

SEPTEMBER 2025 – Eastside TALKING POINTS

Based on Residential only reports

September delivered a modest but notable uptick in activity. **New pending sales rose 6% for the month** over the prior year (though they **remain down 3% year-to-date**), while **closed sales increased 8% for the month** (still **down 6% YTD**).

The **median closed sale price climbed 3% year-over-year — the first year-over-year gain in five months** — landing at **\$1,575,000**. That figure is **7.2% below April’s peak** of \$1,697,500, a typical seasonal retreat as inventory rises.

Inventory and Pricing Pressure

Active inventory continues to climb, up **60% from a year ago**, bringing the **months of supply to 2.3 — a 51% increase year-over-year**. The result: **buyers now have more choices and leverage**.

In September, **73% of sold homes had either a price change or sold below their original list price, compared to 49% last year**, with a **median discount of 3% from list**.

Historically, weekly pending sales taper from October through year-end — demonstrated by last year’s results:

WEEK ENDED	PENDING SALES	ACTIVE INVENTORY	ESTIMATED MONTHS OF SUPPLY (ACTIVE ÷ WEEKLY PENDING x 4)
10/2/24	149	804	1.35
10/9/24	127	793	1.56
10/16/24	139	760	1.37
10/23/24	100	711	1.78
10/30/24	92	670	1.82
11/6/24	90	619	1.72
11/13/24	78	609	1.95
11/20/24	86	559	1.63
11/27/24	62	521	2.10
12/4/24	37	482	3.26
12/11/24	78	439	1.41
12/18/24	46	403	2.19
12/25/24	37	371	2.51
1/1/25	17	351	5.16



Guidance for Sellers

Homes that have been listed **30+ days without an offer or price drop likely need a price adjustment of roughly 5%**.

That reflects:

- The 7.2% decline in median price since April (averaging ~1.5% per month), plus
- The current 3% median gap between list and sold price.

While this 5% reduction is a useful rule of thumb, **comparable active listings remain** the best guide.

Ask sellers: *“If a relocating buyer had to make a decision this weekend, would they choose your property over the competition?”*

Looking Ahead

Over the past several years, the Eastside has followed a consistent rhythm:

- **Prices rise 10%+ from December to April**, driven by pent-up demand after the holidays,
- Then **decline roughly 9% from April to December** as new listings surge and competition increases.

The dynamic is rooted in **timing differences between buyers and sellers**.

Sellers often need **3–6 months to prepare their homes**, while buyers can act immediately, creating a **first-quarter demand surge** that drives multiple offers and price spikes. As inventory builds from March through summer, multiple offers diminish, and prices level off or soften.

2026 may break this pattern.

With **1,303 active listings already on the market**, early-year inventory may be sufficient to **limit bidding wars**. In September, **only 14% of sales received multiple offers**, down from **32% in 2023 and 35% in 2024**. If that trend holds, 2026 could open with a more balanced market, moderating the usual winter-to-spring price spike.

