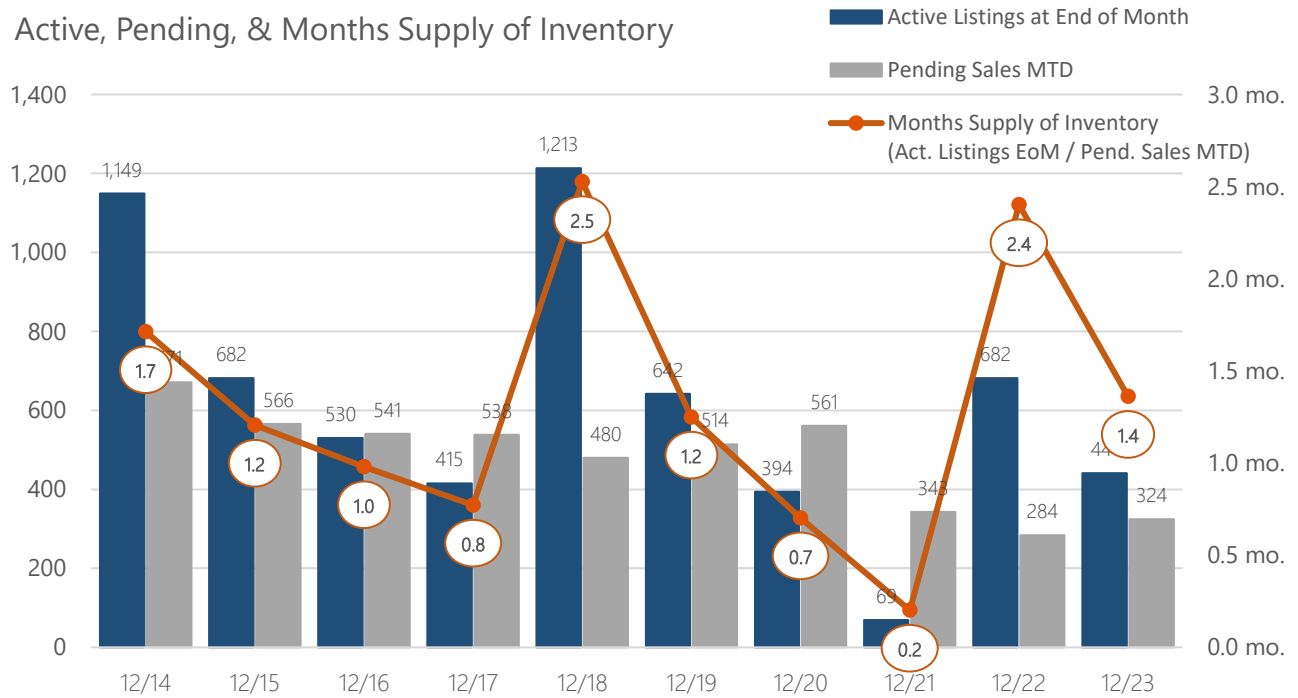
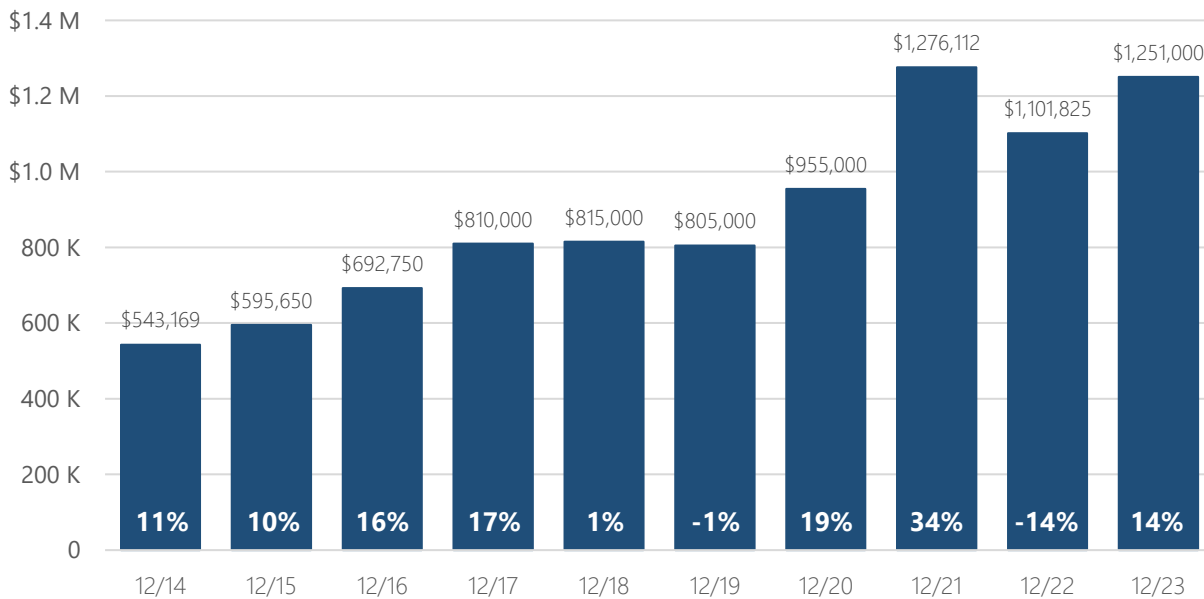


