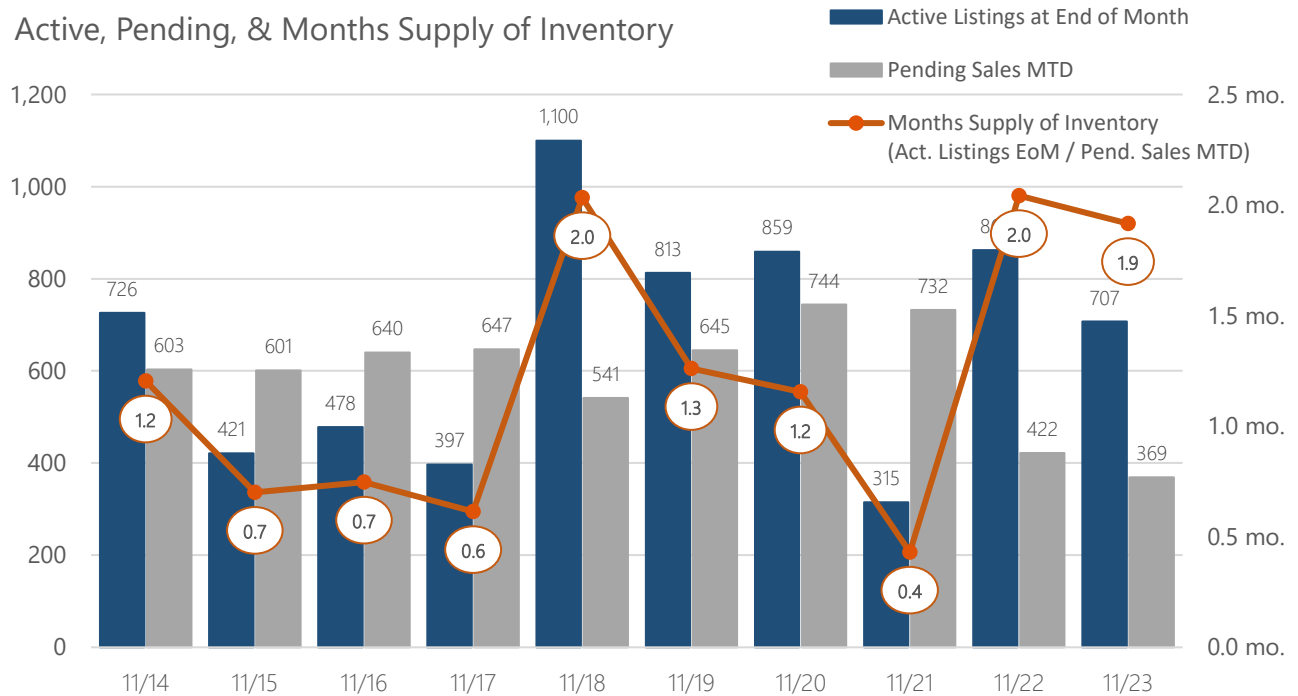


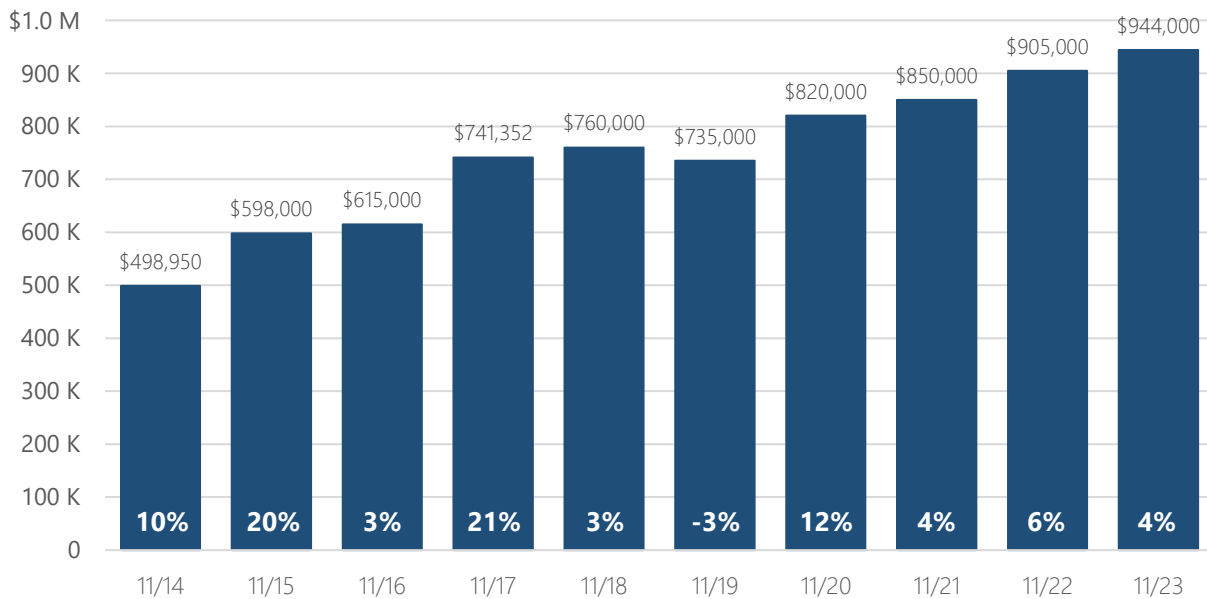
Seattle (All Areas)

RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



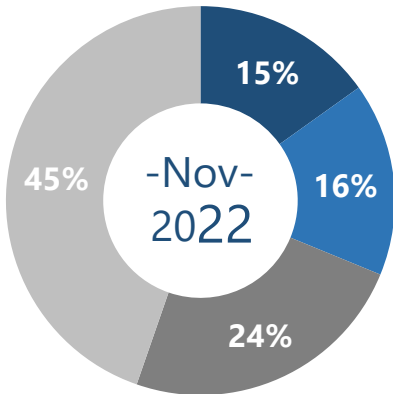
Median Closed Sales Price For Current Month Sold Properties



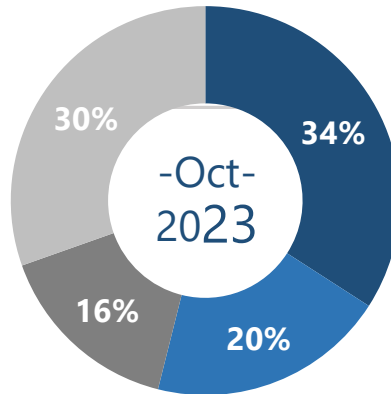
Seattle (All Areas)

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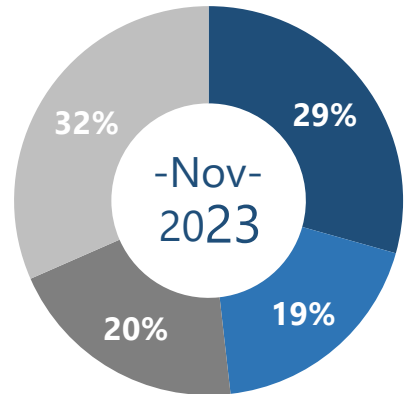
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

NOVEMBER 2023

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	6	11	22	71
NUMBER OF SALES IN MONTH	▶	106	68	73	114
MEDIAN % FROM ORIGINAL LIST PRICE	▶	3%	0%	-3%	N/A

Seattle (All Areas)

