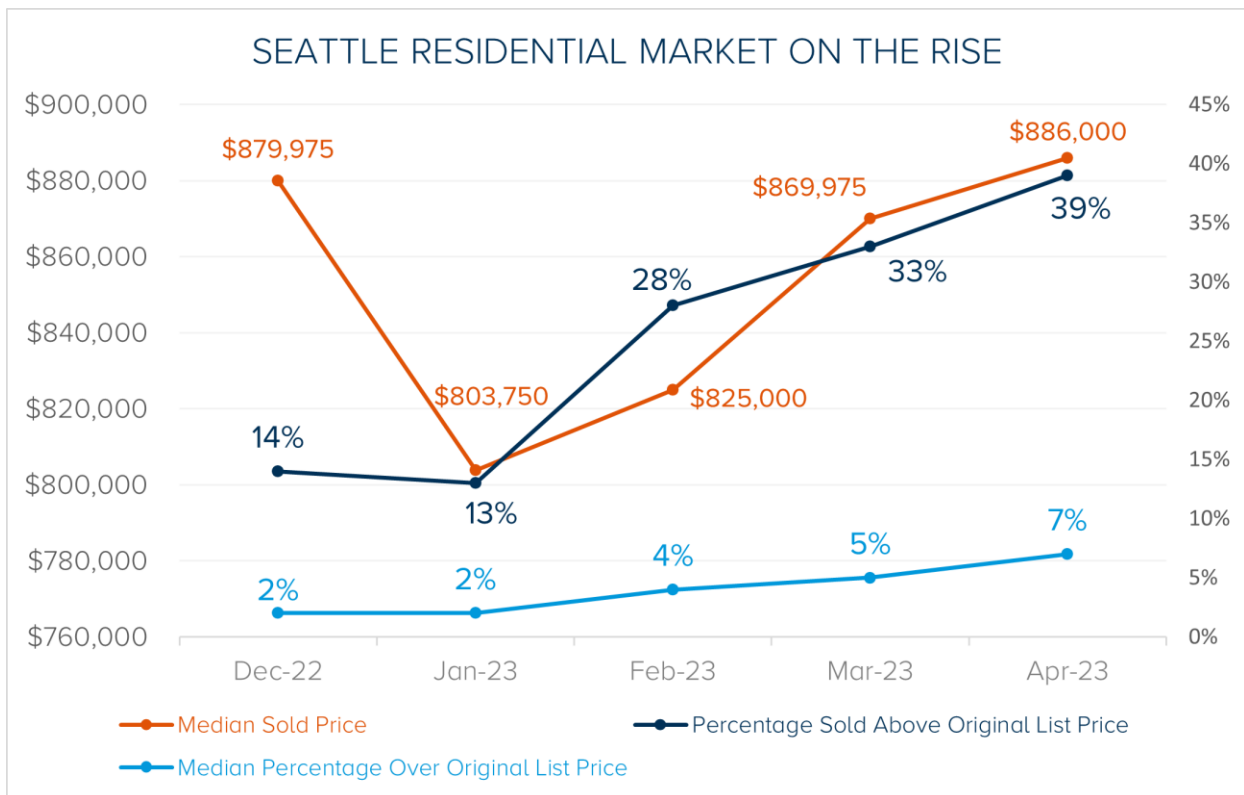


APRIL MONTHLY TALKING POINTS

SEATTLE (BASED ON RESIDENTIAL REPORT):

The real estate market in Seattle is experiencing an upswing, with several key indicators showing positive growth since January 2023. For instance, the median closed sales price, the percentage of multiple offers, and the median percentage paid over the original asking price have all gone up. Despite interest rates remaining relatively stable at 6.42% on December 29, 2022, and 6.39% on May 4, 2023, the market continues to show signs of improvement.



Year-to-date in 2023, new listings taken have decreased by 21% compared to the same period a year ago. This scarcity in supply has constrained the number of sales, resulting in a situation where demand outstrips supply, leading to an increase in prices.

The lower number of available homes on the market has contributed to the rise in prices, as buyers compete for a limited pool of properties. This trend can lead to multiple offers and bidding wars, further driving up prices.

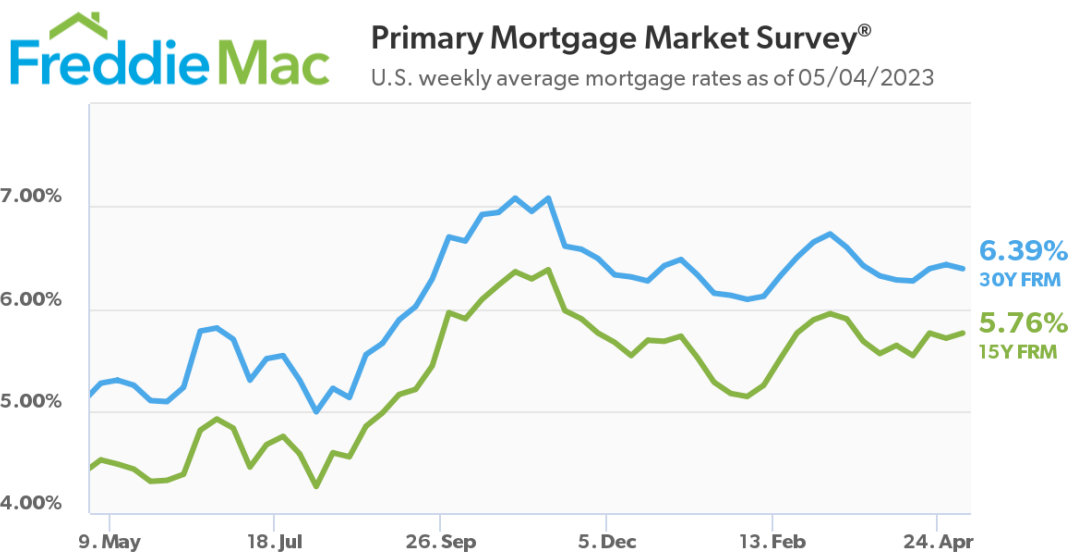
Overall, the shortage of supply relative to demand has been the primary driver of the increase in prices, with the imbalance being particularly acute due to the significant decrease in new listings taken year-to-date compared to the same period in the previous year.

Continued on Next Page

Although there has been a 13% or \$133,950 decline in prices, the increase in interest rates has offset this reduction. As a result, the monthly payment remains at around \$5,507, which is comparable to the payment amount from a year ago.

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
April, 2023	\$886,000	6.34%	\$5,507
April, 2022	\$1,019,950	4.98%	\$5,463
	-\$133,950	1.36%	\$44 Per Month
			\$532 Per Year

* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month



When it comes to buying a home, prospective buyers often face the dilemma of whether to buy now or wait for interest rates to change. Some may decide to buy now and expect to refinance their loan in the future, while others may choose to wait for interest rates to shift before making a purchase.

Sellers and buyers need our skills. Buyers can use our confidence, patience, and skills to win in multiple offers. Sellers will benefit from our presentation, marketing, and negotiating skill.