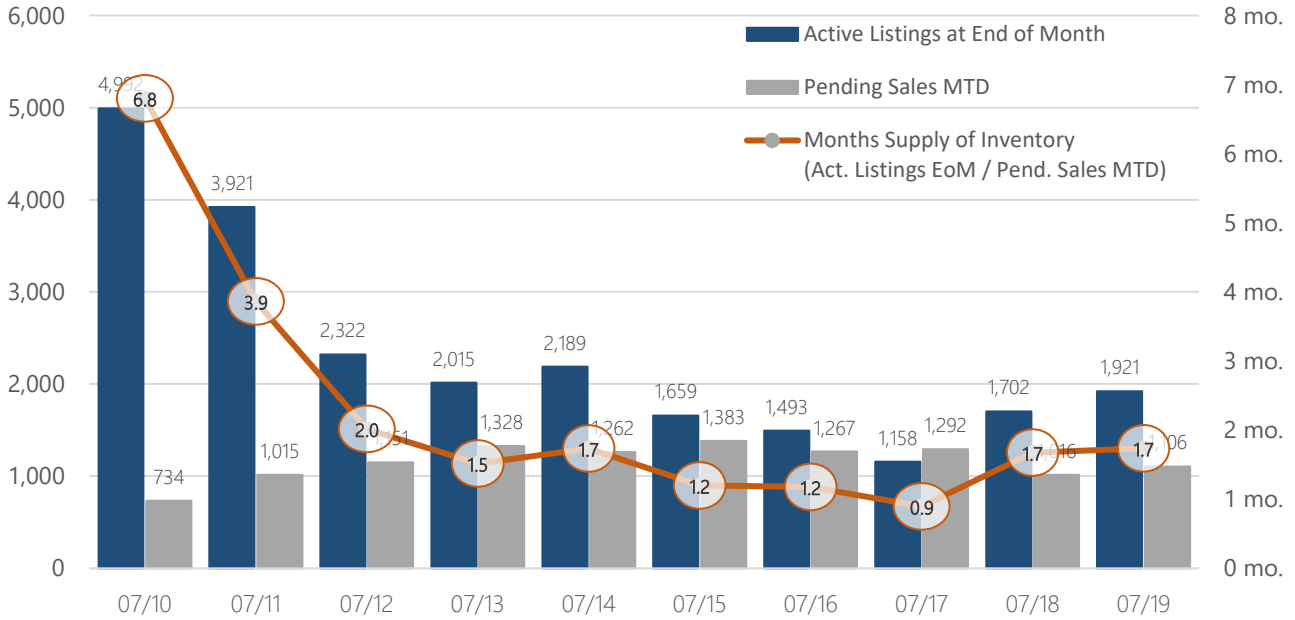
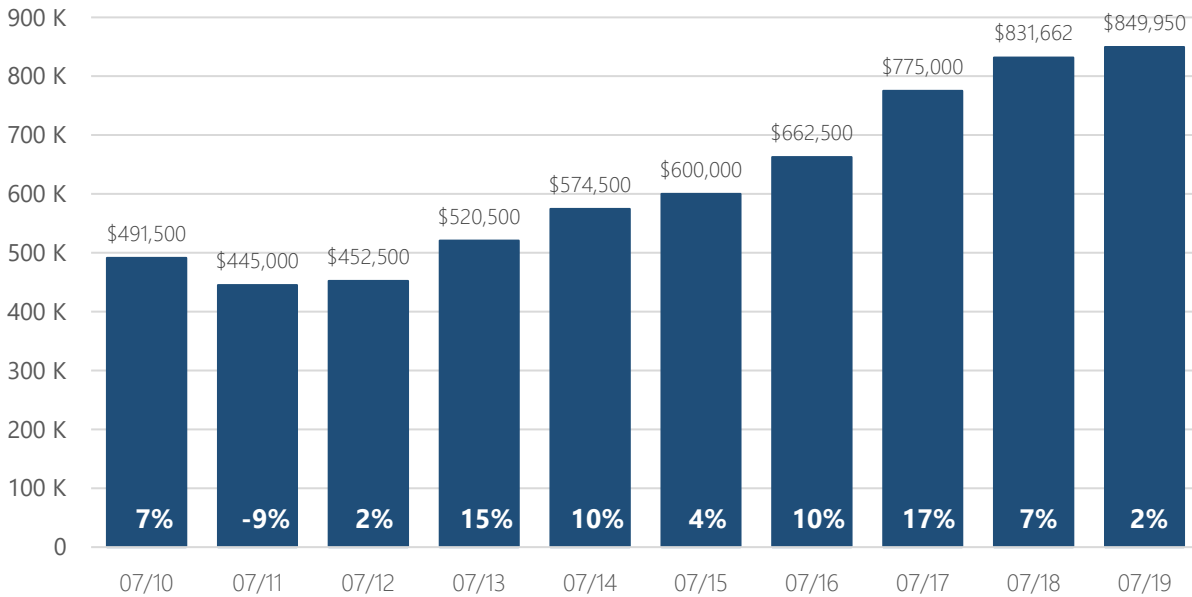


