

#### CBA Researched CMA Sales 2nd Qtr Report 1st Half Numbers (2021 vs 2020)

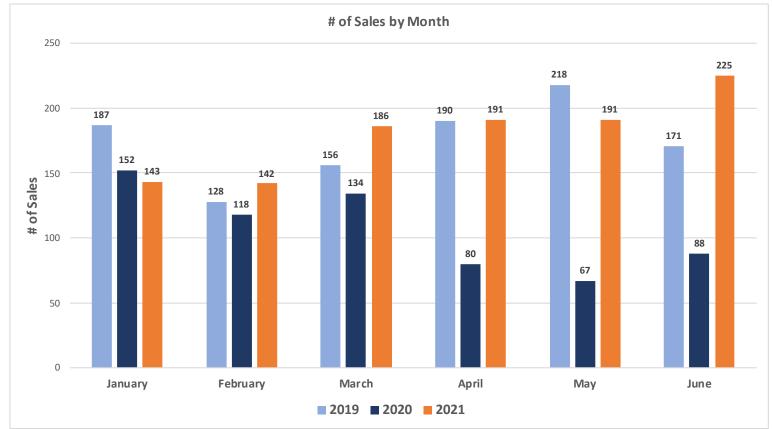
|                       |            | 2020              |            |
|-----------------------|------------|-------------------|------------|
| Totals by Month       | # of Sales | Sales Volume (\$) | Total SF   |
| January               | 152        | \$497,630,931     | 40,386,162 |
| February              | 118        | \$343,646,997     | 4,116,034  |
| March                 | 134        | \$808,812,829     | 11,287,831 |
| 1st Qtr Totals        | 404        | \$1,650,090,757   | 55,790,027 |
| April                 | 80         | \$341,244,908     | 5,715,829  |
| May                   | 67         | \$364,258,874     | 7,061,615  |
| June                  | 88         | \$293,389,508     | 7,367,561  |
| 2nd Qtr Totals        | 235        | \$998,893,290     | 20,145,005 |
| 1st Half Totals       | 639        | \$3,647,877,337   | 96,080,037 |
| Totals by County      | # of Sales | Sales Volume (\$) | Total SF   |
| King                  | 303        | \$1,922,178,947   | 49,720,141 |
| Snohomish             | 92         | \$259,387,282     | 8,287,533  |
| Pierce                | 125        | \$324,445,311     | 5,662,040  |
| Spokane               | 61         | \$57,180,553      | 9,647,452  |
| Kitsap                | 26         | \$22,959,580      | 723,688    |
| Thurston              | 32         | \$62,832,374      | 1,894,178  |
| 1st Qtr Totals        | 404        | \$1,650,090,757   | 55,790,027 |
| 2nd Qtr Totals        | 235        | \$998,893,290     | 20,145,005 |
| 1st Half Totals       | 639        | \$2,648,984,047   | 75,935,032 |
| Totals by Asset Class | # of Sales | Sales Volume (\$) | Total SF   |
| Office                | 117        | \$751,992,320     | 1,803,850  |
| Retail                | 162        | \$394,029,849     | 1,667,436  |
| Industrial/Flex       | 115        | \$477,459,364     | 3,088,251  |
| Land                  | 164        | \$504,398,499     | 67,787,331 |
| Multifamily           | 81         | \$521,104,015     | 1,588,164  |
| 1st Qtr Totals        | 404        | \$1,650,090,757   | 55,790,027 |
| 2nd Qtr Totals        | 235        | \$998,893,290     | 20,145,005 |
| 1st Half Totals       | 639        | \$2,648,984,047   | 75,935,032 |

|            | 2021              |             |
|------------|-------------------|-------------|
| # of Sales | Sales Volume (\$) | Total SF    |
| 143        | \$1,112,335,164   | 38,007,489  |
| 142        | \$634,832,007     | 11,841,741  |
| 186        | \$1,069,819,359   | 12,408,560  |
| 471        | \$2,816,986,530   | 62,257,790  |
| 191        | \$1,818,270,384   | 13,658,165  |
| 191        | \$676,563,251     | 19,921,096  |
| 225        | \$959,669,346     | 19,071,935  |
| 607        | \$3,454,502,981   | 52,651,196  |
| 1078       | \$6,271,489,511   | 114,908,986 |
| # of Sales | Sales Volume (\$) | Total SF    |
| 438        | \$4,285,707,512   | 24,582,475  |
| 184        | \$985,521,329     | 31,420,472  |
| 232        | \$668,270,518     | 24,807,250  |
| 131        | \$188,962,314     | 6,447,414   |
| 31         | \$47,472,871      | 2,524,288   |
| 62         | \$95,554,967      | 25,127,087  |
| 471        | \$2,816,986,530   | 62,257,790  |
| 607        | \$3,454,502,981   | 52,651,196  |
| 1078       | \$6,271,489,511   | 114,908,986 |
| # of Sales | Sales Volume (\$) | Total SF    |
| 268        | \$1,484,457,072   | 4,030,430   |
| 260        | \$952,595,007     | 4,067,346   |
| 216        | \$1,851,851,571   | 8,517,369   |
| 211        | \$861,339,887     | 95,228,230  |
| 123        | \$1,121,245,974   | 3,065,611   |
| 471        | \$2,816,986,530   | 62,257,790  |
| 607        | \$3,454,502,981   | 52,651,196  |
| 1078       | \$6,271,489,511   | 114,908,986 |

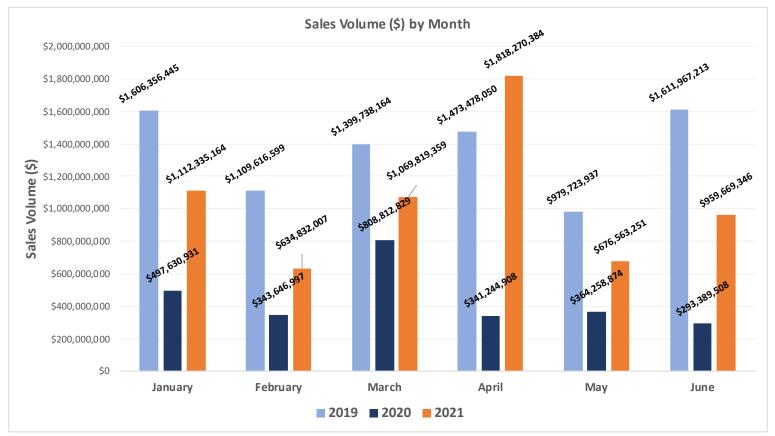
|            |        | 2021 vs 2020 Char | ige    |              |
|------------|--------|-------------------|--------|--------------|
| # of Sales | % Chg  | Sales Volume (\$) | % Chg  | Total SF     |
| -9         | -5.9%  | \$614,704,233     | 123.5% | (2,378,673)  |
| 24         | 20.3%  | \$291,185,010     | 84.7%  | 7,725,707    |
| 52         | 38.8%  | \$261,006,530     | 32.3%  | 1,120,729    |
| 67         | 16.6%  | \$1,166,895,773   | 70.7%  | 6,467,763    |
| 111        | 138.8% | \$1,477,025,476   | 432.8% | 7,942,336    |
| 124        | 185.1% | \$312,304,377     | 85.7%  | 12,859,481   |
| 137        | 155.7% | \$666,279,838     | 227.1% | 11,704,374   |
| 372        | 158.3% | \$2,455,609,691   | 245.8% | 32,506,191   |
| 439        | 68.7%  | \$2,623,612,174   | 71.9%  | 18,828,949   |
| #ofSales   | % Chg  | Sales Volume (\$) | % Chg  | Total SF     |
| 135        | 44.6%  | \$2,363,528,565   | 123.0% | (25,137,666) |
| 92         | 100.0% | \$726,134,047     | 279.9% | 23,132,939   |
| 107        | 85.6%  | \$343,825,207     | 106.0% | 19,145,210   |
| 70         | 114.8% | \$131,781,761     | 230.5% | (3,200,038)  |
| 5          | 19.2%  | \$24,513,291      | 106.8% | 1,800,600    |
| 30         | 93.8%  | \$32,722,593      | 52.1%  | 23,232,909   |
| 67         | 16.6%  | \$1,166,895,773   | 70.7%  | 6,467,763    |
| 372        | 158.3% | \$2,455,609,691   | 245.8% | 32,506,191   |
| 439        | 68.7%  | \$3,622,505,464   | 136.8% | 38,973,954   |
| # of Sales | % Chg  | Sales Volume (\$) | % Chg  | Total SF     |
| 151        | 129.1% | \$732,464,752     | 97.4%  | 2,226,580    |
| 98         | 60.5%  | \$558,565,158     | 141.8% | 2,399,910    |
| 101        | 87.8%  | \$1,374,392,207   | 287.9% | 5,429,118    |
| 47         | 28.7%  | \$356,941,388     | 70.8%  | 27,440,899   |
| 42         | 51.9%  | \$600,141,959     | 115.2% | 1,477,447    |
| 67         | 16.6%  | \$1,166,895,773   | 70.7%  | 6,467,763    |
| 372        | 158.3% | \$2,455,609,691   | 245.8% | 32,506,191   |
| 439        | 68.7%  | \$3,622,505,464   | 136.8% | 38,973,954   |

