

# JULY 2025 – Seattle TALKING POINTS

Based on Residential only reports

## Balanced Steady Market

Seattle's residential market continues to sit in the balanced range, holding steady at ~2.0 months for the last three months: May 2.0, June 2.0 and July 2.1 months of inventory.

At 2.1 months of inventory, July recorded the highest supply in since September 2022, and the highest for July since 2011. This shift is notable not due to falling demand (as shown in pending sales and closed sales up slightly YTD), but due to a significant increase in supply.

## Key Numbers:

- Active Listings: 1,305 homes up 19% from 1,097 in July 2024
- Pending Sales YTD: 4,333 up 6% from 4,079 in 2024
- Closed Sales YTD: 3,448 up 2% from 3,395 in 2024
- Median Price: \$1,010,000 up 4% year over year

Prices typically peak in spring and soften through summer and fall.

## Buyer Behavior Has Shifted

Buyers have more negotiating power, but they're also more selective and value-driven. Emotional connections to homes are playing a bigger role in decision-making — especially now that they're not under pressure to outbid multiple offers.

When inventory was lower, buyers were often willing to overlook flaws. Today, they're not.

## Rates and the Road Ahead

Interest rates: Slightly down from 6.9% (July 2024) to 6.7% (July 2025)

A drop in rates could quickly reignite demand and put upward pressure on prices

Takeaways for Clients and Brokers

### For Sellers:

Move-in ready homes matter more than ever. Presentation and pricing are critical. Buyers are comparing more options — don't give them a reason to walk away.

### For Buyers:

You have more time and flexibility, but smart, well-priced homes still move quickly. Stay focused and be ready to act.

### For Brokers:

This is a market for skilled guidance. Stay close to your clients, know the data, and watch rates like a hawk.

From May and June Talking Points:



## Recommendations for Sellers & Listing Agents

Show weekly data trends to sellers.

- Use reports like the [King RESIDENTIAL weeks supply ended 06-18-25 to 07-30-25](#) to demonstrate current conditions. Use prior period ([King RESIDENTIAL weeks supply ended 04-16-25 to 05-28-25](#)) to highlight how fast inventory has grown.
- Price at the low end of the value range, based on active competition.
- Hold open houses to maximize exposure.
- Don't rush to drop the list price. Evaluate activity from buyers and other listings post-launch first.
- Offer buyer credits (via the BBC) to help cover closing costs and spark excitement.
- Leverage Windermere's brand—the yard sign still matters, especially in a crowded market.
- Tour active inventory and your listing with your seller, with buyer's eyes.
- Work with all offers, even low ones—counter until common ground is found.

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

## Recommendations for Buyers and Buyers' Brokers

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

- Fear of missing out has lessened. Continue with a calm, strategic mindset.
- Educate buyers on the nuances of the market (price points, house style, etc.). For example, Condos and townhouses see different demand than single family homes.
- Help buyers prepare for a strategic offer strategy, knowing the competitiveness changes for each home.
  - Understand and help buyers know which contingencies to include when not competing and provide clarity on the inspection process.
- Encourage patience. When the right home appears, write the offer—even if it's below asking.
  - Set clear expectations: Lower offers often mean more negotiation. Be ready to guide clients through multiple counters.

