



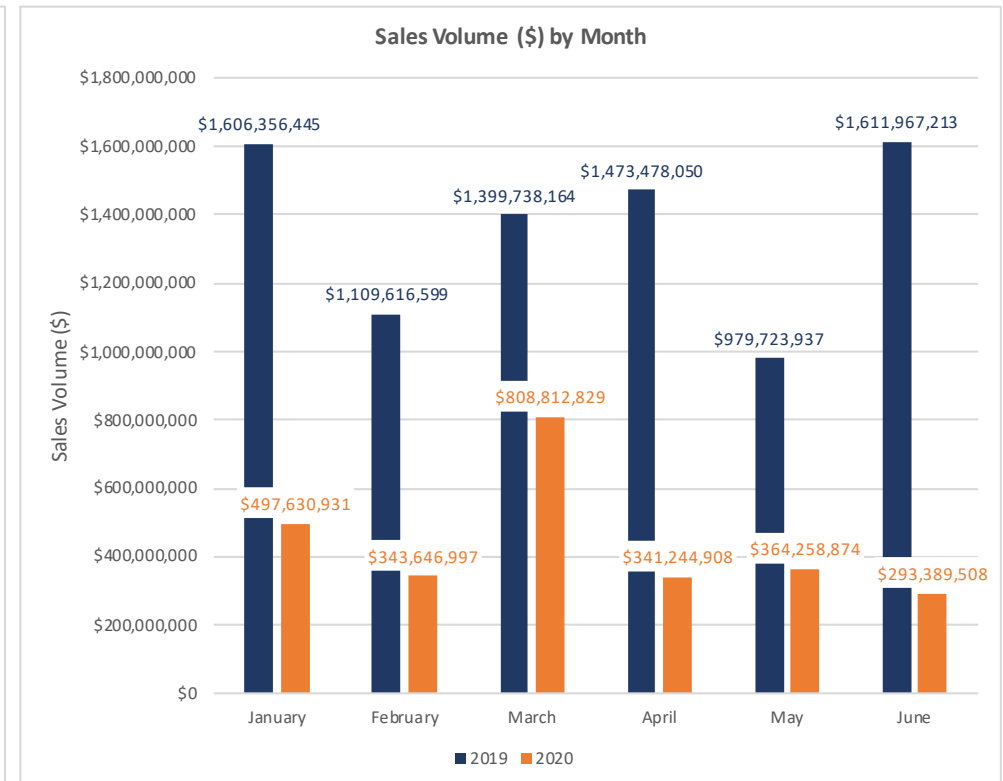
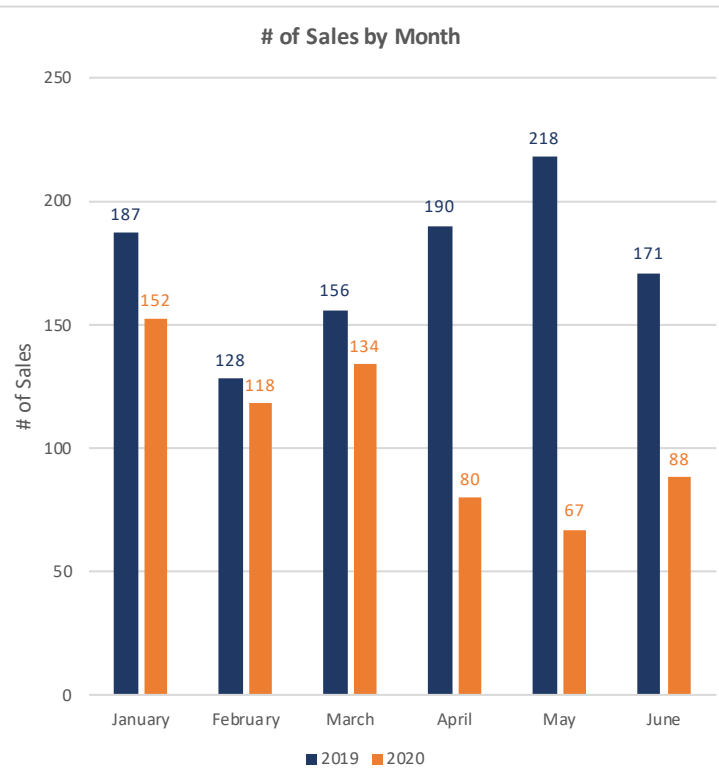
**CBA Researched CMA Sales
Summary
January Through June (2020 vs 2019)**

2019				
Totals by Month	# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
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
Totals	1050	\$8,180,880,408	81,212,787	\$100.73
2019				
Totals by County	# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
King	437	\$6,127,268,030	26,412,709	\$231.98
Snohomish	157	\$1,029,930,988	32,774,531	\$31.42
Pierce	230	\$756,880,881	13,135,310	\$57.62
Spokane	133	\$145,113,122	6,341,392	\$22.88
Kitsap	50	\$65,562,448	1,607,494	\$40.79
Thurston	43	\$56,124,939	941,351	\$59.62
Totals	1050	\$8,180,880,408	81,212,787	\$100.73
2019				
Totals by Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
Office	264	\$3,440,156,705	7,486,177	\$459.53
Retail	251	\$578,325,118	2,440,086	\$237.01
Industrial/Flex	173	\$811,742,427	5,555,977	\$146.10
Land	222	\$724,872,830	57,719,086	\$12.56
Multifamily	140	\$2,625,783,328	8,011,461	\$327.75
Totals	1050	\$8,180,880,408	81,212,787	\$100.73