**Eastside (All Areas)**  
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



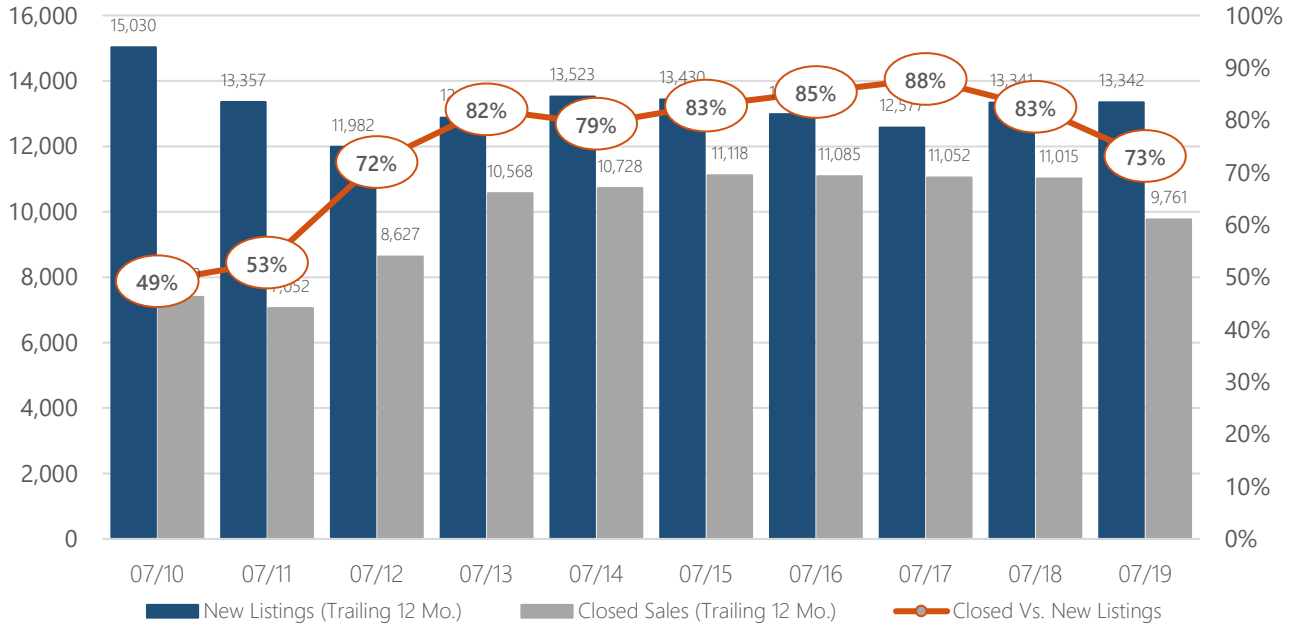
Median Closed Sales Price For Current Month Listings



