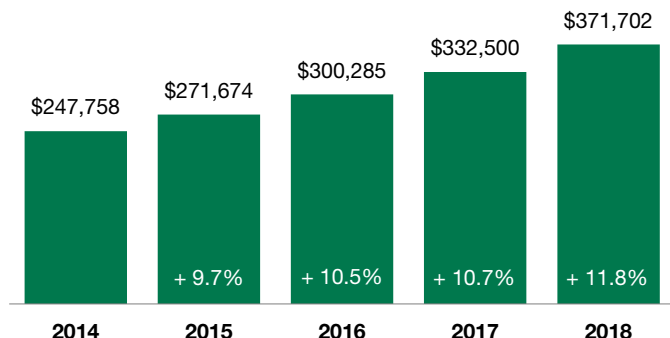


Average Sales Price



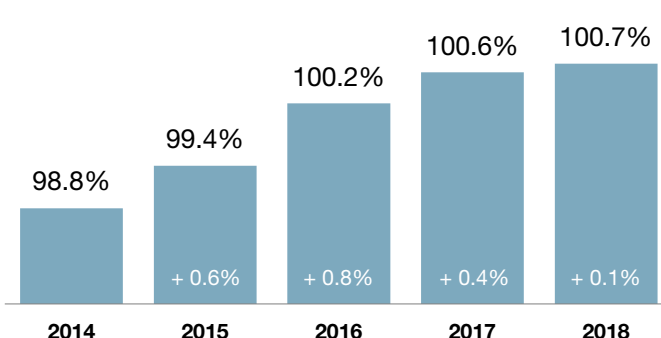
Top 5 Zip Codes: Change in Avg. Sales Price from 2017

98465 Tacoma	+ 22.1%
98409 Tacoma	+ 20.2%
98444 Tacoma	+ 18.1%
98323 Carbonado	+ 17.9%
98372 Puyallup	+ 17.3%

Bottom 5 Zip Codes: Change in Avg. Sales Price from 2017

98304 Ashford	- 7.2%
98388 Steilacoom	- 7.2%
98303 Anderson Island	- 7.7%
98394 Vaughn	- 20.0%
98439 Lakewood	- 46.2%

Percent of List Price Received



Top 5 Zip Codes: Change in Pct. of List Price Received from 2017

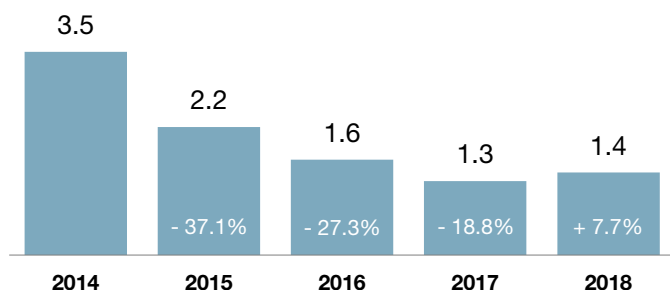
98330 Elbe	+ 7.3%
98439 Lakewood	+ 7.2%
98394 Vaughn	+ 4.8%
98304 Ashford	+ 3.0%
98336 Gig Harbor	+ 1.7%

Bottom 5 Zip Codes: Change in Pct. of List Price Received from 2017

98407 Tacoma	- 0.3%
98321 Buckley	- 0.4%
98499 Lakewood	- 0.5%
98354 Milton	- 0.7%
98349 Lackbay	- 1.8%

Months Supply of Inventory

At the end of the year.



