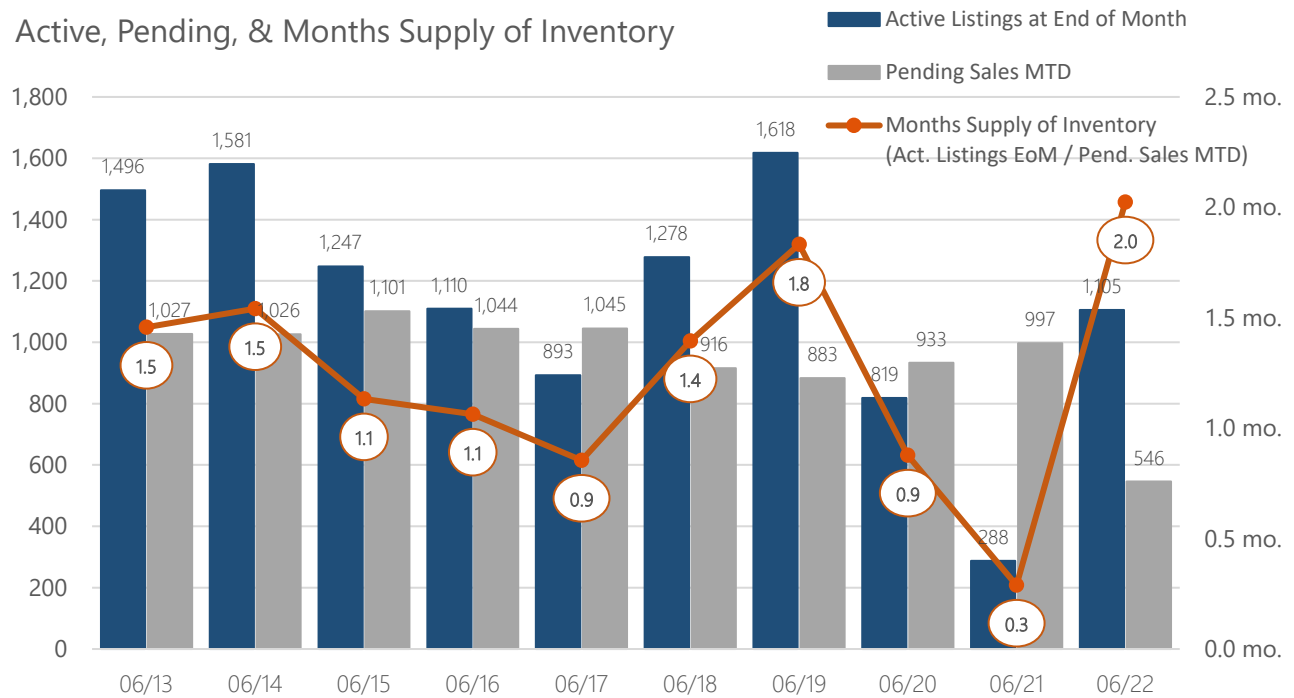


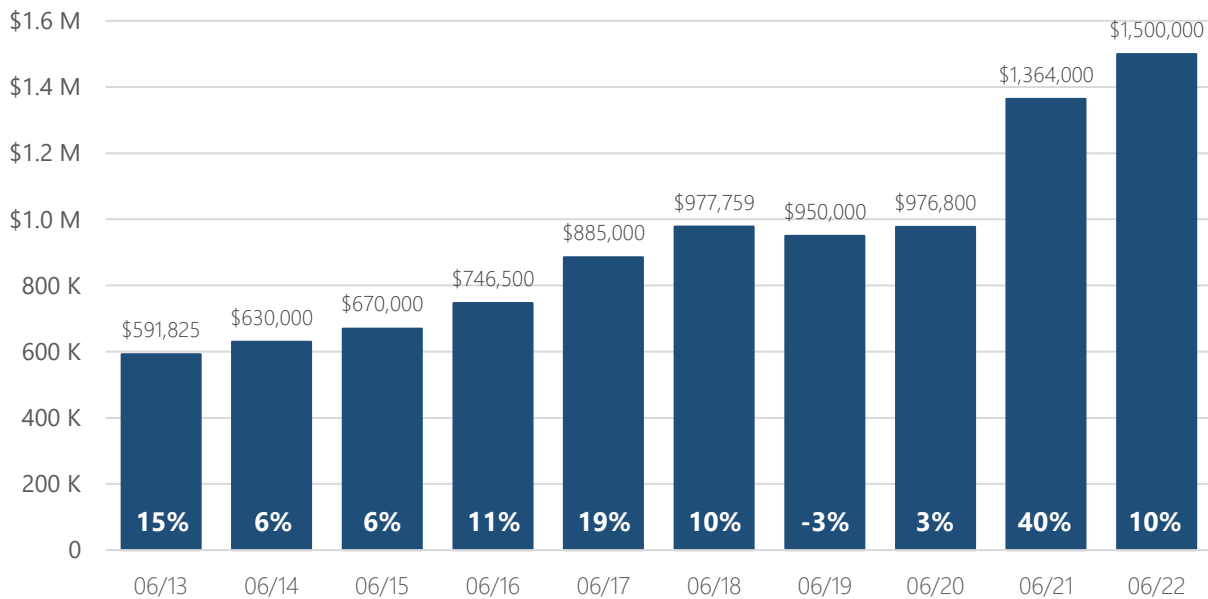
### Eastside (All Areas)

#### RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



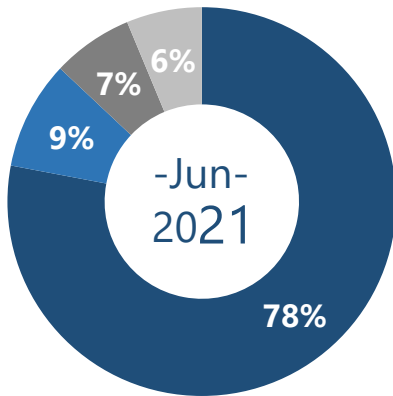
Median Closed Sales Price For Current Month Sold Properties



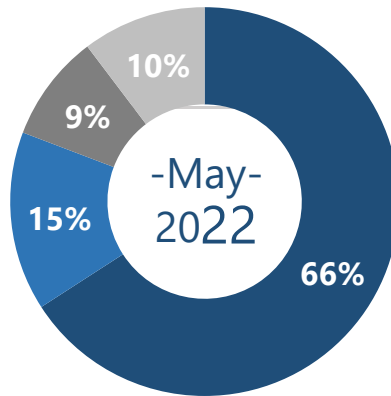
Eastside (All Areas)

RESIDENTIAL ONLY

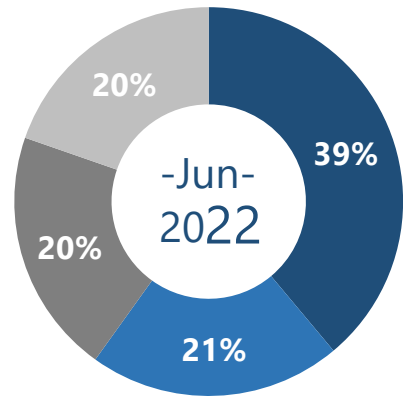
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

JUNE 2022

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	5	6	12	25
NUMBER OF SALES IN MONTH	263	142	138	133
MEDIAN DIFFERENCE FROM LIST PRICE	6%	0%	-4%	N/A

Eastside (All Areas)

