

MARCH MONTHLY TALKING POINTS

SEATTLE (BASED ON RESIDENTIAL REPORT):

- Seattle Median Closed Sales Price increased 6% year over year (March 2023 \$869,975 vs March 2024 \$925,000).
 - March interest rates (2023 6.54% v 2024 6.82%) are 4.5% higher than a year ago.
 - In spite of higher interest rates, lower new listings taken and continued demand have kept prices steady, though overall sales activity is lower when compared to the March 10-year averages. (see table below)

	March 10-yr Average	March 2024	March 2024 v 10-yr Average
New Listings taken in Month	898	762	↓ 15%
# of Pending Transactions	804	585	↓ 27%
# Of Closed Sales	606	478	↓ 21%

- Prices rose in the first four months of the last four years. 2024 is trending up also.

Year	Jan 1st *	April	Difference	% Increase
2020	\$727,000	\$815,000	\$88,000	12%
2021	\$799,950	\$875,000	\$186,235	23%
2022	\$839,000	\$1,019,950	\$180,950	22%
2023	\$879,975	\$886,000	\$6,025	1%
Average	For	The Last	Four Years	14.5%
2024	\$850,000	As of March \$925,000	\$75,000	8.8%
	* December Median Closed Sales Price			

- In March:
 - **37% of homes sold in multiple offers** with the sales price exceeding the original asking price **by a median of 8%**. (compared to 33% in multiple offers and 5% over median in in 2023)
 - **67.8% of the homes sold in less than 15 days** on the market (compared to 62.7% in 2023).

- Affordability or lack thereof could dampen future demand.
- Interest rates and payments based on sales price each rose through the fall market. The December closings came from contracts written when **rates were peaking in late October and into November** possibly contributing to lower prices in December. The February closings came when **interest rates were dropping in January, most likely a contributing factor to price increases**. As rates stayed in the 6.8% range in February and March, prices and payments also stayed steady.

	August 2023	September 2023	October 2023	November 2023	December 2023	January 2024	February 2024	March 2024
Interest rates (average for month)	7.07%	7.20%	7.62%	7.44%	6.82%	6.64%	6.78%	6.82%
Median Closed Sales Price	\$899,000	\$926,250	\$900,000	\$944,000	\$850,000	\$869,000	\$927,450	\$925,000
Principal & Interest Based on above	\$6,023	\$6,287	\$6,367	\$6,562	\$5,553	\$5,573	\$6,034	\$6,043

Lowest Highest for this 8 month period

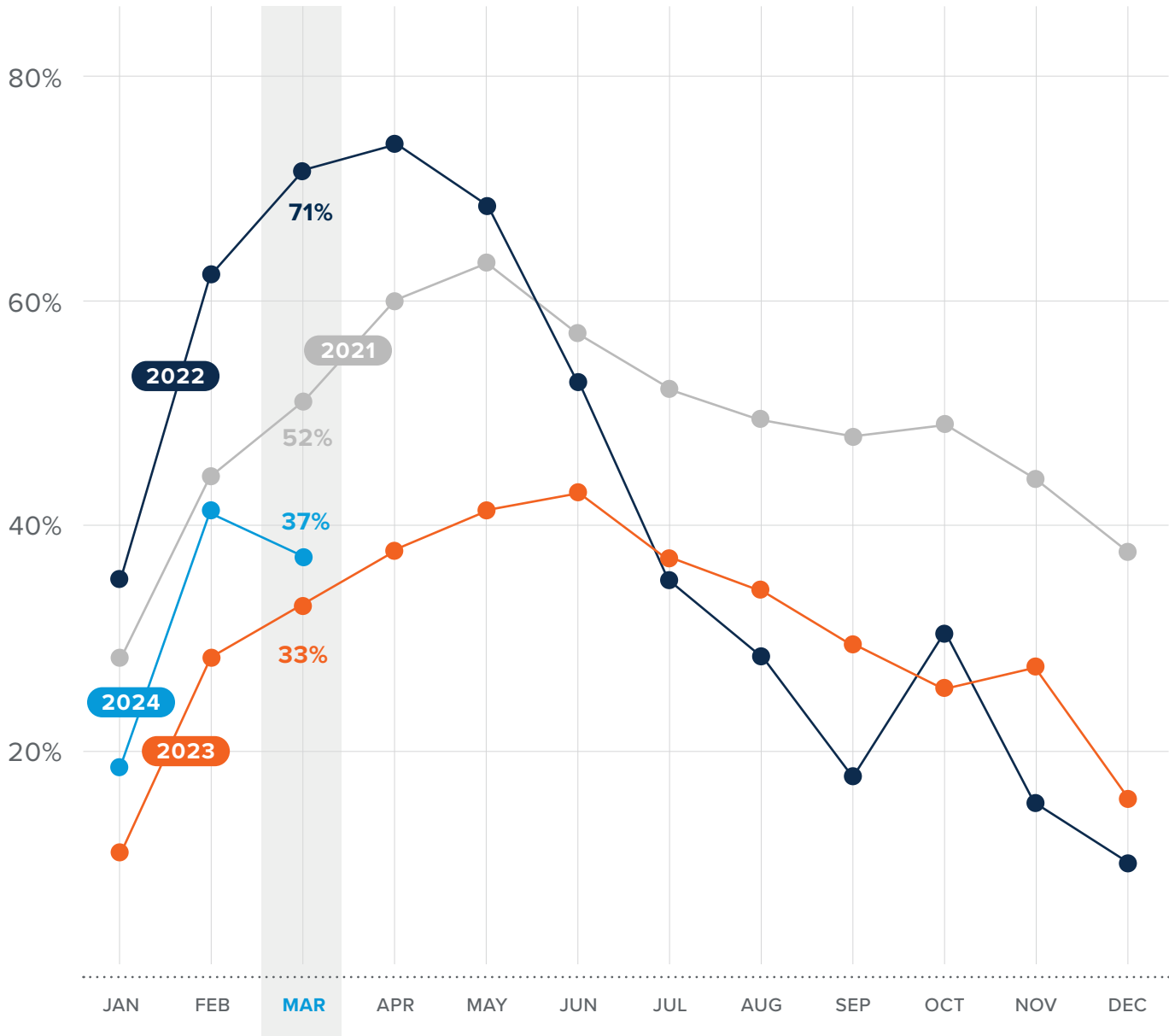
- Your buyer(s) cannot find anything to buy? Consider searching cancelled, expired, sale failed released, and TOMK from 2023. Always consider working with the original listing broker before calling the seller directly.

