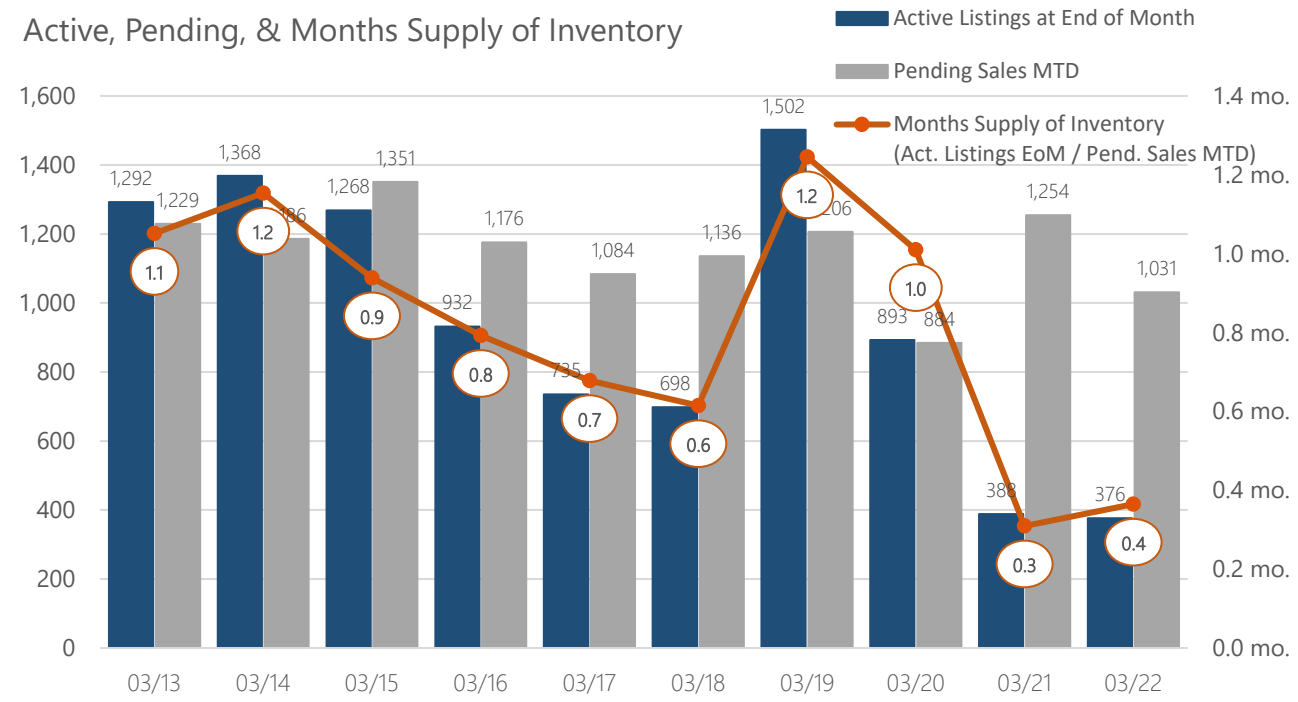
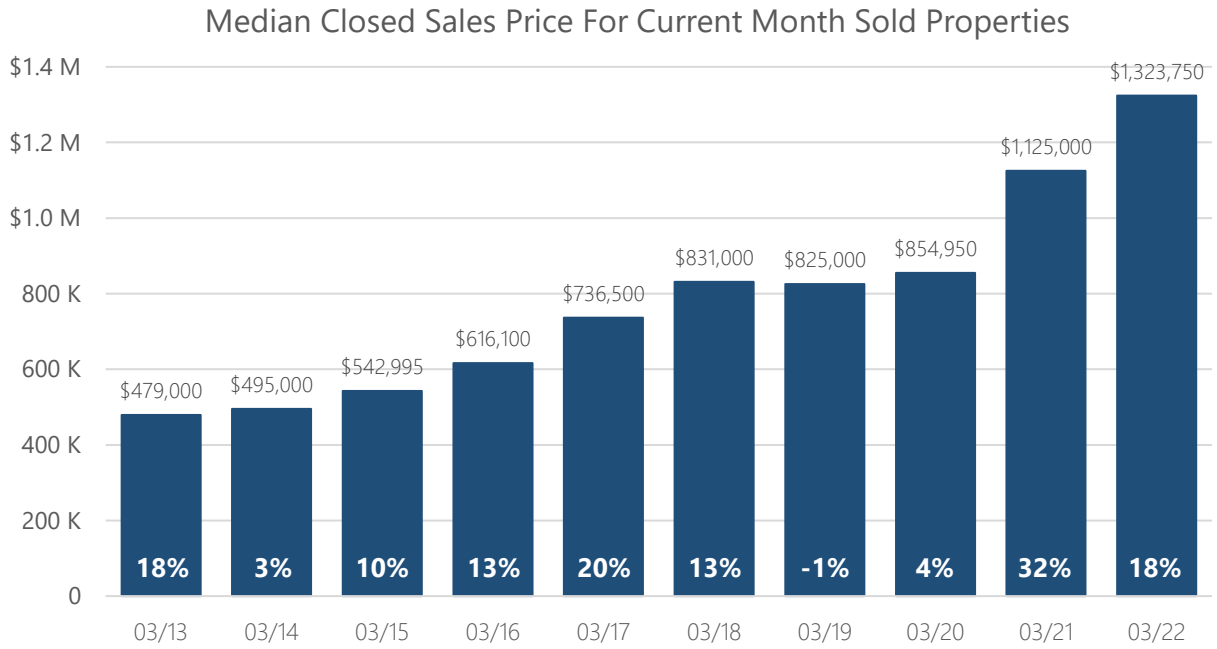
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM



