



**CBA Researched CMA Sales
Summary
January Through December (2020 vs 2019)**

2019				
Totals by Month	# of Sales	Sales Volume (\$)	Total SF	\$/SF
January	187	\$1,606,356,445	7,595,040	\$211.50
February	128	\$1,109,616,599	20,992,726	\$52.86
March	156	\$1,399,738,164	7,106,533	\$196.96
April	190	\$1,473,478,050	17,628,897	\$83.58
May	218	\$979,723,937	12,227,781	\$80.12
June	171	\$1,611,967,213	15,661,810	\$102.92
July	212	\$1,733,128,591	37,079,676	\$46.74
August	190	\$879,736,726	9,394,210	\$93.65
September	196	\$1,690,772,770	10,983,934	\$153.93
October	201	\$1,515,008,194	13,594,094	\$111.45
November	177	\$2,286,811,747	12,996,111	\$175.96
December	373	\$6,008,651,595	35,311,056	\$170.16
Totals	2399	\$22,294,990,031	200,571,868	\$111.16
Totals by County	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	1090	\$17,723,898,261	69,166,192	\$256.25
Snohomish	355	\$2,181,551,802	59,598,694	\$36.60
Pierce	474	\$1,691,659,643	54,966,537	\$30.78
Spokane	260	\$289,180,216	9,327,072	\$31.00
Kitsap	109	\$198,470,829	3,509,465	\$56.55
Thurston	111	\$210,229,280	4,003,908	\$52.51
Totals	2399	\$22,294,990,031	200,571,868	\$111.16
Totals by Asset Cla	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office	584	\$9,114,432,665	18,776,971	\$485.40
Retail	603	\$1,870,060,530	7,373,317	\$253.63
Industrial/Flex	395	\$2,399,181,259	13,571,605	\$176.78
Land	424	\$1,751,455,857	140,628,178	\$12.45
Multifamily	393	\$7,159,859,720	20,221,797	\$354.07
Totals	2399	\$22,294,990,031	200,571,868	\$111.16

2020				
# of Sales	Sales Volume (\$)	Total SF	\$/SF	
152	\$497,630,931	40,386,162	\$12.32	
118	\$343,646,997	4,116,034	\$83.49	
134	\$808,812,829	11,287,831	\$71.65	
80	\$341,244,908	5,715,829	\$59.70	
67	\$364,258,874	7,061,615	\$51.58	
88	\$293,389,508	7,367,561	\$39.82	
82	\$710,908,109	7,909,378	\$89.88	
73	\$357,923,475	13,231,216	\$27.05	
148	\$1,413,828,604	16,852,241	\$83.90	
123	\$738,368,922	10,526,750	\$70.14	
144	\$714,274,848	33,565,121	\$21.28	
294	\$3,861,282,551	26,625,486	\$145.02	
1503	\$10,445,570,556	184,645,224	\$56.57	
# of Sales	Sales Volume (\$)	Total SF	\$/SF	
737	\$8,052,920,169	82,486,499	\$97.63	
211	\$867,646,889	25,524,065	\$33.99	
317	\$1,180,239,379	39,293,216	\$30.04	
125	\$140,765,411	31,365,143	\$4.49	
49	\$74,197,580	2,612,991	\$28.40	
64	\$129,801,128	3,363,310	\$38.59	
1503	\$10,445,570,556	184,645,224	\$56.57	
# of Sales	Sales Volume (\$)	Total SF	\$/SF	
306	\$3,599,128,450	6,721,343	\$535.48	
342	\$771,603,416	3,373,668	\$228.71	
281	\$1,581,256,370	9,184,277	\$172.17	
350	\$1,504,837,438	157,241,254	\$9.57	
224	\$2,988,744,882	8,124,682	\$367.86	
1503	\$10,445,570,556	184,645,224	\$56.57	

2020 vs 2019 Change					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-35	-18.7%	(\$1,108,725,514)	-69.0%	32,791,122	\$ (199.18)
-10	-7.8%	(\$765,969,602)	-69.0%	(16,516,156)	\$ 29.71
-22	-14.1%	(\$590,925,335)	-42.2%	4,051,398	\$ (124.48)
-110	-57.9%	(\$1,132,233,142)	-76.8%	(11,913,068)	\$ (23.88)
-151	-69.3%	(\$615,465,063)	-62.8%	(5,166,166)	\$ (28.54)
-83	-48.5%	(\$1,318,577,705)	-81.8%	(8,294,249)	\$ (63.10)
-130	-61.3%	(\$1,022,220,482)	-59.0%	(29,170,298)	\$ 43.14
-117	-61.6%	(\$521,813,251)	-59.3%	3,837,006	\$ (66.60)
-48	-24.5%	(\$276,944,166)	-16.4%	5,868,307	\$ (70.04)
-78	-38.8%	(\$776,639,272)	-51.3%	(3,067,344)	\$ (41.30)
-33	-18.6%	(\$1,572,536,899)	-68.8%	20,569,010	\$ (154.68)
-79	-21.2%	(\$2,147,369,044)	-35.7%	(8,685,570)	\$ (25.14)
-896	-37.3%	(\$11,849,419,475)	-53.1%	(15,926,644)	\$ (54.59)
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-353	-32.4%	(\$9,670,978,092)	-54.6%	13,320,307	\$ (158.62)
-144	-40.6%	(\$1,313,904,913)	-60.2%	(34,074,629)	\$ (2.61)
-157	-33.1%	(\$511,420,264)	-30.2%	(15,673,321)	\$ (0.74)
-135	-51.9%	(\$148,414,805)	-51.3%	22,038,071	\$ (26.52)
-60	-55.0%	(\$124,273,249)	-62.6%	(896,474)	\$ (28.16)
-47	-42.3%	(\$80,428,152)	-38.3%	(640,598)	\$ (13.91)
-896	-37.3%	(\$11,849,419,475)	-53.1%	(15,926,644)	\$ (54.59)
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-278	-47.6%	(\$5,515,304,215)	-60.5%	(12,055,628)	\$ 50.07
-261	-43.3%	(\$1,098,457,114)	-58.7%	(3,999,649)	\$ (24.91)
-114	-28.9%	(\$817,924,889)	-34.1%	(4,387,328)	\$ (4.61)
-74	-17.5%	(\$246,618,419)	-14.1%	16,613,076	\$ (2.88)
-169	-43.0%	(\$4,171,114,838)	-58.3%	(12,097,115)	\$ 13.79
-896	-37.3%	(\$11,849,419,475)	-53.1%	(15,926,644)	\$ (54.59)

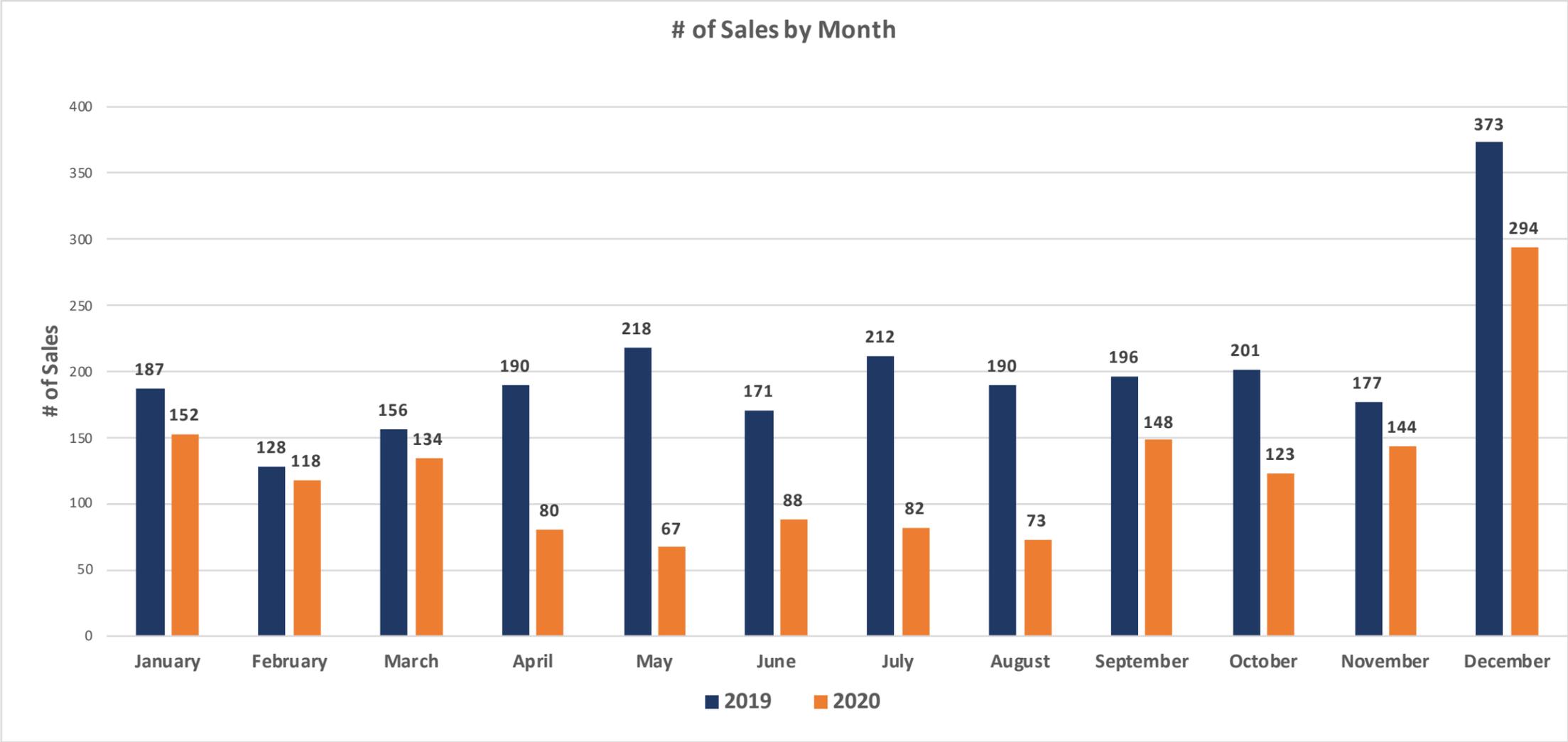


**CBA Researched CMA Sales
Notable Sales
January Through December (2020 vs 2019)**

800 Fifth Ave	Seattle	Office	1/25/19	\$540,350,000
Dexter Horton	Seattle	Office	1/11/19	\$151,000,000
Smith Tower	Seattle	Office	1/22/19	\$138,000,000
Metro 112 I & II	Bellevue	Multifamily	2/20/19	\$160,000,000
Boulder Creek	Sammamish	Multifamily	2/20/19	\$84,600,000
Bailey Farm	Bothell	Multifamily	2/22/19	\$113,500,000
Medline Building	Sumner	Industrial/Flex	3/4/19	\$36,100,000
LogistiCenter at 167	Fife	Industrial/Flex	3/1/19	\$28,000,000
Troy Block- Amazon	Seattle	Office	3/26/19	\$740,000,000
Newport Corporate Ctr	Bellevue	Office	4/15/19	\$467,500,000
Bellevue Corp Plaza	Bellevue	Office	4/24/19	\$195,000,000
Pike Motorworks	Seattle	Multifamily	4/24/19	\$128,500,000
Taluswood	Mtlk Terrace	Multifamily	5/17/19	\$136,250,000
Stonemeadow Farms	Bothell	Multifamily	5/22/19	\$81,800,000
West Lake Union Center	Seattle	Office	6/3/19	\$118,300,000
Des Moines Creek Park	Des Moines	Industrial/Flex	6/4/19	\$81,110,000
Mill at Mill Creek	Mill Creek	Multifamily	6/20/19	\$142,000,000
River Trails	Puyallup	Multifamily	6/26/19	\$93,000,000
Chroma	Seattle	Multifamily	6/27/19	\$114,000,000
US Bank Centre/6th & U	Seattle	Office	7/1/19	\$612,000,000
901 5th Avenue	Seattle	Office	7/1/19	\$305,000,000
Sunset North Corp Cam	Bellevue	Office	9/11/19	\$212,017,031
Metropolitan Tower	Seattle	Multifamily	9/18/19	\$216,100,000
Westlake Center- Office	Seattle	Office	10/18/19	\$236,000,000
Park Place	Seattle	Office	10/31/19	\$177,000,000
West Valley Business Pa	Kent	Industrial/Flex	10/1/19	\$30,450,000
Kimberly-Clark Property	Everett	Land	10/31/19	\$32,681,500
Issaquah Terrace	Issaquah	Multifamily	10/31/19	\$125,000,000
Arbor Blocks East	Seattle	Office	11/6/19	\$210,800,000
Arbor Blocks West	Seattle	Office	11/6/19	\$204,200,000
Merrill Creek Center	Everett	Industrial/Flex	11/15/19	\$41,000,000
Gateway Corp Ctr, Bldgs	Tukwila	Industrial/Flex	11/22/19	\$40,000,000
Salix Juanita Village	Kirkland	Multifamily	11/27/19	\$101,500,000
Saxton	Seattle	Multifamily	11/21/19	\$167,358,608
Tivalli	Lynnwood	Multifamily	11/27/19	\$119,200,000
The Bravern Office Com	Bellevue	Office	12/23/19	\$585,060,299
F5 Tower - Office Unit	Seattle	Office	12/23/19	\$458,000,000
Amazon - Apollo Buildin	Seattle	Office	12/27/19	\$270,100,000
Redmond Town Center -	Redmond	Retail	12/30/19	\$145,032,040
Fed Ex Distribution War	Redmond	Industrial/Flex	12/17/19	\$81,500,000
Willows Ridge Tech - Ze	Redmond	Industrial/Flex	12/18/19	\$61,938,001
Canyon Park East- Bldgs	Bothell	Industrial/Flex	12/23/19	\$54,625,000
The Danforth	Seattle	Multifamily	12/19/19	\$210,000,000
Anthology	Issaquah	Multifamily	12/27/19	\$163,250,000

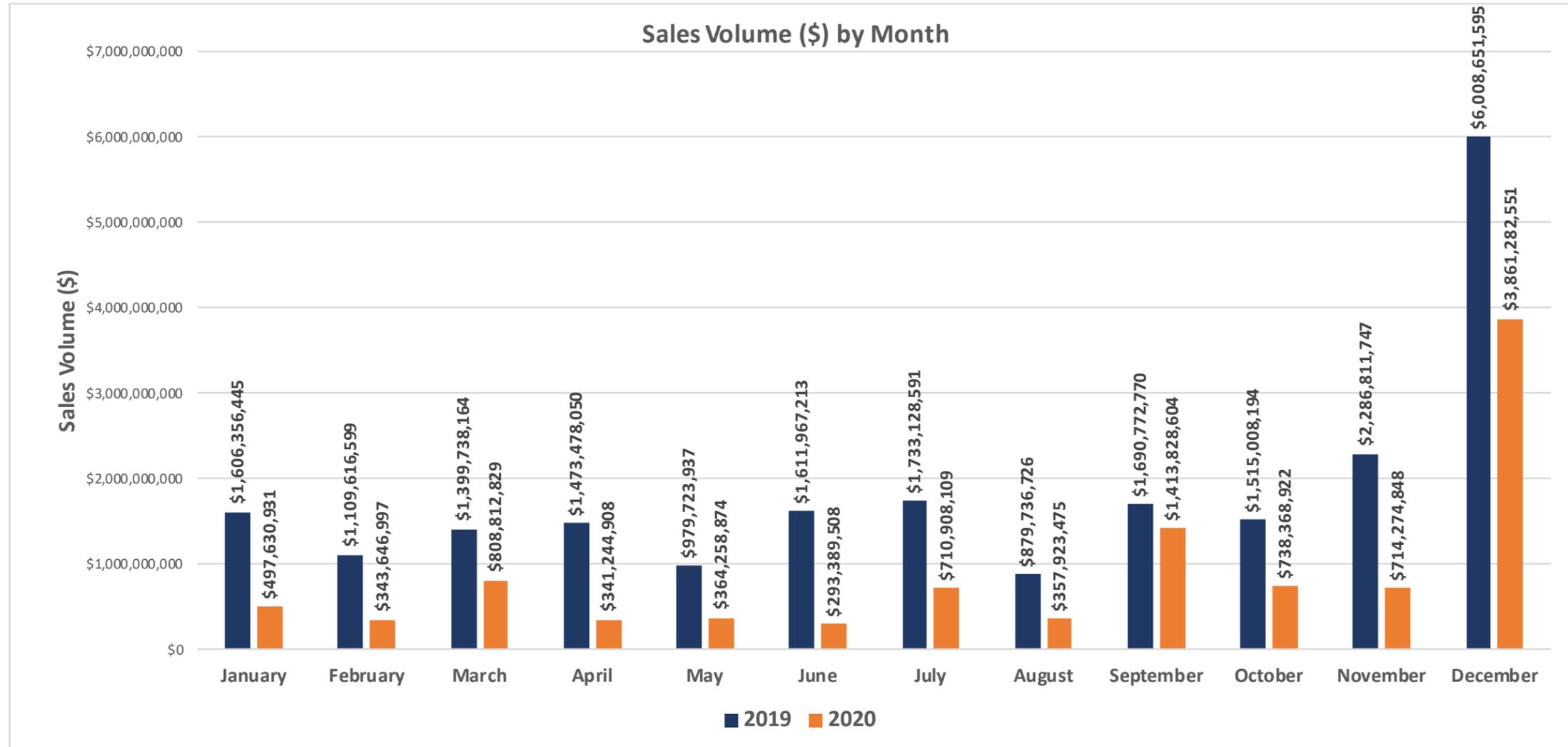
300 Pine St- Units 1 &	Seattle	Retail	1/21/20	\$68,700,000
Tower 333	Bellevue	Office	3/13/20	\$401,500,000
Waterscape Juanita V	Kirkland	Multifamily	5/4/20	\$92,734,500
Everett 4 Corners Plaz	Everett	Retail	5/15/20	\$18,000,000
Tacoma Distribution C	Tacoma	Industrial/Flex	5/5/20	\$42,250,000
1640 E Marc Avenue	Tacoma	Industrial/Flex	6/24/20	\$33,500,000
Kiara	Seattle	Multifamily	7/15/20	\$320,000,000
Modera First Hill	Seattle	Multifamily	9/10/20	\$125,000,000
REI Headquarters	Bellevue	Office	9/14/20	\$367,600,000
Columbia West Buildir	Bellevue	Office	9/30/20	\$72,000,000
ECONET Bldg	Seattle	Industrial/Flex	9/14/20	\$50,700,000
Iron Mountain Building	Kent	Industrial/Flex	9/15/20	\$44,515,000
Harbour Pointe Tech C	Mukilteo	Industrial/Flex	9/18/20	\$46,750,000
The Net- Redevelopm	Seattle	Land	9/11/20	\$127,721,831
Robertson Assemblag	Bellevue	Land	9/14/20	\$46,350,000
19902 Orting Kapowski	Graham	Land	9/1/20	\$20,000,000
Glacier Peak	Everett	Industrial/Flex	10/13/20	\$45,150,000
Starlite Distribution Ce	Lakewood	Industrial/Flex	10/28/20	\$39,500,000
SeaTimes North Creek	Bothell	Land	10/30/20	\$51,000,000
Village at Seeley Lake	Lakewood	Multifamily	10/30/20	\$119,000,000
AT&T Wireless Buildin	Bothell	Office	11/23/20	\$32,316,165
AT&T Wireless Buildin	Bothell	Office	11/23/20	\$24,570,000
Overlake 520	Bellevue	Office	11/24/20	\$63,000,000
2+U	Seattle	Office	12/21/20	\$704,000,000
1918 8th Avenue	Seattle	Office	12/21/20	\$625,000,000
Millennium Corp Park-	Redmond	Office	12/18/20	\$217,000,000
Yale & Thomas Buildir	Seattle	Office	12/22/20	\$121,000,000
Monte Villa Farms	Bothell	Industrial/Flex	12/11/20	\$65,000,000
REI - Kent Redevelopn	Kent	Land	12/15/20	\$24,600,000
Vue 22	Bellevue	Multifamily	12/10/20	\$191,000,000
Club Palisades	Federal Way	Multifamily	12/22/20	\$175,000,000