MARCH 2024

% OF LISTINGS SOLD ABOVE LIST PRICE



SEATTLE RESIDENTIAL



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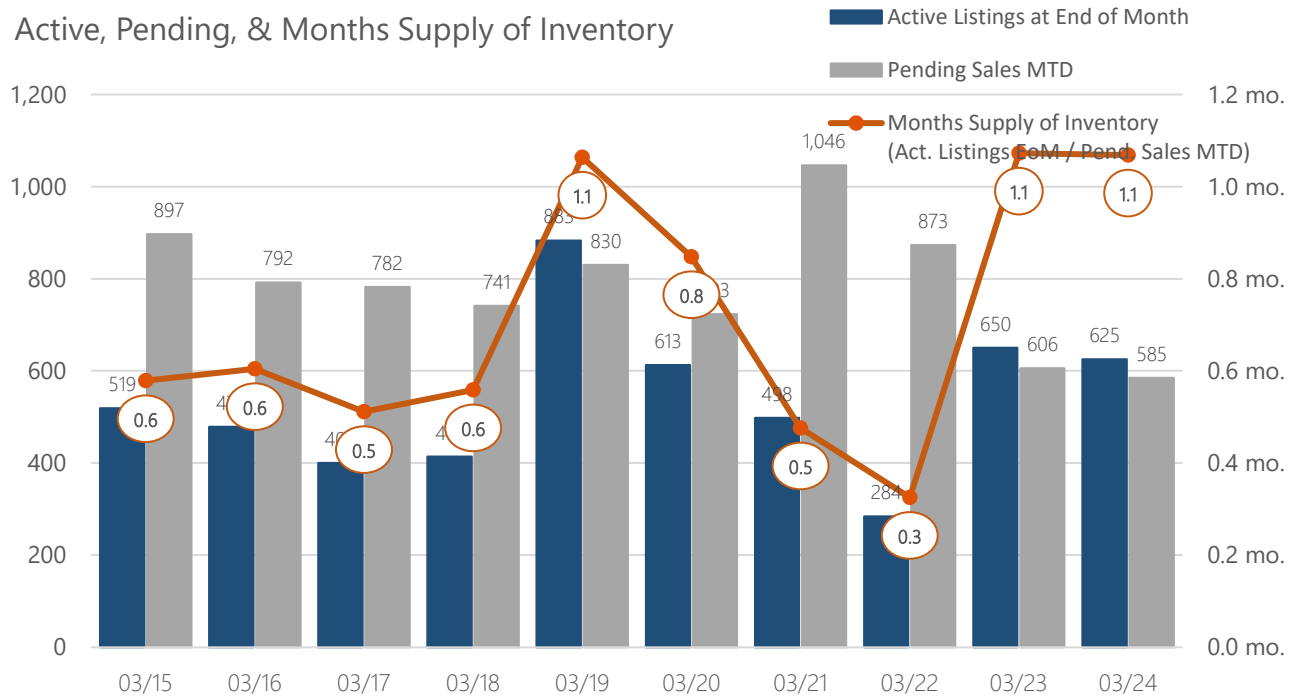
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Windermere
REAL ESTATE