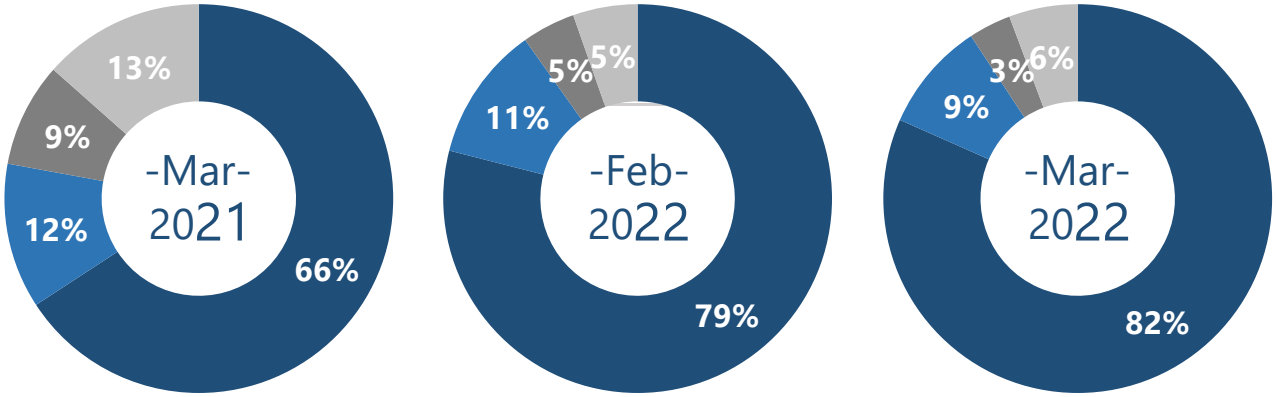


Windermere REAL ESTATE

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

MARCH 2022	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	5	20	27	29
NUMBER OF SALES IN MONTH	671	75	29	47
MEDIAN DIFFERENCE FROM LIST PRICE	19%	0%	-3%	N/A

