



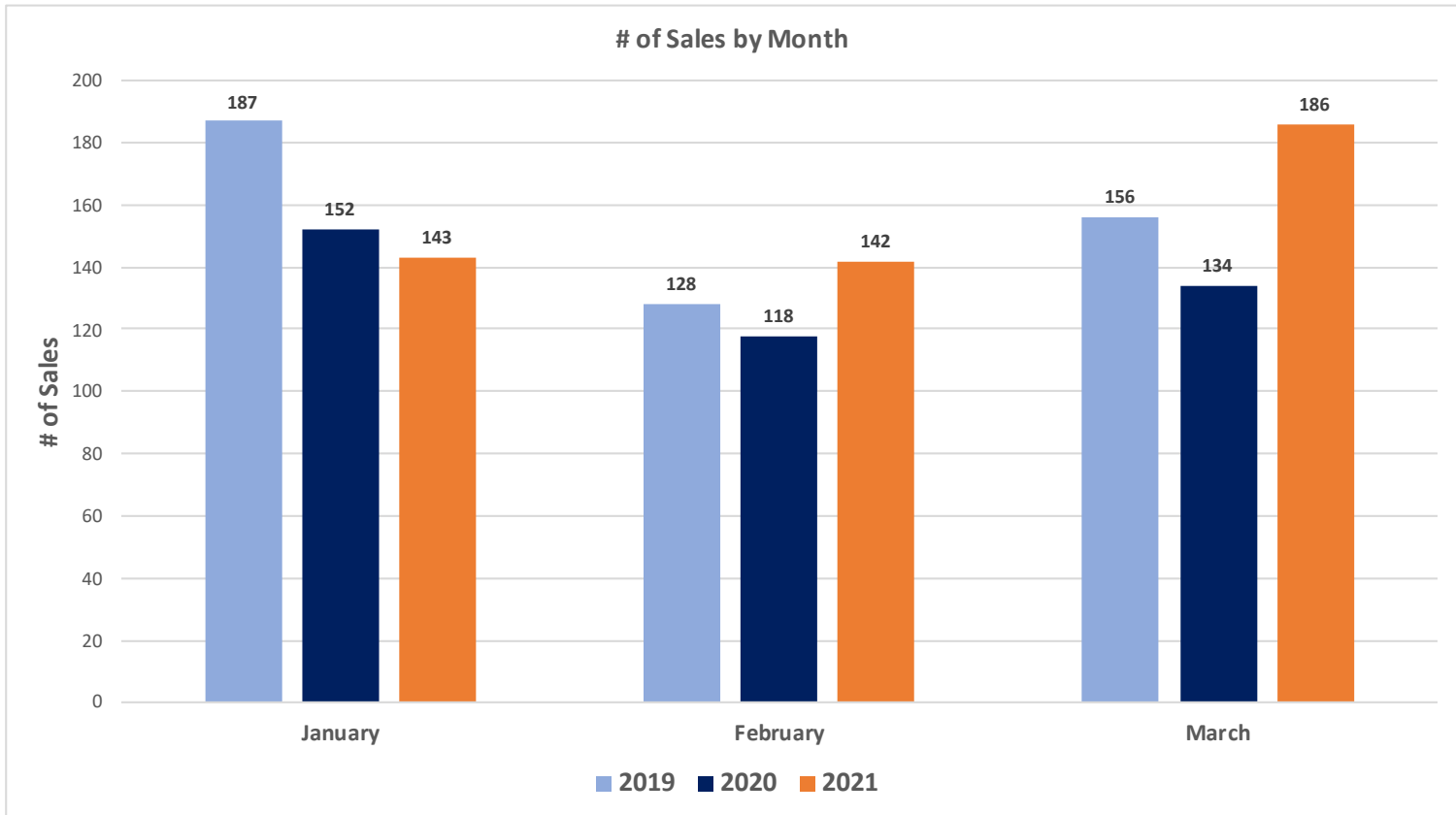
**CBA Researched CMA Sales  
Summary  
1st Quarter (2021 vs 2020)**

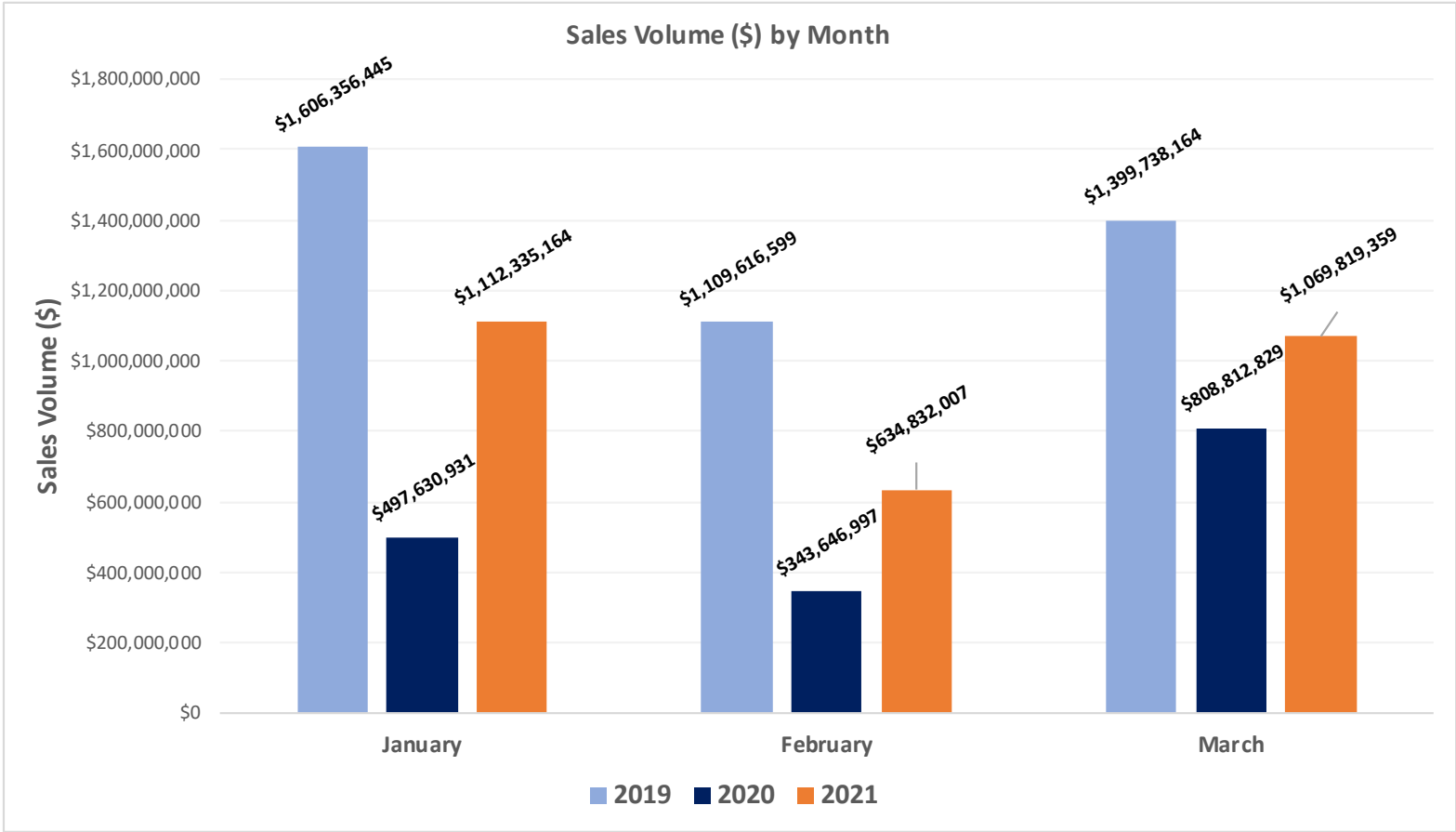
|                       | 2020       |                        |                   |
|-----------------------|------------|------------------------|-------------------|
| Totals by Month       | # of Sales | Sales Volume (\$)      | Total SF          |
| January               | 152        | \$497,630,931          | 40,386,162        |
| February              | 118        | \$343,646,997          | 4,116,034         |
| March                 | 134        | \$808,812,829          | 11,287,831        |
| <b>1st Qtr Totals</b> | <b>404</b> | <b>\$1,650,090,757</b> | <b>55,790,027</b> |
| Totals by County      | # of Sales | Sales Volume (\$)      | Total SF          |
| King                  | 177        | \$1,237,956,731        | 39,853,030        |
| Snohomish             | 58         | \$156,535,682          | 2,416,473         |
| Pierce                | 81         | \$161,401,805          | 3,154,743         |
| Spokane               | 50         | \$49,121,428           | 9,126,116         |
| Kitsap                | 15         | \$12,665,880           | 631,772           |
| Thurston              | 23         | \$32,409,231           | 607,893           |
| <b>1st Qtr Totals</b> | <b>404</b> | <b>\$1,650,090,757</b> | <b>55,790,027</b> |
| Totals by Asset Class | # of Sales | Sales Volume (\$)      | Total SF          |
| Office                | 74         | \$571,826,909          | 1,098,374         |
| Retail                | 107        | \$269,887,899          | 969,277           |
| Industrial/Flex       | 77         | \$280,993,775          | 1,668,567         |
| Land                  | 98         | \$262,953,422          | 51,095,738        |
| Multifamily           | 48         | \$264,428,752          | 958,071           |
| <b>1st Qtr Totals</b> | <b>404</b> | <b>\$1,650,090,757</b> | <b>55,790,027</b> |

