

# FEBRUARY 2025 – Eastside TALKING POINTS

Based on Residential only reports

**Eastside median closed sales price are up 15% or \$215,000 in the past year and 52% of homes sold in February did so over the original asking price.**

## Help may be on the way for buyers:

- 30-year mortgage interest rates have dropped almost a half a point since January 16, 2025
  - Jan 16, 2025 = 7.04%
  - March 6, 2025 = 6.63%
  - Drop of 41 basis points
- Homes for sale increased 62% or 213 from 344 homes to 557.
- Months supply of inventory (inventory at the end of the month divided by pending sales for the month) is up from 0.8 to 1.5.

## Updating chart posted in November 2024:

- The previous four years (2021 to 2024) suggested Eastside Median price would rise \$46,350 per month or 12% between December 2024 and April 2025.

| Year        | Jan 1st *   | Feb 2025    | Difference | % Increase |
|-------------|-------------|-------------|------------|------------|
| 2025 Actual | \$1,545,000 | \$1,685,000 | \$140,000  | 9.06%      |

| Year           | Jan 1st *                                   | April  | Difference                         | % Increase         |
|----------------|---|--|------------------------------------|--------------------|
| 2025 Projected | \$1,545,000<br>(December 2024 Median Price) | \$1,730,400<br>(projected at 12% appreciation) | \$185,400 or<br>\$46,350 per month | 12%<br>(projected) |
| 2024           | \$1,440,000                                 | \$1,677,500                                    | \$237,500                          | 16%                |
| 2023           | \$1,299,000                                 | \$1,450,000                                    | \$151,000                          | 12%                |
| 2022           | \$1,529,500                                 | \$1,722,500                                    | \$193,000                          | 13%                |
| 2021           | \$1,113,765                                 | \$1,300,000                                    | \$186,235                          | 17%                |

\*December Median Closed Sales Price

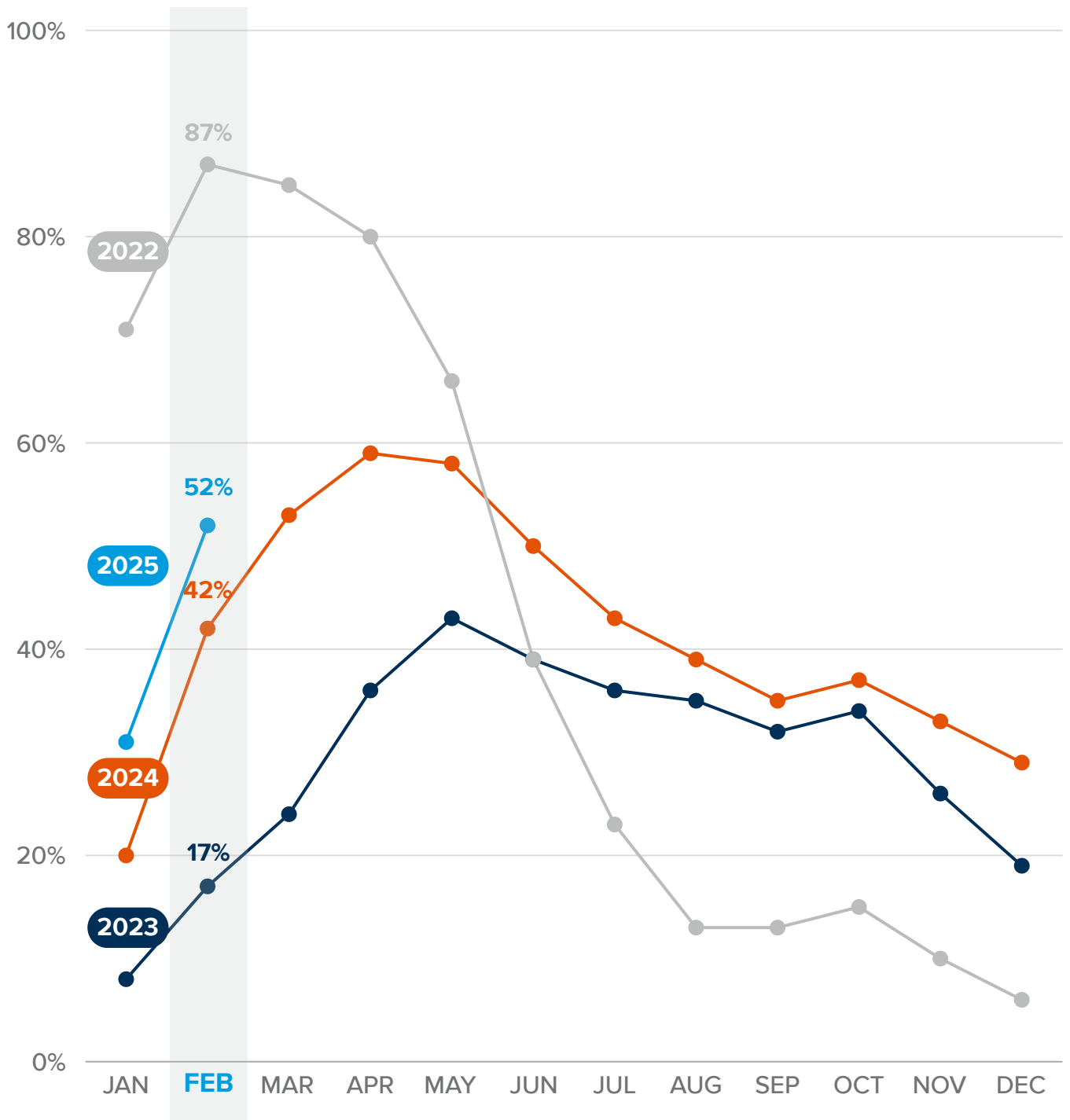
- In the real estate market, both buyers and sellers commonly initiate their processes in January. Buyers can enter the market as soon as they find a property, while sellers often take two to six months to prepare their homes for sale. As a result, the early part of the calendar year typically sees an increase in multiple offers, likely driven by sellers listing their properties in the spring, an influx of motivated buyers, and seasonal market trends. This trend is evident in the graph on page 3.