RESIDENTIAL ONLY

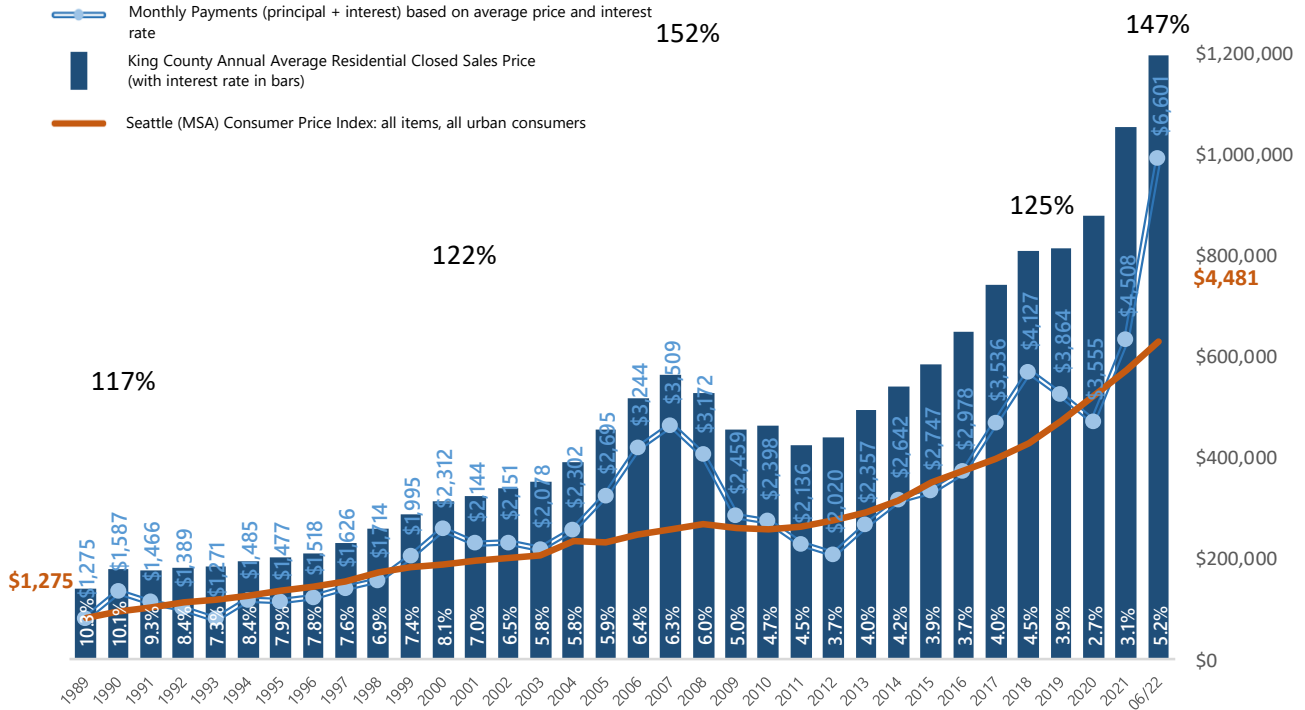
Sales Price to List Price  
based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	556	82.2%
15 - 30	93.2%	97.6%	88	13.0%
31 - 60	92.3%	95.8%	26	3.8%
61 - 90	96.8%	96.8%	4	0.6%
90+	111.2%	100.8%	2	0.3%
Totals			676	100.0%

The Cost of  
Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
June, 2022	\$1,500,000	5.23%	\$8,264
June, 2021	\$1,364,000	2.98%	\$5,736
	<b>\$136,000</b>	<b>2.25%</b>	<b>\$2,529</b> Per Month
			<b>\$30,342</b> Per Year

