

EASTSIDE STATISTICS YOU MUST KNOW

Including: Eastside - South of I-90 (500), Mercer Island (510), Bellevue - West of I-405 (520), Bellevue - East of I-405 (530), East of Lake Sammamish (540), Redmond-Carnation (550), Kirkland-Bridle Trails (560), Juanita-Woodinville (600)

RESIDENTIAL

| | August 2016 | August 2015 | Difference | % Change |
|--------------------------------|-------------|-------------|------------|----------|
| Months Supply of Inventory | 1.2 | 1.3 | (0.1) | -10% |
| Total Active Listings | 1,101 | 1,237 | (136) | -11% |
| Median Active List Price | \$1,265,860 | \$954,027 | \$311,833 | 33% |
| Average Active Market Time | 68 | 70 | (2) | -2% |
| Pending (MTD) | 947 | 954 | (7) | -1% |
| Pending (YTD) | 7,101 | 7,577 | (476) | -6% |
| Pending Active Market Time | 30 | 42 | (12) | -29% |
| Number of Closed Sales (MTD) | 877 | 865 | 12 | 1% |
| Number of Closed Sales (YTD) | 5,483 | 5,795 | (312) | -5% |
| Median Closed Sale Price (YTD) | \$801,768 | \$712,892 | \$88,876 | 12% |

CONDOMINIUM

| | August 2016 | August 2015 | Difference | % Change |
|--------------------------------|-------------|-------------|------------|----------|
| Months Supply of Inventory | 0.8 | 1.0 | (0.2) | -20% |
| Total Active Listings | 270 | 357 | (87) | -24% |
| Median Active List Price | \$488,659 | \$419,367 | \$69,291 | 17% |
| Average Active Market Time | 71 | 77 | (6) | -7% |
| Pending (MTD) | 328 | 349 | (21) | -6% |
| Pending (YTD) | 2,447 | 2,653 | (206) | -8% |
| Pending Active Market Time | 34 | 32 | 2 | 6% |
| Number of Closed Sales (MTD) | 283 | 279 | 4 | 1% |
| Number of Closed Sales (YTD) | 1,969 | 1,904 | 65 | 3% |
| Median Closed Sale Price (YTD) | \$357,651 | \$320,564 | \$37,087 | 12% |

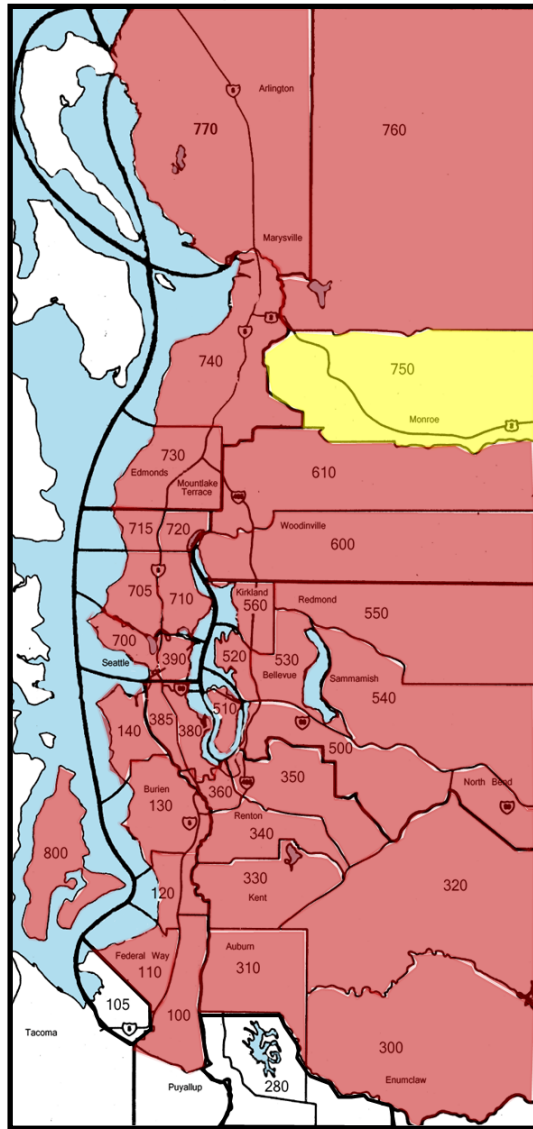
| Area | Supply |
|------|--------|
| 750 | 3.0 |
| 520 | 2.1 |
| 300 | 2.1 |
| 800 | 2.0 |
| 770 | 1.9 |
| 740 | 1.7 |
| 510 | 1.6 |
| 610 | 1.6 |
| 760 | 1.6 |
| 310 | 1.6 |
| 350 | 1.4 |
| 600 | 1.4 |
| 500 | 1.4 |
| 100 | 1.4 |
| 130 | 1.3 |
| 110 | 1.3 |
| 730 | 1.3 |
| 320 | 1.2 |
| 550 | 1.2 |
| 330 | 1.2 |
| 380 | 1.2 |
| 540 | 1.2 |
| 120 | 1.1 |
| 340 | 1.1 |
| 560 | 1.1 |
| 530 | 1.1 |
| 390 | 1.1 |
| 700 | 1.0 |
| 715 | 0.9 |
| 360 | 0.9 |
| 385 | 0.9 |
| 720 | 0.8 |
| 710 | 0.8 |
| 140 | 0.7 |
| 705 | 0.6 |

One year ago

King & Snohomish County

Months of Supply - Residential

August 2015



| Legend (Months) | | |
|--------------------|-----------------|-------------------|
| 0 to 3 | 3 to 6 | 6+ |
| Seller's Advantage | Balanced Market | Buyer's Advantage |

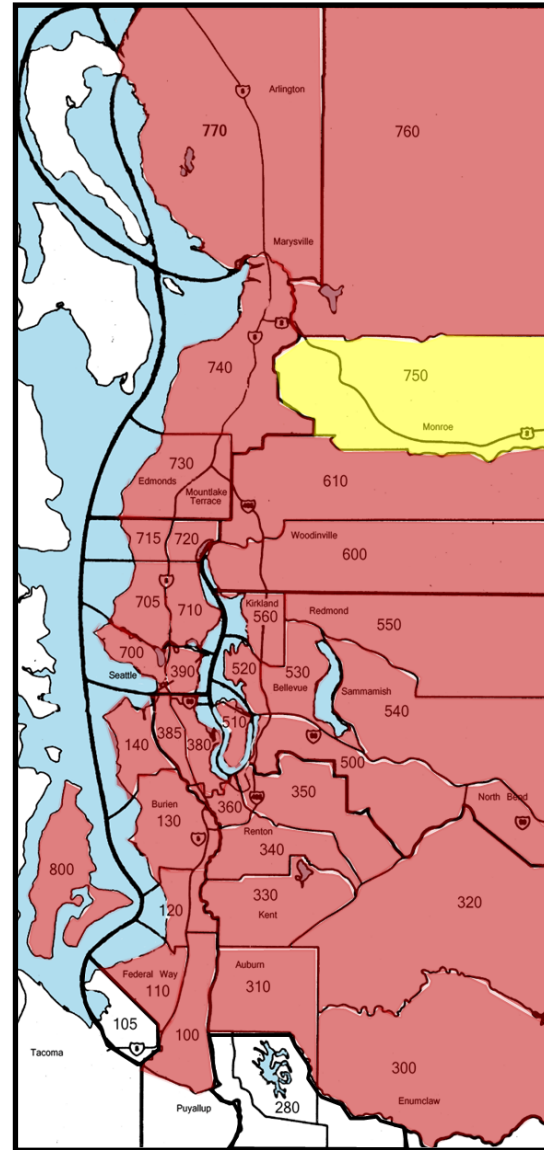
| Aug-15 | Area | Aug-16 |
|--------|------|--------|
| 1.4 | 100 | 1.4 |
| 1.3 | 110 | 1.1 |
| 1.1 | 120 | 1.0 |
| 1.3 | 130 | 1.1 |
| 0.7 | 140 | 0.8 |
| 2.1 | 300 | 1.6 |
| 1.6 | 310 | 1.4 |
| 1.2 | 320 | 1.3 |
| 1.2 | 330 | 1.3 |
| 1.1 | 340 | 1.3 |
| 1.4 | 350 | 1.2 |
| 0.9 | 360 | 0.9 |
| 1.2 | 380 | 1.1 |
| 0.9 | 385 | 1.1 |
| 1.1 | 390 | 0.9 |
| 1.4 | 500 | 1.2 |
| 1.6 | 510 | 1.6 |
| 2.1 | 520 | 2.1 |
| 1.1 | 530 | 0.6 |
| 1.2 | 540 | 1.3 |
| 1.2 | 550 | 1.4 |
| 1.1 | 560 | 1.2 |
| 1.4 | 600 | 0.9 |
| 1.6 | 610 | 0.9 |
| 1.0 | 700 | 1.0 |
| 0.6 | 705 | 0.4 |
| 0.8 | 710 | 0.7 |
| 0.9 | 715 | 1.6 |
| 0.8 | 720 | 0.8 |
| 1.3 | 730 | 0.6 |
| 1.7 | 740 | 1.0 |
| 3.0 | 750 | 3.0 |
| 1.6 | 760 | 1.5 |
| 1.9 | 770 | 1.4 |
| 2.0 | 800 | 1.2 |

