



MAY 2025 – Eastside TALKING POINTS

Based on Residential only reports

Inventory Growth Continues to Shape the Market

- Active inventory at the end of May reached 1,366 homes, the highest month-end level since August 2019. This figure is more than double the inventory from May 2024 (672) and nearly double from just two months ago in March 2025 (684).
- While inventory has grown significantly, buyer demand has held relatively steady:
 - Pending sales year-to-date through May are down just 6%, or 171 homes (2,479 in 2025 vs 2,647 in 2024). Closed sales year-to-date are down 7%, or 148 homes (1,863 in 2025 vs 2,011 in 2024).

Pricing Trends

- The median closed sale price in May 2025 was \$1,633,500, a 4% decrease compared to May 2024 (\$1,699,975).

A Buyer-Favored Market

- With a 2.1 months supply of inventory, the market now favors buyers, offering more choices and creating room to negotiate on price—rather than compete by bidding over asking.
- One broker summed it up perfectly:
 - “It’s a beauty contest and a price war—you have to win both to sell your home.”
 - That same broker noted sellers are faced with three “R” options: Reduce (price), Relax (and wait), or Release (the listing).
- The market has not been buyer favored since the second half of 2018. With the change from a seller favored market, sellers, buyers and brokers need to use different strategies:

Recommendations for Sellers & Listing Agents

- Show weekly data trends to sellers.
 - Use reports like the [King RESIDENTIAL Weeks Supply from 04/23/25–06/04/25](#) to demonstrate current conditions. Use [prior period comparisons \(e.g., 02/26/25–04/09/25\)](#) to highlight how fast inventory has grown.
- Price at the low end of the value range, based on active competition.
- Hold open houses to maximize exposure.
- Don’t rush to drop the list price. In addition, evaluate buyer activity and look at other active and pending listings activity since list date.
- Offer buyer credits (via the BBC) to help cover closing costs and spark excitement.
- Leverage Windermere’s brand—the yard sign still matters, especially in a crowded market.



- Take on a proactive role: Help unrepresented buyers write offers ethically while protecting the seller's interests.
- Work with all offers, even low ones—counter until common ground is found.

This market rewards agents and sellers who lead with data, strategy, and experience. Consistent branding, local knowledge, and disciplined pricing are more important than ever.

Recommendations for Buyers and Buyers' Brokers

Today's environment also calls for a different approach on the buy side:

- Fear of missing out is gone. Replace it with a calm, strategic mindset.
- Encourage patience. When the right home appears, write the offer—even if it's below asking.
 - Set clear expectations: Lower offers often mean more negotiation. Be ready to guide clients through multiple counters.

Updated post from March 2025 Eastside Talking Points:

Following past seasonal trends and under current economic strain, we anticipate home prices to soften over the remainder of 2025. With buyer fatigue growing and affordability stretched, a market correction—similar to prior mid-to-late year adjustments—is increasingly likely.

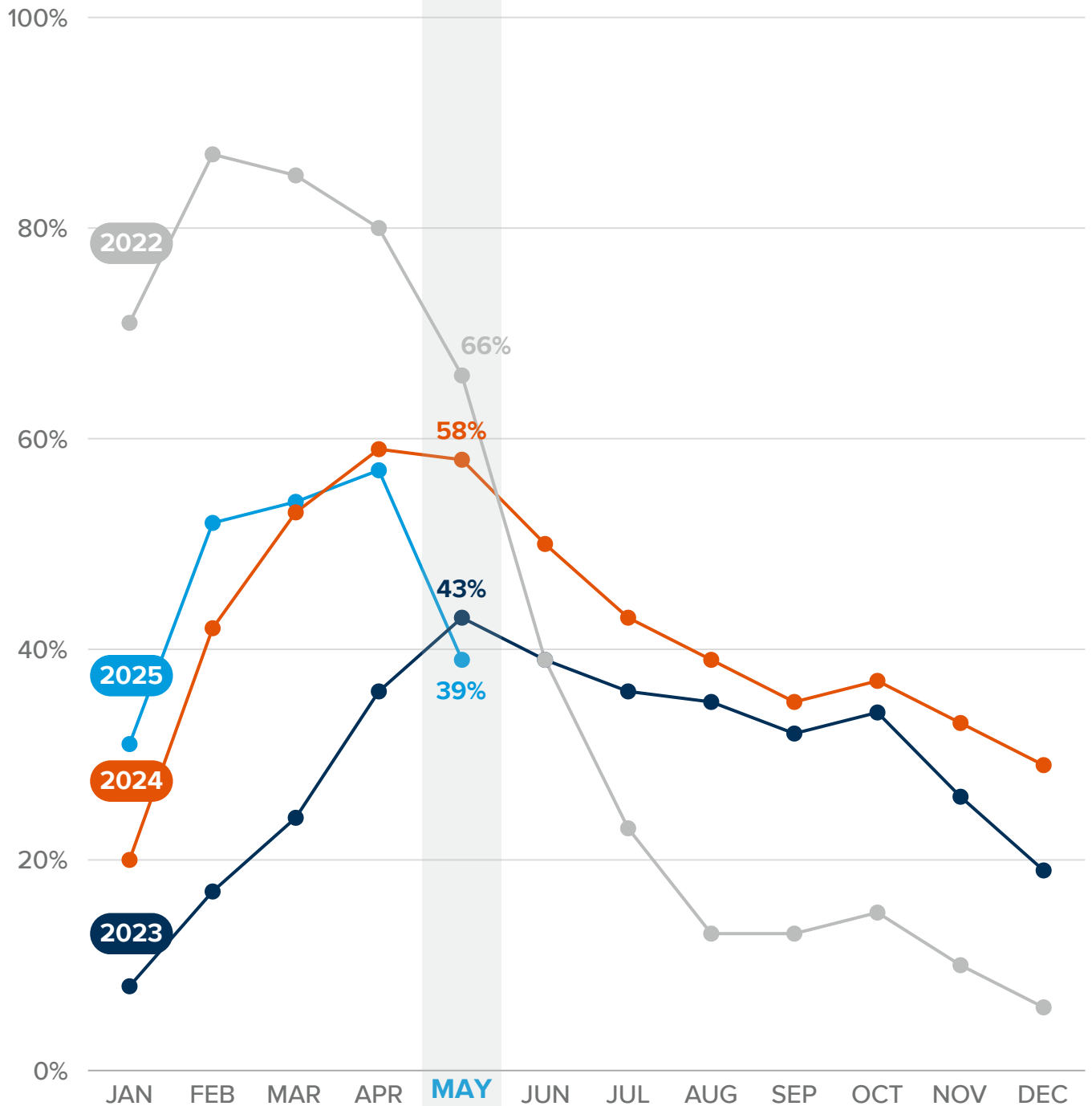
| Year | April | December | Difference | % Increase |
|----------------|-------------|-------------------------|-----------------------|-------------------|
| 2025 Projected | \$1,697,500 | \$1,550,000 (projected) | \$149,500 (projected) | -8.7% (projected) |
| 2024 | \$1,699,975 | \$1,545,000 | -\$154,975 | -9.0% |
| 2023 | \$1,450,000 | \$1,440,000 | -\$10,000 | -0.7% |
| 2022 | \$1,722,500 | \$1,299,000 | -\$423,500 | -25.0% |