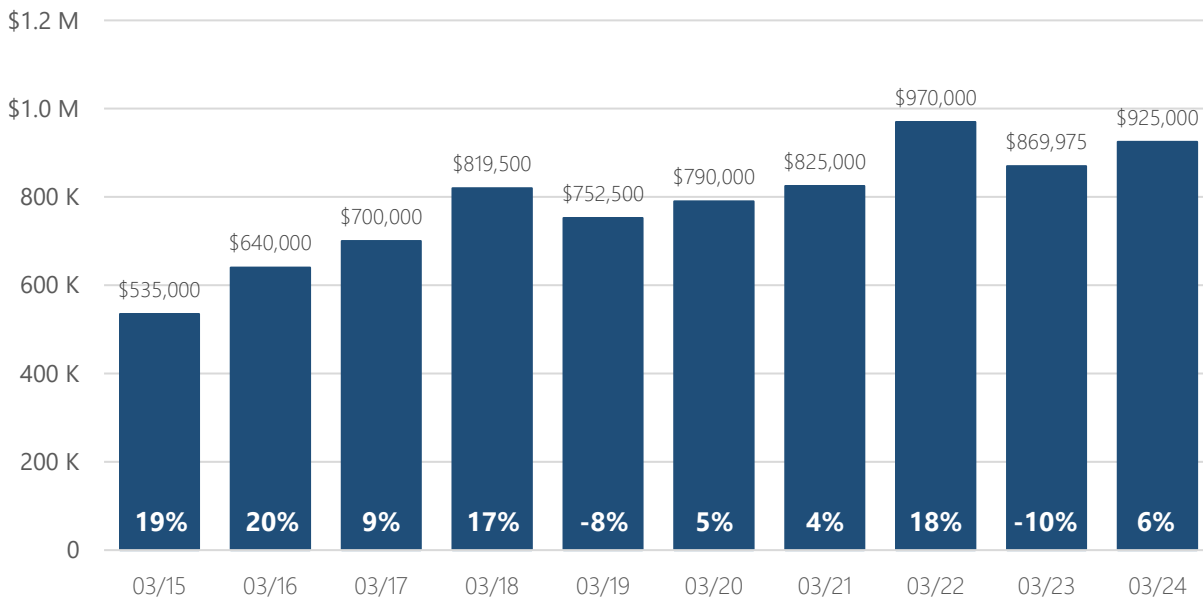
Seattle (All Areas)

RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



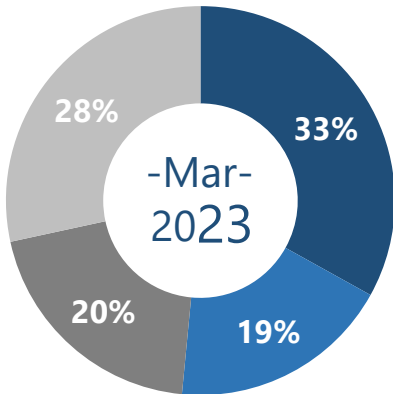
Median Closed Sales Price For Current Month Sold Properties



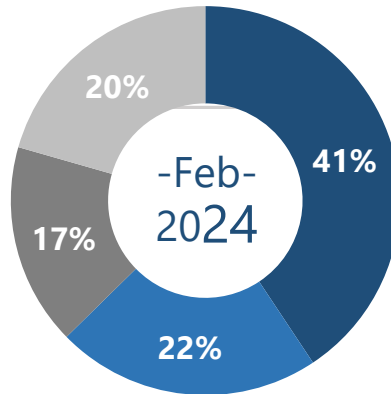
Seattle (All Areas)

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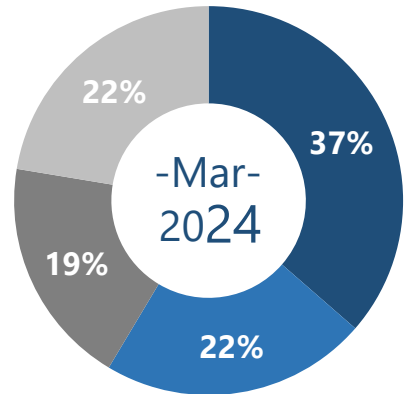
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

MARCH 2024

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	6	11	21	88
NUMBER OF SALES IN MONTH	▶	174	106	91	107
MEDIAN % FROM ORIGINAL LIST PRICE	▶	8%	0%	-3%	N/A

Seattle (All Areas)

