

# AUGUST 2025 – Seattle TALKING POINTS

Based on Residential only reports

## Seattle home prices peaked in June and have dropped 7.95% over the last two months.

- The median closed sale price peaked in June at \$1,079,950. By August it had fallen 7.95% (down \$79,950) to \$1,000,000.
- Seattle continues to settle into the balanced range for Months of Inventory.
- See below, area 710 was the only Seattle area where months of inventory went down year over year. Also note that areas 705 and 710 are still in the Seller's market range (0-2 months).
- August Month's Supply of Inventory

AREA	AUG 2024	AUG 2025
140	1.5	2.1
380	2.2	2.7
385	2.4	3.9
390	2.5	2.8
700	2.1	2.3
705	1.7	1.8
710	2.1	1.7
SEATTLE	2.0	2.2

## What Should Sellers Do?

Whether to adjust strategy depends on motivation. Sellers need to ask:

- Do I need to sell now, or do I want to sell?

If the need to sell is urgent, pricing must reflect current conditions. For those with at least 30 days on market, the first question is:

- Did comparable homes sell in August?
- What drove those sales—emotional appeal or aggressive pricing or both?
- Based on recent closed sales, what price adjustment makes sense?
- How does that price compare with competing active listings?

If selling isn't essential, options include:

- Withdrawing from the market until January or February 2026, or
- Holding firm at current pricing while accepting that values may decline another 2% per month in the meantime.



### Seasonal Context

- September and October typically perform near average for pending sales (107% and 104% of average).
- After October, activity slows, with no “average” month of pending sales again until March 2026.

### MONTHLY AVERAGES BASED ON HISTORICAL DATA I

2015 - 2024

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
# 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%		

### Market Dynamics (see charts, pages 2–3)

- 55% sold in under 15 days at their list price. Some portion of these were relisted after a cancellation—often with a 5% price reduction.
- The other 45% sold at about 3% below list price (ranging 97.1%–98.2% of list).

Sellers must be within 3% of the eventual sale price to attract a buyer. Waiting costs money:

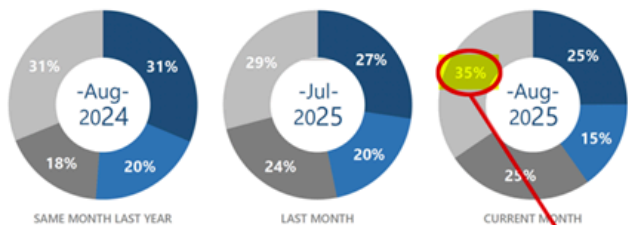
- 31–60 days on market: ~95.7% of list (3% + 1.3% loss)
- 61–90 days: ~92.7% of list (3% + 4.3% loss)
- 90+ days: ~90.6% of list (3% + 6.4% loss)

Time on market compounds price erosion.

#### Seattle (All Areas)

RESIDENTIAL ONLY

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



#### 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%	290	55.2%
15 - 30	97.3%	98.2%	83	15.8%
31 - 60	95.7%	97.9%	92	17.5%
61 - 90	92.7%	97.8%	33	6.3%
90+	90.6%	97.1%	27	5.1%
Totals			525	100.0%

#### AUGUST 2025

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	6	10	26	71
NUMBER OF SALES IN MONTH	131	80	133	181
MEDIAN % FROM ORIGINAL LIST PRICE	4%	0%	-3%	N/A



## The Hard Truth

This message is intentionally direct. Many sellers still measure success against a Zestimate or neighbor's peak March sale. But waiting, wishing, or overpricing usually leads to slower decisions and worse outcomes.

It takes a good broker to help a seller or buyer today!

The number of real estate brokers in Seattle is over 5,000. How many of those 5,000 brokers are able to articulate the current market with their clients and lead them to success? Not enough. Buyers and sellers need you to lead and articulate the difficult market dynamics. Yes, the conversations can be difficult. It can be argued not having the conversation can be worse.

How to lead the difficult conversation (phrases that work)

- "I'm going to be direct because that helps us get the best outcome."
- "Your neighbor's March sale is a good reference point — but the market today is different. Here are three comps from August that matter more."
- "If you want top dollar, timing and pricing have to match market reality. If you need a certain net, let's work backward from that number and see the options."
- "Not having this conversation is a decision too — usually a costly one."

Below are links to two recent articles that will not provide new insights, but may help with client conversations over the remainder of the year. The first is longer than it needs to be, but is worth reading.

## Cruel Summer: Why the U.S. Housing Market Is Stuck

By Jake Krimmel

<https://www.realtor.com/research/cruel-summer-2025/>

"As the opening line from 'Anna Karenina' goes, every unhappy family is unhappy in its own way. The same could be said for this summer's housing market: Everyone is frustrated, but for different reasons. Buyers face steep affordability barriers. Sellers are losing market power but are futilely resisting. Builders are now pulling back even as the nation remains short of 4 million homes."

## Here is What Zillow is Really Saying.

By Justin Vanwinkle, Realty One Group Complete Sacramento California

[https://m.facebook.com/story.php?story\\_fbid=1389490979850699&id=100063694292378](https://m.facebook.com/story.php?story_fbid=1389490979850699&id=100063694292378)

Zillow provides information; a professional agent provides interpretation, strategy, and experience. Pricing is about creating competition, not feeding an algorithm built to monetize clicks.