MAY 2025

% OF LISTINGS SOLD ABOVE LIST PRICE



EASTSIDE RESIDENTIAL



windermere.com

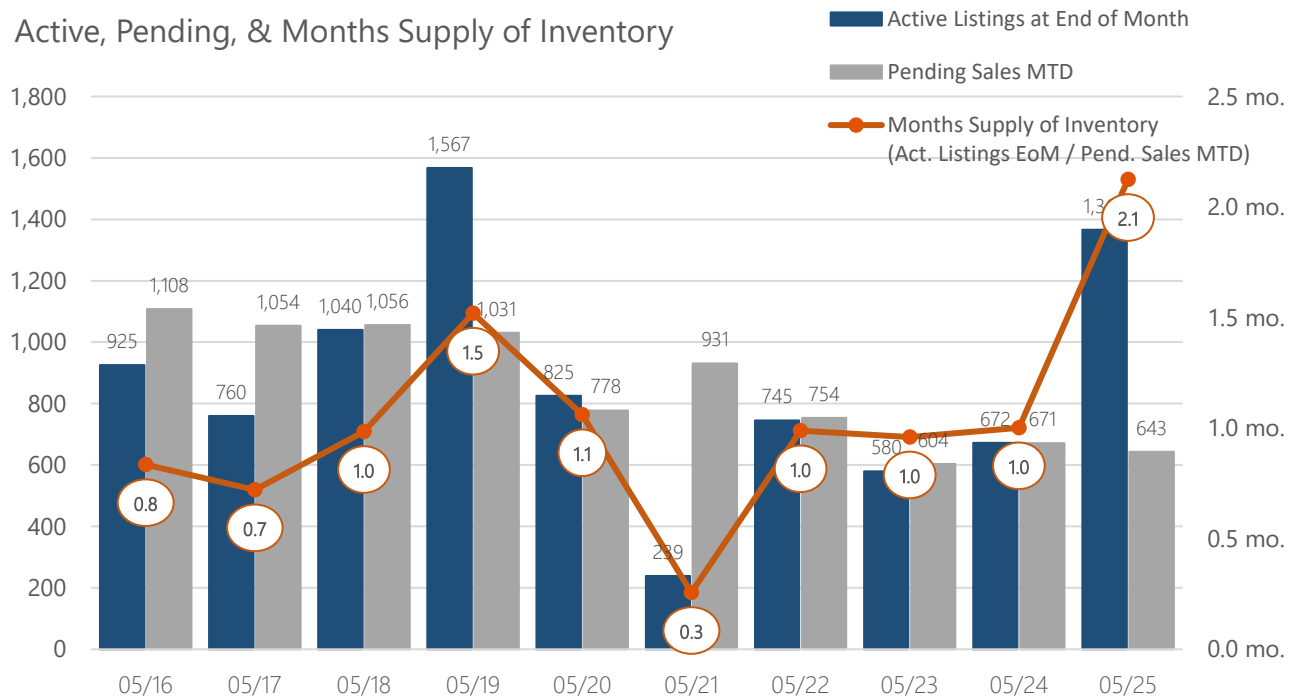
Created by Windermere Real Estate/East, Inc. using NWMLS data, but information was not verified or published by NWMLS.

 **Windermere**
REAL ESTATE

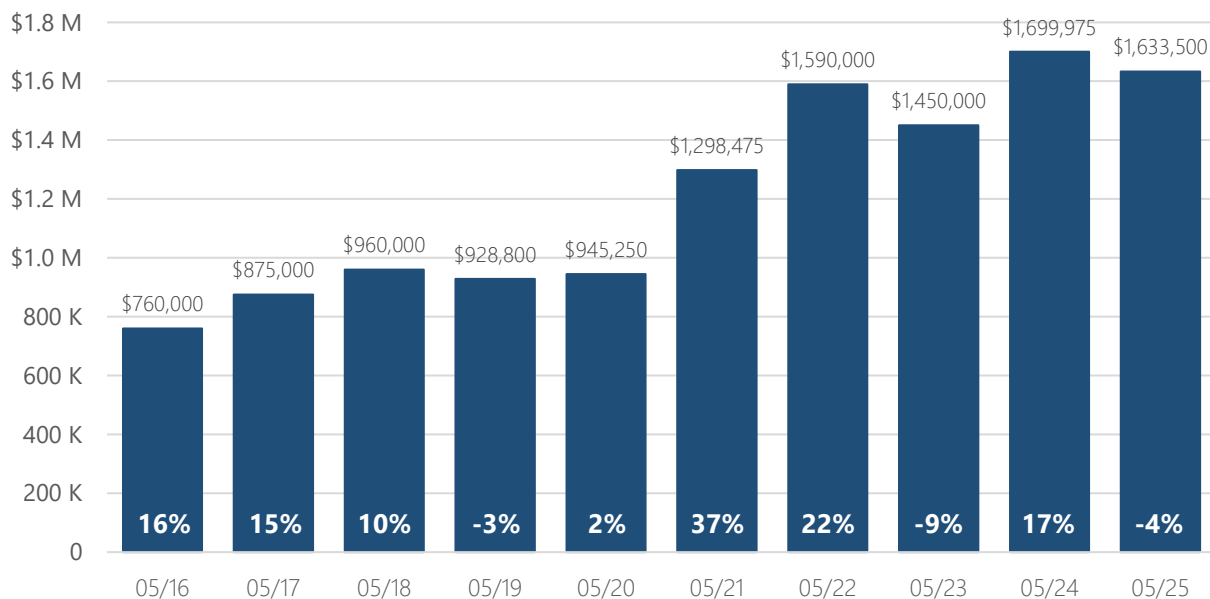
Eastside (All Areas)

RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



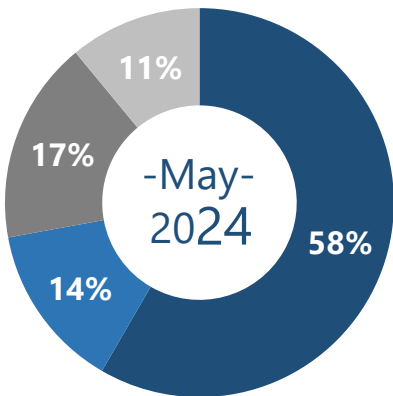
Median Closed Sales Price For Current Month Sold Properties



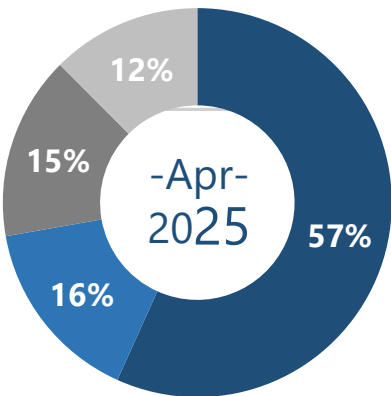
Eastside (All Areas)

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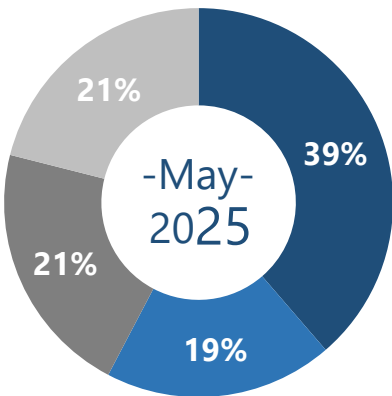
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE










SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

| | |  |  |  |  |
|--------------------------------------|---|---|--|---|---|
| | | SOLD ABOVE LIST PRICE | SOLD AT LIST PRICE | SOLD BELOW LIST PRICE | PRICE CHANGE BEFORE SALE |
| MAY 2025 | | | | | |
| AVERAGE DAYS ON MARKET |  | 4 | 9 | 16 | 54 |
| NUMBER OF SALES IN MONTH |  | 191 | 94 | 105 | 104 |
| MEDIAN % FROM ORIGINAL LIST PRICE |  | 4% | 0% | -3% | N/A |

Eastside (All Areas)

RESIDENTIAL ONLY

Sales Price to List Price based on Market Time

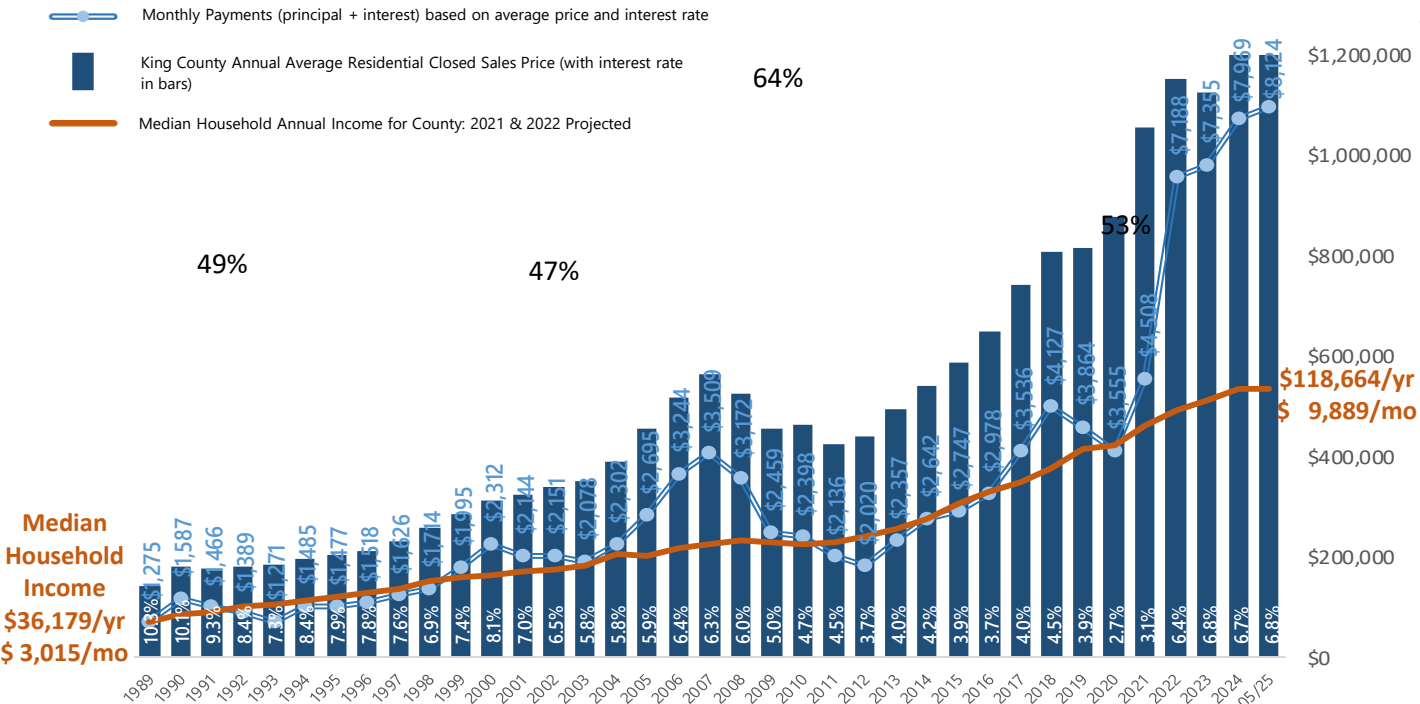
| Market Time (DOM) | Median SP to Original LP % | Median SP to Last LP % | Total Units | % of Total |
|----------------------|-------------------------------|------------------------------|-------------|------------|
| < 15 | 100.4% | 100.4% | 357 | 72.3% |
| 15 - 30 | 96.4% | 97.8% | 77 | 15.6% |
| 31 - 60 | 93.5% | 96.3% | 44 | 8.9% |
| 61 - 90 | 92.1% | 98.1% | 4 | 0.8% |
| 90+ | 93.9% | 98.7% | 12 | 2.4% |
| Totals | | | 494 | 100.0% |