**Eastside (All Areas)**  
**RESIDENTIAL & CONDOMINIUM**

Active, Pending, & Months Supply of Inventory



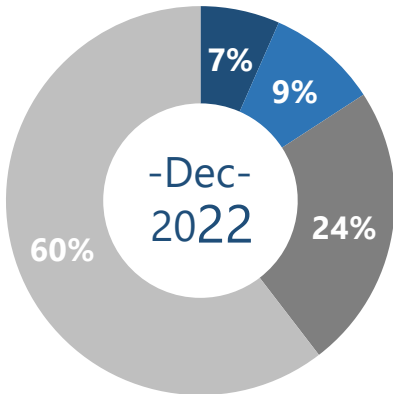
Median Closed Sales Price For Current Month Sold Properties



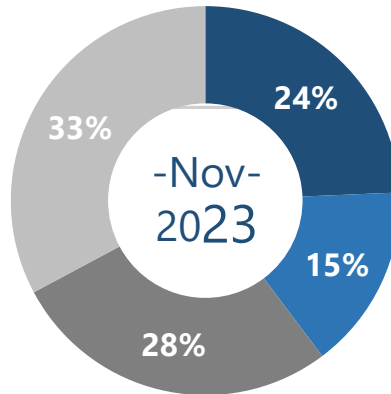
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

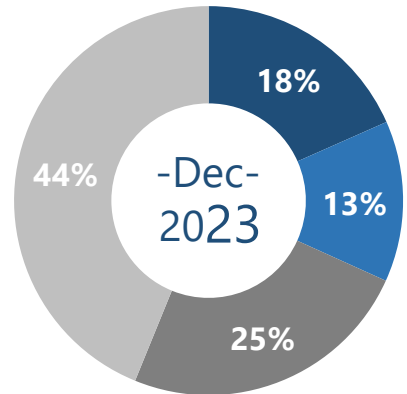
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD  
**ABOVE**  
LIST  
PRICE



SOLD  
**AT**  
LIST  
PRICE



SOLD  
**BELOW**  
LIST  
PRICE



**PRICE**  
**CHANGE**  
BEFORE  
SALE

DECEMBER 2023

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	5	9	20	72
NUMBER OF SALES IN MONTH	▶	70	51	93	167
MEDIAN % FROM ORIGINAL LIST PRICE	▶	5%	0%	-3%	N/A

**Eastside (All Areas)**  
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price  
based on Market Time

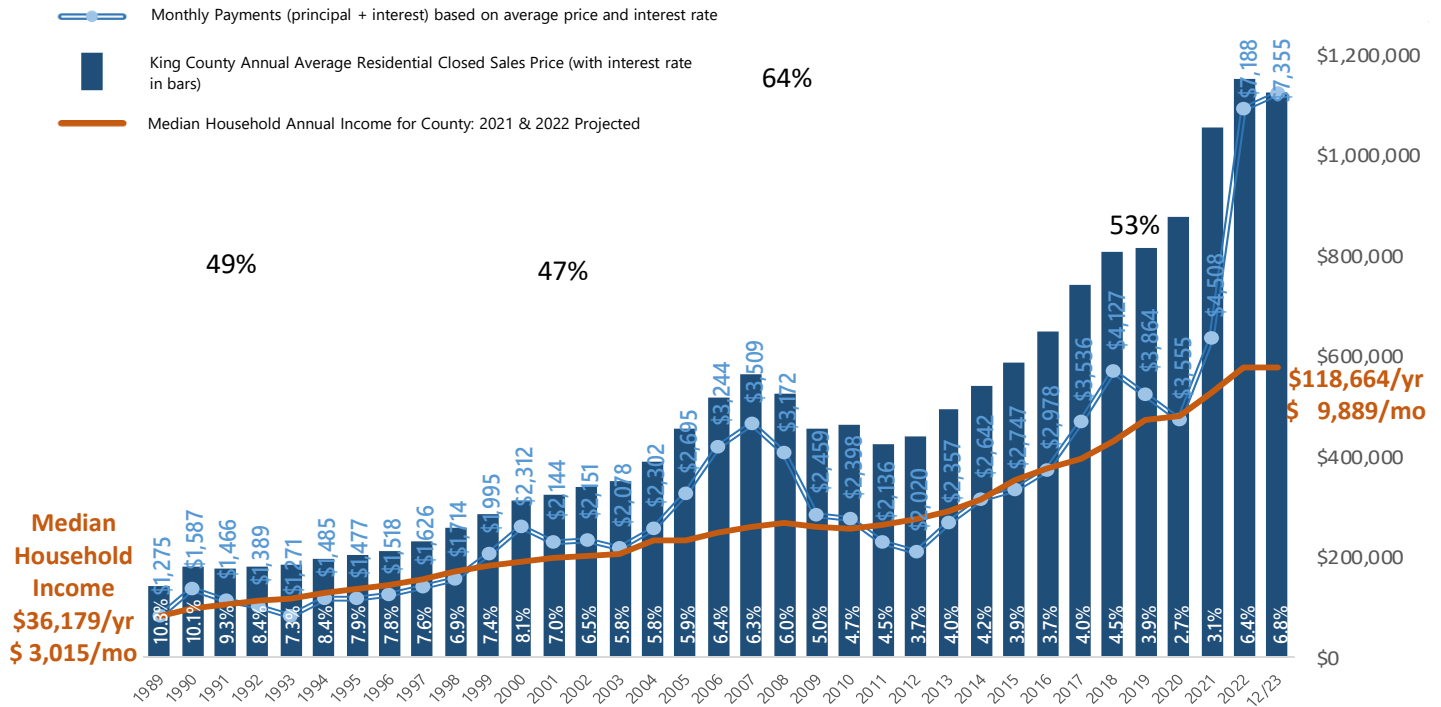
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	176	46.2%
15 - 30	96.1%	97.2%	71	18.6%
31 - 60	94.7%	97.4%	84	22.0%
61 - 90	92.8%	97.4%	19	5.0%
90+	88.1%	96.8%	31	8.1%
Totals			381	100.0%