Current month

King & Snohomish County

Months of Supply - Residential

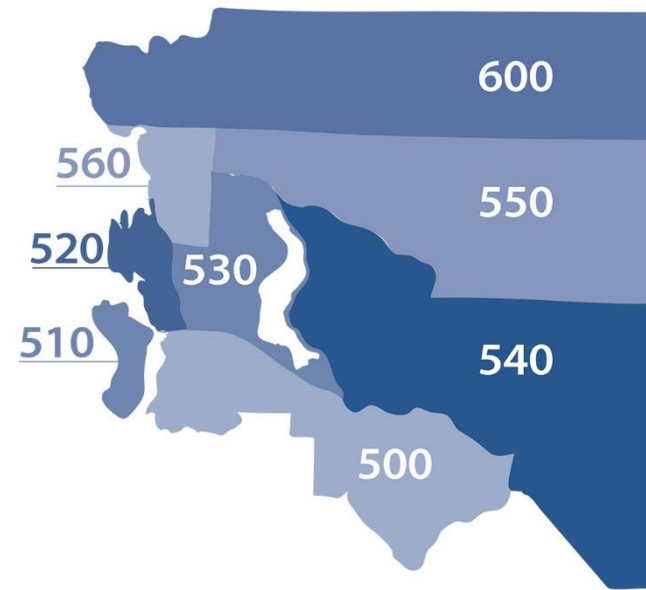
August 2016



| Legend (Months) | | |
|--------------------|-----------------|-------------------|
| 0 to 3 | 3 to 6 | 6+ |
| Seller's Advantage | Balanced Market | Buyer's Advantage |

| Area | Supply |
|------|--------|
| 750 | 3.0 |
| 520 | 2.1 |
| 300 | 1.6 |
| 715 | 1.6 |
| 510 | 1.6 |
| 760 | 1.5 |
| 770 | 1.4 |
| 100 | 1.4 |
| 550 | 1.4 |
| 310 | 1.4 |
| 320 | 1.3 |
| 540 | 1.3 |
| 340 | 1.3 |
| 330 | 1.3 |
| 500 | 1.2 |
| 800 | 1.2 |
| 560 | 1.2 |
| 350 | 1.2 |
| 130 | 1.1 |
| 110 | 1.1 |
| 380 | 1.1 |
| 385 | 1.1 |
| 740 | 1.0 |
| 700 | 1.0 |
| 120 | 1.0 |
| 360 | 0.9 |
| 390 | 0.9 |
| 600 | 0.9 |
| 610 | 0.9 |
| 720 | 0.8 |
| 140 | 0.8 |
| 710 | 0.7 |
| 730 | 0.6 |
| 530 | 0.6 |
| 705 | 0.4 |

*Active inventory divided by Pending Sales during the month. Graphs created by Windermere Real Estate/East using NWMLS data, but information not verified or published by NWMLS.



EASTSIDE SUMMARY REPORT - RESIDENTIAL AND CONDOMINIUM

Including: Eastside - South of I-90 (500), Mercer Island (510), Bellevue - West of I-405 (520), Bellevue - East of I-405 (530), East of Lake Sammamish (540), Redmond-Carnation (550), Kirkland-Bridle Trails (560), Juanita-Woodinville/Duvall (600)

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | AUG 16 vs. AUG 15 % Change | OCT | NOV | DEC | Year to Date | Year over Year % Change | Annual Totals | | |
|-------------|-------------------------------|---------|---------|---------|---------|---------|---------|---------|----------------------------|---------|---------|---------|--------------|-------------------------|---------------|----|---------|
| 2016 | # of Agents | 5,412 | 5,494 | 5,535 | 5,563 | 5,601 | 5,668 | 5,722 | 5,800 | 8% | | | 5,599 | 7% | A | | |
| | # of Active Listings | 742 | 788 | 932 | 1,123 | 1,130 | 1,341 | 1,493 | 1,371 | -14% | | | 1,115 | -23% | A | | |
| | # of Pending Transactions | 749 | 967 | 1,176 | 1,251 | 1,451 | 1,412 | 1,267 | 1,275 | -2% | | | 9,548 | -7% | T | | |
| | Average List Price of Pending | 737,147 | 745,904 | 750,034 | 777,514 | 760,058 | 780,640 | 769,864 | 802,127 | 17% | | | 767,842 | 12% | WA | | |
| | Months Supply of Inventory | 1.0 | 0.8 | 0.8 | 0.9 | 0.8 | 0.9 | 1.2 | 1.1 | -12% | | | 0.9 | -17% | WA | | |
| 2015 | # of Agents | 5,032 | 5,081 | 5,152 | 5,230 | 5,266 | 5,326 | 5,343 | 5,350 | 5,378 | 5,386 | 5,376 | 5,372 | 5,223 | 12% | A | 5,274 |
| | # of Active Listings | 1,147 | 1,235 | 1,268 | 1,425 | 1,577 | 1,629 | 1,659 | 1,594 | 1,472 | 1,277 | 921 | 682 | 1,442 | -15% | A | 1,324 |
| | # of Pending Transactions | 825 | 1,030 | 1,351 | 1,386 | 1,481 | 1,471 | 1,383 | 1,303 | 1,208 | 1,111 | 869 | 566 | 10,230 | 9% | T | 13,984 |
| | Average List Price of Pending | 606,025 | 638,374 | 702,025 | 712,753 | 703,056 | 702,807 | 702,487 | 684,047 | 679,345 | 690,482 | 693,707 | 757,699 | 687,362 | 6% | WA | 690,159 |
| | 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 | 1.1 | -22% | WA | 1.1 |
| 2014 | # of Agents | 4,437 | 4,527 | 4,583 | 4,636 | 4,696 | 4,716 | 4,756 | 4,788 | 4,822 | 4,838 | 4,956 | 5,018 | 4,642 | 10% | A | 4,731 |
| | # of Active Listings | 1,194 | 1,265 | 1,368 | 1,474 | 1,820 | 1,974 | 2,189 | 2,284 | 2,087 | 1,893 | 1,499 | 1,149 | 1,696 | 5% | A | 1,683 |
| | # of Pending Transactions | 867 | 876 | 1,186 | 1,309 | 1,401 | 1,315 | 1,262 | 1,157 | 1,123 | 1,070 | 879 | 671 | 9,373 | -5% | T | 13,116 |
| | Average List Price of Pending | 623,998 | 638,307 | 659,715 | 659,022 | 673,943 | 647,859 | 634,925 | 648,852 | 652,234 | 650,229 | 635,307 | 659,617 | 650,098 | 9% | WA | 649,787 |
| | 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 | 1.4 | 11% | WA | 1.5 |
| 2013 | # of Agents | 4,118 | 4,148 | 4,183 | 4,219 | 4,231 | 4,292 | 4,309 | 4,359 | 4,402 | 4,404 | 4,422 | 4,434 | 4,232 | -4% | A | 4,293 |
| | # of Active Listings | 1,263 | 1,259 | 1,292 | 1,422 | 1,661 | 1,844 | 2,015 | 2,147 | 2,092 | 1,836 | 1,521 | 1,230 | 1,613 | -32% | A | 1,632 |
| | # of Pending Transactions | 944 | 1,047 | 1,229 | 1,319 | 1,386 | 1,338 | 1,328 | 1,263 | 1,062 | 1,091 | 830 | 601 | 9,854 | 8% | T | 13,438 |
| | Average List Price of Pending | 547,191 | 584,131 | 572,434 | 590,394 | 618,071 | 590,325 | 624,220 | 619,066 | 591,509 | 616,331 | 602,250 | 593,368 | 595,467 | 14% | WA | 597,173 |
| | 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 | 1.3 | -37% | WA | 1.5 |