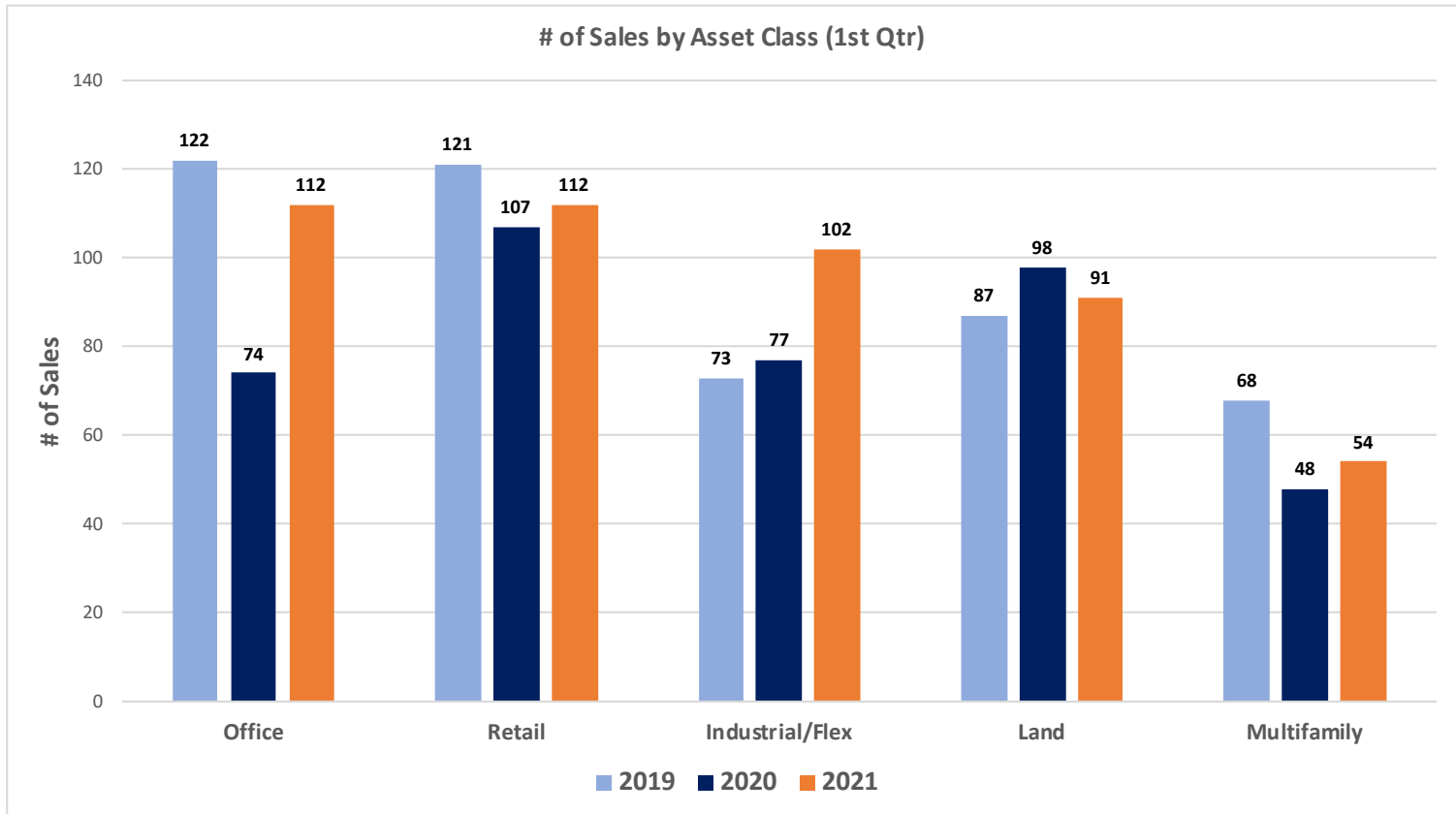
|                       | 2021       |                        |                   |
|-----------------------|------------|------------------------|-------------------|
| Totals by Month       | # of Sales | Sales Volume (\$)      | Total SF          |
| January               | 143        | \$1,112,335,164        | 38,007,489        |
| February              | 142        | \$634,832,007          | 11,841,741        |
| March                 | 186        | \$1,069,819,359        | 12,408,560        |
| <b>1st Qtr Totals</b> | <b>471</b> | <b>\$2,816,986,530</b> | <b>62,257,790</b> |
| Totals by County      | # of Sales | Sales Volume (\$)      | Total SF          |
| King                  | 203        | \$1,700,848,663        | 10,244,200        |
| Snohomish             | 87         | \$640,048,220          | 24,946,902        |
| Pierce                | 100        | \$358,685,043          | 10,040,016        |
| Spokane               | 45         | \$67,283,404           | 1,356,077         |
| Kitsap                | 12         | \$19,500,000           | 655,635           |
| Thurston              | 24         | \$30,621,200           | 15,014,960        |
| <b>1st Qtr Totals</b> | <b>471</b> | <b>\$2,816,986,530</b> | <b>62,257,790</b> |
| Totals by Asset Class | # of Sales | Sales Volume (\$)      | Total SF          |
| Office                | 112        | \$510,143,634          | 1,870,992         |
| Retail                | 112        | \$309,022,078          | 1,114,540         |
| Industrial/Flex       | 102        | \$1,111,641,170        | 4,971,428         |
| Land                  | 91         | \$287,543,409          | 52,846,889        |
| Multifamily           | 54         | \$598,636,239          | 1,453,941         |
| <b>1st Qtr Totals</b> | <b>471</b> | <b>\$2,816,986,530</b> | <b>62,257,790</b> |