RESIDENTIAL ONLY

Sales Price to List Price
based on Market Time

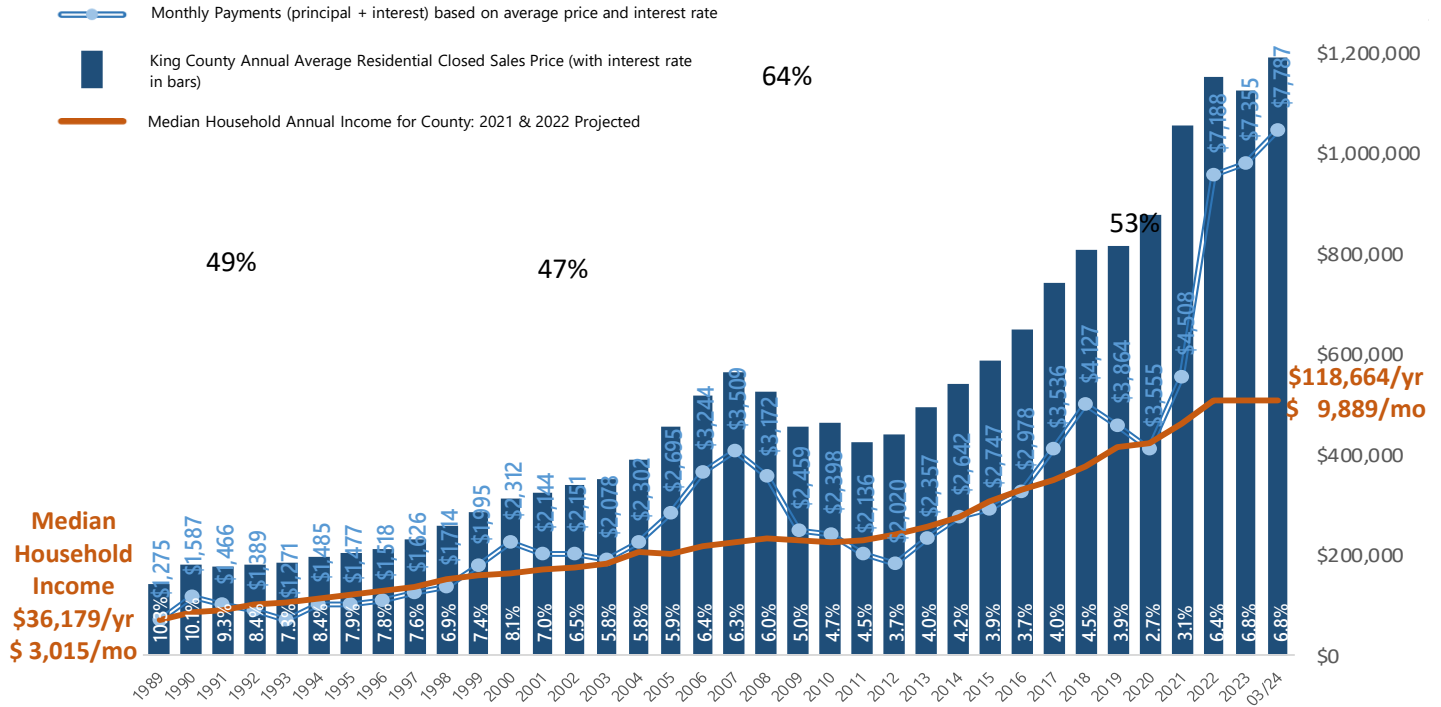
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.4%	100.4%	324	67.8%
15 - 30	98.9%	100.0%	56	11.7%
31 - 60	96.6%	97.8%	37	7.7%
61 - 90	94.7%	98.1%	28	5.9%
90+	93.5%	97.8%	33	6.9%
Totals			478	100.0%

The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
March, 2024	\$925,000	6.82%	\$6,043
March, 2023	\$869,975	6.54%	\$5,522
	\$55,025	0.28%	\$521 Per Month
			\$6,251 Per Year

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

Monthly Payments Compared to Income Trendline King County



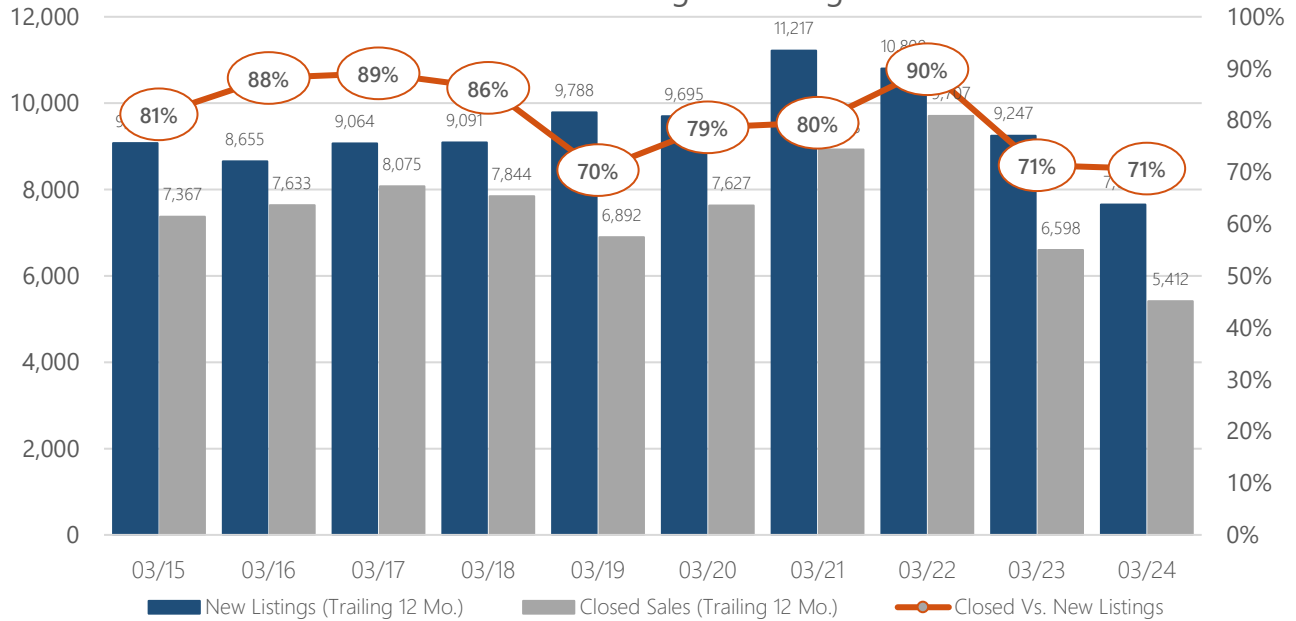
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Annual Median Household Income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