The Cost of  
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
December, 2023	\$1,251,000	6.82%	\$8,172
December, 2022	\$1,101,825	6.36%	\$6,863
	<b>\$149,175</b>	<b>0.46%</b>	<b>\$1,309</b> Per Month
			<b>\$15,709</b> Per Year

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

# Monthly Payments Compared to Income Trendline King County



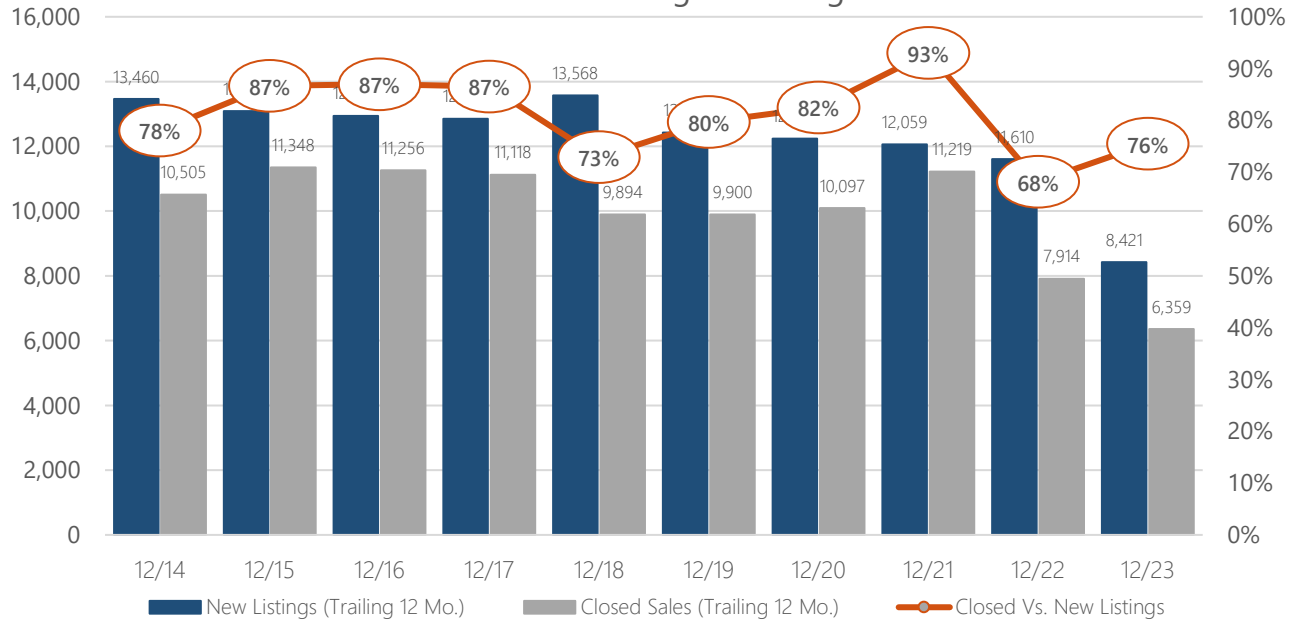
<p><b>A</b></p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p><b>B</b></p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p><b>C</b></p>	<p>Annual Median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