Suggested 2-Line Email to Your Sphere

Subject: Inventory is up on the Eastside — what that means for your home

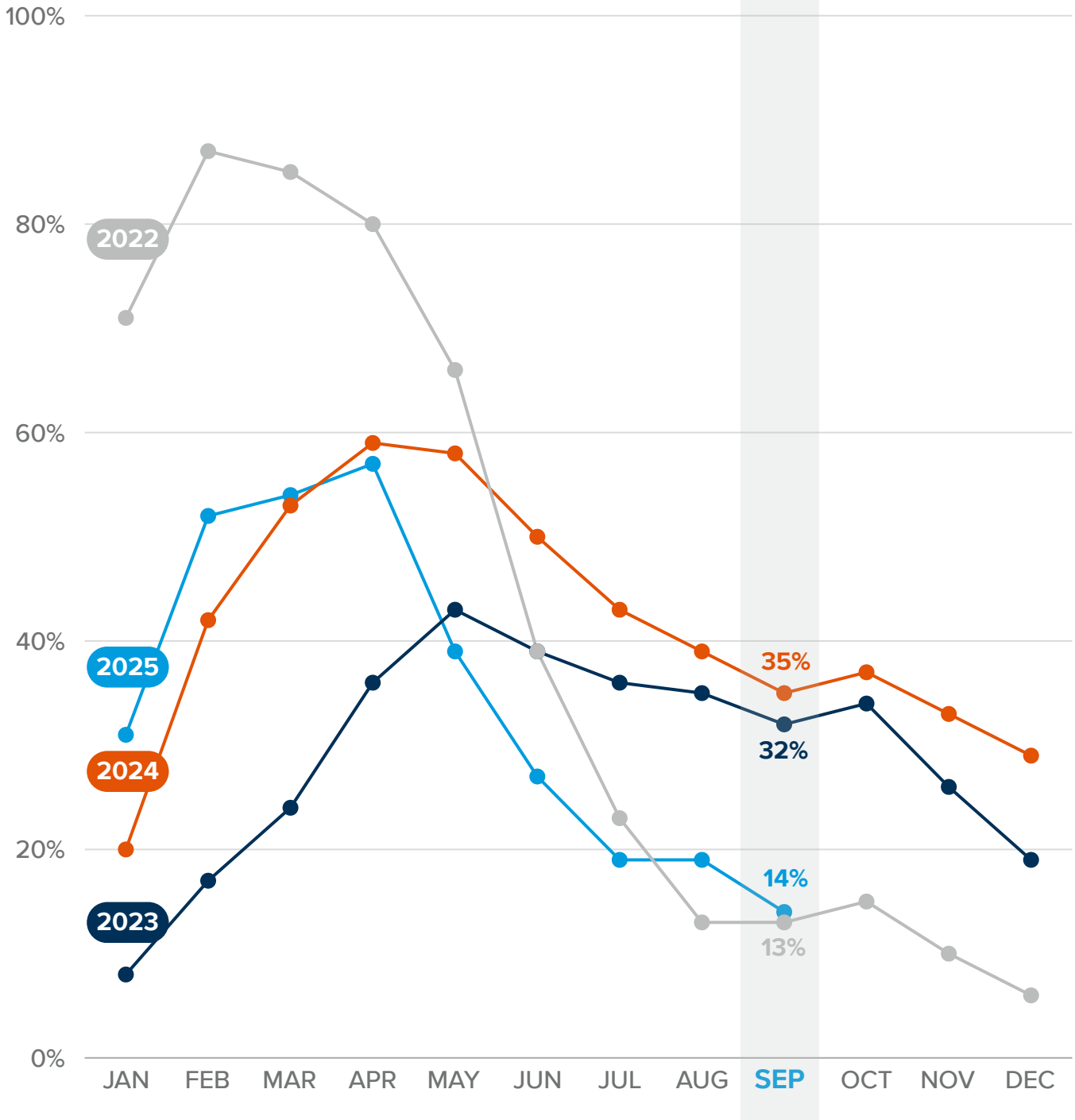
Body: Active listings are up ~60% vs. last year, and median prices are still holding (+3% YoY). If you've thought about moving, now's the time to plan. I can run a tailored prep and pricing strategy to help you capture top dollar — want me to run numbers for your street?

SEPTEMBER 2025

% OF LISTINGS SOLD ABOVE LIST PRICE



EASTSIDE RESIDENTIAL



windermere.com

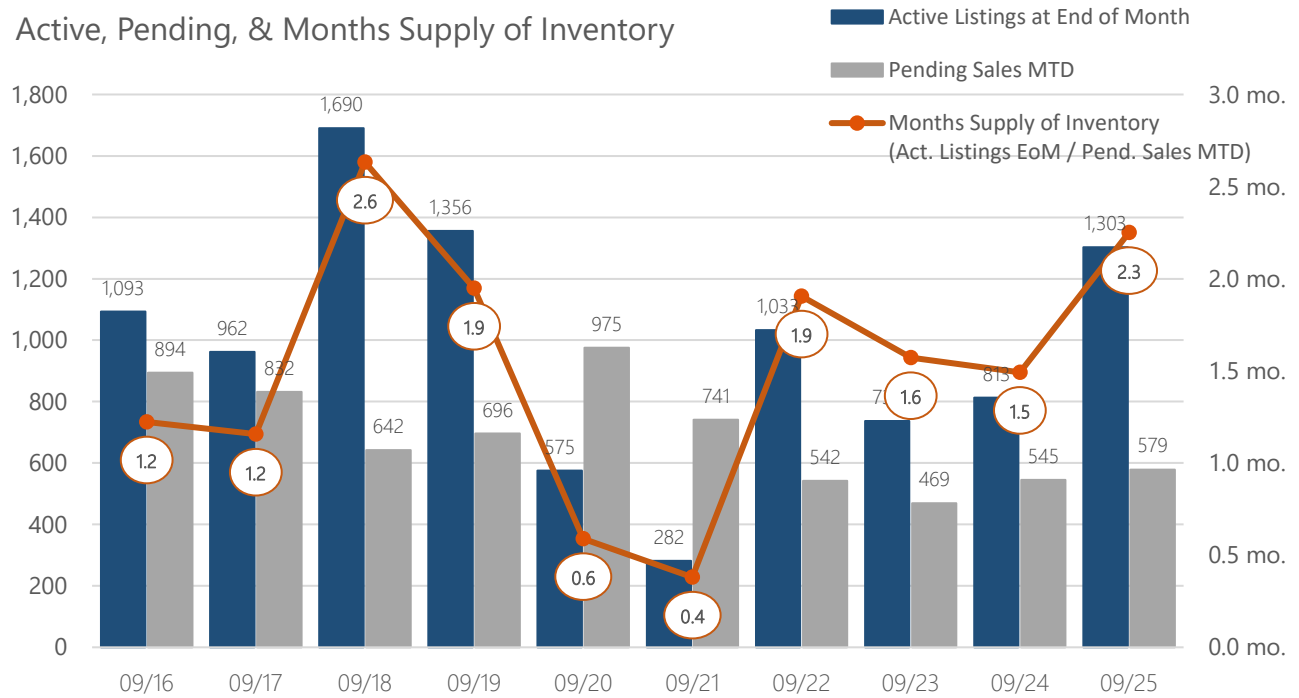
Created by Windermere Real Estate/East, Inc. using NWMLS data, but information was not verified or published by NWMLS.