| Notable Sales - 2020                | City          | Asset Class | Sale Date | Sale Price    |
|-------------------------------------|---------------|-------------|-----------|---------------|
| 300 Pine St- (Macy's)               | Seattle       | Retail      | 1/21/20   | \$68,700,000  |
| Pacific Gateway Ind Park            | Kent          | Land        | 1/9/20    | \$60,000,000  |
| Tower 333                           | Bellevue      | Office      | 3/13/20   | \$401,500,000 |
| Mercer Park                         | Mercer Island | Office      | 4/16/20   | \$46,450,000  |
| Everett 4 Corners                   | Everett       | Retail      | 5/15/20   | \$18,000,000  |
| Tacoma Distribution                 | Tacoma        | Ind/Flex    | 5/5/20    | \$42,250,000  |
| 1640 E Marc Ave                     | Tacoma        | Ind/Flex    | 6/24/20   | \$33,500,000  |
| Notable Sales - 2021                | City          | Asset Class | Sale Date | Sale Price    |
| Filson HQ                           | Seattle       | Office      | 1/21/21   | \$21,000,000  |
| Redmond East Bus Campus             | Redmond       | Office      | 1/21/21   | \$80,000,000  |
| Home Depot                          | Tacoma        | Retail      | 1/12/21   | \$38,902,775  |
| Haggen                              | Stanwood      | Retail      | 1/14/21   | \$15,488,429  |
| Canyon Park East                    | Redmond       | Ind/Flex    | 1/27/21   | \$75,000,000  |
| Spokane Dist Ctr                    | Bothell       | Ind/Flex    | 1/8/21    | \$72,600,000  |
| Hyde Square                         | Seattle       | Multifamily | 1/20/21   | \$279,100,000 |
| Canyon Bus Ctr                      | Bothell       | Ind/Flex    | 2/23/21   | \$200,000,000 |
| Advanta Ofc Commons                 | Bellevue      | Office      | 3/9/21    | \$169,000,000 |
| Canyon Park Heights                 | Bothell       | Office      | 3/1/21    | \$45,000,000  |
| Willows Commerce Park II            | Redmond       | Ind/Flex    | 3/26/21   | \$140,000,000 |
| Portside 55                         | Tacoma        | Ind/Flex    | 3/4/21    | \$61,320,000  |
| Boren Office Lofts                  | Seattle       | Office      | 4/8/21    | \$119,100,000 |
| 300 Pine St (Ofc Portion)           | Seattle       | Office      | 4/19/21   | \$474,386,461 |
| 300 Pine St (Retail)                | Seattle       | Retail      | 4/19/21   | \$105,000,000 |
| Sheraton Redev Site                 | Bellevue      | Land        | 4/22/21   | \$152,500,000 |
| GIX                                 | Bellevue      | Ind/Flex    | 6/10/21   | \$85,000,000  |
| Sunset Village/ Michael's<br>Toyota | Bellevue      | Retail      | 6/29/21   | \$78,000,000  |
| Avalon Redmond Place                | Kirkland      | Multifamily | 6/22/21   | \$97,700,000  |

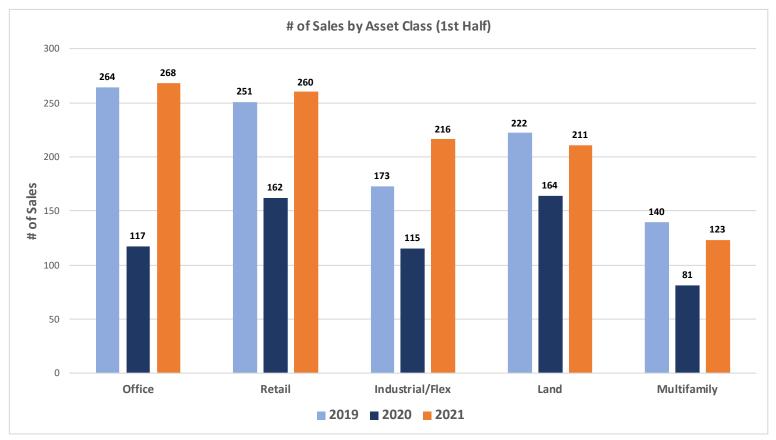




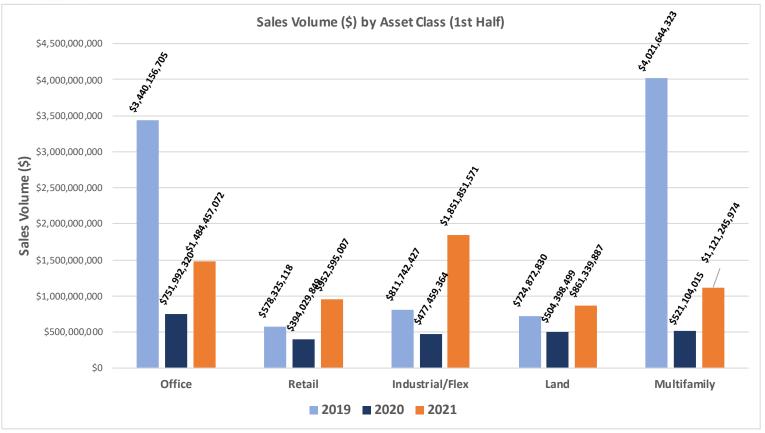














#### CBA Researched CMA Sales Comparison by Asset Class and County: January 2021 vs January 2020

\$7,678,000 143 \$1,112,335,164

32

29

12

0

10

| COMMERCIAL BROKERS<br>ASSOCIATION |            | January 2020           |                  |            | January 2021             |       |
|-----------------------------------|------------|------------------------|------------------|------------|--------------------------|-------|
| Asset Class                       | # of Sales | Sales Volume (\$)      | Total SF         | # of Sales | Sales Volume (\$)        |       |
| Office                            |            |                        |                  |            |                          |       |
| King County                       | 8          | \$18,750,000           | 49,031           | 15         | \$61,884,500             |       |
| Snohomish County                  | 2          | \$1,530,000            | 8,796            | 6          | \$20,203,213             |       |
| Pierce County                     | 3          | \$1,687,500            | 8,362            | 10         | \$9,034,000              |       |
| Spokane County                    | 3          | \$3,110,000            | 29,388           | 3          | \$1,585,000              |       |
| (itsap County                     | 3          | \$2,097,000            | 15,401           | 0          | \$0                      |       |
| Fhurston County                   | 5          | \$8,465,000            | 56,159           | 2          | \$726,000                |       |
| Totals:                           | 24         | \$35,639,500           | 167,137          | 36         | \$93,432,713             |       |
| Notable Sales:                    |            |                        |                  |            | Filson HQ, S             | eattl |
| letail                            |            |                        |                  |            |                          |       |
| ling County                       | 24         | \$105,202,288          | 381,596          | 9          | \$18,620,000             |       |
| nohomish County                   | 4          | \$5,790,000            | 30,370           | 7          | \$35,240,929             |       |
| ierce County                      | 9          | \$13,006,100           | 58,413           | 7          | \$51,989,775             |       |
| pokane County                     | 4          | \$3,535,000            | 25,561           | 4          | \$6,643,000              |       |
| (itsap County                     | 0          | \$0                    | 0                | 0          | \$0                      |       |
| hurston County                    | 5          | \$9,625,000            | 26,910           | 2          | \$935,000                |       |
| Totals:                           | 46         | \$137,158,388          | 522,850          | 29         | \$113,428,704            |       |
| Notable Sales:                    |            |                        |                  |            | Home Depot, Ta           | icom  |
|                                   |            |                        |                  |            | Haggen, Stan             | woo   |
| ndustrial/High Tech Flex          |            |                        |                  |            |                          |       |
| CingCounty                        | 11         | \$49,355,000           | 185,501          | 12         | \$277,035,000            |       |
| nohomish County                   | 6          | \$40,215,000           | 217,982          | 6          | \$109,080,000            |       |
| Pierce County                     | 5          | \$5,668,000            | 28,088           | 6          | \$16,232,000             |       |
| pokane County                     | 5          | \$8,317,000            | 133,641          | 2          | \$1,315,000              |       |
| itsap County                      | 1          | \$320,000              | 2,891            | 0          | \$0                      |       |
| hurston County                    | 2          | \$1,835,000            | 17,066           | 4          | \$2,395,000              |       |
| otals:                            | 30         | \$105,710,000          | 585,169          | 30         | \$406,057,000            |       |
| Notable Sales:                    |            |                        |                  | Redn       | nond E Bus Campus, Red   | mon   |
|                                   |            |                        |                  |            | Canyon Park East, B      | othe  |
|                                   |            |                        |                  | Sp         | okane St Distribution, S | eatt  |
| and                               |            |                        |                  |            |                          |       |
| ling County                       | 15         | \$75,978,000           | 32,765,483       | 13         | \$30,680,853             |       |
| nohomish County                   | 8          | \$15,468,430           | 356,268          | 10         | \$52,415,151             |       |
| Pierce County                     | 5          | \$9,878,113            | 822,164          | 5          | \$12,614,000             |       |
| pokane County                     | 3          | \$1,083,500            | 3,928,850        | 3          | \$1,423,898              |       |
| (itsap County                     | 1          | \$1,315,000            | 279,655          | 0          | \$0                      |       |
| hurston County                    | 3          | \$1,900,000            | 455,364          | 2          | \$3,622,000              |       |
| otals:                            | 35         | \$105,623,043          | 38,607,784       | 33         | \$100,755,902            |       |
| Notable Sales:                    |            | Pac Gateway Ind Park-L | and, Kent: \$60m |            |                          |       |
| Aultifamily                       |            |                        |                  |            |                          |       |
| (ing County                       | 7          | \$76,200,000           | 325,721          | 11         | \$374,898,250            |       |
| nohomish County                   | 3          | \$26,355,000           | 112,733          | 3          | \$23,042,595             |       |
| lierce County                     | 7          | \$10,945,000           | 64,768           | 1          | \$720,000                |       |
| otals:                            | 17         | \$113,500,000          | 503,222          | 15         | \$398,660,845            |       |
| Notable Sales:                    |            |                        |                  |            | Hyde Square, Bell        | evue  |
| Grand Totals:                     | 152        | \$497,630,931          | 40,386,162       | 143        | \$1,112,335,164          |       |
|                                   |            |                        |                  |            |                          |       |
| County Totals:                    | # of Sales | Sales Volume (\$)      | Total SF         | #ofSales   | Sales Volume (\$)        |       |
| King                              | 65         | \$325,485,288          | 33,707,332       | 60         | \$763,118,603            |       |
| ······B                           |            | \$323,403,200          | 726.4.40         | 22         | \$220,004,000            |       |

