

2020 RESIDENTIAL REAL ESTATE OUTLOOK

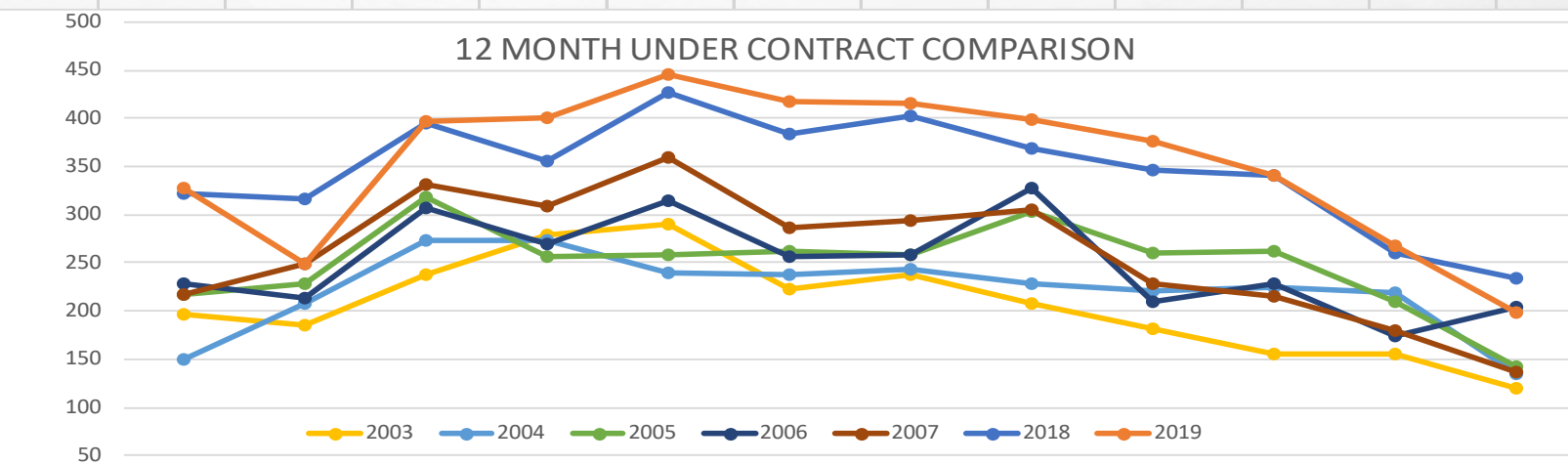
WAIT FOR IT....





IT IS GOING TO BE AWESOME!

12 MONTH UNDER CONTRACT COMPARISON



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2003	197	186	238	278	291	223	238	207	181	156	156	119
2004	149	208	274	274	239	237	244	228	220	224	219	135
2005	218	229	318	257	258	262	259	303	261	262	210	142
2006	229	214	306	270	314	256	258	327	210	228	175	204
2007	218	249	332	308	359	286	293	305	228	215	179	137
2018	322	316	395	356	426	384	402	369	347	340	260	234
2019	327	248	397	400	446	418	415	399	376	340	268	198

TRI-CITIES 10-YEAR SALES COMPARISON

January 01, 2010 to December 31, 2019										
YEAR	Total Sold	New	Re-Sale	% New	<300K Re-Sale	>301K Re-Sale	%>301K Re-Sale	<300K New	>301K New	%>301K New
2019	4511	1077	3434	24%	2001	1433	32%	270	802	18%
2018	4394	919	3475	21%	2619	1773	40%	230	687	16%
2017	4372	962	3410	22%	2597	812	19%	408	552	13%
2016	4377	898	3479	21%	2877	600	14%	461	432	10%
2015	4127	778	3349	19%	2893	455	11%	486	292	7%
2014	3486	716	2770	21%	2465	301	9%	464	251	7%
2013	3383	821	2562	24%	2270	258	8%	585	236	7%
2012	2941	778	2163	26%	1931	204	7%	595	181	6%
2011	2878	947	1931	33%	1749	171	6%	782	164	6%
2010	3283	1047	2236	32%	2021	199	6%	877	167	5%
Total	37,752	8,943	25,375	24%	23,423	6,206	16%	5,158	3,764	10%
AVG/Yr	3,775	894	2,819	24%	2,342	621	15%	516	376	8%