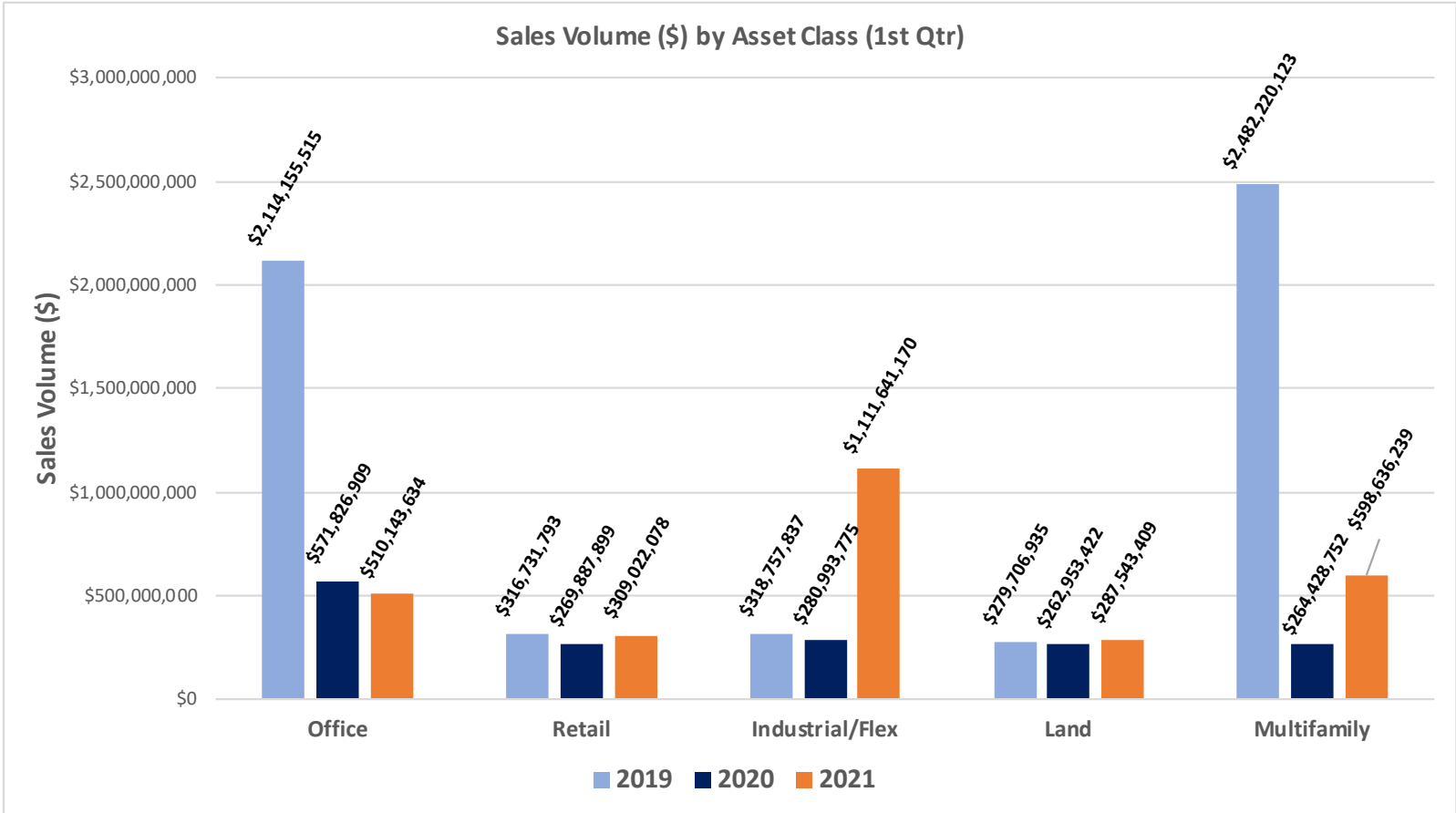
| 2021 vs 2020 Change |              |                        |              |                  |
|---------------------|--------------|------------------------|--------------|------------------|
| # of Sales          | % Chg        | Sales Volume (\$)      | % Chg        | Total SF         |
| -9                  | -5.9%        | \$614,704,233          | 123.5%       | (2,378,673)      |
| 24                  | 20.3%        | \$291,185,010          | 84.7%        | 7,725,707        |
| 52                  | 38.8%        | \$261,006,530          | 32.3%        | 1,120,729        |
| <b>67</b>           | <b>16.6%</b> | <b>\$1,166,895,773</b> | <b>70.7%</b> | <b>6,467,763</b> |
| # of Sales          | % Chg        | Sales Volume (\$)      | % Chg        | Total SF         |
| 26                  | 14.7%        | \$462,891,932          | 37.4%        | (29,608,830)     |
| 29                  | 50.0%        | \$483,512,538          | 308.9%       | 22,530,429       |
| 19                  | 23.5%        | \$197,283,238          | 122.2%       | 6,885,273        |
| -5                  | -10.0%       | \$18,161,976           | 37.0%        | (7,770,039)      |
| -3                  | -20.0%       | \$6,834,120            | 54.0%        | 23,863           |
| 1                   | 4.3%         | (\$1,788,031)          | -5.5%        | 14,407,067       |
| <b>67</b>           | <b>16.6%</b> | <b>\$1,166,895,773</b> | <b>70.7%</b> | <b>6,467,763</b> |
| # of Sales          | % Chg        | Sales Volume (\$)      | % Chg        | Total SF         |
| 38                  | 51.4%        | (\$61,683,275)         | -10.8%       | 772,618          |
| 5                   | 4.7%         | \$39,134,179           | 14.5%        | 145,263          |
| 25                  | 32.5%        | \$830,647,395          | 295.6%       | 3,302,861        |
| -7                  | -7.1%        | \$24,589,987           | 9.4%         | 1,751,151        |
| 6                   | 12.5%        | \$334,207,487          | 126.4%       | 495,870          |
| <b>67</b>           | <b>16.6%</b> | <b>\$1,166,895,773</b> | <b>70.7%</b> | <b>6,467,763</b> |

| Notable Sales - 2020     | City     | Asset Class | Sale Date | Sale Price    |
|--------------------------|----------|-------------|-----------|---------------|
| 300 Pine St - (Macy's)   | Seattle  | Retail      | 01/21/20  | \$68,700,000  |
| Pacific Gateway Ind Park | Kent     | Land        | 01/09/20  | \$60,000,000  |
| Tower 333                | Bellevue | Office      | 03/13/20  | \$401,500,000 |
| Notable Sales - 2021     | City     | Asset Class | Sale Date | Sale Price    |
| Filson HQ                | Seattle  | Office      | 01/21/21  | \$21,000,000  |
| Redmond East Bus Campus  | Redmond  | Office      | 01/21/21  | \$80,000,000  |
| Home Depot               | Tacoma   | Retail      | 01/12/21  | \$38,902,775  |
| Haggen                   | Stanwood | Retail      | 01/14/21  | \$15,488,429  |
| Canyon Park East         | Redmond  | Ind/Flex    | 01/27/21  | \$75,000,000  |
| Spokane Dist Ctr         | Bothell  | Ind/Flex    | 01/08/21  | \$72,600,000  |
| Hyde Square              | Seattle  | Multifamily | 01/20/21  | \$279,100,000 |
| Canyon Bus Ctr           | Bothell  | Ind/Flex    | 02/23/21  | \$200,000,000 |
| Advanta Ofc Commons      | Bellevue | Office      | 03/09/21  | \$169,000,000 |
| Canyon Park Heights      | Bothell  | Office      | 03/01/21  | \$45,000,000  |
| Willows Commerce Park II | Redmond  | Ind/Flex    | 03/26/21  | \$140,000,000 |
| Portside 55              | Tacoma   | Ind/Flex    | 03/04/21  | \$61,320,000  |