| County Totals: | # of Sales | Sales Volume (Ş) | I otal 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    |
| Grand Totals:  | 152        | \$497,630,931    | 40,386,162 |

|        | January 2021                                    |                     |            | Char     | nge (Jan 2021 vs Ja | n 2020) |   |
|--------|---|---------------------|------------|----------|---------------------|---------|---|
| es     | Sales Volume (\$)                               | Total SF            | # of Sales | % Chg    | Sales Volume (\$)   | % Chg   | Total SF                                |
|        |   |                     |            |          |                     |         |   |
| 5      | \$61,884,500                                    | 172,152             | 7          | 87.5%    | \$43,134,500.00     | 230.1%  | 123,121                                 |
| 6      | \$20,203,213                                    | 75,890              | 4          | 200.0%   | \$18,673,213.00     | 1220.5% | 67,094                                  |
| 0      | \$9,034,000                                     | 4,489               | 7          | 233.3%   | \$7,346,500.00      | 435.3%  | (3,873)                                 |
| 3      | \$1,585,000                                     | 8,932               | 0          | 0.0%     | (\$1,525,000.00)    | -49.0%  | (20,456)                                |
| 0      | \$0   | 0                   | -3         | -100.0%  | (\$2,097,000.00)    | -100.0% | (15,401)                                |
| 2      | \$726,000                                       | 3,731               | -3         | -60.0%   | (\$7,739,000.00)    | -91.4%  | (52,428)                                |
| 6      | \$93,432,713                                    | 265,194             | 12         | 50.0%    | \$57,793,213.00     | 162.2%  | 98,057                                  |
|        | Filson HQ, Sea                                  | ttle: \$21,000,000  |            |          |                     |         |   |
|        |   |                     |            |          |                     |         |   |
| 9      | \$18,620,000                                    | 25,156              | -15        | -62.5%   | (\$86,582,288.00)   | -82.3%  | (356,440)                               |
| 7      | \$35,240,929                                    | 114,124             | 3          | 75.0%    | \$29,450,929.00     | 508.7%  | 83,754                                  |
| 7      | \$51,989,775                                    | 162,229             | -2         | -22.2%   | \$38,983,675.00     | 299.7%  | 103,816                                 |
| 4      | \$6,643,000                                     | 84,055              | 0          | 0.0%     | \$3,108,000.00      | 87.9%   | 58,494                                  |
| 0      | \$0   | 0                   | 0          | 0.0%     | \$0.00              | 0.0%    | -                                       |
| 2      | \$935,000                                       | 3,480               | -3         | -60.0%   | (\$8,690,000.00)    | -90.3%  | (23,430)                                |
| 9      | \$113,428,704                                   | 389,044             | -17        | -37.0%   | (\$23,729,684.00)   | -17.3%  | (133,806)                               |
|        |   | oma: \$38,902,775   |            |          |                     |         |   |
|        | Haggen, Stanwo                                  | ood: \$15,488,429   |            |          |                     |         |   |
|        | 4077 005  |                     |            |          | 4000 000 000        |         |   |
| 2      | \$277,035,000                                   | 1,104,149           | 1          | 9.1%     | \$227,680,000.00    | 461.3%  | 918,648                                 |
| 6      | \$109,080,000                                   | 399,709             | 0          | 0.0%     | \$68,865,000.00     | 171.2%  | 181,727                                 |
| 6      | \$16,232,000                                    | 108,472             | 1          | 20.0%    | \$10,564,000.00     | 186.4%  | 80,384                                  |
| 2      | \$1,315,000                                     | 33,445              | -3         | -60.0%   | (\$7,002,000.00)    | -84.2%  | (100,196)                               |
| 0      | \$0   | 0                   | -1         | -100.0%  | (\$320,000.00)      | -100.0% | (2,891)                                 |
| 4      | \$2,395,000                                     | 21,398              | 2          | 200.0%   | \$560,000.00        | -       | 4,332                                   |
| 0      | \$406,057,000                                   | 1,667,173           | 0          | 0.0%     | \$300,347,000.00    | 284.1%  | 1,082,004                               |
| eamo   | ond E Bus Campus, Redm<br>Canyon Park East, Bot |                     |            |          |                     |         |   |
| 600    | kane St Distribution, Sea                       |                     |            |          |                     |         |   |
| Sho    | kane St Distribution, Sea                       | ittle: \$72,600,000 |            |          |                     |         |   |
| 3      | \$30,680,853                                    | 2,710,212           | -2         | -13.3%   | (\$45,297,147.00)   | -59.6%  | (30,055,271)                            |
| 0      | \$52,415,151                                    | 17,694,283          | 2          | 25.0%    | \$36,946,721.00     | 238.9%  | 17,338,015                              |
| 5      | \$12,614,000                                    | 423,871             | 0          | 0.0%     | \$2,735,887.00      | 230.5%  | (398,293)                               |
| 3      | \$1,423,898                                     | 360,121             | 0          | 0.0%     | \$340,398.00        | 31.4%   | (3,568,729)                             |
| 0      | \$0   | 0                   | -1         | -100.0%  | (\$1,315,000.00)    | 0.0%    | (279,655)                               |
| 2      | \$3,622,000                                     | 13,752,129          | -1         | 300.0%   | \$1,722,000.00      | -       | 13,296,765                              |
| 3      | \$100,755,902                                   | 34,940,616          | -2         | -5.7%    | (\$4,867,141.00)    | -4.6%   | (3,667,168)                             |
|        | , ,   | . ,,                |            |          |                     |         | (,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |
|        |   |                     |            |          |                     |         |   |
| 1      | \$374,898,250                                   | 671,688             | 4          | 57.1%    | \$298,698,250.00    | 392.0%  | 345,967                                 |
| 3      | \$23,042,595                                    | 70,702              | 0          | 0.0%     | (\$3,312,405.00)    | -12.6%  | (42,031)                                |
| 1      | \$720,000                                       | 3,072               | -6         | -85.7%   | (\$10,225,000.00)   | -93.4%  | (61,696)                                |
| 5      | \$398,660,845                                   | 745,462             | -2         | -11.8%   | \$285,160,845.00    | 251.2%  | 242,240                                 |
|        | Hyde Square, Bellev                             | ue: \$279,100,000   |            |          |                     |         |   |
| 3      | \$1,112,335,164                                 | 38,007,489          | -9         | -5.9%    | \$614,704,233.00    | 123.5%  | (2,378,673)                             |
|        |   |                     |            |          |                     |         |   |
| es     | Sales Volume (\$)                               | Total SF            | # of Sales | % Chg    | Sales Volume (\$)   | % Chg   | Total SF                                |
| 0      | \$763,118,603                                   | 4,683,357           | -5         | -7.7%    | \$437,633,315.00    | 134.5%  | (29,023,975)                            |
| 2      | \$239,981,888                                   | 18,354,708          | 9          | 39.1%    | \$150,623,458.00    | 168.6%  | 17,628,559                              |
| 9      | \$90,589,775                                    | 702,133             | 0          | 0.0%     | \$49,405,062.00     | 120.0%  | (279,662)                               |
| 2      | \$10,966,898                                    | 486,553             | -3         | -20.0%   | (\$5,078,602.00)    | -31.7%  | (3,630,887)                             |
| 2      | ćo  | 0                   | -5         | -100.0%  | (\$3,732,000.00)    | -100.0% | (297,947)                               |
| 2<br>0 | \$0   | 0                   | -5         | -100.070 | (\$5,752,000.00)    | -100.0% | (297,947)                               |
|        | \$0<br>\$7,678,000                              | 13,780,738          | -5         | -33.3%   | (\$14,147,000.00)   | -64.8%  | 13,225,239                              |