## The Overpricing Trap

- Seller lists at \$1,500,000 (because Zillow said so).
- Market data supports \$1,350,000 in June 2025
- Result: months on market (losing 2% per month), three 5% price drops later, and eventual sale at \$1,275,000.
- Hidden costs: carrying costs, lost appreciation, weaker negotiating position.
- Total loss: ~\$75,000+ (about 2% per month on \$1,350,000 June price for June, July and August) compared to pricing correctly from the start.

**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.

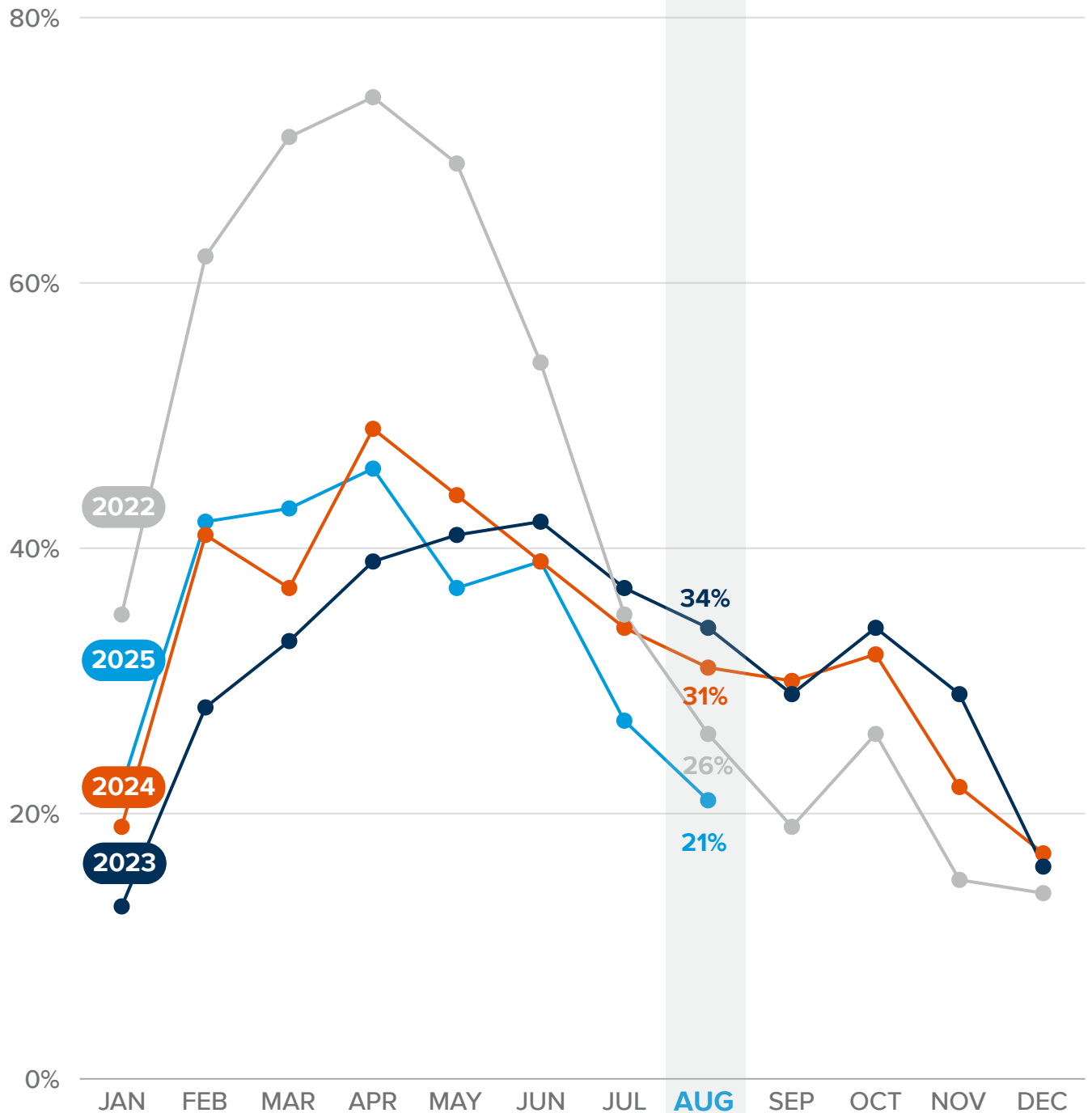
Year	Peak for Calendar Year	December	Difference	% Increase
2025 Projected	<b>\$1,000,000</b> (March 2025 Median Price)	<b>\$910,000</b> (projected)	<b>\$90,000</b> (projected)	<b>-9%</b> (projected)
2024	\$997,900 (April)	\$898,900	-\$99,000	-9.9%
2023	\$930,000 (June)	\$850,000	-\$80,000	-8.6%
2022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