JANUARY 2025

# % OF LISTINGS SOLD ABOVE LIST PRICE



## EASTSIDE RESIDENTIAL



windermere.com

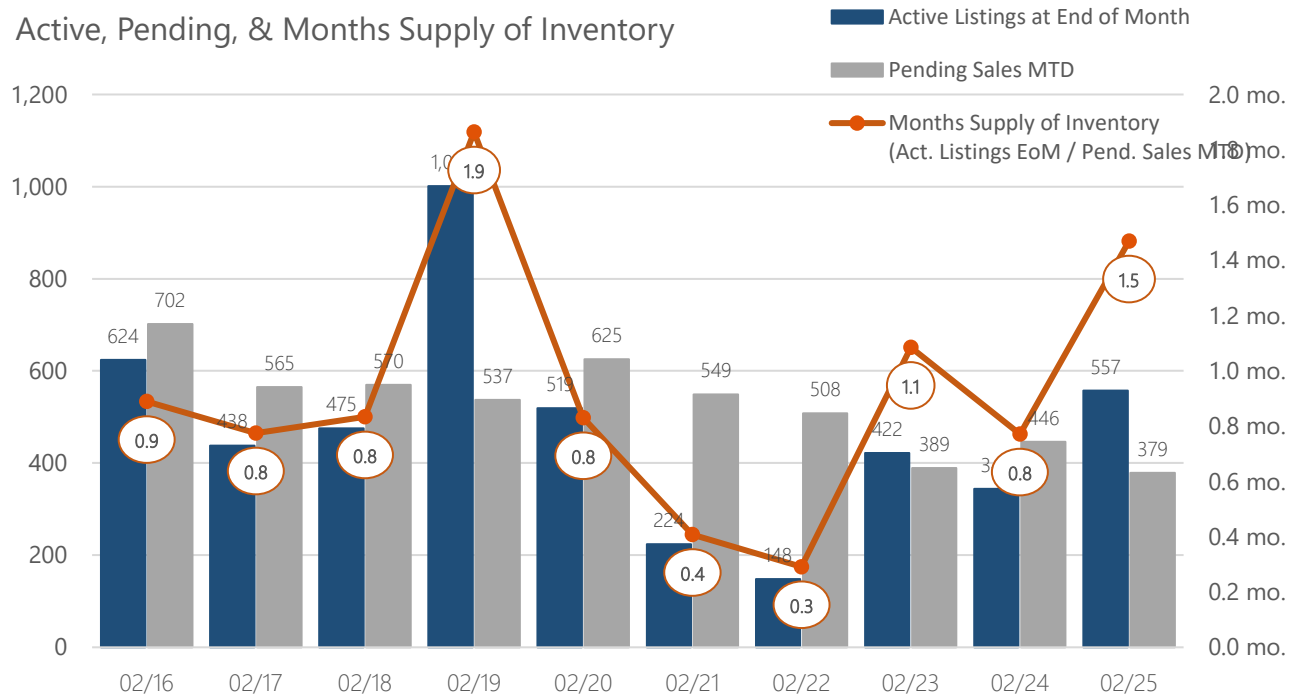
Created by Windermere Real Estate/East, Inc. using NWMLS data, but information was not verified or published by NWMLS.



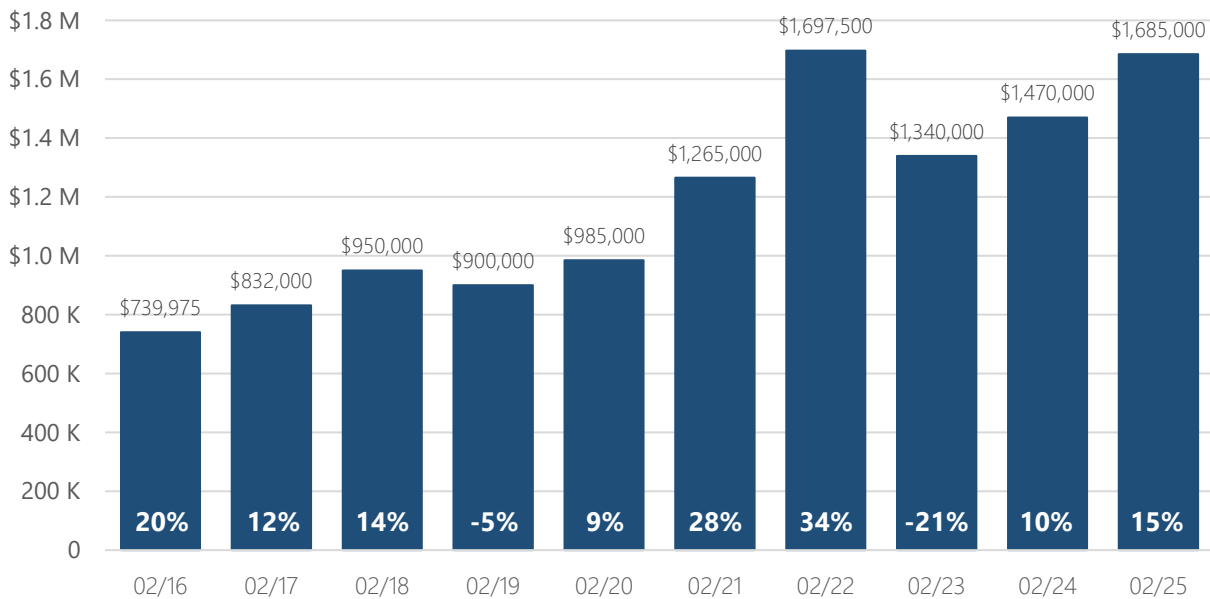
### Eastside (All Areas)

#### RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



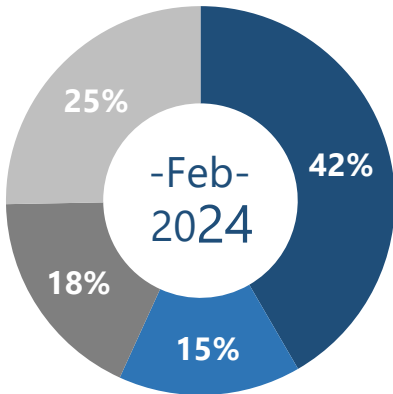
Median Closed Sales Price For Current Month Sold Properties



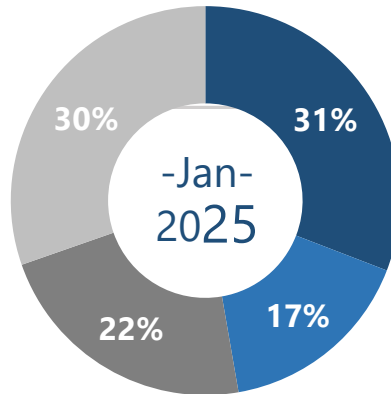
Eastside (All Areas)

RESIDENTIAL ONLY

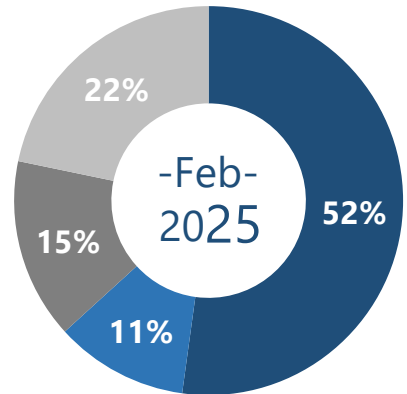
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

FEBRUARY 2025

|                                   |   | SOLD ABOVE LIST PRICE | SOLD AT LIST PRICE | SOLD BELOW LIST PRICE | PRICE CHANGE BEFORE SALE |
|-----------------------------------|---|-----------------------|--------------------|-----------------------|--------------------------|
| AVERAGE DAYS ON MARKET            | ▶ | 4                     | 10                 | 32                    | 116                      |
| NUMBER OF SALES IN MONTH          | ▶ | 132                   | 28                 | 38                    | 55                       |
| MEDIAN % FROM ORIGINAL LIST PRICE | ▶ | 5%                    | 0%                 | -3%                   | N/A                      |

Eastside (All Areas)

RESIDENTIAL ONLY

Sales Price to List Price  
based on Market Time

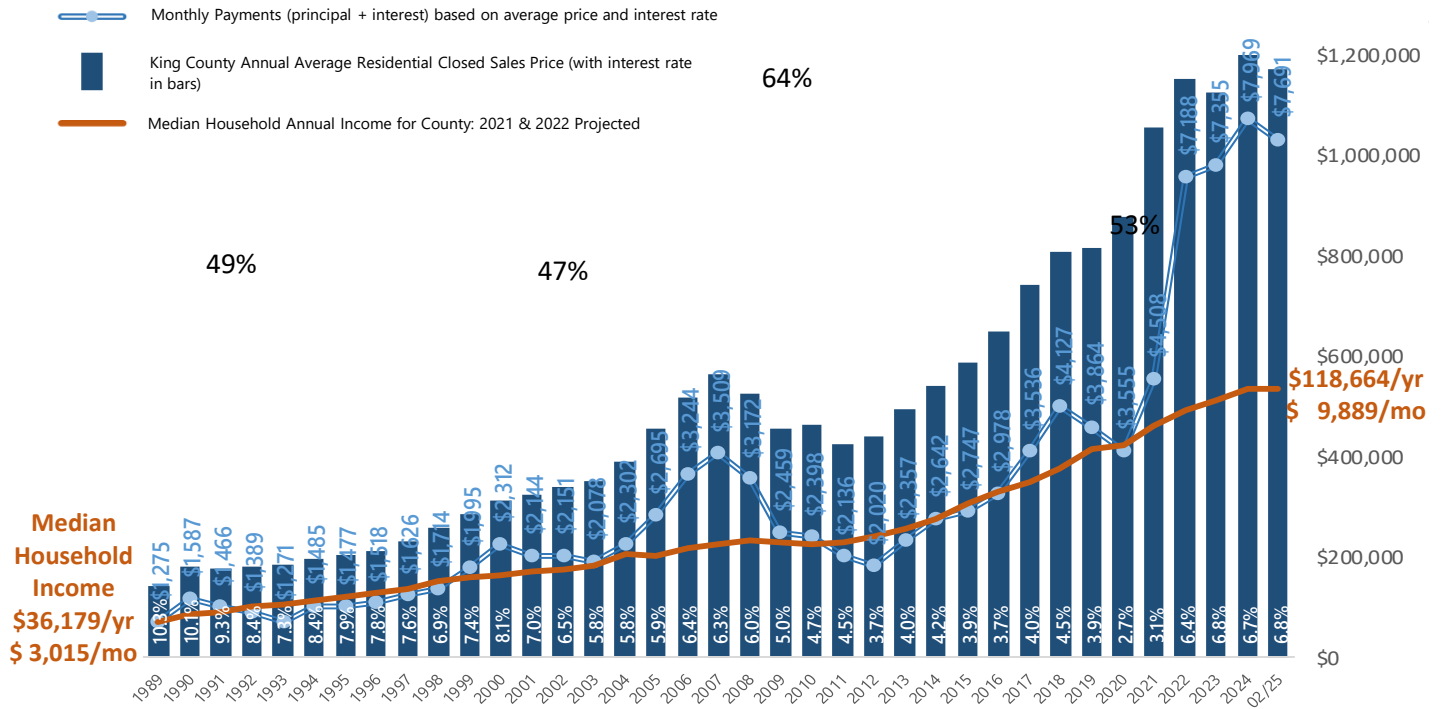
| Market Time (DOM) | Median SP to Original LP % | Median SP to Last LP % | Total Units | % of Total |
|-------------------|----------------------------|------------------------|-------------|------------|
| < 15              | 103.7%                     | 103.7%                 | 180         | 71.1%      |
| 15 - 30           | 97.8%                      | 97.8%                  | 16          | 6.3%       |
| 31 - 60           | 95.7%                      | 96.1%                  | 15          | 5.9%       |
| 61 - 90           | 94.6%                      | 98.1%                  | 11          | 4.3%       |
| 90+               | 92.8%                      | 97.4%                  | 31          | 12.3%      |
| Totals            |                            |                        | 253         | 100.0%     |

