

July 2024 – Eastside TALKING POINTS

Based on Residential only reports

- Summer on the Eastside brings more properties to the market and fewer multiple offers. The combination can lead to real estate brokers feeling the market is slower. While it might feel slower, the increase in new properties for sale increases the number of sales.
 - Multiple offers were 43% of the sales in July compared to the peak for the year of 59% in April.
 - Properties selling over the original list price did so by a median of 5% in July down from the peak of 9% in April.
 - Months supply of inventory for July was 1.2 compared to the low for the year of 0.6 in April.
 - Pending transactions totaled 622 in July up 15% from the same month a year ago. Pending transactions are up 11% year to date.
 - Closed sales were up 32% July compared to July a year ago and 16% year to date.

- Eastside Median Closed Sales Price are up 8% at \$1,620,000 compared to \$1,500,000 a year ago.
 - July 2024 prices are down 5% from May 2024 prices of \$1,699,975
 - July 2024 prices are down 6% from the record high set in April 2022 at \$1,722,500

- Monthly payments also decreased from the peak in May 2024. Although they are up from a year ago.

| | Closed Sales Price Median | Interest Rate 30-year fixed | Principal & Interest Monthly |
|--------------------------------|--------------------------------------|--|---|
| Current Month July 2024 | \$1,620,000 | 6.85% | \$10,615 |
| Peak Month of 2024 May 2024 | \$1,699,975 | 7.06% | \$11,379 |
| Prior Year July 2023 | \$1,500,000 | 6.84% | \$9,819 |

- Listing brokers and Sellers may want to consider August and September are the last two months of the year that pending sales are above average when creating marketing plans:

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2014 - 2023

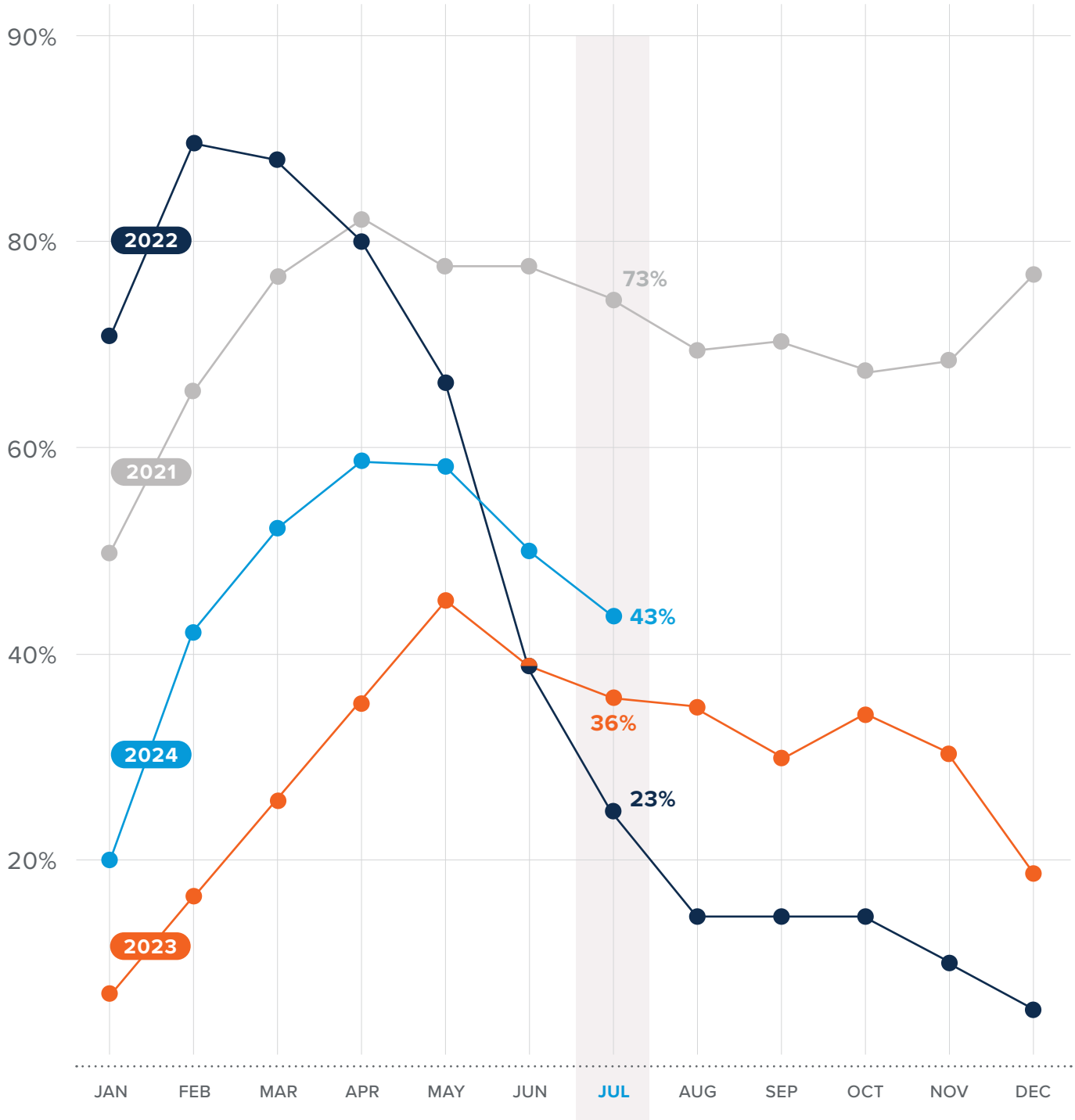
| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | Annual Totals | T |
|---------------------------|-----|-----|------|------|------|------|------|------|------|-----|-----|-----|---------------|---|
| # of Pending Transactions | 477 | 583 | 808 | 824 | 955 | 906 | 840 | 821 | 747 | 691 | 521 | 344 | 8,516 | T |
| % of 12 Month Avg. | 67% | 82% | 114% | 116% | 135% | 128% | 118% | 116% | 105% | 97% | 73% | 48% | | |