# CBA Researched CMA Sales

Comparison by Asset Class and County: February 2021 vs February 2020

| COMMERCIAL BROKERS<br>ASSOCIATION |            | February 2020                           |           |            | February 2021                           |             |            | Chan    | ge (Feb 2021 vs Fe    | b 2     |
|-----------------------------------|------------|---|-----------|------------|---|-------------|------------|---------|-----------------------|---------|
| Asset Class                       | # of Sales | Sales Volume (\$)                       | Total SF  | # of Sales | Sales Volume (\$)                       | Total SF    | # of Sales | % Chg   | Sales Volume (\$)     | %       |
| fice                              |            |   |           |            |   |             |            |         |                       |         |
| ing County                        | 9          | \$39,316,000                            | 96,243    | 12         | \$26,349,950                            | 97,969      | 3          | 33.3%   | (\$12,966,050)        | -33.0   |
| nohomish County                   | 2          | \$1,870,000                             | 7,300     | 6          | \$46,685,000                            | 122,905     | 4          | 200.0%  | \$44,815,000          | 2396.5  |
| ierce County                      | 3          | \$1,166,500                             | 5,136     | 2          | \$1,525,000                             | 11,142      | -1         | -33.3%  | \$358,500             | 30.7    |
| pokane County                     | 3          | \$5,696,150                             | 41,723    | 5          | \$5,204,000                             | 62,556      | 2          | 66.7%   | (\$492,150)           | -8.6    |
| itsap County                      | 1          | \$475,000                               | 3,580     | 3          | \$1,710,000                             | 19,518      | 2          | 200.0%  | \$1,235,000           | 260.0   |
| hurston County                    | 1          | \$365,000                               | 1,152     | 0          | \$0                                     | 0           | -1         | -100.0% | (\$365,000)           | -100.0  |
| otals:                            | 19         | \$48,888,650                            | 155,134   | 28         | \$81,473,950                            | 314,090     | 9          | 47.4%   | \$32,585,300          | 66.7    |
| etail                             |            | , ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |           |            | , | - ,         |            |         | 1 - / /               |         |
| ng County                         | 6          | \$16,670,000                            | 28,860    | 7          | \$43,035,000                            | 109,574     | 1          | 16.7%   | \$26,365,000          | 158.2   |
| nohomish County                   | 6          | \$16,327,000                            | 45,560    | 6          | \$18,087,500                            | 110,546     | 0          | 0.0%    | \$1,760,500           | 10.89   |
| lierce County                     | 9          | \$24,379,072                            | 108,270   | 12         | \$14,262,501                            | 41,039      | 3          | 33.3%   | (\$10,116,571)        | -41.59  |
| pokane County                     | 4          | \$1,100,000                             | 13,178    | 6          | \$7,740,000                             | 60,678      | 2          | 50.0%   | \$6,640,000           | 603.6%  |
| (itsap County                     | 2          | \$625,000                               | 4,206     | 1          | \$9,750,000                             | 87,400      | -1         | -50.0%  | \$9,125,000           | 1460.0% |
| hurston County                    | 1          | \$700,000                               | 3,960     | 0          | \$9,750,000                             | 07,400      | -1         | -100.0% | (\$700,000)           | -100.09 |
| otals:                            | 28         | \$59,801,072                            | 204,034   | 32         | \$92,875,001                            | 409,237     | 4          | 14.3%   | \$33,073,929          | 55.39   |
| idustrial/High Tech Flex          | 28         | \$33,001,07Z                            | 204,034   | 32         | \$52,075,001                            | 405,237     | -          | 14.378  | \$33,073,3 <u>2</u> 3 | 55.37   |
| ling County                       | 8          | \$101,057,895                           | 481,326   | 19         | \$106,253,020                           | 441,674     | 11         | 137.5%  | \$5,195,125           | 5.1%    |
| nohomish County                   | 3          | \$4,541,500                             | 22,568    | 4          | \$218,930,000                           | 676,255     | 1          | 33.3%   |                       | 4720.79 |
| ierce County                      | 7          | \$13,182,900                            | 136,680   | 7          | \$29,255,000                            | 122,839     | 0          | 250.0%  | \$16,072,100          | 121.9%  |
| pokane County                     | 8          | \$5,269,600                             | 56,292    | 1          | \$25,255,000                            | 5,910       | -7         | 266.7%  | (\$4,319,600)         | -82.0%  |
| tsap County                       | 2          | \$1,104,880                             | 49,098    | 3          | \$1,855,000                             | 31,844      | -/         | 50.0%   | \$750,120             | 67.9%   |
| hurston County                    | 1          | \$1,104,880                             | 49,098    | 2          | \$6,749,100                             | 67,292      | 1          | 100.0%  |                       | 1236.5% |
| otals:                            | 29         | \$125,661,775                           | 749,964   | 36         | \$363,992,120                           | 1,345,814   | 7          | 24.1%   | \$238,330,345         | 1230.37 |
| lotable Sales:                    | 23         | \$125,001,775                           | 745,504   |            | n Bus Ctr, Bothell: \$                  |             | ,          | 24.1%   | \$238,330,343         | 105.77  |
| and                               |            |   |           | Carryon    | i bus cti, bothen. ș                    | 200,000,000 |            |         |                       |         |
| ing County                        | 16         | \$30,720,748                            | 642,003   | 10         | \$25,466,940                            | 888.503     | -6         | -37.5%  | (\$5,253,808)         | -17.1%  |
| nohomish County                   | 3          | \$1,015,000                             | 142,005   | 3          | \$3,310,000                             | 3,317,966   | 0          | 0.0%    | \$2,295,000           | 226.1%  |
| ierce County                      | 8          | \$13,319,000                            | 1,515,263 | 9          | \$11,171,000                            | 4,523,454   | 1          | 12.5%   | (\$2,148,000)         | -16.1%  |
| pokane County                     | 3          | \$2,250,000                             | 330,667   | 2          | \$880,956                               | 4,323,434   | -1         | -33.3%  | (\$2,148,000)         | -60.8%  |
| itsap County                      | 2          | \$1,099,000                             | 243,065   | 1          | \$335,000                               | 193,997     | -1         | -55.5%  | (\$1,309,044)         | -69.5%  |
| hurston County                    | 0          | \$1,033,000                             | 243,003   | 3          | \$2,925,000                             | 489,945     | 3          | 0.0%    | \$2,925,000           | 0.0%    |
| Totals:                           | 32         | \$48,403,748                            | 2 872 002 | 28         | \$44,088,896                            | 9,580,522   | -4         | -12.5%  | (\$4,314,852)         | -8.9%   |
| Aultifamily                       | 52         | 348,403,748                             | 2,873,003 | 20         | 344,088,890                             | 5,580,522   | -4         | -12.3%  | (\$4,514,852)         | -0.57   |
| ing County                        | 7          | \$53,566,000                            | 92,091    | 10         | \$31,015,040                            | 88,741      | 3          | 42.9%   | (\$22,550,960)        | -42.1%  |
| nohomish County                   | 2          | \$2,825,752                             | 12.910    | 10         | \$3,650,000                             | 19.448      | -1         | -50.0%  | \$824,248             | 29.2%   |
| ierce County                      | 1          | \$4,500,000                             | 28,898    | 7          | \$17,737,000                            | 83,889      | 6          | 600.0%  | \$13,237,000          | 294.2%  |
| otals:                            | 10         | \$60,891,752                            | 133,899   | 18         | \$52,402,040                            | 192,078     | 8          | 80.0%   | (\$8,489,712)         | -13.9%  |
| Grand Totals:                     | 10         | . , ,                                   | ,         | 18         |   |             | 24         | 20.3%   |                       |         |
| rand Totals:                      | 118        | \$343,646,997                           | 4,116,034 | 142        | \$634,832,007                           | 11,841,741  | 24         | 20.3%   | \$291,185,010         | 84.7%   |
| county Totals:                    | # of Sales | Sales Volume (\$)                       | Total SF  | # of Sales | Sales Volume (\$)                       | Total SF    | # of Sales | % Chg   | Sales Volume (\$)     | % Ch    |
| ing                               | 46         | \$241,330,643                           | 1,340,523 | 58 5       | \$ 232,119,950                          | 1,626,461   | 12         | 26.1%   | (\$9,210,693)         | -3.8%   |
| nohomish                          | 16         | \$26,579,252                            | 230,343   | 20 \$      | \$ 290,662,500                          | 4,247,120   | 4          | 25.0%   | \$264,083,248         | 993.6%  |
| ierce                             | 28         | \$56,547,472                            | 1,794,247 | 37         | \$ 73,950,501                           | 4,782,363   | 9          | 32.1%   | \$17,403,029          | 30.8%   |
| pokane                            | 18         | \$14,315,750                            | 441,860   | 14 5       | \$ 14,774,956                           | 325,141     | -4         | -22.2%  | \$459,206             | 3.29    |
|                                   | 7          | \$3,303,880                             | 299,949   | 8 9        |   | 303,419     | 1          | 14.3%   | \$10,346,120          | 313.29  |
| Citsap                            | ,          |   |           |            |   |             |            |         |                       |         |
| itsap<br>hurston                  | 3          | \$1,570,000                             | 9,112     | 5 5        | \$ 9,674,100                            | 557,237     | 2          | 66.7%   | \$8,104,100           | 516.29  |



Industrial/High Tech Flex

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King County Snohomish County Pierce County Spokane County Kitsap County Thurston County **Thurston County Notable Sales:** 

Land King County Snohomish County Pierce County Spokane County Kitsap County Thurston County Totals: Multifamily King County Snohomish County Pierce County Totals: Grand Totals: County Totals:

King Snohomish Pierce Spokane Kitsap Thurston **Grand Totals** 

Asset Class Office King County Snohomish County Pierce County Spokane County Kitsap County Thurston County Totals: Notable Sales:

Retail King County Snohomish County Pierce County Spokane County Kitsap County Thurston County Totals:

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

|             | March 2020                                   |              |             | March 20                                     | 21                         |             | Change  | e (Mar 2021 vs Ma | r 2020) |             |
|-------------|--|--------------|-------------|--|----------------------------|-------------|---------|-------------------|---------|-------------|
| # of Sales  | Sales Volume (\$)                            | Total SF     | # of Sales  | Sales Volume (\$)                            | Total SF                   | # of Sales  | %Chg    | Sales Volume (\$) | %Chg    | Total SF    |
| in on Sures | Suies Volume (9)                             | Total SI     | in or sures | Sales Volume (9)                             | Total of                   | in or sures | ,oeng   | Suies Volume (9)  | Joeng   | rotaror     |
| 15          | \$471,748,200                                | 698,395      | 25          | \$247,079,621                                | 908,312                    | 10          | 66.7%   | (\$224,668,579)   | -47.6%  | 209,917     |
| 5           | \$3,141,000                                  | 9,942        | 4           | . , ,  | 908,312                    | -1          | -20.0%  | \$44,649,000      |         | 143,629     |
|             | . , ,  | ,            |             | \$47,790,000                                 | ,                          | -1          |         |                   |         | ,           |
| 6<br>4      | \$8,669,820                                  | 38,427       | 6           | \$14,305,750                                 | 89,801                     | -           | 0.0%    | \$5,635,930       | 65.0%   | 51,374      |
|             | \$3,344,739                                  | 28,015       | 8           | \$22,319,500                                 | 109,305                    | 4           | 100.0%  | \$18,974,761      | 567.3%  | 81,290      |
| 0           | \$0  | 0            | 2           | \$1,150,000                                  | 9,036                      | 2           | 0.0%    | \$0               | 0.0%    | 9,036       |
| 1           | \$395,000                                    | 1,324        | 3           | \$2,592,100                                  | 21,683                     | 2           | 200.0%  | \$2,197,100       | 556.2%  | 20,359      |
| 31          | \$487,298,759                                | 776,103      | 48          | \$335,236,971                                | 1,291,708                  | 17          | 54.8%   | (\$152,061,788)   | -31.2%  | 515,605     |
| Т           | ower 333, Bellevue: \$                       | 5401,500,000 | Adva        |  | np only), Bellevue: \$169m |             |         |                   |         |             |
|             |  |              |             | Canyon Park Heig                             | hts, Bothell: \$45,000,000 |             |         |                   |         |             |
|             |  |              |             |  |                            |             |         |                   |         |             |
| 13          | \$31,345,000                                 | 66,067       | 17          | \$58,869,250                                 | 102,926                    | 4           | 30.8%   | \$27,524,250      | 87.8%   | 36,859      |
| 6           | \$16,455,000                                 | 64,895       | 19          | \$25,395,123                                 | 148,351                    | 13          | 216.7%  | \$8,940,123       | 54.3%   | 83,456      |
| 4           | \$10,368,800                                 | 15,485       | 10          | \$14,962,000                                 | 45,112                     | 6           | 150.0%  | \$4,593,200       | 44.3%   | 29,627      |
| 7           | \$7,585,408                                  | 77,268       | 3           | \$2,465,000                                  | 16,398                     | -4          | -57.1%  | (\$5,120,408)     | -67.5%  | (60,870)    |
| 2           | \$2,505,000                                  | 2,980        | 0           | \$0  | 0                          | -2          | -100.0% | (\$2,505,000)     |         | (2,980)     |
| 1           | \$4,669,231                                  | 15,698       | 2           | \$1,027,000                                  | 3,472                      | 1           | 100.0%  | (\$3,642,231)     | -78.0%  | (12,226)    |
| 33          | \$72,928,439                                 | 242,393      | 51          | \$102,718,373                                | 316,259                    | 18          | 54.5%   | \$29,789,934      | 40.8%   | 73,866      |
|             | <i>Ţ.</i> <b>_</b> , <b>5E</b> 0, <b>405</b> | 2,333        | 51          | <i>,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,</i> | 510,235                    | 10          | 5 415/0 | <i>+_0,00,00</i>  | . 5.070 | , 3,000     |
| 3           | \$4,035,000                                  | 36,367       | 16          | \$233,590,000                                | 839,475                    | 13          | 433.3%  | \$229,555,000     | 5689 1% | 803,108     |
| 1           | \$7,000,000                                  | 9,016        | 4           | \$11,550,000                                 | 70,345                     | 3           | 300.0%  | \$4,550,000       | 65.0%   | 61,329      |
| 6           | . , ,  | ,            | 5           |  | ,                          | -1          | -16.7%  |                   | 180.4%  |             |
|             | \$26,187,000                                 | 144,328      |             | \$73,420,000                                 | 540,529                    | -1          |         | \$47,233,000      |         | 396,201     |
| 4           | \$5,325,000                                  | 86,567       | 8           | \$16,757,050                                 | 418,680                    |             | 100.0%  | \$11,432,050      | 214.7%  | 332,113     |
| 1           | \$3,125,000                                  | 30,896       | 1           | \$2,000,000                                  | 20,400                     | 0           | 0.0%    | (\$1,125,000)     | -36.0%  | (10,496)    |
| 3           | \$3,950,000                                  | 26,260       | 2           | \$4,275,000                                  | 69,012                     | -1          | -33.3%  | \$325,000         | 8.2%    | 42,752      |
| 18          | \$49,622,000                                 | 333,434      | 36          | \$341,592,050                                | 1,958,441                  | 18          | 100.0%  | \$291,970,050     | 588.4%  | 1,625,007   |
|             |  |              | Willo       |  | Redmond: \$140,000,000     |             |         |                   |         |             |
|             |  |              |             | Portside                                     | 55, Tacoma: \$61,320,000   |             |         |                   |         |             |
|             |  |              |             |  |                            |             |         |                   |         |             |
| 21          | \$92,270,600                                 | 3,783,227    | 14          | \$90,684,885                                 | 1,929,727                  | -7          | -33.3%  | (\$1,585,715)     | -1.7%   | (1,853,500  |
| 6           | \$12,902,000                                 | 1,370,962    | 6           | \$19,981,709                                 | 1,951,923                  | 0           | 0.0%    | \$7,079,709       | 54.9%   | 580,961     |
| 2           | \$1,249,000                                  | 85,796       | 7           | \$23,957,017                                 | 3,538,503                  | 5           | 250.0%  | \$22,708,017      | 1818.1% | 3,452,707   |
| 2           | \$2,505,031                                  | 4,374,966    | 0           | \$0  | 0                          | -2          | -100.0% | (\$2,505,031)     | -100.0% | (4,374,966) |
| 0           | \$0  | 0            | 1           | \$2,700,000                                  | 322,780                    | 1           | 0.0%    | \$2,700,000       | 0.0%    | 322,780     |
| 0           | \$0  | 0            | 2           | \$5,375,000                                  | 582,818                    | 2           | 0.0%    | \$5,375,000       | 0.0%    | 582,818     |
| 31          | \$108,926,631                                | 9,614,951    | 30          | \$142,698,611                                | 8,325,751                  | -1          | -3.2%   | \$33,771,980      | 31.0%   | (1,289,200  |
|             |  | -,           | 50          | , ,  | -,,/ •=                    |             | 21270   | ,,, <b></b>       | 22.070  | ,_,,        |
| 14          | \$71,742,000                                 | 221,119      | 13          | \$75,386,354                                 | 153,942                    | -1          | -7.1%   | \$3,644,354       | 5.1%    | (67,177     |
| 1           | \$1,100,000                                  | 5,166        | 2           | \$4,687,000                                  | 20,884                     | 1           | 100.0%  | \$3,587,000       | 326.1%  | 15,718      |
| 6           | \$17,195,000                                 | 94,665       | 6           | \$67,500,000                                 | 341,575                    | 0           | 0.0%    | \$50,305,000      | 292.6%  | 246,910     |
| 21          |  |              | 21          |  |                            | 0           | 0.0%    |                   |         |             |
|             | \$90,037,000                                 | 320,950      |             | \$147,573,354                                | 516,401                    | -           |         | ¢ 07,000,000      | 63.9%   |             |
| 134         | \$808,812,829                                | 11,287,831   | 186         | \$1,069,819,359                              | 12,408,560                 | 52          | 38.8%   | \$261,006,530     | 32.3%   | 1,120,729   |
|             |  |              |             |  |                            |             |         |                   |         |             |
| # of Sales  | Sales Volume (\$)                            | Total SF     | # of Sales  | Sales Volume (\$)                            | Total SF                   | # of Sales  | % Chg   | Sales Volume (\$) | % Chg   | Total SF    |
| 66          | \$671,140,800                                | 4,805,175    | 85          | \$705,610,110                                | 3,934,382                  | 19          | 28.8%   | \$34,469,310      | 5.1%    | (870,793)   |
| 19          | \$40,598,000                                 | 1,459,981    | 35          | \$109,403,832                                | 2,345,074                  | 16          | 84.2%   | \$68,805,832      | 169.5%  | 885,093     |
| 24          | \$63,669,620                                 | 378,701      | 34          | \$194,144,767                                | 4,555,520                  | 10          | 41.7%   | \$130,475,147     | 204.9%  | 4,176,819   |
| 17          | \$18,760,178                                 | 4,566,816    | 19          | \$41,541,550                                 | 544,383                    | 2           | 11.8%   | \$22,781,372      | 121.4%  | (4,022,433  |
| 3           | \$5,630,000                                  | 33,876       | 4           | \$5,850,000                                  | 352,216                    | 1           | 33.3%   | \$220,000         | 3.9%    | 318,340     |
| 5           | \$9,014,231                                  | 43,282       | 9           | \$13,269,100                                 | 676,985                    | 4           | 80.0%   | \$4,254,869       | 47.2%   | 633,703     |
| 134         | \$808,812,829                                | 11,287,831   | 186         | \$1,069,819,359                              | 12,408,560                 | 52          | 38.8%   | \$261,006,530     | 32.3%   | 1,120,729   |
| 134         | 9000,012,029                                 | 11,207,031   | 100         | \$1,000,019,339                              | 12,400,500                 | 52          | 30.0/0  | 7201,000,330      | 32.3%   | 1,120,729   |



