

# August 2024 – Eastside TALKING POINTS

Based on Residential only reports

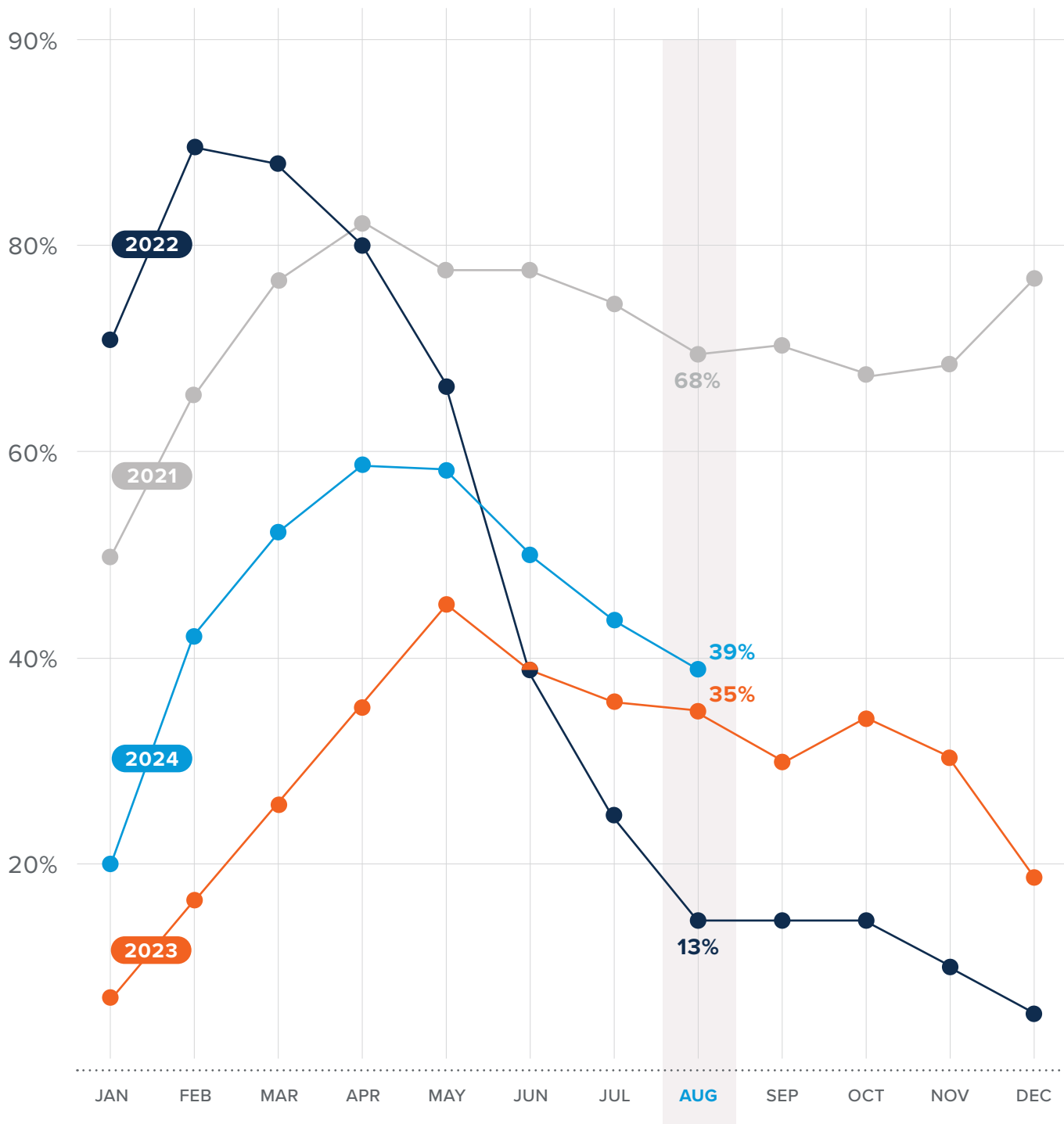
- Normal summer seasonality. Slower pace than spring market with months supply of inventory growing slightly.
- Median prices drop from 9% from peak price of 2024 in May (\$1,699,950 in May vs. \$1,550,000 August) but are up 7% from a year ago (\$1,453,000 August 2023 vs. \$1,550,000 in August 2024)
- Brokers report buyer price sensitivity. The market to press price on listings isn't now.
- With interest rate (6.5%) and price drop, affordability improves with median average payment dropping back to below \$10,000 a month, for the first time in last 6 months.
- Eastside continues to outpace Seattle on all metrics.