AUGUST 2025

# % OF LISTINGS SOLD ABOVE LIST PRICE



## SEATTLE RESIDENTIAL



windermere.com

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 **Windermere**  
REAL ESTATE

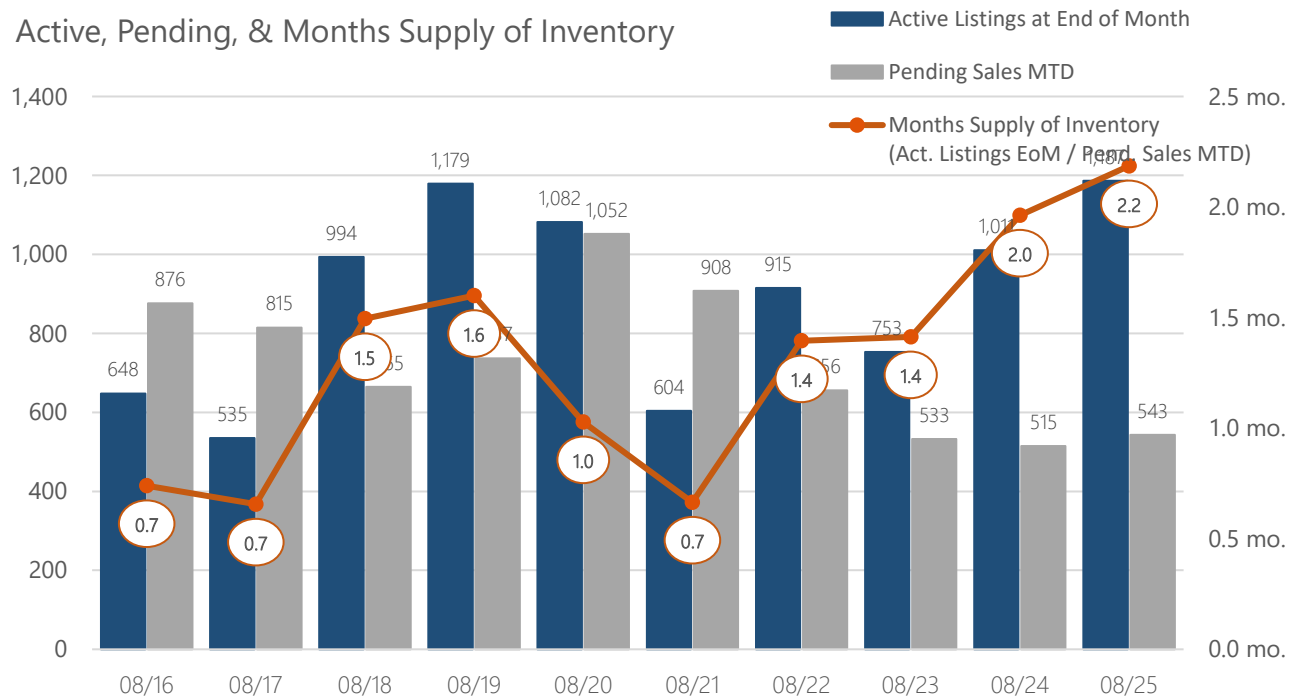
# MARKET UPDATE

August, 2025

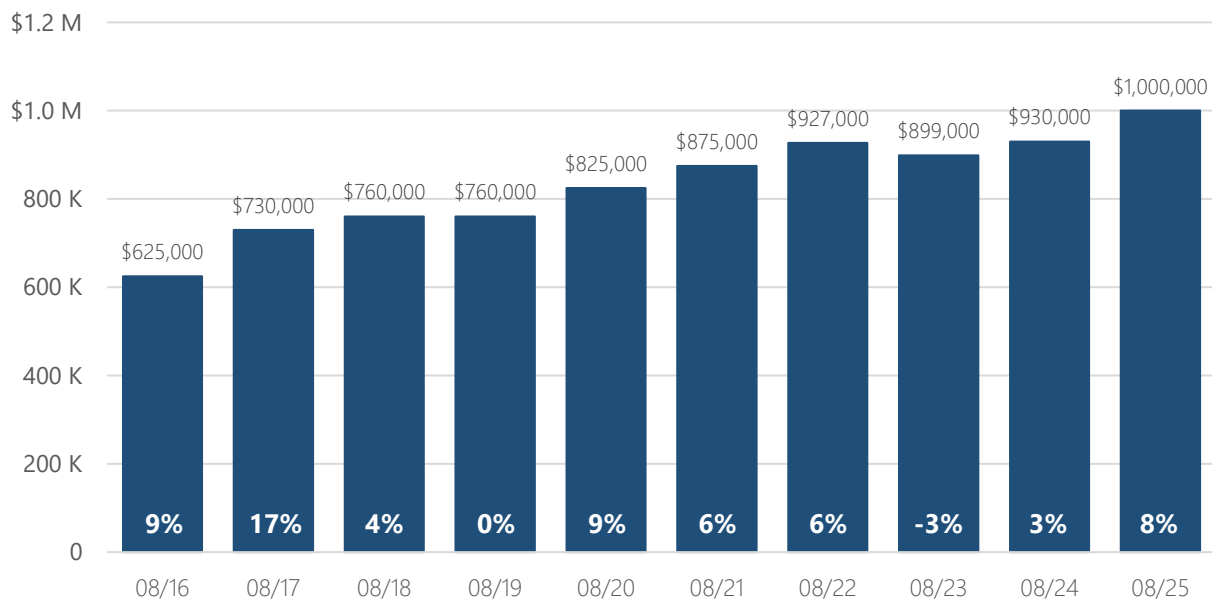
## Seattle (All Areas)