MONTHLY AVERAGES BASED ON 10 YEARS OF DATA FROM 2006 THROUGH 2015

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | Year to Date | Annual Totals | |
|-------------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------------|---------------|--------|
| # of Active Listings | 2,609 | 2,726 | 2,858 | 3,047 | 3,277 | 3,382 | 3,510 | 3,491 | 3,447 | 3,205 | 2,850 | 2,359 | 3,113 | A | 3,064 |
| % of monthly active vs. Avg. Month | 85% | 89% | 93% | 99% | 107% | 110% | 115% | 114% | 113% | 105% | 93% | 77% | 102% | A | 100% |
| # of Pending Transactions | 733 | 864 | 1,099 | 1,129 | 1,154 | 1,137 | 1,078 | 1,041 | 927 | 922 | 745 | 579 | 8,234 | T | 11,406 |
| % of monthly pending vs. Avg. Month | 77% | 91% | 116% | 119% | 121% | 120% | 113% | 109% | 98% | 97% | 78% | 61% | | | |
| Months Supply of Inventory | 3.6 | 3.2 | 2.6 | 2.7 | 2.8 | 3.0 | 3.3 | 3.4 | 3.7 | 3.5 | 3.8 | 4.1 | 3.0 | WA | 3.2 |
| Months Supply month vs. Avg. Month | 111% | 98% | 81% | 84% | 88% | 92% | 101% | 104% | 115% | 108% | 119% | 126% | | | |

EASTSIDE SUMMARY REPORT - RESIDENTIAL AND CONDOMINIUM

Including: Eastside - South of I-90 (500), Mercer Island (510), Bellevue - West of I-405 (520), Bellevue - East of I-405 (530), East of Lake Sammamish (540), Redmond-Carnation (550), Kirkland-Bridle Trails (560), Juanita-Woodinville (600)

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | Year to Date | Year over Year % Change | Annual Totals | | |
|------|-------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--------------|-------------------------|---------------|----|---------|
| 2012 | # of Agents | 4,446 | 4,430 | 4,472 | 4,435 | 4,382 | 4,385 | 4,402 | 4,412 | 4,364 | 4,347 | 4,124 | 4,121 | 4,421 | -4% | A | 4,360 |
| | # of Active Listings | 2,514 | 2,412 | 2,290 | 2,329 | 2,360 | 2,334 | 2,322 | 2,323 | 2,181 | 1,821 | 1,570 | 1,246 | 2,361 | -36% | A | 2,142 |
| | # of Pending Transactions | 805 | 1,015 | 1,304 | 1,232 | 1,303 | 1,194 | 1,151 | 1,126 | 1,060 | 1,202 | 855 | 699 | 9,130 | 21% | T | 12,946 |
| | Average List Price of Pending | 465,072 | 476,603 | 502,394 | 505,279 | 531,457 | 572,348 | 542,443 | 559,376 | 564,456 | 543,752 | 559,644 | 510,082 | 521,998 | -1% | WA | 529,337 |
| | 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 | 2.1 | -47% | WA | 2.0 |
| 2011 | # of Agents | 4,635 | 4,654 | 4,631 | 4,608 | 4,601 | 4,619 | 4,594 | 4,591 | 4,566 | 4,523 | 4,491 | 4,477 | 4,617 | 2% | A | 4,582 |
| | # of Active Listings | 3,372 | 3,402 | 3,557 | 3,694 | 3,694 | 3,932 | 3,921 | 3,796 | 3,634 | 3,340 | 2,979 | 2,551 | 3,671 | -17% | A | 3,489 |
| | # of Pending Transactions | 700 | 838 | 994 | 1,002 | 1,045 | 995 | 1,015 | 959 | 873 | 911 | 804 | 627 | 7,548 | 11% | T | 10,763 |
| | Average List Price of Pending | 537,592 | 522,030 | 509,390 | 524,907 | 571,908 | 498,981 | 525,700 | 510,072 | 479,790 | 489,865 | 494,181 | 439,187 | 525,032 | -6% | WA | 511,080 |
| | Months Supply of Inventory | 4.8 | 4.1 | 3.6 | 3.7 | 3.5 | 4.0 | 3.9 | 4.0 | 4.2 | 3.7 | 3.7 | 4.1 | 3.9 | -25% | WA | 3.9 |
| 2010 | # of Agents | 4,282 | 4,351 | 4,507 | 4,368 | 4,638 | 4,712 | 4,711 | 4,715 | 4,825 | 4,748 | 4,667 | 4,627 | 4,536 | -1% | A | 4,596 |
| | # of Active Listings | 3,742 | 3,944 | 4,173 | 4,404 | 4,565 | 4,724 | 4,992 | 4,899 | 4,825 | 4,454 | 3,926 | 3,325 | 4,430 | -10% | A | 4,331 |
| | # of Pending Transactions | 723 | 835 | 1,106 | 1,187 | 751 | 749 | 734 | 738 | 713 | 742 | 718 | 598 | 6,823 | 18% | T | 9,594 |
| | Average List Price of Pending | 549,980 | 545,471 | 536,226 | 512,060 | 646,545 | 584,256 | 576,638 | 548,105 | 541,974 | 524,125 | 556,250 | 502,366 | 557,658 | -2% | WA | 550,347 |
| | 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 | 5.2 | -24% | WA | 5.4 |
| 2009 | # of Agents | 4,605 | 4,668 | 4,690 | 4,666 | 4,638 | 4,454 | 4,413 | 4,486 | 4,498 | 4,483 | 4,494 | 4,491 | 4,578 | -11% | A | 4,549 |
| | # of Active Listings | 4,407 | 4,736 | 4,927 | 5,001 | 5,249 | 5,144 | 5,190 | 4,920 | 4,780 | 4,441 | 4,156 | 3,460 | 4,947 | -5% | A | 4,701 |
| | # of Pending Transactions | 428 | 431 | 569 | 777 | 825 | 942 | 872 | 948 | 908 | 926 | 643 | 573 | 5,792 | 5% | T | 8,842 |
| | Average List Price of Pending | 562,344 | 540,112 | 569,890 | 584,115 | 605,897 | 566,660 | 551,844 | 574,807 | 539,565 | 539,695 | 547,589 | 553,345 | 571,716 | -12% | WA | 562,116 |
| | Months Supply of Inventory | 10.3 | 11.0 | 8.7 | 6.4 | 6.4 | 5.5 | 6.0 | 5.2 | 5.3 | 4.8 | 6.5 | 6.0 | 6.8 | -10% | WA | 6.4 |
| 2008 | # of Agents | 5,214 | 5,203 | 5,229 | 5,199 | 5,134 | 5,050 | 5,038 | 4,975 | 4,923 | 4,925 | 4,870 | 4,741 | 5,130 | -4% | A | 5,042 |
| | # of Active Listings | 4,022 | 4,533 | 4,914 | 5,377 | 5,821 | 5,581 | 5,808 | 5,696 | 5,531 | 5,299 | 4,881 | 4,235 | 5,219 | 57% | A | 5,142 |
| | # of Pending Transactions | 495 | 593 | 701 | 734 | 733 | 829 | 730 | 698 | 686 | 473 | 427 | 320 | 5,513 | -37% | T | 7,419 |
| | Average List Price of Pending | 629,432 | 671,549 | 661,645 | 666,396 | 663,402 | 683,005 | 613,765 | 613,030 | 642,208 | 605,591 | 637,766 | 556,719 | 651,401 | 0% | WA | 642,762 |
| | Months Supply of Inventory | 8.1 | 7.6 | 7.0 | 7.3 | 7.9 | 6.7 | 8.0 | 8.2 | 8.1 | 11.2 | 11.4 | 13.2 | 7.6 | 147% | WA | 8.3 |
| 2007 | # of Agents | 5,208 | 5,258 | 5,321 | 5,351 | 5,380 | 5,389 | 5,458 | 5,485 | 5,468 | 5,439 | 5,400 | 5,212 | 5,356 | 7% | A | 5,364 |
| | # of Active Listings | 2,402 | 2,425 | 2,661 | 3,065 | 3,584 | 3,947 | 4,171 | 4,338 | 4,648 | 4,519 | 4,217 | 3,543 | 3,324 | 37% | A | 3,627 |
| | # of Pending Transactions | 794 | 1,027 | 1,231 | 1,111 | 1,247 | 1,223 | 1,105 | 952 | 655 | 663 | 595 | 430 | 8,690 | -7% | T | 11,033 |
| | Average List Price of Pending | 585,072 | 670,353 | 639,801 | 619,208 | 670,272 | 691,658 | 662,237 | 623,225 | 617,476 | 644,390 | 646,994 | 633,515 | 648,486 | 9% | WA | 645,735 |
| | Months Supply of Inventory | 3.0 | 2.4 | 2.2 | 2.8 | 2.9 | 3.2 | 3.8 | 4.6 | 7.1 | 6.8 | 7.1 | 8.2 | 3.1 | 48% | WA | 3.9 |
| 2006 | # of Agents | 4,834 | 4,868 | 4,930 | 4,990 | 5,049 | 5,011 | 5,100 | 5,180 | 5,230 | 5,280 | 5,285 | 5,207 | 4,995 | 9% | A | 5,080 |
| | # of Active Listings | 2,031 | 2,051 | 2,134 | 2,282 | 2,441 | 2,711 | 2,835 | 2,917 | 3,218 | 3,168 | 2,833 | 2,165 | 2,425 | -2% | A | 2,566 |
| | # of Pending Transactions | 744 | 948 | 1,322 | 1,235 | 1,367 | 1,315 | 1,196 | 1,261 | 981 | 1,028 | 831 | 701 | 9,388 | -36% | T | 12,929 |
| | Average List Price of Pending | 561,442 | 566,824 | 578,058 | 587,545 | 610,432 | 609,673 | 586,090 | 617,884 | 611,144 | 608,440 | 583,783 | 603,294 | 592,370 | 13% | WA | 595,113 |
| | Months Supply of Inventory | 2.7 | 2.2 | 1.6 | 1.8 | 1.8 | 2.1 | 2.4 | 2.3 | 3.3 | 3.1 | 3.4 | 3.1 | 2.1 | 2% | WA | 2.4 |