**CBA Researched CMA Sales**  
**Comparison by Asset Class and County: January 2021 vs January 2020**

| Asset Class                      | January 2020 |                      |                   |
|----------------------------------|--------------|----------------------|-------------------|
|                                  | # of Sales   | Sales Volume (\$)    | Total SF          |
| <b>Office</b>                    |              |                      |                   |
| King County                      | 8            | \$18,750,000         | 49,031            |
| Snohomish County                 | 2            | \$1,530,000          | 8,796             |
| Pierce County                    | 3            | \$1,687,500          | 8,362             |
| Spokane County                   | 3            | \$3,110,000          | 29,388            |
| Kitsap County                    | 3            | \$2,097,000          | 15,401            |
| Thurston County                  | 5            | \$8,465,000          | 56,159            |
| <b>Totals:</b>                   | <b>24</b>    | <b>\$35,639,500</b>  | <b>167,137</b>    |
| <b>Notable Sales:</b>            |              |                      |                   |
| <b>Retail</b>                    |              |                      |                   |
| King County                      | 24           | \$105,202,288        | 381,596           |
| Snohomish County                 | 4            | \$5,790,000          | 30,370            |
| Pierce County                    | 9            | \$13,006,100         | 58,413            |
| Spokane County                   | 4            | \$3,535,000          | 25,561            |
| Kitsap County                    | 0            | \$0                  | 0                 |
| Thurston County                  | 5            | \$9,625,000          | 26,910            |
| <b>Totals:</b>                   | <b>46</b>    | <b>\$137,158,388</b> | <b>522,850</b>    |
| <b>Notable Sales:</b>            |              |                      |                   |
| <b>Industrial/High Tech Flex</b> |              |                      |                   |
| King County                      | 11           | \$49,355,000         | 185,501           |
| Snohomish County                 | 6            | \$40,215,000         | 217,982           |
| Pierce County                    | 5            | \$5,668,000          | 28,088            |
| Spokane County                   | 5            | \$8,317,000          | 133,641           |
| Kitsap County                    | 1            | \$320,000            | 2,891             |
| Thurston County                  | 2            | \$1,835,000          | 17,066            |
| <b>Totals:</b>                   | <b>30</b>    | <b>\$105,710,000</b> | <b>585,169</b>    |
| <b>Notable Sales:</b>            |              |                      |                   |
| <b>Land</b>                      |              |                      |                   |
| King County                      | 15           | \$75,978,000         | 32,765,483        |
| Snohomish County                 | 8            | \$15,468,430         | 356,268           |
| Pierce County                    | 5            | \$9,878,113          | 822,164           |
| Spokane County                   | 3            | \$1,083,500          | 3,928,850         |
| Kitsap County                    | 1            | \$1,315,000          | 279,655           |
| Thurston County                  | 3            | \$1,900,000          | 455,364           |
| <b>Totals:</b>                   | <b>35</b>    | <b>\$105,623,043</b> | <b>38,607,784</b> |
| <b>Notable Sales:</b>            |              |                      |                   |
| <b>Multifamily</b>               |              |                      |                   |
| King County                      | 7            | \$76,200,000         | 325,721           |
| Snohomish County                 | 3            | \$26,355,000         | 112,733           |
| Pierce County                    | 7            | \$10,945,000         | 64,768            |
| <b>Totals:</b>                   | <b>17</b>    | <b>\$113,500,000</b> | <b>503,222</b>    |
| <b>Notable Sales:</b>            |              |                      |                   |
| <b>Grand Totals:</b>             | <b>152</b>   | <b>\$497,630,931</b> | <b>40,386,162</b> |

| County Totals:       | # of Sales | Sales Volume (\$)    | Total SF          |
|----------------------|------------|----------------------|-------------------|
| King                 | 65         | \$325,485,288        | 33,707,332        |
| Snohomish            | 23         | \$89,358,430         | 726,149           |
| Pierce               | 29         | \$41,184,713         | 981,795           |
| Spokane              | 15         | \$16,045,500         | 4,117,440         |
| Kitsap               | 5          | \$3,732,000          | 297,947           |
| Thurston             | 15         | \$21,825,000         | 555,499           |
| <b>Grand Totals:</b> | <b>152</b> | <b>\$497,630,931</b> | <b>40,386,162</b> |

| Asset Class                      | January 2021 |                        |                   |
|----------------------------------|--------------|------------------------|-------------------|
|                                  | # of Sales   | Sales Volume (\$)      | Total SF          |
| <b>Office</b>                    |              |                        |                   |
| King County                      | 15           | \$61,884,500           | 172,152           |
| Snohomish County                 | 6            | \$20,203,213           | 75,890            |
| Pierce County                    | 10           | \$9,034,000            | 4,489             |
| Spokane County                   | 3            | \$1,585,000            | 8,932             |
| Kitsap County                    | 0            | \$0                    | 0                 |
| Thurston County                  | 2            | \$726,000              | 3,731             |
| <b>Totals:</b>                   | <b>36</b>    | <b>\$93,432,713</b>    | <b>265,194</b>    |
| <b>Notable Sales:</b>            |              |                        |                   |
| <b>Retail</b>                    |              |                        |                   |
| King County                      | 9            | \$18,620,000           | 25,156            |
| Snohomish County                 | 7            | \$35,240,929           | 114,124           |
| Pierce County                    | 7            | \$51,989,775           | 162,229           |
| Spokane County                   | 4            | \$6,643,000            | 84,055            |
| Kitsap County                    | 0            | \$0                    | 0                 |
| Thurston County                  | 2            | \$935,000              | 3,480             |
| <b>Totals:</b>                   | <b>29</b>    | <b>\$113,428,704</b>   | <b>389,044</b>    |
| <b>Notable Sales:</b>            |              |                        |                   |
| <b>Industrial/High Tech Flex</b> |              |                        |                   |
| King County                      | 12           | \$277,035,000          | 1,104,149         |
| Snohomish County                 | 6            | \$109,080,000          | 399,709           |
| Pierce County                    | 6            | \$16,232,000           | 108,472           |
| Spokane County                   | 2            | \$1,315,000            | 33,445            |
| Kitsap County                    | 0            | \$0                    | 0                 |
| Thurston County                  | 4            | \$2,395,000            | 21,398            |
| <b>Totals:</b>                   | <b>30</b>    | <b>\$406,057,000</b>   | <b>1,667,173</b>  |
| <b>Notable Sales:</b>            |              |                        |                   |
| <b>Land</b>                      |              |                        |                   |
| King County                      | 13           | \$30,680,853           | 2,710,212         |
| Snohomish County                 | 10           | \$52,415,151           | 17,694,283        |
| Pierce County                    | 5            | \$12,614,000           | 423,871           |
| Spokane County                   | 3            | \$1,423,898            | 360,121           |
| Kitsap County                    | 0            | \$0                    | 0                 |
| Thurston County                  | 2            | \$3,622,000            | 13,752,129        |
| <b>Totals:</b>                   | <b>33</b>    | <b>\$100,755,902</b>   | <b>34,940,616</b> |
| <b>Notable Sales:</b>            |              |                        |                   |
| <b>Multifamily</b>               |              |                        |                   |
| King County                      | 11           | \$374,898,250          | 671,688           |
| Snohomish County                 | 3            | \$23,042,595           | 70,702            |
| Pierce County                    | 1            | \$720,000              | 3,072             |
| <b>Totals:</b>                   | <b>15</b>    | <b>\$398,660,845</b>   | <b>745,462</b>    |
| <b>Notable Sales:</b>            |              |                        |                   |
| <b>Grand Totals:</b>             | <b>143</b>   | <b>\$1,112,335,164</b> | <b>38,007,489</b> |

| County Totals:       | # of Sales | Sales Volume (\$)      | Total SF          |
|----------------------|------------|------------------------|-------------------|
| King                 | 60         | \$763,118,603          | 4,683,357         |
| Snohomish            | 32         | \$239,981,888          | 18,354,708        |
| Pierce               | 29         | \$90,589,775           | 702,133           |
| Spokane              | 12         | \$10,966,898           | 486,553           |
| Kitsap               | 0          | \$0                    | 0                 |
| Thurston             | 10         | \$7,678,000            | 13,780,738        |
| <b>Grand Totals:</b> | <b>143</b> | <b>\$1,112,335,164</b> | <b>38,007,489</b> |