JULY 2024

% OF LISTINGS SOLD ABOVE LIST PRICE



EASTSIDE RESIDENTIAL



windermere.com

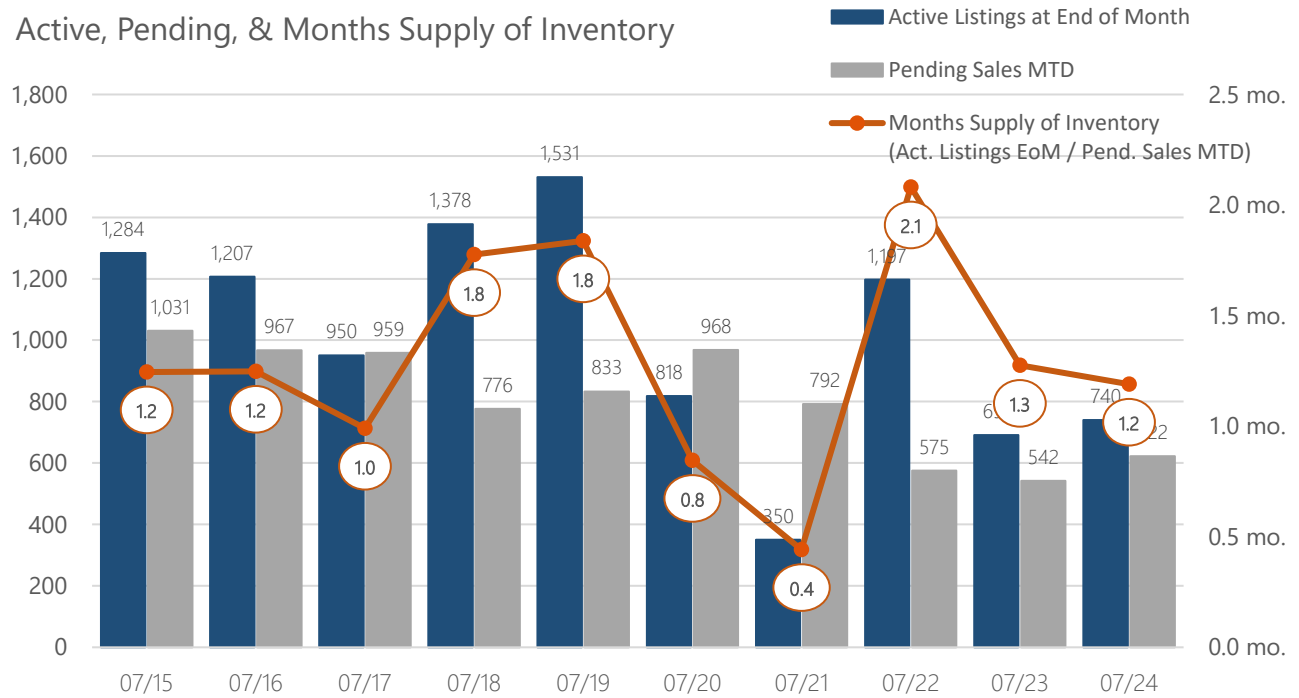
Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

Windermere
REAL ESTATE

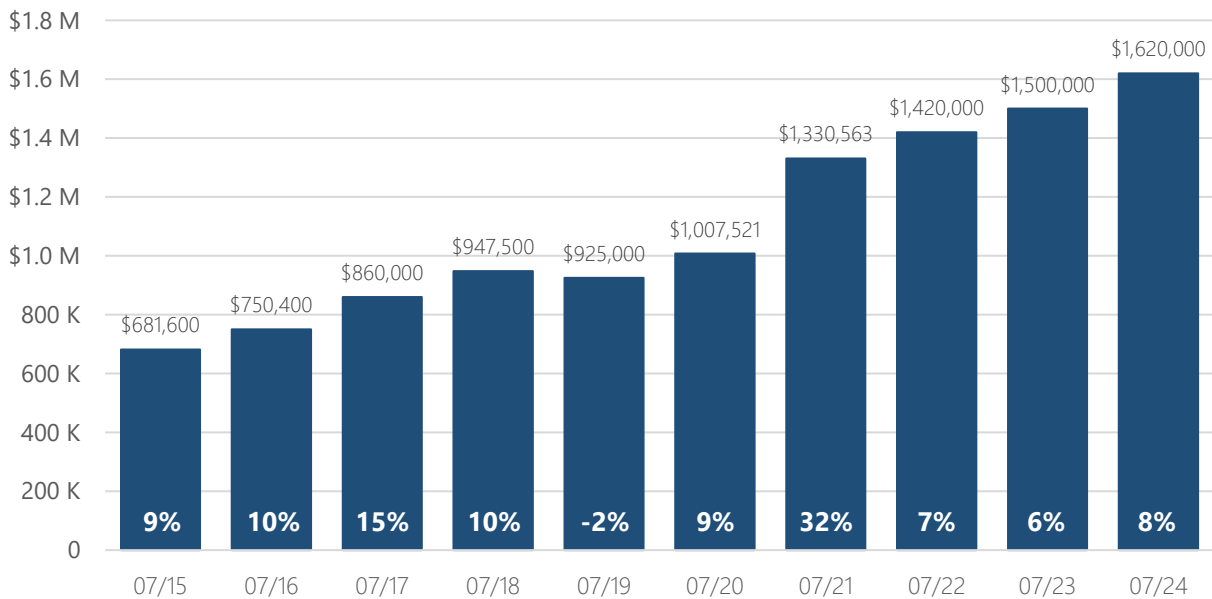
Eastside (All Areas)

RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



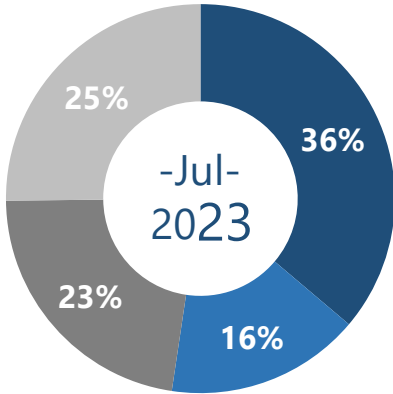
Median Closed Sales Price For Current Month Sold Properties



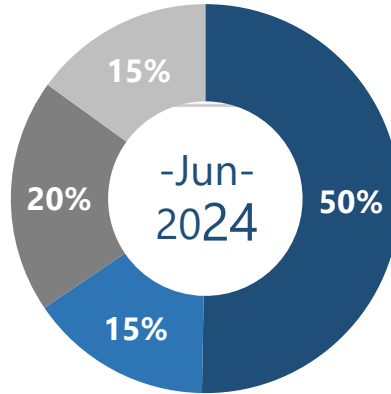
Eastside (All Areas)

RESIDENTIAL ONLY

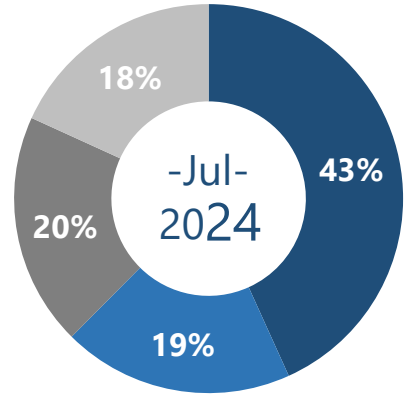
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD
ABOVE
LIST
PRICE