## CBA Researched CMA Sales Comparison by Asset Class and County: April 2021 vs April 2020

| COMMERCIAL BROKERS<br>ASSOCIATION |            | April 2020              | 1         |             | April 2021  |                      |              | Char    | ige (Apr 2021 vs Api | 2020)   |            |
|-----------------------------------|------------|-------------------------|-----------|-------------|---|----------------------|--------------|---------|----------------------|---------|------------|
| Asset Class                       | # of Sales | Sales Volume (\$)       | Total SF  | # of Sales  | Sales Volume (\$)                                 | Total SF             | # of Sales   | %Chg    | Sales Volume (\$)    | %Chg    | Total SF   |
| Office                            |            |                         | rotal of  | in or ourco | calco i claine (y)                                | l'ottal of           | in or our co | ,B      | ourco rorunne (p)    | ,       |            |
| KingCounty                        | 9          | \$87,395,000            | 301,302   | 19          | \$689,745,324                                     | 887,200              | 10           | 111.1%  | \$602,350,324        | 689.2%  | 585.898    |
| Snohomish County                  | 1          | \$810,000               | 3,653     | 3           | \$4,135,000                                       | 14,321               | 2            | 200.0%  | \$3,325,000          | 410.5%  | 10,668     |
| Pierce County                     | 2          | \$8,620,000             | 45,800    | 14          | \$14,065,000                                      | 71,476               | 12           | 600.0%  | \$5,445,000          | 63.2%   | 25,676     |
| Spokane County                    | 1          | \$1,900,000             | 13,480    | 11          | \$13,339,500                                      | 137,773              | 10           | 1000.0% | \$11,439,500         | 602.1%  | 124,293    |
| Kitsap County                     | 0          | \$1,500,000             | 13,400    | 4           | \$3,495,000                                       | 34,016               | 4            | 0.0%    | \$11,435,500         | 0.0%    | 34,016     |
| Thurston County                   | 1          | \$780,000               | 4,052     | 2           | \$907,700   | 4,857                | 4            | 100.0%  | \$127,700            | 16.4%   | 805        |
| Totals:                           | 14         |                         | · · · · · | 53          | . ,   | ,                    | 39           | 278.6%  |                      | 629.3%  |            |
|                                   |            | \$99,505,000            | 368,287   |             | \$725,687,524                                     | 1,149,643            | 39           | 278.0%  | \$626,182,524        | 629.3%  | 781,356    |
| Notable Sales:                    | Mercer Pa  | ark, Mercer Island: \$4 | 6,450,000 |             | oren Office Lofts, Seat<br>0 Pine St- Ofc portior |                      |              |         |                      |         |            |
| Retail                            |            |                         |           |             |   |                      |              |         |                      |         |            |
| King County                       | 7          | \$27,740,000            | 88,613    | 16          | \$182,173,163                                     | 734,701              | 9            | 128.6%  | \$154,433,163        | 556.7%  | 646,088    |
| Snohomish County                  | 5          | \$5,540,000             | 25,568    | 8           | \$18,462,054                                      | 81,749               | 3            | 60.0%   | \$12,922,054         | 233.3%  | 56,181     |
| Pierce County                     | 4          | \$4,219,250             | 7,500     | 8           | \$51,252,589                                      | 521,067              | 4            | 100.0%  | \$47,033,339         | 1114.7% | 513,567    |
| Spokane County                    | 0          | \$0                     | 0         | 8           | \$21,811,471                                      | 116,834              | 8            | 800.0%  | \$21,811,471         | N/A     | 116,834    |
| Kitsap County                     | 5          | \$3,474,000             | 29,911    | 1           | \$9,400,000                                       | 154,604              | -4           | -80.0%  | \$5,926,000          | 170.6%  | 124,693    |
| Thurston County                   | 3          | \$21,370,000            | 77,630    | 7           | \$28,539,400                                      | 154,129              | 4            | 133.3%  | \$7,169,400          | 33.5%   | 76,499     |
| Totals:                           | 24         | \$62,343,250            | 229,222   | 48          | \$311,638,677                                     | 1,763,084            | 24           | 100.0%  | \$249,295,427        | 399.9%  | 1,533,862  |
| Notable Sales:                    |            | ¢01)010)100             |           |             |   | ail, Seattle: \$105m |              | 10010/0 | ¥= 10,200, 127       | 0001070 | 2,000,002  |
| Industrial/High Tech Flex         |            |                         |           |             | 5001111251112                                     | an, scattle. 9105m   |              |         |                      |         |            |
| King County                       | 5          | \$17,772,383            | 116,075   | 15          | \$215,176,585                                     | 900,848              | 10           | 200.0%  | \$197,404,202        | 1110.7% | 784,773    |
| Snohomish County                  | 1          | \$1,634,150             | 5,421     | 5           | \$28,417,500                                      | 111,888              | 4            | 400.0%  | \$26,783,350         | 1639.0% | 106,467    |
| Pierce County                     | 1          | \$1,700,000             | 13,762    | 3           | \$7,650,000                                       | 39,434               | 2            | 200.0%  | \$5,950,000          | 350.0%  | 25,672     |
| '                                 | 2          |                         | ,         | 4           |   | ,                    | 2            | 100.0%  |                      | 514.9%  | ,          |
| Spokane County                    | 0          | \$725,000               | 8,956     | 4           | \$4,458,051                                       | 66,458               | 0            | 0.0%    | \$3,733,051          |         | 57,502     |
| Kitsap County                     |            | \$0                     | 0         |             | \$0   | 10 5 6 2             |              |         | \$0                  | 0.0%    | 40.562     |
| Thurston County                   | 0          | \$0                     | 0         | 2           | \$1,375,000                                       | 18,562               | 2            | 200.0%  | \$1,375,000          | N/A     | 18,562     |
| Totals:                           | 9          | \$21,831,533            | 144,214   | 29          | \$257,077,136                                     | 1,137,190            | 20           | 222.2%  | \$235,245,603        | 1077.5% | 992,976    |
| Notable Sales:                    |            |                         |           |             | DDO Urban Works, Se                               |                      |              |         |                      |         |            |
|                                   |            |                         |           | IVI         | lonster Road Bldg, Rei                            | nton: \$47,500,000   |              |         |                      |         |            |
| Land                              |            |                         |           |             |   |                      |              |         |                      |         |            |
| King County                       | 11         | \$94,180,000            | 3,140,403 | 20          | \$295,466,500                                     | 2,599,755            | 9            | 81.8%   | \$201,286,500        | 213.7%  | (540,648)  |
| Snohomish County                  | 4          | \$5,750,000             | 517,057   | 6           | \$37,945,312                                      | 3,455,002            | 2            | 50.0%   | \$32,195,312         | 559.9%  | 2,937,945  |
| Pierce County                     | 2          | \$1,705,000             | 804,989   | 9           | \$22,450,000                                      | 2,090,228            | 7            | 350.0%  | \$20,745,000         | 1216.7% | 1,285,239  |
| Spokane County                    | 2          | \$667,625               | 338,817   | 4           | \$4,492,500                                       | 402,567              | 2            | 100.0%  | \$3,824,875          | 572.9%  | 63,750     |
| Kitsap County                     | 1          | \$350,000               | 19,602    | 1           | \$285,000   | 424,274              | 0            | 0.0%    | (\$65,000)           | -18.6%  | 404,672    |
| Thurston County                   | 0          | \$0                     | 0         | 2           | \$2,825,000                                       | 229,289              | 2            | 0.0%    | \$2,825,000          | 0.0%    | 229,289    |
| Totals:                           | 20         | \$102,652,625           | 4,820,868 | 42          | \$363,464,312                                     | 9,201,115            | 22           | 110.0%  | \$260,811,687        | 254.1%  | 4,380,247  |
| Notable Sales:                    |            |                         |           | Sheraton    | -Redev Site, Bellevue                             | :\$152,500,000       |              |         |                      |         |            |
| Multifamily                       |            |                         |           |             |   |                      |              |         |                      |         |            |
| King County                       | 10         | \$48,162,500            | 124,961   | 12          | \$138,360,700                                     | 316,282              | 2            | 20.0%   | \$90,198,200         | 187.3%  | 191,321    |
| Snohomish County                  | 1          | \$3,675,000             | 16,425    | 4           | \$7,342,035                                       | 27,180               | 3            | 300.0%  | \$3,667,035          | 99.8%   | 10,755     |
| Pierce County                     | 2          | \$3,075,000             | 11,852    | 3           | \$14,700,000                                      | 63,671               | 1            | 50.0%   | \$11,625,000         | 378.0%  | 51,819     |
| Totals:                           | 13         | \$54,912,500            | 153,238   | 19          | \$160,402,735                                     | 407,133              | 6            | 46.2%   | \$ 105,490,235       | 192.1%  | \$ 253,895 |
| Notable Sales:                    |            |                         |           | A           | ura Totem Lake , Kirk                             | land: \$88,300,000   |              |         |                      |         |            |
| Grand Totals:                     | 80         | \$341,244,908           | 5,715,829 | 191         | \$1,818,270,384                                   | 13,658,165           | 111          | 138.8%  | \$1,477,025,476      | 432.8%  | 7,942,336  |
| County Totals:                    | # of Sales | Sales Volume (\$)       | Total SF  | # of Sales  | Sales Volume (\$)                                 | Total SF             | # of Sales   | % Chg   | Sales Volume (\$)    | % Chg   | Total SF   |
| King                              | 42         | \$275,249,883           | 3,771,354 | 82          | \$1,520,922,272                                   | 5,438,786            | 40           | 95.2%   | \$1,245,672,389      | 452.6%  | 1,667,432  |
| Snohomish                         | 12         | \$17,409,150            | 568,124   | 26          | \$96,301,901                                      | 3,690,140            | 14           | 116.7%  | \$78,892,751         | 452.0%  | 3,122,016  |
|                                   |            |                         |           | -           | . , ,   |                      |              |         |                      |         |            |
| Pierce                            | 11         | \$19,319,250            | 883,903   | 37          | \$110,117,589                                     | 2,785,876            | 26           | 236.4%  | \$90,798,339         | 470.0%  | 1,901,973  |
| Spokane                           | 5          | \$3,292,625             | 361,253   | 27          | \$44,101,522                                      | 723,632              | 22           | 440.0%  | \$40,808,897         | 1239.4% | 362,379    |
| Kitsap                            | 6          | \$3,824,000             | 49,513    | 6           | \$13,180,000                                      | 612,894              | 0            | 0.0%    | \$9,356,000          | 244.7%  | 563,381    |
| Thurston                          | 4          | \$22,150,000            | 81,682    | 13          | \$33,647,100                                      | 406,837              | 9            | 225.0%  | \$11,497,100         | 51.9%   | 325,155    |
| Grand Totals                      | 80         | \$341,244,908           | 5,715,829 | 191         | \$1,818,270,384                                   | 13,658,165           | 111          | 138.8%  | \$1,477,025,476      | 432.8%  | 7,942,336  |