Windermere REAL ESTATE

Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

Sales Price to List Price based on Market Time

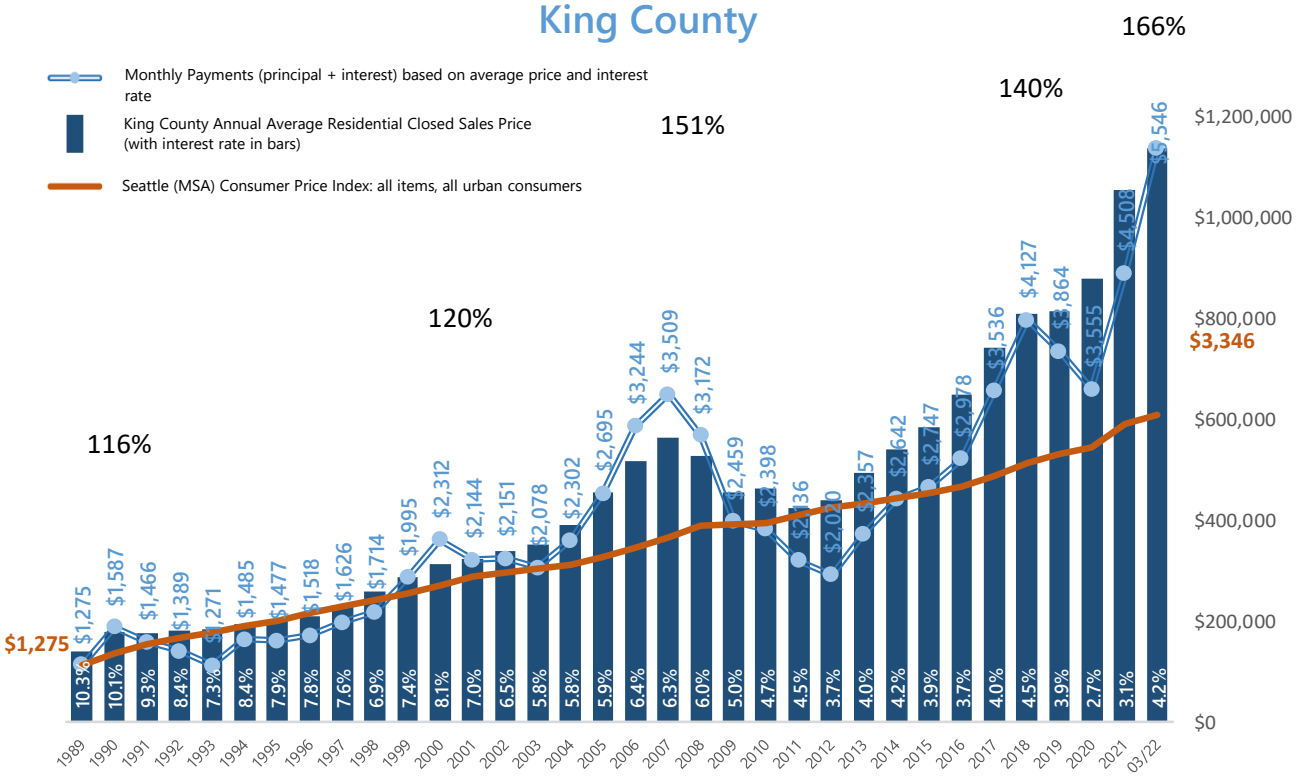
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	116.9%	116.7%	767	93.3%
15 - 30	99.0%	100.0%	23	2.8%
31 - 60	100.0%	100.0%	13	1.6%
61 - 90	100.0%	100.0%	7	0.9%
90+	100.0%	100.0%	12	1.5%
Totals			822	100.0%

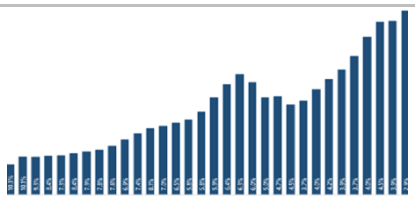
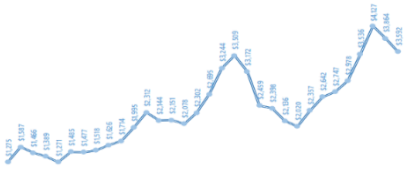
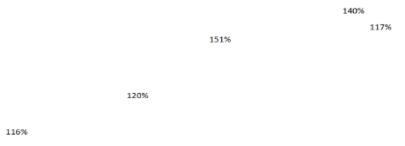
The Cost of Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
March, 2022	$1,323,750	4.17%	$6,450
March, 2021	$1,125,000	3.08%	$4,792
	$198,750	**1.09%**	**$1,658** Per Month
			$19,902 Per Year