Moving from For Sale to Sold



Eastside August 2016 – Additional Analysis

| | % of Properties sold | Number of properties sold |
|---|----------------------|---------------------------|
| Properties that sold above original list price | 42% | 369 |
| Properties that sold at the original list price | 15% | 129 |
| Properties that sold below the original list price | 19% | 164 |
| Properties that sold with a price change | 24% | 212 |
| Totals | 100% | 874 |

Percentage Above/Below Original List Price

| Properties that sold above the original list price | | Properties that sold below the original list price | |
|---|----------------|---|----------------|
| Average percentage over OLP | 5.66% | Average percentage below OLP | 3.30% |
| Median percentage over OLP | 4.56% | Median percentage below OLP | 2.33% |
| Range of percentage over OLP | 0.01 to 27.64% | Range of percentage below OLP | 0.12 to 32.78% |

Cumulative Days on the market

| | Average | Median |
|---|---------|--------|
| Properties that sold above original list price | 8.9 | 6.0 |
| Properties that sold at the original list price | 14.8 | 7.0 |
| Properties that sold below the original list price | 24.7 | 16.0 |
| Properties that sold with a price change | 47.3 | 32.0 |

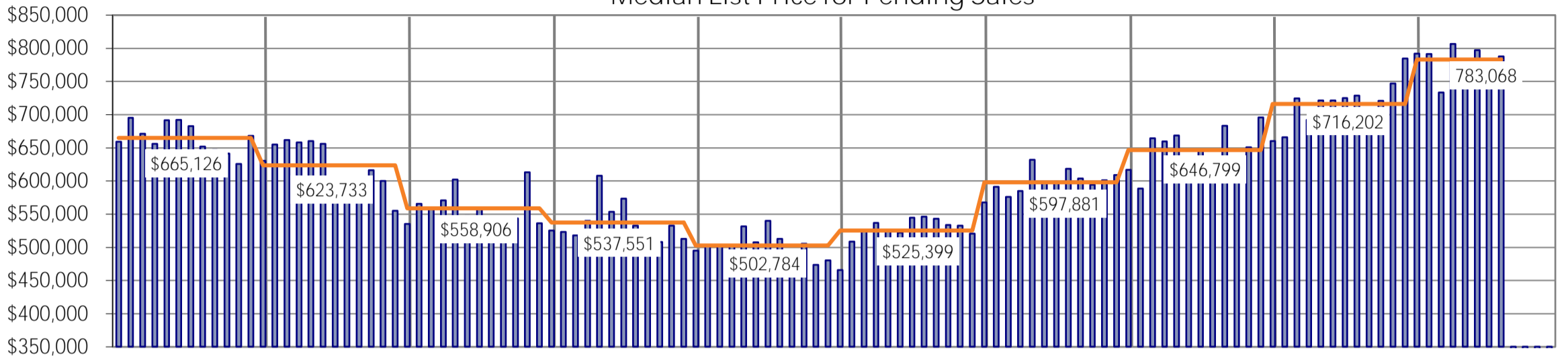
* Sold means residential properties with a sold status date in August 2016 located in Eastside.