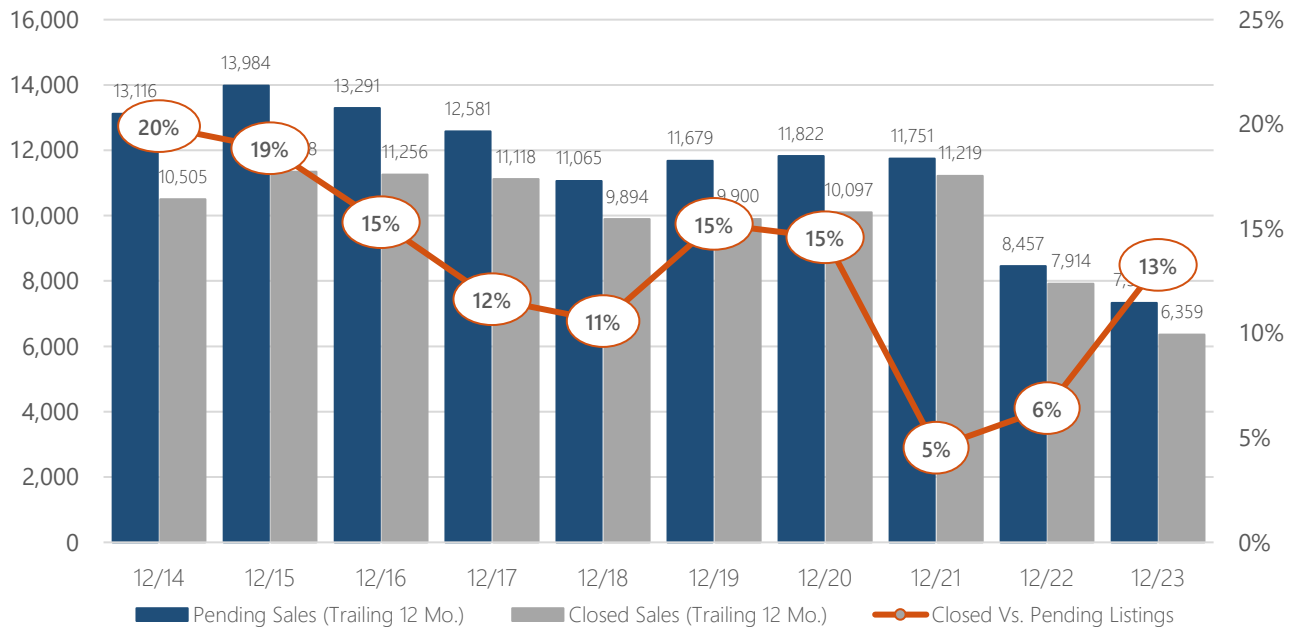
#### RESIDENTIAL & CONDOMINIUM

#### 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 &  
CONDOMINIUM

Area	Months Inventory			Area	Months Inventory		
	2021	2022	2023		2021	2022	2023
100	0.2	1.5	1.4	530	0.2	2.1	1.4
110	0.2	1.3	1.2	540	0.2	2.6	1.0
120	0.4	1.4	1.3	550	0.2	2.6	0.9
130	0.4	1.8	1.2	560	0.1	2.0	2.1
140	0.3	1.4	1.8	600	0.2	1.9	0.9
300	0.3	2.6	1.4	610	0.4	1.9	0.5
310	0.3	2.0	1.1	700	0.7	2.0	1.8
320	0.3	2.4	1.2	701	2.4	5.3	5.0
330	0.4	1.6	1.3	705	0.3	1.7	1.2
340	0.2	2.0	1.1	710	0.4	1.9	1.9
350	0.2	1.4	1.0	715	0.1	2.4	0.9
360	0.4	1.8	1.6	720	0.4	1.9	0.9
380	0.7	4.6	2.2	730	0.2	1.6	0.7
385	0.7	2.7	2.5	740	0.2	1.8	0.7
390	0.8	3.3	2.3	750	0.6	1.5	1.0
500	0.3	2.5	1.4	760	0.3	1.7	1.2
510	0.1	3.3	1.3	770	0.3	1.8	0.9
520	0.5	4.4	3.5	800	0.6	3.7	4.0