| Asset Class                      | Change (Jan 2021 vs Jan 2020) |               |                          |               |                    |
|----------------------------------|-------------------------------|---------------|--------------------------|---------------|--------------------|
|                                  | # of Sales                    | % Chg         | Sales Volume (\$)        | % Chg         | Total SF           |
| <b>Office</b>                    |                               |               |                          |               |                    |
| King County                      | 7                             | 87.5%         | \$43,134,500.00          | 230.1%        | 123,121            |
| Snohomish County                 | 4                             | 200.0%        | \$18,673,213.00          | 1220.5%       | 67,094             |
| Pierce County                    | 7                             | 233.3%        | \$7,346,500.00           | 435.3%        | (3,873)            |
| Spokane County                   | 0                             | 0.0%          | (\$1,525,000.00)         | -49.0%        | (20,456)           |
| Kitsap County                    | -3                            | -100.0%       | (\$2,097,000.00)         | -100.0%       | (15,401)           |
| Thurston County                  | -3                            | -60.0%        | (\$7,739,000.00)         | -91.4%        | (52,428)           |
| <b>Totals:</b>                   | <b>12</b>                     | <b>50.0%</b>  | <b>\$57,793,213.00</b>   | <b>162.2%</b> | <b>98,057</b>      |
| <b>Notable Sales:</b>            |                               |               |                          |               |                    |
| <b>Retail</b>                    |                               |               |                          |               |                    |
| King County                      | -15                           | -62.5%        | (\$86,582,288.00)        | -82.3%        | (356,440)          |
| Snohomish County                 | 3                             | 75.0%         | \$29,450,929.00          | 508.7%        | 83,754             |
| Pierce County                    | -2                            | -22.2%        | \$38,983,675.00          | 299.7%        | 103,816            |
| Spokane County                   | 0                             | 0.0%          | \$3,108,000.00           | 87.9%         | 58,494             |
| Kitsap County                    | 0                             | 0.0%          | \$0.00                   | 0.0%          | -                  |
| Thurston County                  | -3                            | -60.0%        | (\$8,690,000.00)         | -90.3%        | (23,430)           |
| <b>Totals:</b>                   | <b>-17</b>                    | <b>-37.0%</b> | <b>(\$23,729,684.00)</b> | <b>-17.3%</b> | <b>(133,806)</b>   |
| <b>Notable Sales:</b>            |                               |               |                          |               |                    |
| <b>Industrial/High Tech Flex</b> |                               |               |                          |               |                    |
| King County                      | 1                             | 9.1%          | \$227,680,000.00         | 461.3%        | 918,648            |
| Snohomish County                 | 0                             | 0.0%          | \$68,865,000.00          | 171.2%        | 181,727            |
| Pierce County                    | 1                             | 20.0%         | \$10,564,000.00          | 186.4%        | 80,384             |
| Spokane County                   | -3                            | -60.0%        | (\$7,002,000.00)         | -84.2%        | (100,196)          |
| Kitsap County                    | -1                            | -100.0%       | (\$320,000.00)           | -100.0%       | (2,891)            |
| Thurston County                  | 2                             | 200.0%        | \$560,000.00             | -             | 4,332              |
| <b>Totals:</b>                   | <b>0</b>                      | <b>0.0%</b>   | <b>\$300,347,000.00</b>  | <b>284.1%</b> | <b>1,082,004</b>   |
| <b>Notable Sales:</b>            |                               |               |                          |               |                    |
| <b>Land</b>                      |                               |               |                          |               |                    |
| King County                      | -2                            | -13.3%        | (\$45,297,147.00)        | -59.6%        | (30,055,271)       |
| Snohomish County                 | 2                             | 25.0%         | \$36,946,721.00          | 238.9%        | 17,338,015         |
| Pierce County                    | 0                             | 0.0%          | \$2,735,887.00           | 27.7%         | (398,293)          |
| Spokane County                   | 0                             | 0.0%          | \$340,398.00             | 31.4%         | (3,568,729)        |
| Kitsap County                    | -1                            | -100.0%       | (\$1,315,000.00)         | 0.0%          | (279,655)          |
| Thurston County                  | -1                            | 300.0%        | \$1,722,000.00           | -             | 13,296,765         |
| <b>Totals:</b>                   | <b>-2</b>                     | <b>-5.7%</b>  | <b>(\$4,867,141.00)</b>  | <b>-4.6%</b>  | <b>(3,667,168)</b> |
| <b>Notable Sales:</b>            |                               |               |                          |               |                    |
| <b>Multifamily</b>               |                               |               |                          |               |                    |
| King County                      | 4                             | 57.1%         | \$298,698,250.00         | 392.0%        | 345,967            |
| Snohomish County                 | 0                             | 0.0%          | (\$3,312,405.00)         | -12.6%        | (42,031)           |
| Pierce County                    | -6                            | -85.7%        | (\$10,225,000.00)        | -93.4%        | (61,696)           |
| <b>Totals:</b>                   | <b>-2</b>                     | <b>-11.8%</b> | <b>\$285,160,845.00</b>  | <b>251.2%</b> | <b>242,240</b>     |
| <b>Notable Sales:</b>            |                               |               |                          |               |                    |
| <b>Grand Totals:</b>             | <b>-9</b>                     | <b>-5.9%</b>  | <b>\$614,704,233.00</b>  | <b>123.5%</b> | <b>(2,378,673)</b> |

| County Totals:       | # of Sales | % Chg        | Sales Volume (\$)       | % Chg         | Total SF           |
|----------------------|------------|--------------|-------------------------|---------------|--------------------|
| King                 | -5         | -7.7%        | \$437,633,315.00        | 134.5%        | (29,023,975)       |
| Snohomish            | 9          | 39.1%        | \$150,623,458.00        | 168.6%        | 17,628,559         |
| Pierce               | 0          | 0.0%         | \$49,405,062.00         | 120.0%        | (279,662)          |
| Spokane              | -3         | -20.0%       | (\$5,078,602.00)        | -31.7%        | (3,630,887)        |
| Kitsap               | -5         | -100.0%      | (\$3,732,000.00)        | -100.0%       | (297,947)          |
| Thurston             | -5         | -33.3%       | (\$14,147,000.00)       | -64.8%        | 13,225,239         |
| <b>Grand Totals:</b> | <b>-9</b>  | <b>-5.9%</b> | <b>\$614,704,233.00</b> | <b>123.5%</b> | <b>(2,378,673)</b> |