Seattle (All Areas)

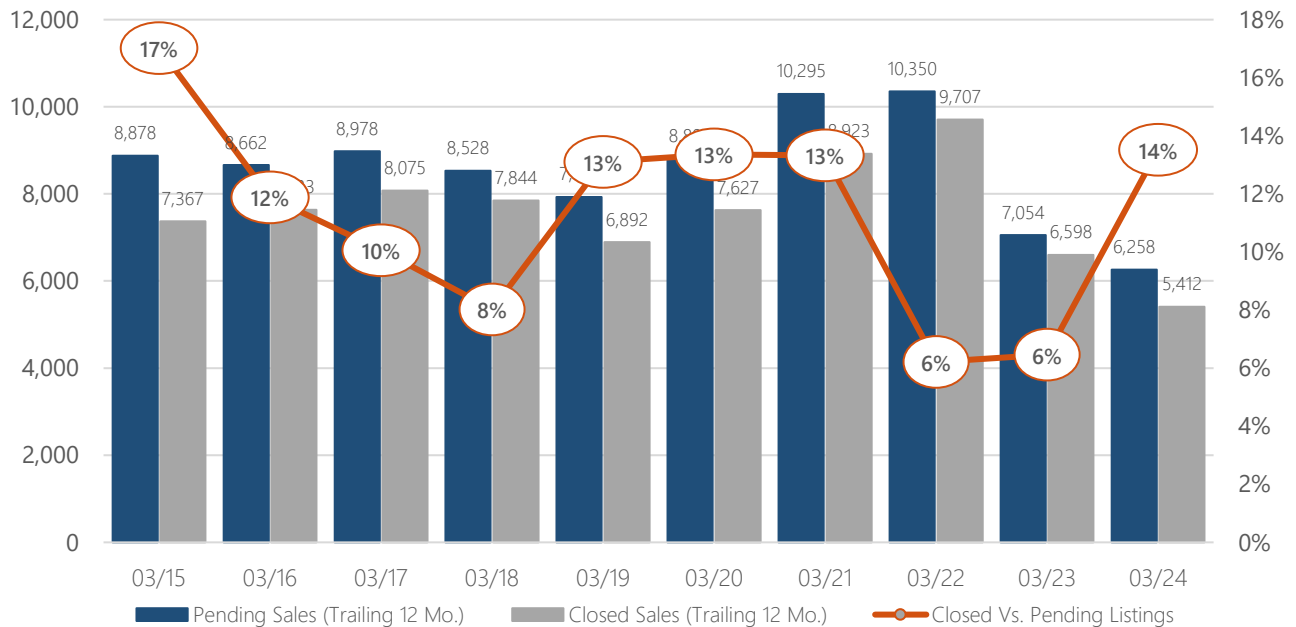
RESIDENTIAL ONLY

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	0.5	0.6	1.0	530	0.3	0.9	0.7
110	0.3	0.5	1.0	540	0.4	0.9	0.4
120	0.3	0.4	0.7	550	0.4	1.0	0.6
130	0.4	1.0	0.8	560	0.4	1.3	0.7
140	0.3	0.8	0.9	600	0.4	1.1	0.4
300	0.4	1.3	0.9	610	0.5	1.1	0.5
310	0.4	0.5	0.6	700	0.4	1.1	1.6
320	0.5	1.4	0.8	701	0.0	0.0	0.0
330	0.3	0.8	0.5	705	0.3	0.9	0.9
340	0.4	0.7	0.6	710	0.2	1.0	0.8
350	0.3	0.7	0.5	715	0.2	1.1	0.4
360	0.4	0.7	0.7	720	0.5	0.8	0.4
380	0.5	1.4	1.6	730	0.3	0.8	0.5
385	0.3	1.3	1.6	740	0.3	0.7	0.4
390	0.5	1.5	1.3	750	0.3	0.7	0.5
500	0.2	1.1	0.6	760	0.4	0.9	0.8
510	0.3	1.8	0.5	770	0.4	0.9	0.6
520	0.8	2.9	2.4	800	0.5	1.4	1.0

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.