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

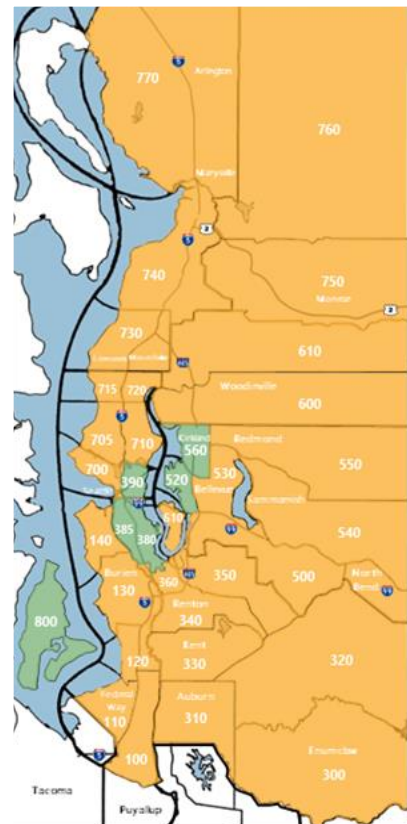
### 2 YEARS AGO



### 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.

## Eastside (All Areas) Statistics To Know

### Residential

	December, 2023	December, 2022	Difference	% Change
Months Supply of Inventory	1.2	2.5	-1.3	-51%
Active Listings at End of Month	282	511	-229	-45%
Pending Sales MTD	227	202	25	12%
Pending Sales (Trailing 12 Months)	5,412	6,280	-868	-14%
Closed Sales MTD	297	273	24	9%
Closed Sales (Trailing 12 Months)	4,740	5,797	-1,057	-18%
Closed Sales Price (Median)	\$1,440,000	\$1,299,000	\$141,000	11%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.4%	0.5%	7%
Monthly Payments (P&I)	\$9,407	\$8,091	\$1,316	16%

### Condominium

	December, 2023	December, 2022	Difference	% Change
Months Supply of Inventory	1.6	2.1	-0.4	-21%
Active Listings at End of Month	159	171	-12	-7%
Pending Sales MTD	97	82	15	18%
Pending Sales (Trailing 12 Months)	1,920	2,177	-257	-12%
Closed Sales MTD	89	107	-18	-17%
Closed Sales (Trailing 12 Months)	1,619	2,117	-498	-24%
Closed Sales Price (Median)	\$630,000	\$565,000	\$65,000	12%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.4%	0.5%	7%
Monthly Payments (P&I)	\$4,116	\$3,519	\$596	17%

### Residential & Condominium

	December, 2023	December, 2022	Difference	% Change
Months Supply of Inventory	1.4	2.4	-1.0	-43%
Active Listings at End of Month	441	682	-241	-35%
Pending Sales MTD	324	284	40	14%
Pending Sales (Trailing 12 Months)	7,332	8,457	-1,125	-13%
Closed Sales MTD	386	380	6	2%
Closed Sales (Trailing 12 Months)	6,359	7,914	-1,555	-20%
Closed Sales Price (Median)	\$1,251,000	\$1,101,825	\$149,175	14%
30-Year-Fixed-Rate Mortgage Rates	6.8%	6.4%	0.5%	7%
Monthly Payments (P&I)	\$8,172	\$6,863	\$1,309	19%