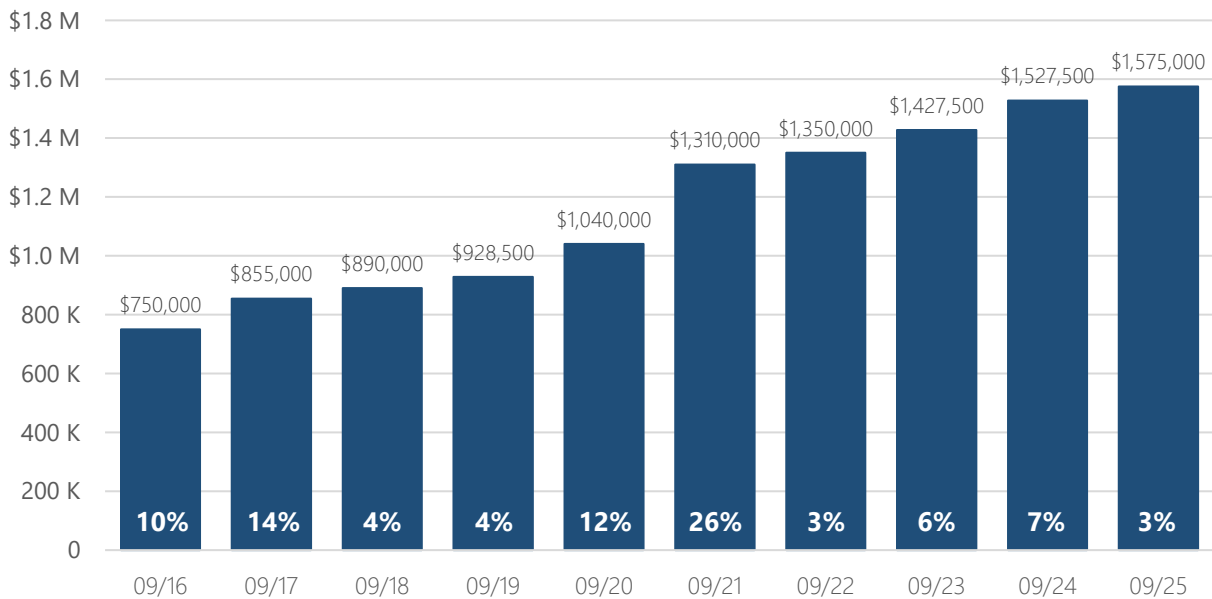
Eastside (All Areas)

RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



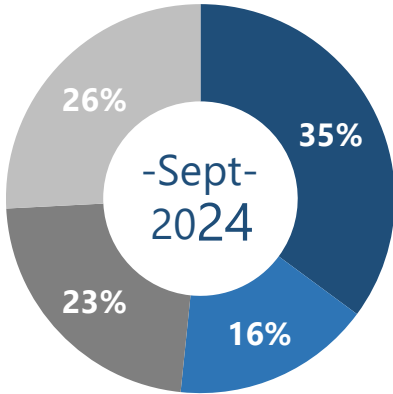
Median Closed Sales Price For Current Month Sold Properties



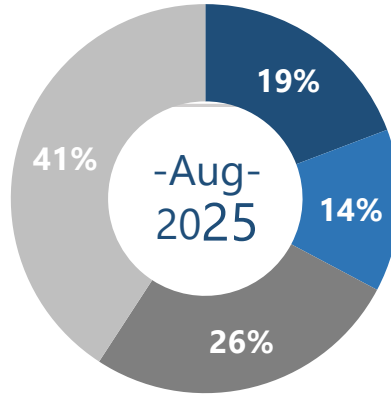
Eastside (All Areas)