### RESIDENTIAL ONLY

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



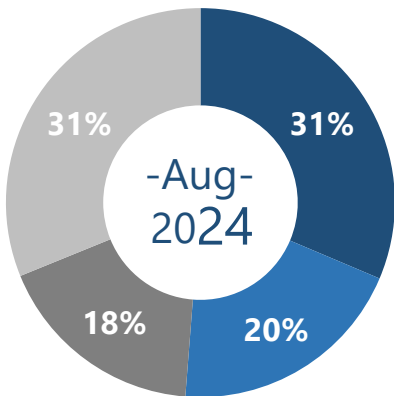
#### Median Closed Sales Price For Current Month Sold Properties



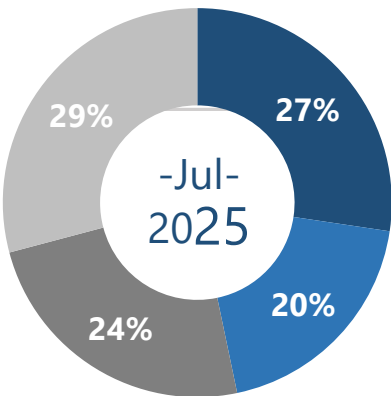
Seattle (All Areas)

RESIDENTIAL ONLY

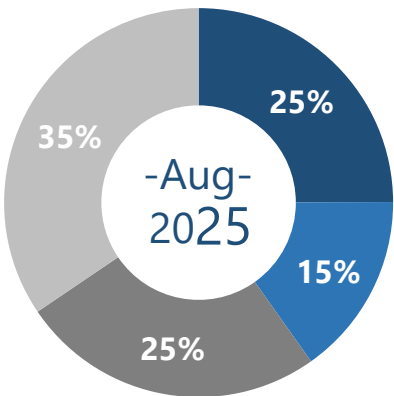
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE







SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

AUGUST 2025				
				
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Totals			525	100.0%

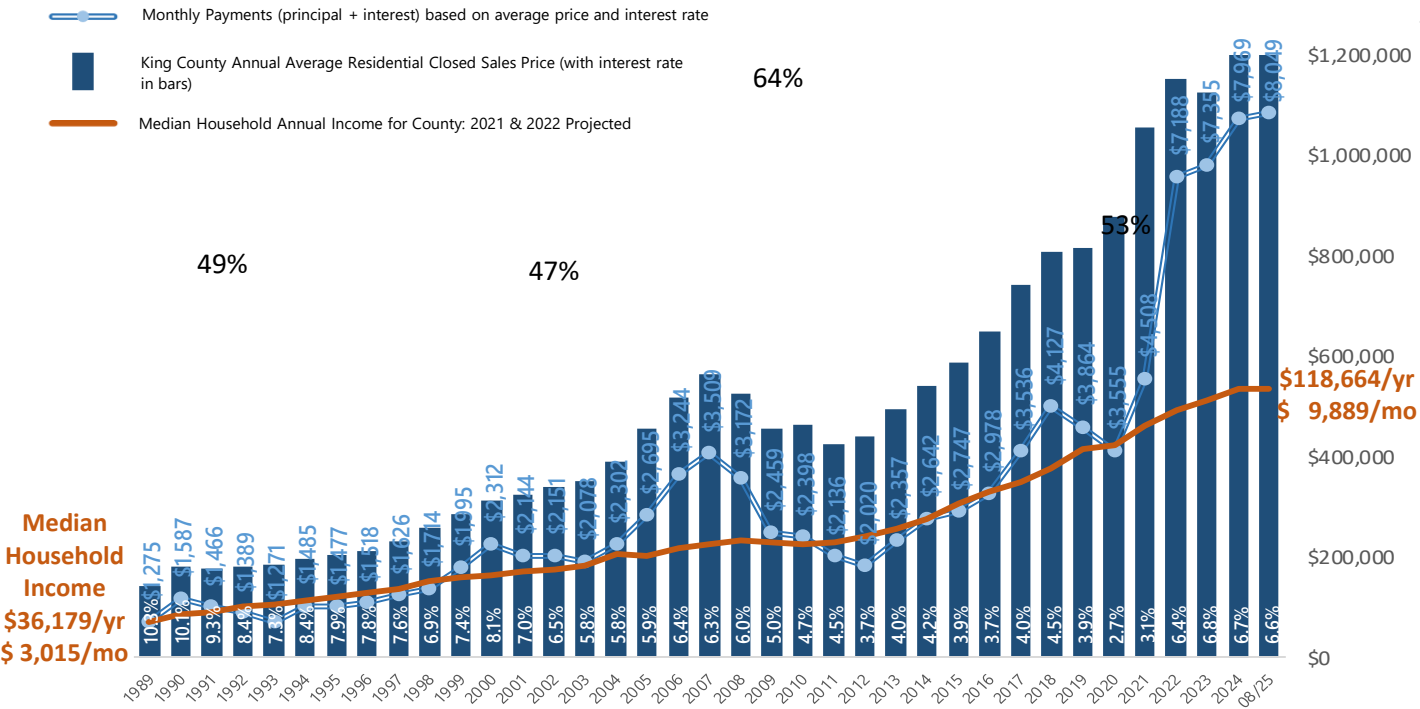
### The Cost of Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
August, 2025	\$1,000,000	6.59%	\$6,380
August, 2024	\$930,000	6.50%	\$5,878
	<b>\$70,000</b>	<b>0.09%</b>	<b>\$502</b> Per Month
* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month			<b>\$6,021</b> Per Year