# Monthly Payments Compared to Inflation Trendline King County



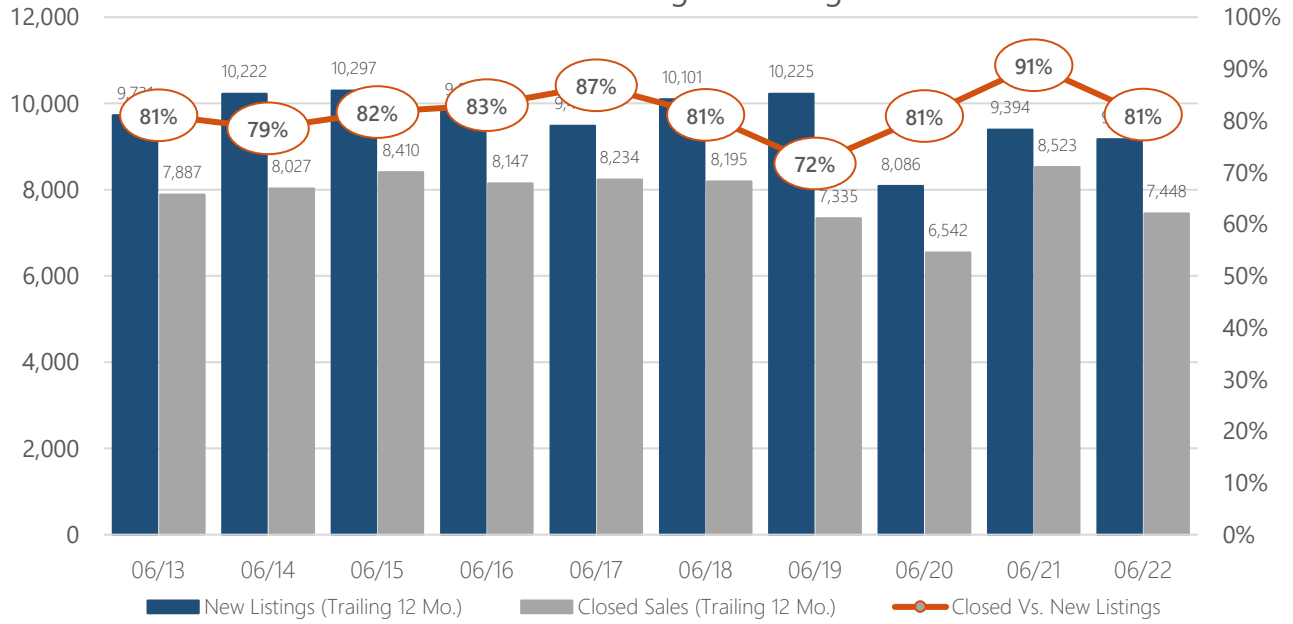
<p><b>A</b></p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p><b>B</b></p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p><b>C</b></p>	<p>Median Household Income Estimates by County: 1989 to 2019 and Projection for 2020, 2021 &amp; 2022</p>	<p>Payments tend to rise above the County Median Household Income Line and then return to it.</p>
<p><b>D</b></p>	<p>Monthly payments divided by inflation trendline</p>	<p>Cycle peaks and current year are shown</p>

