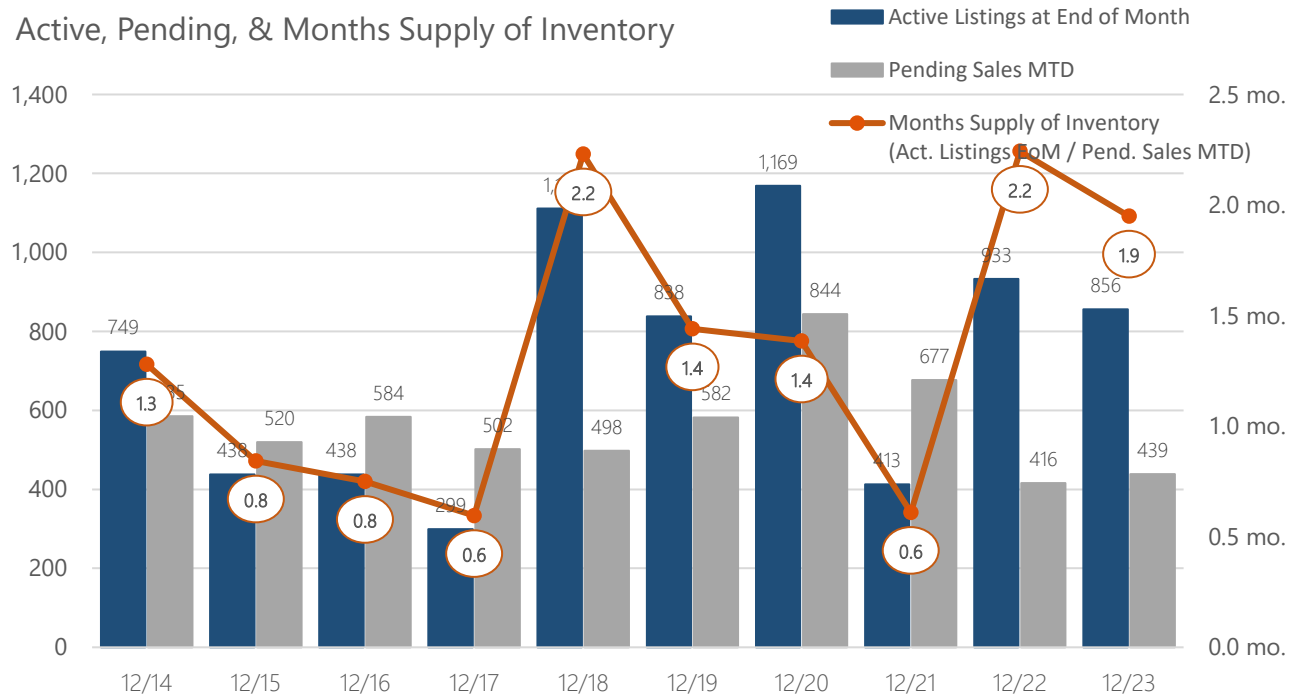


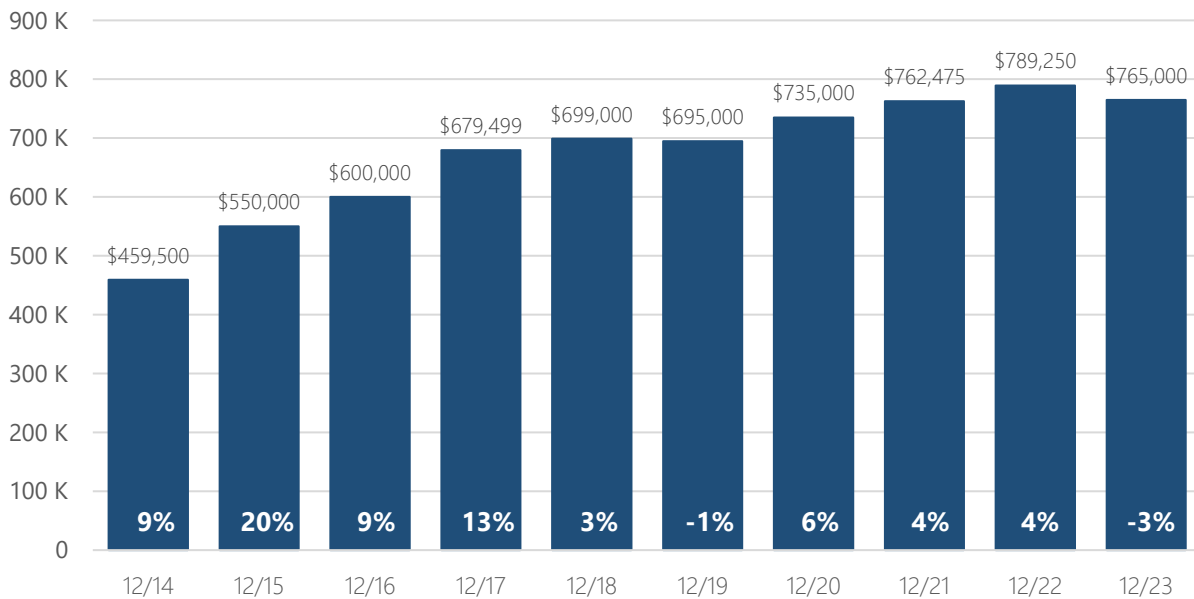
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