Seattle (All Areas) Statistics To Know

Residential

	March, 2024	March, 2023	Difference	% Change
Months Supply of Inventory	1.1	1.1	0.0	0%
Active Listings at End of Month	625	650	-25	-4%
Pending Sales MTD	585	606	-21	-3%
Pending Sales (Trailing 12 Months)	6,258	7,054	-796	-11%
Closed Sales MTD	478	500	-22	-4%
Closed Sales (Trailing 12 Months)	5,412	6,598	-1,186	-18%
Closed Sales Price (Median)	\$925,000	\$869,975	\$55,025	6%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.5%	0.3%	4%
Monthly Payments (P&I)	\$6,043	\$5,522	\$521	9%

Condominium

	March, 2024	March, 2023	Difference	% Change
Months Supply of Inventory	2.0	1.9	0.1	4%
Active Listings at End of Month	516	433	83	19%
Pending Sales MTD	257	225	32	14%
Pending Sales (Trailing 12 Months)	2,648	2,745	-97	-4%
Closed Sales MTD	210	191	19	10%
Closed Sales (Trailing 12 Months)	2,214	2,524	-310	-12%
Closed Sales Price (Median)	\$587,500	\$535,000	\$52,500	10%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.5%	0.3%	4%
Monthly Payments (P&I)	\$3,838	\$3,396	\$442	13%

Residential & Condominium

	March, 2024	March, 2023	Difference	% Change
Months Supply of Inventory	1.4	1.3	0.1	4%
Active Listings at End of Month	1,141	1,083	58	5%
Pending Sales MTD	842	831	11	1%
Pending Sales (Trailing 12 Months)	8,906	9,799	-893	-9%
Closed Sales MTD	688	691	-3	0%
Closed Sales (Trailing 12 Months)	7,626	9,122	-1,496	-16%
Closed Sales Price (Median)	\$831,000	\$768,832	\$62,168	8%
30-Year-Fixed-Rate Mortgage Rates	6.8%	6.5%	0.3%	4%
Monthly Payments (P&I)	\$5,429	\$4,880	\$549	11%

Seattle (All Areas) RESIDENTIAL ONLY

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2024																
Active Listings (EOM)	481	558	625										-4%	555	AVG	-4%
New Listings Taken in Month	517	636	762										-4%	1,915	YTD	6%
# of Pending Transactions	460	521	585										-3%	1,566	YTD	1%
Months Supply of Inventory	1.0	1.1	1.1										0%	1.1	AVG	-6%
# of Closed Sales	231	422	478										-4%	1,131	YTD	-2%
Median Closed Price	869,000	927,450	925,000										6%	907,953	WA	9%
2023																
Active Listings (EOM)	553	534	650	697	725	813	793	753	933	859	707	479	129%	579	AVG	145%
New Listings Taken in Month	497	513	793	744	805	859	690	605	836	581	417	202	-31%	1,803	YTD	-19%
# of Pending Transactions	438	499	606	631	698	613	589	533	500	469	369	290	-31%	1,543	YTD	-25%
Months Supply of Inventory	1.3	1.1	1.1	1.1	1.0	1.3	1.3	1.4	1.9	1.8	1.9	1.7	230%	1.1	AVG	228%
# of Closed Sales	264	392	500	524	596	614	513	516	422	434	365	297	-33%	1,156	YTD	-27%
Median Closed Price	803,750	825,000	869,975	886,000	905,125	930,000	899,950	899,000	926,250	900,000	944,000	850,000	-10%	833,823	WA	-8%
2022																
Active Listings (EOM)	178	247	284	442	504	843	981	915	1,149	1,046	862	574	-43%	236	AVG	-53%
New Listings Taken in Month	515	769	954	996	1,045	1,246	932	781	1,031	701	482	230	-16%	2,238	YTD	-14%
# of Pending Transactions	503	687	873	801	893	730	612	656	558	534	422	305	-17%	2,063	YTD	-19%
Months Supply of Inventory	0.4	0.4	0.3	0.6	0.6	1.2	1.6	1.4	2.1	2.0	2.0	1.9	-32%	0.3	AVG	-44%
# of Closed Sales	396	443	751	747	786	789	642	634	534	493	423	394	-10%	1,590	YTD	-20%
Median Closed Price	790,000	925,000	970,000	1,019,950	1,025,500	1,000,000	954,500	927,000	900,000	950,000	905,000	879,975	18%	901,536	WA	12%
2021																
Active Listings (EOM)	548	474	498	613	556	667	720	604	650	561	315	167	-19%	507	AVG	-4%
New Listings Taken in Month	729	747	1,134	1,257	1,228	1,297	1,096	888	1,083	864	524	325	27%	2,610	YTD	23%
# of Pending Transactions	713	785	1,046	1,075	1,184	1,109	964	908	979	893	732	443	45%	2,544	YTD	35%
Months Supply of Inventory	0.8	0.6	0.5	0.6	0.5	0.6	0.7	0.7	0.7	0.6	0.4	0.4	-44%	0.6	AVG	-27%
# of Closed Sales	544	623	831	889	981	1,080	1,084	903	827	893	763	697	37%	1,998	YTD	36%
Median Closed Price	791,471	798,000	825,000	875,000	919,000	890,444	896,500	875,000	850,000	850,000	850,000	839,000	4%	805,085	WA	8%
2020																
# of Active Listings	467	510	613	709	816	829	935	1,082	1,141	1,102	859	586	-31%	530	A	-32%
New Listings Taken in Month	513	708	895	680	941	1,068	1,188	1,281	1,217	1,112	623	497	-2%	2,116	YTD	9%
# of Pending Transactions	514	649	723	546	799	968	995	1,052	1,039	953	744	655	-13%	1,886	YTD	0%
Months Supply of Inventory	0.9	0.8	0.8	1.3	1.0	0.9	0.9	1.0	1.1	1.2	1.2	0.9	-20%	0.8	A	-34%
# of Closed Sales	417	445	608	508	505	729	855	882	934	948	792	772	21%	1,470	T	11%
Median Closed Price	719,950	730,500	790,000	815,000	765,000	800,000	805,000	825,000	820,000	800,000	820,000	799,950	5%	748,090	WA	2%