CBA Researched CMA Sales
Summary
January Through December (2020 vs 2019)



CBA Researched CMA Sales

Summary January Through September (2020 vs 2019)





CBA Researched CMA Sales
Comparison by Asset Class and County: December 2020 vs December 2019

December 2019				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	47	\$2,521,894,305	4,151,083	\$607.53
Snohomish County	10	\$49,155,000	158,290	\$310.54
Pierce County	13	\$30,526,000	220,192	\$138.63
Spokane County	7	\$11,465,000	41,329	\$277.41
Kitsap County	2	\$4,189,345	55,578	\$0.00
Thurston County	9	\$9,886,500	68,767	\$143.77
Totals:	88	\$2,627,116,150	4,695,239	\$559.53
Notable Sales:	Bravern, Bellevue: \$585,060,299 F5 Tower, Seattle: \$458,000,000 Amazon - Apollo Bldg, Seattle: \$270,100,000			
Retail				
King County	36	\$353,843,289	1,004,500	\$352.26
Snohomish County	11	\$120,117,500	358,315	\$335.23
Pierce County	19	\$58,620,870	349,522	\$167.72
Spokane County	5	\$4,876,000	70,601	\$69.06
Kitsap County	7	\$15,198,500	109,707	\$138.54
Thurston County	3	\$25,450,000	154,228	\$165.02
Totals:	81	\$578,106,159	2,046,873	\$282.43
Notable Sales:	Redmond Town Center, Redmond: \$145,032,040			
Industrial/High Tech Flex				
King County	29	\$497,888,652	1,763,929	\$282.26
Snohomish County	10	\$96,394,579	638,796	\$150.90
Pierce County	15	\$96,508,182	418,424	\$230.65
Spokane County	8	\$19,315,255	248,304	\$77.79
Kitsap County	3	\$2,915,500	33,330	\$87.47
Thurston County	2	\$2,400,000	20,568	\$116.69
Totals:	67	\$715,422,168	3,123,351	\$229.06
Notable Sales:	Fed Ex Distribution Center, Redmond: \$81,500,000 Willows Ridge Tech, Redmond: \$61,938,001 Canyon Park East, Bothell: \$54,625,000			
Land				
King County	36	\$343,480,456	4,836,899	\$71.01
Snohomish County	6	\$12,267,862	10,327,038	\$1.19
Pierce County	8	\$23,416,156	4,291,933	\$5.46
Spokane County	0	\$0	0	\$0.00
Kitsap County	1	\$775,000	208,217	\$3.72
Thurston County	3	\$5,298,560	1,190,310	\$4.45
Totals:	54	\$385,238,034	20,854,397	\$18.47
Notable Sales:	Bosa Redevelopment Site, Bellevue: \$65,000,000 12012-12040 NE 8th St, Kirkland: \$40,000,000			
Multifamily				
King County	65	\$1,403,705,784	3,356,227	\$418.24
Snohomish County	7	\$87,305,000	335,886	\$259.92
Pierce County	11	\$211,758,300	899,083	\$235.53
Totals:	83	\$1,702,769,084	4,591,196	\$370.88
Notable Sales:	The Danforth, Seattle: \$210,000,000 Anthology, Issaquah: \$163,250,000			
Grand Totals:	373	\$6,008,651,595	35,311,056	\$170.16

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	213	\$5,120,812,486	15,112,638	\$338.84
Snohomish	44	\$365,239,941	11,818,325	\$30.90
Pierce	66	\$420,829,508	6,179,154	\$68.10
Spokane	20	\$35,656,255	360,234	\$98.98
Kitsap	13	\$23,078,345	406,832	\$56.73
Thurston	17	\$43,035,060	1,433,873	\$30.01
Grand Totals	373	\$6,008,651,595	35,311,056	\$170.16

December 2020				
# of Sales	Sales Volume (\$)	Total SF	\$/SF	
26	\$1,897,526,279	2,554,964	\$742.68	
18	\$38,238,339	121,491	\$314.74	
11	\$10,481,072	44,022	\$238.09	
6	\$2,908,500	39,762	\$0.00	
3	\$29,109,000	101,594	\$286.52	
4	\$2,180,000	17,386	\$125.39	
68	\$1,980,443,190	2,879,219	\$687.84	
	2+U, Seattle: \$704,000,000 1918 8th Avenue, Seattle: \$625,000,000 Millennium Corp Park, Redmond: \$217,000,000			
20	\$42,355,800	128,343	\$330.02	
9	\$47,879,125	166,521	\$287.53	
19	\$33,159,000	115,743	\$286.49	
10	\$18,326,000	431,755	\$42.45	
1	\$255,000	2,307	\$110.53	
4	\$22,165,000	163,243	\$135.78	
63	\$164,139,925	1,007,912	\$162.85	
31	\$218,034,555	1,076,875	\$202.47	
8	\$104,122,000	447,929	\$232.45	
18	\$97,367,500	468,563	\$207.80	
5	\$15,674,500	154,779	\$101.27	
1	\$900,000	18,390	\$48.94	
2	\$18,750,000	120,894	\$155.09	
65	\$454,848,555	2,287,430	\$198.85	
	Monte Villa Farms, Bothell: \$65,000,000			
32	\$159,088,225	5,802,908	\$27.42	
4	\$17,750,000	1,044,568	\$16.99	
8	\$29,665,499	3,176,435	\$9.34	
1	\$1,800,000	6,047,620	\$0.30	
1	\$1,200,000	1,113,394	\$1.08	
1	\$530,000	342,817	\$1.55	
47	\$210,033,724	17,527,742	\$11.98	
	REI - Kent Redev Site, Kent: \$24,600,000			
41	\$945,498,702	2,532,097	\$373.41	
4	\$72,240,000	228,769	\$315.78	
6	\$34,078,455	162,317	\$209.95	
51	\$1,051,817,157	2,923,183	\$359.82	
	Vue, Bellevue: \$191,000,000 Club Palisades, Federal Way: \$175,000,000			
294	\$3,861,282,551	26,625,486	\$145.02	

# of Sales	Sales Volume (\$)	Total SF	\$/SF
150	\$3,262,503,561	12,095,187	\$269.74
43	\$280,229,464	2,009,278	\$139.47
62	\$204,751,526	3,967,080	\$51.61
22	\$38,709,000	6,673,916	\$5.80
6	\$31,464,000	1,235,685	\$0.00
11	\$43,625,000	644,340	\$67.70
294	\$3,861,282,551	26,625,486	\$145.02

Change (December 2020 vs December 2019)					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-21	-44.7%	(\$624,368,026)	-24.8%	(1,596,119)	\$135.16
8	80.0%	(\$10,916,661)	-22.2%	(36,799)	\$4.20
-2	-15.4%	(\$20,044,928)	-65.7%	(176,170)	\$99.45
-1	-14.3%	(\$8,556,500)	-74.6%	(1,567)	(\$277.41)
1	50.0%	\$24,919,655	594.8%	46,016	\$286.52
-5	-55.6%	(\$7,706,500)	-77.9%	(51,381)	(\$18.38)
-20	-22.7%	(\$646,672,960)	-24.6%	(1,816,020)	\$128.31
-16	-44.4%	(\$311,487,489)	-88.0%	(876,157)	(\$22.24)
-2	-18.2%	(\$72,238,375)	-60.1%	(191,794)	(\$47.70)
0	0.0%	(\$25,461,870)	-43.4%	(233,779)	\$118.77
5	100.0%	\$13,450,000	275.8%	361,154	(\$26.62)
-6	-85.7%	(\$14,943,500)	-98.3%	(107,400)	(\$28.00)
1	33.3%	(\$3,285,000)	-12.9%	9,015	(\$29.24)
-18	-22.2%	(\$413,966,234)	-71.6%	(1,038,961)	(\$119.58)
2	6.9%	(\$279,854,097)	-56.2%	(687,054)	(\$79.79)
-2	-20.0%	\$7,727,421	8.0%	(190,867)	\$81.55
3	20.0%	\$859,318	0.9%	50,139	(\$22.85)
-3	-37.5%	(\$3,640,755)	-18.8%	(93,525)	\$23.48
-2	-66.7%	(\$2,015,500)	-69.1%	(14,940)	(\$38.53)
0	0.0%	\$16,350,000	681.3%	100,326	\$38.41
-2	-3.0%	(\$260,573,613)	-36.4%	(835,921)	(\$30.21)
-4	-11.1%	(\$184,392,231)	-53.7%	966,009	(\$43.60)
-2	-33.3%	\$5,482,138	44.7%	(9,282,470)	\$15.80
0	0.0%	\$6,249,343	26.7%	(1,115,498)	\$3.88
1	100.0%	\$1,800,000	100.0%	6,047,620	\$0.30
0	0.0%	\$425,000	54.8%	905,177	(\$2.64)
-2	-66.7%	(\$4,768,560)	-90.0%	(847,493)	(\$2.91)
-7	-13.0%	(\$175,204,310)	-45.5%	(3,326,655)	(\$6.49)
-24	-36.9%	(\$458,207,082)	-32.6%	(824,130)	(\$44.83)
-3	-42.9%	(\$15,065,000)	-17.3%	(107,117)	\$55.85
-5	-45.5%	(\$177,679,845)	-83.9%	(736,766)	(\$25.58)
-32	-38.6%	(\$650,951,927)	-38.2%	(1,668,013)	(\$11.06)
-79	-21.2%	(\$2,147,369,044)	-35.7%	(8,685,570)	(\$25.14)

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-63	-29.6%	(\$1,858,308,925)	-36.3%	(3,017,451)	(\$69.11)
-1	-2.3%	(\$85,010,477)	-23.3%	(9,809,047)	\$108.56
-4	-6.1%	(\$216,077,982)	-51.3%	(2,212,074)	(\$16.49)
2	10.0%	\$3,052,745	8.6%	6,313,682	(\$93.18)
-7	-53.8%	\$8,385,655	36.3%	828,853	(\$56.73)
-6	-35.3%	\$589,940	1.4%	(789,533)	\$37.69
-79	-21.2%	(\$2,147,369,044)	-35.7%	(8,685,570)	(\$25.14)



CBA Researched CMA Sales
Comparison by Asset Class and County: November 2020 vs November 2019

November 2019				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	12	\$619,461,000	745,846	\$830.55
Snohomish County	9	\$13,127,360	57,575	\$228.00
Pierce County	13	\$9,677,500	58,726	\$164.79
Spokane County	11	\$9,133,082	70,038	\$130.40
Kitsap County	2	\$24,900,000	33,033	\$753.79
Thurston County	4	\$2,855,000	21,086	\$135.40
Totals:	51	\$679,153,942	986,304	\$688.58
Notable Sales:	Arbor Blocks East, Seattle: \$210,800,000 Arbor Blocks West, Seattle: \$204,200,000			
Retail				
King County	13	\$95,291,655	337,688	\$282.19
Snohomish County	11	\$18,712,000	59,516	\$314.40
Pierce County	10	\$12,902,300	66,114	\$195.15
Spokane County	5	\$14,180,000	32,190	\$440.51
Kitsap County	3	\$1,915,000	15,364	\$124.64
Thurston County	5	\$4,970,000	41,131	\$120.83
Totals:	47	\$147,970,955	552,003	\$268.06
Industrial/High Tech Flex				
King County	8	\$139,525,000	519,373	\$268.64
Snohomish County	5	\$95,665,000	532,083	\$179.79
Pierce County	4	\$23,926,000	201,501	\$118.74
Spokane County	3	\$5,268,000	55,066	\$95.67
Kitsap County	2	\$5,075,000	47,600	\$106.62
Thurston County	2	\$2,535,000	47,340	\$53.55
Totals:	24	\$271,994,000	1,402,963	\$193.87
Notable Sales:	Gateway Corp Ctr- Bldgs 1-3,8, Tukwila: \$40,000,000 Merrill Creek Center, Everett: \$41,000,000			
Land				
King County	14	\$48,317,134	1,919,245	\$25.18
Snohomish County	4	\$57,801,258	3,439,833	\$16.80
Pierce County	3	\$4,850,000	727,035	\$6.67
Spokane County	2	\$680,000	139,761	\$4.87
Kitsap County	1	\$975,000	530,560	\$1.84
Thurston County	2	\$910,000	723,095	\$1.26
Totals:	26	\$113,533,392	7,479,529	\$15.18
Multifamily				
King County	23	\$857,412,458	1,856,712	\$461.79
Snohomish County	5	\$212,952,000	695,356	\$306.25
Pierce County	1	\$3,795,000	23,244	\$163.27
Totals:	29	\$1,074,159,458	2,575,312	\$417.10
Notable Sales:	Saxton, Seattle: \$167,358,608 Salix Juanita Village, Kirkland: \$101,500,000 Tivalli, Lynnwood: \$119,200,000			
Grand Totals:	177	\$2,286,811,747	12,996,111	\$175.96

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	70	\$1,760,007,247	5,378,864	\$327.21
Snohomish	34	\$398,257,618	4,784,363	\$83.24
Pierce	31	\$55,150,800	1,076,620	\$51.23
Spokane	21	\$29,261,082	297,055	\$98.50
Kitsap	8	\$32,865,000	626,557	\$52.45
Thurston	13	\$11,270,000	832,652	\$13.54
Grand Totals	177	\$2,286,811,747	12,996,111	\$175.96

November 2020				
# of Sales	Sales Volume (\$)	Total SF	\$/SF	
4	\$66,045,000	149,639	\$441.36	
4	\$58,453,165	186,908	\$312.74	
7	\$16,608,400	78,045	\$212.81	
9	\$8,390,430	80,421	\$104.33	
2	\$2,355,000	36,985	\$63.67	
5	\$6,585,000	26,422	\$249.22	
31	\$158,436,995	558,420	\$283.72	
AT&T Wireless Bldg, Bothell: \$32,316,165 AT&T Wireless Bldg II, Bothell: \$24,570,000				
9	\$13,495,000	41,104	\$328.31	
5	\$8,775,000	27,615	\$317.76	
9	\$8,536,500	69,367	\$123.06	
4	\$2,750,000	23,436	\$117.34	
0	\$0	0	\$0.00	
1	\$269,900	1,400	\$192.79	
28	\$33,826,400	162,922	\$207.62	
15	\$88,171,234	480,055	\$183.67	
1	\$3,175,000	14,000	\$226.79	
8	\$33,983,200	258,445	\$131.49	
1	\$650,000	6,500	\$100.00	
0	\$0	0	\$0.00	
0	\$0	0	\$0.00	
25	\$125,979,434	759,000	\$165.98	
12	\$96,649,610	9,762,505	\$9.90	
4	\$13,230,000	6,719,565	\$1.97	
10	\$38,343,575	4,894,839	\$7.83	
2	\$2,048,484	9,326,631	\$0.22	
0	\$0	0	\$0.00	
2	\$892,500	554,836	\$1.61	
30	\$151,164,169	31,258,376	\$4.84	
19	\$194,911,000	608,905	\$320.10	
3	\$7,609,350	41,510	\$183.31	
8	\$42,347,500	175,988	\$240.63	
30	\$244,867,850	826,403	\$296.31	
144	\$714,274,848	33,565,121	\$21.28	

# of Sales	Sales Volume (\$)	Total SF	\$/SF	
59	\$459,271,844	11,042,208	\$41.59	
17	\$91,242,515	6,989,598	\$13.05	
42	\$139,819,175	5,476,684	\$25.53	
16	\$13,838,914	9,436,988	\$1.47	
2	\$2,355,000	36,985	\$0.00	
8	\$7,747,400	582,658	\$13.30	
144	\$714,274,848	33,565,121	\$21.28	