Top 5 Zip Codes: Change in Months Supply of Inventory from 2017

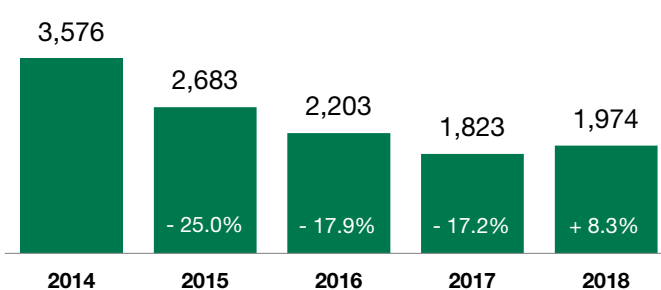
98047 Pacific	+ 250.0%
98323 Carbonado	+ 157.1%
98402 Tacoma	+ 133.3%
98354 Milton	+ 100.0%
98405 Tacoma	+ 100.0%

Bottom 5 Zip Codes: Change in Months Supply of Inventory from 2017

98304 Ashford	- 36.4%
98446 Tacoma	- 40.0%
98330 Elbe	- 60.0%
98336 Gig Harbor	- 100.0%
98394 Vaughn	- 100.0%

Inventory of Homes for Sale

At the end of the year.



Top 5 Zip Codes: Change in Homes for Sale from 2017

98047 Pacific	+ 200.0%
98402 Tacoma	+ 200.0%
98323 Carbonado	+ 150.0%
98354 Milton	+ 125.0%
98388 Steilacoom	+ 81.3%

Bottom 5 Zip Codes: Change in Homes for Sale from 2017

98332 Gig Harbor	- 24.2%
98408 Tacoma	- 24.3%
98351 Longbranch	- 28.6%
98444 Tacoma	- 31.0%
98330 Elbe	- 50.0%

31

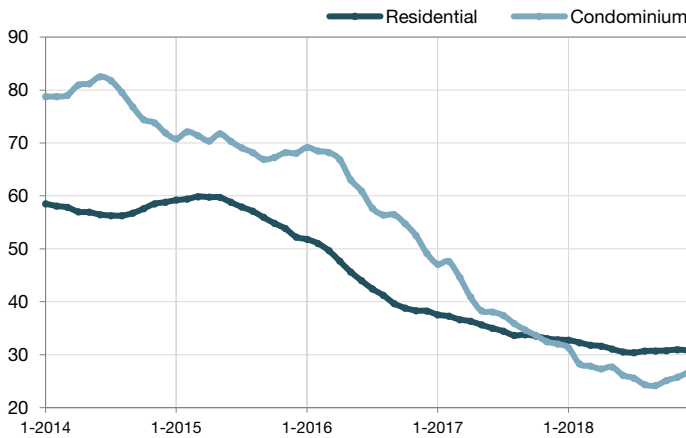
Average Days on Market
Residential

27

Average Days on Market
Condominium

Days on Market

This chart uses a rolling 12-month average for each data point.



Top Zip Codes: Condominium Market Share in 2018

98402 Tacoma	90.3%
98403 Tacoma	31.3%
98327 Dupont	21.4%
98092 Auburn	20.1%
98354 Milton	15.5%
98407 Tacoma	14.2%
98406 Tacoma	13.6%
98388 Steilacoom	12.9%
98466 Tacoma	12.7%
98373 Puyallup	11.1%
98465 Tacoma	10.7%
98498 Lakewood	10.4%
98446 Tacoma	9.9%
98424 Tacoma	9.7%
98372 Puyallup	9.7%
98499 Lakewood	9.2%
98360 Orting	8.4%
98375 Puyallup	7.3%