## Eastside (All Areas) RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2023	Active Listings (EOM)	631	555	737	719	740	815	886	890	981	869	705	441	-35%	747	AVG	-16%
	New Listings Taken in Month	506	514	926	726	918	948	915	827	873	623	420	225	-1%	8,421	YTD	-27%
	# of Pending Transactions	480	526	685	702	799	762	728	713	634	568	411	324	14%	7,332	YTD	-13%
	Months Supply of Inventory	1.3	1.1	1.1	1.0	0.9	1.1	1.2	1.2	1.5	1.5	1.7	1.4	-43%	1.3	AVG	-11%
	# of Closed Sales	247	389	542	540	626	746	607	705	569	552	450	386	2%	6,359	YTD	-20%
	Median Closed Price	1,072,500	1,050,000	1,223,250	1,200,000	1,253,550	1,268,444	1,275,000	1,303,000	1,275,000	1,210,000	1,230,000	1,251,000	14%	1,222,338	WA	-3%
2022	Active Listings (EOM)	137	195	376	649	901	1,366	1,493	1,315	1,352	1,262	993	682	888%	893	AVG	141%
	New Listings Taken in Month	539	822	1,312	1,318	1,478	1,522	1,273	914	1,047	745	413	227	-17%	11,610	YTD	-4%
	# of Pending Transactions	455	725	1,031	968	1,010	730	772	823	716	550	393	284	-17%	8,457	YTD	-28%
	Months Supply of Inventory	0.3	0.3	0.4	0.7	0.9	1.9	1.9	1.6	1.9	2.3	2.5	2.4	1094%	1.4	AVG	281%
	# of Closed Sales	341	428	822	898	944	892	656	767	698	644	444	380	-40%	7,914	YTD	-29%
	Median Closed Price	1,235,000	1,159,000	1,323,750	1,526,500	1,400,000	1,300,000	1,200,000	1,185,000	1,200,000	1,200,000	1,152,750	1,101,825	-14%	1,259,231	WA	13%
2021	Active Listings (EOM)	388	422	388	508	416	441	547	449	407	275	133	69	-82%	370	AVG	-58%
	New Listings Taken in Month	707	858	1,266	1,371	1,242	1,440	1,310	1,157	1,042	809	521	336	-21%	12,059	YTD	-1%
	# of Pending Transactions	690	794	1,254	1,187	1,269	1,328	1,119	1,200	1,037	896	634	343	-39%	11,751	YTD	-1%
	Months Supply of Inventory	0.6	0.5	0.3	0.4	0.3	0.3	0.5	0.4	0.4	0.3	0.2	0.2	-71%	0.4	AVG	-60%
	# of Closed Sales	524	576	880	1,048	1,102	1,231	1,255	1,136	1,051	973	805	638	-30%	11,219	YTD	11%
	Median Closed Price	891,475	955,125	1,125,000	1,062,783	1,100,000	1,150,000	1,167,000	1,100,000	1,122,000	1,126,000	1,200,000	1,276,112	34%	1,114,967	WA	25%
2020	Active Listings (EOM)	664	666	893	1,037	1,131	1,120	1,156	1,111	969	876	623	394	-39%	887	AVG	-41%
	New Listings Taken in Month	766	898	1,225	781	1,100	1,292	1,358	1,335	1,250	1,160	648	426	50%	12,239	YTD	-1%
	# of Pending Transactions	733	891	884	626	987	1,238	1,267	1,318	1,303	1,208	806	561	9%	11,822	YTD	1%
	Months Supply of Inventory	0.9	0.7	1.0	1.7	1.1	0.9	0.9	0.8	0.7	0.7	0.8	0.7	-44%	0.9	AVG	-41%
	# of Closed Sales	421	533	726	633	543	859	1,059	1,078	1,091	1,257	982	915	22%	10,097	YTD	2%
	Median Closed Price	780,000	829,300	854,950	851,000	865,000	900,000	920,000	911,514	915,000	960,000	950,000	955,000	19%	894,157	WA	8%
2019	# of Active Listings	1,265	1,294	1,502	1,564	1,942	2,022	1,921	1,786	1,713	1,488	1,002	642	-47%	1,512	A	13%
	New Listings Taken in Month	821	774	1,433	1,405	1,764	1,376	1,160	992	1,063	877	472	284	-15%	12,421	YTD	-3%
	# of Pending Transactions	699	701	1,206	1,330	1,309	1,147	1,106	957	931	943	836	514	7%	11,679	YTD	6%
	Months Supply of Inventory	1.8	1.8	1.2	1.2	1.5	1.8	1.7	1.9	1.8	1.6	1.2	1.2	-51%	1.6	A	1%
	# of Closed Sales	461	518	726	892	1,162	1,072	1,021	973	752	801	769	753	15%	9,900	T	0%
	Median Closed Price	800,000	768,975	825,000	819,500	824,450	875,000	849,950	843,000	830,000	810,000	830,000	805,000	-1%	824,204	WA	-1%