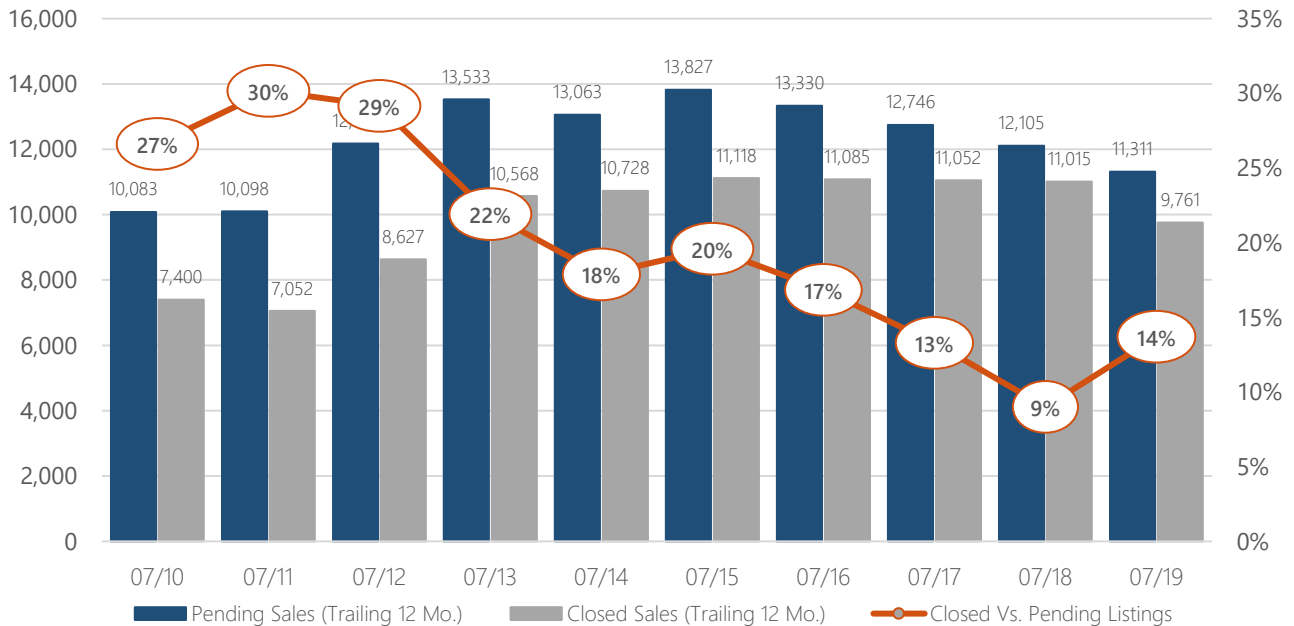
Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

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

What Are The Odds of Selling?



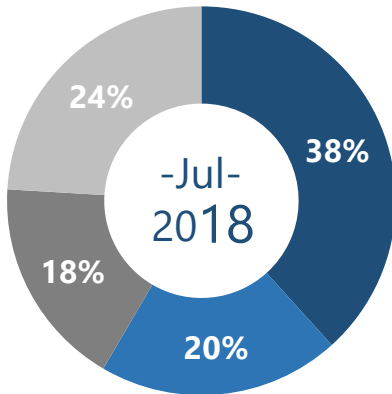
Percentage of Pending Sales that do not Close



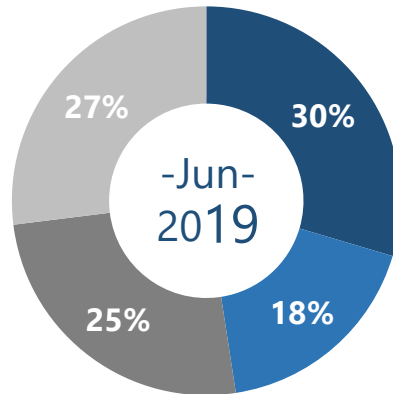
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

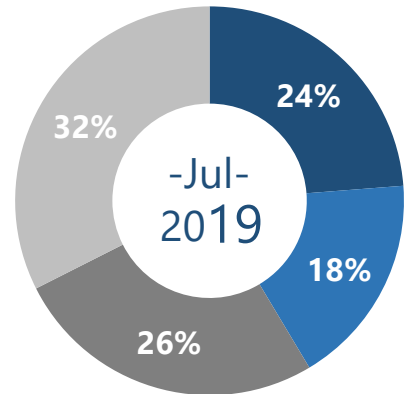
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



**SOLD  
ABOVE  
LIST  
PRICE**



**SOLD  
AT  
LIST  
PRICE**



**SOLD  
BELOW  
LIST  
PRICE**



**PRICE  
CHANGE  
BEFORE  
SALE**

JULY 2019

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	5	12	23	73
NUMBER OF SALES IN MONTH	▶	241	179	265	329
MEDIAN DIFFERENCE FROM LIST PRICE	▶	2%	0%	-2%	N/A