The Cost of Waiting a Year

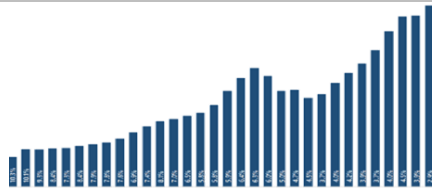
| | Median Price | Interest Rate* 30-Year-Fixed | P&I Principal & Interest |
|---|------------------|---------------------------------|-----------------------------|
| May, 2025 | \$1,633,500 | 6.82% | \$10,671 |
| May, 2024 | \$1,699,975 | 7.06% | \$11,379 |
| | -\$66,475 | -0.24% | -\$708 Per Month |
| | | | -\$8,491 Per Year |
| * Per FreddieMac.com/pmms - Average of all weeks reported in calendar month | | | |

Monthly Payments Compared to Income Trendline King County

73%



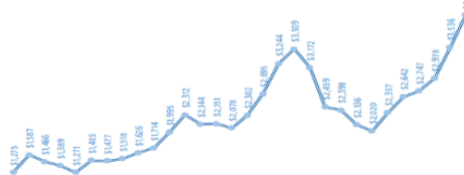
A



Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)

Two Factors for Payment

B



Monthly payment based on purchase price and interest rate

Purchaser's Buy Payment

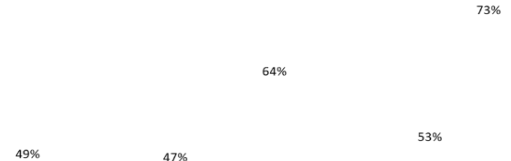
C



Annual Median Household Income for County: 2021 & 2022 Projected

Payments tend to rise above the County Median Household Income Line and then return to it.

D



Monthly payments divided by median income

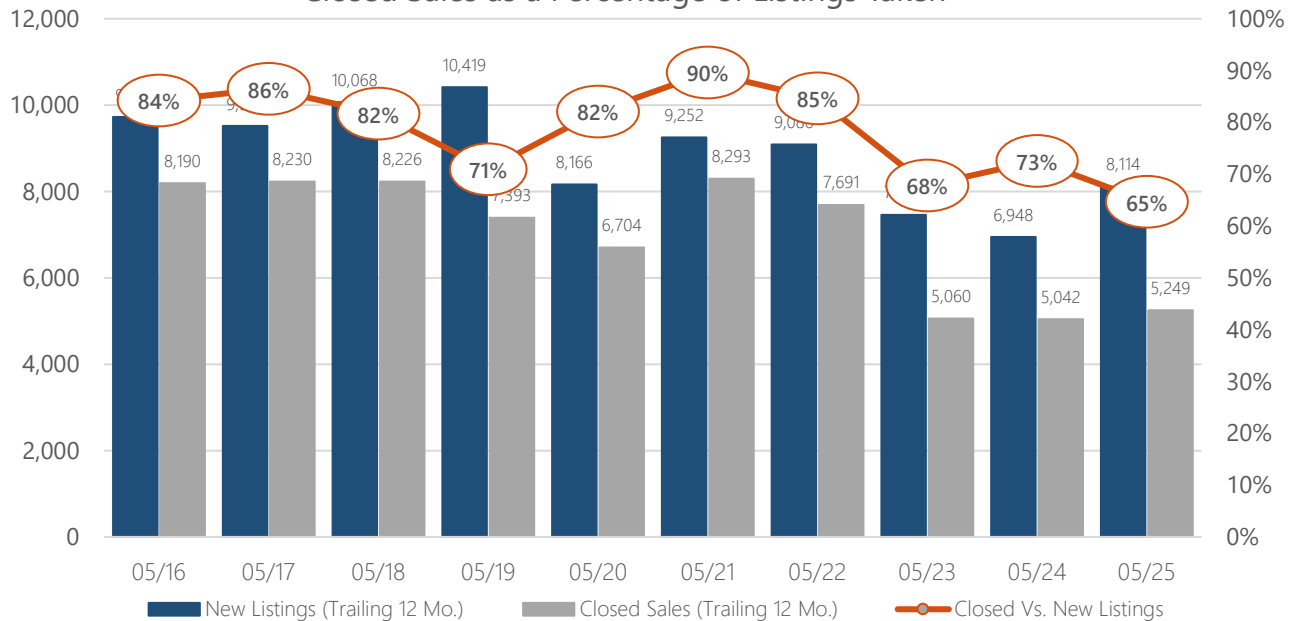
Monthly cycle peaks shown

Eastside (All Areas)