SOLD
AT
LIST
PRICE



SOLD
BELOW
LIST
PRICE



PRICE
CHANGE
BEFORE
SALE

JULY 2024

| | | SOLD ABOVE LIST PRICE | SOLD AT LIST PRICE | SOLD BELOW LIST PRICE | PRICE CHANGE BEFORE SALE |
|-----------------------------------|---|-----------------------|--------------------|-----------------------|--------------------------|
| AVERAGE DAYS ON MARKET | ▶ | 4 | 8 | 21 | 57 |
| NUMBER OF SALES IN MONTH | ▶ | 259 | 115 | 116 | 109 |
| MEDIAN % FROM ORIGINAL LIST PRICE | ▶ | 5% | 0% | -3% | N/A |

Eastside (All Areas)

RESIDENTIAL ONLY

Sales Price to List Price
based on Market Time

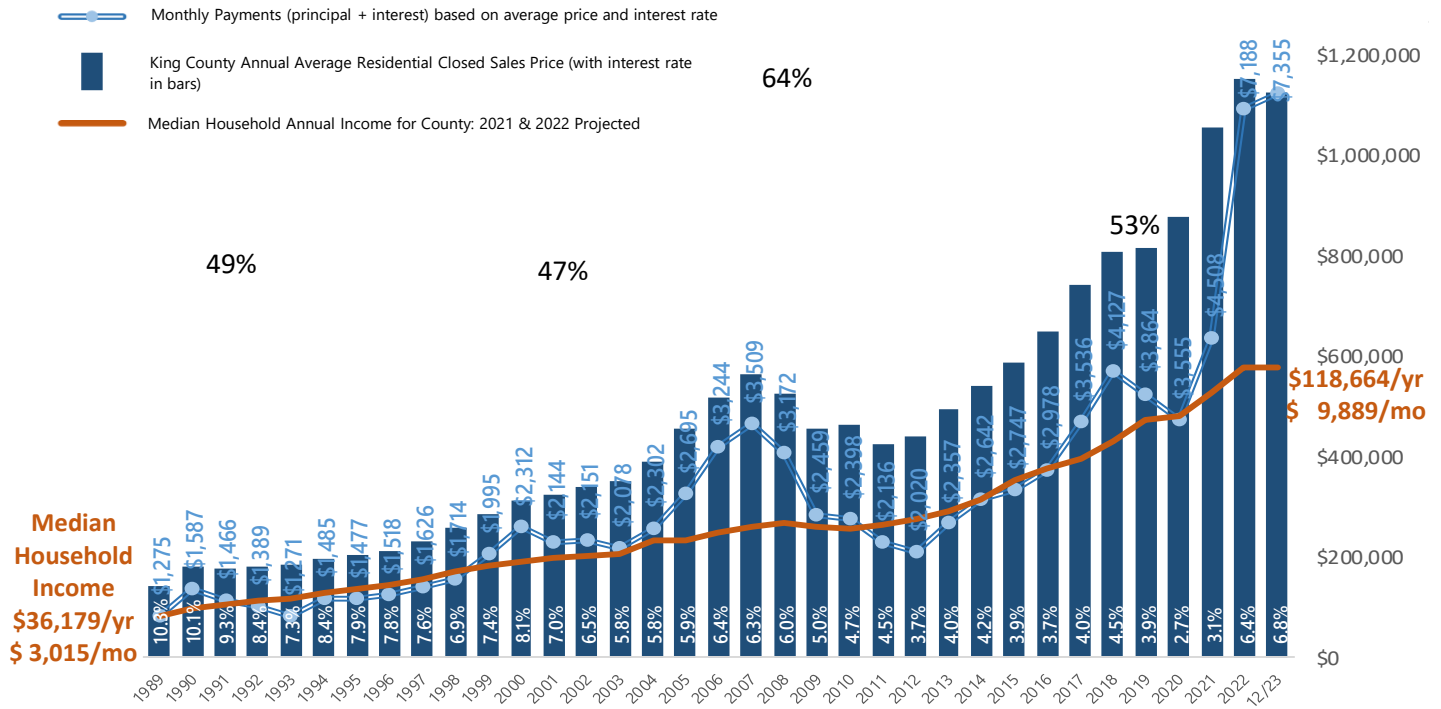
| Market Time (DOM) | Median SP to Original LP % | Median SP to Last LP % | Total Units | % of Total |
|-------------------|----------------------------|------------------------|-------------|------------|
| < 15 | 101.2% | 101.2% | 453 | 75.6% |
| 15 - 30 | 96.0% | 97.4% | 71 | 11.9% |
| 31 - 60 | 93.6% | 97.2% | 50 | 8.3% |
| 61 - 90 | 90.9% | 98.0% | 13 | 2.2% |
| 90+ | 97.0% | 98.5% | 12 | 2.0% |
| Totals | | | 599 | 100.0% |

The Cost of
Waiting a Year

| | Median Price | Interest Rate* 30-Year-Fixed | P&I Principal & Interest |
|------------|------------------|---------------------------------|-----------------------------|
| July, 2024 | \$1,620,000 | 6.85% | \$10,615 |
| July, 2023 | \$1,500,000 | 6.84% | \$9,819 |
| | \$120,000 | 0.01% | \$796 Per Month |
| | | | \$9,556 Per Year |