**Eastside (All Areas)**  
RESIDENTIAL & CONDOMINIUM

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2018 Active Listings (EOM)	485	543	698	874	1,230	1,527	1,702	1,960	2,161	2,016	1,669	1,213	192%	1,340	AVG	62%
New Listings Taken in Month	697	857	1,325	1,299	1,806	1,619	1,356	1,339	1,315	999	633	323	-4%	13,568	YTD	6%
# of Pending Transactions	636	780	1,136	1,089	1,367	1,228	1,016	955	857	828	693	480	-11%	11,065	YTD	-12%
Months Supply of Inventory	0.8	0.7	0.6	0.8	0.9	1.2	1.7	2.1	2.5	2.4	2.4	2.5	228%	1.6	AVG	97%
# of Closed Sales	520	529	785	904	1,021	1,185	1,041	971	769	842	671	656	-21%	9,894	YTD	-11%
Median Closed Price	786,425	845,319	831,000	835,500	859,950	860,000	831,662	836,778	800,000	812,530	825,000	815,000	1%	828,810	WA	10%
2017 Active Listings (EOM)	538	536	735	746	880	1,044	1,158	1,071	1,155	954	679	415	-22%	826	AVG	-21%
New Listings Taken in Month	725	754	1,268	1,199	1,521	1,578	1,421	1,280	1,179	960	627	336	-4%	12,848	YTD	-1%
# of Pending Transactions	684	755	1,084	1,170	1,376	1,367	1,292	1,302	1,093	1,078	842	538	-1%	12,581	YTD	-5%
Months Supply of Inventory	0.8	0.7	0.7	0.6	0.6	0.8	0.9	0.8	1.1	0.9	0.8	0.8	-21%	0.8	AVG	-17%
# of Closed Sales	575	502	772	828	1,072	1,225	1,114	1,222	1,065	1,015	900	828	5%	11,118	YTD	-1%
Median Closed Price	700,000	692,500	736,500	748,944	753,750	802,000	775,000	750,000	740,000	750,000	745,000	810,000	17%	751,758	WA	16%
2016 Active Listings (EOM)	742	788	932	1,123	1,130	1,341	1,493	1,371	1,352	1,059	756	530	-22%	1,051	AVG	-21%
New Listings Taken in Month	759	929	1,301	1,403	1,405	1,631	1,403	1,195	1,191	823	553	349	-7%	12,942	YTD	-1%
# of Pending Transactions	749	967	1,176	1,251	1,451	1,412	1,267	1,275	1,214	1,137	851	541	-4%	13,291	YTD	-5%
Months Supply of Inventory	1.0	0.8	0.8	0.9	0.8	0.9	1.2	1.1	1.1	0.9	0.9	1.0	-19%	0.9	AVG	-17%
# of Closed Sales	551	543	801	937	1,030	1,247	1,183	1,160	1,013	1,051	950	790	-7%	11,256	YTD	-1%
Median Closed Price	585,000	630,000	616,100	625,000	665,181	658,000	662,500	667,250	650,000	665,900	650,000	692,750	16%	648,484	WA	13%
2015 Active Listings (EOM)	1,147	1,235	1,268	1,425	1,577	1,629	1,659	1,594	1,472	1,277	921	682	-41%	1,324	AVG	-21%
New Listings Taken in Month	778	1,034	1,263	1,463	1,530	1,510	1,362	1,209	1,073	964	531	375	-14%	13,092	YTD	-3%
# of Pending Transactions	825	1,030	1,351	1,386	1,481	1,471	1,383	1,303	1,208	1,111	869	566	-16%	13,984	YTD	7%
Months Supply of Inventory	1.4	1.2	0.9	1.0	1.1	1.1	1.2	1.2	1.2	1.1	1.1	1.2	-30%	1.1	AVG	-26%
# of Closed Sales	550	569	881	970	1,087	1,268	1,230	1,144	1,053	995	753	848	1%	11,348	YTD	8%
Median Closed Price	550,000	539,950	542,995	575,000	591,000	592,500	600,000	600,000	580,000	560,000	560,000	595,650	10%	574,734	WA	8%
2014 Active Listings (EOM)	1,194	1,265	1,368	1,474	1,820	1,974	2,189	2,284	2,087	1,893	1,499	1,149	-7%	1,683	AVG	3%
New Listings Taken in Month	792	904	1,232	1,373	1,661	1,470	1,538	1,305	1,093	1,015	640	437	0%	13,460	YTD	1%
# of Pending Transactions	867	876	1,186	1,309	1,401	1,315	1,262	1,157	1,123	1,070	879	671	12%	13,116	YTD	-2%
Months Supply of Inventory	1.4	1.4	1.2	1.1	1.3	1.5	1.7	2.0	1.9	1.8	1.7	1.7	-16%	1.6	AVG	4%
# of Closed Sales	543	537	730	879	1,020	1,053	1,180	1,057	960	946	762	838	2%	10,505	YTD	-5%
Median Closed Price	495,000	482,500	495,000	515,000	535,000	559,900	574,500	548,000	540,500	530,000	544,995	543,169	11%	531,658	WA	8%
2013 Active Listings (EOM)	1,263	1,259	1,292	1,422	1,661	1,844	2,015	2,147	2,092	1,836	1,521	1,230	-1%	1,632	AVG	-24%
New Listings Taken in Month	912	972	1,162	1,333	1,526	1,451	1,470	1,399	1,105	961	650	438	-6%	13,379	YTD	12%
# of Pending Transactions	944	1,047	1,229	1,319	1,386	1,338	1,328	1,263	1,062	1,091	830	601	-14%	13,438	YTD	4%
Months Supply of Inventory	1.3	1.2	1.1	1.1	1.2	1.4	1.5	1.7	2.0	1.7	1.8	2.0	15%	1.5	AVG	-26%
# of Closed Sales	619	605	823	909	1,077	1,069	1,153	1,172	1,007	978	807	822	3%	11,041	YTD	15%
Median Closed Price	439,000	450,000	479,000	490,000	499,000	516,000	520,500	525,000	497,700	500,000	485,000	488,385	7%	492,057	WA	12%