Monthly Payments Compared to Inflation Trendline

King County

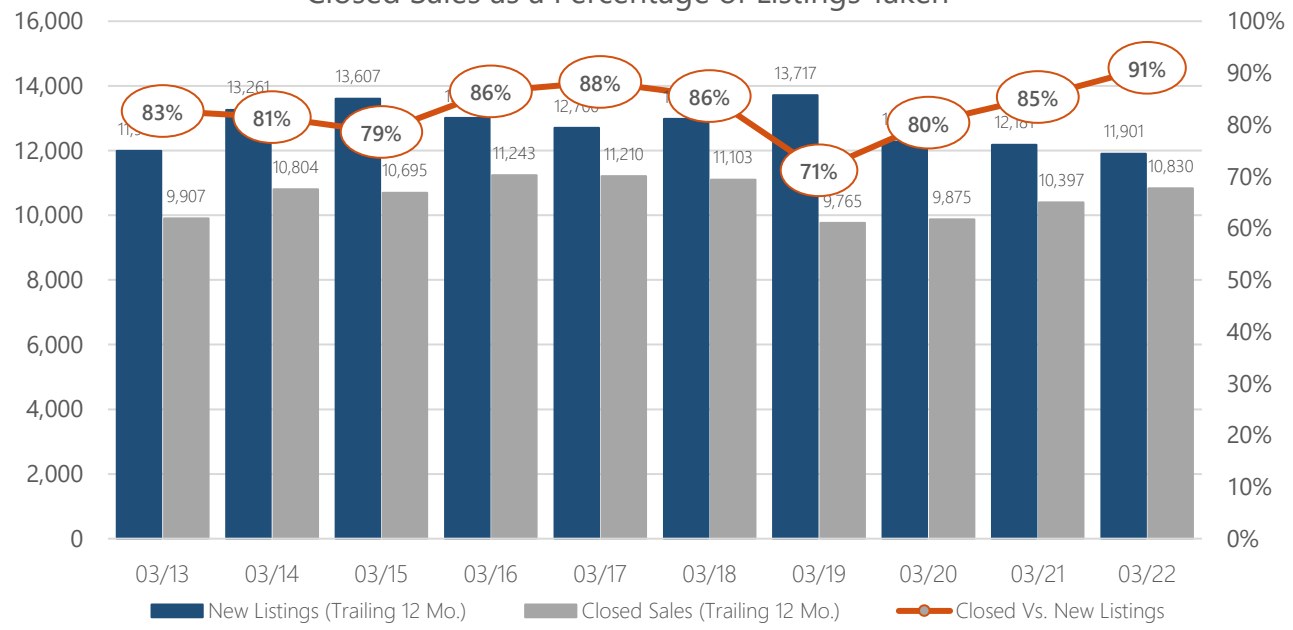


A		Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars.	Two Factors for Payment
B		Monthly payment based on purchase price and interest rate	Purchaser's Buy Payment
C		Inflation trend line based on Seattle MSA CPI	Payments tend to rise above the inflation line and then return to it
D		Monthly payments divided by inflation trendline	Cycle peaks and current year are shown

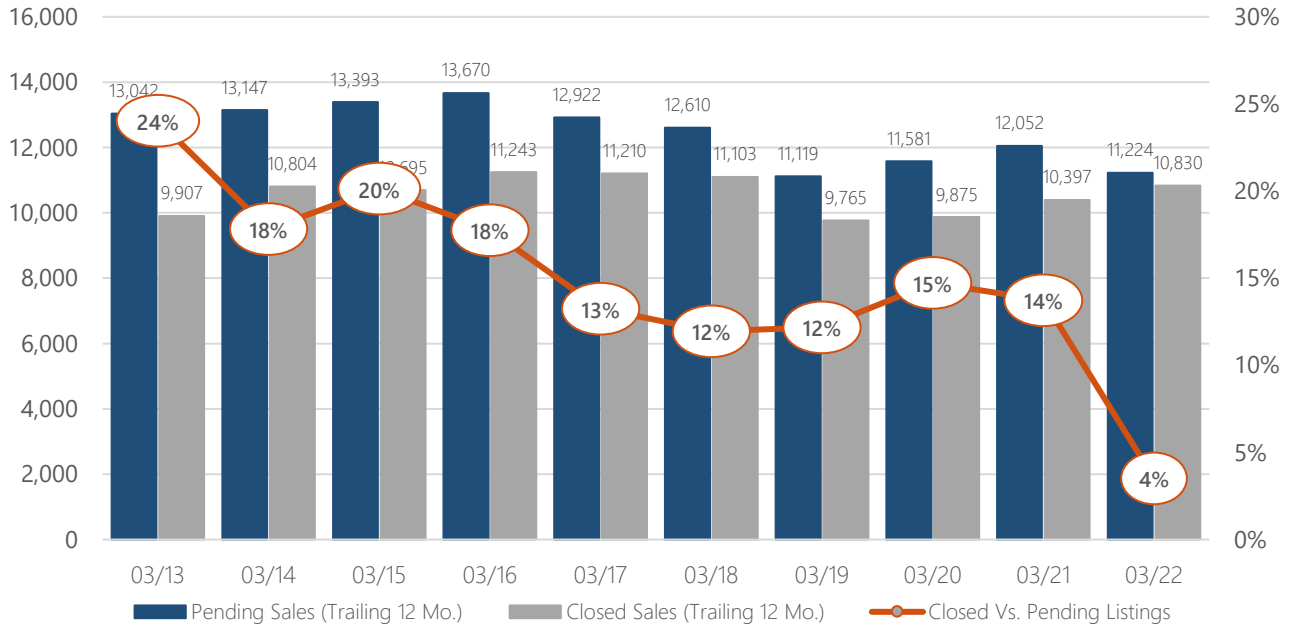
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?
Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close