## From March Talking Points:

### Outlook:

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

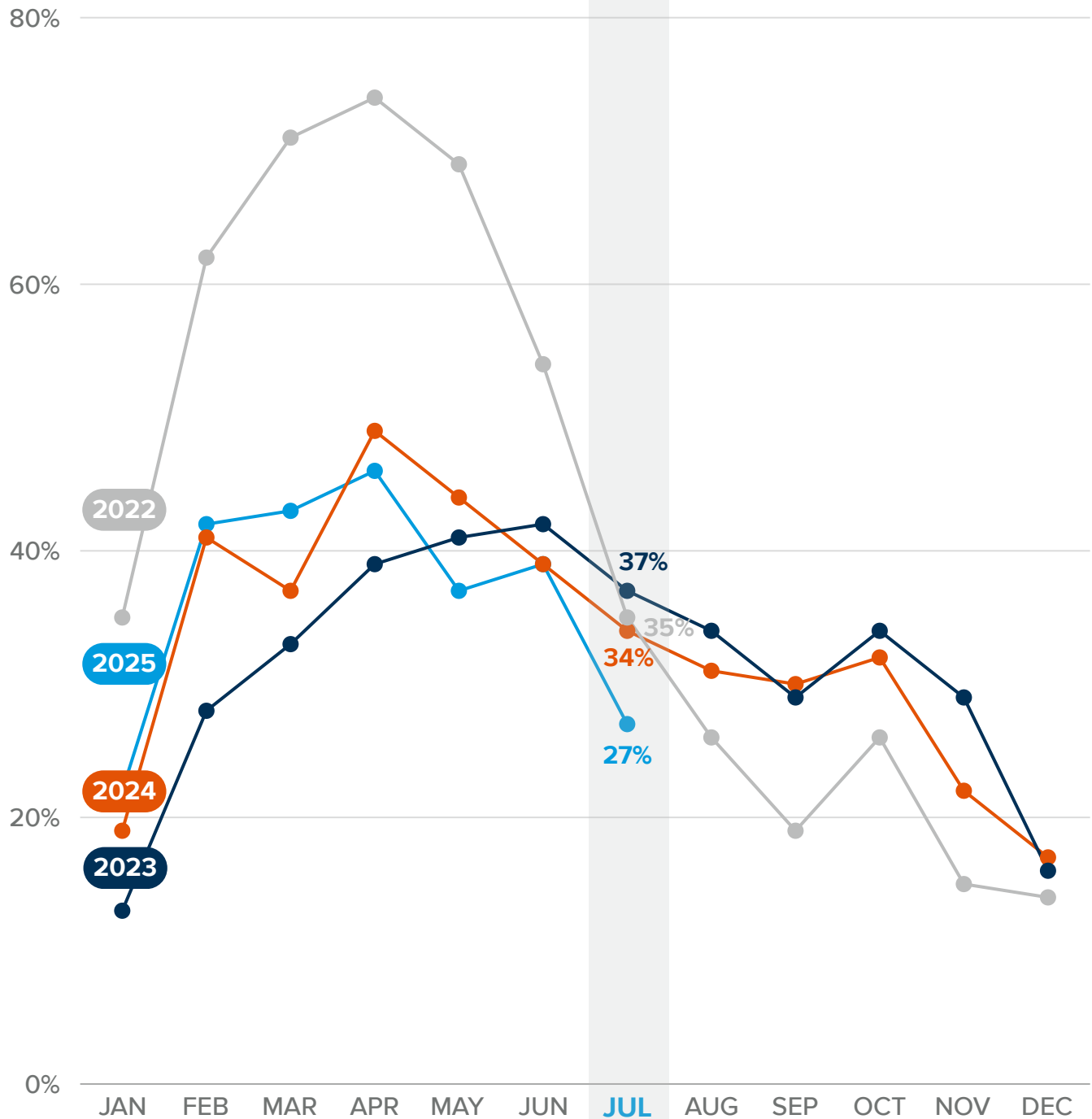
Year	Peak for Calendar Year	December	Difference	% Increase
2025 Projected	<b>\$1,000,000</b> (March 2025 Median Price)	<b>\$910,000</b> (projected)	<b>\$90,000</b> (projected)	<b>-9%</b> (projected)
2024	\$997,900 (April)	\$898,900	-\$99,000	-9.9%
2023	\$930,000 (June)	\$850,000	-\$80,000	-8.6%
2022	\$1,025,500 (May)	\$879,975	-\$145,525	-14%

JULY 2025

# % OF LISTINGS SOLD ABOVE LIST PRICE



## SEATTLE RESIDENTIAL



windermere.com

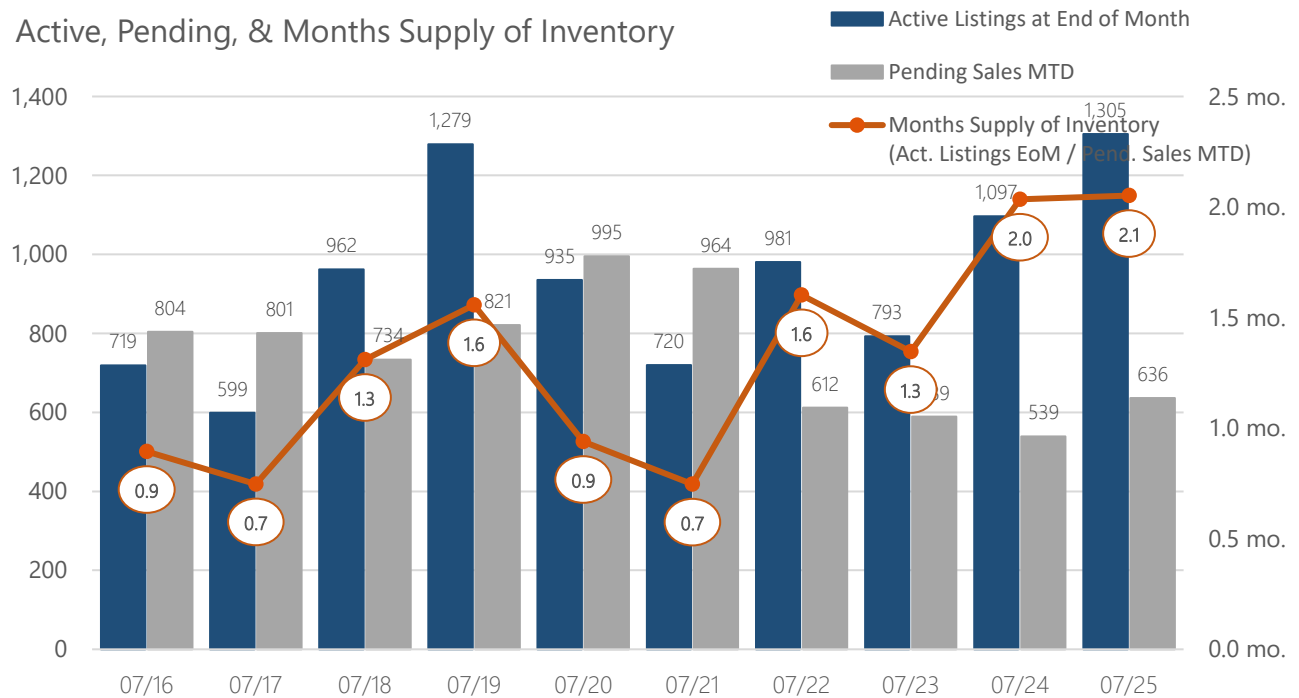
Created by Windermere Real Estate/East, Inc. using NWMLS data, but information was not verified or published by NWMLS.