AUGUST 2024

# % OF LISTINGS SOLD ABOVE LIST PRICE



## EASTSIDE RESIDENTIAL



windermere.com

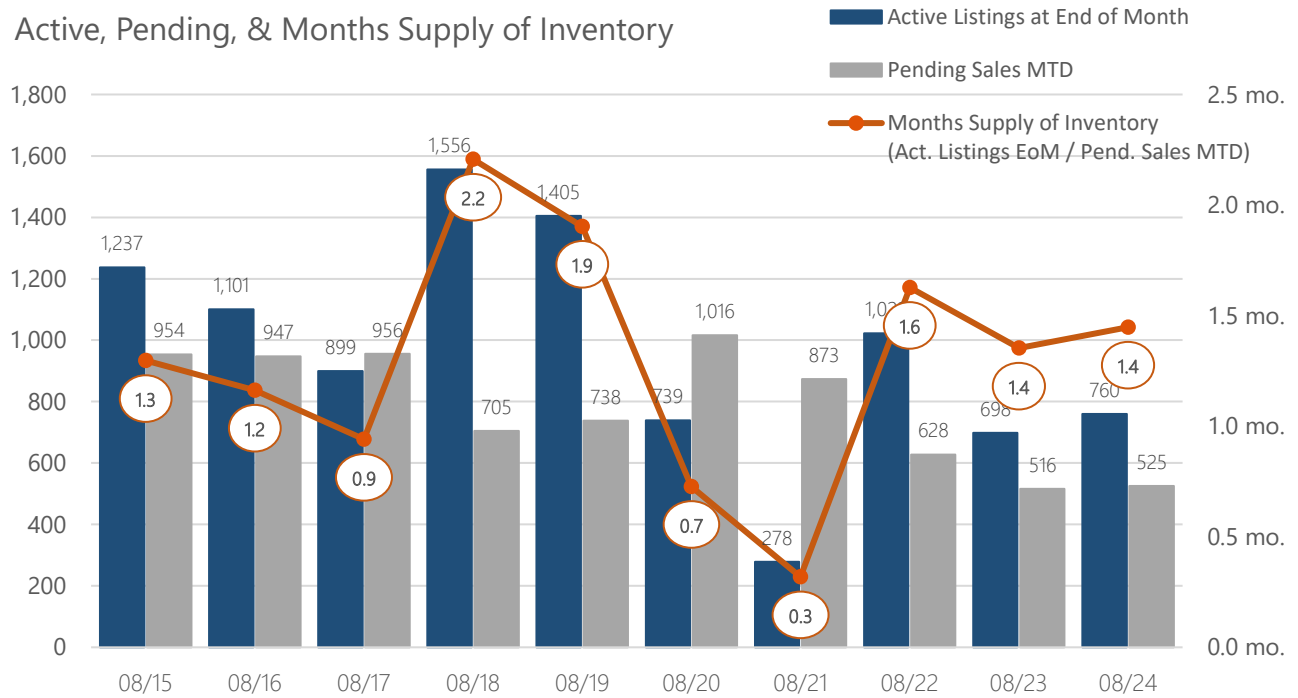
Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

Windermere  
REAL ESTATE

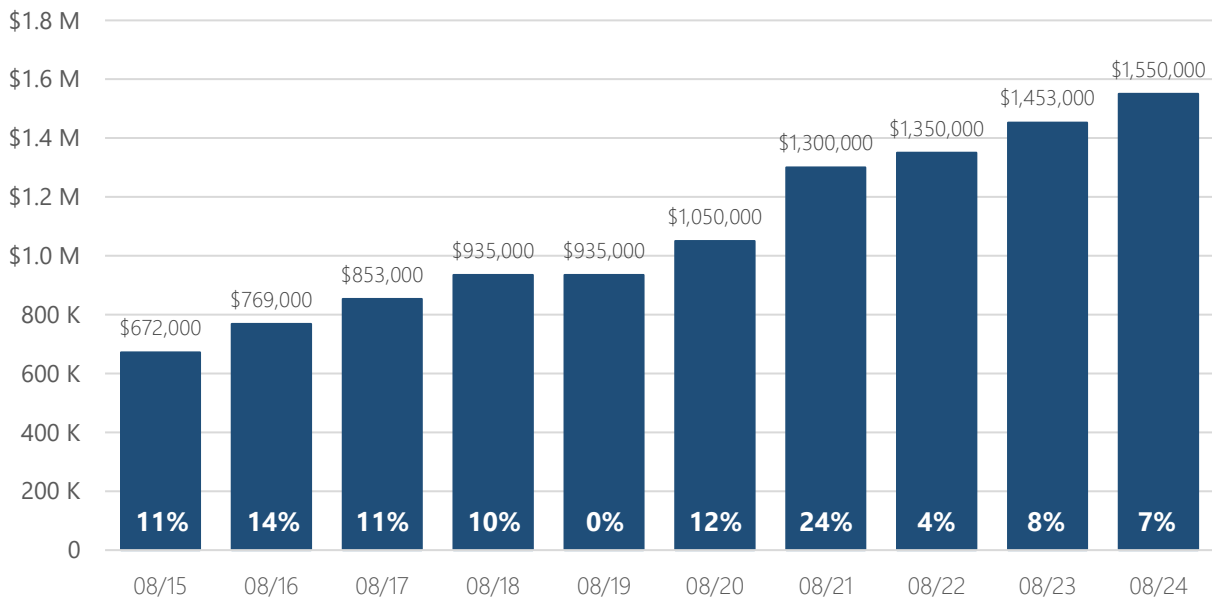
### Eastside (All Areas)

#### RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



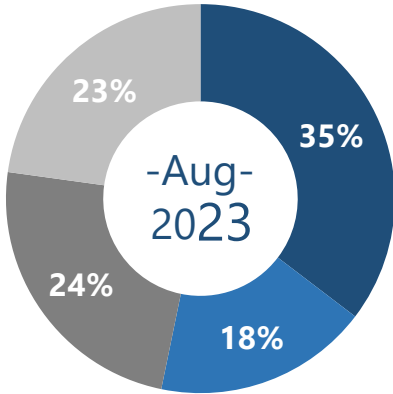
Median Closed Sales Price For Current Month Sold Properties