Area	Months Inventory		Area	Months Inventory	
	2018	2019		2018	2019
100	1.6	1.0	530	1.1	1.2
110	1.4	0.8	540	1.7	1.8
120	1.5	1.2	550	1.4	1.5
130	1.3	1.8	560	1.8	1.5
140	1.3	1.5	600	1.4	1.6
300	1.3	1.5	610	1.3	1.5
310	1.4	1.0	700	1.9	1.9
320	1.7	1.1	705	1.1	1.4
330	1.3	1.2	710	1.4	1.6
340	1.5	1.2	715	2.1	1.6
350	1.9	1.7	720	1.5	1.2
360	1.5	1.3	730	1.2	1.2
380	1.2	2.5	740	1.2	1.2
385	1.5	2.0	750	1.5	1.4
390	1.4	2.2	760	1.2	1.3
500	2.0	1.9	770	1.3	1.2
510	2.5	2.8	800	2.2	1.9
520	3.1	3.0			

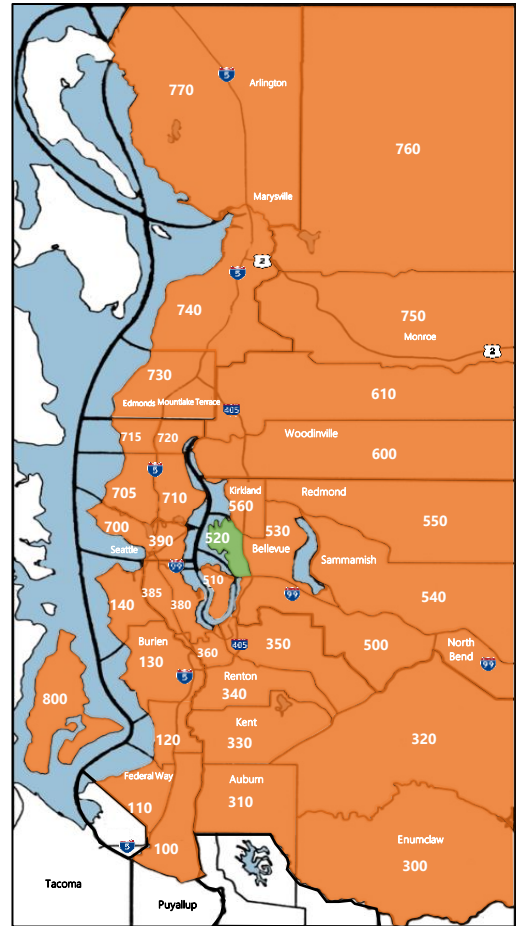
0 - 3   
 3 - 6   
 6+  
 SELLER'S ADVANTAGE    BALANCED ADVANTAGE    BUYER'S ADVANTAGE