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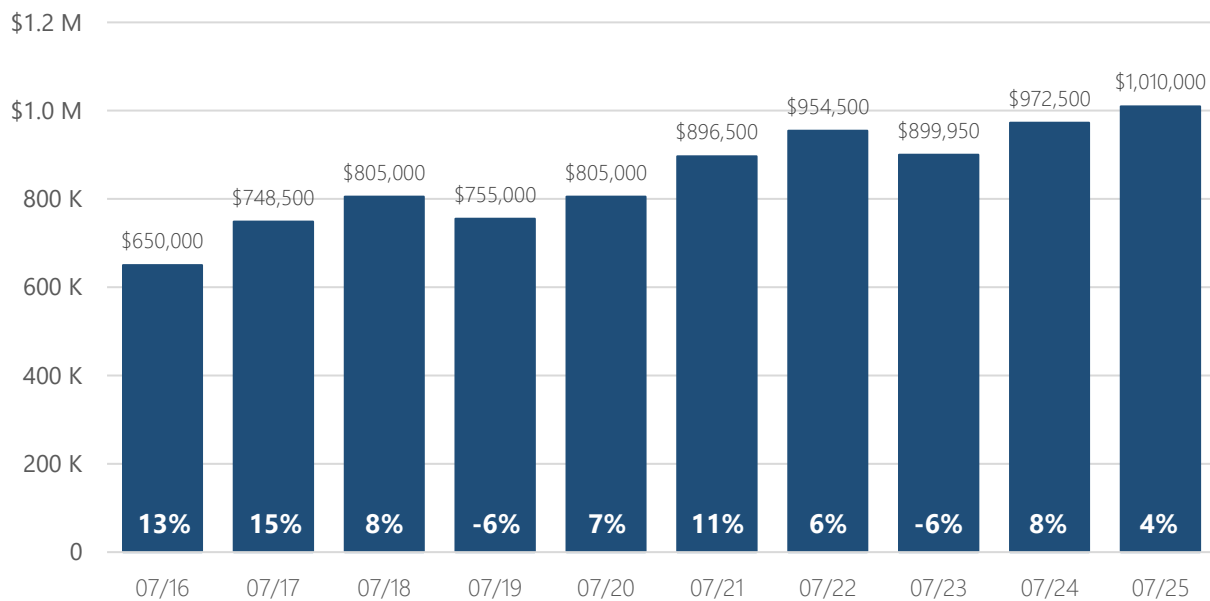
## Seattle (All Areas)

### RESIDENTIAL ONLY

#### Active, Pending, & Months Supply of Inventory



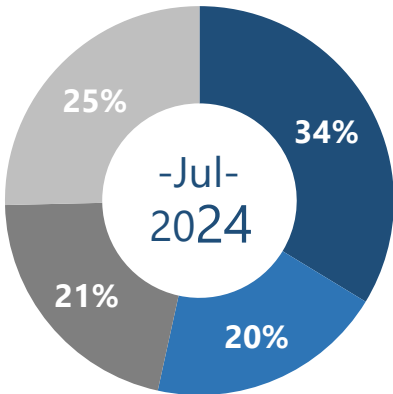
#### Median Closed Sales Price For Current Month Sold Properties



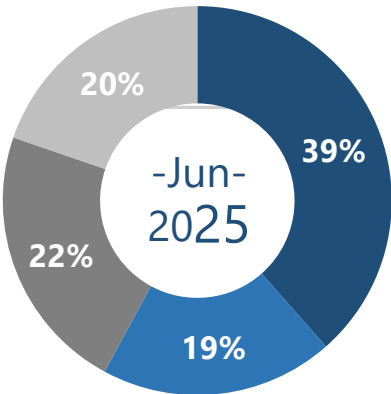
Seattle (All Areas)

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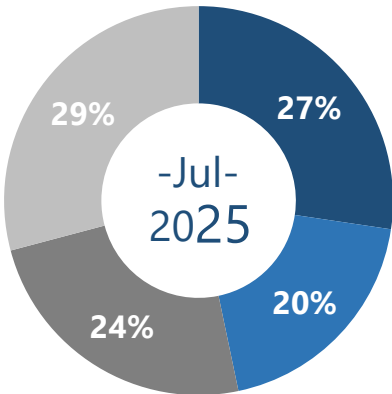
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE










SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

JULY 2025		 SOLD ABOVE LIST PRICE	 SOLD AT LIST PRICE	 SOLD BELOW LIST PRICE	 PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET		6	10	19	63
NUMBER OF SALES IN MONTH		154	109	136	164
MEDIAN % FROM ORIGINAL LIST PRICE		5%	0%	-3%	N/A