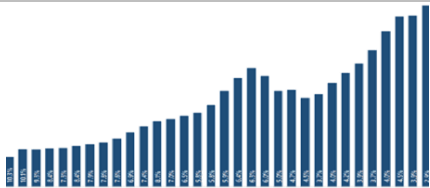


# Monthly Payments Compared to Income Trendline King County

73%



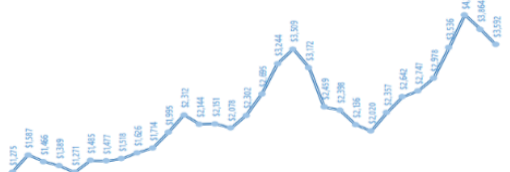
A



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

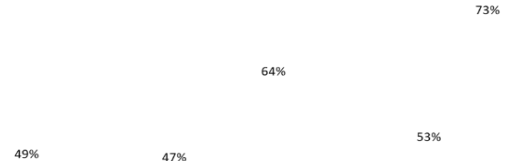
C



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

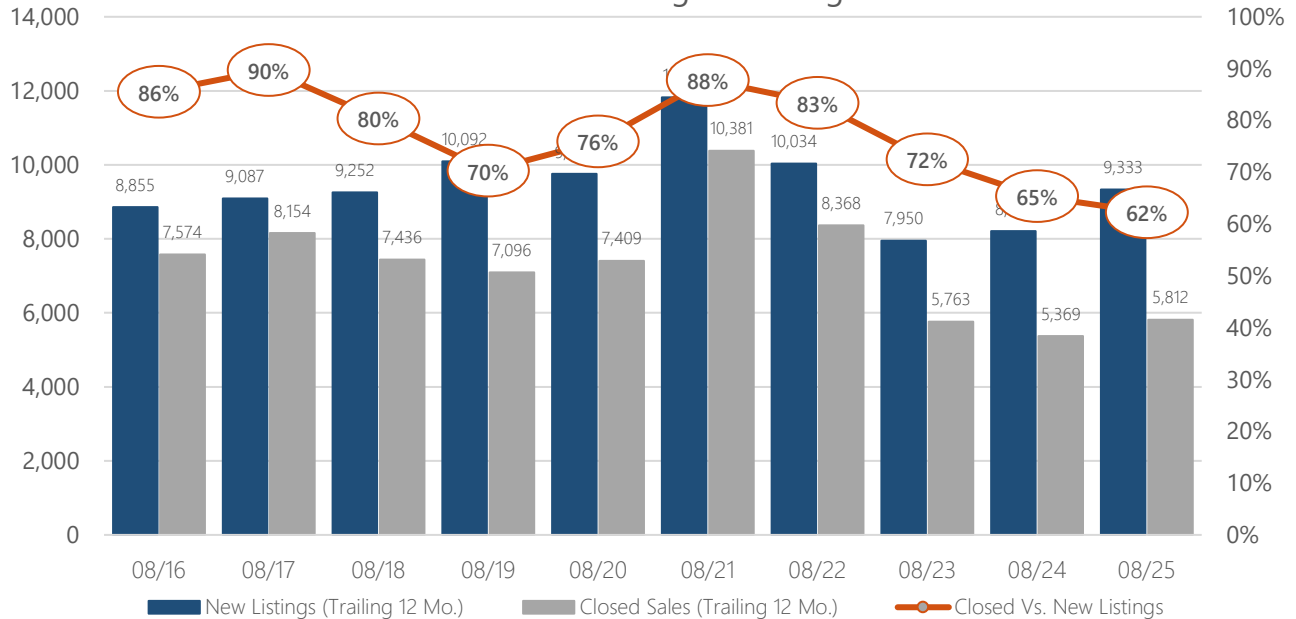
Monthly cycle peaks shown

## Seattle (All Areas)

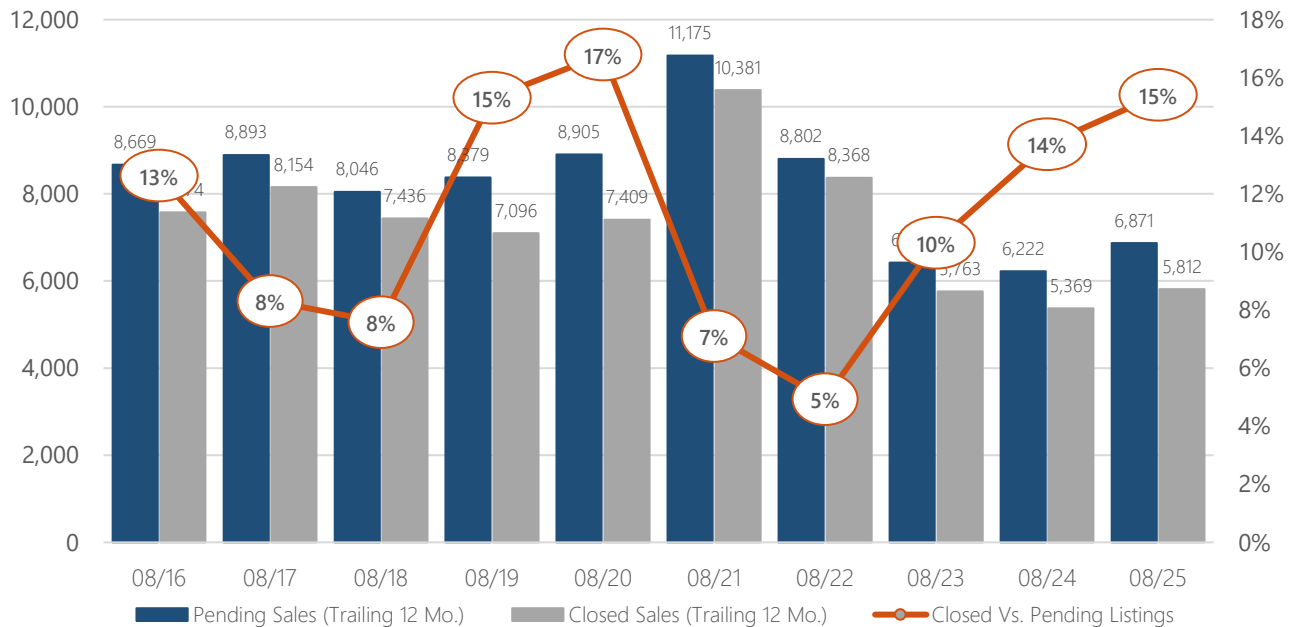
### RESIDENTIAL ONLY

#### 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	1.0	1.9	1.5	530	0.9	1.2	1.8
110	1.3	2.1	1.8	540	1.1	1.1	2.1
120	0.6	1.5	1.8	550	1.4	2.0	3.1
130	1.0	1.7	1.8	560	1.8	2.0	3.4
140	0.9	1.5	2.1	600	1.2	1.3	2.5
300	2.0	1.8	1.6	610	1.1	1.2	2.3
310	1.1	2.0	2.5	700	1.6	2.1	2.3
320	1.4	1.4	2.8	701	0.0	0.0	0.0
330	1.6	1.7	2.2	705	1.4	1.7	1.8
340	1.3	1.5	1.9	710	1.1	2.1	1.7
350	0.9	1.1	1.8	715	2.4	1.1	2.1