NWMLS Area 500-600 Residential Only

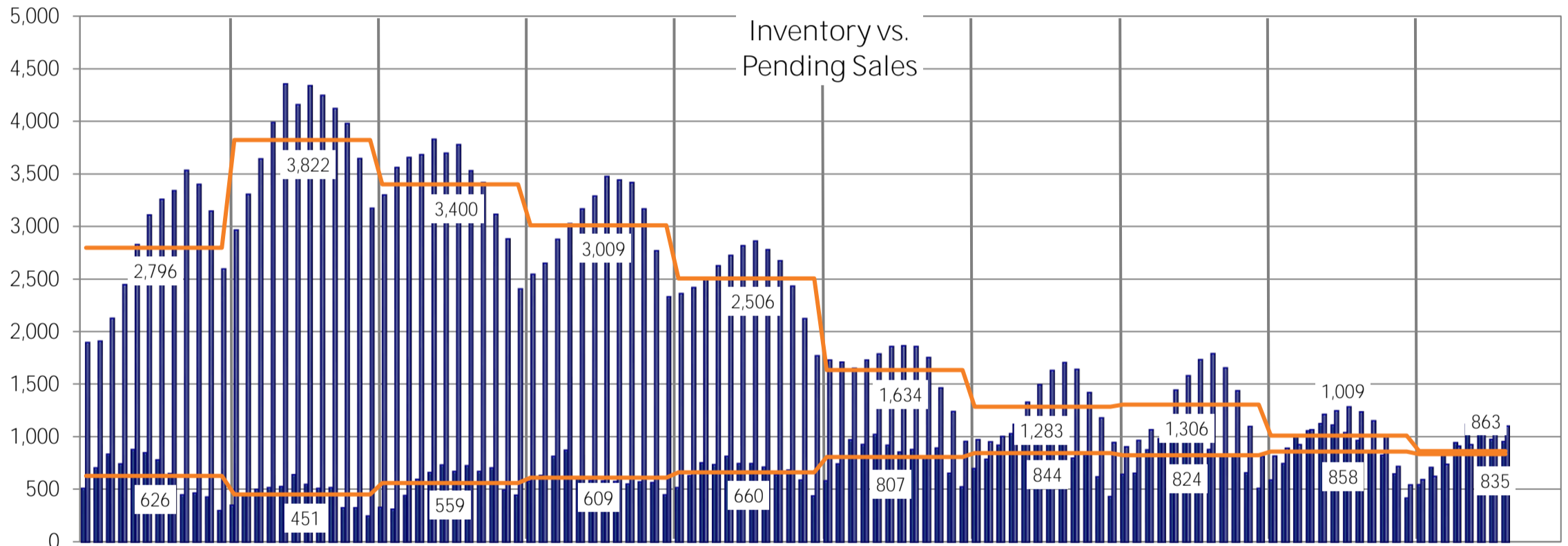
Eastside including: Bellevue, Bothell, Duvall, Issaquah, Kenmore, Kirkland, Mercer Island, Newcastle, North Bend, Redmond, Sammamish, Snoqualmie, Woodinville and surrounding neighborhoods.

— Annual Average

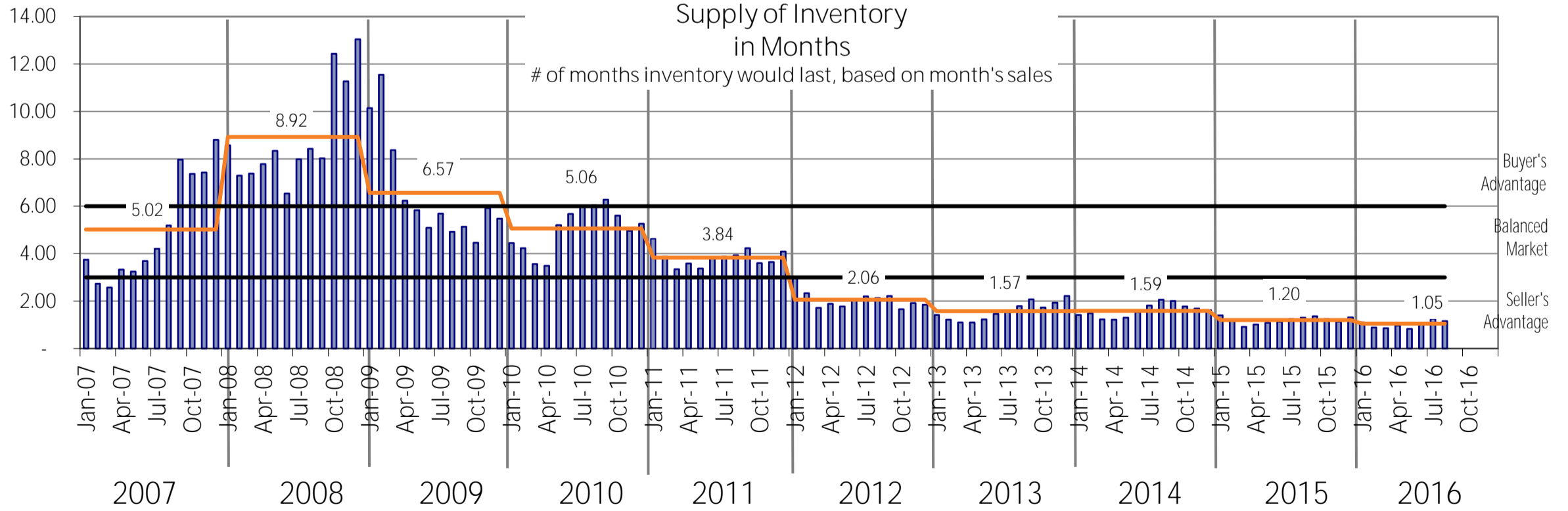
Median List Price for Pending Sales



Inventory vs. Pending Sales



Supply of Inventory in Months



August 2016 Report

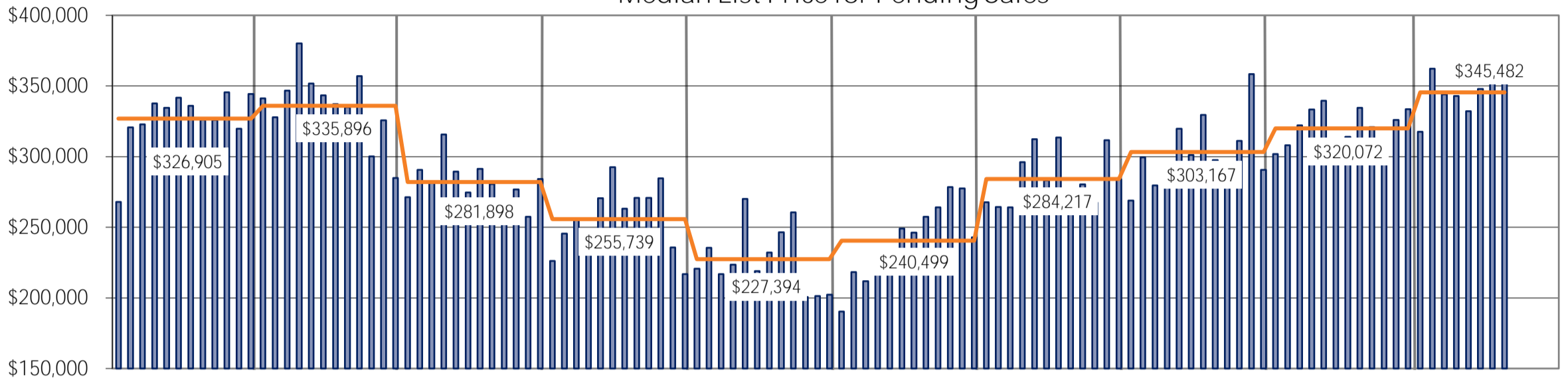


NWMLS Area 500-600 Condominium Only

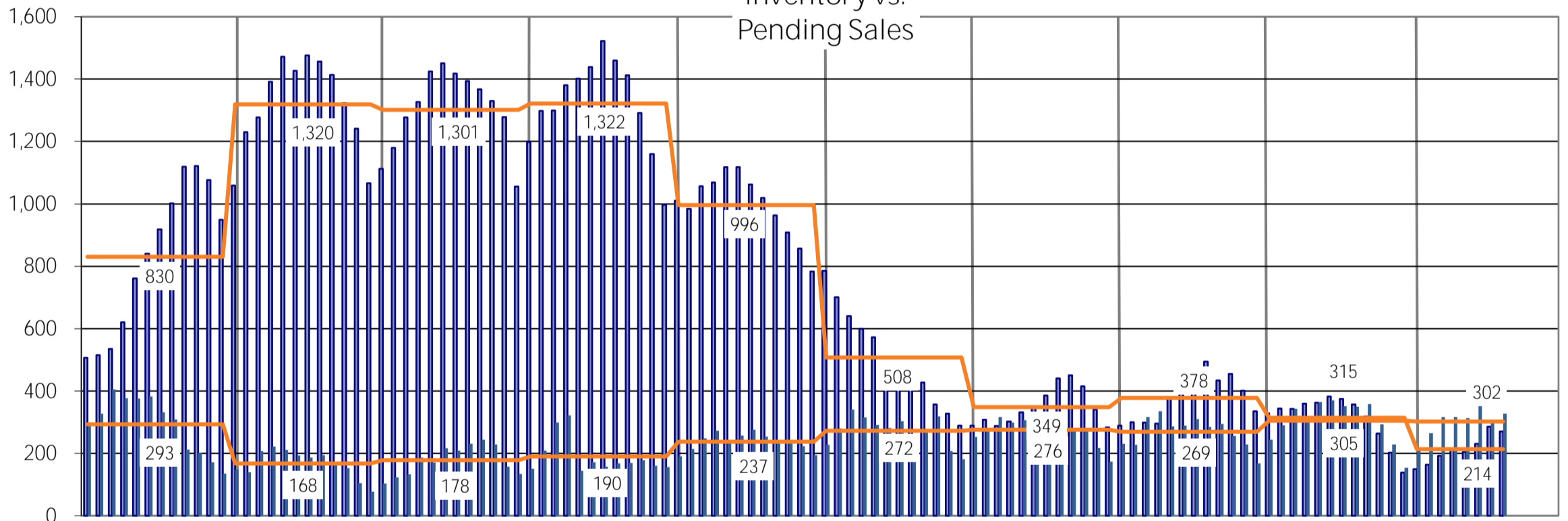
Eastside including: Bellevue, Bothell, Duvall, Issaquah, Kenmore, Kirkland, Mercer Island, Newcastle, North Bend, Redmond, Sammamish, Snoqualmie, Woodinville and surrounding neighborhoods.