Change (November 2020 vs November 2019)					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-8	-66.7%	(\$553,416,000)	-89.3%	(596,207)	(\$389.19)
-5	-55.6%	\$45,325,805	345.3%	129,333	\$84.73
-6	-46.2%	\$6,930,900	71.6%	19,319	\$48.01
-2	-18.2%	(\$742,652)	-8.1%	10,383	(\$26.07)
0	0.0%	(\$22,545,000)	-90.5%	3,952	(\$690.12)
1	25.0%	\$3,730,000	130.6%	5,336	\$113.83
-20	-39.2%	(\$520,716,947)	-76.7%	(427,884)	(\$404.86)
-4	-30.8%	(\$81,796,655)	-85.8%	(296,584)	\$46.13
-6	-54.5%	(\$9,937,000)	-53.1%	(31,901)	\$3.36
-1	-10.0%	(\$4,365,800)	-33.8%	3,253	(\$72.09)
-1	-20.0%	(\$11,430,000)	-80.6%	(8,754)	(\$323.17)
-3	-100.0%	(\$1,915,000)	-100.0%	(15,364)	(\$124.64)
-4	-80.0%	(\$4,700,100)	-94.6%	(39,731)	\$71.95
-19	-40.4%	(\$114,144,555)	-77.1%	(389,081)	(\$60.44)
7	87.5%	(\$51,353,766)	-36.8%	(39,318)	(\$84.97)
-4	-80.0%	(\$92,490,000)	-96.7%	(518,083)	\$46.99
4	100.0%	\$10,057,200	42.0%	56,944	\$12.75
-2	-66.7%	(\$4,618,000)	-87.7%	(48,566)	\$4.33
-2	-100.0%	(\$5,075,000)	-100.0%	(47,600)	(\$106.62)
-2	-100.0%	(\$2,535,000)	-100.0%	(47,340)	(\$53.55)
1	4.2%	(\$146,014,566)	-53.7%	(643,963)	(\$27.89)
-2	-14.3%	\$48,332,476	100.0%	7,843,260	(\$15.27)
0	0.0%	(\$44,571,258)	-77.1%	3,279,732	(\$14.83)
7	233.3%	\$33,493,575	690.6%	4,167,804	\$1.16
0	0.0%	\$1,368,484	201.2%	9,186,870	(\$4.65)
-1	-100.0%	(\$975,000)	-100.0%	(530,560)	(\$1.84)
0	0.0%	(\$17,500)	-1.9%	(168,259)	\$0.35
4	15.4%	\$37,630,777	33.1%	23,778,847	(\$10.34)
-4	-17.4%	(\$662,501,458)	-77.3%	(1,247,807)	(\$141.69)
-2	-40.0%	(\$205,342,650)	-96.4%	(653,846)	(\$122.94)
7	700.0%	\$38,552,500	1015.9%	152,744	\$77.36
1	3.4%	(\$829,291,608)	-77.2%	(1,748,909)	(\$120.79)
-33	-18.6%	(\$1,572,536,899)	-68.8%	20,569,010	(\$154.68)

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-11	-15.7%	(\$1,300,735,403)	-73.9%	5,663,344	(\$285.62)
-17	-50.0%	(\$307,015,103)	-77.1%	2,205,235	(\$70.19)
11	35.5%	\$84,668,375	153.5%	4,400,064	(\$25.70)
-5	-23.8%	(\$15,422,168)	-52.7%	9,139,933	(\$97.04)
-6	-75.0%	(\$30,510,000)	-92.8%	(589,572)	(\$52.45)
-5	-38.5%	(\$3,522,600)	-31.3%	(249,994)	(\$0.24)
-33	-18.6%	(\$1,572,536,899)	-68.8%	20,569,010	(\$154.68)



CBA Researched CMA Sales
Comparison by Asset Class and County: October 2020 vs October 2019

October 2019				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	26	\$538,321,299	1,052,177	\$511.63
Snohomish County	6	\$13,284,833	44,284	\$299.99
Pierce County	8	\$18,918,500	107,079	\$176.68
Spokane County	7	\$6,820,000	139,515	\$48.88
Kitsap County	1	\$2,700,000	10,404	\$259.52
Thurston County	3	\$3,620,000	17,124	\$211.40
Totals:	51	\$583,664,632	1,370,583	\$425.85
Notable Sales:	Westlake Center - Office, Seattle: \$236,000,000 Park Place, Seattle: \$177,000,000			
Retail				
King County	20	\$86,242,500	218,461	\$394.77
Snohomish County	14	\$20,630,000	81,976	\$251.66
Pierce County	12	\$19,389,800	84,577	\$229.26
Spokane County	8	\$7,809,666	81,420	\$95.92
Kitsap County	5	\$17,465,000	59,215	\$294.94
Thurston County	5	\$10,580,000	61,394	\$172.33
Totals:	64	\$162,116,966	587,043	\$276.16
Industrial/High Tech Flex				
King County	17	\$103,369,136	695,504	\$148.62
Snohomish County	4	\$24,500,000	121,014	\$202.46
Pierce County	2	\$9,500,000	62,167	\$152.81
Spokane County	3	\$3,627,000	70,761	\$51.26
Kitsap County	1	\$2,547,000	16,147	\$157.74
Thurston County	2	\$3,969,600	30,740	\$129.13
Totals:	29	\$147,512,736	996,333	\$148.06
Notable Sales:	West Valley Bus Park, Bldgs A-U, Kent: \$30,450,000			
Land				
King County	11	\$84,902,760	2,565,193	\$33.10
Snohomish County	5	\$38,404,900	6,287,451	\$6.11
Pierce County	2	\$2,400,000	209,506	\$11.46
Spokane County	4	\$1,577,000	245,580	\$6.42
Kitsap County	0	\$0	0	\$0.00
Thurston County	0	\$0	0	\$0.00
Totals:	22	\$127,284,660	9,307,730	\$13.68
Notable Sales:	Kimberly-Clark Property, Everett: \$32,681,500			
Multifamily				
King County	24	\$376,554,200	882,070	\$426.90
Snohomish County	4	\$50,700,000	217,755	\$232.83
Pierce County	7	\$67,175,000	232,580	\$288.83
Totals:	35	\$494,429,200	1,332,405	\$371.08
Notable Sales:	Issaquah Terrace, Issaquah: \$125,000,000			
Grand Totals:	201	\$1,515,008,194	13,594,094	\$111.45

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	98	\$1,189,389,895	5,413,405	\$219.71
Snohomish	33	\$147,519,733	6,752,480	\$21.85
Pierce	31	\$117,383,300	695,909	\$168.68
Spokane	22	\$19,833,666	537,276	\$36.92
Kitsap	7	\$22,712,000	85,766	\$264.81
Thurston	10	\$18,169,600	109,258	\$166.30
Grand Totals	201	\$1,515,008,194	13,594,094	\$111.45

October 2020				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	13	\$55,595,000	109,456	\$507.92
Snohomish County	2	\$5,048,888	14,415	\$350.25
Pierce County	4	\$13,675,000	56,897	\$240.35
Spokane County	1	\$350,000	2,227	\$157.16
Kitsap County	1	\$2,800,000	6,392	\$438.05
Thurston County	1	\$375,000	2,088	\$179.60
Totals:	22	\$77,843,888	191,475	\$406.55
Retail				
King County	8	\$27,848,468	83,913	\$331.87
Snohomish County	4	\$6,417,500	26,800	\$239.46
Pierce County	5	\$10,221,990	22,111	\$462.30
Spokane County	3	\$2,675,000	6,323	\$423.06
Kitsap County	2	\$2,050,000	23,062	\$88.89
Thurston County	5	\$8,950,354	67,087	\$133.41
Totals:	27	\$58,163,312	229,296	\$253.66
Industrial/High Tech Flex				
King County	11	\$46,442,500	277,580	\$167.31
Snohomish County	3	\$49,299,000	238,260	\$206.91
Pierce County	4	\$53,950,000	339,072	\$159.11
Spokane County	2	\$1,700,000	35,574	\$47.79
Kitsap County	2	\$1,932,000	15,400	\$125.45
Thurston County	0	\$0	0	\$0.00
Totals:	22	\$153,323,500	905,886	\$169.25
Notable Sales:	Glacier Peak, Everett: \$45,150,000 Starlight Distribution Ctr, Lakewood: \$39,500,000			
Land				
King County	17	\$125,903,943	1,987,878	\$63.34
Snohomish County	7	\$14,699,816	1,265,004	\$11.62
Pierce County	8	\$25,244,999	4,903,043	\$5.15
Spokane County	2	\$1,504,944	128,996	\$11.67
Kitsap County	0	\$0	0	\$0.00
Thurston County	0	\$0	0	\$0.00
Totals:	34	\$167,353,702	8,284,921	\$20.20
Notable Sales:	Seattle Times North Creek- Redev, Bothell: \$51,000,000			
Multifamily				
King County	13	\$151,759,520	383,396	\$395.83
Snohomish County	1	\$4,900,000	25,472	\$192.37
Pierce County	4	\$125,025,000	506,304	\$246.94
Totals:	18	\$281,684,520	915,172	\$307.79
Notable Sales:	Village at Seeley Lake, Lakewood: \$119,000,000			
Grand Totals:	123	\$738,368,922	10,526,750	\$70.14

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	62	\$407,549,431	2,842,223	\$143.39
Snohomish	17	\$80,365,204	1,569,951	\$51.19
Pierce	25	\$228,116,989	5,827,427	\$39.15
Spokane	8	\$6,229,944	173,120	\$35.99
Kitsap	5	\$6,782,000	44,854	\$0.00
Thurston	6	\$9,325,354	69,175	\$134.81
Grand Totals	123	\$738,368,922	10,526,750	\$70.14

Change (October 2020 vs October 2019)					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-13	-50.0%	(\$482,726,299)	-89.7%	(942,721)	(\$3.71)
-4	-66.7%	(\$8,235,945)	-62.0%	(29,869)	\$50.26
-4	-50.0%	(\$5,243,500)	-27.7%	(50,182)	\$63.67
-6	-85.7%	(\$6,470,000)	-94.9%	(137,288)	\$108.28
0	0.0%	\$100,000	3.7%	(4,012)	\$178.53
-2	-66.7%	(\$3,245,000)	-89.6%	(15,036)	(\$31.80)
-29	-56.9%	(\$505,820,744)	-86.7%	(1,179,108)	(\$19.30)
Retail					
-12	-60.0%	(\$58,394,032)	-67.7%	(134,548)	(\$62.90)
-10	-71.4%	(\$14,212,500)	-68.9%	(55,176)	(\$12.20)
-7	-58.3%	(\$9,167,810)	-47.3%	(62,466)	\$233.05
-5	-62.5%	(\$5,134,666)	-65.7%	(75,097)	\$327.14
-3	-60.0%	(\$15,415,000)	-88.3%	(36,153)	(\$206.05)
0	0.0%	(\$1,629,646)	-15.4%	5,693	(\$38.92)
-37	-57.8%	(\$103,953,654)	-64.1%	(357,747)	(\$22.50)
Industrial/High Tech Flex					
-6	-35.3%	(\$56,926,636)	-55.1%	(417,924)	\$18.69
-1	-25.0%	\$24,799,000	101.2%	117,246	\$4.46
2	100.0%	\$44,450,000	467.9%	276,905	\$6.30
-1	-33.3%	(\$1,927,000)	-53.1%	(35,187)	(\$3.47)
1	100.0%	(\$615,000)	-24.1%	(747)	(\$32.28)
-2	-100.0%	(\$3,969,600)	-100.0%	(30,740)	(\$129.13)
-7	-24.1%	\$5,810,764	3.9%	(90,447)	\$21.20
Land					
6	54.5%	\$41,001,183	48.3%	(577,315)	\$30.24
2	40.0%	(\$23,705,084)	-61.7%	(5,022,447)	\$5.51
6	300.0%	\$22,844,999	951.9%	4,693,537	(\$6.31)
-2	-50.0%	(\$72,056)	-4.6%	(116,584)	\$5.25
0	0.0%	\$0	0.0%	-	\$0.00
0	0.0%	\$0	0.0%	-	\$0.00
12	54.5%	\$40,069,042	31.5%	(1,022,809)	\$6.52
Multifamily					
-11	-45.8%	(\$224,794,680)	-59.7%	(498,674)	(\$31.07)
-3	-75.0%	(\$45,800,000)	-90.3%	(192,283)	(\$40.46)
-3	-42.9%	\$57,850,000	86.1%	273,724	(\$41.89)
-17	-48.6%	(\$212,744,680)	-43.0%	(417,233)	(\$63.29)
-78	-38.8%	(\$776,639,272)	-51.3%	(3,067,344)	(\$41.30)

County Totals:	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
King	-36	-36.7%	(\$781,840,464)	-65.7%	(2,571,182)	(\$76.32)
Snohomish	-16	-48.5%	(\$67,154,529)	-45.5%	(5,182,529)	\$29.34
Pierce	-6	-19.4%	\$110,733,689	94.3%	5,131,518	(\$129.53)
Spokane	-14	-63.6%	(\$13,603,722)	-68.6%	(364,156)	(\$0.93)
Kitsap	-2	-28.6%	(\$15,930,000)	-70.1%	(40,912)	(\$264.81)
Thurston	-4	-40.0%	(\$8,844,246)	-48.7%	(40,083)	(\$31.49)
-78	-38.8%	(\$776,639,272)	-51.3%	(3,067,344)	(\$41.30)	



CBA Researched CMA Sales
Comparison by Asset Class and County: September 2020 vs September 2019

September 2019				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	15	\$477,266,031	1,140,818	\$418.35
Snohomish County	8	\$21,787,000	102,361	\$212.84
Pierce County	9	\$7,310,000	55,761	\$131.10
Spokane County	4	\$5,295,000	96,960	\$54.61
Kitsap County	5	\$9,033,000	66,810	\$0.00
Thurston County	4	\$8,380,250	48,593	\$172.46
Totals:	45	\$529,071,281	1,511,303	\$350.08
Notable Sales:	Sunset North Campus, Bellevue: \$212,017,031 509 Olive - Seattle: \$113,000,000			
Retail				
King County	19	\$111,397,000	332,208	\$335.32
Snohomish County	9	\$14,190,508	48,543	\$292.33
Pierce County	14	\$26,224,459	208,165	\$125.98
Spokane County	4	\$2,810,000	16,931	\$165.97
Kitsap County	1	\$450,000	5,780	\$77.85
Thurston County	3	\$6,533,000	32,393	\$201.68
Totals:	50	\$161,604,967	644,020	\$250.93
Notable Sales:	Overlake East Shopping Ctr, Redmond: \$41,000,000			
Industrial/High Tech Flex				
King County	13	\$86,545,349	456,879	\$189.43
Snohomish County	1	\$12,200,000	92,728	\$131.57
Pierce County	5	\$14,616,750	97,842	\$149.39
Spokane County	5	\$3,187,565	41,754	\$76.34
Kitsap County	2	\$1,450,000	16,772	\$86.45
Thurston County	1	\$32,100,000	104,300	\$307.77
Totals:	27	\$150,099,664	810,275	\$185.25
Notable Sales:	8350 Hawks Prairie Rd NE, Lacey: \$32,100,000			
Land				
King County	16	\$34,463,900	2,715,041	\$12.69
Snohomish County	3	\$5,891,918	610,276	\$9.65
Pierce County	10	\$16,104,540	1,824,187	\$8.83
Spokane County	2	\$878,500	283,341	\$3.10
Kitsap County	1	\$450,000	235,224	\$1.91
Thurston County	1	\$1,150,000	362,855	\$3.17
Totals:	33	\$58,938,858	6,030,924	\$9.77
Notable Sales:				
Multifamily				
King County	27	\$648,463,000	1,366,539	\$474.53
Snohomish County	5	\$13,945,000	58,209	\$239.57
Pierce County	9	\$128,650,000	562,664	\$228.64
Totals:	41	\$791,058,000	1,987,412	\$398.03
Notable Sales:	Metropolitan Tower, Seattle: \$216,100,000 Lux, Bellevue: \$95,000,000 Bell Overlake, Redmond: \$96,000,000			
Grand Totals:	196	\$1,690,772,770	10,983,934	\$153.93

September 2020				
# of Sales	Sales Volume (\$)	Total SF	\$/SF	
17	\$495,453,691	723,172	\$685.11	
2	\$10,100,000	19,910	\$507.28	
7	\$6,188,000	45,006	\$137.49	
0	\$0	0	\$0.00	
1	\$590,000	8,784	\$67.17	
2	\$1,412,000	7,134	\$197.93	
29	\$513,743,691	804,006	\$638.98	
REI Headquarters, Bellevue: \$367,600,000 Columbia West Building, Bellevue: \$72,000,000				
17	\$30,802,500	65,603	\$469.53	
8	\$13,745,000	37,092	\$370.57	
9	\$16,537,833	38,265	\$432.19	
1	\$350,000	2,866	\$122.12	
1	\$1,900,000	2,155	\$881.67	
0	\$0	0	\$0.00	
36	\$63,335,333	145,981	\$433.86	
ECONET Bldg, Seattle: \$50,700,000 Iron Mountain Bldg, Kent: \$44,515,000 Harbour Pointe Tech Ctr, Mukilteo: \$46,750,000				
19	\$183,861,017	743,836	\$247.18	
3	\$54,700,000	364,681	\$149.99	
7	\$23,462,500	332,987	\$70.46	
2	\$4,698,000	146,010	\$32.18	
1	\$1,100,000	11,340	\$97.00	
0	\$0	0	\$0.00	
32	\$267,821,517	1,598,854	\$167.51	
The Net - Dev Site, Seattle: \$127,721,831 Robertson Assemblage, Bellevue: \$46,350,000 19902 Orting Kapowsin Hwy, Graham: \$20,000,000				
18	\$224,460,086	1,884,277	\$119.12	
5	\$9,592,742	1,463,615	\$6.55	
7	\$49,070,735	9,272,467	\$5.29	
3	\$7,235,000	916,727	\$7.89	
0	\$0	0	\$0.00	
0	\$0	0	\$0.00	
33	\$290,358,563	13,537,086	\$21.45	
The Net - Dev Site, Seattle: \$127,721,831 Robertson Assemblage, Bellevue: \$46,350,000 19902 Orting Kapowsin Hwy, Graham: \$20,000,000				
13	\$178,077,000	393,370	\$452.70	
1	\$2,317,500	5,488	\$422.28	
4	\$98,175,000	367,456	\$267.17	
18	\$278,569,500	766,314	\$363.52	
Modera First Hill, Seattle: \$125,000,000				
148	\$1,413,828,604	16,852,241	\$83.90	

