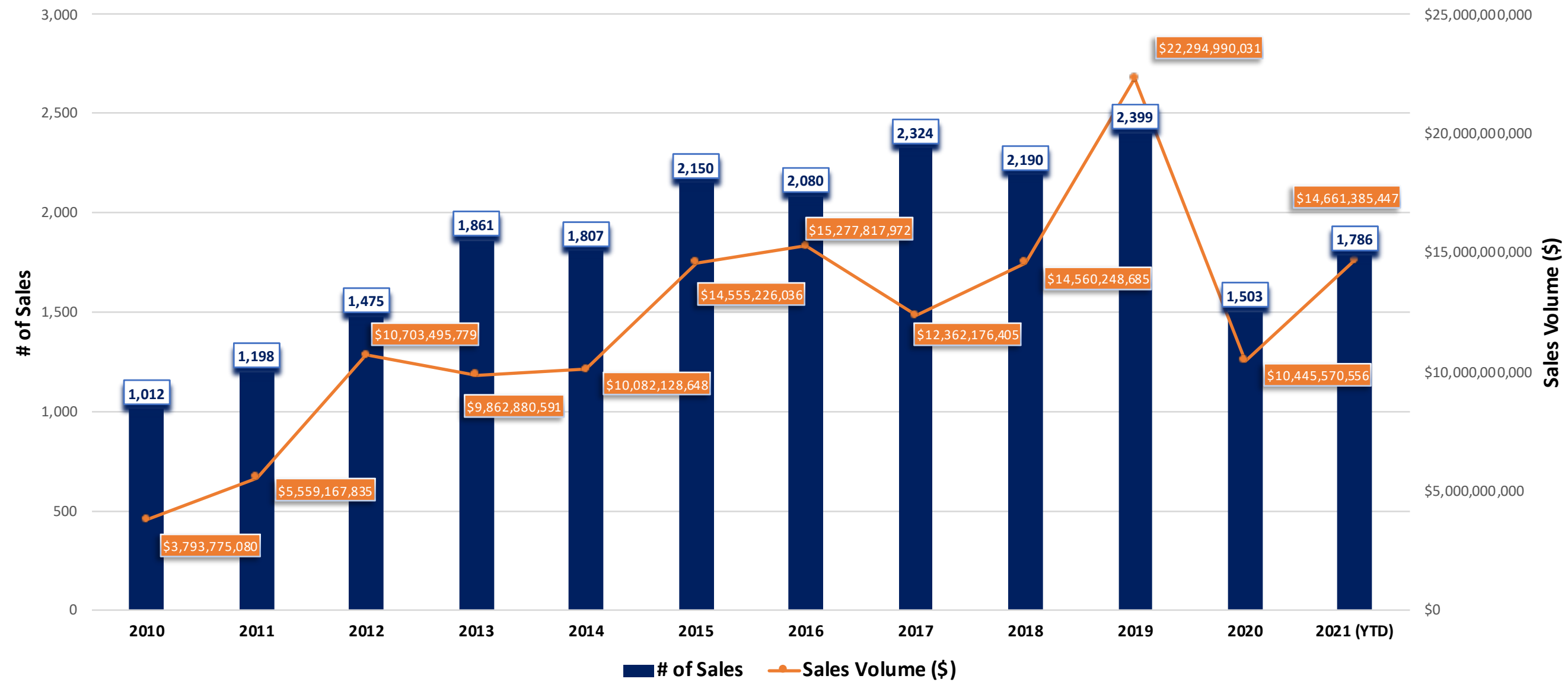




CBA Researched Sales by Year





**CBA Researched CMA Sales
Snapshot (2010-2021)**

Sales by County	2010		2011		2012		2013		2014		2015		2016		2017		2018		2019		2020		2021 (YTD)	
	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# 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	743	\$10,448,566,862
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	297	\$1,715,674,814
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	390	\$1,933,255,589
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	186	\$284,900,660
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	62	\$80,403,198
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	108	\$198,584,324
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	1,786	\$14,661,385,447
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	434	\$3,950,643,320
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	439	\$1,523,300,018
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	323	\$2,748,196,328
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	355	\$2,239,235,603
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	235	\$4,200,010,178
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	1,786	\$14,661,385,447



**CBA Researched CMA Sales
Sales by Asset, County, and Year**

	2010		2011		2012		2013		2014		2015		2016		2017		2018		2019		2020		2021 (YTD)	
	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)	# of Sales	Sales Volume (\$)
Office																								
King	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	157	\$3,363,963,621
Snohomish	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	62	\$213,314,725
Pierce	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	88	\$158,369,723
Spokane	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	72	\$128,848,206
Kitsap	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	21	\$20,977,870
Thurston	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	34	\$65,169,175
Totals	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	\$4,887,772,331	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	434	\$3,950,643,320
Retail																								
King	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	138	\$719,034,103
Snohomish	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	87	\$286,888,399
Pierce	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	117	\$331,398,312
Spokane	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	52	\$87,394,929
Kitsap	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	21	\$42,070,328
Thurston	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	24	\$56,513,947
Totals	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	439	\$1,523,300,018
Ind/Flex																								
King	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	147	\$1,712,255,628
Snohomish	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	54	\$661,526,000
Pierce	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	55	\$283,187,303
Spokane	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	34	\$42,603,151
Kitsap	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	9	\$7,461,000
Thurston	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	24	\$41,163,246
Totals	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	323	\$2,748,196,328
Land																								
King	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	153	\$1,448,637,124
Snohomish	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	56	\$190,129,060
Pierce	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	81	\$528,783,089
Spokane	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	28	\$26,054,374
Kitsap	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	11	\$9,894,000
Thurston	10	\$8,602,708	18	\$21,815,766	17	\$42,518,524	20	\$42,076,621	21	\$24,775,916	6	\$4,549,000	10	\$5,122,500	15	\$48,303,769	16	\$10,328,975	11	\$12,713,660	10	\$9,667,643	26	\$35,737,956
Totals	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	355	\$2,239,235,603
Multifamily																								
King	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	148	\$3,204,676,386
Snohomish	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	38	\$363,816,630
Pierce	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	49	\$631,517,162
Totals	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	235	\$4,200,010,178
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	1,786	\$14,661,385,447