Months Supply of Inventory

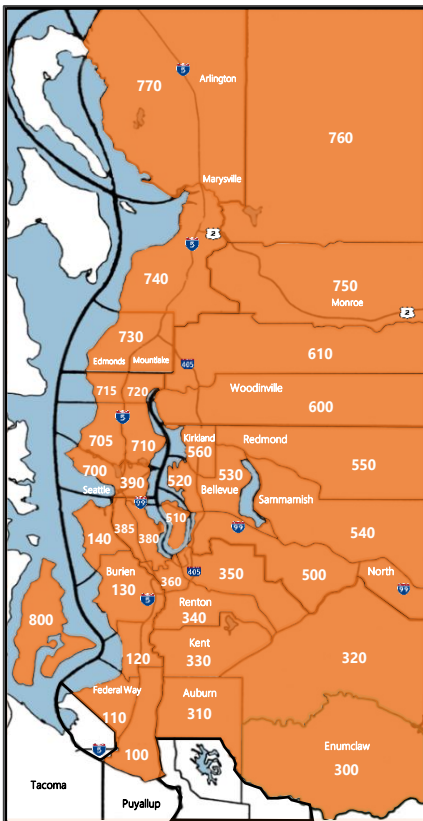
**CURRENT MONTH**

KING & SNOHOMISH COUNTY

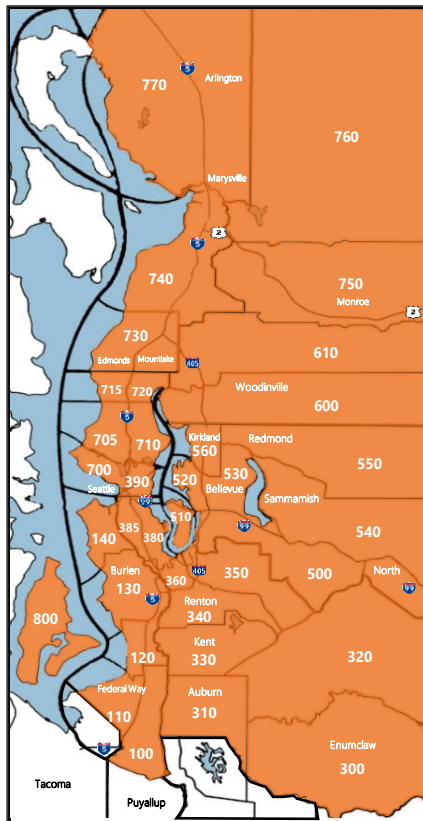
RESIDENTIAL & CONDOMINIUM



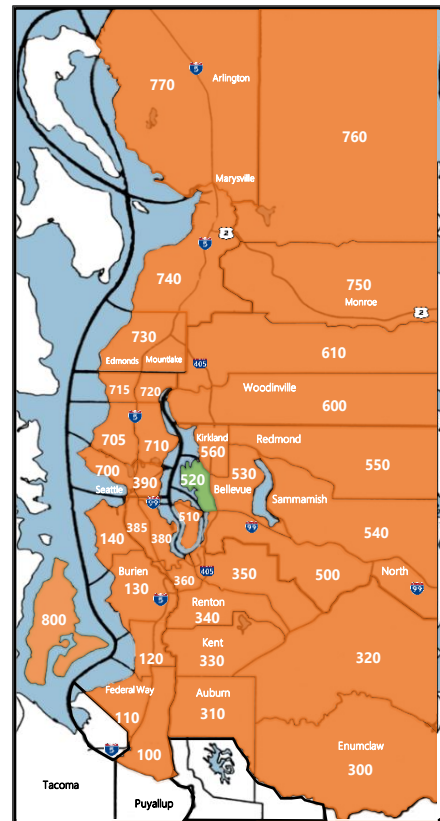
3 YEARS AGO



2 YEARS AGO

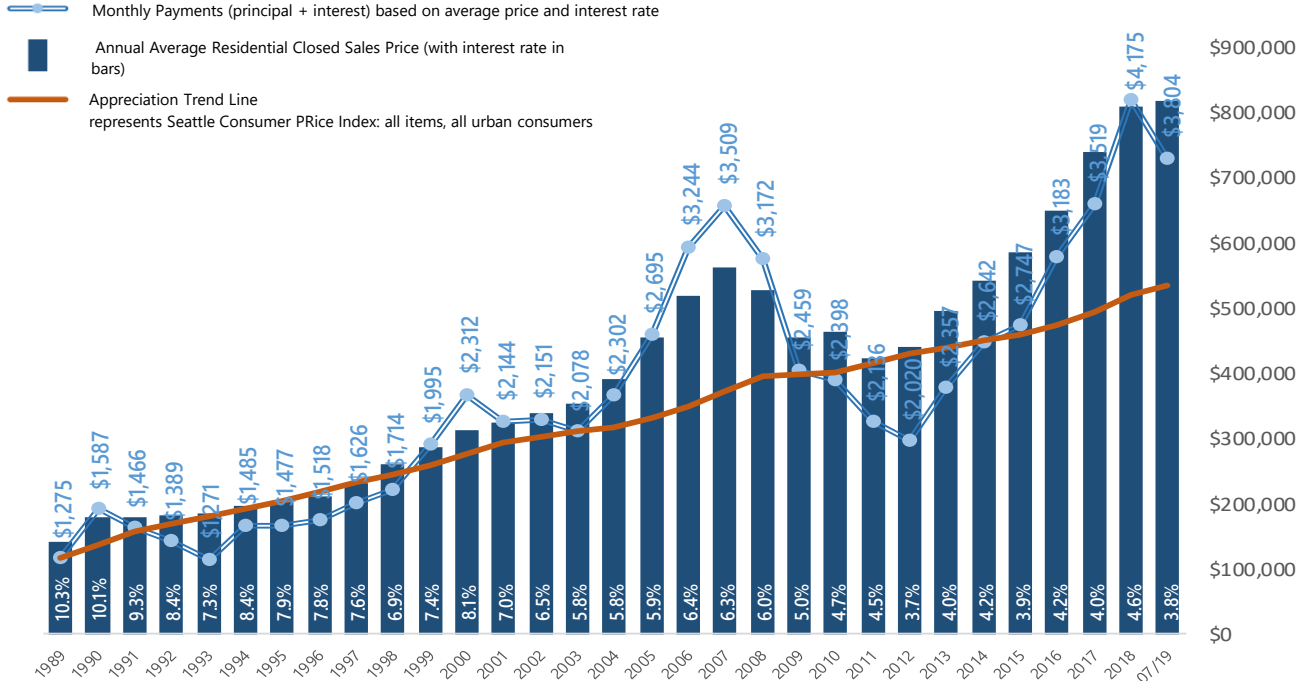


1 YEAR AGO



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



### Eastside (All Areas)

#### RESIDENTIAL & CONDOMINIUM

#### The Cost of Waiting a Year

0	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
July, 2019	\$849,950	3.77%	\$3,946
July, 2018	\$831,662	4.53%	\$4,229
	<b>\$18,288</b>	<b>-0.76%</b>	<b>-\$283</b> Per Month <b>-\$3,394</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	100.0%	100.0%	548	54.0%
15 - 30	97.3%	98.6%	176	17.4%
31 - 60	95.9%	98.4%	172	17.0%
61 - 90	94.6%	98.5%	56	5.5%
90+	92.9%	98.3%	62	6.1%
Totals			1014	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	8	16	11	7	11						<b>68</b>
\$250,000 to \$499,999	86	98	108	150	169	128	137						<b>876</b>
\$500,000 to \$749,999	101	143	172	230	291	231	240						<b>1,408</b>
\$750,000 to \$999,999	116	106	181	207	277	299	266						<b>1,452</b>
\$1,000,000 to \$1,499,999	98	102	158	173	242	248	219						<b>1,240</b>
\$1,500,000 to \$2,499,999	39	46	65	86	104	101	101						<b>542</b>
\$2,500,000 and above	7	15	28	29	42	54	40						<b>215</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>5,801</b>