The Cost of  
Waiting a Year

|                | Median Price     | Interest Rate*<br>30-Year-Fixed | P&I<br>Principal & Interest |
|----------------|------------------|---------------------------------|-----------------------------|
| February, 2025 | \$1,685,000      | 6.84%                           | \$11,030                    |
| February, 2024 | \$1,470,000      | 6.78%                           | \$9,564                     |
|                | <b>\$215,000</b> | <b>0.06%</b>                    | <b>\$1,466</b><br>Per Month |
|                |                  |                                 | <b>\$17,594</b><br>Per Year |

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

# Monthly Payments Compared to Income Trendline King County



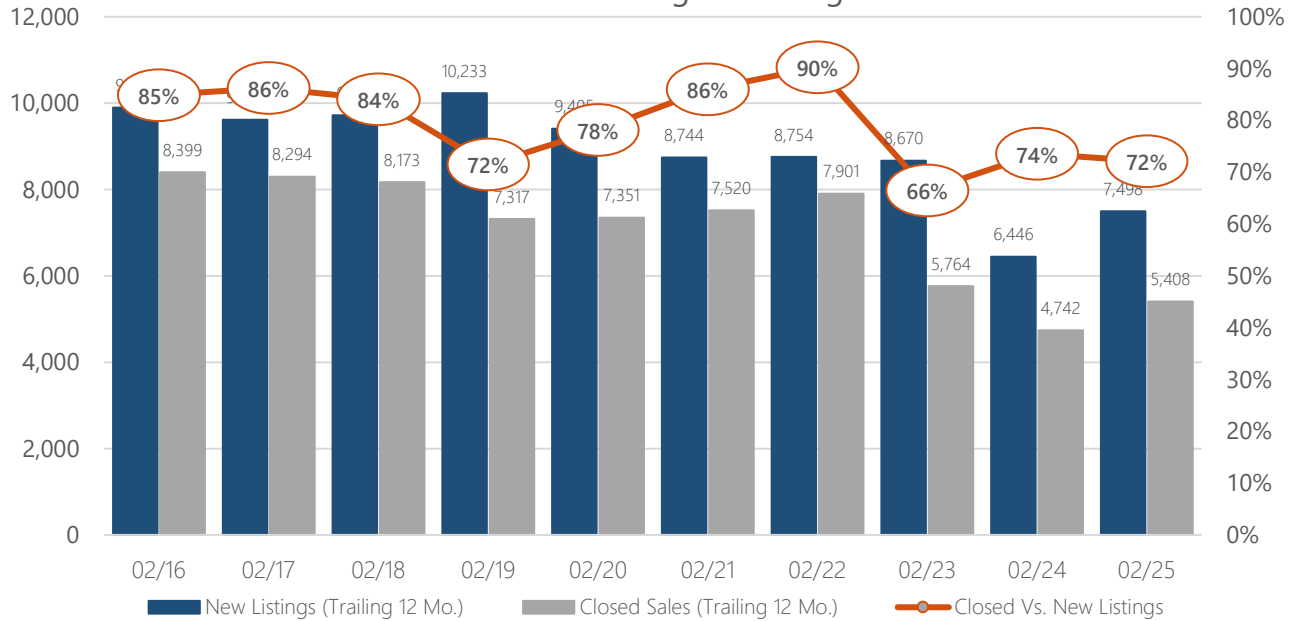
|                 |  |   |
|-----------------|--|---|
| <p><b>A</b></p> | <p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p> | <p>Two Factors for Payment</p>  |
| <p><b>B</b></p> | <p>Monthly payment based on purchase price and interest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