Change (September 2020 vs September 2019)					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
2	13.3%	\$18,187,660	3.8%	(417,646)	\$266.76
-6	-75.0%	(\$11,687,000)	-53.6%	(82,451)	\$294.44
-2	-22.2%	(\$1,122,000)	-15.3%	(10,755)	\$6.40
-4	-100.0%	(\$5,295,000)	-100.0%	(96,960)	(\$54.61)
-4	-80.0%	(\$8,443,000)	-93.5%	(58,026)	\$67.17
-2	-50.0%	(\$6,968,250)	-83.2%	(41,459)	\$25.47
-16	-35.6%	(\$15,327,590)	-2.9%	(707,297)	\$288.90
-2	-10.5%	(\$80,594,500)	-72.3%	(266,605)	\$134.21
-1	-11.1%	(\$445,508)	-3.1%	(11,451)	\$78.24
-5	-35.7%	(\$9,686,626)	-36.9%	(169,900)	\$306.21
-3	-75.0%	(\$2,460,000)	-87.5%	(14,065)	(\$43.85)
0	0.0%	\$1,450,000	322.2%	(3,625)	\$803.82
-3	-100.0%	(\$6,533,000)	-100.0%	(32,393)	(\$201.68)
-14	-28.0%	(\$98,269,634)	-60.8%	(498,039)	\$182.93
6	46.2%	\$97,315,668	112.4%	286,957	\$57.75
2	200.0%	\$42,500,000	348.4%	271,953	\$18.43
2	40.0%	\$8,845,750	60.5%	235,145	(\$78.93)
-3	-60.0%	\$1,510,435	47.4%	104,256	(\$44.17)
-1	-50.0%	(\$350,000)	-24.1%	(5,432)	\$10.55
-1	-100.0%	(\$32,100,000)	-100.0%	(104,300)	(\$307.77)
5	18.5%	\$117,721,853	78.4%	788,579	(\$17.74)
2	12.5%	\$189,996,186	551.3%	(830,764)	\$106.43
2	66.7%	\$3,700,824	62.8%	853,339	(\$3.10)
-3	-30.0%	\$32,966,195	204.7%	7,448,280	(\$3.54)
1	50.0%	\$6,356,500	723.6%	633,386	\$4.79
-1	-100.0%	(\$450,000)	-100.0%	(235,224)	(\$1.91)
-1	-100.0%	(\$1,150,000)	-100.0%	(362,855)	(\$3.17)
0	0.0%	\$231,419,705	392.6%	7,506,162	\$11.68
-14	-51.9%	(\$470,386,000)	-72.5%	(973,169)	(\$21.83)
-4	-80.0%	(\$11,627,500)	-83.4%	(52,721)	\$182.72
-5	-55.6%	(\$30,475,000)	-23.7%	(195,208)	\$38.53
-23	-56.1%	(\$512,488,500)	-64.8%	(1,221,098)	(\$34.52)
-48	-24.5%	(\$276,944,166)	-16.4%	5,868,307	(\$70.04)

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	90	\$1,358,135,280	6,011,485	\$225.92
Snohomish	26	\$68,014,426	912,117	\$74.57
Pierce	47	\$192,905,749	2,748,619	\$70.18
Spokane	15	\$12,171,065	438,986	\$27.73
Kitsap	9	\$11,383,000	324,586	\$35.07
Thurston	9	\$48,163,250	548,141	\$87.87
Grand Totals	196	\$1,690,772,770	10,983,934	\$153.93

# of Sales	Sales Volume (\$)	Total SF	\$/SF
84	\$1,112,654,294	3,810,258	\$292.02
19	\$90,455,242	1,890,786	\$47.84
34	\$193,434,068	10,056,181	\$19.24
6	\$12,283,000	1,065,603	\$11.53
3	\$3,590,000	22,279	\$0.00
2	\$1,412,000	7,134	\$197.93
148	\$1,413,828,604	16,852,241	\$83.90

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-6	-6.7%	(\$245,480,986)	-18.1%	(2,201,227)	\$66.09
-7	-26.9%	\$22,440,816	33.0%	978,669	(\$26.73)
-13	-27.7%	\$528,319	0.3%	7,307,562	(\$50.95)
-9	-60.0%	\$111,935	0.9%	626,617	(\$16.20)
-6	-66.7%	(\$7,793,000)	-68.5%	(302,307)	(\$35.07)
-7	-77.8%	(\$46,751,250)	-97.1%	(541,007)	\$110.06
-48	-24.5%	(\$276,944,166)	-16.4%	5,868,307	(\$70.04)



CBA Researched CMA Sales
Comparison by Asset Class and County: August 2020 vs August 2019

August 2019				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	14	\$122,107,500	488,898	\$249.76
Snohomish County	10	\$42,436,800	156,549	\$271.08
Pierce County	4	\$3,680,000	18,349	\$200.56
Spokane County	3	\$2,020,000	9,366	\$215.67
Kitsap County	2	\$697,400	4,199	\$166.09
Thurston County	3	\$2,082,700	11,738	\$177.43
Totals:	36	\$173,024,400	689,099	\$251.09
Retail				
King County	9	\$19,271,000	56,038	\$343.89
Snohomish County	13	\$38,907,576	133,536	\$291.36
Pierce County	12	\$29,070,000	134,424	\$216.26
Spokane County	8	\$4,995,000	60,561	\$82.48
Kitsap County	8	\$19,402,000	132,963	\$145.92
Thurston County	3	\$3,750,000	16,283	\$230.30
Totals:	53	\$115,395,576	533,805	\$216.18
Industrial/High Tech Flex				
King County	25	\$123,486,500	585,139	\$211.04
Snohomish County	1	\$4,000,000	55,928	\$71.52
Pierce County	6	\$16,342,722	123,901	\$131.90
Spokane County	3	\$3,640,000	17,112	\$212.72
Kitsap County	2	\$952,150	16,263	\$58.55
Thurston County	2	\$2,415,000	9,697	\$249.05
Totals:	39	\$150,836,372	808,040	\$186.67
Notable Sales:				
Land				
King County	22	\$148,750,458	4,647,105	\$32.01
Snohomish County	8	\$19,147,420	1,242,767	\$15.41
Pierce County	3	\$4,115,500	219,707	\$18.73
Spokane County	1	\$395,000	168,006	\$2.35
Kitsap County	2	\$14,855,000	226,512	\$65.58
Thurston County	0	\$0	0	\$0.00
Totals:	36	\$187,263,378	6,504,097	\$28.79
Multifamily				
King County	16	\$220,915,000	692,705	\$318.92
Snohomish County	4	\$18,560,000	89,644	\$207.04
Pierce County	6	\$13,742,000	76,820	\$178.89
Totals:	26	\$253,217,000	859,169	\$294.72
Grand Totals:	190	\$879,736,726	9,394,210	\$93.65

August 2020				
# of Sales	Sales Volume (\$)	Total SF	\$/SF	
8	\$24,118,600	80,465	\$299.74	
2	\$5,200,000	26,742	\$194.45	
3	\$2,320,000	10,708	\$216.66	
2	\$1,005,000	12,496	\$80.43	
0	\$0	0	\$0.00	
2	\$1,110,000	14,017	\$79.19	
17	\$33,753,600	144,428	\$233.71	
3	\$14,475,000	18,979	\$762.69	
3	\$3,850,000	13,525	\$284.66	
2	\$3,693,050	11,330	\$325.95	
1	\$925,000	7,530	\$122.84	
3	\$1,258,000	7,496	\$0.00	
0	\$0	0	\$0.00	
12	\$24,201,050	58,860	\$411.16	
10	\$81,769,000	427,466	\$191.29	
0	\$0	0	\$0.00	
2	\$3,350,000	22,020	\$152.13	
2	\$1,000,000	7,485	\$133.60	
0	\$0	0	\$0.00	
0	\$0	0	\$0.00	
14	\$86,119,000	456,971	\$188.46	
8	\$26,610,485	705,217	\$37.73	
6	\$24,170,000	3,918,221	\$6.17	
2	\$7,700,000	7,292,767	\$1.06	
1	\$365,000	196,600	\$1.86	
0	\$0	0	\$0.00	
0	\$0	0	\$0.00	
17	\$58,845,485	12,112,805	\$4.86	
8	\$136,820,000	351,171	\$389.61	
2	\$12,750,000	77,355	\$164.82	
3	\$5,434,340	29,626	\$183.43	
13	\$155,004,340	458,152	\$338.33	
73	\$357,923,475	13,231,216	\$27.05	

Change (August 2020 vs August 2019)					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-6	-42.9%	(\$97,988,900)	-80.2%	(408,433)	\$49.98
-8	-80.0%	(\$37,236,800)	-87.7%	(129,807)	(\$76.63)
-1	-25.0%	(\$1,360,000)	-37.0%	(7,641)	\$16.10
-1	-33.3%	(\$1,015,000)	-50.2%	3,130	(\$135.25)
-2	-100.0%	(\$697,400)	-100.0%	(4,199)	(\$166.09)
-1	-33.3%	(\$972,700)	-46.7%	2,279	(\$98.24)
-19	-52.8%	(\$139,270,800)	-80.5%	(544,671)	(\$17.38)
-6	-66.7%	(\$4,796,000)	-24.9%	(37,059)	\$418.79
-10	-76.9%	(\$35,057,576)	-90.1%	(120,011)	(\$6.71)
-10	-83.3%	(\$25,376,950)	-87.3%	(123,094)	\$109.70
-7	-87.5%	(\$4,070,000)	-81.5%	(53,031)	\$40.36
-5	-62.5%	(\$18,144,000)	-93.5%	(125,467)	(\$145.92)
-3	-100.0%	(\$3,750,000)	-100.0%	(16,283)	(\$230.30)
-41	-77.4%	(\$91,194,526)	-79.0%	(474,945)	\$194.99
-15	-60.0%	(\$41,717,500)	-33.8%	(157,673)	(\$19.75)
-1	-100.0%	(\$4,000,000)	-100.0%	(55,928)	(\$71.52)
-4	-66.7%	(\$12,992,722)	-79.5%	(101,881)	\$20.23
-1	-33.3%	(\$2,640,000)	-72.5%	(9,627)	(\$79.12)
-2	-100.0%	(\$952,150)	-100.0%	(16,263)	(\$58.55)
-2	-100.0%	(\$2,415,000)	-100.0%	(9,697)	(\$249.05)
-25	-64.1%	(\$64,717,372)	-42.9%	(351,069)	\$1.79
-14	-63.6%	(\$122,139,973)	-82.1%	(3,941,888)	\$5.72
-2	-25.0%	\$5,022,580	26.2%	2,675,454	(\$9.24)
-1	-33.3%	\$3,584,500	87.1%	7,073,060	(\$17.68)
0	0.0%	(\$30,000)	-7.6%	28,594	(\$0.49)
-2	-100.0%	(\$14,855,000)	-100.0%	(226,512)	(\$65.58)
0	0.0%	\$0	0.0%	-	\$0.00
-19	-52.8%	(\$128,417,893)	-68.6%	5,608,708	(\$23.93)
-8	-50.0%	(\$84,095,000)	-38.1%	(341,534)	\$70.69
-2	-50.0%	(\$5,810,000)	-31.3%	(12,289)	(\$42.22)
-3	-50.0%	(\$8,307,660)	-60.5%	(47,194)	\$4.55
-13	-50.0%	(\$98,212,660)	-38.8%	(401,017)	\$43.60
-117	-61.6%	(\$521,813,251)	-59.3%	3,837,006	(\$66.60)

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	86	\$634,530,458	6,469,885	\$98.07
Snohomish	36	\$123,051,796	1,678,424	\$73.31
Pierce	31	\$66,950,222	573,201	\$116.80
Spokane	15	\$11,050,000	255,045	\$43.33
Kitsap	14	\$35,906,550	379,937	\$94.51
Thurston	8	\$8,247,700	37,718	\$218.67
Grand Totals	190	\$879,736,726	9,394,210	\$93.65

# of Sales	Sales Volume (\$)	Total SF	\$/SF
37	\$283,793,085	1,583,298	\$179.24
13	\$45,970,000	4,035,843	\$11.39
12	\$22,497,390	7,366,451	\$3.05
6	\$3,295,000	224,111	\$14.70
3	\$1,258,000	7,496	\$0.00
2	\$1,110,000	14,017	\$79.19
73	\$357,923,475	13,231,216	\$27.05

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-49	-57.0%	(\$350,737,373)	-55.3%	(4,886,587)	\$81.17
-23	-63.9%	(\$77,081,796)	-62.6%	2,357,419	(\$61.92)
-19	-61.3%	(\$44,452,832)	-66.4%	6,793,250	(\$113.75)
-9	-60.0%	(\$7,755,000)	-70.2%	(30,934)	(\$28.62)
-11	-78.6%	(\$34,648,550)	-96.5%	(372,441)	(\$94.51)
-6	-75.0%	(\$7,137,700)	-86.5%	(23,701)	(\$139.48)
-117	-61.6%	(\$521,813,251)	-59.3%	3,837,006	(\$66.60)



**CBA Researched CMA Sales
Comparison by Asset Class and County: July 2020 vs July 2019**

July 2019				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	14	\$1,041,461,000	1,843,868	\$564.82
Snohomish County	5	\$7,603,500	25,253	\$301.09
Pierce County	15	\$21,891,332	97,016	\$225.65
Spokane County	7	\$3,869,000	34,807	\$111.16
Kitsap County	1	\$389,000	1,140	\$341.23
Thurston County	7	\$7,031,723	36,182	\$194.34
Totals:	49	\$1,082,245,555	2,038,266	\$530.96
Notable Sales:	US Bank Centre, Seattle: \$612,000,000 901 5th Avenue, Seattle: \$305,000,000			
Retail				
King County	22	\$61,868,486	210,249	\$294.26
Snohomish County	6	\$11,045,950	35,013	\$315.48
Pierce County	7	\$9,818,333	84,231	\$116.56
Spokane County	14	\$20,443,526	154,378	\$132.43
Kitsap County	5	\$5,599,486	25,188	\$222.31
Thurston County	3	\$17,765,008	60,428	\$293.99
Totals:	57	\$126,540,789	569,487	\$222.20
Industrial/High Tech Flex				
King County	14	\$108,124,670	490,100	\$220.62
Snohomish County	3	\$8,310,000	49,441	\$168.08
Pierce County	5	\$23,849,722	149,373	\$159.67
Spokane County	12	\$10,532,500	176,962	\$59.52
Kitsap County	1	\$335,000	4,485	\$74.69
Thurston County	1	\$422,000	4,305	\$98.03
Totals:	36	\$151,573,892	874,666	\$173.29
Notable Sales:	LogistiCenter, Woodinville: \$68,350,000			
Land				
King County	17	\$123,870,659	1,078,968	\$114.80
Snohomish County	5	\$17,122,850	741,359	\$23.10
Pierce County	7	\$11,441,196	30,133,671	\$0.38
Spokane County	1	\$1,250,000	730,937	\$1.71
Kitsap County	1	\$640,000	47,480	\$13.48
Thurston County	0	\$0	0	\$0.00
Totals:	31	\$154,324,705	32,732,415	\$4.71
Multifamily				
King County	29	\$198,430,050	744,021	\$266.70
Snohomish County	6	\$5,455,000	27,388	\$199.17
Pierce County	4	\$14,558,600	93,433	\$155.82
Totals:	39	\$218,443,650	864,842	\$252.58
Notable Sales:	Kiara, Seattle: \$320,000,000			
Grand Totals:	212	\$1,733,128,591	37,079,676	\$46.74

July 2020				
# of Sales	Sales Volume (\$)	Total SF	\$/SF	
10	\$37,679,960	110,837	\$339.96	
1	\$350,000	1,700	\$205.88	
7	\$41,487,806	165,999	\$249.93	
3	\$2,577,000	42,313	\$60.90	
1	\$820,000	19,096	\$42.94	
0	\$0	0	\$0.00	
22	\$82,914,766	339,945	\$243.91	
Pacific Northwest Eye Bldg, Tacoma: \$11,025,000 13106 Meridian Ave E, Puyallup: \$10,037,521				
8	\$20,246,547	35,603	\$568.68	
2	\$5,859,000	24,377	\$240.35	
1	\$1,100,000	3,998	\$275.14	
1	\$402,000	2,200	\$182.73	
1	\$4,000,000	32,423	\$123.37	
1	\$2,300,000	2,660	\$864.66	
14	\$33,907,547	101,261	\$334.85	
3	\$5,950,000	26,360	\$225.72	
1	\$1,150,000	1,774	\$648.25	
3	\$8,355,000	54,951	\$152.04	
1	\$250,000	4,800	\$52.08	
0	\$0	0	\$0.00	
0	\$0	0	\$0.00	
8	\$15,705,000	87,885	\$178.70	
13	\$93,114,000	612,646	\$151.99	
3	\$8,894,182	694,001	\$12.82	
4	\$12,257,114	692,073	\$17.71	
1	\$6,000,000	4,094,640	\$1.47	
2	\$969,000	490,485	\$1.98	
2	\$1,449,000	149,148	\$9.72	
25	\$122,683,296	6,732,993	\$18.22	
8	\$447,978,500	607,738	\$737.12	
3	\$3,744,000	19,224	\$194.76	
2	\$3,975,000	20,332	\$195.50	
13	\$455,697,500	647,294	\$704.00	
Kiara, Seattle: \$320,000,000				
82	\$710,908,109	7,909,378	\$89.88	

Change (July 2020 vs July 2019)					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-4	-28.6%	(\$1,003,781,040)	-96.4%	(1,733,031)	(\$224.87)
-4	-80.0%	(\$7,253,500)	-95.4%	(23,553)	(\$95.21)
-8	-53.3%	\$19,596,474	89.5%	68,983	\$24.28
-4	-57.1%	(\$1,292,000)	-33.4%	7,506	(\$50.25)
0	0.0%	\$431,000	110.8%	17,956	(\$298.29)
-7	-100.0%	(\$7,031,723)	-100.0%	(36,182)	(\$194.34)
-27	-55.1%	(\$999,330,789)	-92.3%	(1,698,321)	(\$287.06)
-14	-63.6%	(\$41,621,939)	-67.3%	(174,646)	\$274.41
-4	-66.7%	(\$5,186,950)	-47.0%	(10,636)	(\$75.13)
-6	-85.7%	(\$8,718,333)	-88.8%	(80,233)	\$158.57
-13	-92.9%	(\$20,041,526)	-98.0%	(152,178)	\$50.30
-4	-80.0%	(\$1,599,486)	-28.6%	7,235	(\$98.94)
-2	-66.7%	(\$15,465,008)	-87.1%	(57,768)	\$570.68
-43	-75.4%	(\$92,633,242)	-73.2%	(468,226)	\$112.65
-11	-78.6%	(\$102,174,670)	-94.5%	(463,740)	\$5.10
-2	-66.7%	(\$7,160,000)	-86.2%	(47,667)	\$480.17
-2	-40.0%	(\$15,494,722)	-65.0%	(94,422)	(\$7.62)
-11	-91.7%	(\$10,282,500)	-97.6%	(172,162)	(\$7.44)
-1	-100.0%	(\$335,000)	-100.0%	(4,485)	(\$74.69)
-1	-100.0%	(\$422,000)	-100.0%	(4,305)	(\$98.03)
-28	-77.8%	(\$135,868,892)	-89.6%	(786,781)	\$5.41
-4	-23.5%	(\$30,756,659)	-24.8%	(466,322)	\$37.18
-2	-40.0%	(\$8,228,668)	-48.1%	(47,358)	(\$10.28)
-3	-42.9%	\$815,918	7.1%	(29,441,598)	\$17.33
0	0.0%	\$4,750,000	380.0%	3,363,703	(\$0.24)
1	100.0%	\$329,000	0.0%	443,005	(\$11.50)
2	100.0%	\$1,449,000	100.0%	149,148	\$9.72
-6	-19.4%	(\$31,641,409)	-20.5%	(25,999,422)	\$13.51
-21	-72.4%	\$249,548,450	125.8%	(136,283)	\$470.42
-3	-50.0%	(\$1,711,000)	-31.4%	(8,164)	(\$4.42)
-2	-50.0%	(\$10,583,600)	-72.7%	(73,101)	\$39.69
-26	-66.7%	\$237,253,850	108.6%	(217,548)	\$451.42
-130	-61.3%	(\$1,022,220,482)	-59.0%	(29,170,298)	\$43.14