Kitsap

Thurston

Grand Totals

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1295.9%

1,153,582

5,813,717

85.7% 12,859,481

### CBA Researched CMA Sales Comparison by Asset Class and County: May 2021 vs May 2020

| COMMERCIAL BROKERS<br>ASSOCIATION | May 2020   |                             | ſ                    |            | May 2021          |            | Change (May 2021 vs May 2020) |         |                   |         |            |  |
|-----------------------------------|------------|-----------------------------|----------------------|------------|-------------------|------------|-------------------------------|---------|-------------------|---------|------------|--|
| Asset Class                       | # of Sales |                             | Total SF             | # of Sales | Sales Volume (\$) | Total SF   | # of Sales                    | %Chg    | Sales Volume (\$) | %Chg    | Total SF   |  |
| Office                            |            |                             |                      |            |                   |            |                               |         |                   |         |            |  |
| King County                       | 4          | \$6,123,661                 | 19,395               | 11         | \$40,315,000      | 96,544     | 7                             | 175.0%  | \$34,191,339      | 558.3%  | 77.149     |  |
| Snohomish County                  | 2          | \$3,061,550                 | 15,458               | 9          | \$8,939,000       | 37,795     | 7                             | 350.0%  | \$5,877,450       | 192.0%  | 22,337     |  |
| Pierce County                     | 4          | \$10,212,500                | 61,149               | 9          | \$19,745,000      | 92,285     | 5                             | 125.0%  | \$9,532,500       | 93.3%   | 31,136     |  |
| Spokane County                    | 1          | \$512,000                   | 4,185                | 10         | \$15,769,000      | 123,964    | 9                             | 900.0%  | \$15,257,000      | 2979.9% | 119,779    |  |
| Kitsap County                     | 3          | \$4,814,500                 | 25,091               | 10         | \$485,000         | 3,009      | -2                            | 0.0%    | \$13,237,000      | 0.0%    | (22,082    |  |
| Thurston County                   | 0          | \$94,814,500                | 23,031               | 2          | \$1,662,500       | 11,424     | 2                             | 200.0%  | \$1,662,500       | N/A     | 11,424     |  |
| Totals:                           | 14         | \$24,724,211                | 125,278              | 42         | \$86,915,500      | 365,021    | 28                            | 200.0%  | \$62,191,289      | 251.5%  | 239,743    |  |
| Retail                            | 14         | <i>ŞZ4,724,2</i> 11         | 125,278              | 42         | \$80,913,500      | 303,021    | 20                            | 200.0%  | \$02,191,289      | 231.3%  | 235,74     |  |
| KingCounty                        | 8          | \$14,393,500                | 178,806              | 12         | \$20,879,050      | 54,053     | 4                             | 50.0%   | \$6,485,550       | 45.1%   | (124,753   |  |
| Snohomish County                  | 4          | \$28,921,900                | 173,203              | 12         | \$76,833,155      | 451,894    | 7                             | 175.0%  | \$47,911,255      | 165.7%  | 278,691    |  |
| •                                 | 4          | \$610,000                   | 5,000                | 11         | \$20,101,495      | 74,898     | 12                            | 175.0%  | \$19,491,495      | 3195.3% | 69,898     |  |
| Pierce County                     | 1          |                             | 8,151                | 2          |                   | ,          | 12                            | 1200.0% |                   |         | ,          |  |
| Spokane County                    | _          | \$800,000                   | ,                    |            | \$1,275,000       | 9,050      | _                             |         | \$475,000         | 59.4%   | 899        |  |
| Kitsap County                     | 0          | \$0                         | 0                    | 2          | \$4,112,871       | 9,016      | 2                             | 200.0%  | \$4,112,871       | N/A     | 9,016      |  |
| Thurston County                   | 0          | \$0                         | 0                    | 2          | \$2,100,000       | 6,698      | 2                             | 200.0%  | \$2,100,000       | N/A     | 6,698      |  |
| Totals:                           | 14         | \$44,725,400                | 365,160              | 42         | \$125,301,571     | 605,609    | 28                            | 200.0%  | \$80,576,171      | 180.2%  | 240,449    |  |
| Notable Sales:                    |            | Everett 4 Corners Plaza, Ev | verett: \$18,000,000 |            |                   |            |                               |         |                   |         |            |  |
| Industrial/High Tech Flex         |            | 404 070 000                 | 1 10 050             | 10         |                   | 654.000    |                               |         |                   | 600.00/ |            |  |
| King County                       | 5          | \$21,976,300                | 143,256              | 19         | \$174,467,000     | 654,260    | 14                            | 280.0%  | \$152,490,700     | 693.9%  | 511,004    |  |
| Snohomish County                  | 1          | \$1,100,000                 | 16,988               | 4          | \$8,865,000       | 48,817     | 3                             | 300.0%  | \$7,765,000       | 705.9%  | 31,829     |  |
| Pierce County                     | 3          | \$56,047,000                | 598,324              | 9          | \$16,295,000      | 172,098    | 6                             | 200.0%  | (\$39,752,000)    | -70.9%  | (426,226   |  |
| Spokane County                    | 0          | \$0                         | 0                    | 6          | \$6,068,900       | 51,687     | 6                             | 600.0%  | \$6,068,900       | N/A     | 51,687     |  |
| Kitsap County                     | 2          | \$1,655,200                 | 17,312               | 0          | \$0               | 0          | -2                            | -100.0% | (\$1,655,200)     | -100.0% | (17,312    |  |
| Thurston County                   | 1          | \$980,000                   | 2,072                | 4          | \$4,575,000       | 43,826     | 3                             | 300.0%  | \$3,595,000       | 366.8%  | 41,754     |  |
| Totals:                           | 12         | \$81,758,500                | 777,952              | 42         | \$210,270,900     | 970,688    | 30                            | 250.0%  | \$128,512,400     | 157.2%  | 192,736    |  |
| Notable Sales:                    | Tacom      | a Distribution Center, Ta   | coma: \$42,250,000   |            |                   |            |                               |         |                   |         |            |  |
| Land                              |            |                             |                      |            |                   |            |                               |         |                   |         |            |  |
| King County                       | 10         | \$24,279,000                | 197,109              | 12         | \$47,157,885      | 4,034,487  | 2                             | 20.0%   | \$22,878,885      | 94.2%   | 3,837,378  |  |
| Snohomish County                  | 4          | \$15,978,000                | 4,847,354            | 3          | \$4,720,831       | 796,713    | -1                            | -25.0%  | (\$11,257,169)    | -70.5%  | (4,050,641 |  |
| Pierce County                     | 2          | \$1,548,500                 | 413,691              | 11         | \$36,833,000      | 2,559,180  | 9                             | 450.0%  | \$35,284,500      | 2278.6% | 2,145,489  |  |
| Spokane County                    | 0          | \$0                         | 0                    | 6          | \$6,904,820       | 3,099,087  | 6                             | 600.0%  | \$6,904,820       | N/A     | 3,099,087  |  |
| Kitsap County                     | 0          | \$0                         | 0                    | 2          | \$1,975,000       | 1,183,960  | 2                             | 0.0%    | \$1,975,000       | 0.0%    | 1,183,960  |  |
| Thurston County                   | 0          | \$0                         | 0                    | 4          | \$5,342,744       | 5,753,841  | 4                             | 0.0%    | \$5,342,744       | 0.0%    | 5,753,841  |  |
| Totals:                           | 16         | \$41,805,500                | 5,458,154            | 38         | \$102,934,280     | 17,427,268 | 22                            | 137.5%  | \$61,128,780      | 146.2%  | 11,969,114 |  |
| Multifamily                       |            |                             |                      |            |                   |            |                               |         |                   |         |            |  |
| King County                       | 10         | \$169,945,263               | 328,281              | 15         | \$106,871,000     | 332,756    | 5                             | 50.0%   | (\$63,074,263)    | -37.1%  | 4,475      |  |
| Snohomish County                  | 0          | \$0                         | 0                    | 7          | \$26,085,000      | 120,970    | 7                             | 700.0%  | \$26,085,000      | N/A     | 120,970    |  |
| Pierce County                     | 1          | \$1,300,000                 | 6,790                | 5          | \$18,185,000      | 98,784     | 4                             | 400.0%  | \$16,885,000      | 1298.8% | 91,994     |  |
| Totals:                           | 11         | \$171,245,263               | 335,071              | 27         | \$151,141,000     | 552,510    | 16                            | 145.5%  | \$ (20,104,263)   | -11.7%  | \$ 217,439 |  |
| Notable Sales:                    | Water      | scape Juanita Village, Kir  | kland: \$92,734,500  |            | . , ,             | ,          |                               |         |                   |         | . ,        |  |
| Grand Totals:                     | 67         | \$364,258,874               | 7,061,615            | 191        | \$676,563,251     | 19,921,096 | 124                           | 185.1%  | \$312,304,377     | 85.7%   | 12,859,481 |  |
| County Totals:                    | # of Sales | Sales Volume (\$)           | Total SF             | # of Sales | Sales Volume (\$) | Total SF   | # of Sales                    | % Chg   | Sales Volume (\$) | % Chg   | Total SF   |  |
| King                              | 37         | \$236,717,724               | 866,847              | #01 Jale 3 | \$389,689,935     | 5,172,100  | 32                            | 86.5%   | \$152,972,211     | 64.6%   | 4,305,253  |  |
| Snohomish                         | 11         | \$49,061,450                | 5,053,003            | 34         | \$125,442,986     | 1,456,189  | 23                            | 209.1%  | \$76,381,536      | 155.7%  | (3,596,814 |  |
| Pierce                            | 11         | \$69,718,000                | 1,084,954            | 47         | \$123,442,980     | 2,997,245  | 36                            | 327.3%  | \$41,441,495      | 59.4%   | 1,912,292  |  |
| Spokane                           | 2          | \$1,312,000                 | 1,084,954            | 24         | \$30,017,720      | 3,283,788  | 22                            | 1100.0% | \$28,705,720      | 2187.9% | 3,271,452  |  |
| Spokalle                          | 2<br>5     | \$1,312,000                 | 12,330               | 24         | \$30,017,720      | 3,283,788  | 22                            | 0.0%    | \$28,705,720      | 2187.9% | 3,271,452  |  |