**CBA Researched CMA Sales**  
**Comparison by Asset Class and County: February 2021 vs February 2020**

| Asset Class                      | February 2020 |                      |                  |
|----------------------------------|---------------|----------------------|------------------|
|                                  | # of Sales    | Sales Volume (\$)    | Total SF         |
| <b>Office</b>                    |               |                      |                  |
| King County                      | 9             | \$39,316,000         | 96,243           |
| Snohomish County                 | 2             | \$1,870,000          | 7,300            |
| Pierce County                    | 3             | \$1,166,500          | 5,136            |
| Spokane County                   | 3             | \$5,696,150          | 41,723           |
| Kitsap County                    | 1             | \$475,000            | 3,580            |
| Thurston County                  | 1             | \$365,000            | 1,152            |
| <b>Totals:</b>                   | <b>19</b>     | <b>\$48,888,650</b>  | <b>155,134</b>   |
| <b>Retail</b>                    |               |                      |                  |
| King County                      | 6             | \$16,670,000         | 28,860           |
| Snohomish County                 | 6             | \$16,327,000         | 45,560           |
| Pierce County                    | 9             | \$24,379,072         | 108,270          |
| Spokane County                   | 4             | \$1,100,000          | 13,178           |
| Kitsap County                    | 2             | \$625,000            | 4,206            |
| Thurston County                  | 1             | \$700,000            | 3,960            |
| <b>Totals:</b>                   | <b>28</b>     | <b>\$59,801,072</b>  | <b>204,034</b>   |
| <b>Industrial/High Tech Flex</b> |               |                      |                  |
| King County                      | 8             | \$101,057,895        | 481,326          |
| Snohomish County                 | 3             | \$4,541,500          | 22,568           |
| Pierce County                    | 7             | \$13,182,900         | 136,680          |
| Spokane County                   | 8             | \$5,269,600          | 56,292           |
| Kitsap County                    | 2             | \$1,104,880          | 49,098           |
| Thurston County                  | 1             | \$505,000            | 4,000            |
| <b>Totals:</b>                   | <b>29</b>     | <b>\$125,661,775</b> | <b>749,964</b>   |
| <b>Notable Sales:</b>            |               |                      |                  |
| <b>Land</b>                      |               |                      |                  |
| King County                      | 16            | \$30,720,748         | 642,003          |
| Snohomish County                 | 3             | \$1,015,000          | 142,005          |
| Pierce County                    | 8             | \$13,319,000         | 1,515,263        |
| Spokane County                   | 3             | \$2,250,000          | 330,667          |
| Kitsap County                    | 2             | \$1,099,000          | 243,065          |
| Thurston County                  | 0             | \$0                  | 0                |
| <b>Totals:</b>                   | <b>32</b>     | <b>\$48,403,748</b>  | <b>2,873,003</b> |
| <b>Multifamily</b>               |               |                      |                  |
| King County                      | 7             | \$53,566,000         | 92,091           |
| Snohomish County                 | 2             | \$2,825,752          | 12,910           |
| Pierce County                    | 1             | \$4,500,000          | 28,898           |
| <b>Totals:</b>                   | <b>10</b>     | <b>\$60,891,752</b>  | <b>133,899</b>   |
| <b>Grand Totals:</b>             | <b>118</b>    | <b>\$343,646,997</b> | <b>4,116,034</b> |
| <b>County Totals:</b>            |               |                      |                  |
| King                             | 46            | \$241,330,643        | 1,340,523        |
| Snohomish                        | 16            | \$26,579,252         | 230,343          |
| Pierce                           | 28            | \$56,547,472         | 1,794,247        |
| Spokane                          | 18            | \$14,315,750         | 441,860          |
| Kitsap                           | 7             | \$3,303,880          | 299,949          |
| Thurston                         | 3             | \$1,570,000          | 9,112            |
| <b>Grand Totals</b>              | <b>118</b>    | <b>\$343,646,997</b> | <b>4,116,034</b> |

| Asset Class                      | February 2021 |  |                   |
|----------------------------------|---------------|--|-------------------|
|                                  | # of Sales    | Sales Volume (\$)                      | Total SF          |
| <b>Office</b>                    |               |  |                   |
| King County                      | 12            | \$26,349,950                           | 97,969            |
| Snohomish County                 | 6             | \$46,685,000                           | 122,905           |
| Pierce County                    | 2             | \$1,525,000                            | 11,142            |
| Spokane County                   | 5             | \$5,204,000                            | 62,556            |
| Kitsap County                    | 3             | \$1,710,000                            | 19,518            |
| Thurston County                  | 0             | \$0                                    | 0                 |
| <b>Totals:</b>                   | <b>28</b>     | <b>\$81,473,950</b>                    | <b>314,090</b>    |
| <b>Retail</b>                    |               |  |                   |
| King County                      | 7             | \$43,035,000                           | 109,574           |
| Snohomish County                 | 6             | \$18,087,500                           | 110,546           |
| Pierce County                    | 12            | \$14,262,501                           | 41,039            |
| Spokane County                   | 6             | \$7,740,000                            | 60,678            |
| Kitsap County                    | 1             | \$9,750,000                            | 87,400            |
| Thurston County                  | 0             | \$0                                    | 0                 |
| <b>Totals:</b>                   | <b>32</b>     | <b>\$92,875,001</b>                    | <b>409,237</b>    |
| <b>Industrial/High Tech Flex</b> |               |  |                   |
| King County                      | 19            | \$106,253,020                          | 441,674           |
| Snohomish County                 | 4             | \$218,930,000                          | 676,255           |
| Pierce County                    | 7             | \$29,255,000                           | 122,839           |
| Spokane County                   | 1             | \$950,000                              | 5,910             |
| Kitsap County                    | 3             | \$1,855,000                            | 31,844            |
| Thurston County                  | 2             | \$6,749,100                            | 67,292            |
| <b>Totals:</b>                   | <b>36</b>     | <b>\$363,992,120</b>                   | <b>1,345,814</b>  |
| <b>Notable Sales:</b>            |               |  |                   |
|                                  |               | Canyon Bus Ctr, Bothell: \$200,000,000 |                   |
| <b>Land</b>                      |               |  |                   |
| King County                      | 10            | \$25,466,940                           | 888,503           |
| Snohomish County                 | 3             | \$3,310,000                            | 3,317,966         |
| Pierce County                    | 9             | \$11,171,000                           | 4,523,454         |
| Spokane County                   | 2             | \$880,956                              | 195,997           |
| Kitsap County                    | 1             | \$335,000                              | 164,657           |
| Thurston County                  | 3             | \$2,925,000                            | 489,945           |
| <b>Totals:</b>                   | <b>28</b>     | <b>\$44,088,896</b>                    | <b>9,580,522</b>  |
| <b>Multifamily</b>               |               |  |                   |
| King County                      | 10            | \$31,015,040                           | 88,741            |
| Snohomish County                 | 1             | \$3,650,000                            | 19,448            |
| Pierce County                    | 7             | \$17,737,000                           | 83,889            |
| <b>Totals:</b>                   | <b>18</b>     | <b>\$52,402,040</b>                    | <b>192,078</b>    |
| <b>Grand Totals:</b>             | <b>142</b>    | <b>\$634,832,007</b>                   | <b>11,841,741</b> |
| <b>County Totals:</b>            |               |  |                   |
| King                             | 58            | \$ 232,119,950                         | 1,626,461         |
| Snohomish                        | 20            | \$ 290,662,500                         | 4,247,120         |
| Pierce                           | 37            | \$ 73,950,501                          | 4,782,363         |
| Spokane                          | 14            | \$ 14,774,956                          | 325,141           |
| Kitsap                           | 8             | \$ 13,650,000                          | 303,419           |
| Thurston                         | 5             | \$ 9,674,100                           | 557,237           |
| <b>Grand Totals</b>              | <b>142</b>    | <b>\$634,832,007</b>                   | <b>11,841,741</b> |