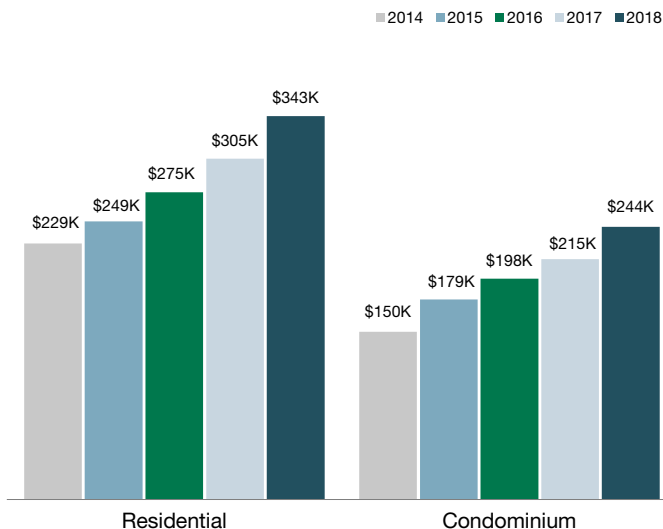
+ 12.5%

One-Year Change in Price
Residential

+ 13.5%

One-Year Change in Price
Condominium

Median Sales Price



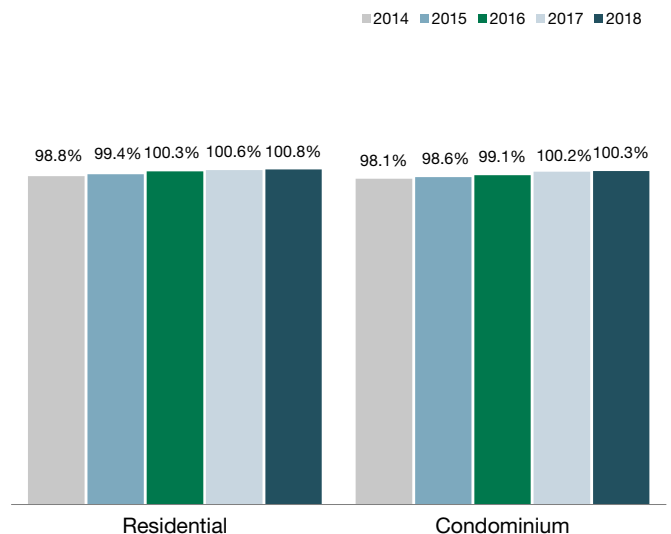
100.8%

Pct. of List Price Received
Residential

100.3%

Pct. of List Price Received
Condominium

Percent of List Price Received



\$250,001 to \$450,000

Price Range with Shortest Average Days on Market Until Sale

\$750,001 or More

Price Range with Longest Average Days on Market Until Sale

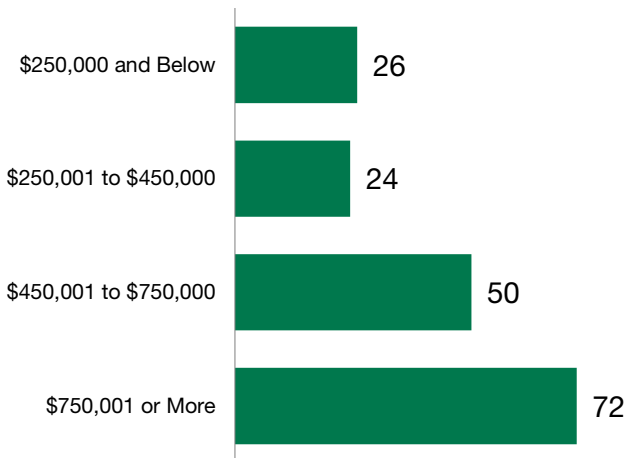
13.3%

Homes for Sale at Year End Priced \$250,000 and Below

- 26.3%

One-Year Change in Homes for Sale Priced \$250,000 and Below

Days on Market Until Sale by Price Range



Share of Homes for Sale \$250,000 and Below



\$250,001 to \$450,000

Price Range with the Most Closed Sales

+ 35.5%

Price Range with Strongest One-Year Change in Sales: \$450,001 to \$750,000

\$750,001 or More

Price Range with the Fewest Closed Sales

- 43.1%

Price Range with Weakest One-Year Change in Sales: \$250,000 and Below

Closed Sales by Price Range

■ 2016 ■ 2017 ■ 2018