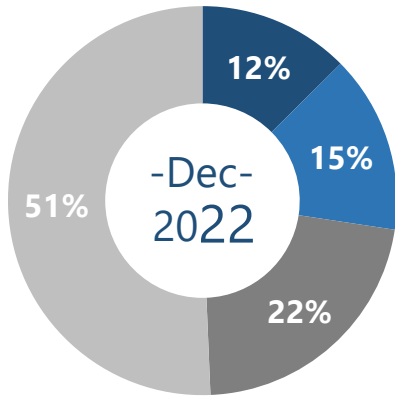
Median Closed Sales Price For Current Month Sold Properties



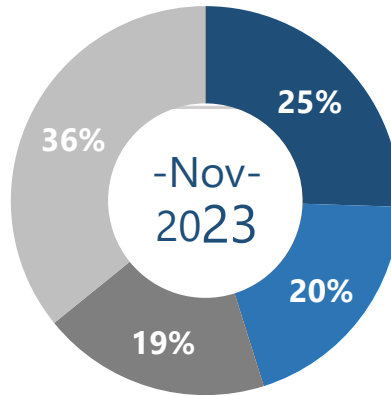
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

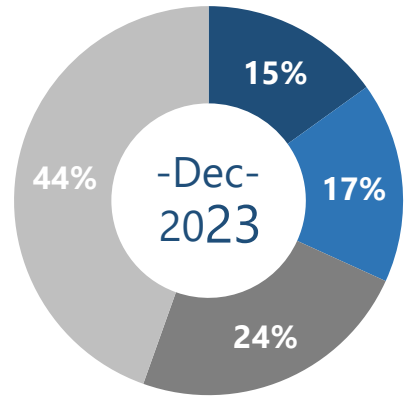
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



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	▶	8	12	23	73
NUMBER OF SALES IN MONTH	▶	65	72	102	192
MEDIAN % FROM ORIGINAL LIST PRICE	▶	3%	0%	-3%	N/A

Seattle (All Areas)
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price
based on Market Time

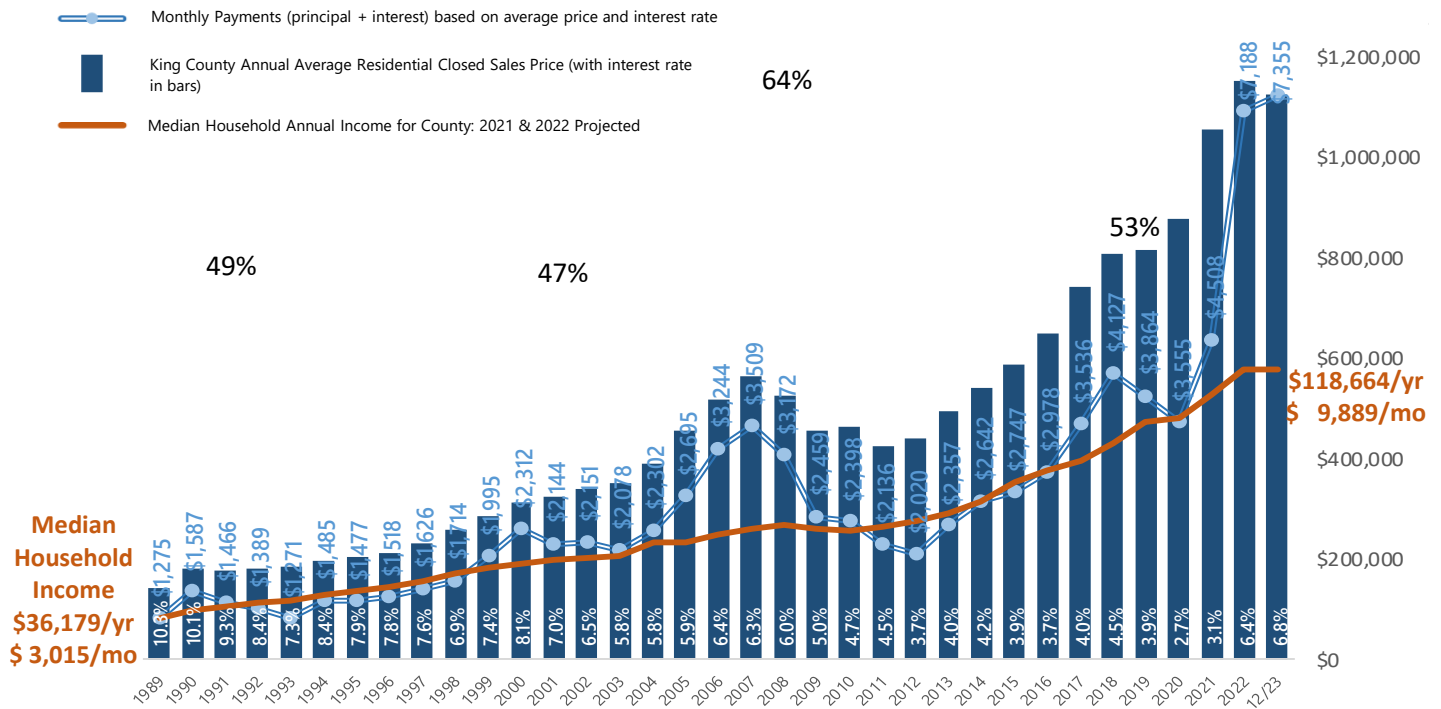
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	188	43.6%
15 - 30	96.9%	98.3%	83	19.3%
31 - 60	95.0%	97.5%	86	20.0%
61 - 90	92.3%	98.6%	32	7.4%
90+	90.1%	97.0%	42	9.7%
Totals			431	100.0%