2020				
# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg	
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	
639	\$2,648,984,047	75,935,032	\$34.88	
2020				
# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg	
303	\$1,922,178,947	49,720,141	\$38.66	
92	\$259,387,282	8,287,533	\$31.30	
125	\$324,445,311	5,662,040	\$57.30	
61	\$57,180,553	9,647,452	\$5.93	
26	\$22,959,580	723,688	\$31.73	
32	\$62,832,374	1,894,178	\$33.17	
639	\$2,648,984,047	75,935,032	\$34.88	
2020				
# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg	
117	\$751,992,320	1,803,850	\$416.88	
162	\$394,029,849	1,667,436	\$236.31	
115	\$477,459,364	3,088,251	\$154.61	
164	\$504,398,499	67,787,331	\$7.44	
81	\$521,104,015	1,588,164	\$328.12	
639	\$2,648,984,047	75,935,032	\$34.88	

2020 vs 2019 Change					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF Avg
-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)
-411	-39.1%	(\$5,531,896,361)	-67.6%	(5,277,755)	\$ (65.85)
2020 vs 2019 Change					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF Avg
-134	-30.7%	(\$4,205,089,083)	-68.6%	23,307,432	\$ (193.32)
-65	-41.4%	(\$770,543,706)	-74.8%	(24,486,998)	\$ (0.13)
-105	-45.7%	(\$432,435,570)	-57.1%	(7,473,270)	\$ (0.32)
-72	-54.1%	(\$87,932,569)	-60.6%	3,306,060	\$ (16.96)
-24	-48.0%	(\$42,602,868)	-65.0%	(883,806)	\$ (9.06)
-11	-25.6%	\$6,707,435	12.0%	952,827	\$ (26.45)
-411	-39.1%	(\$5,531,896,361)	-67.6%	(5,277,755)	\$ (65.85)
2020 vs 2019 Change					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF Avg
-147	-55.7%	(\$2,688,164,385)	-78.1%	(5,682,327)	\$ (42.65)
-89	-35.5%	(\$184,295,269)	-31.9%	(772,650)	\$ (0.70)
-58	-33.5%	(\$334,283,063)	-41.2%	(2,467,726)	\$ 8.50
-58	-26.1%	(\$220,474,331)	-30.4%	10,068,245	\$ (5.12)
-59	-42.1%	(\$2,104,679,313)	-80.2%	(6,423,297)	\$ 0.36
-411	-39.1%	(\$5,531,896,361)	-67.6%	(5,277,755)	\$ (65.85)

Notable Sales	City	Asset Class	Sale Date	Sale Price
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
300 Pine St- Units 1 & 3 (Macy's)	Seattle	Retail	1/21/20	\$68,700,000
Tower 333	Bellevue	Office	3/13/20	\$401,500,000
Waterscape Juanita Village	Kirkland	Multifamily	5/4/20	\$92,734,500
Everett 4 Corners Plaza	Everett	Retail	5/15/20	\$18,000,000
Tacoma Distribution Center	Tacoma	Industrial/Flex	5/5/20	\$42,250,000
1640 E Marc Avenue	Tacoma	Industrial/Flex	6/24/20	\$33,500,000





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

Asset Class	January 2019			
	# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
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:	300 Pine St (Macy's unit 1&3), Seattle: \$68,700,000			
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

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

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

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
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

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

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



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

February 2019				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
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