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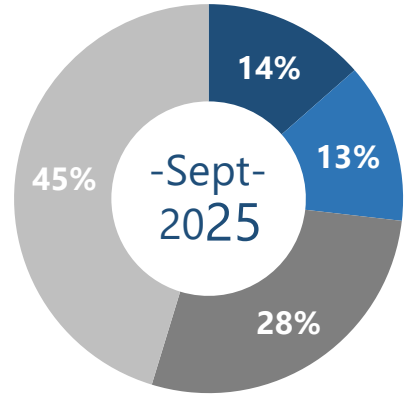
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD
ABOVE
LIST
PRICE



SOLD
AT
LIST
PRICE



SOLD
BELOW
LIST
PRICE



PRICE
CHANGE
BEFORE
SALE

SEPTEMBER 2025

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	15	11	21	69
NUMBER OF SALES IN MONTH	▶	63	62	130	211
MEDIAN % FROM ORIGINAL LIST PRICE	▶	3%	0%	-3%	N/A

Eastside (All Areas)

RESIDENTIAL ONLY

Sales Price to List Price
based on Market Time

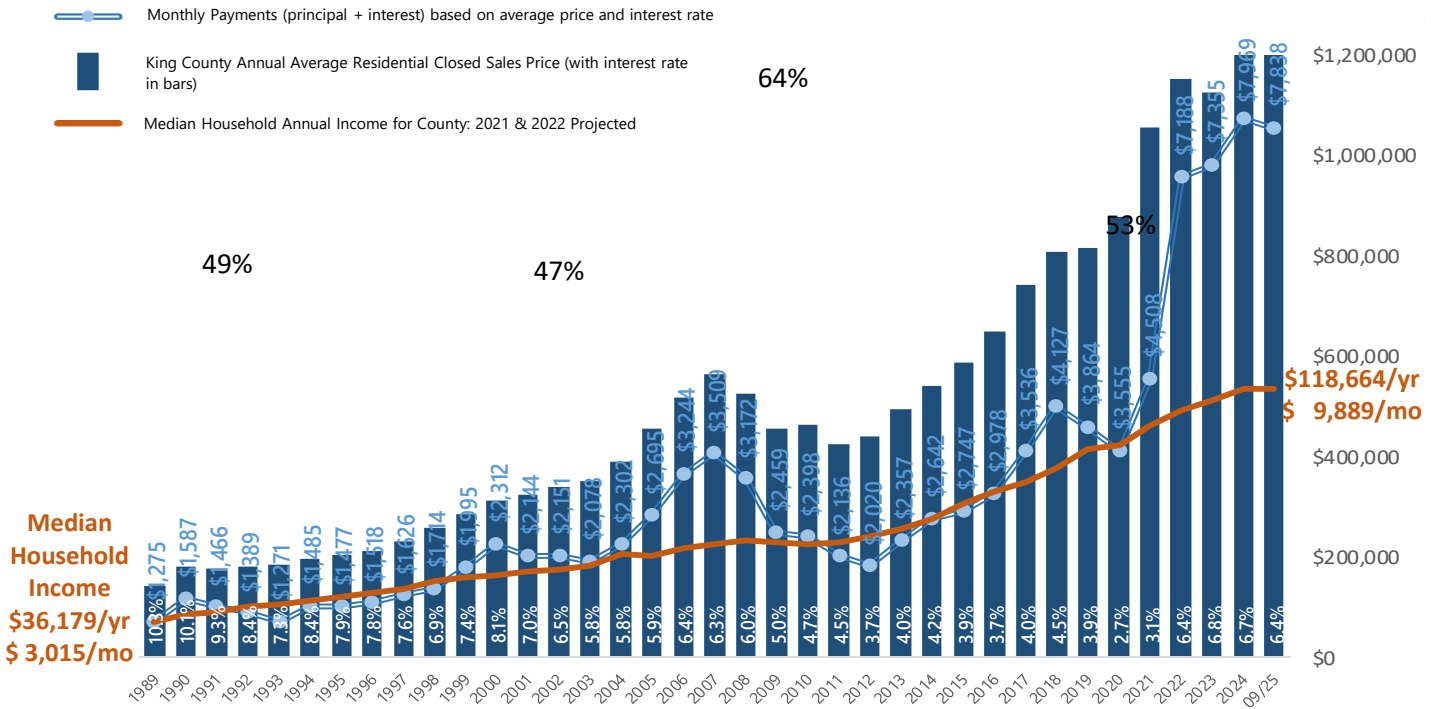
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	221	47.4%
15 - 30	96.2%	97.6%	71	15.2%
31 - 60	94.0%	96.4%	98	21.0%
61 - 90	91.4%	96.3%	40	8.6%
90+	93.6%	97.7%	36	7.7%
Totals			466	100.0%

The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
September, 2025	\$1,575,000	6.35%	\$9,800
September, 2024	\$1,527,500	6.18%	\$9,336
	\$47,500	0.17%	\$465 Per Month
			\$5,575 Per Year