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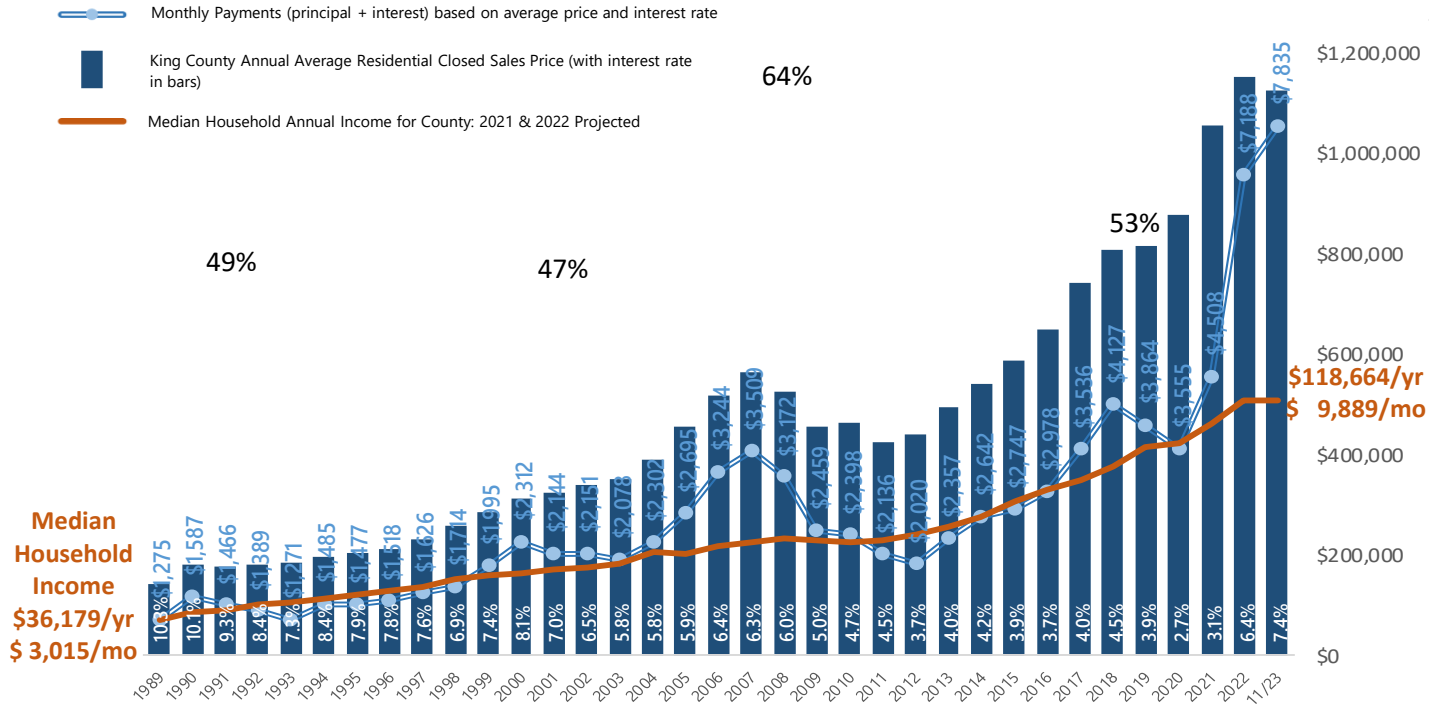
Sales Price to List Price
based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	224	62.0%
15 - 30	97.5%	98.8%	61	16.9%
31 - 60	95.6%	98.5%	39	10.8%
61 - 90	93.0%	98.4%	20	5.5%
90+	94.8%	98.0%	17	4.7%
Totals			361	100.0%

The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
November, 2023	\$944,000	7.44%	\$6,562
November, 2022	\$905,000	6.81%	\$5,906
	\$39,000	0.63%	\$656 Per Month
* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month			\$7,871 Per Year