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

Change (Feb 2020 vs Feb 2019)					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF Avg
2	28.6%	(\$21,296,888)	-35.1%	(165,606)	\$177.03
0	0.0%	\$340,000	22.2%	(1,496)	\$82.22
0	0.0%	(\$4,920,500)	-80.8%	(34,571)	\$73.82
-1	-25.0%	\$581,150	11.4%	(31,217)	\$66.40
-1	-50.0%	(\$240,000)	-33.6%	(8,821)	\$75.02
-2	-66.7%	(\$2,433,000)	-87.0%	(15,124)	\$144.93
-2	-9.5%	(\$27,969,238)	-36.4%	(256,835)	\$128.58
-7	-53.8%	(\$58,511,000)	-77.8%	(93,803)	(\$35.29)
3	100.0%	\$12,627,000	341.3%	29,224	\$131.87
3	50.0%	(\$6,110,928)	-20.0%	6,665	(\$74.91)
-3	-42.9%	(\$8,945,500)	-89.0%	(49,515)	(\$76.76)
0	0.0%	(\$6,150,000)	-90.8%	(19,528)	(\$136.86)
-1	-50.0%	(\$2,422,000)	-77.6%	(9,530)	(\$54.66)
-5	-15.2%	(\$69,512,428)	-53.8%	(136,487)	(\$86.66)
1	14.3%	\$27,247,895	36.9%	97,530	\$17.64
0	0.0%	(\$4,623,500)	-50.4%	(47,952)	\$71.27
5	250.0%	\$12,494,160	1814.1%	131,756	(\$43.42)
5	266.7%	\$3,876,600	278.3%	24,821	\$49.35
1	100.0%	\$304,880	38.1%	41,232	(\$79.20)
-1	-50.0%	(\$695,760)	-57.9%	(9,824)	\$39.39
11	61.1%	\$38,604,275	44.3%	237,563	(\$2.34)
4	33.3%	(\$119,776,585)	-79.6%	(1,859,814)	(\$12.30)
-5	-62.5%	(\$17,465,000)	-94.5%	(11,755,814)	\$5.59
0	0.0%	\$8,832,000	196.8%	(1,374,893)	\$7.24
2	200.0%	\$2,000,000	800.0%	303,347	(\$2.35)
-2	-50.0%	(\$401,000)	-26.7%	(230,867)	\$1.36
0	0.0%	\$0	0.0%	-	\$0.00
-1	-3.0%	(\$126,810,585)	-72.4%	(14,918,041)	\$7.00
-8	-53.3%	(\$396,124,000)	-88.1%	(1,132,386)	\$214.41
-4	-66.7%	(\$176,012,626)	-98.4%	(555,939)	(\$95.51)
-1	-50.0%	(\$8,145,000)	-64.4%	(114,567)	\$67.58
-13	-56.5%	(\$580,281,626)	-90.5%	(1,802,892)	\$123.71
-10	-7.8%	(\$765,969,602)	-69.0%	(16,876,692)	\$30.63

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
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

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

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF Avg
-8	-14.8%	(\$568,460,578)	-70.2%	(3,154,079)	(\$0.14)
-6	-27.3%	(\$185,134,126)	-87.4%	(12,331,977)	\$98.54
7	33.3%	\$2,149,732	4.0%	(1,385,610)	\$14.41
3	20.0%	(\$2,487,750)	-14.8%	247,436	(\$54.03)
-2	-22.2%	(\$6,486,120)	-66.3%	(217,984)	(\$7.89)
-4	-57.1%	(\$5,550,760)	-78.0%	(34,478)	\$8.94
-10	-7.8%	(\$765,969,602)	-69.0%	(16,876,692)	\$30.63



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

Asset Class	March 2019			
	# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
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

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

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

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
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

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

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



**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 Avg
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 Avg
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 Avg
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 Avg
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: May 2020 vs May 2019

May 2019				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
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

May 2020			
# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
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
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

Change (May 2020 vs May 2019)					
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF Avg
-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)

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
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

# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
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

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF	\$/SF Avg
-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: June 2020 vs June 2019

June 2019				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
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				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
Office				
King County	8	\$27,197,000	102,272	\$265.93
Snohomish County	1	\$20,800,000	53,905	\$385.86
Pierce County	5	\$7,542,200	49,918	\$151.09
Spokane County	0	\$0	0	\$0.00
Kitsap County	0	\$0	0	\$0.00
Thurston County	1	\$397,000	5,816	\$68.26
Totals:	15	\$55,936,200	211,911	\$263.96
Retail				
King County	7	\$8,512,800	53,689	\$158.56
Snohomish County	4	\$3,079,000	10,236	\$300.80
Pierce County	4	\$3,226,500	19,572	\$164.85
Spokane County	1	\$255,000	4,200	\$60.71
Kitsap County	0	\$0	0	\$0.00
Thurston County	1	\$2,000,000	16,080	\$124.38
Totals:	17	\$17,073,300	103,777	\$164.52
Industrial/High Tech Flex				
King County	7	\$32,250,000	133,887	\$240.87
Snohomish County	2	\$7,690,000	50,334	\$152.78
Pierce County	6	\$50,086,056	284,829	\$175.85
Spokane County	2	\$2,849,500	28,468	\$100.09
Kitsap County	0	\$0	0	\$0.00
Thurston County	0	\$0	0	\$0.00
Totals:	17	\$92,875,556	497,518	\$186.68
Notable Sales:	1640 E Marc Ave, Tacoma, \$33,500,000			
Land				
King County	21	\$89,432,809	4,884,676	\$18.31
Snohomish County	2	\$912,000	117,098	\$7.79
Pierce County	4	\$1,396,000	115,083	\$12.13
Spokane County	1	\$350,000	115,079	\$3.04
Kitsap County	0	\$0	0	\$0.00
Thurston County	2	\$4,896,143	1,180,635	\$4.15
Totals:	30	\$96,986,952	6,412,571	\$15.12
Multifamily				
King County	4	\$14,862,000	54,386	\$273.27
Snohomish County	2	\$3,900,000	18,360	\$212.42
Pierce County	3	\$11,755,500	69,038	\$170.28
Totals:	9	\$30,517,500	141,784	\$215.24
Grand Totals:	88	\$293,389,508	7,367,561	\$39.82

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

County Totals:	# of Sales	Sales Volume (\$)	Total SF	\$/SF Avg
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

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

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