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

Monthly Payments Compared to Income Trendline King County

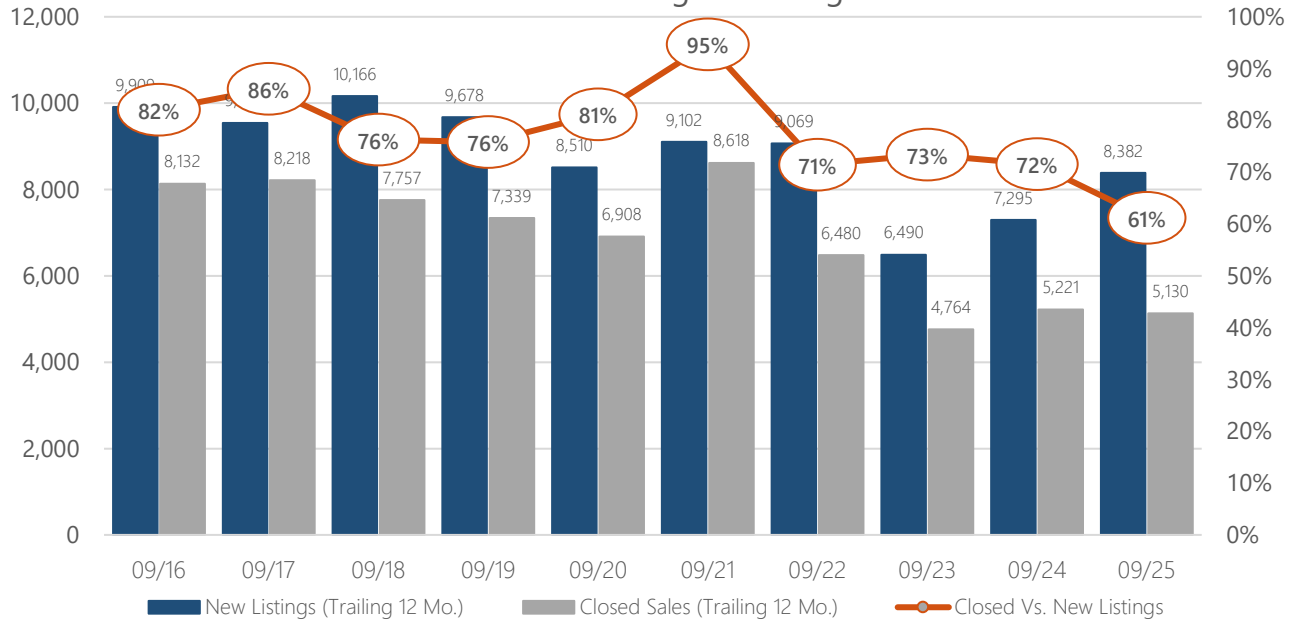


<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Annual Median Household Income 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>

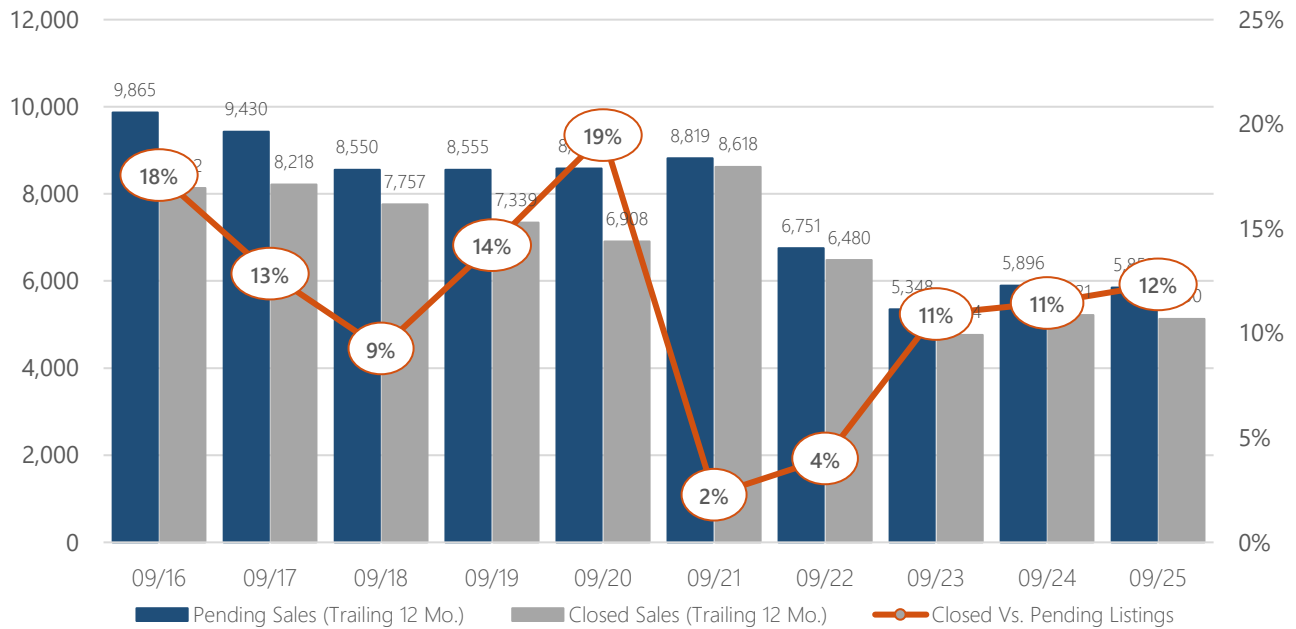
Eastside (All Areas)