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

Monthly Payments Compared to Income Trendline King County



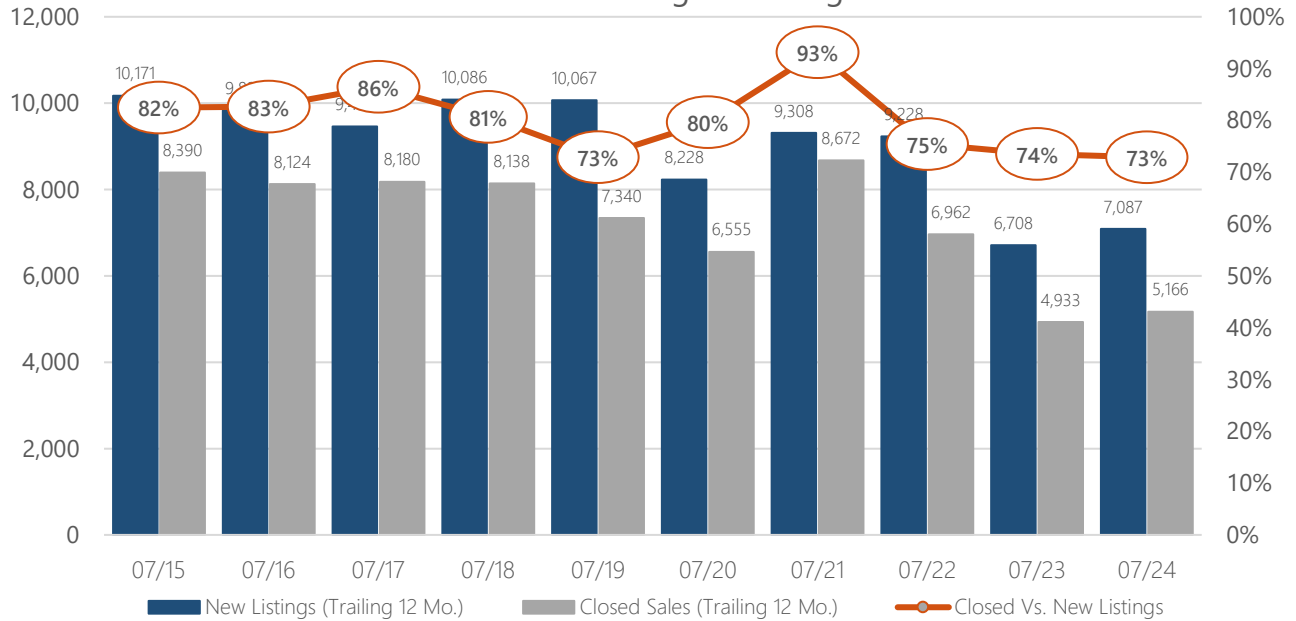
| | | |
|-----------------|--|---|
| <p>A</p> | <p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p> | <p>Two Factors for Payment</p> |
| <p>B</p> | <p>Monthly payment based on purchase price and interest rate</p> | <p>Purchaser's Buy Payment</p> |
| <p>C</p> | <p>Annual Median Household Income for County: 2021 & 2022 Projected</p> | <p>Payments tend to rise above the County Median Household Income Line and then return to it.</p> |
| <p>D</p> | <p>Monthly payments divided by median income</p> | <p>Monthly cycle peaks shown</p> |

Eastside (All Areas)

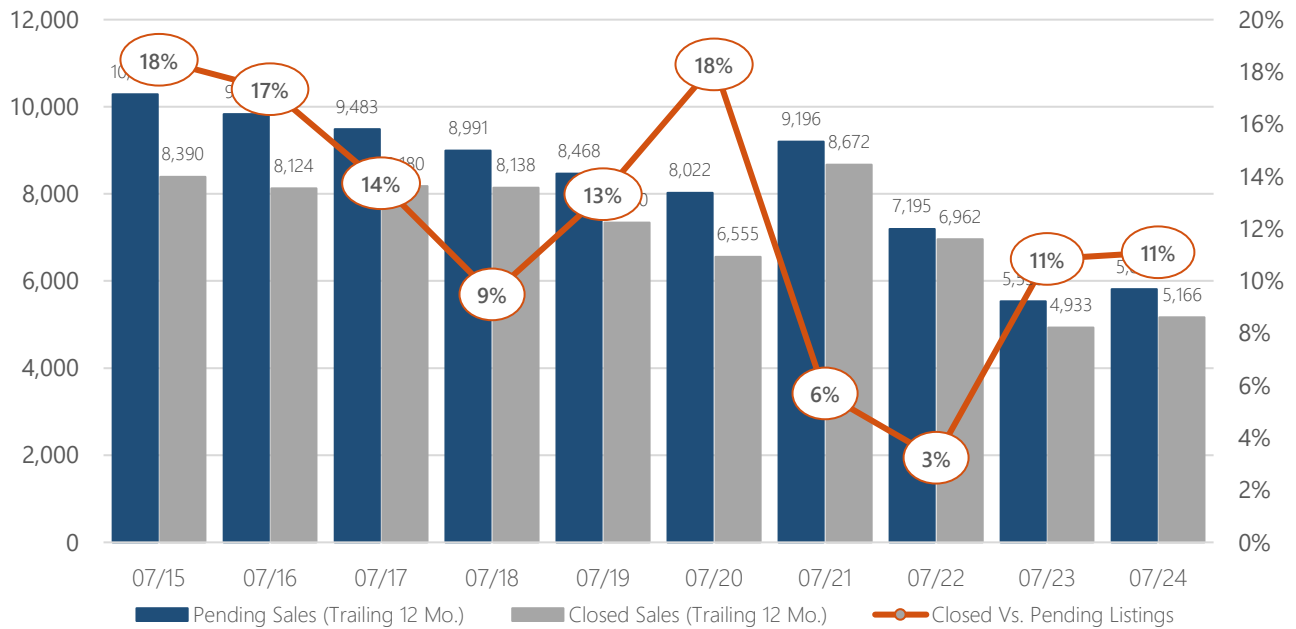
RESIDENTIAL ONLY

What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close



Months Supply
of
Inventory
•
**CURRENT
MONTH**
•
KING &
SNOHOMISH
COUNTY
•
RESIDENTIAL ONLY