**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	<b>57</b>
\$250,000 to \$499,999	104	103	130	140	164	147	163	146	121	127	92	104	<b>951</b>
\$500,000 to \$749,999	123	106	166	209	219	279	244	224	201	212	177	173	<b>1,346</b>
\$750,000 to \$999,999	122	138	225	234	262	295	245	250	197	208	179	145	<b>1,521</b>
\$1,000,000 to \$1,499,999	104	111	160	189	218	289	244	223	164	182	137	135	<b>1,315</b>
\$1,500,000 to \$2,499,999	41	45	67	77	108	116	99	77	53	74	59	68	<b>553</b>
\$2,500,000 and above	20	15	27	38	33	49	35	37	26	25	19	24	<b>217</b>
<b>Grand Total</b>	<b>521</b>	<b>527</b>	<b>783</b>	<b>897</b>	<b>1,012</b>	<b>1,181</b>	<b>1,039</b>	<b>970</b>	<b>771</b>	<b>836</b>	<b>668</b>	<b>658</b>	<b>5,960</b>

**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%	0%	60%	37%	17%	22%						19%
\$250,000 to \$499,999	-17%	-5%	-17%	7%	3%	-13%	-16%						-8%
\$500,000 to \$749,999	-18%	35%	4%	10%	33%	-17%	-2%						5%
\$750,000 to \$999,999	-5%	-23%	-20%	-12%	6%	1%	9%						-5%
\$1,000,000 to \$1,499,999	-6%	-8%	-1%	-8%	11%	-14%	-10%						-6%
\$1,500,000 to \$2,499,999	-5%	2%	-3%	12%	-4%	-13%	2%						-2%
\$2,500,000 and above	-65%	0%	4%	-24%	27%	10%	14%						-1%
<b>Grand Total</b>	<b>-12%</b>	<b>-2%</b>	<b>-8%</b>	<b>-1%</b>	<b>12%</b>	<b>-10%</b>	<b>-2%</b>						<b>-3%</b>