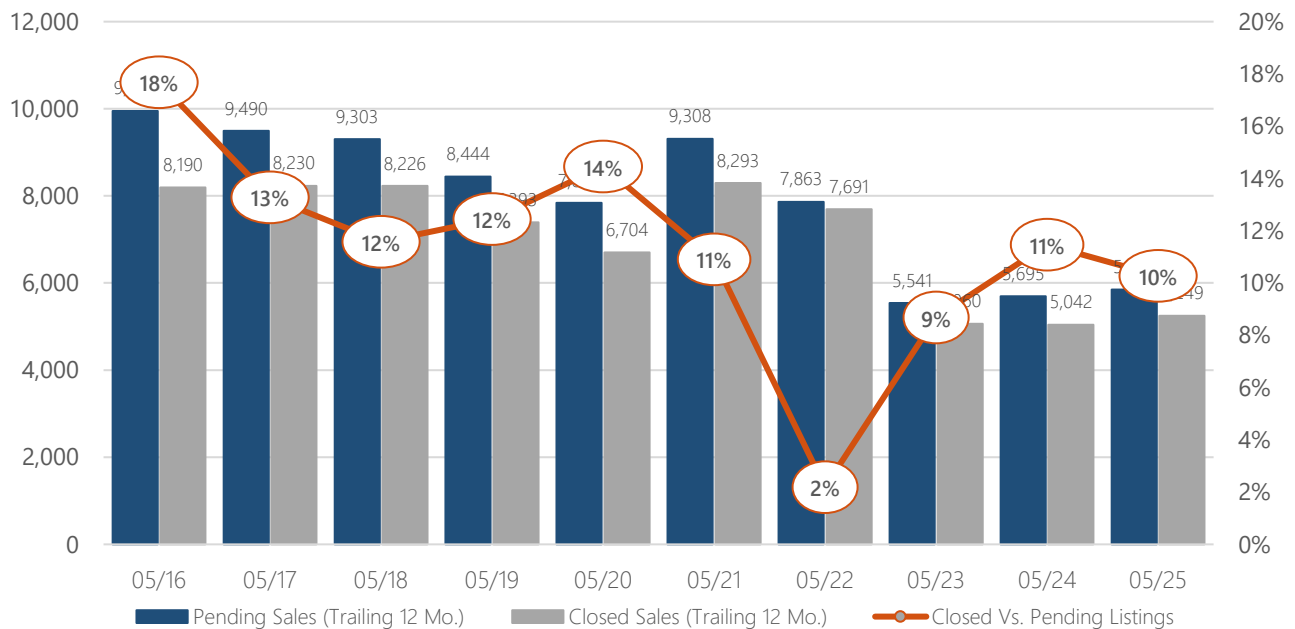
RESIDENTIAL ONLY

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

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

| Area | Months Inventory | | | Area | Months Inventory | | |
|------|------------------|------|------|------|------------------|------|------|
| | 2023 | 2024 | 2025 | | 2023 | 2024 | 2025 |
| 100 | 0.6 | 1.2 | 0.9 | 530 | 1.1 | 0.8 | 2.0 |
| 110 | 0.6 | 1.3 | 0.9 | 540 | 0.8 | 0.7 | 2.0 |
| 120 | 0.8 | 1.3 | 1.9 | 550 | 0.9 | 1.0 | 2.0 |
| 130 | 0.8 | 0.9 | 1.6 | 560 | 1.2 | 1.3 | 2.5 |
| 140 | 0.7 | 1.3 | 1.4 | 600 | 0.8 | 0.9 | 2.2 |
| 300 | 1.7 | 1.1 | 1.7 | 610 | 0.8 | 0.8 | 1.5 |
| 310 | 0.6 | 0.9 | 2.0 | 700 | 1.1 | 1.5 | 2.4 |
| 320 | 1.1 | 1.5 | 2.1 | 701 | 0.0 | 0.0 | 0.0 |
| 330 | 0.7 | 0.9 | 1.9 | 705 | 0.8 | 1.3 | 1.9 |
| 340 | 0.6 | 0.9 | 1.4 | 710 | 0.9 | 1.1 | 2.0 |
| 350 | 0.8 | 1.3 | 1.4 | 715 | 0.9 | 0.9 | 1.5 |
| 360 | 0.4 | 1.7 | 3.8 | 720 | 0.7 | 1.4 | 1.6 |
| 380 | 1.6 | 1.9 | 2.7 | 730 | 0.6 | 0.8 | 1.4 |
| 385 | 1.6 | 3.0 | 2.7 | 740 | 0.6 | 0.9 | 1.4 |
| 390 | 1.6 | 2.2 | 2.5 | 750 | 0.9 | 1.0 | 1.4 |
| 500 | 1.0 | 1.0 | 1.6 | 760 | 0.8 | 1.3 | 1.3 |
| 510 | 0.9 | 1.6 | 2.3 | 770 | 0.9 | 1.1 | 1.9 |
| 520 | 1.9 | 2.2 | 3.7 | 800 | 1.3 | 2.2 | 2.4 |

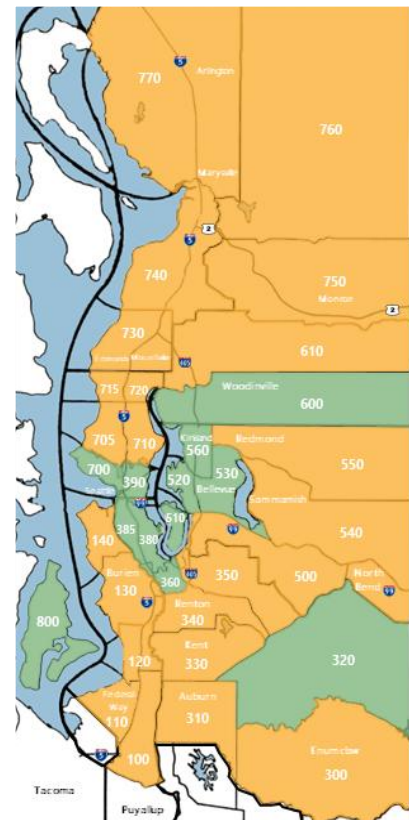
2 YEARS AGO



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

| | May, 2025 | May, 2024 | Difference | % Change |
|------------------------------------|-------------|-------------|------------|----------|
| Months Supply of Inventory | 2.1 | 1.0 | 1.1 | 112% |
| Active Listings at End of Month | 1,366 | 672 | 694 | 103% |
| Pending Sales MTD | 643 | 671 | -28 | -4% |
| Pending Sales (Trailing 12 Months) | 5,850 | 5,695 | 155 | 3% |
| Closed Sales MTD | 503 | 612 | -109 | -18% |
| Closed Sales (Trailing 12 Months) | 5,249 | 5,042 | 207 | 4% |
| Closed Sales Price (Median) | \$1,633,500 | \$1,699,975 | -\$66,475 | -4% |
| 30-Year-Fixed-Rate Mortgage Rate | 6.8% | 7.1% | -0.2% | -3% |
| Monthly Payments (P&I) | \$10,671 | \$11,379 | -\$708 | -6% |