Monthly Payments Compared to Income Trendline King County



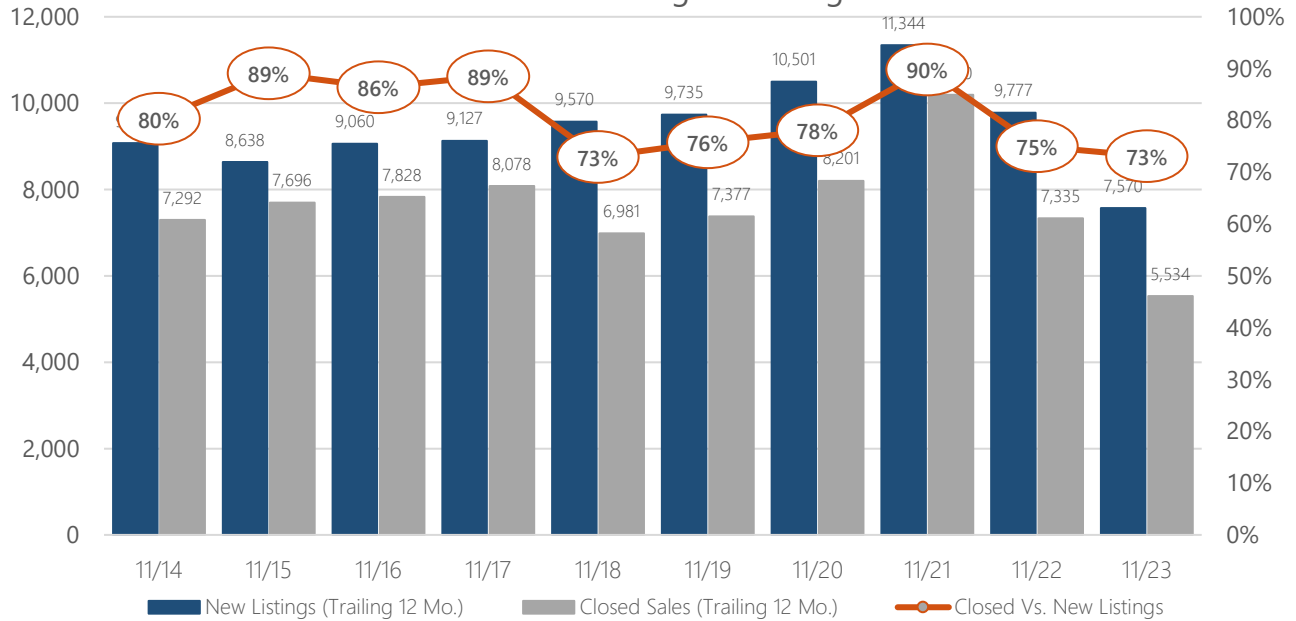
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Annual Median Household Income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

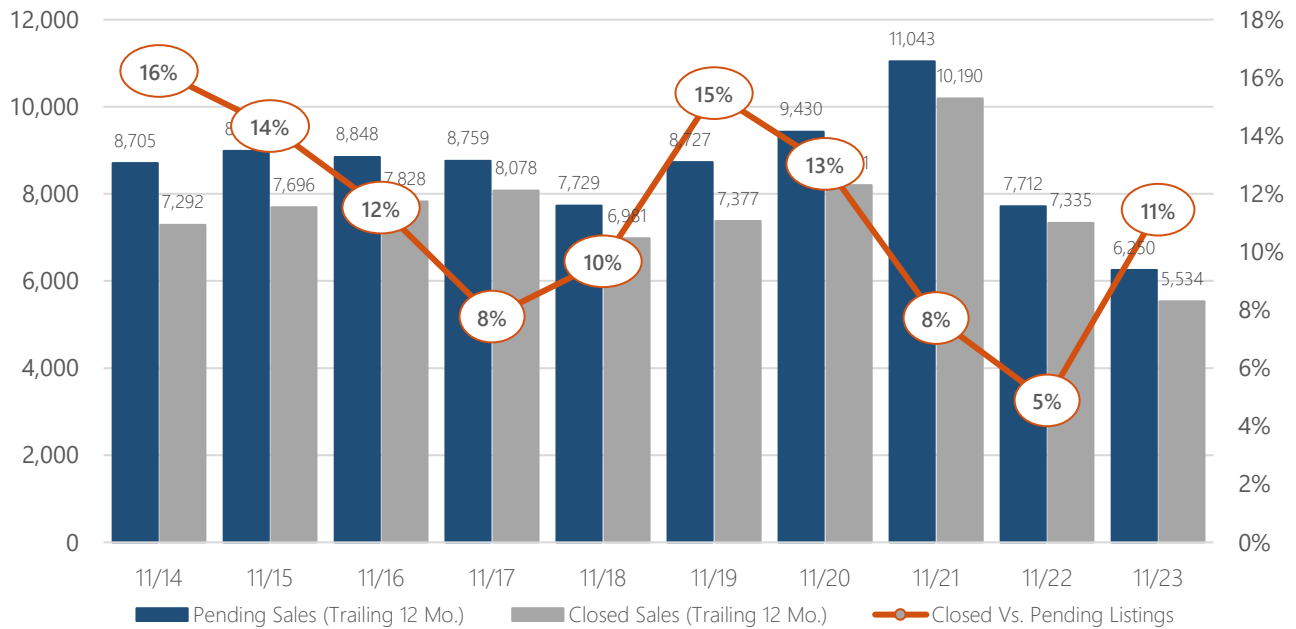
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What Are The Odds of Selling?

