Realogics

Sotheby's

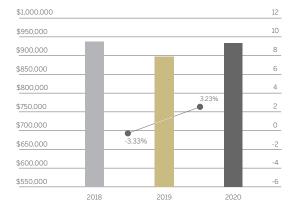
20 QUARTERLY MARKET REPORT

Eastside

Q2 APRIL-JUNE 2020

As the Eastside settled in for Governor Jay Inslee's stay-at-home order, inventory began to drop and the median sales price for single-family homes went up. As evident from past years' data, the second quarter trends towards a busier market time, but it appears that many who would have otherwise listed, decided to stay on the bench in Q2 of 2020. Likewise, buyer demand and the sales price for many Eastside homes went up—the average price per square foot rose to over \$400. While the median sales price for homes went up by more than 3 percent from a year ago, it's down slightly from the first quarter.

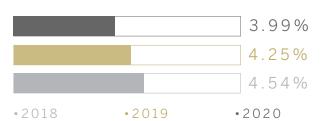




AVERAGE DAYS ON MARKET

INTEREST RATES

30-year fixed rate for conventional mortgage loan



AVERAGE PRICE PER SQ. FT. Q2-2020 vs. Q2-2019 (4.58%)



HOME SOLD Q2-2020 vs. Q2-2019 ↓(-30.42%)

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STATE OF THE MARKET

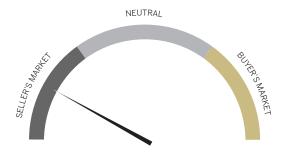
1.4 months of inventory

Q2 2018-2020

16

(Based on Q2-2020 housing inventory. Seller's Market = 0 to 3 months inventory, Neutral Market = 3 to 6 months inventory, Buyer's Market = 6+ months inventory.)

2020



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