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	96	\$1,533,754,865	4,367,206	\$351.20
Snohomish	25	\$49,537,300	878,454	\$56.39
Pierce	38	\$81,559,183	30,557,724	\$2.67
Spokane	34	\$36,095,026	1,097,084	\$32.90
Kitsap	8	\$6,963,486	78,293	\$88.94
Thurston	11	\$25,218,731	100,915	\$249.90
Grand Totals	212	\$1,733,128,591	37,079,676	\$46.74

# of Sales	Sales Volume (\$)	Total SF	\$/SF
42	\$604,969,007	1,393,184	\$434.23
10	\$19,997,182	741,076	\$26.98
17	\$67,174,920	937,353	\$71.66
6	\$9,229,000	4,143,953	\$2.23
4	\$5,789,000	542,004	\$0.00
3	\$3,749,000	151,808	\$24.70
82	\$710,908,109	7,909,378	\$89.88

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-54	-56.3%	(\$928,785,858)	-60.6%	(2,974,022)	\$83.04
-15	-60.0%	(\$29,540,118)	-59.6%	(137,378)	(\$29.41)
-21	-55.3%	(\$14,384,263)	-17.6%	(29,620,371)	\$69.00
-28	-82.4%	(\$26,866,026)	-74.4%	3,046,869	(\$30.67)
-4	-50.0%	(\$1,174,486)	-16.9%	463,711	(\$88.94)
-8	-72.7%	(\$21,469,731)	-85.1%	50,893	(\$225.21)
-130	-61.3%	(\$1,022,220,482)	-59.0%	(29,170,298)	\$43.14



CBA Researched CMA Sales
Comparison by Asset Class and County: June 2020 vs June 2019

June 2019				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	21	\$302,473,219	720,001	\$420.10
Snohomish County	8	\$9,070,000	42,638	\$212.72
Pierce County	7	\$33,506,969	124,164	\$269.86
Spokane County	3	\$3,129,000	36,460	\$85.82
Kitsap County	0	\$0	0	\$0.00
Thurston County	5	\$7,347,600	113,299	\$64.85
Totals:	44	\$355,526,788	1,036,562	\$342.99
Notable Sales:	West Lake Union Center, Seattle: \$118,300,000			
Retail				
King County	11	\$26,110,000	66,139	\$394.77
Snohomish County	3	\$7,772,333	39,829	\$195.14
Pierce County	11	\$18,867,214	65,576	\$287.72
Spokane County	4	\$1,584,000	22,020	\$71.93
Kitsap County	4	\$4,619,000	116,337	\$39.70
Thurston County	2	\$2,970,000	6,768	\$438.83
Totals:	35	\$61,922,547	316,669	\$195.54
Industrial/High Tech Flex				
King County	11	\$148,506,600	972,172	\$152.76
Snohomish County	2	\$6,880,000	53,365	\$128.92
Pierce County	6	\$27,001,500	190,959	\$141.40
Spokane County	4	\$2,988,000	42,892	\$69.66
Kitsap County	2	\$3,715,000	47,360	\$78.44
Thurston County	2	\$1,345,000	25,680	\$52.38
Totals:	27	\$190,436,100	1,332,428	\$142.92
Notable Sales:	Des Moines Creek Park, Des Moines: \$81,110,000			
Land				
King County	21	\$102,071,943	1,129,235	\$90.39
Snohomish County	4	\$16,571,035	6,938,668	\$2.39
Pierce County	7	\$3,868,000	1,834,836	\$2.11
Spokane County	1	\$711,200	189,486	\$3.75
Kitsap County	0	\$0	0	\$0.00
Thurston County	2	\$960,100	148,587	\$6.46
Totals:	35	\$124,182,278	10,240,812	\$12.13
Multifamily				
King County	19	\$563,365,500	1,448,663	\$388.89
Snohomish County	4	\$163,880,000	534,064	\$306.85
Pierce County	7	\$152,654,000	752,612	\$202.83
Totals:	30	\$879,899,500	2,735,339	\$321.68
Notable Sales:	Chroma, Seattle: \$114,000,000 Mill at Mill Creek, Mill Creek: \$142,000,000 River Trails, Puyallup: \$93,000,000			
Grand Totals:	171	\$1,611,967,213	15,661,810	\$102.92

June 2020				
# of Sales	Sales Volume (\$)	Total SF	\$/SF	
8	\$27,197,000	102,272	\$265.93	
1	\$20,800,000	53,905	\$385.86	
5	\$7,542,200	49,918	\$151.09	
0	\$0	0	\$0.00	
0	\$0	0	\$0.00	
1	\$397,000	5,816	\$68.26	
15	\$55,936,200	211,911	\$263.96	
Notable Sales: 1640 E Marc Ave, Tacoma, \$33,500,000				
7	\$8,512,800	53,689	\$158.56	
4	\$3,079,000	10,236	\$300.80	
4	\$3,226,500	19,572	\$164.85	
1	\$255,000	4,200	\$60.71	
0	\$0	0	\$0.00	
1	\$2,000,000	16,080	\$124.38	
17	\$17,073,300	103,777	\$164.52	
7	\$32,250,000	133,887	\$240.87	
2	\$7,690,000	50,334	\$152.78	
6	\$50,086,056	284,829	\$175.85	
2	\$2,849,500	28,468	\$100.09	
0	\$0	0	\$0.00	
0	\$0	0	\$0.00	
17	\$92,875,556	497,518	\$186.68	
21	\$89,432,809	4,884,676	\$18.31	
2	\$912,000	117,098	\$7.79	
4	\$1,396,000	115,083	\$12.13	
1	\$350,000	115,079	\$3.04	
0	\$0	0	\$0.00	
2	\$4,896,143	1,180,635	\$4.15	
30	\$96,986,952	6,412,571	\$15.12	
4	\$14,862,000	54,386	\$273.27	
2	\$3,900,000	18,360	\$212.42	
3	\$11,755,500	69,038	\$170.28	
9	\$30,517,500	141,784	\$215.24	
88	\$293,389,508	7,367,561	\$39.82	

Change (June 2020 vs June 2019)					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-13	-61.9%	(\$275,276,219)	-91.0%	(617,729)	(\$154.17)
-7	-87.5%	\$11,730,000	129.3%	11,267	\$173.14
-2	-28.6%	(\$25,964,769)	-77.5%	(74,246)	(\$118.77)
-3	-100.0%	(\$3,129,000)	-100.0%	(36,460)	(\$85.82)
0	0.0%	\$0	0.0%	-	\$0.00
-4	-80.0%	(\$6,950,600)	-94.6%	(107,483)	\$3.41
-29	-65.9%	(\$299,590,588)	-84.3%	(824,651)	(\$79.03)
-4	-36.4%	(\$17,597,200)	-67.4%	(12,450)	(\$236.22)
1	33.3%	(\$4,693,333)	-60.4%	(29,593)	\$105.66
-7	-63.6%	(\$15,640,714)	-82.9%	(46,004)	(\$122.86)
-3	-75.0%	(\$1,329,000)	-83.9%	(17,820)	(\$11.22)
-4	-100.0%	(\$4,619,000)	-100.0%	(116,337)	(\$39.70)
-1	-50.0%	(\$970,000)	-32.7%	9,312	(\$314.45)
-18	-51.4%	(\$44,849,247)	-72.4%	(212,892)	(\$31.02)
-4	-36.4%	(\$116,256,600)	-78.3%	(838,285)	\$88.12
0	0.0%	\$810,000	11.8%	(3,031)	\$23.86
0	0.0%	\$23,084,556	85.5%	93,870	\$34.45
-2	-50.0%	(\$138,500)	-4.6%	(14,424)	\$30.43
-2	-100.0%	(\$3,715,000)	-100.0%	(47,360)	(\$78.44)
-2	-100.0%	(\$1,345,000)	-100.0%	(25,680)	(\$52.38)
-10	-37.0%	(\$97,560,544)	-51.2%	(834,910)	\$43.75
0	0.0%	(\$12,639,134)	-12.4%	3,755,441	(\$72.08)
-2	-50.0%	(\$15,659,035)	-94.5%	(6,821,570)	\$5.40
-3	-42.9%	(\$2,472,000)	-63.9%	(1,719,753)	\$10.02
0	0.0%	(\$361,200)	-50.8%	(74,407)	(\$0.71)
0	0.0%	\$0	0.0%	-	\$0.00
0	0.0%	\$3,936,043	410.0%	1,032,048	(\$2.31)
-5	-14.3%	(\$27,195,326)	-21.9%	(3,828,241)	\$3.00
-15	-78.9%	(\$548,503,500)	-97.4%	(1,394,277)	(\$115.62)
-2	-50.0%	(\$159,980,000)	-97.6%	(515,704)	(\$94.44)
-4	-57.1%	(\$140,898,500)	-92.3%	(683,574)	(\$32.56)
-21	-70.0%	(\$849,382,000)	-96.5%	(2,593,555)	(\$106.44)
-83	-48.5%	(\$1,318,577,705)	-81.8%	(8,294,249)	(\$63.10)

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	83	\$1,142,527,262	4,336,210	\$263.49
Snohomish	21	\$204,173,368	7,608,564	\$26.83
Pierce	38	\$235,897,683	2,968,147	\$79.48
Spokane	12	\$8,412,200	290,858	\$28.92
Kitsap	6	\$8,334,000	163,697	\$50.91
Thurston	11	\$12,622,700	294,334	\$42.89
Grand Totals	171	\$1,611,967,213	15,661,810	\$102.92

# of Sales	Sales Volume (\$)	Total SF	\$/SF
47	\$172,254,609	5,228,910	\$32.94
11	\$36,381,000	249,933	\$145.56
22	\$74,006,256	538,440	\$137.45
4	\$3,454,500	147,747	\$23.38
0	\$0	0	\$0.00
4	\$7,293,143	1,202,531	\$6.06
88	\$293,389,508	7,367,561	\$39.82

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-36	-43.4%	(\$970,272,653)	-84.9%	892,700	(\$230.54)
-10	-47.6%	(\$167,792,368)	-82.2%	(7,358,631)	\$118.73
-16	-42.1%	(\$161,891,427)	-68.6%	(2,429,707)	\$57.97
-8	-66.7%	(\$4,957,700)	-58.9%	(143,111)	(\$5.54)
-6	-100.0%	(\$8,334,000)	-100.0%	(163,697)	(\$50.91)
-7	-63.6%	(\$5,329,557)	-42.2%	908,197	(\$36.82)
-83	-48.5%	(\$1,318,577,705)	-81.8%	(8,294,249)	(\$63.10)



**CBA Researched CMA Sales
Comparison by Asset Class and County: May 2020 vs May 2019**

May 2019				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	25	\$173,955,402	565,205	\$307.77
Snohomish County	8	\$7,286,000	33,328	\$218.61
Pierce County	12	\$58,043,500	216,784	\$267.75
Spokane County	12	\$11,732,000	76,182	\$154.00
Kitsap County	2	\$1,147,000	5,453	\$210.34
Thurston County	2	\$2,439,000	19,185	\$127.13
Totals:	61	\$254,602,902	916,137	\$277.91
Retail				
King County	18	\$79,238,143	226,317	\$350.12
Snohomish County	9	\$19,489,000	88,341	\$220.61
Pierce County	12	\$13,924,000	75,962	\$183.30
Spokane County	6	\$9,474,000	61,898	\$153.06
Kitsap County	3	\$6,100,000	9,612	\$634.62
Thurston County	1	\$1,219,000	40,075	\$30.42
Totals:	49	\$129,444,143	502,205	\$257.75
Notable Sales:				
Industrial/High Tech Flex				
King County	11	\$70,662,688	377,256	\$187.31
Snohomish County	3	\$7,766,375	37,231	\$208.60
Pierce County	10	\$40,466,626	281,447	\$143.78
Spokane County	10	\$14,322,242	211,697	\$67.65
Kitsap County	1	\$975,000	5,070	\$192.31
Thurston County	1	\$384,000	7,312	\$52.52
Totals:	36	\$134,576,931	920,013	\$146.28
Notable Sales:				
Land				
King County	24	\$138,752,861	5,934,154	\$23.38
Snohomish County	12	\$16,066,950	1,665,858	\$9.64
Pierce County	8	\$10,249,950	1,182,226	\$8.67
Spokane County	6	\$3,728,500	221,130	\$16.86
Kitsap County	1	\$950,000	18,731	\$50.72
Thurston County	0	\$0	0	\$0.00
Totals:	51	\$169,748,261	9,022,099	\$18.81
Multifamily				
King County	11	\$62,802,500	178,586	\$351.67
Snohomish County	5	\$222,509,200	651,723	\$341.42
Pierce County	5	\$6,040,000	37,018	\$163.16
Totals:	21	\$291,351,700	867,327	\$335.92
Notable Sales:				
Taluswood, Mountlake Terrace: \$136,250,000				
Stonemeadow Farms, Bothell: \$81,800,000				
Grand Totals:	218	\$979,723,937	12,227,781	\$80.12

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	89	\$525,411,594	7,281,518	\$72.16
Snohomish	37	\$273,117,525	2,476,481	\$110.28
Pierce	47	\$128,724,076	1,793,437	\$71.78
Spokane	34	\$39,256,742	570,907	\$68.76
Kitsap	7	\$9,172,000	38,866	\$235.99
Thurston	4	\$4,042,000	66,572	\$60.72
Grand Totals	218	\$979,723,937	12,227,781	\$80.12

May 2020				
# of Sales	Sales Volume (\$)	Total SF	\$/SF	
4	\$6,123,661	19,395	\$315.73	
2	\$3,061,550	15,458	\$198.06	
4	\$10,212,500	61,149	\$167.01	
1	\$512,000	4,185	\$122.34	
3	\$4,814,500	25,091	\$191.88	
0	\$0	0	\$0.00	
14	\$24,724,211	125,278	\$197.35	
8	\$14,393,500	178,806	\$80.50	
4	\$28,921,900	173,203	\$166.98	
1	\$610,000	5,000	\$122.00	
1	\$800,000	8,151	\$98.15	
0	\$0	0	\$0.00	
0	\$0	0	\$0.00	
14	\$44,725,400	365,160	\$122.48	
Everett 4 Corners Plaza, Everett: \$18,000,000				
5	\$21,976,300	143,256	\$153.41	
1	\$1,100,000	16,988	\$64.75	
3	\$56,047,000	598,324	\$93.67	
0	\$0	0	\$0.00	
2	\$1,655,200	17,312	\$95.61	
1	\$980,000	2,072	\$472.97	
12	\$81,758,500	777,952	\$105.09	
Tacoma Distribution Center, Tacoma: \$42,250,000				
10	\$24,279,000	197,109	\$123.18	
4	\$15,978,000	4,847,354	\$3.30	
2	\$1,548,500	413,691	\$3.74	
0	\$0	0	\$0.00	
0	\$0	0	\$0.00	
0	\$0	0	\$0.00	
16	\$41,805,500	5,458,154	\$7.66	
10	\$169,945,263	328,281	\$517.68	
0	\$0	0	\$0.00	
1	\$1,300,000	6,790	\$191.46	
11	\$171,245,263	335,071	\$511.07	
Waterscape Juanita Village, Kirkland: \$92,734,500				
67	\$364,258,874	7,061,615	\$51.58	

# of Sales	Sales Volume (\$)	Total SF	\$/SF
37	\$236,717,724	866,847	\$273.08
11	\$49,061,450	5,053,003	\$9.71
11	\$69,718,000	1,084,954	\$64.26
2	\$1,312,000	12,336	\$106.36
5	\$6,469,700	42,403	\$152.58
1	\$980,000	2,072	\$472.97
67	\$364,258,874	7,061,615	\$51.58

Change (May 2020 vs May 2019)					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-21	-84.0%	(\$167,831,741)	-96.5%	(545,810)	\$7.96
-6	-75.0%	(\$4,224,450)	-58.0%	(17,870)	(\$20.56)
-8	-66.7%	(\$47,831,000)	-82.4%	(155,635)	(\$100.74)
-11	-91.7%	(\$11,220,000)	-95.6%	(71,997)	(\$31.66)
1	50.0%	\$3,667,500	319.7%	19,638	(\$18.46)
-2	-100.0%	(\$2,439,000)	-100.0%	(19,185)	(\$127.13)
-47	-77.0%	(\$229,878,691)	-90.3%	(790,859)	(\$80.55)
-10	-55.6%	(\$64,844,643)	-81.8%	(47,511)	(\$269.62)
-5	-55.6%	\$9,432,900	48.4%	84,862	(\$53.63)
-11	-91.7%	(\$13,314,000)	-95.6%	(70,962)	(\$61.30)
-5	-83.3%	(\$8,674,000)	-91.6%	(53,747)	(\$54.91)
-3	-100.0%	(\$6,100,000)	-100.0%	(9,612)	(\$634.62)
-1	-100.0%	(\$1,219,000)	-100.0%	(40,075)	(\$30.42)
-35	-71.4%	(\$84,718,743)	-65.4%	(137,045)	(\$135.27)
-6	-54.5%	(\$48,686,388)	-68.9%	(234,000)	(\$33.90)
-2	-66.7%	(\$6,666,375)	-85.8%	(20,243)	(\$143.85)
-7	-70.0%	\$15,580,374	38.5%	316,877	(\$50.11)
-10	-100.0%	(\$14,322,242)	-100.0%	(211,697)	(\$67.65)
1	0.0%	\$0	0.0%	-	\$0.00
0	0.0%	\$596,000	155.2%	(5,240)	\$420.46
-24	-66.7%	(\$52,818,431)	-39.2%	(142,061)	(\$41.18)
-14	-58.3%	(\$114,473,861)	-82.5%	(5,737,045)	\$99.79
-8	-66.7%	(\$88,950)	-0.6%	3,181,496	(\$6.35)
-6	-75.0%	(\$8,701,450)	-84.9%	(768,535)	(\$4.93)
-6	-100.0%	(\$3,728,500)	-100.0%	(221,130)	(\$16.86)
-1	-100.0%	(\$950,000)	-100.0%	(18,731)	(\$50.72)
0	0.0%	\$0	0.0%	-	\$0.00
-35	-68.6%	(\$127,942,761)	-75.4%	(3,563,945)	(\$11.16)
-1	-9.1%	\$107,142,763	170.6%	149,695	\$166.02
-5	-100.0%	(\$222,509,200)	-100.0%	(651,723)	(\$341.42)
-4	-80.0%	(\$4,740,000)	-78.5%	(30,228)	\$28.29
-10	-47.6%	(\$120,106,437)	-41.2%	(532,256)	\$175.15
-151	-69.3%	(\$615,465,063)	-62.8%	(5,166,166)	(\$28.54)