### Eastside (All Areas)

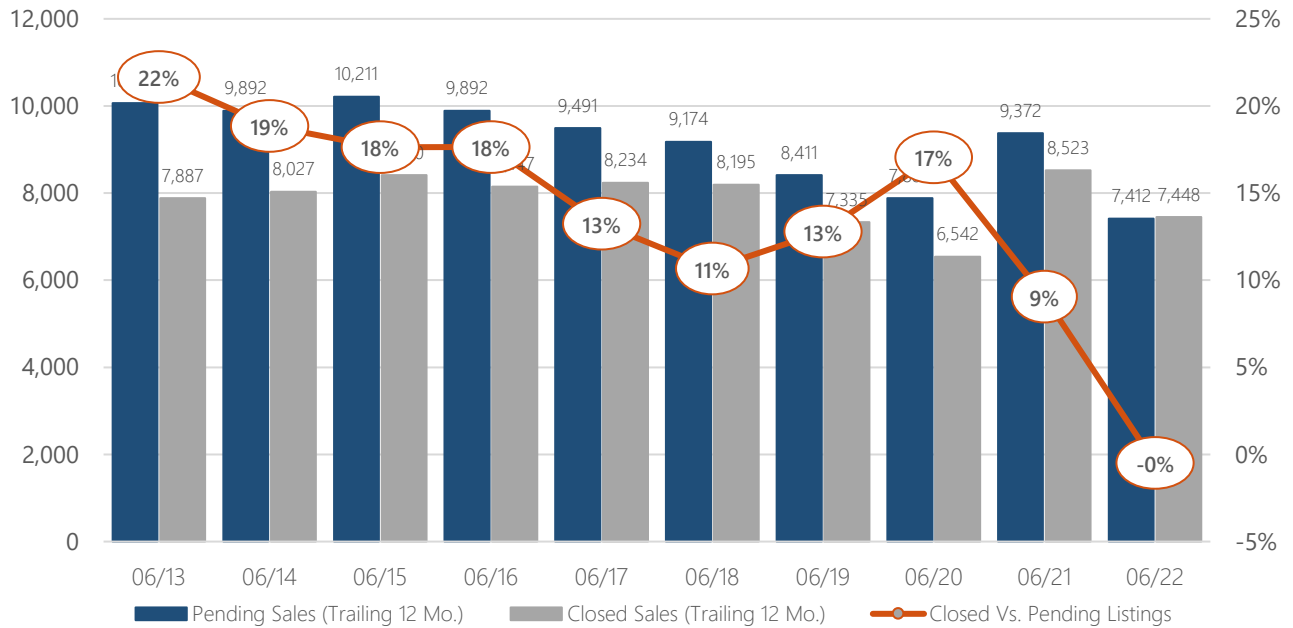
#### RESIDENTIAL ONLY

#### What Are The Odds of Selling?

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



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



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		
	2020	2021	2022		2020	2021	2022
100	0.5	0.5	2.4	530	0.8	0.2	1.7
110	0.4	0.3	1.0	540	0.7	0.3	1.9
120	0.5	0.2	1.0	550	0.7	0.3	2.8
130	0.7	0.5	1.2	560	1.1	0.3	1.7
140	0.9	0.6	0.8	600	0.7	0.3	2.0
300	0.7	0.5	1.6	610	0.5	0.3	1.5
310	0.5	0.4	1.5	700	1.0	0.7	1.9
320	0.5	0.4	1.5	701	0.0	0.0	0.0
330	0.8	0.4	1.4	705	0.8	0.5	1.0
340	0.7	0.3	1.6	710	0.6	0.4	0.8
350	0.5	0.4	2.3	715	0.6	0.4	1.2
360	0.7	0.5	1.4	720	0.5	0.5	1.4
380	0.8	0.6	1.4	730	0.5	0.4	1.3
385	1.0	0.8	1.8	740	0.5	0.3	1.5
390	1.0	0.9	1.7	750	0.7	0.3	1.7
500	0.8	0.2	2.1	760	0.6	0.4	1.6
510	1.5	0.4	1.8	770	0.6	0.3	1.5
520	3.5	0.8	2.9	800	1.3	0.3	0.6

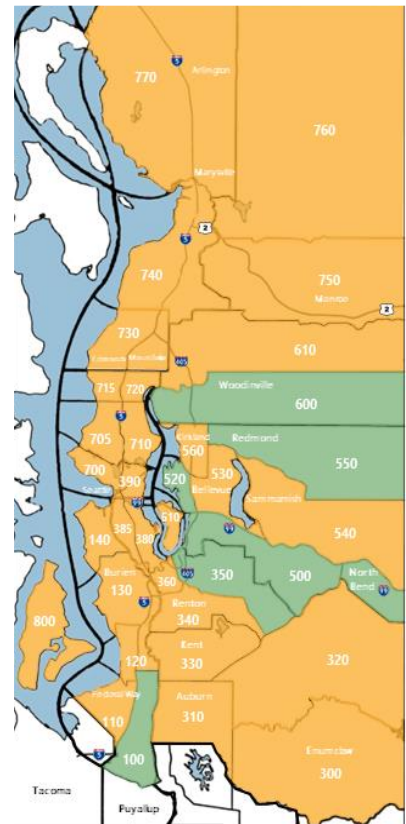
### 2 YEARS AGO



### 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 (All Areas)

### Statistics To Know

#### Residential

	June, 2022	June, 2021	Difference	% Change
Months Supply of Inventory	2.0	0.3	1.7	601%
Active Listings at End of Month	1,105	288	817	284%
Pending Sales MTD	546	997	-451	-45%
Pending Sales (Trailing 12 Months)	7,412	9,372	-1,960	-21%
Closed Sales MTD	678	921	-243	-26%
Closed Sales (Trailing 12 Months)	7,448	8,523	-1,075	-13%
Closed Sales Price (Median)	\$1,500,000	\$1,364,000	\$136,000	10%
30-Year-Fixed-Rate Mortgage Rate	5.2%	3.0%	2.3%	76%
Monthly Payments (P&I)	\$8,264	\$5,736	\$2,529	44%

#### Condominium

	June, 2022	June, 2021	Difference	% Change
Months Supply of Inventory	1.4	0.5	1.0	207%
Active Listings at End of Month	261	153	108	71%
Pending Sales MTD	184	331	-147	-44%
Pending Sales (Trailing 12 Months)	2,736	3,613	-877	-24%
Closed Sales MTD	214	310	-96	-31%
Closed Sales (Trailing 12 Months)	2,735	3,220	-485	-15%
Closed Sales Price (Median)	\$622,400	\$556,000	\$66,400	12%
30-Year-Fixed-Rate Mortgage Rate	5.2%	3.0%	2.3%	76%
Monthly Payments (P&I)	\$3,429	\$2,338	\$1,091	47%