| Asset Class                      | Change (Feb 2021 vs Feb 2020) |               |                      |               |                  |
|----------------------------------|-------------------------------|---------------|----------------------|---------------|------------------|
|                                  | # of Sales                    | % Chg         | Sales Volume (\$)    | % Chg         | Total SF         |
| <b>Office</b>                    |                               |               |                      |               |                  |
| King County                      | 3                             | 33.3%         | (\$12,966,050)       | -33.0%        | 1,726            |
| Snohomish County                 | 4                             | 200.0%        | \$44,815,000         | 2396.5%       | 115,605          |
| Pierce County                    | -1                            | -33.3%        | \$358,500            | 30.7%         | 6,006            |
| Spokane County                   | 2                             | 66.7%         | (\$492,150)          | -8.6%         | 20,833           |
| Kitsap County                    | 2                             | 200.0%        | \$1,235,000          | 260.0%        | 15,938           |
| Thurston County                  | -1                            | -100.0%       | (\$365,000)          | -100.0%       | (1,152)          |
| <b>Totals:</b>                   | <b>9</b>                      | <b>47.4%</b>  | <b>\$32,585,300</b>  | <b>66.7%</b>  | <b>158,956</b>   |
| <b>Retail</b>                    |                               |               |                      |               |                  |
| King County                      | 1                             | 16.7%         | \$26,365,000         | 158.2%        | 80,714           |
| Snohomish County                 | 0                             | 0.0%          | \$1,760,500          | 10.8%         | 64,986           |
| Pierce County                    | 3                             | 33.3%         | (\$10,116,571)       | -41.5%        | (67,231)         |
| Spokane County                   | 2                             | 50.0%         | \$6,640,000          | 603.6%        | 47,500           |
| Kitsap County                    | -1                            | -50.0%        | \$9,125,000          | 1460.0%       | 83,194           |
| Thurston County                  | -1                            | -100.0%       | (\$700,000)          | -100.0%       | (3,960)          |
| <b>Totals:</b>                   | <b>4</b>                      | <b>14.3%</b>  | <b>\$33,073,929</b>  | <b>55.3%</b>  | <b>205,203</b>   |
| <b>Industrial/High Tech Flex</b> |                               |               |                      |               |                  |
| King County                      | 11                            | 137.5%        | \$5,195,125          | 5.1%          | (39,652)         |
| Snohomish County                 | 1                             | 33.3%         | \$214,388,500        | 4720.7%       | 653,687          |
| Pierce County                    | 0                             | 250.0%        | \$16,072,100         | 121.9%        | (13,841)         |
| Spokane County                   | -7                            | 266.7%        | (\$4,319,600)        | -82.0%        | (50,382)         |
| Kitsap County                    | 1                             | 50.0%         | \$750,120            | 67.9%         | (17,254)         |
| Thurston County                  | 1                             | 100.0%        | \$6,244,100          | 1236.5%       | 63,292           |
| <b>Totals:</b>                   | <b>7</b>                      | <b>24.1%</b>  | <b>\$238,330,345</b> | <b>189.7%</b> | <b>595,850</b>   |
| <b>Land</b>                      |                               |               |                      |               |                  |
| King County                      | -6                            | -37.5%        | (\$5,253,808)        | -17.1%        | 246,500          |
| Snohomish County                 | 0                             | 0.0%          | \$2,295,000          | 226.1%        | 3,175,961        |
| Pierce County                    | 1                             | 12.5%         | (\$2,148,000)        | -16.1%        | 3,008,191        |
| Spokane County                   | -1                            | -33.3%        | (\$1,369,044)        | -60.8%        | (134,670)        |
| Kitsap County                    | -1                            | -50.0%        | (\$764,000)          | -69.5%        | (78,408)         |
| Thurston County                  | 3                             | 0.0%          | \$2,925,000          | 0.0%          | 489,945          |
| <b>Totals:</b>                   | <b>-4</b>                     | <b>-12.5%</b> | <b>(\$4,314,852)</b> | <b>-8.9%</b>  | <b>6,707,519</b> |
| <b>Multifamily</b>               |                               |               |                      |               |                  |
| King County                      | 3                             | 42.9%         | (\$22,550,960)       | -42.1%        | (3,350)          |
| Snohomish County                 | -1                            | -50.0%        | \$824,248            | 29.2%         | 6,538            |
| Pierce County                    | 6                             | 600.0%        | \$13,237,000         | 294.2%        | 54,991           |
| <b>Totals:</b>                   | <b>8</b>                      | <b>80.0%</b>  | <b>(\$8,489,712)</b> | <b>-13.9%</b> | <b>58,179</b>    |
| <b>Grand Totals:</b>             | <b>24</b>                     | <b>20.3%</b>  | <b>\$291,185,010</b> | <b>84.7%</b>  | <b>7,725,707</b> |
| <b>County Totals:</b>            |                               |               |                      |               |                  |
| King                             | 12                            | 26.1%         | (\$9,210,693)        | -3.8%         | 285,938          |
| Snohomish                        | 4                             | 25.0%         | \$264,083,248        | 993.6%        | 4,016,777        |
| Pierce                           | 9                             | 32.1%         | \$17,403,029         | 30.8%         | 2,988,116        |
| Spokane                          | -4                            | -22.2%        | \$459,206            | 3.2%          | (116,719)        |
| Kitsap                           | 1                             | 14.3%         | \$10,346,120         | 313.2%        | 3,470            |
| Thurston                         | 2                             | 66.7%         | \$8,104,100          | 516.2%        | 548,125          |
| <b>Grand Totals</b>              | <b>24</b>                     | <b>20.3%</b>  | <b>\$291,185,010</b> | <b>84.7%</b>  | <b>7,725,707</b> |



**CBA Researched CMA Sales**  
**Comparison by Asset Class and County: March 2021 vs March 2020**

| March 2020                       |                                    |                      |                   |
|----------------------------------|------------------------------------|----------------------|-------------------|
| Asset Class                      | # of Sales                         | Sales Volume (\$)    | Total SF          |
| <b>Office</b>                    |                                    |                      |                   |
| King County                      | 15                                 | \$471,748,200        | 698,395           |
| Snohomish County                 | 5                                  | \$3,141,000          | 9,942             |
| Pierce County                    | 6                                  | \$8,669,820          | 38,427            |
| Spokane County                   | 4                                  | \$3,344,739          | 28,015            |
| Kitsap County                    | 0                                  | \$0                  | 0                 |
| Thurston County                  | 1                                  | \$395,000            | 1,324             |
| <b>Totals:</b>                   | <b>31</b>                          | <b>\$487,298,759</b> | <b>776,103</b>    |
| <b>Notable Sales:</b>            | Tower 333, Bellevue: \$401,500,000 |                      |                   |
| <b>Retail</b>                    |                                    |                      |                   |
| King County                      | 13                                 | \$31,345,000         | 66,067            |
| Snohomish County                 | 6                                  | \$16,455,000         | 64,895            |
| Pierce County                    | 4                                  | \$10,368,800         | 15,485            |
| Spokane County                   | 7                                  | \$7,585,408          | 77,268            |
| Kitsap County                    | 2                                  | \$2,505,000          | 2,980             |
| Thurston County                  | 1                                  | \$4,669,231          | 15,698            |
| <b>Totals:</b>                   | <b>33</b>                          | <b>\$72,928,439</b>  | <b>242,393</b>    |
| <b>Industrial/High Tech Flex</b> |                                    |                      |                   |
| King County                      | 3                                  | \$4,035,000          | 36,367            |
| Snohomish County                 | 1                                  | \$7,000,000          | 9,016             |
| Pierce County                    | 6                                  | \$26,187,000         | 144,328           |
| Spokane County                   | 4                                  | \$5,325,000          | 86,567            |
| Kitsap County                    | 1                                  | \$3,125,000          | 30,896            |
| Thurston County                  | 3                                  | \$3,950,000          | 26,260            |
| <b>Totals:</b>                   | <b>18</b>                          | <b>\$49,622,000</b>  | <b>333,434</b>    |
| <b>Notable Sales:</b>            |                                    |                      |                   |
| <b>Land</b>                      |                                    |                      |                   |
| King County                      | 21                                 | \$92,270,600         | 3,783,227         |
| Snohomish County                 | 6                                  | \$12,902,000         | 1,370,962         |
| Pierce County                    | 2                                  | \$1,249,000          | 85,796            |
| Spokane County                   | 2                                  | \$2,505,031          | 4,374,966         |
| Kitsap County                    | 0                                  | \$0                  | 0                 |
| Thurston County                  | 0                                  | \$0                  | 0                 |
| <b>Totals:</b>                   | <b>31</b>                          | <b>\$108,926,631</b> | <b>9,614,951</b>  |
| <b>Multifamily</b>               |                                    |                      |                   |
| King County                      | 14                                 | \$71,742,000         | 221,119           |
| Snohomish County                 | 1                                  | \$1,100,000          | 5,166             |
| Pierce County                    | 6                                  | \$17,195,000         | 94,665            |
| <b>Totals:</b>                   | <b>21</b>                          | <b>\$90,037,000</b>  | <b>320,950</b>    |
| <b>Grand Totals:</b>             | <b>134</b>                         | <b>\$808,812,829</b> | <b>11,287,831</b> |