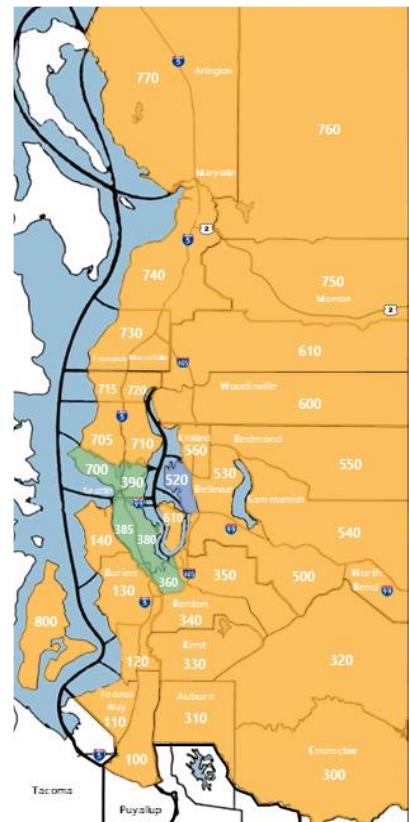
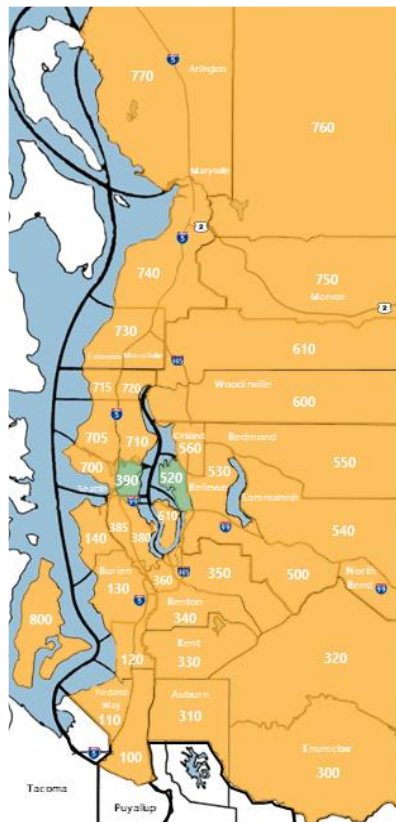
| Area | Months Inventory | | | Area | Months Inventory | | |
|------|------------------|------|------|------|------------------|------|------|
| | 2022 | 2023 | 2024 | | 2022 | 2023 | 2024 |
| 100 | 2.0 | 1.1 | 1.2 | 530 | 2.1 | 1.5 | 1.2 |
| 110 | 1.4 | 1.1 | 1.6 | 540 | 2.1 | 1.2 | 1.0 |
| 120 | 1.7 | 0.8 | 1.6 | 550 | 1.8 | 0.9 | 1.7 |
| 130 | 1.4 | 1.4 | 1.7 | 560 | 2.7 | 2.0 | 1.2 |
| 140 | 1.3 | 1.2 | 1.9 | 600 | 1.8 | 1.1 | 0.9 |
| 300 | 1.4 | 1.1 | 1.8 | 610 | 1.7 | 1.1 | 1.2 |
| 310 | 1.9 | 1.0 | 1.4 | 700 | 1.7 | 1.8 | 2.2 |
| 320 | 2.2 | 1.3 | 2.0 | 701 | 0.0 | 0.0 | 0.0 |
| 330 | 2.0 | 1.1 | 1.4 | 705 | 1.5 | 0.9 | 1.5 |
| 340 | 1.6 | 1.2 | 1.2 | 710 | 1.5 | 1.3 | 1.6 |
| 350 | 1.4 | 1.2 | 1.4 | 715 | 1.4 | 1.1 | 1.3 |
| 360 | 1.2 | 1.1 | 2.1 | 720 | 1.3 | 1.0 | 1.6 |
| 380 | 1.7 | 1.6 | 3.0 | 730 | 1.7 | 0.7 | 1.1 |
| 385 | 2.3 | 1.3 | 3.2 | 740 | 1.6 | 0.9 | 1.4 |
| 390 | 2.3 | 2.3 | 3.4 | 750 | 2.2 | 0.8 | 1.5 |
| 500 | 2.4 | 0.9 | 1.1 | 760 | 1.6 | 1.1 | 1.7 |
| 510 | 1.2 | 1.6 | 1.6 | 770 | 1.7 | 1.0 | 1.4 |
| 520 | 4.2 | 3.2 | 4.1 | 800 | 1.2 | 1.8 | 1.3 |

| 0 - 2 | 2 - 4 | 4+ |
|-----------------------|-----------------------|----------------------|
| SELLER'S ADVANTAGE | BALANCED ADVANTAGE | BUYER'S ADVANTAGE |

2 YEARS AGO

1 YEAR AGO

CURRENT YEAR



Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service. Months Supply of Inventory is active inventory on the last day of the month divided by the number of properties that went pending, signed agreement between buyers and sellers, during the month.

Eastside (All Areas) Statistics To Know

Residential

| | July, 2024 | July, 2023 | Difference | % Change |
|------------------------------------|-------------|-------------|------------|----------|
| Months Supply of Inventory | 1.2 | 1.3 | -0.1 | -7% |
| Active Listings at End of Month | 740 | 691 | 49 | 7% |
| Pending Sales MTD | 622 | 542 | 80 | 15% |
| Pending Sales (Trailing 12 Months) | 5,811 | 5,533 | 278 | 5% |
| Closed Sales MTD | 600 | 455 | 145 | 32% |
| Closed Sales (Trailing 12 Months) | 5,166 | 4,933 | 233 | 5% |
| Closed Sales Price (Median) | \$1,620,000 | \$1,500,000 | \$120,000 | 8% |
| 30-Year-Fixed-Rate Mortgage Rate | 6.9% | 6.8% | 0.0% | 0% |
| Monthly Payments (P&I) | \$10,615 | \$9,819 | \$796 | 8% |

Condominium

| | July, 2024 | July, 2023 | Difference | % Change |
|------------------------------------|------------|------------|------------|----------|
| Months Supply of Inventory | 1.8 | 1.0 | 0.8 | 74% |
| Active Listings at End of Month | 356 | 195 | 161 | 83% |
| Pending Sales MTD | 195 | 186 | 9 | 5% |
| Pending Sales (Trailing 12 Months) | 2,149 | 1,915 | 234 | 12% |
| Closed Sales MTD | 184 | 152 | 32 | 21% |
| Closed Sales (Trailing 12 Months) | 1,804 | 1,697 | 107 | 6% |
| Closed Sales Price (Median) | \$627,500 | \$600,000 | \$27,500 | 5% |
| 30-Year-Fixed-Rate Mortgage Rate | 6.9% | 6.8% | 0.0% | 0% |
| Monthly Payments (P&I) | \$4,112 | \$3,928 | \$184 | 5% |

Residential & Condominium

| | July, 2024 | July, 2023 | Difference | % Change |
|------------------------------------|-------------|-------------|------------|----------|
| Months Supply of Inventory | 1.3 | 1.2 | 0.1 | 10% |
| Active Listings at End of Month | 1,096 | 886 | 210 | 24% |
| Pending Sales MTD | 817 | 728 | 89 | 12% |
| Pending Sales (Trailing 12 Months) | 7,960 | 7,448 | 512 | 7% |
| Closed Sales MTD | 784 | 607 | 177 | 29% |
| Closed Sales (Trailing 12 Months) | 6,970 | 6,630 | 340 | 5% |
| Closed Sales Price (Median) | \$1,423,475 | \$1,275,000 | \$148,475 | 12% |
| 30-Year-Fixed-Rate Mortgage Rates | 6.9% | 6.8% | 0.0% | 0% |
| Monthly Payments (P&I) | \$9,327 | \$8,346 | \$981 | 12% |