ANNUAL APPRECIATION: KENNEWICK-PASCO-RICHLAND, WA

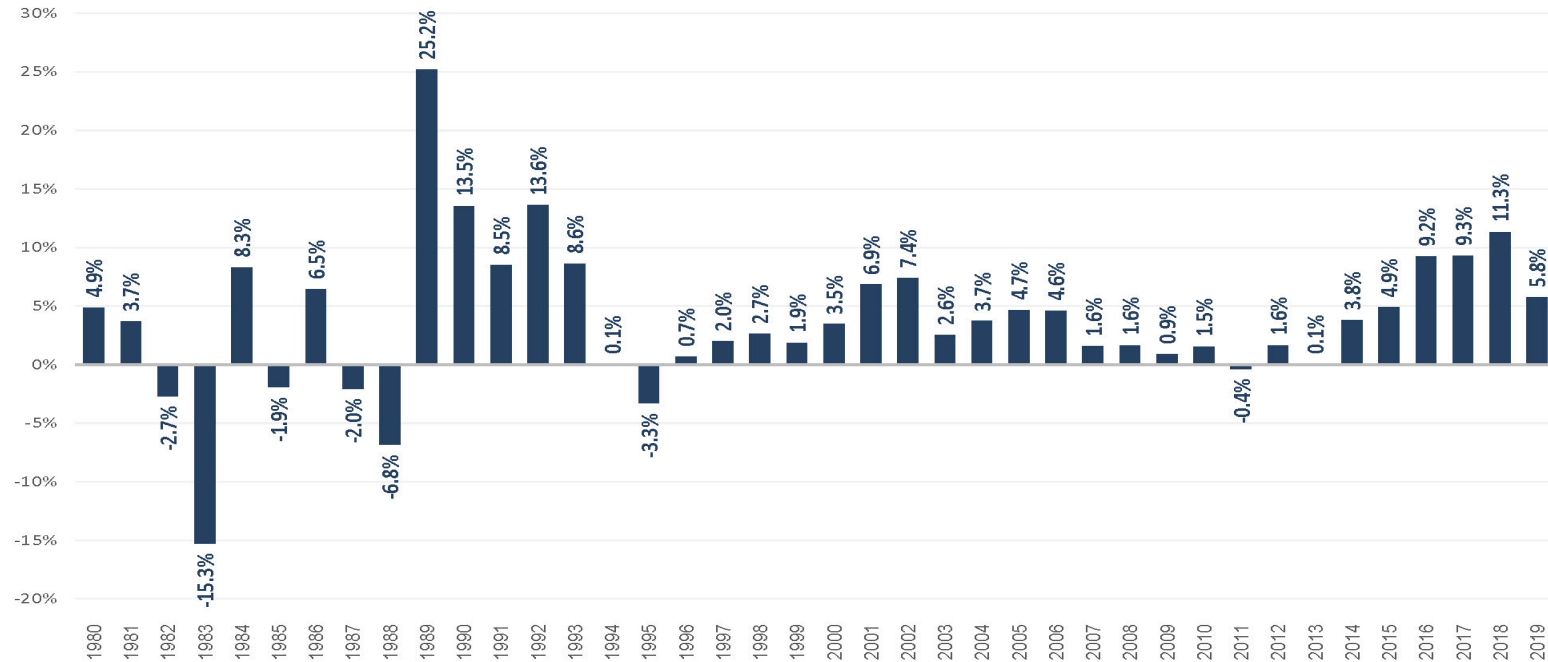
1980 - 2019 HOME PRICE INDEX

(*NOTE: 2019 APPRECIATION RATES BASED ON JAN-SEP DATA)

AVERAGE ANNUAL APPRECIATION: 3.9%

RECENT QUARTER APPRECIATION

4Q'18	1Q'19	2Q'19	3Q'19
2.60	1.16	3.92	0.62



DATA REPORTED: 11/26/2019, SOURCE: WWW.FHFA.GOV

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