#### Residential & Condominium

	June, 2022	June, 2021	Difference	% Change
Months Supply of Inventory	1.9	0.3	1.5	463%
Active Listings at End of Month	1,366	441	925	210%
Pending Sales MTD	730	1,328	-598	-45%
Pending Sales (Trailing 12 Months)	10,148	12,985	-2,837	-22%
Closed Sales MTD	892	1,231	-339	-28%
Closed Sales (Trailing 12 Months)	10,183	11,743	-1,560	-13%
Closed Sales Price (Median)	\$1,300,000	\$1,150,000	\$150,000	13%
30-Year-Fixed-Rate Mortgage Rates	5.2%	3.0%	2.3%	76%
Monthly Payments (P&I)	\$7,163	\$4,836	\$2,327	48%

## Eastside (All Areas) 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)	102	148	288	533	745	1,105							284%	487	AVG	95%
	New Listings Taken in Month	369	586	976	1,061	1,156	1,204							8%	5,352	YTD	7%
	# of Pending Transactions	310	508	779	752	754	546							-45%	3,649	YTD	-22%
	Months Supply of Inventory	0.3	0.3	0.4	0.7	1.0	2.0							601%	0.8	AVG	127%
	# of Closed Sales	234	252	551	678	731	678							-26%	3,124	YTD	-18%
	Median Closed Price	1,515,500	1,697,500	1,700,000	1,722,500	1,590,000	1,500,000							10%	1,625,968	WA	26%
2021	Active Listings (EOM)	219	224	216	309	239	288	350	278	282	185	100	55	-65%	249	AVG	-64%
	New Listings Taken in Month	467	577	927	1,012	922	1,116	925	852	788	598	401	258	7%	5,021	YTD	12%
	# of Pending Transactions	423	549	893	864	931	997	792	873	741	655	459	243	7%	4,657	YTD	17%
	Months Supply of Inventory	0.5	0.4	0.2	0.4	0.3	0.3	0.4	0.3	0.4	0.3	0.2	0.2	-67%	0.3	AVG	-68%
	# of Closed Sales	344	363	617	745	808	921	965	833	769	717	589	451	33%	3,798	YTD	39%
	Median Closed Price	1,149,000	1,265,000	1,350,000	1,300,000	1,298,475	1,364,000	1,330,563	1,300,000	1,310,000	1,365,000	1,428,000	1,529,500	40%	1,291,593	WA	34%
2020	Active Listings (EOM)	517	519	682	782	825	819	818	739	575	473	316	188	-49%	691	AVG	-46%
	New Listings Taken in Month	534	640	924	588	841	974	1,011	985	861	794	429	293	-8%	4,501	YTD	-23%
	# of Pending Transactions	503	625	659	480	778	933	968	1,016	975	854	544	358	6%	3,978	YTD	-17%
	Months Supply of Inventory	1.0	0.8	1.0	1.6	1.1	0.9	0.8	0.7	0.6	0.6	0.6	0.5	-52%	1.1	AVG	-34%
	# of Closed Sales	290	359	505	466	426	691	816	820	836	890	701	662	-19%	2,737	YTD	-24%
	Median Closed Price	892,003	985,000	1,035,000	936,995	945,250	976,800	1,007,521	1,050,000	1,040,000	1,050,000	1,060,000	1,113,765	3%	963,900	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	27%	1,276	AVG	69%
	New Listings Taken in Month	613	591	1,104	1,093	1,395	1,054	869	757	807	625	323	204	-16%	5,850	YTD	1%
	# of Pending Transactions	497	537	876	997	1,031	883	833	738	696	697	581	364	-4%	4,821	YTD	4%
	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	31%	1.6	AVG	72%
	# of Closed Sales	322	379	537	648	859	853	803	749	554	607	568	524	-6%	3,598	YTD	0%
	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	-3%	928,090	WA	-2%
2018	# of Active Listings	412	475	577	736	1,040	1,278	1,378	1,556	1,690	1,537	1,246	918	43%	753	A	20%
	New Listings Taken in Month	497	649	990	987	1,429	1,248	1,027	978	975	723	449	223	0%	5,800	YTD	3%
	# of Pending Transactions	448	570	850	795	1,056	916	776	705	642	614	514	339	-12%	4,635	YTD	-4%
	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	63%	1.0	A	21%
	# of Closed Sales	353	370	557	663	748	911	798	735	569	627	516	492	-3%	3,602	T	-1%
	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	10%	949,414	WA	11%