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

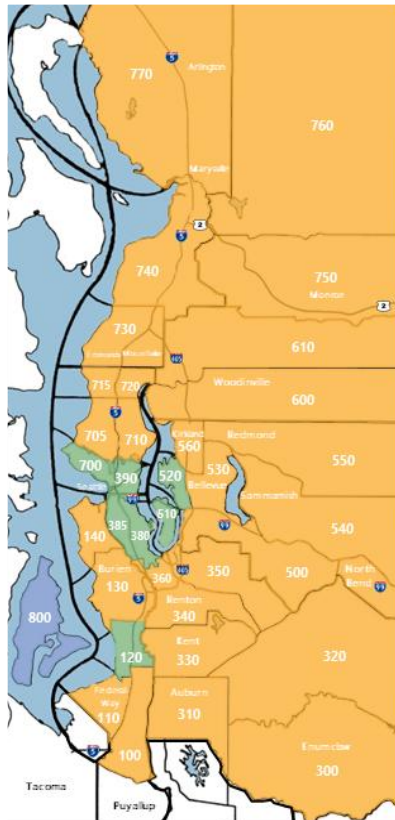
Area	Months Inventory			Area	Months Inventory		
	2023	2024	2025		2023	2024	2025
100	1.6	1.5	1.6	530	1.3	1.1	1.4
110	1.3	1.4	1.3	540	1.4	1.3	1.8
120	1.5	2.0	1.4	550	1.5	1.3	2.5
130	1.7	1.7	1.6	560	2.0	1.7	2.9
140	1.3	1.6	1.8	600	1.6	1.6	2.6
300	1.4	1.9	2.6	610	1.4	1.3	2.4
310	1.2	1.5	2.6	700	2.1	2.1	2.2
320	2.1	1.7	2.7	701	0.0	0.0	0.0
330	1.2	1.8	2.0	705	1.8	1.6	2.0
340	1.2	1.8	1.8	710	1.5	1.6	2.0
350	1.1	1.4	1.7	715	1.5	1.5	2.7
360	0.8	1.8	4.7	720	1.3	1.4	1.4
380	2.7	2.2	2.2	730	1.0	1.2	1.3
385	2.3	3.2	2.7	740	1.3	1.3	2.0
390	2.4	2.3	2.9	750	1.3	1.7	1.9
500	1.6	1.2	1.8	760	1.7	1.9	2.4
510	1.2	2.1	3.1	770	1.4	1.3	2.0
520	2.7	3.7	4.5	800	1.3	4.4	2.6

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

	September, 2025	September, 2024	Difference	% Change
Months Supply of Inventory	2.3	1.5	0.8	51%
Active Listings at End of Month	1,303	813	490	60%
Pending Sales MTD	579	545	34	6%
Pending Sales (Trailing 12 Months)	5,852	5,896	-44	-1%
Closed Sales MTD	467	434	33	8%
Closed Sales (Trailing 12 Months)	5,130	5,221	-91	-2%
Closed Sales Price (Median)	\$1,575,000	\$1,527,500	\$47,500	3%
30-Year-Fixed-Rate Mortgage Rate	6.4%	6.2%	0.2%	3%
Monthly Payments (P&I)	\$9,800	\$9,336	\$465	5%

Condominium

	September, 2025	September, 2024	Difference	% Change
Months Supply of Inventory	3.2	2.5	0.7	30%
Active Listings at End of Month	622	470	152	32%
Pending Sales MTD	192	188	4	2%
Pending Sales (Trailing 12 Months)	2,270	2,159	111	5%
Closed Sales MTD	171	157	14	9%
Closed Sales (Trailing 12 Months)	2,037	1,806	231	13%
Closed Sales Price (Median)	\$730,000	\$690,000	\$40,000	6%
30-Year-Fixed-Rate Mortgage Rate	6.4%	6.2%	0.2%	3%
Monthly Payments (P&I)	\$4,542	\$4,217	\$325	8%