— Annual Average

Median List Price for Pending Sales

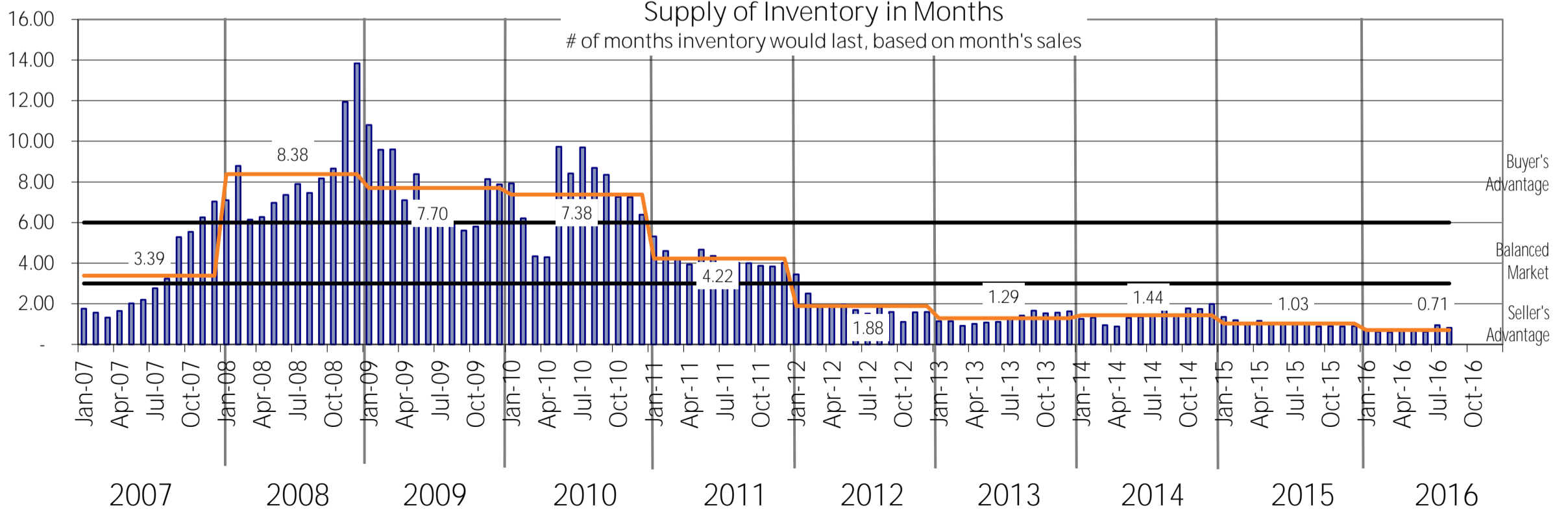


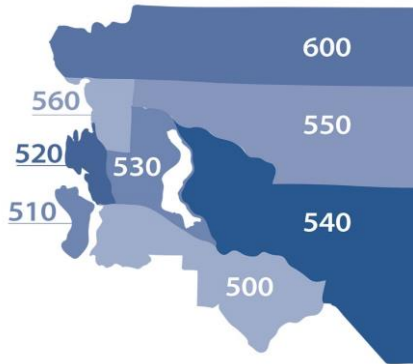
Inventory vs. Pending Sales



Supply of Inventory in Months

of months inventory would last, based on month's sales





EASTSIDE CLOSED & ACTIVE INVENTORY BY PRICE RANGE - RESIDENTIAL & CONDO

Including: Eastside - South of I-90 (500), Mercer Island (510), Bellevue - West of I-405 (520), Bellevue - East of I-405 (530), East of Lake Sammamish (540), Redmond-Carnation (550), Kirkland-Bridle Trails (560), Juanita-Woodinville/Duvall (600)

2016

| Sales Price | Closed Sales January | Closed Sales February | Closed Sales March | Closed Sales April | Closed Sales May | Closed Sales June | Closed Sales July | Closed Sales August | Closed Sales September | Closed Sales October | Closed Sales November | Closed Sales December | Total | Active on 8/31/16 by List Price | Months Supply of Inventory* |
|----------------------------|----------------------|-----------------------|--------------------|--------------------|------------------|-------------------|-------------------|---------------------|------------------------|----------------------|-----------------------|-----------------------|-------|---------------------------------|-----------------------------|
| \$0 to \$349,999 | 114 | 99 | 153 | 164 | 164 | 167 | 171 | 176 | - | - | - | - | 1,208 | 137 | 0.8 |
| \$350,000 to \$499,999 | 103 | 88 | 122 | 150 | 147 | 186 | 165 | 158 | - | - | - | - | 1,119 | 111 | 0.7 |
| \$500,000 to \$749,999 | 159 | 154 | 234 | 304 | 298 | 413 | 368 | 349 | - | - | - | - | 2,279 | 238 | 0.7 |
| \$750,000 to \$999,999 | 110 | 117 | 149 | 167 | 229 | 243 | 268 | 250 | - | - | - | - | 1,533 | 244 | 1.0 |
| \$1,000,000 to \$1,499,999 | 37 | 53 | 79 | 94 | 117 | 160 | 127 | 154 | - | - | - | - | 821 | 278 | 1.8 |
| \$1,500,000 to \$2,999,999 | 20 | 24 | 58 | 50 | 62 | 69 | 71 | 62 | - | - | - | - | 416 | 232 | 3.7 |
| \$3,000,000 and up | 10 | 8 | 5 | 8 | 15 | 13 | 17 | 12 | - | - | - | - | 88 | 115 | 9.6 |
| Totals | 553 | 543 | 800 | 937 | 1,032 | 1,251 | 1,187 | 1,161 | - | - | - | - | 7,464 | 1,355 | 1.2 |