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**



# MARKET UPDATE

June, 2022



## Eastside (All Areas)

### 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)	453	438	585	623	760	893	950	899	962	797	562	359	-20%	625	AVG	-23%
	New Listings Taken in Month	531	556	931	920	1,208	1,215	1,042	965	908	710	440	236	-3%	5,361	YTD	-5%
	# of Pending Transactions	487	565	790	872	1,054	1,045	959	956	832	790	612	390	0%	4,813	YTD	-7%
	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	-20%	0.8	AVG	-17%
	# of Closed Sales	425	345	553	585	777	942	855	919	766	764	687	602	0%	3,627	YTD	-2%
	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	19%	857,225	WA	16%
2016	Active Listings (EOM)	592	624	740	911	925	1,110	1,207	1,101	1,093	867	632	436	-11%	817	AVG	-20%
	New Listings Taken in Month	566	680	968	1,088	1,102	1,250	1,066	892	894	621	406	241	8%	5,654	YTD	-2%
	# of Pending Transactions	540	702	859	934	1,108	1,044	967	947	894	855	616	399	-5%	5,187	YTD	-7%
	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	-6%	1.0	AVG	-15%
	# of Closed Sales	392	388	565	655	759	938	909	877	770	757	694	600	-4%	3,697	YTD	-8%
	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	11%	736,075	WA	14%
2015	Active Listings (EOM)	818	891	925	1,066	1,214	1,247	1,284	1,237	1,153	1,013	719	543	-21%	1,027	AVG	-14%
	New Listings Taken in Month	540	757	978	1,143	1,210	1,159	1,054	907	797	732	387	284	0%	5,787	YTD	1%
	# of Pending Transactions	581	740	1,008	1,046	1,116	1,101	1,031	954	850	818	640	412	7%	5,592	YTD	6%
	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	-26%	1.1	AVG	-17%
	# of Closed Sales	419	410	632	740	816	981	932	865	774	715	528	636	23%	3,998	YTD	14%
	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	6%	643,015	WA	6%
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	6%	1,190	AVG	4%
	New Listings Taken in Month	588	671	933	1,054	1,308	1,164	1,180	976	850	729	459	316	2%	5,718	YTD	0%
	# of Pending Transactions	636	648	869	974	1,114	1,026	952	872	828	814	650	503	0%	5,267	YTD	-4%
	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	6%	1.4	AVG	9%
	# of Closed Sales	390	392	529	641	763	795	952	819	731	706	580	624	-2%	3,510	YTD	-9%
	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	6%	609,353	WA	11%
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	-20%	1,146	AVG	-34%
	New Listings Taken in Month	673	726	907	1,054	1,229	1,140	1,144	1,045	825	706	476	308	15%	5,729	YTD	10%
	# of Pending Transactions	691	778	912	1,020	1,079	1,027	1,023	953	791	819	612	427	12%	5,507	YTD	8%
	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	-28%	1.3	AVG	-41%
	# of Closed Sales	445	452	618	683	830	812	905	899	754	730	607	622	9%	3,840	YTD	19%
	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	15%	550,015	WA	14%
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	-34%	1,744	AVG	-32%
	New Listings Taken in Month	594	727	919	987	1,011	990	892	900	738	650	482	340	-3%	5,228	YTD	-4%
	# of Pending Transactions	577	735	963	917	1,012	913	848	872	793	883	647	518	24%	5,117	YTD	23%
	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	-47%	2.1	AVG	-44%
	# of Closed Sales	356	376	527	585	651	744	739	768	637	666	615	622	19%	3,239	YTD	14%
	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	0%	480,922	WA	-3%

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 (All Areas)**  
RESIDENTIAL ONLY