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

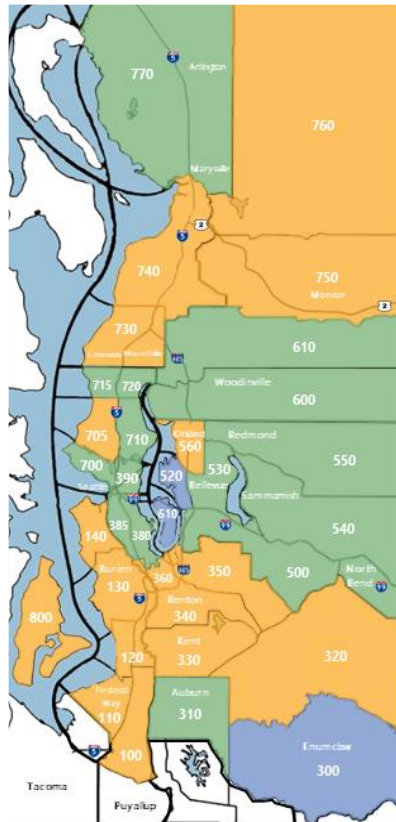
Area	Months Inventory			Area	Months Inventory		
	2021	2022	2023		2021	2022	2023
100	0.2	1.9	1.1	530	0.2	3.7	1.5
110	0.3	1.4	1.0	540	0.2	3.1	1.3
120	0.3	1.8	1.5	550	0.3	2.9	1.6
130	0.3	1.8	1.3	560	0.3	1.6	2.3
140	0.3	1.7	1.8	600	0.2	2.2	1.5
300	0.7	5.0	2.1	610	0.4	2.1	1.4
310	0.3	2.8	1.5	700	0.8	3.1	3.3
320	0.3	1.8	1.5	701	0.0	0.0	0.0
330	0.3	1.8	1.3	705	0.3	1.7	1.5
340	0.2	1.7	1.2	710	0.4	2.1	1.5
350	0.2	1.9	1.7	715	0.1	3.1	1.2
360	0.4	1.6	3.8	720	0.4	2.1	1.3
380	0.6	2.5	2.1	730	0.2	1.9	0.9
385	0.5	2.2	3.3	740	0.1	1.7	1.2
390	0.6	2.4	2.3	750	0.6	1.6	1.3
500	0.2	2.3	1.3	760	0.4	1.9	1.6
510	0.1	6.1	2.8	770	0.3	2.1	1.6
520	0.1	6.0	2.4	800	0.5	1.9	2.5

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

	November, 2023	November, 2022	Difference	% Change
Months Supply of Inventory	1.9	2.0	-0.1	-6%
Active Listings at End of Month	707	862	-155	-18%
Pending Sales MTD	369	422	-53	-13%
Pending Sales (Trailing 12 Months)	6,250	7,712	-1,462	-19%
Closed Sales MTD	365	423	-58	-14%
Closed Sales (Trailing 12 Months)	5,534	7,335	-1,801	-25%
Closed Sales Price (Median)	\$944,000	\$905,000	\$39,000	4%
30-Year-Fixed-Rate Mortgage Rate	7.4%	6.8%	0.6%	9%
Monthly Payments (P&I)	\$6,562	\$5,906	\$656	11%