Residential & Condominium

	September, 2025	September, 2024	Difference	% Change
Months Supply of Inventory	2.5	1.8	0.7	43%
Active Listings at End of Month	1,925	1,283	642	50%
Pending Sales MTD	771	733	38	5%
Pending Sales (Trailing 12 Months)	8,122	8,055	67	1%
Closed Sales MTD	638	591	47	8%
Closed Sales (Trailing 12 Months)	7,167	7,027	140	2%
Closed Sales Price (Median)	\$1,350,000	\$1,340,000	\$10,000	1%
30-Year-Fixed-Rate Mortgage Rates	6.4%	6.2%	0.2%	3%
Monthly Payments (P&I)	\$8,400	\$8,190	\$210	3%

Eastside (All Areas) RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2025	Active Listings (EOM)	452	557	684	992	1,366	1,428	1,407	1,283	1,303				60%	1,052	AVG	83%
	New Listings Taken in Month	450	543	847	1,005	1,249	987	835	662	825				13%	7,403	YTD	15%
	# of Pending Transactions	297	379	623	534	643	622	585	515	579				6%	4,777	YTD	-3%
	Months Supply of Inventory	1.5	1.5	1.1	1.9	2.1	2.3	2.4	2.5	2.3				51%	1.9	AVG	87%
	# of Closed Sales	204	262	396	498	503	541	555	478	467				8%	3,904	YTD	-6%
	Median Closed Price	1,709,000	1,685,000	1,710,000	1,697,500	1,633,500	1,610,000	1,580,000	1,537,500	1,575,000				3%	1,639,821	WA	3%
2024	Active Listings (EOM)	281	344	367	440	672	745	740	760	813	675	492	343	10%	574	AVG	-4%
	New Listings Taken in Month	340	549	687	786	1,012	806	764	742	729	548	268	163	16%	6,415	YTD	18%
	# of Pending Transactions	301	446	598	631	671	607	622	525	545	541	324	210	16%	4,946	YTD	11%
	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	-5%	1.0	AVG	-14%
	# of Closed Sales	198	257	430	514	612	554	600	572	434	527	422	277	4%	4,171	YTD	13%
	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	7%	1,596,599	WA	12%
2023	Active Listings (EOM)	476	422	565	550	580	645	691	698	737	637	489	282	-29%	596	AVG	-13%
	New Listings Taken in Month	369	384	704	554	725	742	689	629	634	449	288	143	-21%	5,430	YTD	-30%
	# of Pending Transactions	341	389	501	529	604	571	542	516	469	414	309	227	-13%	4,462	YTD	-17%
	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	-18%	1.2	AVG	6%
	# of Closed Sales	184	269	396	397	463	575	455	533	418	410	343	297	-22%	3,690	YTD	-22%
	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	6%	1,424,527	WA	-8%
2022	Active Listings (EOM)	102	148	288	533	745	1,105	1,197	1,022	1,033	972	768	511	266%	686	AVG	157%
	New Listings Taken in Month	369	586	976	1,061	1,156	1,204	979	681	800	574	315	171	2%	7,812	YTD	3%
	# of Pending Transactions	310	508	779	752	754	546	575	628	542	401	283	202	-27%	5,394	YTD	-24%
	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	401%	1.1	AVG	221%
	# of Closed Sales	234	252	551	678	731	678	479	581	539	476	325	273	-30%	4,723	YTD	-26%
	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	3%	1,551,028	WA	19%
2021	# of Active Listings	219	224	216	309	239	288	350	278	282	185	100	55	-51%	267	A	-62%
	New Listings Taken in Month	467	577	927	1,012	922	1,116	925	852	788	598	401	258	-2%	7,586	YTD	-8%
	# of Pending Transactions	423	549	893	864	931	997	792	873	741	655	459	243	-24%	7,063	YTD	2%
	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	-35%	0.4	A	-63%
	# of Closed Sales	344	363	617	745	808	921	965	833	769	717	589	451	-8%	6,365	T	22%
	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	26%	1,299,041	WA	31%