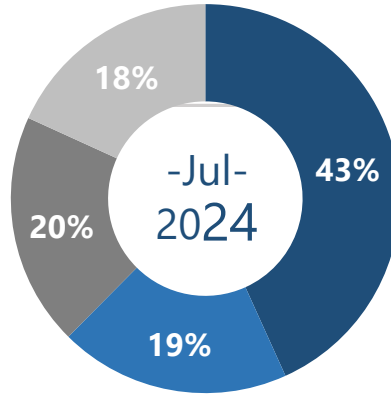
### Eastside (All Areas)

RESIDENTIAL ONLY

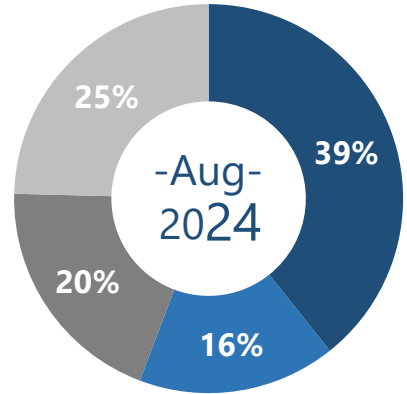
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



**SOLD ABOVE LIST PRICE**



**SOLD AT LIST PRICE**



**SOLD BELOW LIST PRICE**



**PRICE CHANGE BEFORE SALE**

#### AUGUST 2024

|                                   |   | SOLD ABOVE LIST PRICE | SOLD AT LIST PRICE | SOLD BELOW LIST PRICE | PRICE CHANGE BEFORE SALE |
|-----------------------------------|---|-----------------------|--------------------|-----------------------|--------------------------|
| AVERAGE DAYS ON MARKET            | ▶ | 5                     | 7                  | 21                    | 54                       |
| NUMBER OF SALES IN MONTH          | ▶ | 222                   | 93                 | 111                   | 139                      |
| MEDIAN % FROM ORIGINAL LIST PRICE | ▶ | 5%                    | 0%                 | -3%                   | N/A                      |

Eastside (All Areas)

RESIDENTIAL ONLY

Sales Price to List Price  
based on Market Time

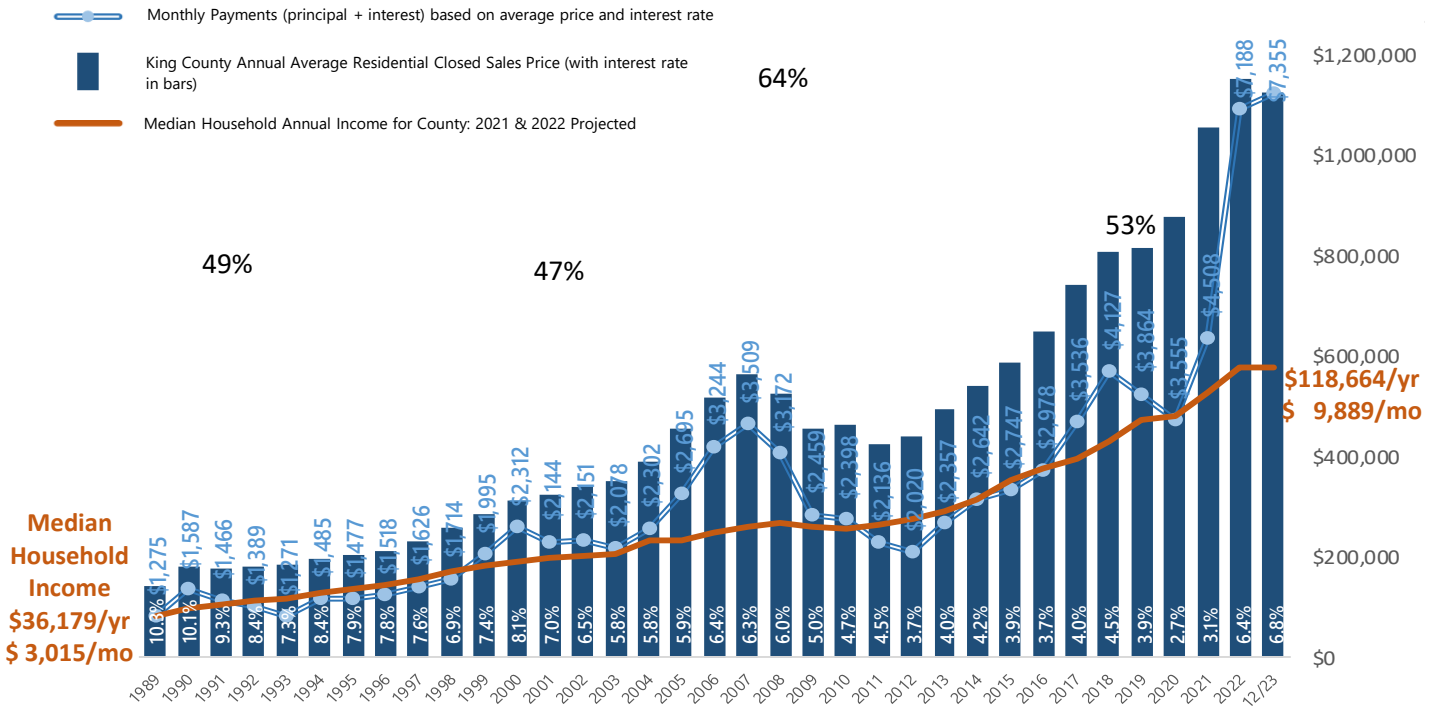
| Market Time (DOM) | Median SP to Original LP % | Median SP to Last LP % | Total Units | % of Total |
|-------------------|----------------------------|------------------------|-------------|------------|
| < 15              | 100.8%                     | 100.7%                 | 392         | 69.4%      |
| 15 - 30           | 96.4%                      | 98.2%                  | 74          | 13.1%      |
| 31 - 60           | 94.3%                      | 96.8%                  | 57          | 10.1%      |
| 61 - 90           | 92.1%                      | 96.9%                  | 34          | 6.0%       |
| 90+               | 94.3%                      | 98.2%                  | 8           | 1.4%       |
| Totals            |                            |                        | 565         | 100.0%     |