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

Seattle (All Areas)
RESIDENTIAL ONLY

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2019 Active Listings (EOM)	699	763	883	1,043	1,386	1,410	1,279	1,179	1,294	1,135	813	499	113%	782	AVG	135%
New Listings Taken in Month	622	581	998	1,083	1,353	1,100	823	739	966	801	439	275	10%	2,201	YTD	13%
# of Pending Transactions	565	495	830	870	903	927	821	737	748	818	645	448	12%	1,890	YTD	13%
Months Supply of Inventory	1.2	1.5	1.1	1.2	1.5	1.5	1.6	1.6	1.7	1.4	1.3	1.1	90%	1.3	AVG	111%
# of Closed Sales	350	476	502	677	790	748	751	731	565	670	647	578	-6%	1,328	YTD	3%
Median Closed Price	711,500	730,000	752,500	754,000	784,925	781,000	755,000	760,000	750,000	775,000	735,000	727,000	-8%	731,718	WA	-7%
2018 Active Listings (EOM)	287	296	414	494	628	873	962	994	1,349	1,277	1,100	704	3%	332	AVG	-9%
New Listings Taken in Month	498	534	910	834	1,078	1,127	932	823	1,137	858	568	230	7%	1,942	YTD	0%
# of Pending Transactions	411	521	741	713	884	814	734	665	638	684	541	368	-5%	1,673	YTD	-10%
Months Supply of Inventory	0.7	0.6	0.6	0.7	0.7	1.1	1.3	1.5	2.1	1.9	2.0	1.9	9%	0.6	AVG	0%
# of Closed Sales	368	387	532	626	742	740	732	653	498	603	500	470	-17%	1,287	YTD	-13%
Median Closed Price	757,000	777,000	819,500	819,000	830,000	812,500	805,000	760,000	775,000	750,000	760,000	739,000	17%	785,366	WA	17%
2017 Active Listings (EOM)	354	344	400	444	485	562	599	535	658	621	397	212	-16%	366	AVG	-17%
New Listings Taken in Month	528	571	849	793	1,039	1,086	888	827	944	787	514	271	0%	1,948	YTD	-1%
# of Pending Transactions	493	580	782	739	974	963	801	815	780	753	647	383	-1%	1,855	YTD	3%
Months Supply of Inventory	0.7	0.6	0.5	0.6	0.5	0.6	0.7	0.7	0.8	0.8	0.6	0.6	-15%	0.6	AVG	-21%
# of Closed Sales	446	394	642	639	763	847	827	825	696	705	655	600	18%	1,482	YTD	17%
Median Closed Price	635,800	679,975	700,000	724,500	729,000	750,000	748,500	730,000	725,000	735,000	741,352	725,000	9%	672,996	WA	6%
2016 Active Listings (EOM)	417	427	479	580	556	573	719	648	848	678	478	318	-8%	441	AVG	-14%
New Listings Taken in Month	544	575	850	896	965	957	964	828	1,046	707	452	301	4%	1,969	YTD	1%
# of Pending Transactions	424	587	792	803	983	911	804	876	831	843	640	432	-12%	1,803	YTD	-12%
Months Supply of Inventory	1.0	0.7	0.6	0.7	0.6	0.6	0.9	0.7	1.0	0.8	0.7	0.7	5%	0.8	AVG	0%
# of Closed Sales	350	371	545	654	760	852	775	781	701	728	703	639	-5%	1,266	YTD	-6%
Median Closed Price	618,450	644,950	640,000	637,250	641,250	666,500	650,000	625,000	630,000	625,000	615,000	635,000	20%	634,675	WA	21%
2015 Active Listings (EOM)	482	532	519	556	572	593	600	625	697	628	421	283	-23%	511	AVG	-22%
New Listings Taken in Month	516	614	818	967	918	894	842	789	869	694	437	276	5%	1,948	YTD	0%
# of Pending Transactions	557	605	897	952	928	893	832	765	790	744	601	354	19%	2,059	YTD	9%
Months Supply of Inventory	0.9	0.9	0.6	0.6	0.6	0.7	0.7	0.8	0.9	0.8	0.7	0.8	-35%	0.8	AVG	-27%
# of Closed Sales	380	396	572	707	825	857	808	684	678	700	500	608	-1%	1,348	YTD	0%
Median Closed Price	517,500	520,000	535,000	552,500	559,950	575,000	575,500	575,000	571,000	555,000	598,000	600,000	19%	524,281	WA	15%
2014 Active Listings (EOM)	644	646	671	759	908	946	1,018	920	1,043	931	726	505	-6%	654	AVG	-4%
New Listings Taken in Month	570	602	778	915	1,069	987	935	742	969	775	455	280	-4%	1,950	YTD	-1%
# of Pending Transactions	525	610	753	835	887	911	816	796	769	782	603	420	-6%	1,888	YTD	-2%
Months Supply of Inventory	1.2	1.1	0.9	0.9	1.0	1.0	1.2	1.2	1.4	1.2	1.2	1.2	1%	1.1	AVG	-2%
# of Closed Sales	395	379	576	600	723	766	750	675	643	691	582	589	12%	1,350	YTD	8%
Median Closed Price	459,950	460,000	450,000	479,000	490,000	499,000	543,500	499,950	517,000	515,000	498,950	500,000	-3%	456,698	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