360	1.4	1.5	3.8	720	0.8	1.7	1.6
380	1.9	2.2	2.7	730	0.8	1.0	1.6
385	2.0	2.4	3.9	740	1.0	1.2	1.7
390	2.5	2.5	2.8	750	1.2	1.5	2.2
500	1.6	1.2	2.1	760	1.5	1.3	2.4
510	1.3	1.7	2.5	770	1.3	1.2	2.1
520	3.7	2.8	4.4	800	4.7	2.8	3.0

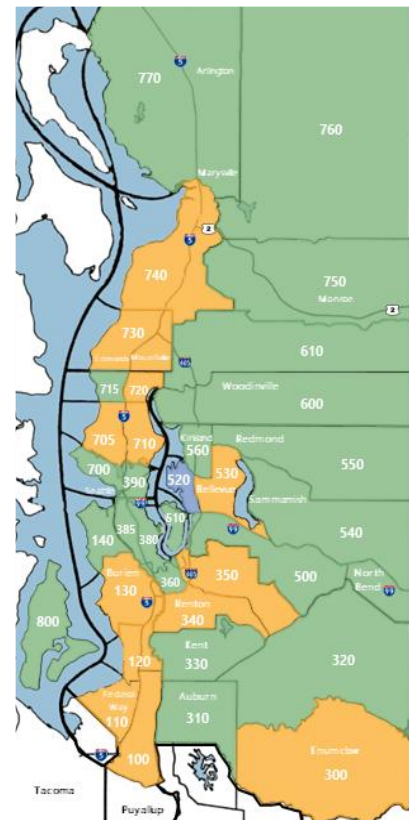
## 2 YEARS AGO



## 1 YEAR AGO



## CURRENT YEAR



## Seattle (All Areas) Statistics To Know

### Residential

	August, 2025	August, 2024	Difference	% Change
Months Supply of Inventory	2.2	2.0	0.2	11%
Active Listings at End of Month	1,187	1,011	176	17%
Pending Sales MTD	543	515	28	5%
Pending Sales (Trailing 12 Months)	6,871	6,222	649	10%
Closed Sales MTD	527	456	71	16%
Closed Sales (Trailing 12 Months)	5,812	5,369	443	8%
Closed Sales Price (Median)	\$1,000,000	\$930,000	\$70,000	8%
30-Year-Fixed-Rate Mortgage Rate	6.6%	6.5%	0.1%	1%
Monthly Payments (P&I)	\$6,380	\$5,878	\$502	9%