The Cost of  
Waiting a Year

|              | Median Price    | Interest Rate*<br>30-Year-Fixed | P&I<br>Principal & Interest |
|--------------|-----------------|---------------------------------|-----------------------------|
| August, 2024 | \$1,550,000     | 6.50%                           | \$9,797                     |
| August, 2023 | \$1,453,000     | 7.07%                           | \$9,735                     |
|              | <b>\$97,000</b> | <b>-0.57%</b>                   | <b>\$62</b><br>Per Month    |
|              |                 |                                 | <b>\$742</b><br>Per Year    |

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

# Monthly Payments Compared to Income Trendline King County



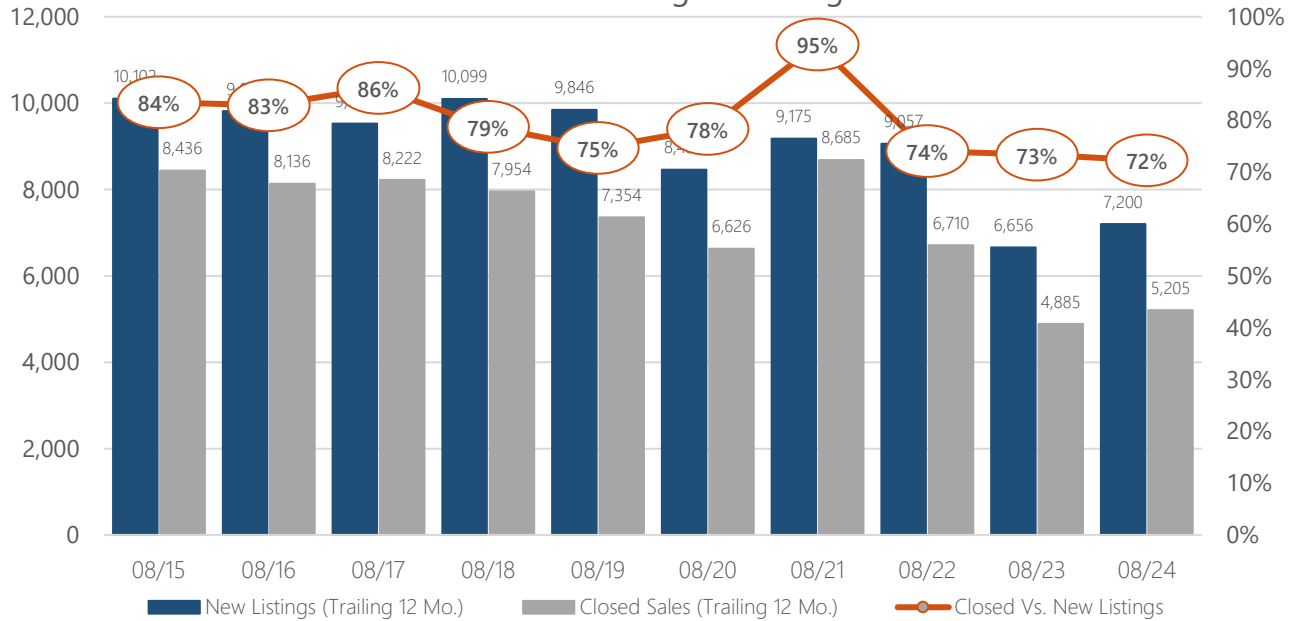
|                 |  |   |
|-----------------|--|---|
| <p><b>A</b></p> | <p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p> | <p>Two Factors for Payment</p>  |
| <p><b>B</b></p> | <p>Monthly payment based on purchase price and interest 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)