Condominium

	November, 2023	November, 2022	Difference	% Change
Months Supply of Inventory	3.4	3.4	0.0	1%
Active Listings at End of Month	549	523	26	5%
Pending Sales MTD	162	156	6	4%
Pending Sales (Trailing 12 Months)	2,541	3,279	-738	-23%
Closed Sales MTD	134	128	6	5%
Closed Sales (Trailing 12 Months)	2,134	2,997	-863	-29%
Closed Sales Price (Median)	\$582,750	\$480,500	\$102,250	21%
30-Year-Fixed-Rate Mortgage Rate	7.4%	6.8%	0.6%	9%
Monthly Payments (P&I)	\$4,051	\$3,136	\$915	29%

Residential & Condominium

	November, 2023	November, 2022	Difference	% Change
Months Supply of Inventory	2.4	2.4	0.0	-1%
Active Listings at End of Month	1,256	1,385	-129	-9%
Pending Sales MTD	531	578	-47	-8%
Pending Sales (Trailing 12 Months)	8,791	10,991	-2,200	-20%
Closed Sales MTD	499	551	-52	-9%
Closed Sales (Trailing 12 Months)	7,668	10,332	-2,664	-26%
Closed Sales Price (Median)	\$850,000	\$824,900	\$25,100	3%
30-Year-Fixed-Rate Mortgage Rates	7.4%	6.8%	0.6%	9%
Monthly Payments (P&I)	\$5,908	\$5,383	\$525	10%

Seattle (All Areas) RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2023	Active Listings (EOM)	553	534	650	697	725	813	793	753	933	859	707		-18%	729	AVG	8%
	New Listings Taken in Month	497	513	793	744	805	859	690	605	836	581	417		-13%	7,340	YTD	-22%
	# of Pending Transactions	438	499	606	631	698	613	589	533	500	469	369		-13%	5,945	YTD	-18%
	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		-6%	1.4	AVG	23%
	# of Closed Sales	264	392	500	524	596	614	513	516	422	434	365		-14%	5,140	YTD	-23%
	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		4%	891,795	WA	-6%
2022	Active Listings (EOM)	178	247	284	442	504	843	981	915	1,149	1,046	862	574	174%	677	AVG	20%
	New Listings Taken in Month	515	769	954	996	1,045	1,246	932	781	1,031	701	482	230	-42%	9,452	YTD	-13%
	# of Pending Transactions	503	687	873	801	893	730	612	656	558	534	422	305	-42%	7,269	YTD	-30%
	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	375%	1.1	AVG	87%
	# of Closed Sales	396	443	751	747	786	789	642	634	534	493	423	394	-45%	6,638	YTD	-30%
	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%	946,710	WA	10%
2021	Active Listings (EOM)	548	474	498	613	556	667	720	604	650	561	315	167	-63%	564	AVG	-32%
	New Listings Taken in Month	729	747	1,134	1,257	1,228	1,297	1,096	888	1,083	864	524	325	-16%	10,847	YTD	6%
	# of Pending Transactions	713	785	1,046	1,075	1,184	1,109	964	908	979	893	732	443	-2%	10,388	YTD	16%
	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	-63%	0.6	AVG	-40%
	# of Closed Sales	544	623	831	889	981	1,080	1,084	903	827	893	763	697	-4%	9,418	YTD	24%
	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%	858,112	WA	8%
2020	Active Listings (EOM)	467	510	613	709	816	829	935	1,082	1,141	1,102	859	586	6%	824	AVG	-24%
	New Listings Taken in Month	513	708	895	680	941	1,068	1,188	1,281	1,217	1,112	623	497	42%	10,226	YTD	8%
	# of Pending Transactions	514	649	723	546	799	968	995	1,052	1,039	953	744	655	15%	8,982	YTD	7%
	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	-8%	1.0	AVG	-29%
	# of Closed Sales	417	445	608	508	505	729	855	882	934	948	792	772	22%	7,623	YTD	10%
	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	12%	791,554	WA	5%
2019	# of Active Listings	699	763	883	1,043	1,386	1,410	1,279	1,179	1,294	1,135	813	499	-26%	1,080	A	37%
	New Listings Taken in Month	622	581	998	1,083	1,353	1,100	823	739	966	801	439	275	-15%	9,505	YTD	8%
	# of Pending Transactions	565	495	830	870	903	927	821	737	748	818	645	448	19%	8,359	YTD	14%
	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	-38%	1.4	A	19%
	# of Closed Sales	350	476	502	677	790	748	751	731	565	670	647	578	29%	6,907	T	8%
	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	-3%	754,133	WA	-4%