## Eastside (All Areas)

### Statistics To Know

### Residential

	June, 2019	June, 2018	Difference	% Change
Months Supply of Inventory	1.8	1.8	0.1	4%
Active Listings at End of Month	1,531	1,378	153	11%
Pending Sales MTD	833	776	57	7%
Pending Sales (Trailing 12 Months)	8,468	8,991	-523	-6%
Closed Sales MTD	803	798	5	1%
Closed Sales (Trailing 12 Months)	7,340	8,138	-798	-10%
Closed Sales Price (Median)	\$925,000	\$947,500	-\$22,500	-2%
30-Year-Fixed-Rate Mortgage Rate	3.8%	4.5%	-0.8%	-17%
Monthly Payments (P&I)	\$4,294	\$4,818	-\$523	-11%

### Condominium

	June, 2019	June, 2018	Difference	% Change
Months Supply of Inventory	1.4	1.4	0.1	6%
Active Listings at End of Month	390	324	66	20%
Pending Sales MTD	273	240	33	14%
Pending Sales (Trailing 12 Months)	2,843	3,114	-271	-9%
Closed Sales MTD	218	243	-25	-10%
Closed Sales (Trailing 12 Months)	2,421	2,877	-456	-16%
Closed Sales Price (Median)	\$462,000	\$455,000	\$7,000	2%
30-Year-Fixed-Rate Mortgage Rate	3.8%	4.5%	-0.8%	-17%
Monthly Payments (P&I)	\$2,145	\$2,314	-\$169	-7%

### Residential & Condominium

	June, 2019	June, 2018	Difference	% Change
Months Supply of Inventory	1.7	1.7	0.1	4%
Active Listings at End of Month	1,921	1,702	219	13%
Pending Sales MTD	1,106	1,016	90	9%
Pending Sales (Trailing 12 Months)	11,311	12,105	-794	-7%
Closed Sales MTD	1,021	1,041	-20	-2%
Closed Sales (Trailing 12 Months)	9,761	11,015	-1,254	-11%
Closed Sales Price (Median)	\$849,950	\$831,662	\$18,288	2%
30-Year-Fixed-Rate Mortgage Rates	3.8%	4.5%	-0.8%	-17%
Monthly Payments (P&I)	\$3,946	\$4,229	-\$283	-7%

## Eastside (All Areas) RESIDENTIAL & CONDOMINIUM

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change	
<b>2019</b>																	
Active Listings (EOM)	1,265	1,294	1,502	1,564	1,942	2,022	1,921							13%	1,644	AVG	63%
New Listings Taken in Month	821	774	1,433	1,405	1,764	1,376	1,160							-14%	8,733	YTD	-3%
# of Pending Transactions	699	701	1,206	1,330	1,309	1,147	1,106							9%	7,498	YTD	3%
Months Supply of Inventory	1.8	1.8	1.2	1.2	1.5	1.8	1.7							4%	1.6	AVG	65%
# of Closed Sales	461	518	726	892	1,162	1,072	1,021							-2%	5,852	YTD	-2%
Median Closed Price	800,000	768,975	825,000	819,500	824,450	875,000	849,950							2%	824,464	WA	-1%
<b>2018</b>																	
Active Listings (EOM)	485	543	698	874	1,230	1,527	1,702	1,960	2,161	2,016	1,669	1,213	47%	1,008	AVG	25%	
New Listings Taken in Month	697	857	1,325	1,299	1,806	1,619	1,356	1,339	1,315	999	633	323	-21%	8,959	YTD	6%	
# of Pending Transactions	636	780	1,136	1,089	1,367	1,228	1,016	955	857	828	693	480	-21%	7,252	YTD	-6%	
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	87%	1.0	AVG	31%	
# of Closed Sales	520	529	785	904	1,021	1,185	1,041	971	769	842	671	656	-7%	5,985	YTD	-2%	
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	7%	836,333	WA	12%	
<b>2017</b>																	
Active Listings (EOM)	538	536	735	746	880	1,044	1,158	1,071	1,155	954	679	415	-22%	805	AVG	-25%	
New Listings Taken in Month	725	754	1,268	1,199	1,521	1,578	1,421	1,280	1,179	960	627	336	1%	8,466	YTD	-4%	
# of Pending Transactions	684	755	1,084	1,170	1,376	1,367	1,292	1,302	1,093	1,078	842	538	2%	7,728	YTD	-7%	
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	-24%	0.7	AVG	-20%	
# of Closed Sales	575	502	772	828	1,072	1,225	1,114	1,222	1,065	1,015	900	828	-6%	6,088	YTD	-3%	
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	17%	745,844	WA	17%	
<b>2016</b>																	
Active Listings (EOM)	742	788	932	1,123	1,130	1,341	1,493	1,371	1,352	1,059	756	530	-10%	1,078	AVG	-24%	
New Listings Taken in Month	759	929	1,301	1,403	1,405	1,631	1,403	1,195	1,191	823	553	349	3%	8,831	YTD	-1%	
# of Pending Transactions	749	967	1,176	1,251	1,451	1,412	1,267	1,275	1,214	1,137	851	541	-8%	8,273	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	-2%	0.9	AVG	-19%	
# of Closed Sales	551	543	801	937	1,030	1,247	1,183	1,160	1,013	1,051	950	790	-4%	6,292	YTD	-4%	
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	10%	635,706	WA	11%	