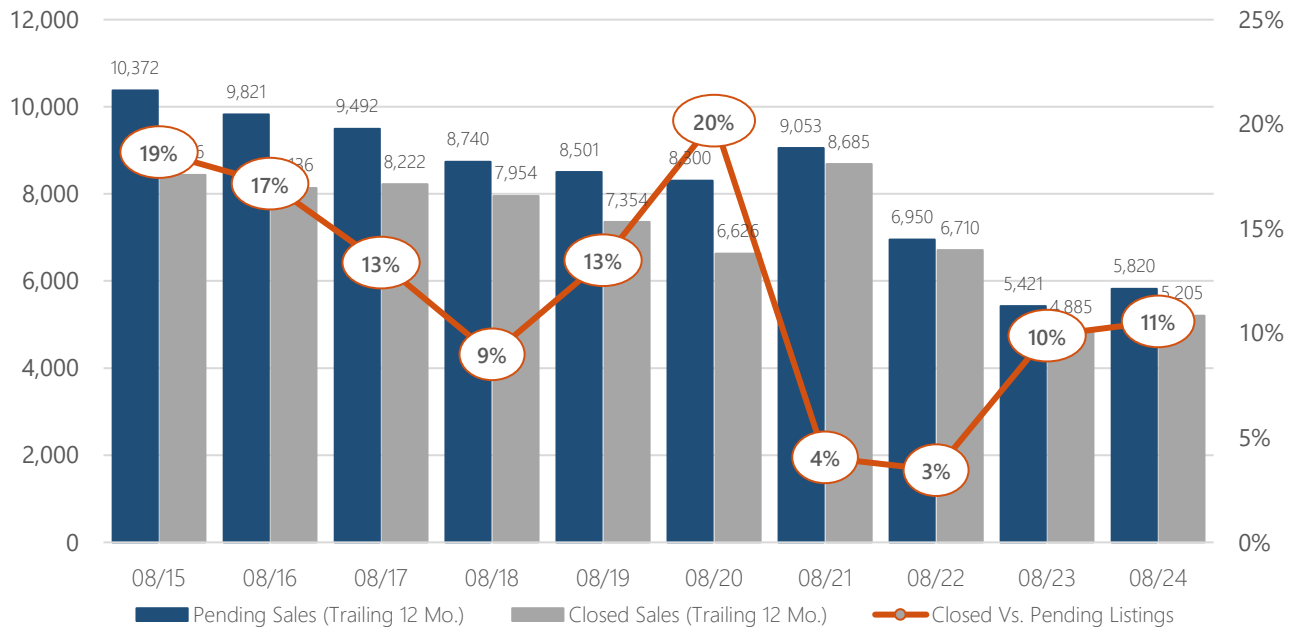
#### RESIDENTIAL ONLY

#### 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

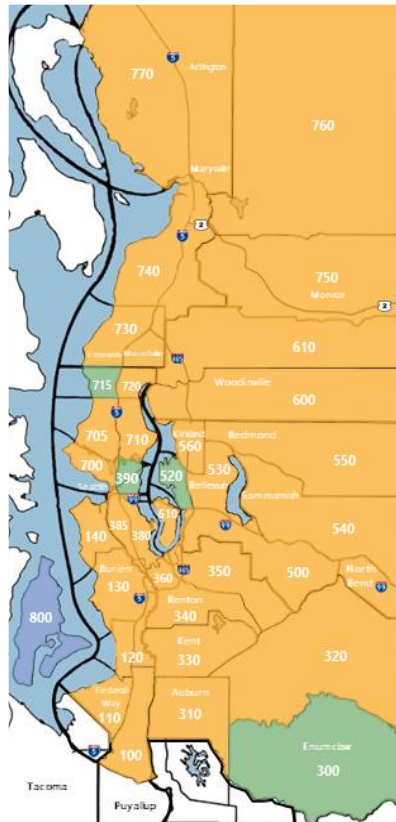
| Area | Months Inventory |      |      | Area | Months Inventory |      |      |
|------|------------------|------|------|------|------------------|------|------|
|      | 2022             | 2023 | 2024 |      | 2022             | 2023 | 2024 |
| 100  | 1.3              | 1.0  | 1.9  | 530  | 1.4              | 0.9  | 1.2  |
| 110  | 1.1              | 1.3  | 2.1  | 540  | 1.6              | 1.1  | 1.1  |
| 120  | 1.7              | 0.6  | 1.5  | 550  | 1.7              | 1.4  | 2.0  |
| 130  | 1.2              | 1.0  | 1.7  | 560  | 1.4              | 1.8  | 2.0  |
| 140  | 1.4              | 0.9  | 1.5  | 600  | 1.5              | 1.2  | 1.3  |
| 300  | 1.2              | 2.0  | 1.8  | 610  | 1.2              | 1.1  | 1.2  |
| 310  | 1.6              | 1.1  | 2.0  | 700  | 2.6              | 1.6  | 2.1  |
| 320  | 1.5              | 1.4  | 1.4  | 701  | 0.0              | 0.0  | 0.0  |
| 330  | 1.5              | 1.6  | 1.7  | 705  | 1.1              | 1.4  | 1.7  |
| 340  | 1.2              | 1.3  | 1.5  | 710  | 0.9              | 1.1  | 2.1  |
| 350  | 1.8              | 0.9  | 1.1  | 715  | 1.5              | 2.4  | 1.1  |
| 360  | 2.4              | 1.4  | 1.5  | 720  | 1.2              | 0.8  | 1.7  |
| 380  | 1.8              | 1.9  | 2.2  | 730  | 1.1              | 0.8  | 1.0  |
| 385  | 2.2              | 2.0  | 2.4  | 740  | 1.3              | 1.0  | 1.2  |
| 390  | 1.5              | 2.5  | 2.5  | 750  | 1.6              | 1.2  | 1.5  |
| 500  | 1.9              | 1.6  | 1.2  | 760  | 1.5              | 1.5  | 1.3  |
| 510  | 1.4              | 1.3  | 1.7  | 770  | 1.3              | 1.3  | 1.2  |
| 520  | 3.8              | 3.7  | 2.8  | 800  | 0.9              | 4.7  | 2.8  |

|                       |                       |                      |
|-----------------------|-----------------------|----------------------|
| 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

|                                    | August, 2024 | August, 2023 | Difference | % Change |
|------------------------------------|--------------|--------------|------------|----------|
| Months Supply of Inventory         | 1.4          | 1.4          | 0.1        | 7%       |
| Active Listings at End of Month    | 760          | 698          | 62         | 9%       |
| Pending Sales MTD                  | 525          | 516          | 9          | 2%       |
| Pending Sales (Trailing 12 Months) | 5,820        | 5,421        | 399        | 7%       |
| Closed Sales MTD                   | 572          | 533          | 39         | 7%       |
| Closed Sales (Trailing 12 Months)  | 5,205        | 4,885        | 320        | 7%       |
| Closed Sales Price (Median)        | \$1,550,000  | \$1,453,000  | \$97,000   | 7%       |
| 30-Year-Fixed-Rate Mortgage Rate   | 6.5%         | 7.1%         | -0.6%      | -8%      |
| Monthly Payments (P&I)             | \$9,797      | \$9,735      | \$62       | 1%       |