### Eastside (All Areas)

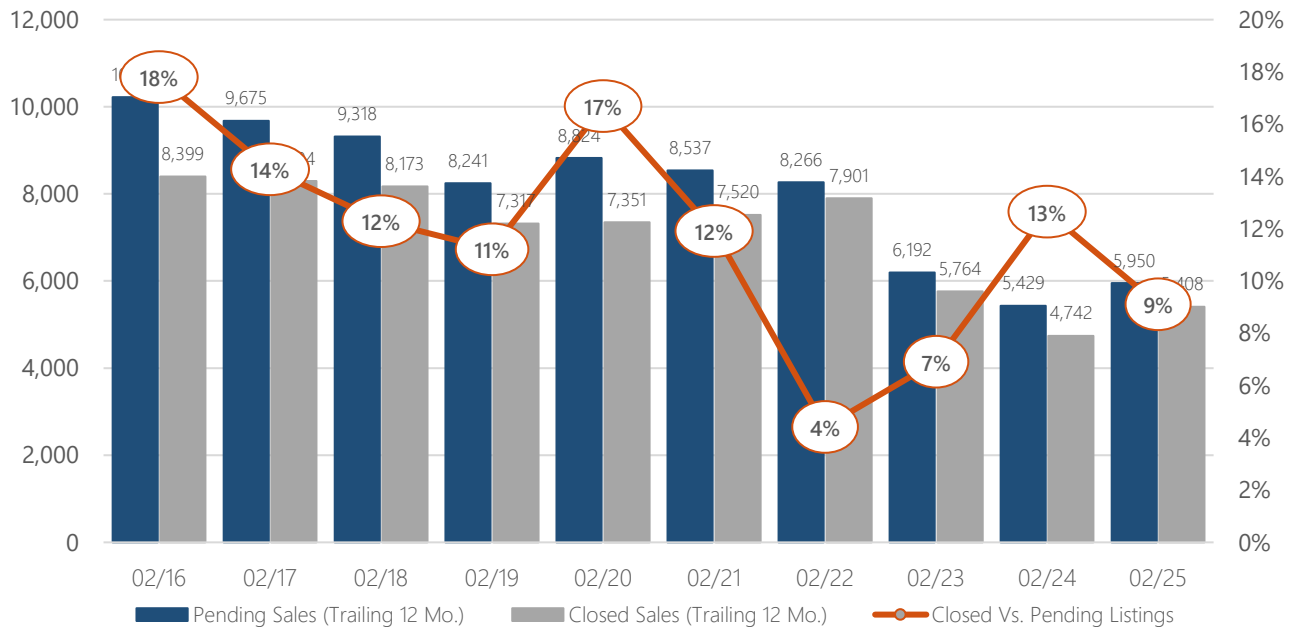
#### RESIDENTIAL ONLY

#### 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

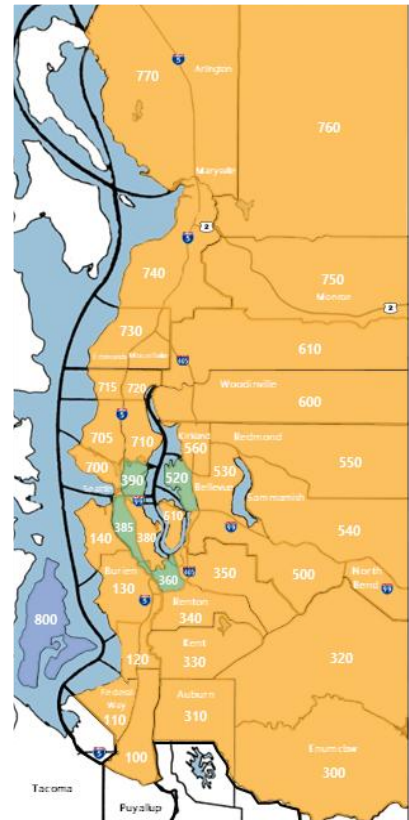
| Area | Months Inventory |      |      | Area | Months Inventory |      |      |
|------|------------------|------|------|------|------------------|------|------|
|      | 2023             | 2024 | 2025 |      | 2023             | 2024 | 2025 |
| 100  | 0.9              | 0.5  | 1.3  | 530  | 1.1              | 0.7  | 1.2  |
| 110  | 0.6              | 1.3  | 0.8  | 540  | 0.9              | 0.6  | 1.2  |
| 120  | 0.7              | 0.9  | 0.9  | 550  | 1.0              | 0.6  | 1.4  |
| 130  | 1.0              | 1.1  | 1.1  | 560  | 1.1              | 0.8  | 1.6  |
| 140  | 0.7              | 0.9  | 1.0  | 600  | 0.9              | 0.6  | 1.7  |
| 300  | 0.7              | 1.4  | 0.7  | 610  | 0.8              | 0.4  | 1.1  |
| 310  | 0.9              | 1.1  | 1.9  | 700  | 0.9              | 1.5  | 1.3  |
| 320  | 1.1              | 0.8  | 1.4  | 701  | 0.0              | 0.0  | 0.0  |
| 330  | 0.8              | 0.8  | 1.0  | 705  | 0.8              | 0.8  | 1.2  |
| 340  | 0.7              | 0.8  | 0.7  | 710  | 1.1              | 0.9  | 1.1  |
| 350  | 0.6              | 0.7  | 1.4  | 715  | 0.9              | 0.8  | 0.7  |
| 360  | 1.4              | 0.5  | 3.5  | 720  | 0.9              | 0.5  | 1.0  |
| 380  | 1.9              | 1.2  | 2.0  | 730  | 0.5              | 0.6  | 0.8  |
| 385  | 1.5              | 3.2  | 2.0  | 740  | 0.6              | 0.6  | 1.0  |
| 390  | 1.6              | 1.5  | 2.3  | 750  | 0.7              | 0.8  | 1.6  |
| 500  | 1.0              | 0.8  | 1.1  | 760  | 0.9              | 0.8  | 1.3  |
| 510  | 2.5              | 1.8  | 0.9  | 770  | 0.8              | 0.7  | 1.4  |
| 520  | 3.4              | 2.1  | 2.9  | 800  | 1.6              | 1.5  | 4.7  |