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	-58%	697	AVG	-47%
	New Listings Taken in Month	534	640	924	588	841	974	1,011	985	861	794	429	293	7%	7,358	YTD	-11%
	# of Pending Transactions	503	625	659	480	778	933	968	1,016	975	854	544	358	40%	6,937	YTD	-2%
	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	-70%	1.0	AVG	-45%
	# of Closed Sales	290	359	505	466	426	691	816	820	836	890	701	662	51%	5,209	YTD	-9%
	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	12%	987,974	WA	6%
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	-20%	1,328	AVG	31%
	New Listings Taken in Month	613	591	1,104	1,093	1,395	1,054	869	757	807	625	323	204	-17%	8,283	YTD	-6%
	# of Pending Transactions	497	537	876	997	1,031	883	833	738	696	697	581	364	8%	7,088	YTD	5%
	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	-26%	1.7	AVG	26%
	# of Closed Sales	322	379	537	648	859	853	803	749	554	607	568	524	-3%	5,704	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	4%	928,567	WA	-1%
2018	Active Listings (EOM)	412	475	577	736	1,040	1,278	1,378	1,556	1,690	1,537	1,246	918	76%	1,016	AVG	39%
	New Listings Taken in Month	497	649	990	987	1,429	1,248	1,027	978	975	723	449	223	7%	8,780	YTD	6%
	# of Pending Transactions	448	570	850	795	1,056	916	776	705	642	614	514	339	-23%	6,758	YTD	-11%
	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	128%	1.4	AVG	58%
	# of Closed Sales	353	370	557	663	748	911	798	735	569	627	516	492	-26%	5,704	YTD	-8%
	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	4%	941,363	WA	10%
2017	Active Listings (EOM)	453	438	585	623	760	893	950	899	962	797	562	359	-12%	729	AVG	-21%
	New Listings Taken in Month	531	556	931	920	1,208	1,215	1,042	965	908	710	440	236	2%	8,276	YTD	-3%
	# of Pending Transactions	487	565	790	872	1,054	1,045	959	956	832	790	612	390	-7%	7,560	YTD	-5%
	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	-5%	0.9	AVG	-16%
	# of Closed Sales	425	345	553	585	777	942	855	919	766	764	687	602	-1%	6,167	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	14%	856,820	WA	15%
2016	Active Listings (EOM)	592	624	740	911	925	1,110	1,207	1,101	1,093	867	632	436	-5%	923	AVG	-16%
	New Listings Taken in Month	566	680	968	1,088	1,102	1,250	1,066	892	894	621	406	241	12%	8,506	YTD	0%
	# of Pending Transactions	540	702	859	934	1,108	1,044	967	947	894	855	616	399	5%	7,995	YTD	-5%
	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	-10%	1.0	AVG	-12%
	# of Closed Sales	392	388	565	655	759	938	909	877	770	757	694	600	-1%	6,253	YTD	-5%
	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%	743,035	WA	13%
2015	Active Listings (EOM)	818	891	925	1,066	1,214	1,247	1,284	1,237	1,153	1,013	719	543	-30%	1,093	AVG	-20%
	New Listings Taken in Month	540	757	978	1,143	1,210	1,159	1,054	907	797	732	387	284	-6%	8,545	YTD	-2%
	# of Pending Transactions	581	740	1,008	1,046	1,116	1,101	1,031	954	850	818	640	412	3%	8,427	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%	1.2	AVG	-24%
	# of Closed Sales	419	410	632	740	816	981	932	865	774	715	528	636	6%	6,569	YTD	9%
	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	12%	655,060	WA	7%

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	0	0	1				1
\$250,000 to \$499,999	2	3	1	1	5	1	0	2	0				15
\$500,000 to \$749,999	11	9	11	11	13	12	12	17	10				106
\$750,000 to \$999,999	17	20	33	41	43	48	55	41	54				352
\$1,000,000 to \$1,499,999	47	62	98	139	141	166	165	157	148				1,123
\$1,500,000 to \$2,499,999	72	112	171	215	210	206	218	182	168				1,554
\$2,500,000 and above	52	47	82	90	82	102	98	74	85				712
Grand Total	201	253	396	497	494	535	548	473	466				3,863

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	15
\$500,000 to \$749,999	10	13	17	11	13	10	16	15	12	6	17	10	117
\$750,000 to \$999,999	32	27	39	52	48	51	58	68	41	57	44	27	416
\$1,000,000 to \$1,499,999	61	89	106	132	157	165	166	173	143	177	124	92	1,192
\$1,500,000 to \$2,499,999	57	80	173	222	280	224	256	220	164	200	167	77	1,676
\$2,500,000 and above	36	48	94	96	108	93	102	85	68	78	61	67	730
Grand Total	197	257	430	513	610	545	599	565	430	523	416	276	4,146

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	N/A	N/A	N/A				N/A
\$250,000 to \$499,999	100%	N/A	0%	N/A	25%	-50%	-100%	-50%	-100%				0%
\$500,000 to \$749,999	10%	-31%	-35%	0%	0%	20%	-25%	13%	-17%				-9%
\$750,000 to \$999,999	-47%	-26%	-15%	-21%	-10%	-6%	-5%	-40%	32%				-15%
\$1,000,000 to \$1,499,999	-23%	-30%	-8%	5%	-10%	1%	-1%	-9%	3%				-6%
\$1,500,000 to \$2,499,999	26%	40%	-1%	-3%	-25%	-8%	-15%	-17%	2%				-7%
\$2,500,000 and above	44%	-2%	-13%	-6%	-24%	10%	-4%	-13%	25%				-2%
Grand Total	2%	-2%	-8%	-3%	-19%	-2%	-9%	-16%	8%				-7%