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-52	-58.4%	(\$288,693,870)	-54.9%	(6,414,671)	\$200.92
-26	-70.3%	(\$224,056,075)	-82.0%	2,576,522	(\$100.58)
-36	-76.6%	(\$59,006,076)	-45.8%	(708,483)	(\$7.52)
-32	-94.1%	(\$37,944,742)	-96.7%	(558,571)	\$37.59
-2	-28.6%	(\$2,702,300)	-29.5%	3,537	(\$83.41)
-3	-75.0%	(\$3,062,000)	-75.8%	(64,500)	\$412.26
-151	-69.3%	(\$615,465,063)	-62.8%	(5,166,166)	(\$28.54)



CBA Researched CMA Sales
Comparison by Asset Class and County: April 2020 vs April 2019

Asset Class	April 2019			
	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	8	\$669,175,000	1,248,404	\$536.02
Snohomish County	5	\$5,130,000	26,010	\$197.23
Pierce County	9	\$16,347,000	70,310	\$232.50
Spokane County	6	\$15,257,500	112,486	\$135.64
Kitsap County	5	\$3,490,000	33,829	\$103.17
Thurston County	4	\$6,472,000	46,340	\$139.66
Totals:	37	\$715,871,500	1,537,379	\$465.64
Notable Sales:	Newport Corp Ctr, Bellevue: \$467,500,000 Bellevue Corp Plaza, Bellevue: \$195,000,000			
Retail				
King County	19	\$42,651,550	139,821	\$305.04
Snohomish County	7	\$7,819,960	22,544	\$346.88
Pierce County	9	\$12,935,000	102,942	\$125.65
Spokane County	8	\$4,585,000	39,047	\$117.42
Kitsap County	2	\$335,125	6,158	\$54.42
Thurston County	1	\$1,900,000	13,200	\$143.94
Totals:	46	\$70,226,635	323,712	\$216.94
Industrial/High Tech Flex				
King County	13	\$69,087,059	367,078	\$188.21
Snohomish County	4	\$34,110,000	191,332	\$178.28
Pierce County	14	\$55,527,500	472,297	\$117.57
Spokane County	4	\$8,000,000	139,002	\$57.55
Kitsap County	0	\$0	0	\$0.00
Thurston County	2	\$1,247,000	22,235	\$56.08
Totals:	37	\$167,971,559	1,191,944	\$140.92
Land				
King County	23	\$117,359,952	1,450,201	\$80.93
Snohomish County	11	\$23,610,500	7,764,175	\$3.04
Pierce County	8	\$8,413,000	632,047	\$13.31
Spokane County	1	\$67,954	3,000,000	\$0.02
Kitsap County	5	\$1,408,950	580,654	\$2.43
Thurston County	1	\$375,000	91,037	\$4.12
Totals:	49	\$151,235,356	13,518,114	\$11.19
Multifamily				
King County	13	\$250,808,500	554,567	\$452.26
Snohomish County	4	\$107,304,500	434,458	\$246.98
Pierce County	4	\$10,060,000	68,723	\$146.38
Totals:	21	\$368,173,000	1,057,748	\$348.07
Notable Sales:	Pike Motorworks, Seattle: \$128,500,000			
Grand Totals:	190	\$1,473,478,050	17,628,897	\$83.58

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	76	\$1,149,082,061	3,760,071	\$305.60
Snohomish	31	\$177,974,960	8,438,519	\$21.09
Pierce	44	\$103,282,500	1,346,319	\$76.71
Spokane	19	\$27,910,454	3,290,535	\$8.48
Kitsap	12	\$5,234,075	620,641	\$8.43
Thurston	8	\$9,994,000	172,812	\$57.83
Grand Totals	190	\$1,473,478,050	17,628,897	\$83.58

Asset Class	April 2020			
	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	9	\$87,395,000	301,302	\$290.06
Snohomish County	1	\$810,000	3,653	\$221.74
Pierce County	2	\$8,620,000	45,800	\$188.21
Spokane County	1	\$1,900,000	13,480	\$140.95
Kitsap County	0	\$0	0	\$0.00
Thurston County	1	\$780,000	4,052	\$192.50
Totals:	14	\$99,505,000	368,287	\$270.18
Notable Sales:	Mercer Park, Mercer Island: \$46,450,000			
Retail				
King County	7	\$27,740,000	88,613	\$313.05
Snohomish County	5	\$5,540,000	25,568	\$216.68
Pierce County	4	\$4,219,250	7,500	\$562.57
Spokane County	0	\$0	0	\$0.00
Kitsap County	5	\$3,474,000	29,911	\$116.14
Thurston County	3	\$21,370,000	77,630	\$275.28
Totals:	24	\$62,343,250	229,222	\$271.98
Industrial/High Tech Flex				
King County	5	\$17,772,383	116,075	\$153.11
Snohomish County	1	\$1,634,150	5,421	\$301.45
Pierce County	1	\$1,700,000	13,762	\$123.53
Spokane County	2	\$725,000	8,956	\$80.95
Kitsap County	0	\$0	0	\$0.00
Thurston County	0	\$0	0	\$0.00
Totals:	9	\$21,831,533	144,214	\$151.38
Land				
King County	11	\$94,180,000	3,140,403	\$29.99
Snohomish County	4	\$5,750,000	517,057	\$11.12
Pierce County	2	\$1,705,000	804,989	\$2.12
Spokane County	2	\$667,625	338,817	\$1.97
Kitsap County	1	\$350,000	19,602	\$17.86
Thurston County	0	\$0	0	\$0.00
Totals:	20	\$102,652,625	4,820,868	\$21.29
Multifamily				
King County	10	\$48,162,500	124,961	\$385.42
Snohomish County	1	\$3,675,000	16,425	\$223.74
Pierce County	2	\$3,075,000	11,852	\$259.45
Totals:	13	\$54,912,500	153,238	\$358.35
Grand Totals:	80	\$341,244,908	5,715,829	\$59.70

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	42	\$275,249,883	3,771,354	\$72.98
Snohomish	12	\$17,409,150	568,124	\$30.64
Pierce	11	\$19,319,250	883,903	\$21.86
Spokane	5	\$3,292,625	361,253	\$9.11
Kitsap	6	\$3,824,000	49,513	\$77.23
Thurston	4	\$22,150,000	81,682	\$271.17
Grand Totals	80	\$341,244,908	5,715,829	\$59.70

Asset Class	Change (April 2020 vs April 2019)				
	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
Office					
King County	1	12.5%	(\$581,780,000)	-86.9%	(947,102)
Snohomish County	-4	-80.0%	(\$4,320,000)	-84.2%	(22,357)
Pierce County	-7	-77.8%	(\$7,727,000)	-47.3%	(24,510)
Spokane County	-5	-83.3%	(\$13,357,500)	-87.5%	(99,006)
Kitsap County	-5	-100.0%	(\$3,490,000)	-100.0%	(33,829)
Thurston County	-3	-75.0%	(\$5,692,000)	-87.9%	(42,288)
Totals:	-23	-62.2%	(\$616,366,500)	-86.1%	(1,169,092)
Retail					
King County	-12	-63.2%	(\$14,911,550)	-35.0%	(51,208)
Snohomish County	-2	-28.6%	(\$2,279,960)	-29.2%	3,024
Pierce County	-5	-55.6%	(\$8,715,750)	-67.4%	(95,442)
Spokane County	-8	-100.0%	(\$4,585,000)	-100.0%	(39,047)
Kitsap County	3	150.0%	\$3,138,875	936.6%	23,753
Thurston County	2	200.0%	\$19,470,000	1024.7%	64,430
Totals:	-22	-47.8%	(\$7,883,385)	-11.2%	(94,490)
Industrial/High Tech Flex					
King County	-8	-61.5%	(\$51,314,676)	-74.3%	(251,003)
Snohomish County	-3	-75.0%	(\$32,475,850)	-95.2%	(185,911)
Pierce County	-13	-92.9%	(\$53,827,500)	-96.9%	(458,535)
Spokane County	-2	-50.0%	(\$7,275,000)	-90.9%	(130,046)
Kitsap County	0	0.0%	\$0	0.0%	-
Thurston County	-2	-100.0%	(\$1,247,000)	-100.0%	(22,235)
Totals:	-28	-75.7%	(\$146,140,026)	-87.0%	(1,047,730)
Land					
King County	-12	-52.2%	(\$23,179,952)	-19.8%	1,690,202
Snohomish County	-7	-63.6%	(\$17,860,500)	-75.6%	(7,247,118)
Pierce County	-6	-75.0%	(\$6,708,000)	-79.7%	172,942
Spokane County	1	100.0%	\$599,671	882.5%	(2,661,183)
Kitsap County	-4	-80.0%	(\$1,058,950)	-75.2%	(561,052)
Thurston County	-1	-100.0%	(\$375,000)	-100.0%	(91,037)
Totals:	-29	-59.2%	(\$48,582,731)	-32.1%	(8,697,246)
Multifamily					
King County	-3	-23.1%	(\$202,646,000)	-80.8%	(429,606)
Snohomish County	-3	-75.0%	(\$103,629,500)	-96.6%	(418,033)
Pierce County	-2	-50.0%	(\$6,985,000)	-69.4%	(56,871)
Totals:	-8	-38.1%	(\$313,260,500)	-85.1%	(904,510)
Grand Totals:	-110	-57.9%	(\$1,132,233,142)	-76.8%	(11,913,068)

County Totals:	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
King	-34	-44.7%	(\$873,832,178)	-76.0%	11,283
Snohomish	-19	-61.3%	(\$160,565,810)	-90.2%	(7,870,395)
Pierce	-33	-75.0%	(\$83,963,250)	-81.3%	(462,416)
Spokane	-14	-73.7%	(\$24,617,829)	-88.2%	(2,929,282)
Kitsap	-6	-50.0%	(\$1,410,075)	-26.9%	(571,128)
Thurston	-4	-50.0%	\$12,156,000	121.6%	(91,130)
Grand Totals	-110	-57.9%	(\$1,132,233,142)	-76.8%	(11,913,068)



CBA Researched CMA Sales
Comparison by Asset Class and County: March 2020 vs March 2019

March 2019				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	17	\$834,449,825	999,823	\$834.60
Snohomish County	7	\$11,055,000	35,251	\$313.61
Pierce County	13	\$11,992,500	67,155	\$178.58
Spokane County	8	\$5,159,000	64,479	\$80.01
Kitsap County	0	\$0	0	\$0.00
Thurston County	2	\$12,425,000	18,352	\$677.04
Totals:	47	\$875,081,325	1,185,060	\$738.43
Notable Sales:	Troy Block-Amazon, Seattle: \$740,000,000			
Retail				
King County	9	\$45,100,740	144,287	\$312.58
Snohomish County	9	\$10,394,000	55,090	\$188.67
Pierce County	8	\$13,311,000	73,665	\$180.70
Spokane County	11	\$13,025,000	137,401	\$94.80
Kitsap County	3	\$1,504,000	9,561	\$157.31
Thurston County	3	\$3,479,900	16,946	\$205.35
Totals:	43	\$86,814,640	436,950	\$198.68
Industrial/High Tech Flex				
King County	11	\$43,810,000	285,417	\$153.49
Snohomish County	2	\$5,287,000	41,214	\$128.28
Pierce County	6	\$92,880,000	675,697	\$137.46
Spokane County	6	\$5,140,000	68,281	\$75.28
Kitsap County	1	\$3,450,000	16,010	\$215.49
Thurston County	2	\$875,579	3,528	\$248.18
Totals:	28	\$151,442,579	1,090,147	\$138.92
Notable Sales:	Medline Bldg, Sumner: \$36,100,000 LogistiCenter at 167, Fife: \$28,000,000			
Land				
King County	6	\$28,541,461	775,604	\$36.80
Snohomish County	2	\$1,880,000	211,490	\$8.89
Pierce County	9	\$13,681,359	1,441,649	\$9.49
Spokane County	4	\$3,586,500	781,026	\$4.59
Kitsap County	0	\$0	0	\$0.00
Thurston County	2	\$4,020,000	316,989	\$12.68
Totals:	23	\$51,709,320	3,526,758	\$14.66
Multifamily				
King County	12	\$128,720,300	411,896	\$312.51
Snohomish County	1	\$58,000,000	189,848	\$305.51
Pierce County	2	\$47,970,000	265,874	\$180.42
Totals:	15	\$234,690,300	867,618	\$270.50
Grand Totals:	156	\$1,399,738,164	7,106,533	\$196.96

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	55	\$1,080,622,326	2,617,027	\$412.92
Snohomish	21	\$86,616,000	532,893	\$162.54
Pierce	38	\$179,834,859	2,524,040	\$71.25
Spokane	29	\$26,910,500	1,051,187	\$25.60
Kitsap	4	\$4,954,000	25,571	\$193.74
Thurston	9	\$20,800,479	355,815	\$58.46
Grand Totals	156	\$1,399,738,164	7,106,533	\$196.96

March 2020				
# of Sales	Sales Volume (\$)	Total SF	\$/SF	
15	\$471,748,200	698,395	\$675.47	
5	\$3,141,000	9,942	\$315.93	
6	\$8,669,820	38,427	\$225.62	
4	\$3,344,739	28,015	\$119.39	
0	\$0	0	\$0.00	
1	\$395,000	1,324	\$298.34	
31	\$487,298,759	776,103	\$627.88	
Tower 333, Bellevue: \$401,500,000				
13	\$31,345,000	66,067	\$474.44	
6	\$16,455,000	64,895	\$253.56	
4	\$10,368,800	15,485	\$669.60	
7	\$7,585,408	77,268	\$98.17	
2	\$2,505,000	2,980	\$840.60	
1	\$4,669,231	15,698	\$297.44	
33	\$72,928,439	242,393	\$300.87	
3	\$4,035,000	36,367	\$110.95	
1	\$7,000,000	9,016	\$776.40	
6	\$26,187,000	144,328	\$181.44	
4	\$5,325,000	86,567	\$61.51	
1	\$3,125,000	30,896	\$101.15	
3	\$3,950,000	26,260	\$150.42	
18	\$49,622,000	333,434	\$148.82	
21	\$92,270,600	3,783,227	\$24.39	
6	\$12,902,000	1,370,962	\$9.41	
2	\$1,249,000	85,796	\$14.56	
2	\$2,505,031	4,374,966	\$0.57	
0	\$0	0	\$0.00	
0	\$0	0	\$0.00	
31	\$108,926,631	9,614,951	\$11.33	
14	\$71,742,000	221,119	\$324.45	
1	\$1,100,000	5,166	\$212.93	
6	\$17,195,000	94,665	\$181.64	
21	\$90,037,000	320,950	\$280.53	
134	\$808,812,829	11,287,831	\$71.65	

# of Sales	Sales Volume (\$)	Total SF	\$/SF	
66	\$671,140,800	4,805,175	\$139.67	
19	\$40,598,000	1,459,981	\$27.81	
24	\$63,669,620	378,701	\$168.13	
17	\$18,760,178	4,566,816	\$4.11	
3	\$5,630,000	33,876	\$166.19	
5	\$9,014,231	43,282	\$208.27	
134	\$808,812,829	11,287,831	\$71.65	

Change (Mar 2020 vs Mar 2019)					
# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF	\$/SF
-2	-11.8%	(\$362,701,625)	-43.5%	(301,428)	(\$159.12)
-2	-28.6%	(\$7,914,000)	-71.6%	(25,309)	\$2.32
-7	-53.8%	(\$3,322,680)	-27.7%	(28,728)	\$47.04
-4	-50.0%	(\$1,814,261)	-35.2%	(36,464)	\$39.38
0	0.0%	\$0	0.0%	-	\$0.00
-1	-50.0%	(\$12,030,000)	-96.8%	(17,028)	(\$378.70)
-16	-34.0%	(\$387,782,566)	-44.3%	(408,957)	(\$110.55)
4	44.4%	(\$13,755,740)	-30.5%	(78,220)	\$161.87
-3	-33.3%	\$6,061,000	58.3%	9,805	\$64.89
-4	-50.0%	(\$2,942,200)	-22.1%	(58,180)	\$488.91
-4	-36.4%	(\$5,439,592)	-41.8%	(60,133)	\$3.37
-1	-33.3%	\$1,001,000	66.6%	(6,581)	\$683.30
-2	-66.7%	\$1,189,331	34.2%	(1,248)	\$92.09
-10	-23.3%	(\$13,886,201)	-16.0%	(194,557)	\$102.19
-8	-72.7%	(\$39,775,000)	-90.8%	(249,050)	(\$42.54)
-1	-50.0%	\$1,713,000	32.4%	(32,198)	\$648.12
0	0.0%	(\$66,693,000)	-71.8%	(531,369)	\$43.98
-2	-33.3%	\$185,000	3.6%	18,286	(\$13.76)
0	0.0%	(\$325,000)	-9.4%	14,886	(\$114.34)
1	50.0%	\$3,074,421	351.1%	22,732	(\$97.76)
-10	-35.7%	(\$101,820,579)	-67.2%	(756,713)	\$9.90
15	250.0%	\$63,729,139	223.3%	3,007,623	(\$12.41)
4	200.0%	\$11,022,000	586.3%	1,159,472	\$0.52
-7	-77.8%	(\$12,432,359)	-90.9%	(1,355,853)	\$5.07
-2	-50.0%	(\$1,081,469)	-30.2%	3,593,940	(\$4.02)
0	0.0%	\$0	0.0%	-	\$0.00
-2	-100.0%	(\$4,020,000)	-100.0%	(316,989)	(\$12.68)
8	34.8%	\$57,217,311	110.7%	6,088,193	(\$3.33)
2	16.7%	(\$56,978,300)	-44.3%	(190,777)	\$11.94
0	0.0%	(\$56,900,000)	-98.1%	(184,682)	(\$92.58)
4	200.0%	(\$30,775,000)	-64.2%	(171,209)	\$1.22
6	40.0%	\$ (144,653,300)	-61.6%	\$ (546,668)	\$10.03
-22	-14.1%	(\$590,925,335)	-42.2%	4,181,298	(\$125.31)