MARKET UPDATE

March, 2022

Windermere REAL ESTATE

Months Supply *of* Inventory

CURRENT MONTH

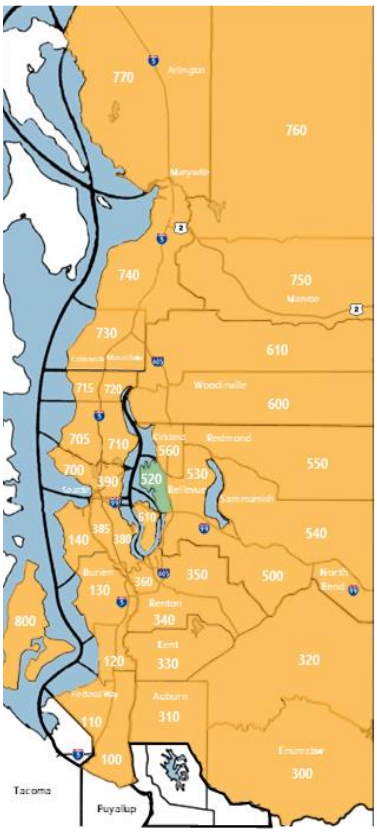
KING & SNOHOMISH COUNTY

RESIDENTIAL & CONDOMINIUM

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	0.1	0.4	530	0.5	0.3	0.3
110	0.5	0.1	0.3	540	0.9	0.2	0.4
120	0.8	0.3	0.3	550	1.0	0.2	0.4
130	0.7	0.4	0.3	560	1.4	0.5	0.5
140	0.8	0.5	0.3	600	0.8	0.2	0.4
300	1.4	0.4	0.3	610	0.7	0.2	0.4
310	0.8	0.1	0.4	700	1.6	0.9	0.5
320	0.7	0.3	0.5	701	3.7	2.0	1.5
330	0.7	0.2	0.3	705	0.7	0.5	0.3
340	0.7	0.2	0.3	710	0.7	0.5	0.3
350	1.0	0.2	0.2	715	1.2	0.2	0.2
360	0.8	0.3	0.5	720	0.7	0.3	0.4
380	1.1	0.6	0.5	730	0.7	0.2	0.3
385	0.9	0.7	0.4	740	0.7	0.1	0.3
390	1.6	1.0	0.6	750	0.8	0.2	0.3
500	1.1	0.3	0.2	760	0.8	0.3	0.4
510	1.5	0.6	0.3	770	0.7	0.2	0.4
520	2.3	0.7	0.6	800	1.9	0.9	0.5

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.

MARKET UPDATE
March, 2022

Windermere REAL ESTATE

Eastside (All Areas)

Statistics To Know

Residential

	March, 2022	March, 2021	Difference	% Change
Months Supply of Inventory	0.4	0.2	0.1	53%
Active Listings at End of Month	288	216	72	33%
Pending Sales MTD	779	893	-114	-13%
Pending Sales (Trailing 12 Months)	8,152	8,771	-619	-7%
Closed Sales MTD	551	617	-66	-11%
Closed Sales (Trailing 12 Months)	7,835	7,632	203	3%
Closed Sales Price (Median)	$1,700,000	$1,350,000	$350,000	26%
30-Year-Fixed-Rate Mortgage Rate	4.2%	3.1%	1.1%	35%
Monthly Payments (P&I)	$8,284	$5,750	$2,533	44%