Condominium

| | May, 2025 | May, 2024 | Difference | % Change |
|------------------------------------|-----------|-----------|------------|----------|
| Months Supply of Inventory | 2.9 | 1.3 | 1.6 | 124% |
| Active Listings at End of Month | 668 | 292 | 376 | 129% |
| Pending Sales MTD | 227 | 222 | 5 | 2% |
| Pending Sales (Trailing 12 Months) | 2,276 | 2,110 | 166 | 8% |
| Closed Sales MTD | 198 | 222 | -24 | -11% |
| Closed Sales (Trailing 12 Months) | 2,006 | 1,760 | 246 | 14% |
| Closed Sales Price (Median) | \$728,400 | \$748,500 | -\$20,100 | -3% |
| 30-Year-Fixed-Rate Mortgage Rate | 6.8% | 7.1% | -0.2% | -3% |
| Monthly Payments (P&I) | \$4,758 | \$5,010 | -\$252 | -5% |

Residential & Condominium

| | May, 2025 | May, 2024 | Difference | % Change |
|------------------------------------|-------------|-------------|------------|----------|
| Months Supply of Inventory | 2.3 | 1.1 | 1.3 | 117% |
| Active Listings at End of Month | 2,034 | 964 | 1,070 | 111% |
| Pending Sales MTD | 870 | 893 | -23 | -3% |
| Pending Sales (Trailing 12 Months) | 8,126 | 7,805 | 321 | 4% |
| Closed Sales MTD | 701 | 834 | -133 | -16% |
| Closed Sales (Trailing 12 Months) | 7,255 | 6,802 | 453 | 7% |
| Closed Sales Price (Median) | \$1,370,000 | \$1,466,250 | -\$96,250 | -7% |
| 30-Year-Fixed-Rate Mortgage Rates | 6.8% | 7.1% | -0.2% | -3% |
| Monthly Payments (P&I) | \$8,950 | \$9,814 | -\$865 | -9% |

Eastside (All Areas)

RESIDENTIAL ONLY

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | MTD % Change | YTD Summary | TT | YTD % Change |
|------|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------------|----------------|-----|-----------------|
| 2025 | Active Listings (EOM) | 452 | 557 | 684 | 992 | 1,366 | | | | | | | | 103% | 810 | AVG | 93% |
| | New Listings Taken in Month | 450 | 543 | 847 | 1,005 | 1,249 | | | | | | | | 23% | 4,094 | YTD | 21% |
| | # of Pending Transactions | 297 | 379 | 623 | 534 | 643 | | | | | | | | -4% | 2,476 | YTD | -6% |
| | Months Supply of Inventory | 1.5 | 1.5 | 1.1 | 1.9 | 2.1 | | | | | | | | 112% | 1.6 | AVG | 101% |
| | # of Closed Sales | 204 | 262 | 396 | 498 | 503 | | | | | | | | -18% | 1,863 | YTD | -7% |
| | Median Closed Price | 1,709,000 | 1,685,000 | 1,710,000 | 1,697,500 | 1,633,500 | | | | | | | | -4% | 1,687,473 | WA | 5% |
| 2024 | Active Listings (EOM) | 281 | 344 | 367 | 440 | 672 | 745 | 740 | 760 | 813 | 675 | 492 | 343 | 16% | 421 | AVG | -19% |
| | New Listings Taken in Month | 340 | 549 | 687 | 786 | 1,012 | 806 | 764 | 742 | 729 | 548 | 268 | 163 | 11% | 3,374 | YTD | 23% |
| | # of Pending Transactions | 301 | 446 | 598 | 631 | 671 | 607 | 622 | 525 | 545 | 541 | 324 | 210 | 11% | 2,647 | YTD | 12% |
| | Months Supply of Inventory | 0.9 | 0.8 | 0.6 | 0.7 | 1.0 | 1.2 | 1.2 | 1.4 | 1.5 | 1.2 | 1.5 | 1.6 | 4% | 0.8 | AVG | -28% |
| | # of Closed Sales | 198 | 257 | 430 | 514 | 612 | 554 | 600 | 572 | 434 | 527 | 422 | 277 | 32% | 2,011 | YTD | 18% |
| | Median Closed Price | 1,465,000 | 1,470,000 | 1,682,500 | 1,677,500 | 1,699,975 | 1,635,000 | 1,620,000 | 1,550,000 | 1,527,500 | 1,550,000 | 1,537,312 | 1,545,000 | 17% | 1,606,240 | WA | 15% |
| 2023 | Active Listings (EOM) | 476 | 422 | 565 | 550 | 580 | 645 | 691 | 698 | 737 | 637 | 489 | 282 | -22% | 519 | AVG | 43% |
| | New Listings Taken in Month | 369 | 384 | 704 | 554 | 725 | 742 | 689 | 629 | 634 | 449 | 288 | 143 | -37% | 2,736 | YTD | -34% |
| | # of Pending Transactions | 341 | 389 | 501 | 529 | 604 | 571 | 542 | 516 | 469 | 414 | 309 | 227 | -20% | 2,364 | YTD | -24% |
| | 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 | -3% | 1.1 | AVG | 109% |
| | # of Closed Sales | 184 | 269 | 396 | 397 | 463 | 575 | 455 | 533 | 418 | 410 | 343 | 297 | -37% | 1,709 | YTD | -30% |
| | Median Closed Price | 1,320,000 | 1,340,000 | 1,411,500 | 1,450,000 | 1,450,000 | 1,450,000 | 1,500,000 | 1,453,000 | 1,427,500 | 1,420,000 | 1,400,000 | 1,440,000 | -9% | 1,396,447 | WA | -15% |
| 2022 | Active Listings (EOM) | 102 | 148 | 288 | 533 | 745 | 1,105 | 1,197 | 1,022 | 1,033 | 972 | 768 | 511 | 212% | 363 | AVG | 50% |
| | New Listings Taken in Month | 369 | 586 | 976 | 1,061 | 1,156 | 1,204 | 979 | 681 | 800 | 574 | 315 | 171 | 25% | 4,148 | YTD | 6% |
| | # of Pending Transactions | 310 | 508 | 779 | 752 | 754 | 546 | 575 | 628 | 542 | 401 | 283 | 202 | -19% | 3,103 | YTD | -15% |
| | 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 | 285% | 0.5 | AVG | 51% |
| | # of Closed Sales | 234 | 252 | 551 | 678 | 731 | 678 | 479 | 581 | 539 | 476 | 325 | 273 | -10% | 2,446 | YTD | -15% |
| | 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 | 22% | 1,648,940 | WA | 29% |
| 2021 | # of Active Listings | 219 | 224 | 216 | 309 | 239 | 288 | 350 | 278 | 282 | 185 | 100 | 55 | -71% | 241 | A | -64% |
| | New Listings Taken in Month | 467 | 577 | 927 | 1,012 | 922 | 1,116 | 925 | 852 | 788 | 598 | 401 | 258 | -34% | 3,905 | YTD | -19% |
| | # of Pending Transactions | 423 | 549 | 893 | 864 | 931 | 997 | 792 | 873 | 741 | 655 | 459 | 243 | 20% | 3,660 | YTD | 20% |
| | 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 | -76% | 0.4 | A | -68% |
| | # of Closed Sales | 344 | 363 | 617 | 745 | 808 | 921 | 965 | 833 | 769 | 717 | 589 | 451 | 90% | 2,877 | T | 41% |
| | 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 | 37% | 1,276,070 | WA | 33% |