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
2018																
Active Listings (EOM)	287	296	414	494	628	873	962	994	1,349	1,277	1,100	704	177%	789	AVG	61%
New Listings Taken in Month	498	534	910	834	1,078	1,127	932	823	1,137	858	568	230	11%	9,299	YTD	5%
# of Pending Transactions	411	521	741	713	884	814	734	665	638	684	541	368	-16%	7,346	YTD	-12%
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	231%	1.2	AVG	82%
# of Closed Sales	368	387	532	626	742	740	732	653	498	603	500	470	-24%	6,381	YTD	-14%
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	3%	788,751	WA	10%
2017																
Active Listings (EOM)	354	344	400	444	485	562	599	535	658	621	397	212	-17%	491	AVG	-16%
New Listings Taken in Month	528	571	849	793	1,039	1,086	888	827	944	787	514	271	14%	8,826	YTD	0%
# of Pending Transactions	493	580	782	739	974	963	801	815	780	753	647	383	1%	8,327	YTD	-2%
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	-18%	0.7	AVG	-15%
# of Closed Sales	446	394	642	639	763	847	827	825	696	705	655	600	-7%	7,439	YTD	3%
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	21%	719,580	WA	13%
2016																
Active Listings (EOM)	417	427	479	580	556	573	719	648	848	678	478	318	14%	582	AVG	3%
New Listings Taken in Month	544	575	850	896	965	957	964	828	1,046	707	452	301	3%	8,784	YTD	5%
# of Pending Transactions	424	587	792	803	983	911	804	876	831	843	640	432	6%	8,494	YTD	-1%
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	7%	0.8	AVG	4%
# of Closed Sales	350	371	545	654	760	852	775	781	701	728	703	639	41%	7,220	YTD	2%
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	3%	636,089	WA	14%
2015																
Active Listings (EOM)	482	532	519	556	572	593	600	625	697	628	421	283	-42%	566	AVG	-32%
New Listings Taken in Month	516	614	818	967	918	894	842	789	869	694	437	276	-4%	8,358	YTD	-5%
# of Pending Transactions	557	605	897	952	928	893	832	765	790	744	601	354	0%	8,564	YTD	3%
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	-14%	7,107	YTD	5%
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	20%	558,706	WA	13%
2014																
Active Listings (EOM)	644	646	671	759	908	946	1,018	920	1,043	931	726	505	-13%	837	AVG	-8%
New Listings Taken in Month	570	602	778	915	1,069	987	935	742	969	775	455	280	3%	8,797	YTD	-1%
# of Pending Transactions	525	610	753	835	887	911	816	796	769	782	603	420	1%	8,287	YTD	-3%
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	-14%	1.1	AVG	-6%
# of Closed Sales	395	379	576	600	723	766	750	675	643	691	582	589	5%	6,780	YTD	-1%
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	10%	493,502	WA	9%
2013																
Active Listings (EOM)	635	687	713	767	919	1,028	1,085	1,127	1,177	1,075	834	609	1%	913	AVG	-16%
New Listings Taken in Month	522	645	812	903	1,042	1,024	934	879	914	726	442	281	2%	8,843	YTD	18%
# of Pending Transactions	494	633	805	856	912	909	899	825	792	787	596	418	11%	8,508	YTD	14%
Months Supply of Inventory	1.3	1.1	0.9	0.9	1.0	1.1	1.2	1.4	1.5	1.4	1.4	1.5	-9%	1.2	AVG	-27%
# of Closed Sales	384	357	514	613	778	734	813	767	642	690	552	512	-2%	6,844	YTD	21%
Median Closed Price	395,900	420,000	462,375	453,500	460,000	458,000	465,000	457,000	461,000	475,500	455,000	450,000	7%	452,257	WA	10%