## Seattle (All Areas)

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### Sales Price to List Price based on Market Time

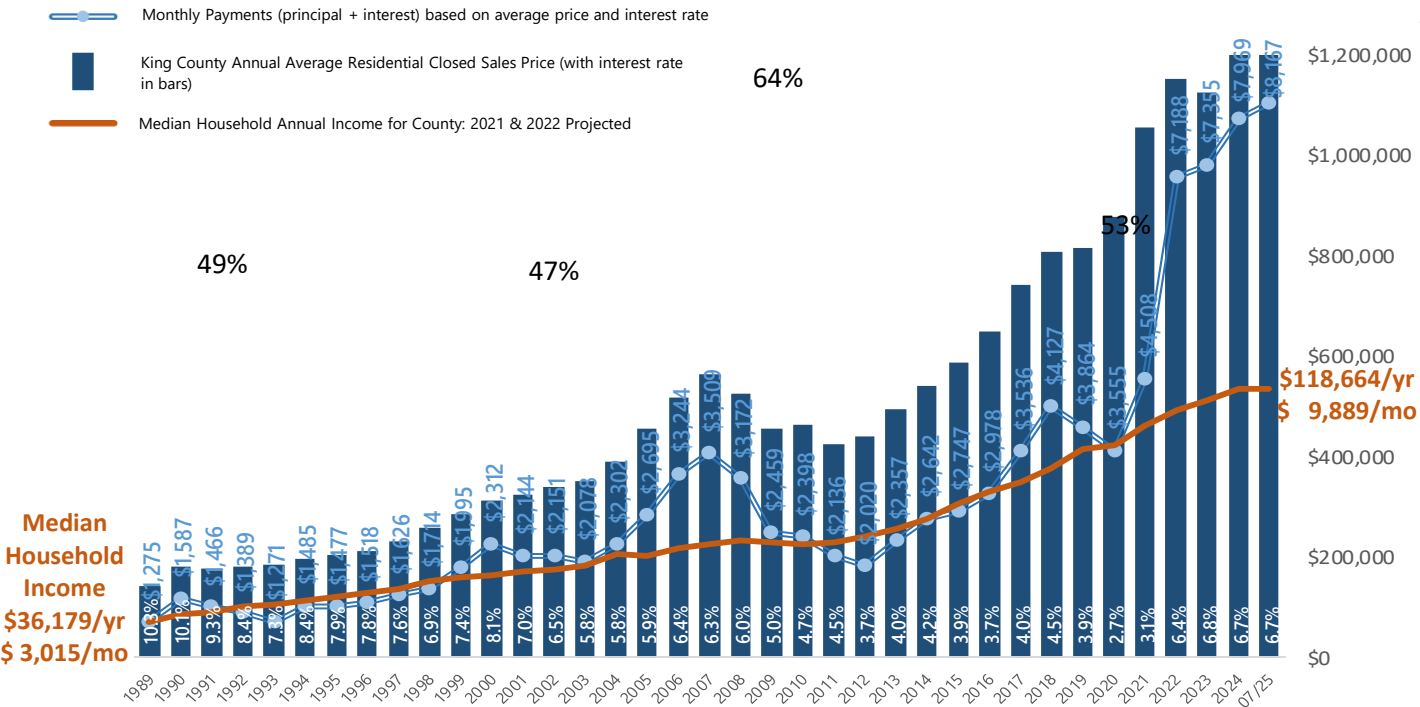
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	351	62.3%
15 - 30	97.5%	98.4%	103	18.3%
31 - 60	95.2%	97.6%	63	11.2%
61 - 90	92.3%	97.4%	27	4.8%
90+	89.8%	99.7%	19	3.4%
Totals			563	100.0%

### The Cost of Waiting a Year

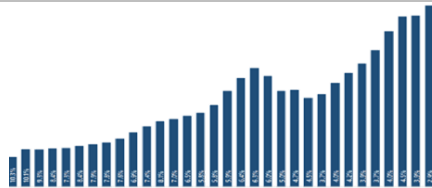
	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
July, 2025	\$1,010,000	6.72%	\$6,531
July, 2024	\$972,500	6.85%	\$6,372
	<b>\$37,500</b>	<b>-0.13%</b>	<b>\$158</b> Per Month
			<b>\$1,900</b> Per Year
* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month			