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

|                                    | February, 2025 | February, 2024 | Difference | % Change |
|------------------------------------|----------------|----------------|------------|----------|
| Months Supply of Inventory         | 1.5            | 0.8            | 0.7        | 91%      |
| Active Listings at End of Month    | 557            | 344            | 213        | 62%      |
| Pending Sales MTD                  | 379            | 446            | -67        | -15%     |
| Pending Sales (Trailing 12 Months) | 5,950          | 5,429          | 521        | 10%      |
| Closed Sales MTD                   | 262            | 257            | 5          | 2%       |
| Closed Sales (Trailing 12 Months)  | 5,408          | 4,742          | 666        | 14%      |
| Closed Sales Price (Median)        | \$1,685,000    | \$1,470,000    | \$215,000  | 15%      |
| 30-Year-Fixed-Rate Mortgage Rate   | 6.8%           | 6.8%           | 0.1%       | 1%       |
| Monthly Payments (P&I)             | \$11,030       | \$9,564        | \$1,466    | 15%      |

### Condominium

|                                    | February, 2025 | February, 2024 | Difference | % Change |
|------------------------------------|----------------|----------------|------------|----------|
| Months Supply of Inventory         | 1.9            | 0.9            | 1.0        | 107%     |
| Active Listings at End of Month    | 380            | 157            | 223        | 142%     |
| Pending Sales MTD                  | 199            | 170            | 29         | 17%      |
| Pending Sales (Trailing 12 Months) | 2,355          | 1,977          | 378        | 19%      |
| Closed Sales MTD                   | 168            | 131            | 37         | 28%      |
| Closed Sales (Trailing 12 Months)  | 2,040          | 1,641          | 399        | 24%      |
| Closed Sales Price (Median)        | \$787,475      | \$665,000      | \$122,475  | 18%      |
| 30-Year-Fixed-Rate Mortgage Rate   | 6.8%           | 6.8%           | 0.1%       | 1%       |
| Monthly Payments (P&I)             | \$5,155        | \$4,326        | \$828      | 19%      |

### Residential & Condominium

|                                    | February, 2025 | February, 2024 | Difference | % Change |
|------------------------------------|----------------|----------------|------------|----------|
| Months Supply of Inventory         | 1.6            | 0.8            | 0.8        | 99%      |
| Active Listings at End of Month    | 937            | 501            | 436        | 87%      |
| Pending Sales MTD                  | 578            | 616            | -38        | -6%      |
| Pending Sales (Trailing 12 Months) | 8,305          | 7,406          | 899        | 12%      |
| Closed Sales MTD                   | 430            | 388            | 42         | 11%      |
| Closed Sales (Trailing 12 Months)  | 7,448          | 6,383          | 1,065      | 17%      |
| Closed Sales Price (Median)        | \$1,300,000    | \$1,284,000    | \$16,000   | 1%       |
| 30-Year-Fixed-Rate Mortgage Rates  | 6.8%           | 6.8%           | 0.1%       | 1%       |
| Monthly Payments (P&I)             | \$8,510        | \$8,354        | \$156      | 2%       |

## Eastside (All Areas) RESIDENTIAL ONLY

|                             | JAN       | FEB       | MAR       | APR       | MAY       | JUN       | JUL       | AUG       | SEP       | OCT       | NOV       | DEC       | MTD %<br>Change | YTD<br>Summary | T   | YTD %<br>Change |
|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------------|----------------|-----|-----------------|
| 2025                        |           |           |           |           |           |           |           |           |           |           |           |           |                 |                |     |                 |
| Active Listings (EOM)       | 452       | 557       |           |           |           |           |           |           |           |           |           |           | 62%             | 505            | AVG | 61%             |
| New Listings Taken in Month | 450       | 543       |           |           |           |           |           |           |           |           |           |           | -1%             | 993            | YTD | 12%             |
| # of Pending Transactions   | 297       | 379       |           |           |           |           |           |           |           |           |           |           | -15%            | 676            | YTD | -10%            |
| Months Supply of Inventory  | 1.5       | 1.5       |           |           |           |           |           |           |           |           |           |           | 91%             | 1.5            | AVG | 75%             |
| # of Closed Sales           | 204       | 262       |           |           |           |           |           |           |           |           |           |           | 2%              | 466            | YTD | 2%              |
| Median Closed Price         | 1,709,000 | 1,685,000 |           |           |           |           |           |           |           |           |           |           | 15%             | 1,697,085      | WA  | 16%             |
| 2024                        |           |           |           |           |           |           |           |           |           |           |           |           |                 |                |     |                 |
| Active Listings (EOM)       | 281       | 344       | 367       | 440       | 672       | 745       | 740       | 760       | 813       | 675       | 492       | 343       | -18%            | 313            | AVG | -30%            |
| New Listings Taken in Month | 340       | 549       | 687       | 786       | 1,012     | 806       | 764       | 742       | 729       | 548       | 268       | 163       | 15%             | 889            | YTD | 18%             |
| # of Pending Transactions   | 301       | 446       | 598       | 631       | 671       | 607       | 622       | 525       | 545       | 541       | 324       | 210       | 15%             | 747            | YTD | 2%              |
| 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       | -29%            | 0.9            | AVG | -31%            |
| # of Closed Sales           | 198       | 257       | 430       | 514       | 612       | 554       | 600       | 572       | 434       | 527       | 422       | 277       | -4%             | 455            | YTD | 0%              |
| 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 | 10%             | 1,467,504      | WA  | 10%             |
| 2023                        |           |           |           |           |           |           |           |           |           |           |           |           |                 |                |     |                 |
| Active Listings (EOM)       | 476       | 422       | 565       | 550       | 580       | 645       | 691       | 698       | 737       | 637       | 489       | 282       | 185%            | 449            | AVG | 259%            |
| New Listings Taken in Month | 369       | 384       | 704       | 554       | 725       | 742       | 689       | 629       | 634       | 449       | 288       | 143       | -34%            | 753            | YTD | -21%            |
| # of Pending Transactions   | 341       | 389       | 501       | 529       | 604       | 571       | 542       | 516       | 469       | 414       | 309       | 227       | -23%            | 730            | YTD | -11%            |
| 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       | 272%            | 1.2            | AVG | 300%            |
| # of Closed Sales           | 184       | 269       | 396       | 397       | 463       | 575       | 455       | 533       | 418       | 410       | 343       | 297       | 7%              | 453            | YTD | -7%             |
| 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 | -21%            | 1,330,075      | WA  | -17%            |
| 2022                        |           |           |           |           |           |           |           |           |           |           |           |           |                 |                |     |                 |
| Active Listings (EOM)       | 102       | 148       | 288       | 533       | 745       | 1,105     | 1,197     | 1,022     | 1,033     | 972       | 768       | 511       | -34%            | 125            | AVG | -44%            |
| New Listings Taken in Month | 369       | 586       | 976       | 1,061     | 1,156     | 1,204     | 979       | 681       | 800       | 574       | 315       | 171       | 2%              | 955            | YTD | -9%             |
| # of Pending Transactions   | 310       | 508       | 779       | 752       | 754       | 546       | 575       | 628       | 542       | 401       | 283       | 202       | -7%             | 818            | YTD | -16%            |
| 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       | -29%            | 0.3            | AVG | -33%            |
| # of Closed Sales           | 234       | 252       | 551       | 678       | 731       | 678       | 479       | 581       | 539       | 476       | 325       | 273       | -31%            | 486            | YTD | -31%            |
| 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 | 34%             | 1,611,655      | WA  | 33%             |
| 2021                        |           |           |           |           |           |           |           |           |           |           |           |           |                 |                |     |                 |
| # of Active Listings        | 219       | 224       | 216       | 309       | 239       | 288       | 350       | 278       | 282       | 185       | 100       | 55        | -57%            | 222            | A   | -57%            |
| New Listings Taken in Month | 467       | 577       | 927       | 1,012     | 922       | 1,116     | 925       | 852       | 788       | 598       | 401       | 258       | -2%             | 1,044          | YTD | -13%            |
| # of Pending Transactions   | 423       | 549       | 893       | 864       | 931       | 997       | 792       | 873       | 741       | 655       | 459       | 243       | -12%            | 972            | YTD | -14%            |
| 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       | -51%            | 0.5            | A   | -50%            |
| # of Closed Sales           | 344       | 363       | 617       | 745       | 808       | 921       | 965       | 833       | 769       | 717       | 589       | 451       | 1%              | 707            | T   | 9%              |
| 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 | 28%             | 1,209,787      | WA  | 29%             |