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AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

Seattle (All Areas)
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MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2013 - 2022

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	471	493	547	641	733	832	890	863	1,001	905	681	446	709	AVG
% of 12 Month Avg.	66%	70%	77%	90%	103%	117%	126%	122%	141%	128%	96%	63%		
New Listings Taken in Month	556	635	900	932	1,068	1,079	953	858	1,018	803	494	297	9,590	T
% of 12 Month Avg.	70%	79%	113%	117%	134%	135%	119%	107%	127%	100%	62%	37%		
# of Pending Transactions	520	615	824	819	935	914	828	810	792	779	617	423	8,875	T
% of 12 Month Avg.	70%	83%	111%	111%	126%	124%	112%	109%	107%	105%	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.	94%	83%	69%	81%	81%	94%	111%	111%	131%	121%	114%	109%		
# of Closed Units	403	427	607	666	765	814	804	754	672	712	612	586	7,822	T
% of 12 Month Avg.	62%	66%	93%	102%	117%	125%	123%	116%	103%	109%	94%	90%		
Median Closed Price	639,752	668,543	694,438	712,970	720,463	723,244	719,850	703,395	699,900	703,050	697,830	689,493	697,744	AVG
% of 12 Month Avg.	92%	96%	100%	102%	103%	104%	103%	101%	100%	101%	100%	99%		

Seattle (All Areas)

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Closed Sales by Price by Month

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		3
\$250,000 to \$499,999	9	10	15	10	8	11	9	9	10	7	7		105
\$500,000 to \$749,999	84	137	154	144	166	140	136	127	112	114	89		1,403
\$750,000 to \$999,999	89	139	134	158	172	201	153	165	116	136	103		1,566
\$1,000,000 to \$1,499,999	62	77	109	118	158	159	120	128	108	120	100		1,259
\$1,500,000 to \$2,499,999	16	21	60	63	74	78	65	59	54	48	49		587
\$2,500,000 and above	3	7	21	22	17	25	18	21	12	9	12		167
Grand Total	263	391	493	515	596	614	501	510	412	434	361		5,090

2022

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	1	0	0	0	0	0	1	1	0	0	0	1	3
\$250,000 to \$499,999	12	6	6	6	4	5	6	5	8	8	7	7	73
\$500,000 to \$749,999	148	119	130	127	94	147	129	143	123	110	114	115	1,384
\$750,000 to \$999,999	137	133	257	222	265	238	216	228	181	160	127	132	2,164
\$1,000,000 to \$1,499,999	65	126	211	244	256	235	167	160	120	133	116	80	1,833
\$1,500,000 to \$2,499,999	29	46	115	117	124	121	96	77	75	71	49	46	920
\$2,500,000 and above	4	12	34	31	38	40	26	20	22	11	10	12	248
Grand Total	396	442	753	747	781	786	641	634	529	493	423	393	6,625

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-100%	N/A	N/A	N/A	N/A	N/A	-100%	0%	N/A	N/A	N/A		0%
\$250,000 to \$499,999	-25%	67%	150%	67%	100%	120%	50%	80%	25%	-13%	0%		44%
\$500,000 to \$749,999	-43%	15%	18%	13%	77%	-5%	5%	-11%	-9%	4%	-22%		1%
\$750,000 to \$999,999	-35%	5%	-48%	-29%	-35%	-16%	-29%	-28%	-36%	-15%	-19%		-28%
\$1,000,000 to \$1,499,999	-5%	-39%	-48%	-52%	-38%	-32%	-28%	-20%	-10%	-10%	-14%		-31%
\$1,500,000 to \$2,499,999	-45%	-54%	-48%	-46%	-40%	-36%	-32%	-23%	-28%	-32%	0%		-36%
\$2,500,000 and above	-25%	-42%	-38%	-29%	-55%	-37%	-31%	5%	-45%	-18%	20%		-33%
Grand Total	-34%	-12%	-35%	-31%	-24%	-22%	-22%	-20%	-22%	-12%	-15%		-23%