# Monthly Payments Compared to Income Trendline King County

73%



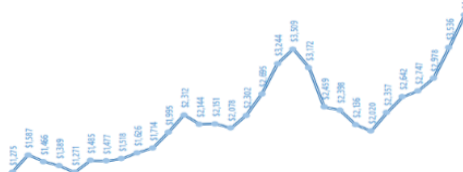
A



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

Two Factors for Payment

B



Monthly payment based on purchase price and interest rate

Purchaser's Buy Payment

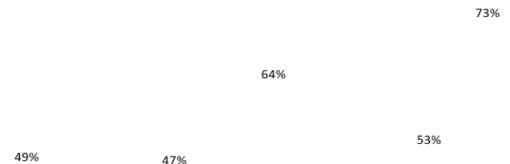
C



Annual Median Household Income for County: 2021 & 2022 Projected

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

D



Monthly payments divided by median income

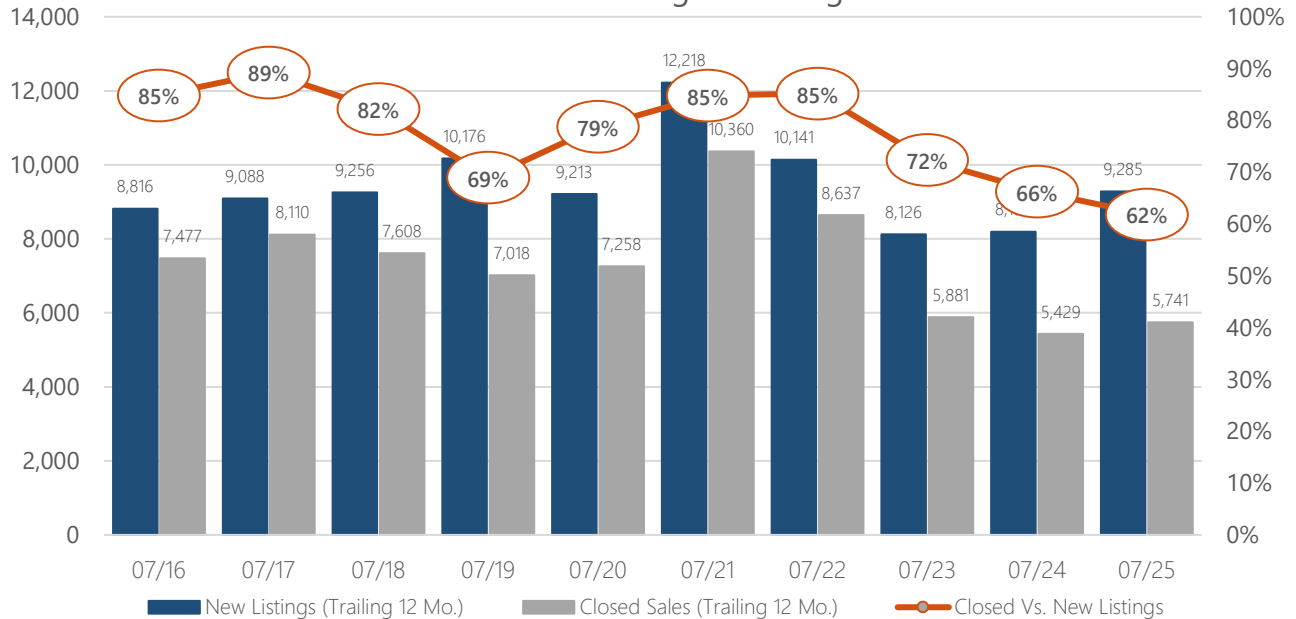
Monthly cycle peaks shown

## Seattle (All Areas)

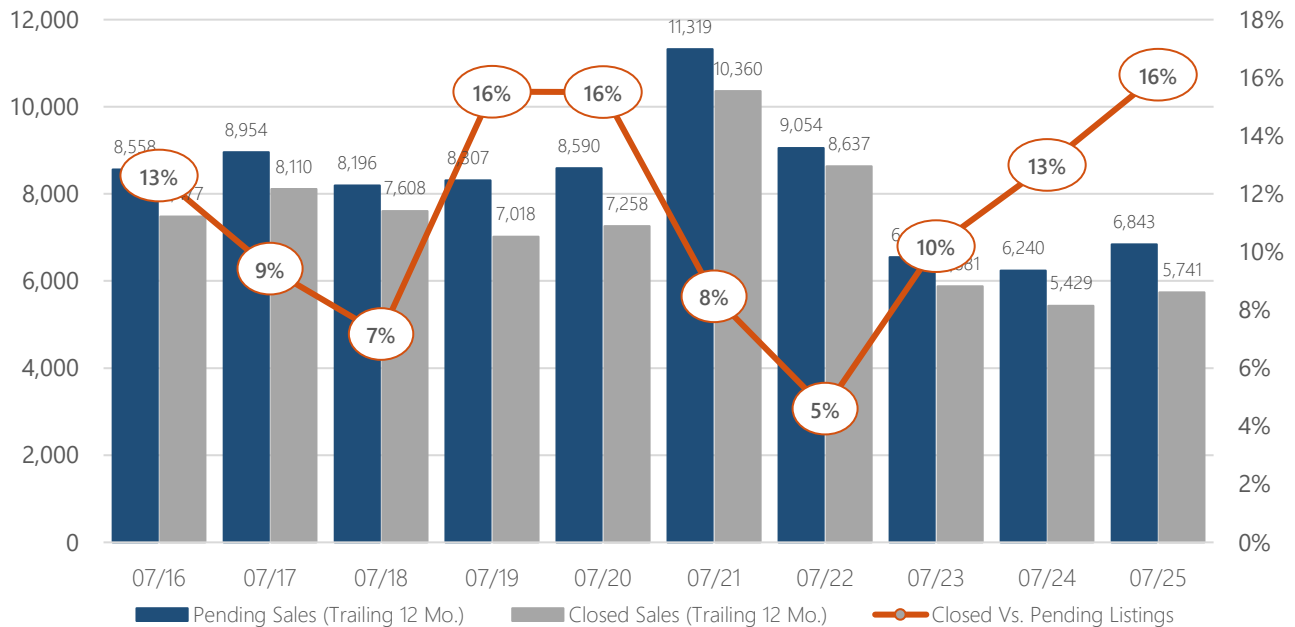
### RESIDENTIAL ONLY

#### 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

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

Area	Months Inventory			Area	Months Inventory		
	2023	2024	2025		2023	2024	2025
100	1.1	1.2	2.3	530	1.5	1.2	2.5
110	1.1	1.6	1.5	540	1.2	1.0	2.2
120	0.8	1.6	1.5	550	0.9	1.7	2.6
130	1.4	1.7	1.8	560	2.0	1.2	2.6
140	1.2	1.9	2.0	600	1.1	0.9	2.6
300	1.1	1.8	2.6	610	1.1	1.2	2.3
310	1.0	1.4	1.9	700	1.8	2.2	2.3
320	1.3	2.0	3.2	701	0.0	0.0	0.0
330	1.1	1.4	2.7	705	0.9	1.5	1.7
340	1.2	1.2	2.4	710	1.3	1.6	1.7
350	1.2	1.4	1.8	715	1.1	1.3	1.6
360	1.1	2.1	2.8	720	1.0	1.6	2.1
380	1.6	3.0	2.0	730	0.7	1.1	1.5
385	1.3	3.2	2.6	740	0.9	1.4	1.8
390	2.3	3.4	3.1	750	0.8	1.5	2.3
500	0.9	1.1	1.8	760	1.1	1.7	2.2
510	1.6	1.6	3.1	770	1.0	1.4	2.1
520	3.2	4.1	3.1	800	1.8	1.3	3.9