Eastside (All Areas) RESIDENTIAL ONLY

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | MTD % Change | YTD Summary | T | YTD % Change |
|------|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------------|----------------|-----|-----------------|
| 2024 | Active Listings (EOM) | 281 | 344 | 367 | 440 | 672 | 745 | 740 | | | | | | 7% | 513 | AVG | -9% |
| | New Listings Taken in Month | 340 | 549 | 687 | 786 | 1,012 | 806 | 764 | | | | | | 11% | 4,944 | YTD | 19% |
| | # of Pending Transactions | 301 | 446 | 598 | 631 | 671 | 607 | 622 | | | | | | 15% | 3,876 | YTD | 11% |
| | Months Supply of Inventory | 0.9 | 0.8 | 0.6 | 0.7 | 1.0 | 1.2 | 1.2 | | | | | | -7% | 0.9 | AVG | -20% |
| | # of Closed Sales | 198 | 257 | 430 | 514 | 612 | 554 | 600 | | | | | | 32% | 3,165 | YTD | 16% |
| | Median Closed Price | 1,465,000 | 1,470,000 | 1,682,500 | 1,677,500 | 1,699,975 | 1,635,000 | 1,620,000 | | | | | | 8% | 1,612,402 | WA | 14% |
| 2023 | Active Listings (EOM) | 476 | 422 | 565 | 550 | 580 | 645 | 691 | 698 | 737 | 637 | 489 | 282 | -42% | 561 | AVG | -5% |
| | New Listings Taken in Month | 369 | 384 | 704 | 554 | 725 | 742 | 689 | 629 | 634 | 449 | 288 | 143 | -6% | 4,167 | YTD | -34% |
| | # of Pending Transactions | 341 | 389 | 501 | 529 | 604 | 571 | 542 | 516 | 469 | 414 | 309 | 227 | -6% | 3,477 | YTD | -18% |
| | Months Supply of Inventory | 1.4 | 1.1 | 1.1 | 1.0 | 1.0 | 1.1 | 1.3 | 1.4 | 1.6 | 1.5 | 1.6 | 1.2 | -39% | 1.1 | AVG | 18% |
| | # of Closed Sales | 184 | 269 | 396 | 397 | 463 | 575 | 455 | 533 | 418 | 410 | 343 | 297 | -5% | 2,739 | YTD | -24% |
| | Median Closed Price | 1,320,000 | 1,340,000 | 1,411,500 | 1,450,000 | 1,450,000 | 1,500,000 | 1,453,000 | 1,427,500 | 1,420,000 | 1,400,000 | 1,440,000 | | 6% | 1,419,930 | WA | -11% |
| 2022 | Active Listings (EOM) | 102 | 148 | 288 | 533 | 745 | 1,105 | 1,197 | 1,022 | 1,033 | 972 | 768 | 511 | 242% | 588 | AVG | 123% |
| | New Listings Taken in Month | 369 | 586 | 976 | 1,061 | 1,156 | 1,204 | 979 | 681 | 800 | 574 | 315 | 171 | 6% | 6,331 | YTD | 6% |
| | # of Pending Transactions | 310 | 508 | 779 | 752 | 754 | 546 | 575 | 628 | 542 | 401 | 283 | 202 | -27% | 4,224 | YTD | -22% |
| | Months Supply of Inventory | 0.3 | 0.3 | 0.4 | 0.7 | 1.0 | 2.0 | 2.1 | 1.6 | 1.9 | 2.4 | 2.7 | 2.5 | 371% | 1.0 | AVG | 170% |
| | # of Closed Sales | 234 | 252 | 551 | 678 | 731 | 678 | 479 | 581 | 539 | 476 | 325 | 273 | -50% | 3,603 | YTD | -24% |
| | Median Closed Price | 1,515,500 | 1,697,500 | 1,700,000 | 1,722,500 | 1,590,000 | 1,500,000 | 1,420,000 | 1,350,000 | 1,350,000 | 1,350,000 | 1,316,000 | 1,299,000 | 7% | 1,599,727 | WA | 23% |
| 2021 | Active Listings (EOM) | 219 | 224 | 216 | 309 | 239 | 288 | 350 | 278 | 282 | 185 | 100 | 55 | -57% | 264 | AVG | -63% |
| | New Listings Taken in Month | 467 | 577 | 927 | 1,012 | 922 | 1,116 | 925 | 852 | 788 | 598 | 401 | 258 | -9% | 5,946 | YTD | 8% |
| | # of Pending Transactions | 423 | 549 | 893 | 864 | 931 | 997 | 792 | 873 | 741 | 655 | 459 | 243 | -18% | 5,449 | YTD | 10% |
| | Months Supply of Inventory | 0.5 | 0.4 | 0.2 | 0.4 | 0.3 | 0.3 | 0.4 | 0.3 | 0.4 | 0.3 | 0.2 | 0.2 | -48% | 0.4 | AVG | -66% |
| | # of Closed Sales | 344 | 363 | 617 | 745 | 808 | 921 | 965 | 833 | 769 | 717 | 589 | 451 | 18% | 4,763 | YTD | 34% |
| | Median Closed Price | 1,149,000 | 1,265,000 | 1,350,000 | 1,300,000 | 1,298,475 | 1,364,000 | 1,330,563 | 1,300,000 | 1,310,000 | 1,365,000 | 1,428,000 | 1,529,500 | 32% | 1,297,318 | WA | 34% |
| 2020 | # of Active Listings | 517 | 519 | 682 | 782 | 825 | 819 | 818 | 739 | 575 | 473 | 316 | 188 | -47% | 709 | A | -46% |
| | New Listings Taken in Month | 534 | 640 | 924 | 588 | 841 | 974 | 1,011 | 985 | 861 | 794 | 429 | 293 | -2% | 5,512 | YTD | -19% |
| | # of Pending Transactions | 503 | 625 | 659 | 480 | 778 | 933 | 968 | 1,016 | 975 | 854 | 544 | 358 | 16% | 4,946 | YTD | -13% |
| | Months Supply of Inventory | 1.0 | 0.8 | 1.0 | 1.6 | 1.1 | 0.9 | 0.8 | 0.7 | 0.6 | 0.6 | 0.6 | 0.5 | -54% | 1.0 | A | -38% |
| | # of Closed Sales | 290 | 359 | 505 | 466 | 426 | 691 | 816 | 820 | 836 | 890 | 701 | 662 | 2% | 3,553 | T | -19% |
| | Median Closed Price | 892,003 | 985,000 | 1,035,000 | 936,995 | 945,250 | 976,800 | 1,007,521 | 1,050,000 | 1,040,000 | 1,050,000 | 1,060,000 | 1,113,765 | 9% | 970,384 | WA | 5% |

Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service.
AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