### Condominium

	August, 2025	August, 2024	Difference	% Change
Months Supply of Inventory	4.7	4.1	0.6	14%
Active Listings at End of Month	1,000	809	191	24%
Pending Sales MTD	211	195	16	8%
Pending Sales (Trailing 12 Months)	2,742	2,531	211	8%
Closed Sales MTD	193	196	-3	-2%
Closed Sales (Trailing 12 Months)	2,368	2,201	167	8%
Closed Sales Price (Median)	\$595,000	\$555,000	\$40,000	7%
30-Year-Fixed-Rate Mortgage Rate	6.6%	6.5%	0.1%	1%
Monthly Payments (P&I)	\$3,796	\$3,508	\$288	8%

### Residential & Condominium

	August, 2025	August, 2024	Difference	% Change
Months Supply of Inventory	2.9	2.6	0.3	13%
Active Listings at End of Month	2,187	1,820	367	20%
Pending Sales MTD	754	710	44	6%
Pending Sales (Trailing 12 Months)	9,613	8,753	860	10%
Closed Sales MTD	720	652	68	10%
Closed Sales (Trailing 12 Months)	8,180	7,570	610	8%
Closed Sales Price (Median)	\$900,000	\$828,500	\$71,500	9%
30-Year-Fixed-Rate Mortgage Rates	6.6%	6.5%	0.1%	1%
Monthly Payments (P&I)	\$5,742	\$5,237	\$505	10%

## 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	1,187					17%	1,054	AVG	31%
	New Listings Taken in Month	658	658	870	985	1,293	1,027	871	670					8%	7,032	YTD	14%
	# of Pending Transactions	452	520	658	685	673	709	636	543					5%	4,876	YTD	6%
	Months Supply of Inventory	1.5	1.4	1.2	1.4	2.0	2.0	2.1	2.2					11%	1.7	AVG	22%
	# of Closed Sales	252	391	497	559	546	630	573	527					16%	3,975	YTD	3%
	Median Closed Price	857,500	965,000	1,000,000	1,025,000	1,010,650	1,079,950	1,010,000	1,000,000					8%	997,089	WA	6%
2024	Active Listings (EOM)	481	558	625	674	949	1,029	1,097	1,011	1,195	1,072	796	536	34%	803	AVG	16%
	New Listings Taken in Month	517	636	762	885	1,042	920	790	622	981	731	358	231	-3%	6,174	YTD	12%
	# of Pending Transactions	460	521	585	736	625	613	539	515	641	604	448	302	-3%	4,594	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	39%	1.4	AVG	17%
	# of Closed Sales	231	422	478	527	674	511	552	456	408	606	445	378	-12%	3,851	YTD	-2%
	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	3%	944,410	WA	7%
2023	Active Listings (EOM)	553	534	650	697	725	813	793	753	933	859	707	479	-18%	690	AVG	26%
	New Listings Taken in Month	497	513	793	744	805	859	690	605	836	581	417	202	-23%	5,506	YTD	-24%
	# of Pending Transactions	438	499	606	631	698	613	589	533	500	469	369	290	-19%	4,607	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	1%	1.2	AVG	53%
	# of Closed Sales	264	392	500	524	596	614	513	516	422	434	365	297	-19%	3,919	YTD	-24%
	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	-3%	879,175	WA	-8%
2022	Active Listings (EOM)	178	247	284	442	504	843	981	915	1,149	1,046	862	574	51%	549	AVG	-6%
	New Listings Taken in Month	515	769	954	996	1,045	1,246	932	781	1,031	701	482	230	-12%	7,238	YTD	-14%
	# of Pending Transactions	503	687	873	801	893	730	612	656	558	534	422	305	-28%	5,755	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	110%	0.8	AVG	29%
	# of Closed Sales	396	443	751	747	786	789	642	634	534	493	423	394	-30%	5,188	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%	956,781	WA	11%
2021	# of Active Listings	548	474	498	613	556	667	720	604	650	561	315	167	-44%	585	A	-21%
	New Listings Taken in Month	729	747	1,134	1,257	1,228	1,297	1,096	888	1,083	864	524	325	20%	8,376	YTD	15%
	# of Pending Transactions	713	785	1,046	1,075	1,184	1,109	964	908	979	893	732	443	-14%	7,784	YTD	25%
	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	-35%	0.6	A	-36%
	# of Closed Sales	544	623	831	889	981	1,080	1,084	903	827	893	763	697	2%	6,935	T	40%
	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	6%	861,123	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**