### 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

	July, 2025	July, 2024	Difference	% Change
Months Supply of Inventory	2.1	2.0	0.0	1%
Active Listings at End of Month	1,305	1,097	208	19%
Pending Sales MTD	636	539	97	18%
Pending Sales (Trailing 12 Months)	6,843	6,240	603	10%
Closed Sales MTD	573	552	21	4%
Closed Sales (Trailing 12 Months)	5,741	5,429	312	6%
Closed Sales Price (Median)	\$1,010,000	\$972,500	\$37,500	4%
30-Year-Fixed-Rate Mortgage Rate	6.7%	6.9%	-0.1%	-2%
Monthly Payments (P&I)	\$6,531	\$6,372	\$158	2%

### Condominium

	July, 2025	July, 2024	Difference	% Change
Months Supply of Inventory	4.4	4.0	0.4	10%
Active Listings at End of Month	1,056	817	239	29%
Pending Sales MTD	240	205	35	17%
Pending Sales (Trailing 12 Months)	2,726	2,594	132	5%
Closed Sales MTD	207	187	20	11%
Closed Sales (Trailing 12 Months)	2,371	2,218	153	7%
Closed Sales Price (Median)	\$550,000	\$559,000	-\$9,000	-2%
30-Year-Fixed-Rate Mortgage Rate	6.7%	6.9%	-0.1%	-2%
Monthly Payments (P&I)	\$3,556	\$3,663	-\$107	-3%

### Residential & Condominium

	July, 2025	July, 2024	Difference	% Change
Months Supply of Inventory	2.7	2.6	0.1	5%
Active Listings at End of Month	2,361	1,914	447	23%
Pending Sales MTD	876	744	132	18%
Pending Sales (Trailing 12 Months)	9,569	8,834	735	8%
Closed Sales MTD	780	739	41	6%
Closed Sales (Trailing 12 Months)	8,112	7,647	465	6%
Closed Sales Price (Median)	\$879,475	\$875,000	\$4,475	1%
30-Year-Fixed-Rate Mortgage Rates	6.7%	6.9%	-0.1%	-2%
Monthly Payments (P&I)	\$5,687	\$5,734	-\$47	-1%