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
11	20.0%	(\$409,481,526)	-37.9%	2,188,148	(\$273.25)
-2	-9.5%	(\$46,018,000)	-53.1%	927,088	(\$134.73)
-14	-36.8%	(\$116,165,239)	-64.6%	(2,145,339)	\$96.88
-12	-41.4%	(\$8,150,322)	-30.3%	3,515,629	(\$21.49)
-1	-25.0%	\$676,000	13.6%	8,305	(\$27.54)
-4	-44.4%	(\$11,786,248)	-56.7%	(312,533)	\$149.81
-22	-14.1%	(\$590,925,335)	-42.2%	4,181,298	(\$125.31)



CBA Researched CMA Sales
Comparison by Asset Class and County: February 2020 vs February 2019

Asset Class	February 2019			
	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	7	\$60,612,888	261,849	\$231.48
Snohomish County	2	\$1,530,000	8,796	\$173.94
Pierce County	3	\$6,087,000	39,707	\$153.30
Spokane County	4	\$5,115,000	72,940	\$70.13
Kitsap County	2	\$715,000	12,401	\$57.66
Thurston County	3	\$2,798,000	16,276	\$171.91
Totals:	21	\$76,857,888	411,969	\$186.56
Retail				
King County	13	\$75,181,000	122,663	\$612.91
Snohomish County	3	\$3,700,000	16,336	\$226.49
Pierce County	6	\$30,490,000	101,605	\$300.08
Spokane County	7	\$10,045,500	62,693	\$160.23
Kitsap County	2	\$6,775,000	23,734	\$285.46
Thurston County	2	\$3,122,000	13,490	\$231.43
Totals:	33	\$129,313,500	340,521	\$379.75
Industrial/High Tech Flex				
King County	7	\$73,810,000	383,796	\$192.32
Snohomish County	3	\$9,165,000	70,520	\$129.96
Pierce County	2	\$688,740	4,924	\$139.87
Spokane County	3	\$1,393,000	31,471	\$44.26
Kitsap County	1	\$800,000	7,866	\$101.70
Thurston County	2	\$1,200,760	13,824	\$86.86
Totals:	18	\$87,057,500	512,401	\$169.90
Land				
King County	12	\$150,497,333	2,501,817	\$60.16
Snohomish County	8	\$18,480,000	11,897,819	\$1.55
Pierce County	8	\$4,487,000	2,890,156	\$1.55
Spokane County	1	\$250,000	27,320	\$9.15
Kitsap County	4	\$1,500,000	473,932	\$3.17
Thurston County	0	\$0	0	\$0.00
Totals:	33	\$175,214,333	17,791,044	\$9.85
Multifamily				
King County	15	\$449,690,000	1,224,477	\$367.25
Snohomish County	6	\$178,838,378	568,849	\$314.39
Pierce County	2	\$12,645,000	143,465	\$88.14
Totals:	23	\$641,173,378	1,936,791	\$331.05
Notable Sales:	Metro 112 Phase I & II, Bellevue: \$160,000,000 Boulder Creek, Sammamish: \$84,600,000 Bailey Farm, Bothell: \$113,500,000			
Grand Totals:	128	\$1,109,616,599	20,992,726	\$52.86

Asset Class	February 2020			
	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	9	\$39,316,000	96,243	\$408.51
Snohomish County	2	\$1,870,000	7,300	\$256.16
Pierce County	3	\$1,166,500	5,136	\$227.12
Spokane County	3	\$5,696,150	41,723	\$136.52
Kitsap County	1	\$475,000	3,580	\$132.68
Thurston County	1	\$365,000	1,152	\$316.84
Totals:	19	\$48,888,650	155,134	\$315.14
Retail				
King County	6	\$16,670,000	28,860	\$577.62
Snohomish County	6	\$16,327,000	45,560	\$358.36
Pierce County	9	\$24,379,072	108,270	\$225.17
Spokane County	4	\$1,100,000	13,178	\$83.47
Kitsap County	2	\$625,000	4,206	\$148.60
Thurston County	1	\$700,000	3,960	\$176.77
Totals:	28	\$59,801,072	204,034	\$293.09
Industrial/High Tech Flex				
King County	8	\$101,057,895	481,326	\$209.96
Snohomish County	3	\$4,541,500	22,568	\$201.24
Pierce County	7	\$13,182,900	136,680	\$96.45
Spokane County	8	\$5,269,600	56,292	\$93.61
Kitsap County	2	\$1,104,880	49,098	\$22.50
Thurston County	1	\$505,000	4,000	\$126.25
Totals:	29	\$125,661,775	749,964	\$167.56
Land				
King County	16	\$30,720,748	642,003	\$47.85
Snohomish County	3	\$1,015,000	142,005	\$7.15
Pierce County	8	\$13,319,000	1,515,263	\$8.79
Spokane County	3	\$2,250,000	330,667	\$6.80
Kitsap County	2	\$1,099,000	243,065	\$4.52
Thurston County	0	\$0	0	\$0.00
Totals:	32	\$48,403,748	2,873,003	\$16.85
Multifamily				
King County	7	\$53,566,000	92,091	\$581.66
Snohomish County	2	\$2,825,752	12,910	\$218.88
Pierce County	1	\$4,500,000	28,898	\$155.72
Totals:	10	\$60,891,752	133,899	\$454.76
Grand Totals:	118	\$343,646,997	4,116,034	\$83.49

Asset Class	Change (Feb 2020 vs Feb 2019)				
	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
Office					
King County	2	28.6%	(\$21,296,888)	-35.1%	(165,606)
Snohomish County	0	0.0%	\$340,000	22.2%	(1,496)
Pierce County	0	0.0%	(\$4,920,500)	-80.8%	(34,571)
Spokane County	-1	-25.0%	\$581,150	11.4%	(31,217)
Kitsap County	-1	-50.0%	(\$240,000)	-33.6%	(8,821)
Thurston County	-2	-66.7%	(\$2,433,000)	-87.0%	(15,124)
Totals:	-2	-9.5%	(\$27,969,238)	-36.4%	(256,835)
Retail					
King County	-7	-53.8%	(\$58,511,000)	-77.8%	(93,803)
Snohomish County	3	100.0%	\$12,627,000	341.3%	29,224
Pierce County	3	50.0%	(\$6,110,928)	-20.0%	6,665
Spokane County	-3	-42.9%	(\$8,945,500)	-89.0%	(49,515)
Kitsap County	0	0.0%	(\$6,150,000)	-90.8%	(19,528)
Thurston County	-1	-50.0%	(\$2,422,000)	-77.6%	(9,530)
Totals:	-5	-15.2%	(\$69,512,428)	-53.8%	(136,487)
Industrial/High Tech Flex					
King County	1	14.3%	\$27,247,895	36.9%	97,530
Snohomish County	0	0.0%	(\$4,623,500)	-50.4%	(47,952)
Pierce County	5	250.0%	\$12,494,160	1814.1%	131,756
Spokane County	5	266.7%	\$3,876,600	278.3%	24,821
Kitsap County	1	100.0%	\$304,880	38.1%	41,232
Thurston County	-1	-50.0%	(\$695,760)	-57.9%	(9,824)
Totals:	11	61.1%	\$38,604,275	44.3%	237,563
Land					
King County	4	33.3%	(\$119,776,585)	-79.6%	(1,859,814)
Snohomish County	-5	-62.5%	(\$17,465,000)	-94.5%	(11,755,814)
Pierce County	0	0.0%	\$8,832,000	196.8%	(1,374,893)
Spokane County	2	200.0%	\$2,000,000	800.0%	303,347
Kitsap County	-2	-50.0%	(\$401,000)	-26.7%	(230,867)
Thurston County	0	0.0%	\$0	-	-
Totals:	-1	-3.0%	(\$126,810,585)	-72.4%	(14,918,041)
Multifamily					
King County	-8	-53.3%	(\$396,124,000)	-88.1%	(1,132,386)
Snohomish County	-4	-66.7%	(\$176,012,626)	-98.4%	(555,939)
Pierce County	-1	-50.0%	(\$8,145,000)	-64.4%	(114,567)
Totals:	-13	-56.5%	(\$580,281,626)	-90.5%	(1,802,892)
Grand Totals:	-10	-7.8%	(\$765,969,602)	-69.0%	(16,876,692)

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	54	\$809,791,221	4,494,602	\$180.17
Snohomish	22	\$211,713,378	12,562,320	\$16.85
Pierce	21	\$54,397,740	3,179,857	\$17.11
Spokane	15	\$16,803,500	194,424	\$86.43
Kitsap	9	\$9,790,000	517,933	\$18.90
Thurston	7	\$7,120,760	43,590	\$163.36
Grand Totals	128	\$1,109,616,599	20,992,726	\$52.86

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	46	\$241,330,643	1,340,523	\$180.03
Snohomish	16	\$26,579,252	230,343	\$115.39
Pierce	28	\$56,547,472	1,794,247	\$31.52
Spokane	18	\$14,315,750	441,860	\$32.40
Kitsap	7	\$3,303,880	299,949	\$11.01
Thurston	3	\$1,570,000	9,112	\$172.30
Grand Totals	118	\$343,646,997	4,116,034	\$83.49

County Totals:	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
King	-8	-14.8%	(\$568,460,578)	-70.2%	(3,154,079)
Snohomish	-6	-27.3%	(\$185,134,126)	-87.4%	(12,331,977)
Pierce	7	33.3%	\$2,149,732	4.0%	(1,385,610)
Spokane	3	20.0%	(\$2,487,750)	-14.8%	247,436
Kitsap	-2	-22.2%	(\$6,486,120)	-66.3%	(217,984)
Thurston	-4	-57.1%	(\$5,550,760)	-78.0%	(34,478)
Grand Totals:	-10	-7.8%	(\$765,969,602)	-69.0%	(16,876,692)



CBA Researched CMA Sales
Comparison by Asset Class and County: January 2020 vs January 2019

January 2019				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF
Office				
King County	25	\$1,114,149,746	2,157,429	\$ 516.42
Snohomish County	6	\$10,270,000	35,888	\$ 286.17
Pierce County	12	\$10,841,683	48,096	\$ 225.42
Spokane County	6	\$5,439,000	69,713	\$ 78.02
Kitsap County	4	\$21,105,873	84,848	\$ 248.75
Thurston County	1	\$410,000	3,096	\$ 132.43
Totals:	54	\$1,162,216,302	2,399,070	\$ 484.44
Notable Sales:	800 Fifth Ave, Seattle: \$540,350,000 Dexter Horton, Seattle: \$151,000,000 Smith Tower, Seattle: \$138,000,000			
Retail				
King County	12	\$39,864,520	101,271	\$ 393.64
Snohomish County	10	\$28,238,307	127,280	\$ 221.86
Pierce County	7	\$12,719,000	69,264	\$ 183.63
Spokane County	9	\$15,599,326	196,612	\$ 79.34
Kitsap County	4	\$3,047,500	20,470	\$ 148.88
Thurston County	3	\$1,135,000	5,132	\$ 221.16
Totals:	45	\$100,603,653	520,029	\$ 193.46
Notable Sales:				
Industrial/High Tech Flex				
King County	9	\$53,306,400	275,718	\$ 193.34
Snohomish County	5	\$14,000,000	77,588	\$ 180.44
Pierce County	8	\$7,888,358	88,658	\$ 88.98
Spokane County	3	\$2,613,000	45,304	\$ 57.68
Kitsap County	2	\$2,450,000	21,776	\$ 112.51
Thurston County	0	\$0	0	\$ -
Totals:	27	\$80,257,758	509,044	\$ 157.66
Land				
King County	14	\$28,658,900	981,905	\$ 29.19
Snohomish County	1	\$14,000,000	869,458	\$ 16.10
Pierce County	8	\$6,480,982	1,023,352	\$ 6.33
Spokane County	6	\$2,168,400	631,852	\$ 3.43
Kitsap County	2	\$1,475,000	113,692	\$ 12.97
Thurston County	0	\$0	0	\$ -
Totals:	31	\$52,783,282	3,620,259	\$ 14.58
Multifamily				
King County	20	\$183,854,000	406,958	\$ 451.78
Snohomish County	3	\$9,827,450	45,540	\$ 215.80
Pierce County	7	\$16,814,000	94,140	\$ 178.61
Totals:	30	\$210,495,450	546,638	\$ 385.07
Grand Totals:	187	\$1,606,356,445	7,595,040	\$ 211.50

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF
King	80	\$1,419,833,566	3,923,281	\$361.90
Snohomish	25	\$76,335,757	1,155,754	\$66.05
Pierce	42	\$54,744,023	1,323,510	\$41.36
Spokane	24	\$25,819,726	943,481	\$27.37
Kitsap	12	\$28,078,373	240,786	\$116.61
Thurston	4	\$1,545,000	8,228	\$187.77
Grand Totals:	187	\$1,606,356,445	7,595,040	\$211.50

January 2020				
# of Sales	Sales Volume (\$)	Total SF	\$/SF	
8	\$18,750,000	49,031	\$ 382.41	
2	\$1,530,000	8,796	\$ 173.94	
3	\$1,687,500	8,362	\$ 201.81	
3	\$3,110,000	29,388	\$ 105.83	
3	\$2,097,000	15,401	\$ 136.16	
5	\$8,465,000	56,159	\$ 150.73	
24	\$35,639,500	167,137	\$ 213.24	
300 Pine St (Macy's unit 1&3), Seattle: \$68,700,000				
24	\$105,202,288	381,596	\$ 275.69	
4	\$5,790,000	30,370	\$ 190.65	
9	\$13,006,100	58,413	\$ 222.66	
4	\$3,535,000	25,561	\$ 138.30	
0	\$0	0	\$ -	
5	\$9,625,000	26,910	\$ 357.67	
46	\$137,158,388	522,850	\$ 262.33	
11	\$49,355,000	185,501	\$ 266.06	
6	\$40,215,000	217,982	\$ 184.49	
5	\$5,668,000	28,088	\$ 201.79	
5	\$8,317,000	133,641	\$ 62.23	
1	\$320,000	2,891	\$ 110.69	
2	\$1,835,000	17,066	\$ 107.52	
30	\$105,710,000	585,169	\$ 180.65	
15	\$75,978,000	32,765,483	\$ 2.32	
8	\$15,468,430	356,268	\$ 43.42	
5	\$9,878,113	822,164	\$ 12.01	
3	\$1,083,500	3,928,850	\$ 0.28	
1	\$1,315,000	279,655	\$ 4.70	
3	\$1,900,000	455,364	\$ 4.17	
35	\$105,623,043	38,607,784	\$ 2.74	
7	\$76,200,000	325,721	\$ 233.94	
3	\$26,355,000	112,733	\$ 233.78	
7	\$10,945,000	64,768	\$ 168.99	
17	\$113,500,000	503,222	\$ 225.55	
152	\$497,630,931	40,386,162	\$ 12.32	

# of Sales	Sales Volume (\$)	Total SF	\$/SF	
65	\$325,485,288	33,707,332	\$9.66	
23	\$89,358,430	726,149	\$123.06	
29	\$41,184,713	981,795	\$41.95	
15	\$16,045,500	4,117,440	\$3.90	
5	\$3,732,000	297,947	\$12.53	
15	\$21,825,000	555,499	\$39.29	
152	\$497,630,931	40,386,162	\$12.32	

Change (Jan 2020 vs Jan 2019)					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-17	-68.0%	(\$1,095,399,746.00)	-98.3%	(2,108,398)	(\$134.01)
-4	-66.7%	(\$8,740,000.00)	-85.1%	(27,092)	(\$112.23)
-9	-75.0%	(\$9,154,183.00)	-84.4%	(39,734)	(\$23.61)
-3	-50.0%	(\$2,329,000.00)	-42.8%	(40,325)	\$27.81
-1	-25.0%	(\$19,008,873.00)	-90.1%	(69,447)	(\$112.59)
4	400.0%	\$8,055,000.00	1964.6%	53,063	\$18.30
-30	-55.6%	(\$1,126,576,802.00)	-96.9%	(2,231,933)	(\$271.21)
12	100.0%	\$65,337,768.00	163.9%	280,325	(\$117.95)
-6	-60.0%	(\$22,448,307.00)	-79.5%	(96,910)	(\$31.21)
2	28.6%	\$287,100.00	2.3%	(10,851)	\$39.03
-5	-55.6%	(\$12,064,326.00)	-77.3%	(171,051)	\$58.96
-4	-100.0%	(\$3,047,500.00)	-100.0%	(20,470)	(\$148.88)
2	66.7%	\$8,490,000.00	748.0%	21,778	\$136.51
1	2.2%	\$36,554,735.00	36.3%	2,821	\$68.87
2	22.2%	(\$3,951,400.00)	-7.4%	(90,217)	\$72.73
1	20.0%	\$26,215,000.00	187.3%	140,394	\$4.05
-3	-37.5%	(\$2,220,358.00)	-28.1%	(60,570)	\$112.82
2	66.7%	\$5,704,000.00	218.3%	88,337	\$4.56
-1	-50.0%	(\$2,130,000.00)	-86.9%	(18,885)	(\$1.82)
2	200.0%	\$1,835,000.00	-	17,066	\$107.52
3	11.1%	\$25,452,242.00	31.7%	76,125	\$22.98
1	7.1%	\$47,319,100.00	165.1%	31,783,578	(\$26.87)
7	700.0%	\$1,468,430.00	10.5%	(513,190)	\$27.32
-3	-37.5%	\$3,397,131.00	52.4%	(201,188)	\$5.68
-3	-50.0%	(\$1,084,900.00)	-50.0%	3,296,998	(\$3.16)
-1	-50.0%	(\$160,000.00)	89.2%	165,963	(\$8.27)
3	300.0%	\$1,900,000.00	-	455,364	\$4.17
4	12.9%	\$52,839,761.00	100.1%	34,987,525	(\$11.84)
-13	-65.0%	(\$107,654,000.00)	-58.6%	(81,237)	(\$217.83)
0	0.0%	\$16,527,550.00	168.2%	67,193	\$17.98
0	0.0%	(\$5,869,000.00)	-34.9%	(29,372)	(\$9.62)
-13	-43.3%	(\$96,995,450.00)	-46.1%	(43,416)	(\$159.53)
-35	-18.7%	(\$1,108,725,514.00)	-69.0%	32,791,122	(\$199.18)