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 & CONDOMINIUM

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)	782	820	945	1,082	1,269	1,431	1,533	1,509	1,476	1,294	980	701	1,152	AVG
% of 12 Month Avg.	68%	71%	82%	94%	110%	124%	133%	131%	128%	112%	85%	61%		
New Listings Taken in Month	750	880	1,279	1,295	1,503	1,489	1,365	1,213	1,136	931	569	353	12,762	T
% of 12 Month Avg.	70%	83%	120%	122%	141%	140%	128%	114%	107%	88%	53%	33%		
# of Pending Transactions	728	857	1,154	1,164	1,304	1,257	1,181	1,155	1,054	991	763	510	12,118	T
% of 12 Month Avg.	72%	85%	114%	115%	129%	125%	117%	114%	104%	98%	76%	50%		
Months Supply of Inventory	1.1	1.0	0.8	0.9	1.0	1.1	1.3	1.3	1.4	1.3	1.3	1.4	1.2	AVG
% of 12 Month Avg.	93%	83%	71%	81%	84%	99%	112%	113%	121%	113%	111%	119%		
# of Closed Units	511	534	795	890	1,006	1,110	1,089	1,068	946	950	784	747	10,429	T
% of 12 Month Avg.	59%	61%	91%	102%	116%	128%	125%	123%	109%	109%	90%	86%		
Median Closed Price	726,190	735,267	782,930	804,923	809,333	821,340	810,111	796,654	787,520	791,443	794,275	808,289	789,023	AVG
% of 12 Month Avg.	92%	93%	99%	102%	103%	104%	103%	101%	100%	100%	101%	102%		

**Eastside (All Areas)**  
RESIDENTIAL & CONDOMINIUM  
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	1	0	1	0	0	0	0	1	0	0	<b>3</b>
\$250,000 to \$499,999	28	58	54	48	58	54	50	62	44	37	36	27	<b>556</b>
\$500,000 to \$749,999	36	67	66	66	74	84	78	73	66	65	58	50	<b>783</b>
\$750,000 to \$999,999	52	62	75	84	95	103	74	93	86	95	71	67	<b>957</b>
\$1,000,000 to \$1,499,999	56	91	161	145	178	227	159	204	162	163	125	92	<b>1,763</b>
\$1,500,000 to \$2,499,999	55	77	131	130	166	211	179	190	147	125	111	103	<b>1,625</b>
\$2,500,000 and above	20	34	46	63	53	67	56	74	58	67	47	42	<b>627</b>
<b>Grand Total</b>	<b>247</b>	<b>389</b>	<b>534</b>	<b>536</b>	<b>625</b>	<b>746</b>	<b>596</b>	<b>696</b>	<b>563</b>	<b>553</b>	<b>448</b>	<b>381</b>	<b>6,314</b>

**2022**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	1	0	1	0	0	1	0	1	2	0	2	0	<b>8</b>
\$250,000 to \$499,999	36	57	68	53	47	57	50	74	62	61	42	48	<b>655</b>
\$500,000 to \$749,999	46	66	131	93	104	101	96	95	61	78	69	56	<b>996</b>
\$750,000 to \$999,999	40	63	97	89	104	129	103	110	138	100	69	60	<b>1,102</b>
\$1,000,000 to \$1,499,999	83	82	169	196	251	241	176	229	189	210	122	108	<b>2,056</b>
\$1,500,000 to \$2,499,999	93	103	228	323	313	265	158	192	190	135	92	78	<b>2,170</b>
\$2,500,000 and above	40	57	128	145	112	95	66	66	52	59	48	29	<b>897</b>
<b>Grand Total</b>	<b>339</b>	<b>428</b>	<b>822</b>	<b>899</b>	<b>931</b>	<b>889</b>	<b>649</b>	<b>767</b>	<b>694</b>	<b>643</b>	<b>444</b>	<b>379</b>	<b>7,884</b>

**YOY % CHANGE**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-100%	N/A	0%	N/A	N/A	-100%	N/A	-100%	-100%	N/A	-100%	N/A	-62%
\$250,000 to \$499,999	-22%	2%	-21%	-9%	23%	-5%	0%	-16%	-29%	-39%	-14%	-44%	-15%
\$500,000 to \$749,999	-22%	2%	-50%	-29%	-29%	-17%	-19%	-23%	8%	-17%	-16%	-11%	-21%
\$750,000 to \$999,999	30%	-2%	-23%	-6%	-9%	-20%	-28%	-15%	-38%	-5%	3%	12%	-13%
\$1,000,000 to \$1,499,999	-33%	11%	-5%	-26%	-29%	-6%	-10%	-11%	-14%	-22%	2%	-15%	-14%
\$1,500,000 to \$2,499,999	-41%	-25%	-43%	-60%	-47%	-20%	13%	-1%	-23%	-7%	21%	32%	-25%
\$2,500,000 and above	-50%	-40%	-64%	-57%	-53%	-29%	-15%	12%	12%	14%	-2%	45%	-30%
<b>Grand Total</b>	<b>-27%</b>	<b>-9%</b>	<b>-35%</b>	<b>-40%</b>	<b>-33%</b>	<b>-16%</b>	<b>-8%</b>	<b>-9%</b>	<b>-19%</b>	<b>-14%</b>	<b>1%</b>	<b>1%</b>	<b>-20%</b>