Seattle (All Areas)  
RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2025	Active Listings (EOM)	656	713	821	992	1,370	1,389	1,305						19%	1,035	AVG	34%
	New Listings Taken in Month	658	658	870	985	1,293	1,027	871						10%	6,362	YTD	15%
	# of Pending Transactions	452	520	658	685	673	709	636						18%	4,333	YTD	6%
	Months Supply of Inventory	1.5	1.4	1.2	1.4	2.0	2.0	2.1						1%	1.7	AVG	24%
	# of Closed Sales	252	391	497	559	546	630	573						4%	3,448	YTD	2%
	Median Closed Price	857,500	965,000	1,000,000	1,025,000	1,010,650	1,079,950	1,010,000						4%	996,670	WA	5%
2024	Active Listings (EOM)	481	558	625	674	949	1,029	1,097	1,011	1,195	1,072	796	536	38%	773	AVG	14%
	New Listings Taken in Month	517	636	762	885	1,042	920	790	622	981	731	358	231	-8%	5,552	YTD	13%
	# of Pending Transactions	460	521	585	736	625	613	539	515	641	604	448	302	-8%	4,079	YTD	0%
	Months Supply of Inventory	1.0	1.1	1.1	0.9	1.5	1.7	2.0	2.0	1.9	1.8	1.8	1.8	51%	1.3	AVG	14%
	# of Closed Sales	231	422	478	527	674	511	552	456	408	606	445	378	8%	3,395	YTD	0%
	Median Closed Price	869,000	927,450	925,000	997,900	965,000	957,000	972,500	930,000	938,006	972,500	968,000	898,900	8%	946,436	WA	8%
2023	Active Listings (EOM)	553	534	650	697	725	813	793	753	933	859	707	479	-19%	681	AVG	37%
	New Listings Taken in Month	497	513	793	744	805	859	690	605	836	581	417	202	-26%	4,901	YTD	-24%
	# of Pending Transactions	438	499	606	631	698	613	589	533	500	469	369	290	-4%	4,074	YTD	-20%
	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	-16%	1.2	AVG	67%
	# of Closed Sales	264	392	500	524	596	614	513	516	422	434	365	297	-20%	3,403	YTD	-25%
	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	-6%	876,263	WA	-9%
2022	Active Listings (EOM)	178	247	284	442	504	843	981	915	1,149	1,046	862	574	36%	497	AVG	-15%
	New Listings Taken in Month	515	769	954	996	1,045	1,246	932	781	1,031	701	482	230	-15%	6,457	YTD	-14%
	# of Pending Transactions	503	687	873	801	893	730	612	656	558	534	422	305	-37%	5,099	YTD	-26%
	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	115%	0.7	AVG	16%
	# of Closed Sales	396	443	751	747	786	789	642	634	534	493	423	394	-41%	4,554	YTD	-25%
	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	6%	960,911	WA	12%
2021	# of Active Listings	548	474	498	613	556	667	720	604	650	561	315	167	-23%	582	A	-16%
	New Listings Taken in Month	729	747	1,134	1,257	1,228	1,297	1,096	888	1,083	864	524	325	33%	7,488	YTD	14%
	# of Pending Transactions	713	785	1,046	1,075	1,184	1,109	964	908	979	893	732	443	-3%	6,876	YTD	32%
	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	-21%	0.6	A	-36%
	# of Closed Sales	544	623	831	889	981	1,080	1,084	903	827	893	763	697	27%	6,032	T	48%
	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	11%	859,097	WA	11%

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	TT	YTD % Change
2020	Active Listings (EOM)	467	510	613	709	816	829	935	1,082	1,141	1,102	859	586	-27%	697	AVG	-35%
	New Listings Taken in Month	513	708	895	680	941	1,068	1,188	1,281	1,217	1,112	623	497	44%	5,993	YTD	-9%
	# of Pending Transactions	514	649	723	546	799	968	995	1,052	1,039	953	744	655	21%	5,194	YTD	-4%
	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	-40%	1.0	AVG	-31%
	# of Closed Sales	417	445	608	508	505	729	855	882	934	948	792	772	14%	4,067	YTD	-5%
	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	7%	776,624	WA	3%
2019	Active Listings (EOM)	699	763	883	1,043	1,386	1,410	1,279	1,179	1,294	1,135	813	499	33%	1,066	AVG	89%
	New Listings Taken in Month	622	581	998	1,083	1,353	1,100	823	739	966	801	439	275	-12%	6,560	YTD	11%
	# of Pending Transactions	565	495	830	870	903	927	821	737	748	818	645	448	12%	5,411	YTD	12%
	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	19%	1.4	AVG	72%
	# of Closed Sales	350	476	502	677	790	748	751	731	565	670	647	578	3%	4,294	YTD	4%
	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	-6%	753,474	WA	-6%
2018	Active Listings (EOM)	287	296	414	494	628	873	962	994	1,349	1,277	1,100	704	61%	565	AVG	24%
	New Listings Taken in Month	498	534	910	834	1,078	1,127	932	823	1,137	858	568	230	5%	5,913	YTD	3%
	# of Pending Transactions	411	521	741	713	884	814	734	665	638	684	541	368	-8%	4,818	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	75%	0.8	AVG	32%
	# of Closed Sales	368	387	532	626	742	740	732	653	498	603	500	470	-11%	4,127	YTD	-9%
	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	8%	803,594	WA	13%
2017	Active Listings (EOM)	354	344	400	444	485	562	599	535	658	621	397	212	-17%	455	AVG	-15%
	New Listings Taken in Month	528	571	849	793	1,039	1,086	888	827	944	787	514	271	-8%	5,754	YTD	0%
	# of Pending Transactions	493	580	782	739	974	963	801	815	780	753	647	383	0%	5,332	YTD	1%
	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	-16%	0.6	AVG	-17%
	# of Closed Sales	446	394	642	639	763	847	827	825	696	705	655	600	7%	4,558	YTD	6%
	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	15%	711,727	WA	11%
2016	Active Listings (EOM)	417	427	479	580	556	573	719	648	848	678	478	318	20%	536	AVG	-3%
	New Listings Taken in Month	544	575	850	896	965	957	964	828	1,046	707	452	301	14%	5,751	YTD	3%
	# of Pending Transactions	424	587	792	803	983	911	804	876	831	843	640	432	-3%	5,304	YTD	-6%
	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	24%	0.7	AVG	4%
	# of Closed Sales	350	371	545	654	760	852	775	781	701	728	703	639	-4%	4,307	YTD	-5%
	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	13%	642,907	WA	17%
2015	Active Listings (EOM)	482	532	519	556	572	593	600	625	697	628	421	283	-41%	551	AVG	-31%
	New Listings Taken in Month	516	614	818	967	918	894	842	789	869	694	437	276	-10%	5,569	YTD	-5%
	# of Pending Transactions	557	605	897	952	928	893	832	765	790	744	601	354	2%	5,664	YTD	6%
	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	-42%	0.7	AVG	-34%
	# of Closed Sales	380	396	572	707	825	857	808	684	678	700	500	608	8%	4,545	YTD	8%
	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	6%	548,842	WA	13%