Seattle (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)	463	477	541	634	714	811	861	826	976	884	668	433	691	AVG
% of 12 Month Avg.	67%	69%	78%	92%	103%	117%	125%	120%	141%	128%	97%	63%		
New Listings Taken in Month	553	621	898	917	1,044	1,062	929	830	1,010	788	491	289	9,432	T
% of 12 Month Avg.	70%	79%	114%	117%	133%	135%	118%	106%	128%	100%	62%	37%		
# of Pending Transactions	514	602	804	797	913	884	797	780	763	747	594	410	8,606	T
% of 12 Month Avg.	72%	84%	112%	111%	127%	123%	111%	109%	106%	104%	83%	57%		
Months Supply of Inventory	0.9	0.8	0.7	0.8	0.8	0.9	1.1	1.1	1.3	1.2	1.1	1.1	1.0	AVG
% of 12 Month Avg.	93%	82%	69%	82%	81%	95%	111%	109%	132%	122%	116%	109%		
# of Closed Units	391	431	606	657	747	802	774	728	650	687	593	564	7,630	T
% of 12 Month Avg.	61%	68%	95%	103%	118%	126%	122%	115%	102%	108%	93%	89%		
Median Closed Price	680,537	709,043	735,198	756,220	764,975	770,444	763,345	747,595	746,425	745,500	746,730	729,493	741,292	AVG
% of 12 Month Avg.	92%	96%	99%	102%	103%	104%	103%	101%	101%	101%	101%	98%		

Seattle (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	2	0	1										3
\$250,000 to \$499,999	5	8	8										21
\$500,000 to \$749,999	70	89	123										282
\$750,000 to \$999,999	72	145	148										365
\$1,000,000 to \$1,499,999	54	115	113										282
\$1,500,000 to \$2,499,999	23	48	63										134
\$2,500,000 and above	5	18	22										45
Grand Total	231	423	478										1,132

2023

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	0	0	0	1	0	0	1	0	0	1	0	0
\$250,000 to \$499,999	9	10	15	10	8	11	9	9	10	7	7	5	34
\$500,000 to \$749,999	84	137	154	144	166	140	136	127	112	114	89	92	375
\$750,000 to \$999,999	89	139	134	158	172	201	153	165	116	136	103	104	362
\$1,000,000 to \$1,499,999	62	77	109	118	158	159	120	128	108	120	100	56	248
\$1,500,000 to \$2,499,999	16	21	60	63	74	78	65	59	54	48	49	30	97
\$2,500,000 and above	3	7	21	22	17	25	18	21	12	9	12	5	31
Grand Total	263	391	493	515	596	614	501	510	412	434	361	292	1,147

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
\$250,000 to \$499,999	-44%	-20%	-47%										-38%
\$500,000 to \$749,999	-17%	-35%	-20%										-25%
\$750,000 to \$999,999	-19%	4%	10%										1%
\$1,000,000 to \$1,499,999	-13%	49%	4%										14%
\$1,500,000 to \$2,499,999	44%	129%	5%										38%
\$2,500,000 and above	67%	157%	5%										45%
Grand Total	-12%	8%	-3%										-1%