### Condominium

|                                    | August, 2024 | August, 2023 | Difference | % Change |
|------------------------------------|--------------|--------------|------------|----------|
| Months Supply of Inventory         | 2.3          | 1.0          | 1.3        | 135%     |
| Active Listings at End of Month    | 421          | 192          | 229        | 119%     |
| Pending Sales MTD                  | 184          | 197          | -13        | -7%      |
| Pending Sales (Trailing 12 Months) | 2,136        | 1,917        | 219        | 11%      |
| Closed Sales MTD                   | 168          | 172          | -4         | -2%      |
| Closed Sales (Trailing 12 Months)  | 1,800        | 1,683        | 117        | 7%       |
| Closed Sales Price (Median)        | \$614,000    | \$600,475    | \$13,525   | 2%       |
| 30-Year-Fixed-Rate Mortgage Rate   | 6.5%         | 7.1%         | -0.6%      | -8%      |
| Monthly Payments (P&I)             | \$3,881      | \$4,023      | -\$142     | -4%      |

### Residential & Condominium

|                                    | August, 2024 | August, 2023 | Difference | % Change |
|------------------------------------|--------------|--------------|------------|----------|
| Months Supply of Inventory         | 1.7          | 1.2          | 0.4        | 33%      |
| Active Listings at End of Month    | 1,181        | 890          | 291        | 33%      |
| Pending Sales MTD                  | 709          | 713          | -4         | -1%      |
| Pending Sales (Trailing 12 Months) | 7,956        | 7,338        | 618        | 8%       |
| Closed Sales MTD                   | 740          | 705          | 35         | 5%       |
| Closed Sales (Trailing 12 Months)  | 7,005        | 6,568        | 437        | 7%       |
| Closed Sales Price (Median)        | \$1,372,500  | \$1,303,000  | \$69,500   | 5%       |
| 30-Year-Fixed-Rate Mortgage Rates  | 6.5%         | 7.1%         | -0.6%      | -8%      |
| Monthly Payments (P&I)             | \$8,675      | \$8,730      | -\$55      | -1%      |

## 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 |
|------|-----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------------|----------------|-----|-----------------|
| 2024 | Active Listings (EOM)       | 281       | 344       | 367       | 440       | 672       | 745       | 740       | 760       |           |           |           |           | 9%              | 544            | AVG | -6%             |
|      | New Listings Taken in Month | 340       | 549       | 687       | 786       | 1,012     | 806       | 764       | 742       |           |           |           |           | 18%             | 5,686          | YTD | 19%             |
|      | # of Pending Transactions   | 301       | 446       | 598       | 631       | 671       | 607       | 622       | 525       |           |           |           |           | 2%              | 4,401          | YTD | 10%             |
|      | Months Supply of Inventory  | 0.9       | 0.8       | 0.6       | 0.7       | 1.0       | 1.2       | 1.2       | 1.4       |           |           |           |           | 7%              | 1.0            | AVG | -16%            |
|      | # of Closed Sales           | 198       | 257       | 430       | 514       | 612       | 554       | 600       | 572       |           |           |           |           | 7%              | 3,737          | YTD | 14%             |
|      | 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 |           |           |           |           | 7%              | 1,604,845      | WA  | 13%             |
| 2023 | Active Listings (EOM)       | 476       | 422       | 565       | 550       | 580       | 645       | 691       | 698       | 737       | 637       | 489       | 282       | -32%            | 578            | AVG | -10%            |
|      | New Listings Taken in Month | 369       | 384       | 704       | 554       | 725       | 742       | 689       | 629       | 634       | 449       | 288       | 143       | -18%            | 4,796          | YTD | -32%            |
|      | # of Pending Transactions   | 341       | 389       | 501       | 529       | 604       | 571       | 542       | 516       | 469       | 414       | 309       | 227       | -18%            | 3,993          | 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       | -17%            | 1.2            | AVG | 11%             |
|      | # of Closed Sales           | 184       | 269       | 396       | 397       | 463       | 575       | 455       | 533       | 418       | 410       | 343       | 297       | -8%             | 3,272          | 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 | 8%              | 1,424,154      | WA  | -9%             |
| 2022 | Active Listings (EOM)       | 102       | 148       | 288       | 533       | 745       | 1,105     | 1,197     | 1,022     | 1,033     | 972       | 768       | 511       | 268%            | 643            | AVG | 142%            |
|      | New Listings Taken in Month | 369       | 586       | 976       | 1,061     | 1,156     | 1,204     | 979       | 681       | 800       | 574       | 315       | 171       | -20%            | 7,012          | YTD | 3%              |
|      | # of Pending Transactions   | 310       | 508       | 779       | 752       | 754       | 546       | 575       | 628       | 542       | 401       | 283       | 202       | -28%            | 4,852          | YTD | -23%            |
|      | 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       | 411%            | 1.1            | AVG | 197%            |
|      | # of Closed Sales           | 234       | 252       | 551       | 678       | 731       | 678       | 479       | 581       | 539       | 476       | 325       | 273       | -30%            | 4,184          | YTD | -25%            |
|      | 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 | 4%              | 1,572,746      | WA  | 21%             |
| 2021 | Active Listings (EOM)       | 219       | 224       | 216       | 309       | 239       | 288       | 350       | 278       | 282       | 185       | 100       | 55        | -62%            | 265            | AVG | -63%            |
|      | New Listings Taken in Month | 467       | 577       | 927       | 1,012     | 922       | 1,116     | 925       | 852       | 788       | 598       | 401       | 258       | -14%            | 6,798          | YTD | 5%              |
|      | # of Pending Transactions   | 423       | 549       | 893       | 864       | 931       | 997       | 792       | 873       | 741       | 655       | 459       | 243       | -14%            | 6,322          | YTD | 6%              |
|      | 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       | -56%            | 0.4            | AVG | -65%            |
|      | # of Closed Sales           | 344       | 363       | 617       | 745       | 808       | 921       | 965       | 833       | 769       | 717       | 589       | 451       | 2%              | 5,596          | YTD | 28%             |
|      | 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 | 24%             | 1,297,655      | WA  | 32%             |
| 2020 | # of Active Listings        | 517       | 519       | 682       | 782       | 825       | 819       | 818       | 739       | 575       | 473       | 316       | 188       | -47%            | 713            | A   | -46%            |
|      | New Listings Taken in Month | 534       | 640       | 924       | 588       | 841       | 974       | 1,011     | 985       | 861       | 794       | 429       | 293       | 1%              | 6,497          | YTD | -17%            |
|      | # of Pending Transactions   | 503       | 625       | 659       | 480       | 778       | 933       | 968       | 1,016     | 975       | 854       | 544       | 358       | 38%             | 5,962          | YTD | -7%             |
|      | 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       | -62%            | 1.0            | A   | -41%            |
|      | # of Closed Sales           | 290       | 359       | 505       | 466       | 426       | 691       | 816       | 820       | 836       | 890       | 701       | 662       | 9%              | 4,373          | T   | -15%            |
|      | 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%             | 981,062        | WA  | 6%              |