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 |

2015 - 2024

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	447	469	537	625	718	819	869	835	991	898	675	436	693	AVG
% of 12 Month Avg.	64%	68%	77%	90%	104%	118%	125%	120%	143%	130%	97%	63%		
New Listings Taken in Month	548	625	896	914	1,041	1,055	915	818	1,011	784	481	284	9,372	T
% of 12 Month Avg.	70%	80%	115%	117%	133%	135%	117%	105%	129%	100%	62%	36%		
# of Pending Transactions	508	593	788	787	887	854	769	752	750	730	579	398	8,394	T
% of 12 Month Avg.	73%	85%	113%	112%	127%	122%	110%	108%	107%	104%	83%	57%		
Months Supply of Inventory	0.9	0.8	0.7	0.8	0.8	1.0	1.1	1.1	1.3	1.2	1.2	1.1	1.0	AVG
% of 12 Month Avg.	88%	79%	68%	80%	81%	96%	113%	111%	132%	123%	117%	110%		
# of Closed Units	375	435	596	650	742	777	754	707	626	678	579	543	7,462	T
% of 12 Month Avg.	60%	70%	96%	105%	119%	125%	121%	114%	101%	109%	93%	87%		
Median Closed Price	721,442	755,788	782,698	808,110	812,475	816,244	806,245	790,600	788,526	791,250	793,635	769,383	786,366	AVG
% of 12 Month Avg.	92%	96%	100%	103%	103%	104%	103%	101%	100%	101%	101%	98%		

Seattle (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	1	0	0	0	0	2	1						4
\$250,000 to \$499,999	7	8	5	5	8	11	7						51
\$500,000 to \$749,999	66	77	115	103	99	94	115						669
\$750,000 to \$999,999	76	113	127	153	159	160	152						940
\$1,000,000 to \$1,499,999	48	120	133	187	169	191	180						1,028
\$1,500,000 to \$2,499,999	32	49	93	76	88	118	82						538
\$2,500,000 and above	9	12	24	34	20	37	26						162
<b>Grand Total</b>	<b>239</b>	<b>379</b>	<b>497</b>	<b>558</b>	<b>543</b>	<b>613</b>	<b>563</b>						<b>3,392</b>

2024

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	2	0	1	0	0	0	0	0	0	0	0	0	3
\$250,000 to \$499,999	5	8	8	3	11	6	8	8	6	11	15	7	49
\$500,000 to \$749,999	70	89	123	108	121	103	112	90	99	117	92	99	726
\$750,000 to \$999,999	72	145	148	154	230	168	178	151	120	186	124	123	1,095
\$1,000,000 to \$1,499,999	54	115	113	155	185	139	147	116	101	182	128	88	908
\$1,500,000 to \$2,499,999	23	48	63	86	95	62	79	61	51	80	57	45	456
\$2,500,000 and above	5	18	22	21	30	21	28	17	23	19	17	15	145
<b>Grand Total</b>	<b>231</b>	<b>423</b>	<b>478</b>	<b>527</b>	<b>672</b>	<b>499</b>	<b>552</b>	<b>443</b>	<b>400</b>	<b>595</b>	<b>433</b>	<b>377</b>	<b>3,382</b>

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-50%	N/A	-100%	N/A	N/A	N/A	N/A						33%
\$250,000 to \$499,999	40%	0%	-37%	67%	-27%	83%	-12%						4%
\$500,000 to \$749,999	-6%	-13%	-7%	-5%	-18%	-9%	3%						-8%
\$750,000 to \$999,999	6%	-22%	-14%	-1%	-31%	-5%	-15%						-14%
\$1,000,000 to \$1,499,999	-11%	4%	18%	21%	-9%	37%	22%						13%
\$1,500,000 to \$2,499,999	39%	2%	48%	-12%	-7%	90%	4%						18%
\$2,500,000 and above	80%	-33%	9%	62%	-33%	76%	-7%						12%
<b>Grand Total</b>	<b>3%</b>	<b>-10%</b>	<b>4%</b>	<b>6%</b>	<b>-19%</b>	<b>23%</b>	<b>2%</b>						<b>0%</b>