| March 2021   |                        |                   |
|--|------------------------|-------------------|
| # of Sales   | Sales Volume (\$)      | Total SF          |
| 25   | \$247,079,621          | 908,312           |
| 4  | \$47,790,000           | 153,571           |
| 6  | \$14,305,750           | 89,801            |
| 8  | \$22,319,500           | 109,305           |
| 2  | \$1,150,000            | 9,036             |
| 3  | \$2,592,100            | 21,683            |
| <b>48</b>  | <b>\$335,236,971</b>   | <b>1,291,708</b>  |
| Advanta Ofc Commons (Imp only), Bellevue: \$169m<br>Canyon Park Heights, Bothell: \$45,000,000 |                        |                   |
| 17   | \$58,869,250           | 102,926           |
| 19   | \$25,395,123           | 148,351           |
| 10   | \$14,962,000           | 45,112            |
| 3  | \$2,465,000            | 16,398            |
| 0  | \$0                    | 0                 |
| 2  | \$1,027,000            | 3,472             |
| <b>51</b>  | <b>\$102,718,373</b>   | <b>316,259</b>    |
| 16   | \$233,590,000          | 839,475           |
| 4  | \$11,550,000           | 70,345            |
| 5  | \$73,420,000           | 540,529           |
| 8  | \$16,757,050           | 418,680           |
| 1  | \$2,000,000            | 20,400            |
| 2  | \$4,275,000            | 69,012            |
| <b>36</b>  | <b>\$341,592,050</b>   | <b>1,958,441</b>  |
| Willows Commerce Park II, Redmond: \$140,000,000<br>Portside 55, Tacoma: \$61,320,000          |                        |                   |
| 14   | \$90,684,885           | 1,929,727         |
| 6  | \$19,981,709           | 1,951,923         |
| 7  | \$23,957,017           | 3,538,503         |
| 0  | \$0                    | 0                 |
| 1  | \$2,700,000            | 322,780           |
| 2  | \$5,375,000            | 582,818           |
| <b>30</b>  | <b>\$142,698,611</b>   | <b>8,325,751</b>  |
| 13   | \$75,386,354           | 153,942           |
| 2  | \$4,687,000            | 20,884            |
| 6  | \$67,500,000           | 341,575           |
| <b>21</b>  | <b>\$147,573,354</b>   | <b>516,401</b>    |
| <b>186</b>   | <b>\$1,069,819,359</b> | <b>12,408,560</b> |

| Change (Mar 2021 vs Mar 2020) |               |                        |               |                   |
|-------------------------------|---------------|------------------------|---------------|-------------------|
| # of Sales                    | %Chg          | Sales Volume (\$)      | %Chg          | Total SF          |
| 10                            | 66.7%         | (\$224,668,579)        | -47.6%        | 209,917           |
| -1                            | -20.0%        | \$44,649,000           | 1421.5%       | 143,629           |
| 0                             | 0.0%          | \$5,635,930            | 65.0%         | 51,374            |
| 4                             | 100.0%        | \$18,974,761           | 567.3%        | 81,290            |
| 2                             | 0.0%          | \$0                    | 0.0%          | 9,036             |
| 2                             | 200.0%        | \$2,197,100            | 556.2%        | 20,359            |
| <b>17</b>                     | <b>54.8%</b>  | <b>(\$152,061,788)</b> | <b>-31.2%</b> | <b>515,605</b>    |
| 4                             | 30.8%         | \$27,524,250           | 87.8%         | 36,859            |
| 13                            | 216.7%        | \$8,940,123            | 54.3%         | 83,456            |
| 6                             | 150.0%        | \$4,593,200            | 44.3%         | 29,627            |
| -4                            | -57.1%        | (\$5,120,408)          | -67.5%        | (60,870)          |
| -2                            | -100.0%       | (\$2,505,000)          | -100.0%       | (2,980)           |
| 1                             | 100.0%        | (\$3,642,231)          | -78.0%        | (12,226)          |
| <b>18</b>                     | <b>54.5%</b>  | <b>\$29,789,934</b>    | <b>40.8%</b>  | <b>73,866</b>     |
| 13                            | 433.3%        | \$229,555,000          | 5689.1%       | 803,108           |
| 3                             | 300.0%        | \$4,550,000            | 65.0%         | 61,329            |
| -1                            | -16.7%        | \$47,233,000           | 180.4%        | 396,201           |
| 4                             | 100.0%        | \$11,432,050           | 214.7%        | 332,113           |
| 0                             | 0.0%          | (\$1,125,000)          | -36.0%        | (10,496)          |
| -1                            | -33.3%        | \$325,000              | 8.2%          | 42,752            |
| <b>18</b>                     | <b>100.0%</b> | <b>\$291,970,050</b>   | <b>588.4%</b> | <b>1,625,007</b>  |
| -7                            | -33.3%        | (\$1,585,715)          | -1.7%         | (1,853,500)       |
| 0                             | 0.0%          | \$7,079,709            | 54.9%         | 580,961           |
| 5                             | 250.0%        | \$22,708,017           | 1818.1%       | 3,452,707         |
| -2                            | -100.0%       | (\$2,505,031)          | -100.0%       | (4,374,966)       |
| 1                             | 0.0%          | \$2,700,000            | 0.0%          | 322,780           |
| 2                             | 0.0%          | \$5,375,000            | 0.0%          | 582,818           |
| -1                            | -3.2%         | \$33,771,980           | 31.0%         | (1,289,200)       |
| -1                            | -7.1%         | \$3,644,354            | 5.1%          | (67,177)          |
| 1                             | 100.0%        | \$3,587,000            | 326.1%        | 15,718            |
| 0                             | 0.0%          | \$50,305,000           | 292.6%        | 246,910           |
| <b>0</b>                      | <b>0.0%</b>   | <b>\$ 57,536,354</b>   | <b>63.9%</b>  | <b>\$ 195,451</b> |
| <b>52</b>                     | <b>38.8%</b>  | <b>\$261,006,530</b>   | <b>32.3%</b>  | <b>1,120,729</b>  |

| County Totals:      | # of Sales | Sales Volume (\$)    | Total SF          |
|---------------------|------------|----------------------|-------------------|
| King                | 66         | \$671,140,800        | 4,805,175         |
| Snohomish           | 19         | \$40,598,000         | 1,459,981         |
| Pierce              | 24         | \$63,669,620         | 378,701           |
| Spokane             | 17         | \$18,760,178         | 4,566,816         |
| Kitsap              | 3          | \$5,630,000          | 33,876            |
| Thurston            | 5          | \$9,014,231          | 43,282            |
| <b>Grand Totals</b> | <b>134</b> | <b>\$808,812,829</b> | <b>11,287,831</b> |

| # of Sales | Sales Volume (\$)      | Total SF          |
|------------|------------------------|-------------------|
| 85         | \$705,610,110          | 3,934,382         |
| 35         | \$109,403,832          | 2,345,074         |
| 34         | \$194,144,767          | 4,555,520         |
| 19         | \$41,541,550           | 544,383           |
| 4          | \$5,850,000            | 352,216           |
| 9          | \$13,269,100           | 676,985           |
| <b>186</b> | <b>\$1,069,819,359</b> | <b>12,408,560</b> |

| # of Sales | % Chg        | Sales Volume (\$)    | % Chg        | Total SF         |
|------------|--------------|----------------------|--------------|------------------|
| 19         | 28.8%        | \$34,469,310         | 5.1%         | (870,793)        |
| 16         | 84.2%        | \$68,805,832         | 169.5%       | 885,093          |
| 10         | 41.7%        | \$130,475,147        | 204.9%       | 4,176,819        |
| 2          | 11.8%        | \$22,781,372         | 121.4%       | (4,022,433)      |
| 1          | 33.3%        | \$220,000            | 3.9%         | 318,340          |
| 4          | 80.0%        | \$4,254,869          | 47.2%        | 633,703          |
| <b>52</b>  | <b>38.8%</b> | <b>\$261,006,530</b> | <b>32.3%</b> | <b>1,120,729</b> |