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 |
|-----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------------|----------------|-----|-----------------|
| 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     | -10%            | 1,324          | AVG | 42%             |
| New Listings Taken in Month | 613     | 591     | 1,104   | 1,093   | 1,395   | 1,054   | 869     | 757     | 807     | 625     | 323     | 204     | -23%            | 7,476          | YTD | -4%             |
| # of Pending Transactions   | 497     | 537     | 876     | 997     | 1,031   | 883     | 833     | 738     | 696     | 697     | 581     | 364     | 5%              | 6,392          | 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     | -14%            | 1.7            | AVG | 40%             |
| # of Closed Sales           | 322     | 379     | 537     | 648     | 859     | 853     | 803     | 749     | 554     | 607     | 568     | 524     | 2%              | 5,150          | 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 | 0%              | 928,575        | 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     | 73%             | 932            | AVG | 33%             |
| New Listings Taken in Month | 497     | 649     | 990     | 987     | 1,429   | 1,248   | 1,027   | 978     | 975     | 723     | 449     | 223     | 1%              | 7,805          | YTD | 6%              |
| # of Pending Transactions   | 448     | 570     | 850     | 795     | 1,056   | 916     | 776     | 705     | 642     | 614     | 514     | 339     | -26%            | 6,116          | YTD | -9%             |
| 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     | 135%            | 1.2            | AVG | 46%             |
| # of Closed Sales           | 353     | 370     | 557     | 663     | 748     | 911     | 798     | 735     | 569     | 627     | 516     | 492     | -20%            | 5,135          | YTD | -5%             |
| 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%             | 947,396        | WA  | 11%             |
| 2017 Active Listings (EOM)  | 453     | 438     | 585     | 623     | 760     | 893     | 950     | 899     | 962     | 797     | 562     | 359     | -18%            | 700            | AVG | -22%            |
| New Listings Taken in Month | 531     | 556     | 931     | 920     | 1,208   | 1,215   | 1,042   | 965     | 908     | 710     | 440     | 236     | 8%              | 7,368          | YTD | -3%             |
| # of Pending Transactions   | 487     | 565     | 790     | 872     | 1,054   | 1,045   | 959     | 956     | 832     | 790     | 612     | 390     | 1%              | 6,728          | 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     | -19%            | 0.8            | AVG | -18%            |
| # of Closed Sales           | 425     | 345     | 553     | 585     | 777     | 942     | 855     | 919     | 766     | 764     | 687     | 602     | 5%              | 5,401          | 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 | 11%             | 857,047        | WA  | 15%             |
| 2016 Active Listings (EOM)  | 592     | 624     | 740     | 911     | 925     | 1,110   | 1,207   | 1,101   | 1,093   | 867     | 632     | 436     | -11%            | 901            | AVG | -17%            |
| New Listings Taken in Month | 566     | 680     | 968     | 1,088   | 1,102   | 1,250   | 1,066   | 892     | 894     | 621     | 406     | 241     | -2%             | 7,612          | YTD | -2%             |
| # of Pending Transactions   | 540     | 702     | 859     | 934     | 1,108   | 1,044   | 967     | 947     | 894     | 855     | 616     | 399     | -1%             | 7,101          | 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     | -10%            | 1.0            | AVG | -13%            |
| # of Closed Sales           | 392     | 388     | 565     | 655     | 759     | 938     | 909     | 877     | 770     | 757     | 694     | 600     | 1%              | 5,483          | 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 | 14%             | 742,154        | 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     | -31%            | 1,085          | AVG | -19%            |
| New Listings Taken in Month | 540     | 757     | 978     | 1,143   | 1,210   | 1,159   | 1,054   | 907     | 797     | 732     | 387     | 284     | -7%             | 7,748          | YTD | -2%             |
| # of Pending Transactions   | 581     | 740     | 1,008   | 1,046   | 1,116   | 1,101   | 1,031   | 954     | 850     | 818     | 640     | 412     | 9%              | 7,577          | YTD | 7%              |
| 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     | -37%            | 1.2            | AVG | -23%            |
| # of Closed Sales           | 419     | 410     | 632     | 740     | 816     | 981     | 932     | 865     | 774     | 715     | 528     | 636     | 6%              | 5,795          | 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 | 11%             | 651,804        | WA  | 7%              |
| 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     | 5%              | 1,333          | AVG | 4%              |
| New Listings Taken in Month | 588     | 671     | 933     | 1,054   | 1,308   | 1,164   | 1,180   | 976     | 850     | 729     | 459     | 316     | -7%             | 7,874          | YTD | -1%             |
| # of Pending Transactions   | 636     | 648     | 869     | 974     | 1,114   | 1,026   | 952     | 872     | 828     | 814     | 650     | 503     | -8%             | 7,091          | 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     | 15%             | 1.5            | AVG | 11%             |
| # of Closed Sales           | 390     | 392     | 529     | 641     | 763     | 795     | 952     | 819     | 731     | 706     | 580     | 624     | -9%             | 5,281          | 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 | 5%              | 610,803        | WA  | 10%             |