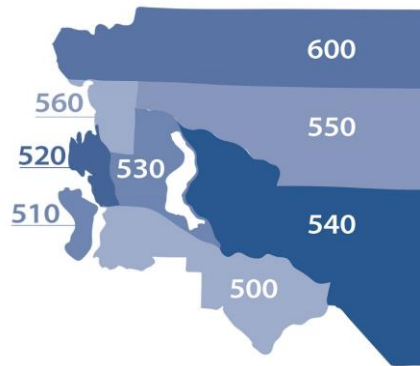
2015

| Sales Price | Closed Sales January | Closed Sales February | Closed Sales March | Closed Sales April | Closed Sales May | Closed Sales June | Closed Sales July | Closed Sales August | Closed Sales September | Closed Sales October | Closed Sales November | Closed Sales December | Total | Active on 8/31/15 by List Price | Months Supply of Inventory* |
|----------------------------|----------------------|-----------------------|--------------------|--------------------|------------------|-------------------|-------------------|---------------------|------------------------|----------------------|-----------------------|-----------------------|-------|---------------------------------|-----------------------------|
| \$0 to \$349,999 | 131 | 153 | 187 | 185 | 206 | 219 | 234 | 222 | 196 | 191 | 158 | 160 | 1,537 | 237 | 1.1 |
| \$350,000 to \$499,999 | 109 | 107 | 203 | 188 | 196 | 250 | 223 | 204 | 215 | 211 | 147 | 146 | 1,480 | 209 | 1.0 |
| \$500,000 to \$749,999 | 148 | 163 | 255 | 299 | 344 | 394 | 363 | 363 | 310 | 286 | 212 | 268 | 2,329 | 350 | 1.0 |
| \$750,000 to \$999,999 | 104 | 90 | 140 | 190 | 189 | 214 | 215 | 178 | 190 | 179 | 138 | 153 | 1,320 | 329 | 1.8 |
| \$1,000,000 to \$1,499,999 | 38 | 35 | 52 | 68 | 92 | 112 | 127 | 101 | 80 | 84 | 63 | 81 | 625 | 197 | 2.0 |
| \$1,500,000 to \$2,999,999 | 24 | 23 | 49 | 37 | 49 | 62 | 61 | 61 | 51 | 37 | 31 | 44 | 366 | 161 | 2.6 |
| \$3,000,000 and up | 4 | 4 | 3 | 5 | 13 | 15 | 8 | 14 | 10 | 11 | 9 | 3 | 66 | 70 | 5.0 |
| Totals | 558 | 575 | 889 | 972 | 1,089 | 1,266 | 1,231 | 1,143 | 1,052 | 999 | 1,083 | 855 | 7,723 | 1,553 | 1.4 |

% Change

| Sales Price | Closed Sales January | Closed Sales February | Closed Sales March | Closed Sales April | Closed Sales May | Closed Sales June | Closed Sales July | Closed Sales August | Closed Sales September | Closed Sales October | Closed Sales November | Closed Sales December | Total | Active by List Price | Months Supply of Inventory* |
|----------------------------|----------------------|-----------------------|--------------------|--------------------|------------------|-------------------|-------------------|---------------------|------------------------|----------------------|-----------------------|-----------------------|-------|----------------------|-----------------------------|
| \$0 to \$349,999 | -13% | -35% | -18% | -11% | -20% | -24% | -27% | -21% | | | | | -21% | -42% | -27% |
| \$350,000 to 499,999 | -6% | -18% | -40% | -20% | -25% | -26% | -26% | -23% | | | | | -24% | -47% | -31% |
| \$500,000 to \$749,999 | 7% | -6% | -8% | 2% | -13% | 5% | 1% | -4% | | | | | -2% | -32% | -29% |
| \$750,000 to \$999,999 | 6% | 30% | 6% | -12% | 21% | 14% | 25% | 40% | | | | | 16% | -26% | -47% |
| \$1,000,000 to \$1,499,999 | -3% | 51% | 52% | 38% | 27% | 43% | 0% | 52% | | | | | 31% | 41% | -7% |
| \$1,500,000 to \$2,999,999 | -17% | 4% | 18% | 35% | 27% | 11% | 16% | 2% | | | | | 14% | 44% | 42% |
| \$3,000,000 and up | 150% | 100% | 67% | | | | 113% | -14% | | | | | 33% | 64% | 92% |
| Totals | -1% | -6% | -10% | -4% | -5% | -1% | -4% | 2% | | | | | -3% | -13% | -14% |

* Months supply of inventory is calculated by dividing Active Inventory by the number of closed sales for the last month, rounded to the nearest month.



EASTSIDE CLOSED & ACTIVE INVENTORY BY PRICE RANGE - RESIDENTIAL

Including: Eastside - South of I-90 (500), Mercer Island (510), Bellevue - West of I-405 (520), Bellevue - East of I-405 (530), East of Lake Sammamish (540), Redmond-Carnation (550), Kirkland-Bridle Trails (560), Juanita-Woodinville/Duvall (600)

2016

| Sales Price | Closed Sales January | Closed Sales February | Closed Sales March | Closed Sales April | Closed Sales May | Closed Sales June | Closed Sales July | Closed Sales August | Closed Sales September | Closed Sales October | Closed Sales November | Closed Sales December | Total | Active on 8/31/16 by List Price | Months Supply of Inventory* |
|----------------------------|----------------------|-----------------------|--------------------|--------------------|------------------|-------------------|-------------------|---------------------|------------------------|----------------------|-----------------------|-----------------------|-------|---------------------------------|-----------------------------|
| \$0 to \$349,999 | 15 | 8 | 17 | 19 | 22 | 26 | 24 | 22 | | | | | 153 | 25 | 1.1 |
| \$350,000 to \$499,999 | 72 | 51 | 69 | 82 | 84 | 92 | 95 | 84 | | | | | 629 | 53 | 0.6 |
| \$500,000 to \$749,999 | 136 | 138 | 202 | 243 | 252 | 355 | 327 | 309 | | | | | 1,962 | 202 | 0.7 |
| \$750,000 to \$999,999 | 105 | 108 | 138 | 166 | 217 | 235 | 256 | 241 | | | | | 1,466 | 225 | 0.9 |
| \$1,000,000 to \$1,499,999 | 36 | 51 | 74 | 89 | 111 | 154 | 122 | 149 | | | | | 786 | 250 | 1.7 |
| \$1,500,000 to \$2,999,999 | 20 | 24 | 58 | 48 | 59 | 66 | 67 | 60 | | | | | 402 | 220 | 3.7 |
| \$3,000,000 and up | 10 | 8 | 5 | 8 | 15 | 13 | 17 | 12 | | | | | 88 | 112 | 9.3 |
| Totals | 394 | 388 | 563 | 655 | 760 | 941 | 908 | 877 | - | - | - | - | 5,486 | 1,087 | 1.2 |

2015

| Sales Price | Closed Sales January | Closed Sales February | Closed Sales March | Closed Sales April | Closed Sales May | Closed Sales June | Closed Sales July | Closed Sales August | Closed Sales September | Closed Sales October | Closed Sales November | Closed Sales December | Total | Active on 8/31/15 by List Price | Months Supply of Inventory* |
|----------------------------|----------------------|-----------------------|--------------------|--------------------|------------------|-------------------|-------------------|---------------------|------------------------|----------------------|-----------------------|-----------------------|-------|---------------------------------|-----------------------------|
| \$0 to \$349,999 | 42 | 38 | 43 | 35 | 48 | 64 | 53 | 47 | 39 | 26 | 23 | 32 | 370 | 42 | 0.9 |
| \$350,000 to \$499,999 | 87 | 90 | 144 | 144 | 138 | 182 | 152 | 138 | 140 | 145 | 90 | 101 | 1,075 | 160 | 1.2 |
| \$500,000 to \$749,999 | 135 | 143 | 227 | 275 | 302 | 350 | 338 | 345 | 281 | 255 | 187 | 237 | 2,115 | 308 | 0.9 |
| \$750,000 to \$999,999 | 99 | 82 | 128 | 179 | 182 | 205 | 205 | 167 | 180 | 169 | 129 | 149 | 1,247 | 299 | 1.8 |
| \$1,000,000 to \$1,499,999 | 37 | 35 | 47 | 68 | 88 | 104 | 119 | 93 | 75 | 79 | 62 | 77 | 591 | 180 | 1.9 |
| \$1,500,000 to \$2,999,999 | 23 | 23 | 49 | 36 | 46 | 61 | 57 | 61 | 48 | 34 | 30 | 44 | 356 | 146 | 2.4 |
| \$3,000,000 and up | 4 | 4 | 3 | 5 | 13 | 15 | 8 | 14 | 10 | 11 | 9 | 3 | 66 | 69 | 4.9 |
| Totals | 427 | 415 | 641 | 742 | 817 | 981 | 932 | 865 | 773 | 719 | 643 | 643 | 5,820 | 1,204 | 1.4 |