Condominium

	March, 2022	March, 2021	Difference	% Change
Months Supply of Inventory	0.3	0.5	-0.1	-27%
Active Listings at End of Month	88	172	-84	-49%
Pending Sales MTD	252	361	-109	-30%
Pending Sales (Trailing 12 Months)	3,072	3,281	-209	-6%
Closed Sales MTD	271	263	8	3%
Closed Sales (Trailing 12 Months)	2,995	2,765	230	8%
Closed Sales Price (Median)	$630,000	$575,000	$55,000	10%
30-Year-Fixed-Rate Mortgage Rate	4.2%	3.1%	1.1%	35%
Monthly Payments (P&I)	$3,070	$2,449	$621	25%

Residential & Condominium

	March, 2022	March, 2021	Difference	% Change
Months Supply of Inventory	0.4	0.3	0.1	18%
Active Listings at End of Month	376	388	-12	-3%
Pending Sales MTD	1,031	1,254	-223	-18%
Pending Sales (Trailing 12 Months)	11,224	12,052	-828	-7%
Closed Sales MTD	822	880	-58	-7%
Closed Sales (Trailing 12 Months)	10,830	10,397	433	4%
Closed Sales Price (Median)	$1,323,750	$1,125,000	$198,750	18%
30-Year-Fixed-Rate Mortgage Rates	4.2%	3.1%	1.1%	35%
Monthly Payments (P&I)	$6,450	$4,792	$1,658	35%

Windermere REAL ESTATE

Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2022	Active Listings (EOM)	137	195	376										-3%	236	AVG	-41%
	New Listings Taken in Month	539	822	1,312										4%	2,673	YTD	-6%
	# of Pending Transactions	455	725	1,031										-18%	2,211	YTD	-19%
	Months Supply of Inventory	0.3	0.3	0.4										18%	0.3	AVG	-33%
	# of Closed Sales	341	428	822										-7%	1,591	YTD	-20%
	Median Closed Price	1,235,000	1,159,000	1,323,750										18%	1,242,908	WA	24%
2021	Active Listings (EOM)	388	422	388	508	416	441	547	449	407	275	133	69	-57%	399	AVG	-46%
	New Listings Taken in Month	707	858	1,266	1,371	1,242	1,440	1,310	1,157	1,042	809	521	336	42%	2,831	YTD	-2%
	# of Pending Transactions	690	794	1,254	1,187	1,269	1,328	1,119	1,200	1,037	896	634	343	42%	2,738	YTD	9%
	Months Supply of Inventory	0.6	0.5	0.3	0.4	0.3	0.3	0.5	0.4	0.4	0.3	0.2	0.2	-69%	0.5	AVG	-47%
	# of Closed Sales	524	576	880	1,048	1,102	1,231	1,255	1,136	1,051	973	805	638	21%	1,980	YTD	18%
	Median Closed Price	891,475	955,125	1,125,000	1,062,783	1,100,000	1,150,000	1,167,000	1,100,000	1,122,000	1,126,000	1,200,000	1,276,112	32%	1,000,342	WA	22%
2020	Active Listings (EOM)	664	666	893	1,037	1,131	1,120	1,156	1,111	969	876	623	394	-41%	741	AVG	-45%
	New Listings Taken in Month	766	898	1,225	781	1,100	1,292	1,358	1,335	1,250	1,160	648	426	-15%	2,889	YTD	-5%
	# of Pending Transactions	733	891	884	626	987	1,238	1,267	1,318	1,303	1,208	806	561	-27%	2,508	YTD	-4%
	Months Supply of Inventory	0.9	0.7	1.0	1.7	1.1	0.9	0.9	0.8	0.7	0.7	0.8	0.7	-19%	0.9	AVG	-46%
	# of Closed Sales	421	533	726	633	543	859	1,059	1,078	1,091	1,257	982	915	0%	1,680	YTD	-1%
	Median Closed Price	780,000	829,300	854,950	851,000	865,000	900,000	920,000	911,514	915,000	960,000	950,000	955,000	4%	822,594	WA	3%
2019	Active Listings (EOM)	1,265	1,294	1,502	1,564	1,942	2,022	1,921	1,786	1,713	1,488	1,002	642	115%	1,354	AVG	135%
	New Listings Taken in Month	821	774	1,433	1,405	1,764	1,376	1,160	992	1,063	877	472	284	8%	3,028	YTD	5%
	# of Pending Transactions	699	701	1,206	1,330	1,309	1,147	1,106	957	931	943	836	514	6%	2,606	YTD	2%
	Months Supply of Inventory	1.8	1.8	1.2	1.2	1.5	1.8	1.7	1.9	1.8	1.6	1.2	1.2	103%	1.6	AVG	136%
	# of Closed Sales	461	518	726	892	1,162	1,072	1,021	973	752	801	769	753	-8%	1,705	YTD	-7%
	Median Closed Price	800,000	768,975	825,000	819,500	824,450	875,000	849,950	843,000	830,000	810,000	830,000	805,000	-1%	798,650	WA	-3%
2018	# of Active Listings	485	543	698	874	1,230	1,527	1,702	1,960	2,161	2,016	1,669	1,213	-5%	575	A	-5%
	New Listings Taken in Month	697	857	1,325	1,299	1,806	1,619	1,356	1,339	1,315	999	633	323	2%	2,879	YTD	-4%
	# of Pending Transactions	636	780	1,136	1,089	1,367	1,228	1,016	955	857	828	693	480	5%	2,552	YTD	1%
	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	-9%	0.7	A	-5%
	# of Closed Sales	520	529	785	904	1,021	1,185	1,041	971	769	842	671	656	2%	1,834	T	-1%
	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	13%	821,681	WA	16%