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          |      |     |     |     | <b>0</b>     |
| \$250,000 to \$499,999     | 1          | 0          | 1          | 0          | 4          | 2          | 1          | 4          |      |     |     |     | <b>13</b>    |
| \$500,000 to \$749,999     | 10         | 13         | 17         | 11         | 13         | 10         | 16         | 15         |      |     |     |     | <b>105</b>   |
| \$750,000 to \$999,999     | 32         | 27         | 39         | 52         | 48         | 51         | 58         | 68         |      |     |     |     | <b>375</b>   |
| \$1,000,000 to \$1,499,999 | 61         | 89         | 106        | 132        | 157        | 165        | 166        | 173        |      |     |     |     | <b>1,049</b> |
| \$1,500,000 to \$2,499,999 | 57         | 80         | 173        | 222        | 280        | 224        | 256        | 220        |      |     |     |     | <b>1,512</b> |
| \$2,500,000 and above      | 36         | 48         | 94         | 96         | 108        | 93         | 102        | 85         |      |     |     |     | <b>662</b>   |
| <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>3,716</b> |

### 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          | <b>2</b>     |
| \$250,000 to \$499,999     | 1          | 5          | 2          | 2          | 4          | 7          | 1          | 5          | 1          | 1          | 1          | 2          | <b>27</b>    |
| \$500,000 to \$749,999     | 15         | 23         | 19         | 24         | 15         | 21         | 25         | 15         | 15         | 20         | 25         | 19         | <b>157</b>   |
| \$750,000 to \$999,999     | 40         | 48         | 53         | 56         | 62         | 69         | 52         | 70         | 52         | 56         | 50         | 53         | <b>450</b>   |
| \$1,000,000 to \$1,499,999 | 55         | 84         | 138        | 123        | 165        | 208        | 142        | 187        | 151        | 148        | 111        | 82         | <b>1,102</b> |
| \$1,500,000 to \$2,499,999 | 53         | 75         | 129        | 126        | 162        | 203        | 169        | 180        | 138        | 119        | 108        | 96         | <b>1,097</b> |
| \$2,500,000 and above      | 20         | 34         | 46         | 62         | 53         | 67         | 56         | 69         | 56         | 66         | 47         | 42         | <b>407</b>   |
| <b>Grand Total</b>         | <b>184</b> | <b>269</b> | <b>388</b> | <b>393</b> | <b>462</b> | <b>575</b> | <b>445</b> | <b>526</b> | <b>413</b> | <b>411</b> | <b>342</b> | <b>294</b> | <b>3,242</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        | -100%      | N/A        | -100%      | N/A        | N/A        | N/A       |      |     |     |     | -100%      |
| \$250,000 to \$499,999     | 0%        | -100%      | -50%       | -100%      | 0%         | -71%       | 0%         | -20%      |      |     |     |     | -52%       |
| \$500,000 to \$749,999     | -33%      | -43%       | -11%       | -54%       | -13%       | -52%       | -36%       | 0%        |      |     |     |     | -33%       |
| \$750,000 to \$999,999     | -20%      | -44%       | -26%       | -7%        | -23%       | -26%       | 12%        | -3%       |      |     |     |     | -17%       |
| \$1,000,000 to \$1,499,999 | 11%       | 6%         | -23%       | 7%         | -5%        | -21%       | 17%        | -7%       |      |     |     |     | -5%        |
| \$1,500,000 to \$2,499,999 | 8%        | 7%         | 34%        | 76%        | 73%        | 10%        | 51%        | 22%       |      |     |     |     | 38%        |
| \$2,500,000 and above      | 80%       | 41%        | 104%       | 55%        | 104%       | 39%        | 82%        | 23%       |      |     |     |     | 63%        |
| <b>Grand Total</b>         | <b>7%</b> | <b>-4%</b> | <b>11%</b> | <b>31%</b> | <b>32%</b> | <b>-5%</b> | <b>35%</b> | <b>7%</b> |      |     |     |     | <b>15%</b> |