% Change

| Sales Price | Closed Sales January | Closed Sales February | Closed Sales March | Closed Sales April | Closed Sales May | Closed Sales June | Closed Sales July | Closed Sales August | Closed Sales September | Closed Sales October | Closed Sales November | Closed Sales December | Total | Active by List Price | Months Supply of Inventory* |
|----------------------------|----------------------|-----------------------|--------------------|--------------------|------------------|-------------------|-------------------|---------------------|------------------------|----------------------|-----------------------|-----------------------|-------|----------------------|-----------------------------|
| \$0 to \$349,999 | -64% | -79% | -60% | -46% | -54% | -59% | -55% | -53% | | | | | -59% | -40% | 27% |
| \$350,000 to 499,999 | -17% | -43% | -52% | -43% | -39% | -49% | -38% | -39% | | | | | -41% | -67% | -46% |
| \$500,000 to \$749,999 | 1% | -3% | -11% | -12% | -17% | 1% | -3% | -10% | | | | | -7% | -34% | -27% |
| \$750,000 to \$999,999 | 6% | 32% | 8% | -7% | 19% | 15% | 25% | 44% | | | | | 18% | -25% | -48% |
| \$1,000,000 to \$1,499,999 | -3% | 46% | 57% | 31% | 26% | 48% | 3% | 60% | | | | | 33% | 39% | -13% |
| \$1,500,000 to \$2,999,999 | -13% | 4% | 18% | 33% | 28% | 8% | 18% | -2% | | | | | 13% | 51% | 53% |
| \$3,000,000 and up | 150% | 100% | 67% | 60% | 15% | -13% | 113% | -14% | | | | | 33% | 62% | 89% |
| Totals | -8% | -7% | -12% | -12% | -7% | -4% | -3% | 1% | | | | | -6% | -10% | -11% |

* Months supply of inventory is calculated by dividing Active Inventory by the number of closed sales for the last month, rounded to the nearest month.



EASTSIDE CLOSED & ACTIVE INVENTORY BY PRICE RANGE - CONDOMINIUM

Including: Eastside - South of I-90 (500), Mercer Island (510), Bellevue - West of I-405 (520), Bellevue - East of I-405 (530), East of Lake Sammamish (540), Redmond-Carnation (550), Kirkland-Bridle Trails (560), Juanita-Woodinville/Duvall (600)

2016

| Sales Price | Closed Sales January | Closed Sales February | Closed Sales March | Closed Sales April | Closed Sales May | Closed Sales June | Closed Sales July | Closed Sales August | Closed Sales September | Closed Sales October | Closed Sales November | Closed Sales December | Total | Active on 8/31/16 by List Price | Months Supply of Inventory* |
|----------------------------|----------------------|-----------------------|--------------------|--------------------|------------------|-------------------|-------------------|---------------------|------------------------|----------------------|-----------------------|-----------------------|--------------|---------------------------------|-----------------------------|
| \$0 to \$349,999 | 99 | 91 | 136 | 145 | 142 | 141 | 147 | 154 | | | | | 1,055 | 112 | 0.7 |
| \$350,000 to \$499,999 | 31 | 37 | 53 | 68 | 63 | 94 | 70 | 74 | | | | | 490 | 58 | 0.8 |
| \$500,000 to \$749,999 | 23 | 16 | 32 | 61 | 46 | 58 | 41 | 40 | | | | | 317 | 36 | 0.9 |
| \$750,000 to \$999,999 | 5 | 9 | 11 | 1 | 12 | 8 | 12 | 9 | | | | | 67 | 19 | 2.1 |
| \$1,000,000 to \$1,499,999 | 1 | 2 | 5 | 5 | 6 | 6 | 5 | 5 | | | | | 35 | 28 | 5.6 |
| \$1,500,000 to \$2,999,999 | - | - | - | 2 | 3 | 3 | 4 | 2 | | | | | 14 | 12 | 6.0 |
| \$3,000,000 and up | - | - | - | - | - | - | - | - | | | | | - | 3 | - |
| Totals | 159 | 155 | 237 | 282 | 272 | 310 | 279 | 284 | - | - | - | - | 1,978 | 268 | 0.9 |

2015

| Sales Price | Closed Sales January | Closed Sales February | Closed Sales March | Closed Sales April | Closed Sales May | Closed Sales June | Closed Sales July | Closed Sales August | Closed Sales September | Closed Sales October | Closed Sales November | Closed Sales December | Total | Active on 8/31/15 by List Price | Months Supply of Inventory* |
|----------------------------|----------------------|-----------------------|--------------------|--------------------|------------------|-------------------|-------------------|---------------------|------------------------|----------------------|-----------------------|-----------------------|--------------|---------------------------------|-----------------------------|
| \$0 to \$349,999 | 89 | 115 | 144 | 150 | 158 | 155 | 181 | 175 | 157 | 165 | 135 | 128 | 1,167 | 195 | 1.1 |
| \$350,000 to \$499,999 | 22 | 17 | 59 | 44 | 58 | 68 | 71 | 66 | 75 | 66 | 57 | 45 | 405 | 49 | 0.7 |
| \$500,000 to \$749,999 | 13 | 20 | 28 | 24 | 42 | 44 | 25 | 18 | 29 | 31 | 25 | 31 | 214 | 42 | 2.3 |
| \$750,000 to \$999,999 | 5 | 8 | 12 | 11 | 7 | 9 | 10 | 11 | 10 | 10 | 9 | 4 | 73 | 30 | 2.7 |
| \$1,000,000 to \$1,499,999 | 1 | - | 5 | - | 4 | 8 | 8 | 8 | 5 | 5 | 1 | 4 | 34 | 17 | 2.1 |
| \$1,500,000 to \$2,999,999 | 1 | - | - | 1 | 3 | 1 | 4 | - | 3 | 3 | 1 | - | 10 | 15 | - |
| \$3,000,000 and up | - | - | - | - | - | - | - | - | - | - | - | - | - | 1 | - |
| Totals | 131 | 160 | 248 | 230 | 272 | 285 | 299 | 278 | 279 | 280 | 440 | 212 | 1,903 | 349 | 1.3 |

% Change

| Sales Price | Closed Sales January | Closed Sales February | Closed Sales March | Closed Sales April | Closed Sales May | Closed Sales June | Closed Sales July | Closed Sales August | Closed Sales September | Closed Sales October | Closed Sales November | Closed Sales December | Total | Active by List Price | Months Supply of Inventory* |
|----------------------------|----------------------|-----------------------|--------------------|--------------------|------------------|-------------------|-------------------|---------------------|------------------------|----------------------|-----------------------|-----------------------|-----------|----------------------|-----------------------------|
| \$0 to \$349,999 | 11% | -21% | -6% | -3% | -10% | -9% | -19% | -12% | | | | | -10% | -43% | -35% |
| \$350,000 to 499,999 | 41% | 118% | -10% | 55% | 9% | 38% | -1% | 12% | | | | | 21% | 18% | 6% |
| \$500,000 to \$749,999 | 77% | -20% | 14% | 154% | 10% | 32% | 64% | 122% | | | | | 48% | -14% | -61% |
| \$750,000 to \$999,999 | 0% | 13% | -8% | -91% | 71% | -11% | 20% | -18% | | | | | -8% | -37% | -23% |
| \$1,000,000 to \$1,499,999 | 0% | #DIV/0! | 0% | #DIV/0! | 50% | -25% | -38% | -38% | | | | | 3% | 65% | 164% |
| \$1,500,000 to \$2,999,999 | | | | 100% | 0% | 200% | 0% | #DIV/0! | | | | | 40% | -20% | #VALUE! |
| \$3,000,000 and up | | | | | | | | | | | | | | 200% | |
| Totals | 21% | -3% | -4% | 23% | 0% | 9% | -7% | 2% | | | | | 4% | -23% | -25% |

* Months supply of inventory is calculated by dividing Active Inventory by the number of closed sales for the last month, rounded to the nearest month.