MARKET UPDATE

March, 2022

Windermere REAL ESTATE

Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2017	Active Listings (EOM)	538	536	735	746	880	1,044	1,158	1,071	1,155	954	679	415	-21%	603	AVG	-27%
	New Listings Taken in Month	725	754	1,268	1,199	1,521	1,578	1,421	1,280	1,179	960	627	336	-3%	2,747	YTD	-8%
	# of Pending Transactions	684	755	1,084	1,170	1,376	1,367	1,292	1,302	1,093	1,078	842	538	-8%	2,523	YTD	-13%
	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	-14%	0.7	AVG	-16%
	# of Closed Sales	575	502	772	828	1,072	1,225	1,114	1,222	1,065	1,015	900	828	-4%	1,849	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	20%	710,187	WA	16%
2016	Active Listings (EOM)	742	788	932	1,123	1,130	1,341	1,493	1,371	1,352	1,059	756	530	-26%	821	AVG	-33%
	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%	2,989	YTD	-3%
	# of Pending Transactions	749	967	1,176	1,251	1,451	1,412	1,267	1,275	1,214	1,137	851	541	-13%	2,892	YTD	-10%
	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	-16%	0.9	AVG	-26%
	# of Closed Sales	551	543	801	937	1,030	1,247	1,183	1,160	1,013	1,051	950	790	-9%	1,895	YTD	-5%
	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	13%	610,947	WA	12%
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	-7%	1,217	AVG	-5%
	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	3%	3,075	YTD	5%
	# of Pending Transactions	825	1,030	1,351	1,386	1,481	1,471	1,383	1,303	1,208	1,111	869	566	14%	3,206	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	-19%	1.2	AVG	-11%
	# of Closed Sales	550	569	881	970	1,087	1,268	1,230	1,144	1,053	995	753	848	21%	2,000	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	10%	544,348	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	6%	1,276	AVG	0%
	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	6%	2,928	YTD	-4%
	# of Pending Transactions	867	876	1,186	1,309	1,401	1,315	1,262	1,157	1,123	1,070	879	671	-3%	2,929	YTD	-9%
	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	10%	1.3	AVG	11%
	# of Closed Sales	543	537	730	879	1,020	1,053	1,180	1,057	960	946	762	838	-11%	1,810	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	3%	490,904	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	-44%	1,271	AVG	-47%
	New Listings Taken in Month	912	972	1,162	1,333	1,526	1,451	1,470	1,399	1,105	961	650	438	-2%	3,046	YTD	2%
	# of Pending Transactions	944	1,047	1,229	1,319	1,386	1,338	1,328	1,263	1,062	1,091	830	601	-6%	3,220	YTD	3%
	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	-40%	1.2	AVG	-51%
	# of Closed Sales	619	605	823	909	1,077	1,069	1,153	1,172	1,007	978	807	822	15%	2,047	YTD	18%
	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	18%	456,624	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	-36%	2,406	AVG	-30%
	New Listings Taken in Month	851	943	1,187	1,249	1,264	1,225	1,152	1,141	947	864	634	465	-9%	2,981	YTD	-10%
	# of Pending Transactions	805	1,015	1,304	1,232	1,303	1,194	1,151	1,126	1,060	1,202	855	699	31%	3,124	YTD	23%
	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	-51%	2.4	AVG	-42%
	# of Closed Sales	496	519	715	786	873	948	940	994	844	873	801	801	15%	1,730	YTD	16%
	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	-7%	389,388	WA	-10%