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)	760	780	866	974	1,113	1,219	1,274	1,257	1,216	1,034	787	572	988	AVG
% of 12 Month Avg.	77%	79%	88%	99%	113%	123%	129%	127%	123%	105%	80%	58%		
New Listings Taken in Month	560	657	958	993	1,166	1,131	1,021	926	844	689	425	270	9,640	T
% of 12 Month Avg.	70%	82%	119%	124%	145%	141%	127%	115%	105%	86%	53%	34%		
# of Pending Transactions	538	645	868	890	1,028	989	915	889	804	780	588	395	9,328	T
% of 12 Month Avg.	69%	83%	112%	114%	132%	127%	118%	114%	103%	100%	76%	51%		
Months Supply of Inventory	1.4	1.2	1.0	1.1	1.1	1.2	1.4	1.4	1.5	1.3	1.3	1.4	1.3	AVG
% of 12 Month Avg.	110%	94%	77%	85%	84%	96%	108%	110%	117%	103%	104%	112%		
# of Closed Units	374	383	564	641	744	859	867	828	716	718	609	584	7,886	T
% of 12 Month Avg.	57%	58%	86%	98%	113%	131%	132%	126%	109%	109%	93%	89%		
Median Closed Price	758,489	783,555	812,536	803,217	810,272	830,438	821,374	821,100	813,750	817,924	824,960	861,759	813,281	AVG
% of 12 Month Avg.	93%	96%	100%	99%	100%	102%	101%	101%	100%	101%	101%	106%		

## Eastside (All Areas)

### 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	1	0	0	0	0	0							<b>1</b>
\$250,000 to \$499,999	2	6	3	3	3	4							<b>21</b>
\$500,000 to \$749,999	17	7	13	14	19	23							<b>93</b>
\$750,000 to \$999,999	23	25	61	51	65	85							<b>310</b>
\$1,000,000 to \$1,499,999	68	58	132	160	215	216							<b>849</b>
\$1,500,000 to \$2,499,999	82	99	214	312	305	256							<b>1,268</b>
\$2,500,000 and above	40	57	127	139	111	92							<b>566</b>
<b>Grand Total</b>	<b>233</b>	<b>252</b>	<b>550</b>	<b>679</b>	<b>718</b>	<b>676</b>							<b>3,108</b>

### 2021

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	2	0	1	0	0	0	1	2	1	1	0	0	<b>3</b>
\$250,000 to \$499,999	6	3	4	4	6	4	10	9	6	7	5	3	<b>27</b>
\$500,000 to \$749,999	38	30	34	61	45	50	58	55	55	46	36	21	<b>258</b>
\$750,000 to \$999,999	85	79	114	139	169	168	168	168	139	134	92	59	<b>754</b>
\$1,000,000 to \$1,499,999	106	124	206	256	294	302	331	281	254	222	182	130	<b>1,288</b>
\$1,500,000 to \$2,499,999	76	94	192	208	228	291	287	214	216	213	199	157	<b>1,089</b>
\$2,500,000 and above	32	27	63	75	66	93	106	105	98	87	76	78	<b>356</b>
<b>Grand Total</b>	<b>345</b>	<b>357</b>	<b>614</b>	<b>743</b>	<b>808</b>	<b>908</b>	<b>961</b>	<b>834</b>	<b>769</b>	<b>710</b>	<b>590</b>	<b>448</b>	<b>3,775</b>

### YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-50%	N/A	-100%	N/A	N/A	N/A							-67%
\$250,000 to \$499,999	-67%	100%	-25%	-25%	-50%	0%							-22%
\$500,000 to \$749,999	-55%	-77%	-62%	-77%	-58%	-54%							-64%
\$750,000 to \$999,999	-73%	-68%	-46%	-63%	-62%	-49%							-59%
\$1,000,000 to \$1,499,999	-36%	-53%	-36%	-37%	-27%	-28%							-34%
\$1,500,000 to \$2,499,999	8%	5%	11%	50%	34%	-12%							16%
\$2,500,000 and above	25%	111%	102%	85%	68%	-1%							59%
<b>Grand Total</b>	<b>-32%</b>	<b>-29%</b>	<b>-10%</b>	<b>-9%</b>	<b>-11%</b>	<b>-26%</b>							<b>-18%</b>