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 %<br>Change | YTD<br>Summary | TT  | YTD %<br>Change |
|------|-----------------------------|---------|---------|-----------|---------|---------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------------|----------------|-----|-----------------|
| 2020 | Active Listings (EOM)       | 517     | 519     | 682       | 782     | 825     | 819     | 818       | 739       | 575       | 473       | 316       | 188       | -48%            | 518            | AVG | -48%            |
|      | New Listings Taken in Month | 534     | 640     | 924       | 588     | 841     | 974     | 1,011     | 985       | 861       | 794       | 429       | 293       | 8%              | 1,174          | YTD | -2%             |
|      | # of Pending Transactions   | 503     | 625     | 659       | 480     | 778     | 933     | 968       | 1,016     | 975       | 854       | 544       | 358       | 16%             | 1,128          | YTD | 9%              |
|      | 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       | -55%            | 0.9            | AVG | -52%            |
|      | # of Closed Sales           | 290     | 359     | 505       | 466     | 426     | 691     | 816       | 820       | 836       | 890       | 701       | 662       | -5%             | 649            | YTD | -7%             |
|      | 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%              | 940,805        | 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       | 111%            | 990            | AVG | 123%            |
|      | New Listings Taken in Month | 613     | 591     | 1,104     | 1,093   | 1,395   | 1,054   | 869       | 757       | 807       | 625       | 323       | 204       | -9%             | 1,204          | YTD | 5%              |
|      | # of Pending Transactions   | 497     | 537     | 876       | 997     | 1,031   | 883     | 833       | 738       | 696       | 697       | 581       | 364       | -6%             | 1,034          | YTD | 2%              |
|      | 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       | 124%            | 1.9            | AVG | 119%            |
|      | # of Closed Sales           | 322     | 379     | 537       | 648     | 859     | 853     | 803       | 749       | 554       | 607       | 568       | 524       | 2%              | 701            | YTD | -3%             |
|      | 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   | -5%             | 905,028        | WA  | -4%             |
| 2018 | Active Listings (EOM)       | 412     | 475     | 577       | 736     | 1,040   | 1,278   | 1,378     | 1,556     | 1,690     | 1,537     | 1,246     | 918       | 8%              | 444            | AVG | 0%              |
|      | New Listings Taken in Month | 497     | 649     | 990       | 987     | 1,429   | 1,248   | 1,027     | 978       | 975       | 723       | 449       | 223       | 17%             | 1,146          | YTD | 5%              |
|      | # of Pending Transactions   | 448     | 570     | 850       | 795     | 1,056   | 916     | 776       | 705       | 642       | 614       | 514       | 339       | 1%              | 1,018          | YTD | -3%             |
|      | 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       | 7%              | 0.9            | AVG | 3%              |
|      | # of Closed Sales           | 353     | 370     | 557       | 663     | 748     | 911     | 798       | 735       | 569       | 627       | 516       | 492       | 7%              | 723            | YTD | -6%             |
|      | 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   | 14%             | 944,038        | WA  | 16%             |
| 2017 | Active Listings (EOM)       | 453     | 438     | 585       | 623     | 760     | 893     | 950       | 899       | 962       | 797       | 562       | 359       | -30%            | 446            | AVG | -27%            |
|      | New Listings Taken in Month | 531     | 556     | 931       | 920     | 1,208   | 1,215   | 1,042     | 965       | 908       | 710       | 440       | 236       | -18%            | 1,087          | YTD | -13%            |
|      | # of Pending Transactions   | 487     | 565     | 790       | 872     | 1,054   | 1,045   | 959       | 956       | 832       | 790       | 612       | 390       | -20%            | 1,052          | YTD | -15%            |
|      | 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       | -13%            | 0.9            | AVG | -14%            |
|      | # of Closed Sales           | 425     | 345     | 553       | 585     | 777     | 942     | 855       | 919       | 766       | 764       | 687       | 602       | -11%            | 770            | YTD | -1%             |
|      | 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   | 12%             | 813,377        | WA  | 13%             |
| 2016 | Active Listings (EOM)       | 592     | 624     | 740       | 911     | 925     | 1,110   | 1,207     | 1,101     | 1,093     | 867       | 632       | 436       | -30%            | 608            | AVG | -29%            |
|      | New Listings Taken in Month | 566     | 680     | 968       | 1,088   | 1,102   | 1,250   | 1,066     | 892       | 894       | 621       | 406       | 241       | -10%            | 1,246          | YTD | -4%             |
|      | # of Pending Transactions   | 540     | 702     | 859       | 934     | 1,108   | 1,044   | 967       | 947       | 894       | 855       | 616       | 399       | -5%             | 1,242          | YTD | -6%             |
|      | 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       | -26%            | 1.0            | AVG | -24%            |
|      | # of Closed Sales           | 392     | 388     | 565       | 655     | 759     | 938     | 909       | 877       | 770       | 757       | 694       | 600       | -5%             | 780            | YTD | -6%             |
|      | 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   | 20%             | 719,365        | WA  | 16%             |
| 2015 | Active Listings (EOM)       | 818     | 891     | 925       | 1,066   | 1,214   | 1,247   | 1,284     | 1,237     | 1,153     | 1,013     | 719       | 543       | -8%             | 855            | AVG | -9%             |
|      | New Listings Taken in Month | 540     | 757     | 978       | 1,143   | 1,210   | 1,159   | 1,054     | 907       | 797       | 732       | 387       | 284       | 13%             | 1,297          | YTD | 3%              |
|      | # of Pending Transactions   | 581     | 740     | 1,008     | 1,046   | 1,116   | 1,101   | 1,031     | 954       | 850       | 818       | 640       | 412       | 14%             | 1,321          | YTD | 3%              |
|      | 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       | -19%            | 1.3            | AVG | -10%            |
|      | # of Closed Sales           | 419     | 410     | 632       | 740     | 816     | 981     | 932       | 865       | 774       | 715       | 528       | 636       | 5%              | 829            | YTD | 6%              |
|      | 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   | 5%              | 621,344        | 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          |
| \$250,000 to \$499,999     | 2          | 3          |     |     |     |     |     |     |      |     |     |     | 5          |
| \$500,000 to \$749,999     | 11         | 9          |     |     |     |     |     |     |      |     |     |     | 20         |
| \$750,000 to \$999,999     | 17         | 20         |     |     |     |     |     |     |      |     |     |     | 37         |
| \$1,000,000 to \$1,499,999 | 47         | 62         |     |     |     |     |     |     |      |     |     |     | 109        |
| \$1,500,000 to \$2,499,999 | 72         | 112        |     |     |     |     |     |     |      |     |     |     | 184        |
| \$2,500,000 and above      | 52         | 47         |     |     |     |     |     |     |      |     |     |     | 99         |
| <b>Grand Total</b>         | <b>201</b> | <b>253</b> |     |     |     |     |     |     |      |     |     |     | <b>454</b> |