# CBA Researched CMA Sales Comparison by Asset Class and County: June 2021 vs June 2020

| COMMERCIAL BROKERS<br>ASSOCIATION |            | June 2020           |               | June 2021  |                       |                      |            | Char    | nge (June 2021 vs J | une 2020) |                 |
|-----------------------------------|------------|---------------------|---------------|------------|-----------------------|----------------------|------------|---------|---------------------|-----------|-----------------|
| Asset Class                       | # of Sales | Sales Volume (\$)   | Total SF      | # of Sales | Sales Volume (\$)     | Total SF             | # of Sales | %Chg    | Sales Volume (\$)   | %Chg      | Total SF        |
| Office                            |            |                     |               |            |                       |                      |            |         |                     |           |                 |
| KingCounty                        | 8          | \$27,197,000        | 102,272       | 18         | \$106,282,452         | 272,215              | 10         | 125.0%  | \$79,085,452        | 290.8%    | 169,943         |
| Snohomish County                  | 1          | \$20,800,000        | 53,905        | 11         | \$11,944,512          | 71,236               | 10         | 1000.0% | (\$8,855,488)       | -42.6%    | 17,331          |
| Pierce County                     | 5          | \$7,542,200         | 49,918        | 11         | \$13,925,450          | 87,725               | 6          | 120.0%  | \$6,383,250         | 84.6%     | 37,807          |
| Spokane County                    | 0          | \$0                 | 0             | 13         | \$22,550,000          | 172,276              |            | 1300.0% | \$22,550,000        | N/A       | 172,276         |
| Kitsap County                     | 0          | \$0                 | 0             | 3          | \$2,894,000           | 13,239               | 3          | 300.0%  | \$2,894,000         | N/A       | 13,239          |
| Thurston County                   | 1          | \$397,000           | 5,816         | 5          | \$4,114,000           | 28,083               | 4          | 400.0%  | \$3,717,000         | 936.3%    | 22,267          |
| Totals:                           | 15         | \$55,936,200        | 211,911       | 61         | 161710414             | 644774               | 46         | 306.7%  | \$105,774,214       | 189.1%    | 432,863         |
| Retail                            |            | ,,,                 |               |            |                       |                      |            |         | , , ,               |           |                 |
| KingCounty                        | 7          | \$8,512,800         | 53,689        | 16         | \$148,168,175         | 307,970              | 9          | 128.6%  | \$139,655,375       | 1640.5%   | 254,281         |
| Snohomish County                  | 4          | \$3,079,000         | 10,236        | 12         | \$18,982,638          | 65,413               | 8          | 200.0%  | \$15,903,638        | 516.5%    | 55,177          |
| Pierce County                     | 4          | \$3,226,500         | 19,572        | 13         | \$20,705,950          | 100.402              | 9          | 225.0%  | \$17,479,450        | 541.7%    | 80,830          |
| Spokane County                    | 1          | \$255,000           | 4,200         | 12         | \$14,320,918          | 80,287               | -          | 1100.0% | \$14,065,918        | 5516.0%   | 76,087          |
| Kitsap County                     | 0          | \$255,000           | 4,200         | 4          | \$4,135,000           | 28,709               | 4          | 400.0%  | \$4,135,000         | N/A       | 28,709          |
| Thurston County                   | 1          | \$2,000,000         | 16,080        | 4          | \$320,000             | 1,332                | 4          | 400.0%  | (\$1,680,000)       | -84.0%    | (14,748)        |
| Totals:                           | 17         | \$17,073,300        | 10,080        | 58         | \$206,632,681         | 584,113              | 41         |         | \$189,559,381       | 1110.3%   | 480,336         |
| Notable Sales:                    | 17         | \$17,075,500        | 103,777       |            | et Vil/Michaels Toyot |                      | 41         | 241.270 | \$105,555,501       | 1110.5%   | 400,550         |
| Industrial/High Tech Flex         |            |                     |               | Sunse      |                       | a, bellevue. \$78lll |            |         |                     |           |                 |
| King County                       | 7          | \$32,250,000        | 133,887       | 16         | \$176,380,015         | 448,829              | 9          | 128.6%  | \$144,130,015       | 446.9%    | 314,942         |
| 0 /                               | 2          | . , ,               | ,             | 9          |                       |                      | 7          | 350.0%  |                     | 725.4%    | ,               |
| Snohomish County                  | 6          | \$7,690,000         | 50,334        | 9          | \$63,470,000          | 623,744              |            |         | \$55,780,000        |           | 573,410         |
| Pierce County                     |            | \$50,086,056        | 284,829       |            | \$13,948,300          | 79,392               | 3          | 50.0%   | (\$36,137,756)      | -72.2%    | (205,437)       |
| Spokane County                    | 2          | \$2,849,500         | 28,468        | 5          | \$9,348,750           | 189,768              | 3          | 150.0%  | \$6,499,250         | 228.1%    | 161,300         |
| Kitsap County                     | 0          | \$0                 | 0             | 1          | \$1,191,000           | 17,826               | 1          | 100.0%  | \$1,191,000         | N/A       | 17,826          |
| Thurston County                   | 0          | \$0                 | 0             | 3          | \$8,524,300           | 78,504               | 3          | 300.0%  | \$8,524,300         | N/A       | 78,504          |
| Totals:                           | 17         | \$92,875,556        | 497,518       | 43         | \$272,862,365         | 1,438,063            | 26         | 152.9%  | \$179,986,809       | 193.8%    | 940,545         |
| Notable Sales:                    | 1640 E     | Marc Ave, Tacoma: S | \$33,500,000  |            | GIX, Belle            | vue: \$85,000,000    |            |         |                     |           |                 |
| Land                              |            | 400 400 000         | 1 0 0 1 6 7 6 | 1.7        | 477.000.000           | 0.004.400            |            | 10.000  | (410,150,000)       | 40.000    | (2.500.05.6)    |
| King County                       | 21         | \$89,432,809        | 4,884,676     | 17         | \$77,280,000          | 2,301,420            | -4         | -19.0%  | (\$12,152,809)      | -13.6%    | (2,583,256)     |
| Snohomish County                  | 2          | \$912,000           | 117,098       | 4          | \$10,231,072          | 480,335              | 2          |         | \$9,319,072         | 1021.8%   | 363,237         |
| Pierce County                     | 4          | \$1,396,000         | 115,083       | 10         | \$13,898,691          | 8,548,035            | 6          | 150.0%  | \$12,502,691        | 895.6%    | 8,432,952       |
| Spokane County                    | 1          | \$350,000           | 115,079       | 5          | \$1,340,000           | 641,586              | 4          | 400.0%  | \$990,000           | 282.9%    | 526,507         |
| Kitsap County                     | 0          | \$0                 | 0             | 0          | \$0                   | 0                    | 0          | 0.0%    | \$0                 | 0.0%      | -               |
| Thurston County                   | 2          | \$4,896,143         | 1,180,635     | 4          | \$4,648,123           | 3,781,582            | 2          | 0.0%    | (\$248,020)         | -5.1%     | 2,600,947       |
| Totals:                           | 30         | \$96,986,952        | 6,412,571     | 40         | \$107,397,886         | 15,752,958           | 10         | 33.3%   | \$10,410,934        | 10.7%     | 9,340,387       |
| Multifamily                       |            |                     |               |            |                       |                      |            |         |                     |           |                 |
| King County                       | 4          | \$14,862,000        | 54,386        | 17         | \$166,136,000         | 396,955              | 13         | 325.0%  | \$151,274,000       | 1017.9%   | 342,569         |
| Snohomish County                  | 2          | \$3,900,000         | 18,360        | 1          | \$19,100,000          | 86,513               | -1         | -50.0%  | \$15,200,000        | 389.7%    | 68,153          |
| Pierce County                     | 3          | \$11,755,500        | 69,038        | 5          | \$25,830,000          | 168,559              | 2          | 66.7%   | \$14,074,500        | 119.7%    | 99,521          |
| Totals:                           | 9          | \$30,517,500        | 141,784       | 23         | \$211,066,000         | 652,027              | 14         | 155.6%  | \$ 180,548,500      | 591.6%    | \$ 510,243      |
| Notable Sales:                    |            |                     |               | Aval       | on Redmond Place, F   | edmond: \$97.7m      |            |         |                     |           |                 |
| Grand Totals:                     | 88         | \$293,389,508       | 7,367,561     | 225        | \$959,669,346         | 19,071,935           | 137        | 155.7%  | \$666,279,838       | 227.1%    | 11,704,374      |
|                                   |            |                     |               |            |                       |                      |            |         |                     |           |                 |
| County Totals:                    | # of Sales | Sales Volume (\$)   | Total SF      | # of Sales | Sales Volume (\$)     | Total SF             | # of Sales | % Chg   | Sales Volume (\$)   | % Chg     | Total SF        |
| King                              | 47         | \$172,254,609       | 5,228,910     | 84         | \$674,246,642         | 3,727,389            | 37         | 78.7%   | \$501,992,033       | 291.4%    | (1,501,521)     |
| Snohomish                         | 11         | \$36,381,000        | 249,933       | 37         | \$123,728,222         | 1,327,241            | 26         | 236.4%  | \$87,347,222        | 240.1%    | 1,077,308       |
| Pierce                            | 22         | \$74,006,256        | 538,440       | 48         | \$88,308,391          | 8,984,113            | 26         | 118.2%  | \$14,302,135        | 19.3%     | 8,445,673       |
| Spokane                           | 4          | \$3,454,500         | 147,747       | 35         | \$47,559,668          | 1,083,917            | 31         | 775.0%  | \$44,105,168        | 1276.7%   | 936,170         |
| Kitsap                            | 0          | \$0                 | 0             | 8          | \$8,220,000           | 59,774               | 8          | 800.0%  | \$8,220,000         | N/A       | 59,774          |
| Thurston                          | 4          | \$7.293.143         | 1.202.531     | 13         | \$17,606,423          | 3,889,501            | 9          | 225.0%  | \$10,313,280        | 141.4%    | 2,686,970       |
| Grand Totals                      | 88         | \$293,389,508       | 7,367,561     | 225        | \$959,669,346         | 19,071,935           | 137        | 155.7%  | \$666,279,838       | 227.1%    | 11,704,374      |
|                                   | 80         | 3233,389,508        | /,30/,501     | 225        | <b>3333,009,346</b>   | 19,071,935           | 13/        | 100.1%  | 2000,279,838        | 221.1%    | 1 1 / 1 4 3 / 4 |