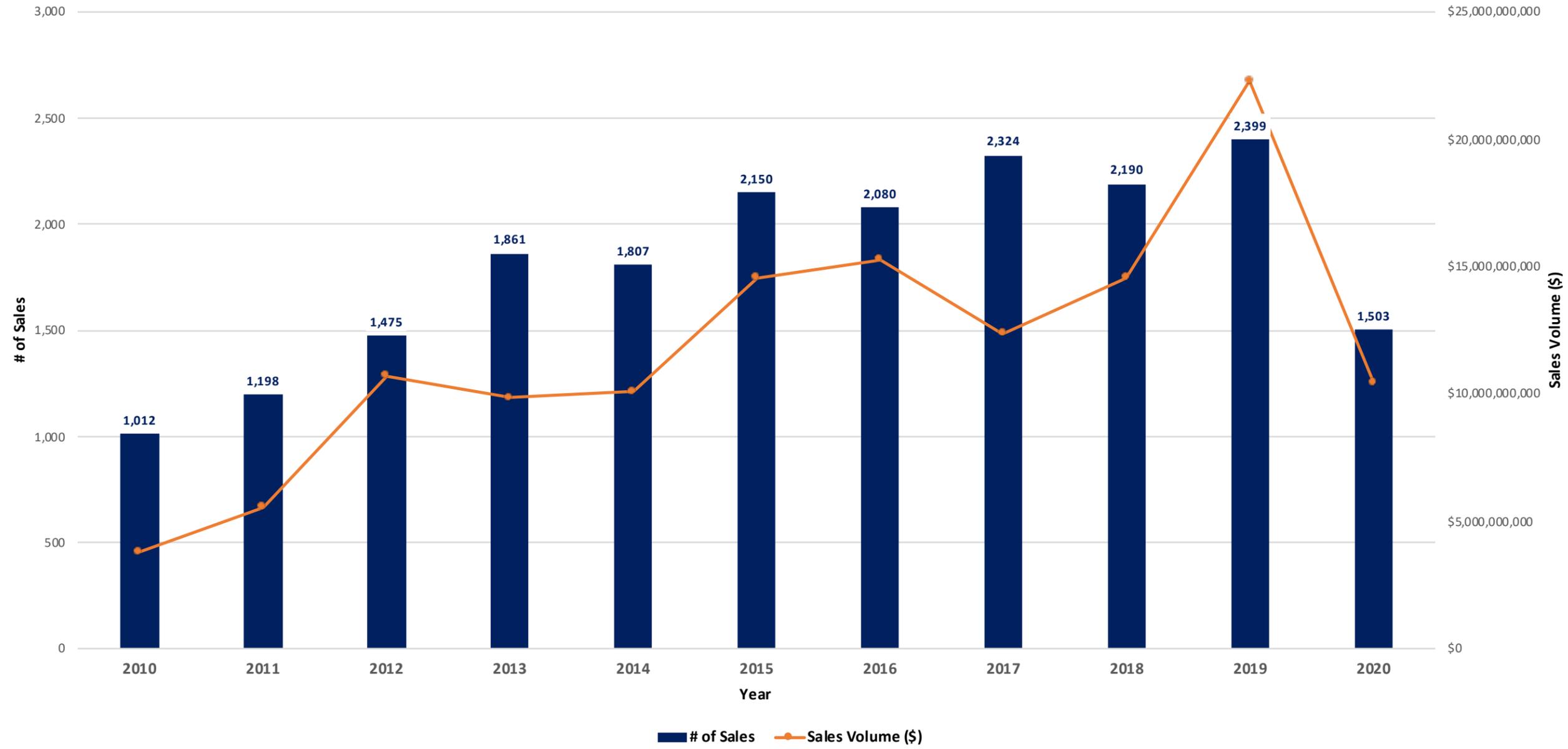
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF
-15	-18.8%	(\$1,094,348,278.00)	-77.1%	29,784,051	(\$352.24)
-2	-8.0%	\$13,022,673.00	17.1%	(429,605)	\$57.01
-13	-31.0%	(\$13,559,310.00)	-24.8%	(341,715)	\$0.59
-9	-37.5%	(\$9,774,226.00)	-37.9%	3,173,959	(\$23.47)
-7	-58.3%	(\$24,346,373.00)	-86.7%	57,161	(\$104.09)
11	275.0%	\$20,280,000.00	1312.6%	547,271	(\$148.48)
-35	-18.7%	(\$1,108,725,514.00)	-69.0%	32,791,122	(\$199.18)



**CBA Researched CMA Sales
10 Year Snapshot (2010-2020)**

	2010		2011		2012		2013		2014		2015		2016		2017		2018		2019		2020	
Sales by County	# of Sales	Sales Volume (\$)																				
King	483	\$2,958,515,207	602	\$4,163,508,406	803	\$8,884,521,239	925	\$6,870,696,474	953	\$7,311,429,012	1,177	\$11,740,245,150	1,106	\$11,405,587,752	1,031	\$9,439,505,889	963	\$10,758,722,761	1,090	\$17,723,898,261	737	\$8,052,920,169
Snohomish	128	\$254,809,374	177	\$695,124,737	209	\$778,845,469	409	\$2,021,383,427	253	\$1,058,767,256	302	\$1,209,825,954	324	\$1,990,510,465	411	\$1,427,720,531	311	\$1,570,695,015	355	\$2,181,551,802	211	\$867,646,889
Pierce	204	\$345,186,426	229	\$484,082,726	233	\$722,720,055	282	\$686,020,470	350	\$1,241,282,405	378	\$1,150,899,783	409	\$1,549,523,879	446	\$857,448,901	435	\$1,532,974,681	474	\$1,691,659,643	317	\$1,180,239,379
Spokane	103	\$103,283,870	82	\$69,354,461	133	\$159,134,447	105	\$96,685,623	97	\$153,037,520	137	\$267,641,133	78	\$93,434,528	215	\$214,512,775	240	\$250,349,901	260	\$289,180,216	125	\$140,765,411
Kitsap	37	\$44,428,427	46	\$53,462,424	43	\$53,340,832	62	\$88,579,884	59	\$120,504,755	76	\$106,899,028	64	\$79,112,413	99	\$168,912,202	121	\$226,536,814	109	\$198,470,829	49	\$74,197,580
Thurston	57	\$87,551,776	62	\$93,635,081	54	\$104,933,737	78	\$99,514,713	95	\$197,107,700	80	\$79,714,988	99	\$159,648,935	122	\$254,076,107	120	\$220,969,513	111	\$210,229,280	64	\$129,801,128
Totals	1,012	\$3,793,775,080	1,198	\$5,559,167,835	1,475	\$10,703,495,779	1,861	\$9,862,880,591	1,807	\$10,082,128,648	2,150	\$14,555,226,036	2,080	\$15,277,817,972	2,324	\$12,362,176,405	2,190	\$14,560,248,685	2,399	\$22,294,990,031	1,503	\$10,445,570,556
Sales by Asset Class																						
Office	251	\$1,471,626,075	275	\$2,035,244,844	308	\$5,064,699,270	351	\$2,985,108,728	355	\$2,582,121,321	467	\$4,887,772,831	473	\$4,838,169,827	606	\$4,076,167,933	565	\$4,975,808,712	584	\$9,114,432,665	306	\$3,599,128,450
Retail	238	\$389,704,218	271	\$922,498,508	287	\$888,729,334	531	\$1,932,497,067	379	\$1,426,251,482	530	\$1,497,909,362	459	\$1,347,186,451	579	\$1,509,115,032	571	\$1,805,563,325	603	\$1,870,060,530	342	\$771,603,416
Industrial/Flex	188	\$612,277,311	217	\$782,197,452	281	\$1,175,226,411	294	\$1,242,261,216	333	\$1,641,849,961	374	\$2,223,979,050	349	\$2,490,552,674	408	\$1,818,537,025	424	\$2,816,728,573	395	\$2,399,181,259	281	\$1,581,256,370
Land	168	\$451,658,910	226	\$450,739,791	290	\$885,447,254	362	\$1,161,711,297	378	\$1,119,490,646	360	\$1,222,189,800	355	\$1,037,954,201	378	\$786,649,134	323	\$612,462,006	424	\$1,751,455,857	350	\$1,504,837,438
Multifamily	167	\$868,508,566	209	\$1,368,487,240	309	\$2,689,393,510	323	\$2,541,302,283	362	\$3,312,415,238	419	\$4,723,374,993	444	\$5,563,954,819	353	\$4,171,707,281	307	\$4,349,686,069	393	\$7,159,859,720	224	\$2,988,744,882
Totals	1,012	\$3,793,775,080	1,198	\$5,559,167,835	1,475	\$10,703,495,779	1,861	\$9,862,880,591	1,807	\$10,082,128,648	2,150	\$14,555,226,036	2,080	\$15,277,817,972	2,324	\$12,362,176,405	2,190	\$14,560,248,685	2,399	\$22,294,990,031	1,503	\$10,445,570,556

CBA Researched Sales by Year





CBA Researched CMA Sales
Sales by Asset, County, Year (2010-2020)

	2010		2011		2012		2013		2014		2015		2016		2017		2018		2019		2020	
	# of Sales	Sales Volume (\$)																				
Office	115	\$1,319,231,223	139	\$1,838,672,620	174	\$4,819,356,395	194	\$2,618,225,552	180	\$2,123,502,794	260	\$4,502,391,277	232	\$4,366,851,483	263	\$3,538,850,529	231	\$4,167,980,277	231	\$8,475,327,215	131	\$3,226,948,391
King	33	\$33,733,857	32	\$54,438,151	35	\$77,764,658	52	\$192,117,328	49	\$187,002,460	55	\$109,149,680	71	\$166,317,842	92	\$207,635,162	79	\$309,308,255	84	\$191,735,493	42	\$148,602,942
Snohomish	44	\$48,570,675	52	\$68,416,154	40	\$54,925,370	44	\$107,355,245	61	\$54,121,086	89	\$189,401,337	98	\$178,680,553	109	\$147,371,049	97	\$225,270,299	118	\$228,821,984	62	\$128,658,798
Pierce	23	\$16,641,636	22	\$17,114,614	35	\$64,185,500	26	\$29,962,900	25	\$69,303,773	24	\$45,758,898	20	\$31,172,570	62	\$77,828,026	71	\$97,850,210	78	\$84,433,582	33	\$29,793,819
Spokane	13	\$24,767,740	10	\$12,026,290	8	\$18,215,000	9	\$8,874,050	15	\$38,853,603	13	\$20,851,600	20	\$32,760,071	28	\$39,799,000	42	\$98,898,230	26	\$68,366,618	15	\$43,060,500
Kitsap	23	\$28,680,944	20	\$44,577,015	16	\$30,252,347	26	\$28,573,653	25	\$109,337,605	26	\$20,220,039	32	\$62,387,308	52	\$64,684,167	45	\$76,501,441	47	\$65,747,773	23	\$22,064,000
Thurston	251	\$1,471,626,075	275	\$2,035,244,844	308	\$5,064,699,270	351	\$2,985,108,728	355	\$2,582,121,321	467	\$4,887,772,831	473	\$4,838,169,827	606	\$4,076,167,933	565	\$4,975,808,712	584	\$9,114,432,665	306	\$3,599,128,450
Retail	89	\$164,674,344	95	\$622,542,370	113	\$530,618,608	162	\$539,973,366	153	\$929,529,604	213	\$764,897,204	206	\$794,671,946	220	\$786,372,799	190	\$938,439,502	201	\$1,036,059,883	130	\$353,086,903
King	38	\$72,112,889	52	\$168,106,334	48	\$148,177,437	228	\$1,144,355,081	63	\$212,222,348	91	\$223,355,694	72	\$209,262,186	115	\$305,756,993	94	\$364,993,277	105	\$301,017,134	60	\$162,638,525
Snohomish	59	\$93,663,738	62	\$61,780,126	62	\$128,700,584	68	\$143,784,329	76	\$124,325,422	111	\$247,970,344	96	\$218,877,994	109	\$171,411,929	123	\$225,464,848	127	\$258,271,976	76	\$129,058,095
Pierce	25	\$36,185,311	25	\$22,551,451	38	\$42,250,592	29	\$24,965,456	24	\$43,279,827	52	\$173,756,885	22	\$26,691,676	64	\$53,341,309	83	\$90,511,759	89	\$109,427,018	37	\$38,703,408
Spokane	11	\$9,695,000	18	\$26,378,427	13	\$16,443,405	25	\$59,189,023	25	\$60,820,502	36	\$58,629,738	23	\$26,444,538	38	\$93,614,494	46	\$92,495,598	47	\$82,410,611	17	\$16,067,000
Kitsap	16	\$13,372,936	19	\$21,139,800	13	\$22,538,708	19	\$20,229,812	38	\$56,073,779	27	\$29,299,497	40	\$71,238,111	33	\$98,617,508	35	\$93,658,341	34	\$82,873,908	22	\$72,049,485
Thurston	238	\$389,704,218	271	\$922,498,508	287	\$888,729,334	531	\$1,932,497,067	379	\$1,426,251,482	530	\$1,497,909,362	459	\$1,347,186,451	579	\$1,509,115,032	571	\$1,805,563,325	603	\$1,870,060,530	342	\$771,603,416
Ind/Flex	90	\$420,614,030	94	\$416,691,741	143	\$764,292,243	145	\$851,303,447	141	\$760,835,625	171	\$1,717,103,493	166	\$1,919,206,162	170	\$1,333,874,895	177	\$1,860,272,543	168	\$1,518,122,054	128	\$850,674,884
King	15	\$31,453,011	37	\$141,652,941	37	\$139,945,762	44	\$265,921,280	50	\$157,299,641	56	\$156,443,772	62	\$213,717,875	73	\$217,878,463	69	\$432,348,471	43	\$318,277,954	30	\$274,626,650
Snohomish	34	\$83,592,050	46	\$191,738,493	51	\$225,432,457	48	\$79,875,765	88	\$680,054,207	63	\$262,658,066	66	\$294,269,717	78	\$162,185,178	85	\$408,145,323	83	\$409,196,100	70	\$373,339,156
Pierce	34	\$35,835,752	27	\$20,652,448	37	\$33,100,364	36	\$29,780,286	34	\$31,336,438	46	\$39,991,777	23	\$25,325,100	50	\$42,311,951	56	\$49,358,480	64	\$80,026,562	34	\$46,458,600
Spokane	7	\$3,887,280	8	\$5,359,329	5	\$2,831,427	8	\$6,745,811	9	\$5,403,650	17	\$21,135,490	15	\$17,132,804	15	\$19,815,875	13	\$26,123,000	18	\$24,664,650	10	\$10,137,080
Kitsap	8	\$36,895,188	5	\$6,102,500	8	\$9,624,158	13	\$8,634,627	11	\$6,920,400	21	\$26,646,452	17	\$20,901,016	22	\$42,470,663	24	\$40,480,756	19	\$48,893,939	9	\$26,020,000
Thurston	188	\$612,277,311	217	\$782,197,452	281	\$1,175,226,411	294	\$1,242,261,216	333	\$1,641,849,961	374	\$2,223,979,050	349	\$2,490,552,674	408	\$1,818,537,025	424	\$2,816,728,573	395	\$2,399,181,259	281	\$1,581,256,370
Land	67	\$307,704,110	117	\$252,886,660	149	\$652,944,745	200	\$925,752,707	206	\$858,579,921	241	\$1,044,799,976	228	\$849,507,929	154	\$430,800,841	147	\$395,458,409	216	\$1,349,667,817	194	\$1,132,687,506
King	21	\$42,691,552	33	\$62,033,561	33	\$57,737,087	37	\$72,363,434	55	\$92,992,387	42	\$83,192,359	42	\$81,275,962	78	\$188,154,741	43	\$131,232,012	69	\$241,244,693	56	\$140,362,170
Snohomish	43	\$71,960,962	40	\$95,269,478	51	\$96,797,907	71	\$95,770,554	72	\$118,597,940	46	\$76,232,692	56	\$89,027,628	74	\$62,675,461	67	\$53,793,172	81	\$109,507,683	62	\$191,377,535
Pierce	21	\$14,621,171	8	\$9,035,948	23	\$19,597,991	14	\$11,976,981	14	\$9,117,482	15	\$8,133,573	13	\$10,245,182	39	\$41,031,489	30	\$12,629,452	29	\$15,293,054	21	\$25,809,584
Spokane	6	\$6,078,407	10	\$9,698,378	17	\$15,851,000	20	\$13,771,000	10	\$15,427,000	10	\$6,282,200	6	\$2,775,000	18	\$15,682,833	20	\$9,019,986	18	\$23,028,950	7	\$4,933,000
Kitsap	10	\$8,602,708	18	\$21,815,766	17	\$42,518,524	20	\$42,076,621	21	\$24,775,916	6	\$3,549,000	10	\$5,122,500	15	\$48,303,769	16	\$10,328,975	11	\$12,713,660	10	\$9,667,643
Thurston	168	\$451,658,910	226	\$450,739,791	290	\$885,447,254	362	\$1,161,711,297	378	\$1,119,490,646	360	\$1,222,189,800	355	\$1,037,954,201	378	\$786,649,134	323	\$612,462,006	424	\$1,751,455,857	350	\$1,504,837,438
Multifamily	122	\$746,291,500	157	\$1,032,715,015	224	\$2,117,309,248	224	\$1,935,441,402	273	\$2,638,981,068	292	\$3,711,053,200	274	\$3,475,350,232	224	\$3,349,606,825	218	\$3,396,572,030	274	\$5,344,721,292	154	\$2,489,522,485
King	21	\$74,818,065	23	\$268,893,750	56	\$355,220,525	48	\$346,626,304	36	\$409,250,420	58	\$637,684,449	77	\$1,319,936,600	53	\$508,295,172	26	\$332,813,000	54	\$1,129,276,528	23	\$141,416,602
Snohomish	24	\$47,399,001	29	\$66,878,475	29	\$216,863,737	51	\$259,234,577	53	\$264,183,750	69	\$374,637,344	93	\$768,667,987	76	\$313,805,284	63	\$620,301,039	65	\$685,861,900	47	\$357,805,795
Pierce	167	\$868,508,566	209	\$1,368,487,240	309	\$2,689,393,510	323	\$2,541,302,283	362	\$3,312,415,238	419	\$4,723,374,993	444	\$5,563,954,819	353	\$4,171,707,281	307	\$4,349,686,069	393	\$7,159,859,720	224	\$2,988,744,882
Grand Totals	1,012	\$3,793,775,080	1,198	\$5,559,167,835	1,475	\$10,703,495,779	1,861	\$9,862,880,591	1,807	\$10,082,128,648	2,150	\$14,555,226,036	2,080	\$15,277,817,972	2,324	\$12,362,176,405	2,190	\$14,560,248,685	2,399	\$22,294,990,031	1,503	\$10,445,570,556