### 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          | 1          |
| \$500,000 to \$749,999     | 10         | 13         | 17         | 11         | 13         | 10         | 16         | 15         | 12         | 6          | 17         | 10         | 23         |
| \$750,000 to \$999,999     | 32         | 27         | 39         | 52         | 48         | 51         | 58         | 68         | 41         | 57         | 44         | 27         | 59         |
| \$1,000,000 to \$1,499,999 | 61         | 89         | 106        | 132        | 157        | 165        | 166        | 173        | 143        | 177        | 124        | 92         | 150        |
| \$1,500,000 to \$2,499,999 | 57         | 80         | 173        | 222        | 280        | 224        | 256        | 220        | 164        | 200        | 167        | 77         | 137        |
| \$2,500,000 and above      | 36         | 48         | 94         | 96         | 108        | 93         | 102        | 85         | 68         | 78         | 61         | 67         | 84         |
| <b>Grand Total</b>         | <b>197</b> | <b>257</b> | <b>430</b> | <b>513</b> | <b>610</b> | <b>545</b> | <b>599</b> | <b>565</b> | <b>430</b> | <b>523</b> | <b>416</b> | <b>276</b> | <b>454</b> |

### 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       |
| \$250,000 to \$499,999     | 100%      | N/A        |     |     |     |     |     |     |      |     |     |     | 400%      |
| \$500,000 to \$749,999     | 10%       | -31%       |     |     |     |     |     |     |      |     |     |     | -13%      |
| \$750,000 to \$999,999     | -47%      | -26%       |     |     |     |     |     |     |      |     |     |     | -37%      |
| \$1,000,000 to \$1,499,999 | -23%      | -30%       |     |     |     |     |     |     |      |     |     |     | -27%      |
| \$1,500,000 to \$2,499,999 | 26%       | 40%        |     |     |     |     |     |     |      |     |     |     | 34%       |
| \$2,500,000 and above      | 44%       | -2%        |     |     |     |     |     |     |      |     |     |     | 18%       |
| <b>Grand Total</b>         | <b>2%</b> | <b>-2%</b> |     |     |     |     |     |     |      |     |     |     | <b>0%</b> |