## 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	-8%	745	AVG	-31%
	New Listings Taken in Month	513	708	895	680	941	1,068	1,188	1,281	1,217	1,112	623	497	73%	7,274	YTD	0%
	# of Pending Transactions	514	649	723	546	799	968	995	1,052	1,039	953	744	655	43%	6,246	YTD	2%
	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	-36%	1.0	AVG	-32%
	# of Closed Sales	417	445	608	508	505	729	855	882	934	948	792	772	21%	4,949	YTD	-2%
	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	9%	783,009	WA	4%
2019	Active Listings (EOM)	699	763	883	1,043	1,386	1,410	1,279	1,179	1,294	1,135	813	499	19%	1,080	AVG	75%
	New Listings Taken in Month	622	581	998	1,083	1,353	1,100	823	739	966	801	439	275	-10%	7,299	YTD	8%
	# of Pending Transactions	565	495	830	870	903	927	821	737	748	818	645	448	11%	6,148	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	7%	1.4	AVG	58%
	# of Closed Sales	350	476	502	677	790	748	751	731	565	670	647	578	12%	5,025	YTD	5%
	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	0%	754,297	WA	-6%
2018	Active Listings (EOM)	287	296	414	494	628	873	962	994	1,349	1,277	1,100	704	86%	619	AVG	33%
	New Listings Taken in Month	498	534	910	834	1,078	1,127	932	823	1,137	858	568	230	0%	6,736	YTD	2%
	# of Pending Transactions	411	521	741	713	884	814	734	665	638	684	541	368	-18%	5,483	YTD	-11%
	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	128%	0.9	AVG	45%
	# of Closed Sales	368	387	532	626	742	740	732	653	498	603	500	470	-21%	4,780	YTD	-11%
	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	4%	798,401	WA	12%
2017	Active Listings (EOM)	354	344	400	444	485	562	599	535	658	621	397	212	-17%	465	AVG	-15%
	New Listings Taken in Month	528	571	849	793	1,039	1,086	888	827	944	787	514	271	0%	6,581	YTD	0%
	# of Pending Transactions	493	580	782	739	974	963	801	815	780	753	647	383	-7%	6,147	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	-11%	0.6	AVG	-16%
	# of Closed Sales	446	394	642	639	763	847	827	825	696	705	655	600	6%	5,383	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	17%	714,068	WA	11%
2016	Active Listings (EOM)	417	427	479	580	556	573	719	648	848	678	478	318	4%	550	AVG	-2%
	New Listings Taken in Month	544	575	850	896	965	957	964	828	1,046	707	452	301	5%	6,579	YTD	3%
	# of Pending Transactions	424	587	792	803	983	911	804	876	831	843	640	432	15%	6,180	YTD	-4%
	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	-9%	0.7	AVG	2%
	# of Closed Sales	350	371	545	654	760	852	775	781	701	728	703	639	14%	5,088	YTD	-3%
	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	9%	640,722	WA	16%
2015	Active Listings (EOM)	482	532	519	556	572	593	600	625	697	628	421	283	-32%	560	AVG	-31%
	New Listings Taken in Month	516	614	818	967	918	894	842	789	869	694	437	276	6%	6,358	YTD	-4%
	# of Pending Transactions	557	605	897	952	928	893	832	765	790	744	601	354	-4%	6,429	YTD	5%
	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	-29%	0.7	AVG	-33%
	# of Closed Sales	380	396	572	707	825	857	808	684	678	700	500	608	1%	5,229	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	15%	552,252	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%		



# MARKET UPDATE

August, 2025

## 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	1					5
\$250,000 to \$499,999	7	8	5	5	8	11	7	13					64
\$500,000 to \$749,999	66	77	115	103	99	94	115	102					771
\$750,000 to \$999,999	76	113	127	153	159	160	152	137					1,077
\$1,000,000 to \$1,499,999	48	120	133	187	169	191	180	156					1,184
\$1,500,000 to \$2,499,999	32	49	93	76	88	118	82	79					617
\$2,500,000 and above	9	12	24	34	20	37	26	37					199
<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>525</b>					<b>3,917</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	57
\$500,000 to \$749,999	70	89	123	108	121	103	112	90	99	117	92	99	816
\$750,000 to \$999,999	72	145	148	154	230	168	178	151	120	186	124	123	1,246
\$1,000,000 to \$1,499,999	54	115	113	155	185	139	147	116	101	182	128	88	1,024
\$1,500,000 to \$2,499,999	23	48	63	86	95	62	79	61	51	80	57	45	517
\$2,500,000 and above	5	18	22	21	30	21	28	17	23	19	17	15	162
<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>3,825</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	N/A					67%
\$250,000 to \$499,999	40%	0%	-37%	67%	-27%	83%	-12%	62%					12%
\$500,000 to \$749,999	-6%	-13%	-7%	-5%	-18%	-9%	3%	13%					-6%
\$750,000 to \$999,999	6%	-22%	-14%	-1%	-31%	-5%	-15%	-9%					-14%
\$1,000,000 to \$1,499,999	-11%	4%	18%	21%	-9%	37%	22%	34%					16%
\$1,500,000 to \$2,499,999	39%	2%	48%	-12%	-7%	90%	4%	30%					19%
\$2,500,000 and above	80%	-33%	9%	62%	-33%	76%	-7%	118%					23%
<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>19%</b>					<b>2%</b>