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 |
|------|-----------------------------|---------|---------|-----------|---------|---------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------------|----------------|-----|-----------------|
| 2020 | Active Listings (EOM) | 517 | 519 | 682 | 782 | 825 | 819 | 818 | 739 | 575 | 473 | 316 | 188 | -47% | 665 | AVG | -45% |
| | New Listings Taken in Month | 534 | 640 | 924 | 588 | 841 | 974 | 1,011 | 985 | 861 | 794 | 429 | 293 | -40% | 3,527 | YTD | -26% |
| | # of Pending Transactions | 503 | 625 | 659 | 480 | 778 | 933 | 968 | 1,016 | 975 | 854 | 544 | 358 | -25% | 3,045 | YTD | -23% |
| | 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 | -30% | 1.1 | AVG | -30% |
| | # of Closed Sales | 290 | 359 | 505 | 466 | 426 | 691 | 816 | 820 | 836 | 890 | 701 | 662 | -50% | 2,046 | YTD | -25% |
| | 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 | 2% | 961,272 | WA | 4% |
| 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 | 51% | 1,208 | AVG | 86% |
| | New Listings Taken in Month | 613 | 591 | 1,104 | 1,093 | 1,395 | 1,054 | 869 | 757 | 807 | 625 | 323 | 204 | -2% | 4,796 | YTD | 5% |
| | # of Pending Transactions | 497 | 537 | 876 | 997 | 1,031 | 883 | 833 | 738 | 696 | 697 | 581 | 364 | -2% | 3,938 | YTD | 6% |
| | 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 | 54% | 1.6 | AVG | 85% |
| | # of Closed Sales | 322 | 379 | 537 | 648 | 859 | 853 | 803 | 749 | 554 | 607 | 568 | 524 | 15% | 2,745 | YTD | 2% |
| | 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 | -3% | 923,581 | 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 | 37% | 648 | AVG | 13% |
| | New Listings Taken in Month | 497 | 649 | 990 | 987 | 1,429 | 1,248 | 1,027 | 978 | 975 | 723 | 449 | 223 | 18% | 4,552 | YTD | 10% |
| | # of Pending Transactions | 448 | 570 | 850 | 795 | 1,056 | 916 | 776 | 705 | 642 | 614 | 514 | 339 | 0% | 3,719 | YTD | -1% |
| | 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 | 37% | 0.9 | AVG | 12% |
| | # of Closed Sales | 353 | 370 | 557 | 663 | 748 | 911 | 798 | 735 | 569 | 627 | 516 | 492 | -4% | 2,691 | YTD | 0% |
| | 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% | 943,538 | WA | 11% |
| 2017 | Active Listings (EOM) | 453 | 438 | 585 | 623 | 760 | 893 | 950 | 899 | 962 | 797 | 562 | 359 | -18% | 572 | AVG | -25% |
| | New Listings Taken in Month | 531 | 556 | 931 | 920 | 1,208 | 1,215 | 1,042 | 965 | 908 | 710 | 440 | 236 | 10% | 4,146 | YTD | -6% |
| | # of Pending Transactions | 487 | 565 | 790 | 872 | 1,054 | 1,045 | 959 | 956 | 832 | 790 | 612 | 390 | -5% | 3,768 | YTD | -9% |
| | 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 | -14% | 0.8 | AVG | -17% |
| | # of Closed Sales | 425 | 345 | 553 | 585 | 777 | 942 | 855 | 919 | 766 | 764 | 687 | 602 | 2% | 2,685 | 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% | 851,442 | WA | 16% |
| 2016 | Active Listings (EOM) | 592 | 624 | 740 | 911 | 925 | 1,110 | 1,207 | 1,101 | 1,093 | 867 | 632 | 436 | -24% | 758 | AVG | -23% |
| | New Listings Taken in Month | 566 | 680 | 968 | 1,088 | 1,102 | 1,250 | 1,066 | 892 | 894 | 621 | 406 | 241 | -9% | 4,404 | YTD | -5% |
| | # of Pending Transactions | 540 | 702 | 859 | 934 | 1,108 | 1,044 | 967 | 947 | 894 | 855 | 616 | 399 | -1% | 4,143 | YTD | -8% |
| | 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 | -23% | 0.9 | AVG | -17% |
| | # of Closed Sales | 392 | 388 | 565 | 655 | 759 | 938 | 909 | 877 | 770 | 757 | 694 | 600 | -7% | 2,759 | YTD | -9% |
| | 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 | 16% | 733,952 | WA | 15% |
| 2015 | Active Listings (EOM) | 818 | 891 | 925 | 1,066 | 1,214 | 1,247 | 1,284 | 1,237 | 1,153 | 1,013 | 719 | 543 | -16% | 983 | AVG | -12% |
| | New Listings Taken in Month | 540 | 757 | 978 | 1,143 | 1,210 | 1,159 | 1,054 | 907 | 797 | 732 | 387 | 284 | -7% | 4,628 | YTD | 2% |
| | # of Pending Transactions | 581 | 740 | 1,008 | 1,046 | 1,116 | 1,101 | 1,031 | 954 | 850 | 818 | 640 | 412 | 0% | 4,491 | 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 | -16% | 1.1 | AVG | -15% |
| | # of Closed Sales | 419 | 410 | 632 | 740 | 816 | 981 | 932 | 865 | 774 | 715 | 528 | 636 | 7% | 3,017 | YTD | 11% |
| | 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 | 6% | 637,338 | 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

MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2015 - 2024

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | Annual Totals | T |
|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------------|-----|
| Active Listings (EOM) | 485 | 509 | 615 | 724 | 857 | 975 | 1,015 | 970 | 969 | 831 | 610 | 413 | 748 | AVG |
| % of 12 Month Avg. | 65% | 68% | 82% | 97% | 115% | 130% | 136% | 130% | 130% | 111% | 82% | 55% | | |
| New Listings Taken in Month | 483 | 597 | 919 | 923 | 1,100 | 1,077 | 943 | 839 | 819 | 637 | 371 | 222 | 8,929 | T |
| % of 12 Month Avg. | 65% | 80% | 123% | 124% | 148% | 145% | 127% | 113% | 110% | 86% | 50% | 30% | | |
| # of Pending Transactions | 443 | 563 | 781 | 790 | 910 | 864 | 807 | 786 | 719 | 664 | 488 | 314 | 8,130 | T |
| % of 12 Month Avg. | 65% | 83% | 115% | 117% | 134% | 128% | 119% | 116% | 106% | 98% | 72% | 46% | | |
| Months Supply of Inventory | 1.1 | 0.9 | 0.8 | 0.9 | 0.9 | 1.1 | 1.3 | 1.2 | 1.3 | 1.3 | 1.2 | 1.3 | 1.1 | AVG |
| % of 12 Month Avg. | 98% | 81% | 70% | 82% | 84% | 101% | 112% | 110% | 121% | 112% | 112% | 118% | | |
| # of Closed Units | 316 | 339 | 534 | 609 | 700 | 804 | 761 | 748 | 643 | 649 | 537 | 481 | 7,123 | T |
| % of 12 Month Avg. | 53% | 57% | 90% | 103% | 118% | 136% | 128% | 126% | 108% | 109% | 91% | 81% | | |
| Median Closed Price | 1,030,586 | 1,079,712 | 1,129,699 | 1,122,215 | 1,116,250 | 1,115,506 | 1,104,258 | 1,086,700 | 1,075,850 | 1,080,500 | 1,081,091 | 1,120,177 | 1,095,212 | AVG |
| % of 12 Month Avg. | 94% | 99% | 103% | 102% | 102% | 102% | 101% | 99% | 98% | 99% | 99% | 102% | | |

Eastside (All Areas)

RESIDENTIAL ONLY

Closed Sales by Price by Month

2025

| 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 |
| \$250,000 to \$499,999 | 2 | 3 | 1 | 1 | 5 | | | | | | | | 12 |
| \$500,000 to \$749,999 | 11 | 9 | 11 | 11 | 13 | | | | | | | | 55 |
| \$750,000 to \$999,999 | 17 | 20 | 33 | 41 | 43 | | | | | | | | 154 |
| \$1,000,000 to \$1,499,999 | 47 | 62 | 98 | 139 | 141 | | | | | | | | 487 |
| \$1,500,000 to \$2,499,999 | 72 | 112 | 171 | 215 | 210 | | | | | | | | 780 |
| \$2,500,000 and above | 52 | 47 | 82 | 90 | 82 | | | | | | | | 353 |
| Grand Total | 201 | 253 | 396 | 497 | 494 | | | | | | | | 1,841 |

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 | 0 | 1 | 0 | 0 | 0 |
| \$250,000 to \$499,999 | 1 | 0 | 1 | 0 | 4 | 2 | 1 | 4 | 2 | 4 | 3 | 3 | 6 |
| \$500,000 to \$749,999 | 10 | 13 | 17 | 11 | 13 | 10 | 16 | 15 | 12 | 6 | 17 | 10 | 64 |
| \$750,000 to \$999,999 | 32 | 27 | 39 | 52 | 48 | 51 | 58 | 68 | 41 | 57 | 44 | 27 | 198 |
| \$1,000,000 to \$1,499,999 | 61 | 89 | 106 | 132 | 157 | 165 | 166 | 173 | 143 | 177 | 124 | 92 | 545 |
| \$1,500,000 to \$2,499,999 | 57 | 80 | 173 | 222 | 280 | 224 | 256 | 220 | 164 | 200 | 167 | 77 | 812 |
| \$2,500,000 and above | 36 | 48 | 94 | 96 | 108 | 93 | 102 | 85 | 68 | 78 | 61 | 67 | 382 |
| Grand Total | 197 | 257 | 430 | 513 | 610 | 545 | 599 | 565 | 430 | 523 | 416 | 276 | 2,007 |

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 | N/A | N/A | N/A | | | | | | | | N/A |
| \$250,000 to \$499,999 | 100% | N/A | 0% | N/A | 25% | | | | | | | | 100% |
| \$500,000 to \$749,999 | 10% | -31% | -35% | 0% | 0% | | | | | | | | -14% |
| \$750,000 to \$999,999 | -47% | -26% | -15% | -21% | -10% | | | | | | | | -22% |
| \$1,000,000 to \$1,499,999 | -23% | -30% | -8% | 5% | -10% | | | | | | | | -11% |
| \$1,500,000 to \$2,499,999 | 26% | 40% | -1% | -3% | -25% | | | | | | | | -4% |
| \$2,500,000 and above | 44% | -2% | -13% | -6% | -24% | | | | | | | | -8% |
| Grand Total | 2% | -2% | -8% | -3% | -19% | | | | | | | | -8% |