### 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	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	-24%	1,420	AVG	-12%
	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	-11%	8,940	YTD	0%
	# of Pending Transactions	825	1,030	1,351	1,386	1,481	1,471	1,383	1,303	1,208	1,111	869	566	10%	8,927	YTD	9%
	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	-31%	1.1	AVG	-18%
	# of Closed Sales	550	569	881	970	1,087	1,268	1,230	1,144	1,053	995	753	848	4%	6,555	YTD	10%
	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	4%	571,185	WA	9%
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	9%	1,612	AVG	5%
	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	5%	8,970	YTD	2%
	# of Pending Transactions	867	876	1,186	1,309	1,401	1,315	1,262	1,157	1,123	1,070	879	671	-5%	8,216	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	14%	1.4	AVG	10%
	# of Closed Sales	543	537	730	879	1,020	1,053	1,180	1,057	960	946	762	838	2%	5,942	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	10%	524,445	WA	8%
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	-13%	1,537	AVG	-35%
	New Listings Taken in Month	912	972	1,162	1,333	1,526	1,451	1,470	1,399	1,105	961	650	438	28%	8,826	YTD	12%
	# of Pending Transactions	944	1,047	1,229	1,319	1,386	1,338	1,328	1,263	1,062	1,091	830	601	15%	8,591	YTD	7%
	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	-25%	1.3	AVG	-41%
	# of Closed Sales	619	605	823	909	1,077	1,069	1,153	1,172	1,007	978	807	822	23%	6,255	YTD	19%
	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	15%	486,500	WA	15%
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	-41%	2,366	AVG	-36%
	New Listings Taken in Month	851	943	1,187	1,249	1,264	1,225	1,152	1,141	947	864	634	465	-8%	7,871	YTD	-9%
	# of Pending Transactions	805	1,015	1,304	1,232	1,303	1,194	1,151	1,126	1,060	1,202	855	699	13%	8,004	YTD	21%
	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	-48%	2.1	AVG	-46%
	# of Closed Sales	496	519	715	786	873	948	940	994	844	873	801	801	30%	5,277	YTD	20%
	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	2%	422,250	WA	-3%
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	-21%	3,674	AVG	-16%
	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	-13%	8,618	YTD	-14%
	# of Pending Transactions	700	838	994	1,002	1,045	995	1,015	959	873	911	804	627	38%	6,589	YTD	8%
	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	-43%	3.9	AVG	-24%
	# of Closed Sales	435	435	623	655	734	808	724	786	703	588	669	604	25%	4,414	YTD	5%
	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	-9%	434,333	WA	-4%
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	-4%	4,363	AVG	-12%
	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	-1%	10,021	YTD	3%
	# of Pending Transactions	723	835	1,106	1,187	751	749	734	738	713	742	718	598	-16%	6,085	YTD	26%
	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	14%	5.2	AVG	-32%
	# of Closed Sales	379	409	669	689	678	805	580	595	496	519	416	612	-15%	4,209	YTD	41%
	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%	453,658	WA	1%

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**