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

Windermere REAL ESTATE

Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2012 - 2021

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	π
Active Listings (EOM)	1,020	1,042	1,137	1,250	1,415	1,528	1,616	1,610	1,559	1,350	1,037	757	1,277	AVG
% of 12 Month Avg.	80%	82%	89%	98%	111%	120%	127%	126%	122%	106%	81%	59%		
New Listings Taken in Month	781	892	1,266	1,288	1,482	1,459	1,353	1,235	1,126	943	591	377	12,793	T
% of 12 Month Avg.	73%	84%	119%	121%	139%	137%	127%	116%	106%	88%	55%	35%		
# of Pending Transactions	763	886	1,181	1,190	1,333	1,304	1,219	1,186	1,089	1,056	810	551	12,567	T
% of 12 Month Avg.	73%	85%	113%	114%	127%	124%	116%	113%	104%	101%	77%	53%		
Months Supply of Inventory	1.3	1.2	1.0	1.1	1.1	1.2	1.3	1.4	1.4	1.3	1.3	1.4	1.2	AVG
% of 12 Month Avg.	108%	95%	78%	85%	86%	95%	107%	110%	116%	104%	104%	111%		
# of Closed Units	526	543	784	879	999	1,116	1,118	1,091	961	973	820	789	10,597	T
% of 12 Month Avg.	60%	62%	89%	99%	113%	126%	127%	124%	109%	110%	93%	89%		
Median Closed Price	642,590	655,367	691,155	695,192	713,333	736,615	735,361	724,067	712,860	715,641	726,995	743,607	707,732	AVG
% of 12 Month Avg.	91%	93%	98%	98%	101%	104%	104%	102%	101%	101%	103%	105%		

MARKET UPDATE
March, 2022

Windermere REAL ESTATE

Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

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	1										**2**
$250,000 to $499,999	36	57	68										**161**
$500,000 to $749,999	46	66	131										**243**
$750,000 to $999,999	40	63	97										**200**
$1,000,000 to $1,499,999	83	82	169										**334**
$1,500,000 to $2,499,999	93	103	228										**424**
$2,500,000 and above	40	57	128										**225**
Grand Total	**339**	**428**	**822**										**1,589**

2021

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
$0 to $249,999	5	5	6	7	3	1	4	10	3	5	1	0	**16**
$250,000 to $499,999	101	88	97	138	121	126	126	120	115	114	91	83	**286**
$500,000 to $749,999	91	89	113	148	133	143	147	156	140	129	106	64	**293**
$750,000 to $999,999	99	118	164	180	218	225	218	220	190	172	119	85	**381**
$1,000,000 to $1,499,999	117	141	228	274	318	325	351	302	277	232	202	160	**486**
$1,500,000 to $2,499,999	77	100	204	223	241	303	297	219	227	224	207	163	**381**
$2,500,000 and above	34	27	65	76	68	94	108	110	99	90	80	80	**126**
Grand Total	**524**	**568**	**877**	**1,046**	**1,102**	**1,217**	**1,251**	**1,137**	**1,051**	**966**	**806**	**635**	**1,969**

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
$0 to $249,999	-80%	-100%	-83%										-87%
$250,000 to $499,999	-64%	-35%	-30%										-44%
$500,000 to $749,999	-49%	-26%	16%										-17%
$750,000 to $999,999	-60%	-47%	-41%										-48%
$1,000,000 to $1,499,999	-29%	-42%	-26%										-31%
$1,500,000 to $2,499,999	21%	3%	12%										11%
$2,500,000 and above	18%	111%	97%										79%
Grand Total	**-35%**	**-25%**	**-6%**										**-19%**