Eastside (All Areas)
RESIDENTIAL ONLY

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | MTD % Change | YTD Summary | TT | YTD % Change |
|-----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------------|----------------|-----|-----------------|
| 2019 Active Listings (EOM) | 979 | 1,001 | 1,207 | 1,285 | 1,567 | 1,618 | 1,531 | 1,405 | 1,356 | 1,149 | 777 | 499 | 11% | 1,313 | AVG | 56% |
| New Listings Taken in Month | 613 | 591 | 1,104 | 1,093 | 1,395 | 1,054 | 869 | 757 | 807 | 625 | 323 | 204 | -15% | 6,719 | YTD | -2% |
| # of Pending Transactions | 497 | 537 | 876 | 997 | 1,031 | 883 | 833 | 738 | 696 | 697 | 581 | 364 | 7% | 5,654 | YTD | 4% |
| Months Supply of Inventory | 2.0 | 1.9 | 1.4 | 1.3 | 1.5 | 1.8 | 1.8 | 1.9 | 1.9 | 1.6 | 1.3 | 1.4 | 4% | 1.7 | AVG | 56% |
| # of Closed Sales | 322 | 379 | 537 | 648 | 859 | 853 | 803 | 749 | 554 | 607 | 568 | 524 | 1% | 4,401 | YTD | 0% |
| Median Closed Price | 910,000 | 900,000 | 950,000 | 927,500 | 928,800 | 950,000 | 925,000 | 935,000 | 928,500 | 900,000 | 900,000 | 949,000 | -2% | 927,649 | WA | -2% |
| 2018 Active Listings (EOM) | 412 | 475 | 577 | 736 | 1,040 | 1,278 | 1,378 | 1,556 | 1,690 | 1,537 | 1,246 | 918 | 45% | 842 | AVG | 25% |
| New Listings Taken in Month | 497 | 649 | 990 | 987 | 1,429 | 1,248 | 1,027 | 978 | 975 | 723 | 449 | 223 | -1% | 6,827 | YTD | 7% |
| # of Pending Transactions | 448 | 570 | 850 | 795 | 1,056 | 916 | 776 | 705 | 642 | 614 | 514 | 339 | -19% | 5,411 | YTD | -6% |
| Months Supply of Inventory | 0.9 | 0.8 | 0.7 | 0.9 | 1.0 | 1.4 | 1.8 | 2.2 | 2.6 | 2.5 | 2.4 | 2.7 | 79% | 1.1 | AVG | 31% |
| # of Closed Sales | 353 | 370 | 557 | 663 | 748 | 911 | 798 | 735 | 569 | 627 | 516 | 492 | -7% | 4,400 | YTD | -2% |
| Median Closed Price | 938,000 | 950,000 | 926,000 | 943,000 | 960,000 | 977,759 | 947,500 | 935,000 | 890,000 | 890,000 | 885,000 | 908,762 | 10% | 949,141 | WA | 11% |
| 2017 Active Listings (EOM) | 453 | 438 | 585 | 623 | 760 | 893 | 950 | 899 | 962 | 797 | 562 | 359 | -21% | 672 | AVG | -23% |
| New Listings Taken in Month | 531 | 556 | 931 | 920 | 1,208 | 1,215 | 1,042 | 965 | 908 | 710 | 440 | 236 | -2% | 6,403 | YTD | -5% |
| # of Pending Transactions | 487 | 565 | 790 | 872 | 1,054 | 1,045 | 959 | 956 | 832 | 790 | 612 | 390 | -1% | 5,772 | YTD | -6% |
| Months Supply of Inventory | 0.9 | 0.8 | 0.7 | 0.7 | 0.7 | 0.9 | 1.0 | 0.9 | 1.2 | 1.0 | 0.9 | 0.9 | -21% | 0.8 | AVG | -18% |
| # of Closed Sales | 425 | 345 | 553 | 585 | 777 | 942 | 855 | 919 | 766 | 764 | 687 | 602 | -6% | 4,482 | YTD | -3% |
| Median Closed Price | 793,859 | 832,000 | 870,000 | 880,000 | 875,000 | 885,000 | 860,000 | 853,000 | 855,000 | 845,000 | 851,201 | 938,240 | 15% | 857,623 | WA | 16% |
| 2016 Active Listings (EOM) | 592 | 624 | 740 | 911 | 925 | 1,110 | 1,207 | 1,101 | 1,093 | 867 | 632 | 436 | -6% | 873 | AVG | -18% |
| New Listings Taken in Month | 566 | 680 | 968 | 1,088 | 1,102 | 1,250 | 1,066 | 892 | 894 | 621 | 406 | 241 | 1% | 6,720 | YTD | -2% |
| # of Pending Transactions | 540 | 702 | 859 | 934 | 1,108 | 1,044 | 967 | 947 | 894 | 855 | 616 | 399 | -6% | 6,154 | YTD | -7% |
| Months Supply of Inventory | 1.1 | 0.9 | 0.9 | 1.0 | 0.8 | 1.1 | 1.2 | 1.2 | 1.2 | 1.0 | 1.0 | 1.1 | 0% | 1.0 | AVG | -13% |
| # of Closed Sales | 392 | 388 | 565 | 655 | 759 | 938 | 909 | 877 | 770 | 757 | 694 | 600 | -2% | 4,606 | YTD | -7% |
| Median Closed Price | 697,500 | 739,975 | 739,440 | 730,000 | 760,000 | 746,500 | 750,400 | 769,000 | 750,000 | 768,000 | 759,400 | 803,500 | 10% | 738,156 | WA | 14% |
| 2015 Active Listings (EOM) | 818 | 891 | 925 | 1,066 | 1,214 | 1,247 | 1,284 | 1,237 | 1,153 | 1,013 | 719 | 543 | -26% | 1,064 | AVG | -16% |
| New Listings Taken in Month | 540 | 757 | 978 | 1,143 | 1,210 | 1,159 | 1,054 | 907 | 797 | 732 | 387 | 284 | -11% | 6,841 | YTD | -1% |
| # of Pending Transactions | 581 | 740 | 1,008 | 1,046 | 1,116 | 1,101 | 1,031 | 954 | 850 | 818 | 640 | 412 | 8% | 6,623 | YTD | 6% |
| Months Supply of Inventory | 1.4 | 1.2 | 0.9 | 1.0 | 1.1 | 1.1 | 1.2 | 1.3 | 1.4 | 1.2 | 1.1 | 1.3 | -32% | 1.1 | AVG | -20% |
| # of Closed Sales | 419 | 410 | 632 | 740 | 816 | 981 | 932 | 865 | 774 | 715 | 528 | 636 | -2% | 4,930 | YTD | 10% |
| Median Closed Price | 625,000 | 617,645 | 632,554 | 654,650 | 655,000 | 670,000 | 681,600 | 672,000 | 680,000 | 667,000 | 674,000 | 675,000 | 9% | 648,813 | WA | 6% |
| 2014 Active Listings (EOM) | 905 | 965 | 1,069 | 1,178 | 1,443 | 1,581 | 1,732 | 1,790 | 1,653 | 1,438 | 1,098 | 814 | 6% | 1,268 | AVG | 4% |
| New Listings Taken in Month | 588 | 671 | 933 | 1,054 | 1,308 | 1,164 | 1,180 | 976 | 850 | 729 | 459 | 316 | 3% | 6,898 | YTD | 0% |
| # of Pending Transactions | 636 | 648 | 869 | 974 | 1,114 | 1,026 | 952 | 872 | 828 | 814 | 650 | 503 | -7% | 6,219 | YTD | -5% |
| Months Supply of Inventory | 1.4 | 1.5 | 1.2 | 1.2 | 1.3 | 1.5 | 1.8 | 2.1 | 2.0 | 1.8 | 1.7 | 1.6 | 14% | 1.4 | AVG | 10% |
| # of Closed Sales | 390 | 392 | 529 | 641 | 763 | 795 | 952 | 819 | 731 | 706 | 580 | 624 | 5% | 4,462 | YTD | -6% |
| Median Closed Price | 599,500 | 587,146 | 599,950 | 618,000 | 619,420 | 630,000 | 624,900 | 605,000 | 605,000 | 615,864 | 612,000 | 639,350 | 10% | 611,624 | WA | 11% |

Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service.
AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

Eastside (All Areas)
RESIDENTIAL ONLY

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2014 - 2023

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | Annual Totals | T |
|-----------------------------|---------|---------|-----------|-----------|-----------|-----------|-----------|---------|---------|---------|---------|-----------|---------------|-----|
| Active Listings (EOM) | 547 | 571 | 685 | 797 | 934 | 1,058 | 1,114 | 1,073 | 1,053 | 907 | 671 | 461 | 823 | AVG |
| % of 12 Month Avg. | 67% | 69% | 83% | 97% | 114% | 129% | 135% | 130% | 128% | 110% | 82% | 56% | | |
| New Listings Taken in Month | 507 | 609 | 944 | 950 | 1,130 | 1,113 | 984 | 862 | 831 | 656 | 390 | 237 | 9,212 | T |
| % of 12 Month Avg. | 66% | 79% | 123% | 124% | 147% | 145% | 128% | 112% | 108% | 85% | 51% | 31% | | |
| # of Pending Transactions | 477 | 583 | 808 | 824 | 955 | 906 | 840 | 821 | 747 | 691 | 521 | 344 | 8,516 | T |
| % of 12 Month Avg. | 67% | 82% | 114% | 116% | 135% | 128% | 118% | 116% | 105% | 97% | 73% | 48% | | |
| Months Supply of Inventory | 1.1 | 1.0 | 0.8 | 1.0 | 1.0 | 1.2 | 1.3 | 1.3 | 1.4 | 1.3 | 1.3 | 1.3 | 1.2 | AVG |
| % of 12 Month Avg. | 98% | 83% | 72% | 82% | 83% | 100% | 113% | 111% | 120% | 112% | 110% | 114% | | |
| # of Closed Units | 335 | 353 | 544 | 622 | 715 | 829 | 796 | 773 | 673 | 667 | 553 | 516 | 7,376 | T |
| % of 12 Month Avg. | 55% | 57% | 89% | 101% | 116% | 135% | 130% | 126% | 109% | 109% | 90% | 84% | | |
| Median Closed Price | 944,036 | 991,427 | 1,021,444 | 1,016,265 | 1,008,195 | 1,015,006 | 1,004,748 | 992,200 | 983,600 | 987,086 | 988,560 | 1,029,612 | 998,515 | AVG |
| % of 12 Month Avg. | 95% | 99% | 102% | 102% | 101% | 102% | 101% | 99% | 99% | 99% | 99% | 103% | | |

Eastside (All Areas)
RESIDENTIAL ONLY
Closed Sales by Price by Month

2024

| SALES PRICE | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEPT | OCT | NOV | DEC | YTD |
|----------------------------|------------|------------|------------|------------|------------|------------|------------|-----|------|-----|-----|-----|--------------|
| \$0 to \$249,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | | | | 0 |
| \$250,000 to \$499,999 | 1 | 0 | 1 | 0 | 4 | 2 | 1 | | | | | | 9 |
| \$500,000 to \$749,999 | 10 | 13 | 17 | 11 | 13 | 10 | 16 | | | | | | 90 |
| \$750,000 to \$999,999 | 32 | 27 | 39 | 52 | 48 | 51 | 58 | | | | | | 307 |
| \$1,000,000 to \$1,499,999 | 61 | 89 | 106 | 132 | 157 | 165 | 166 | | | | | | 876 |
| \$1,500,000 to \$2,499,999 | 57 | 80 | 173 | 222 | 280 | 224 | 256 | | | | | | 1,292 |
| \$2,500,000 and above | 36 | 48 | 94 | 96 | 108 | 93 | 102 | | | | | | 577 |
| Grand Total | 197 | 257 | 430 | 513 | 610 | 545 | 599 | | | | | | 3,151 |

2023

| SALES PRICE | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEPT | OCT | NOV | DEC | YTD |
|----------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--------------|
| \$0 to \$249,999 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 2 |
| \$250,000 to \$499,999 | 1 | 5 | 2 | 2 | 4 | 7 | 1 | 5 | 1 | 1 | 1 | 2 | 22 |
| \$500,000 to \$749,999 | 15 | 23 | 19 | 24 | 15 | 21 | 25 | 15 | 15 | 20 | 25 | 19 | 142 |
| \$750,000 to \$999,999 | 40 | 48 | 53 | 56 | 62 | 69 | 52 | 70 | 52 | 56 | 50 | 53 | 380 |
| \$1,000,000 to \$1,499,999 | 55 | 84 | 138 | 123 | 165 | 208 | 142 | 187 | 151 | 148 | 111 | 82 | 915 |
| \$1,500,000 to \$2,499,999 | 53 | 75 | 129 | 126 | 162 | 203 | 169 | 180 | 138 | 119 | 108 | 96 | 917 |
| \$2,500,000 and above | 20 | 34 | 46 | 62 | 53 | 67 | 56 | 69 | 56 | 66 | 47 | 42 | 338 |
| Grand Total | 184 | 269 | 388 | 393 | 462 | 575 | 445 | 526 | 413 | 411 | 342 | 294 | 2,716 |

YOY % CHANGE

| SALES PRICE | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEPT | OCT | NOV | DEC | YTD |
|----------------------------|-----------|------------|------------|------------|------------|------------|------------|-----|------|-----|-----|-----|------------|
| \$0 to \$249,999 | N/A | N/A | -100% | N/A | -100% | N/A | N/A | | | | | | -100% |
| \$250,000 to \$499,999 | 0% | -100% | -50% | -100% | 0% | -71% | 0% | | | | | | -59% |
| \$500,000 to \$749,999 | -33% | -43% | -11% | -54% | -13% | -52% | -36% | | | | | | -37% |
| \$750,000 to \$999,999 | -20% | -44% | -26% | -7% | -23% | -26% | 12% | | | | | | -19% |
| \$1,000,000 to \$1,499,999 | 11% | 6% | -23% | 7% | -5% | -21% | 17% | | | | | | -4% |
| \$1,500,000 to \$2,499,999 | 8% | 7% | 34% | 76% | 73% | 10% | 51% | | | | | | 41% |
| \$2,500,000 and above | 80% | 41% | 104% | 55% | 104% | 39% | 82% | | | | | | 71% |
| Grand Total | 7% | -4% | 11% | 31% | 32% | -5% | 35% | | | | | | 16% |