The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
December, 2023	\$765,000	6.82%	\$4,997
December, 2022	\$789,250	6.36%	\$4,916
	-\$24,250	0.46%	\$81 Per Month
			\$975 Per Year

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

Monthly Payments Compared to Income Trendline King County



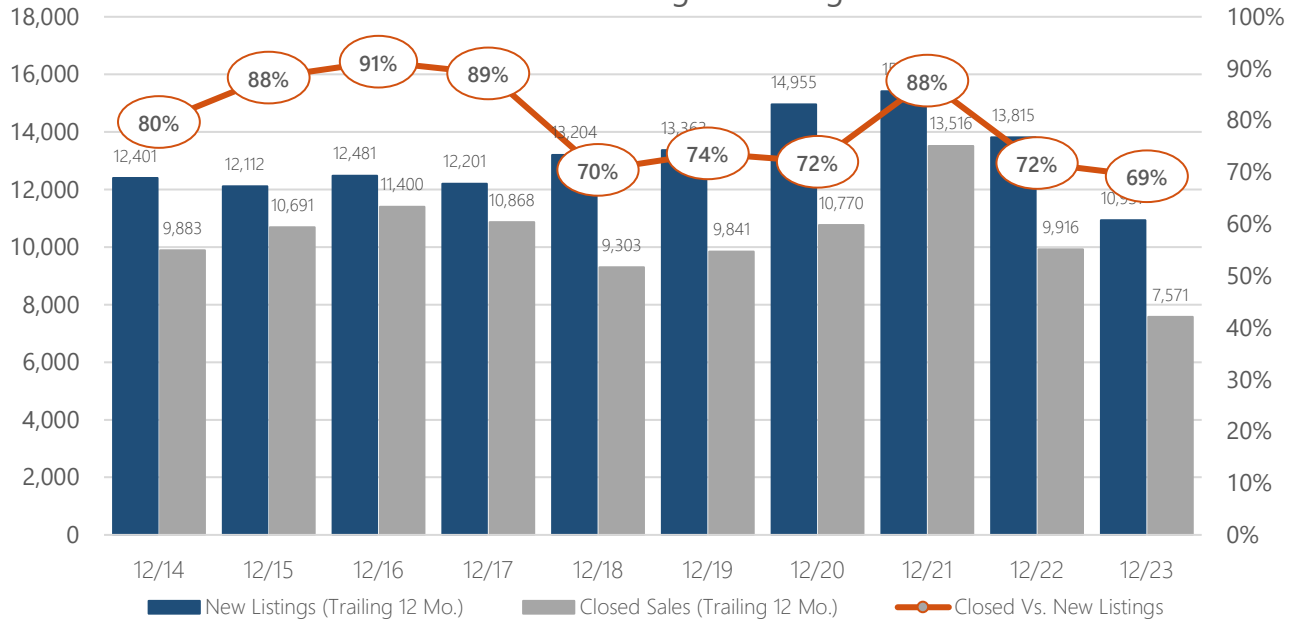
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Annual Median Household Income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

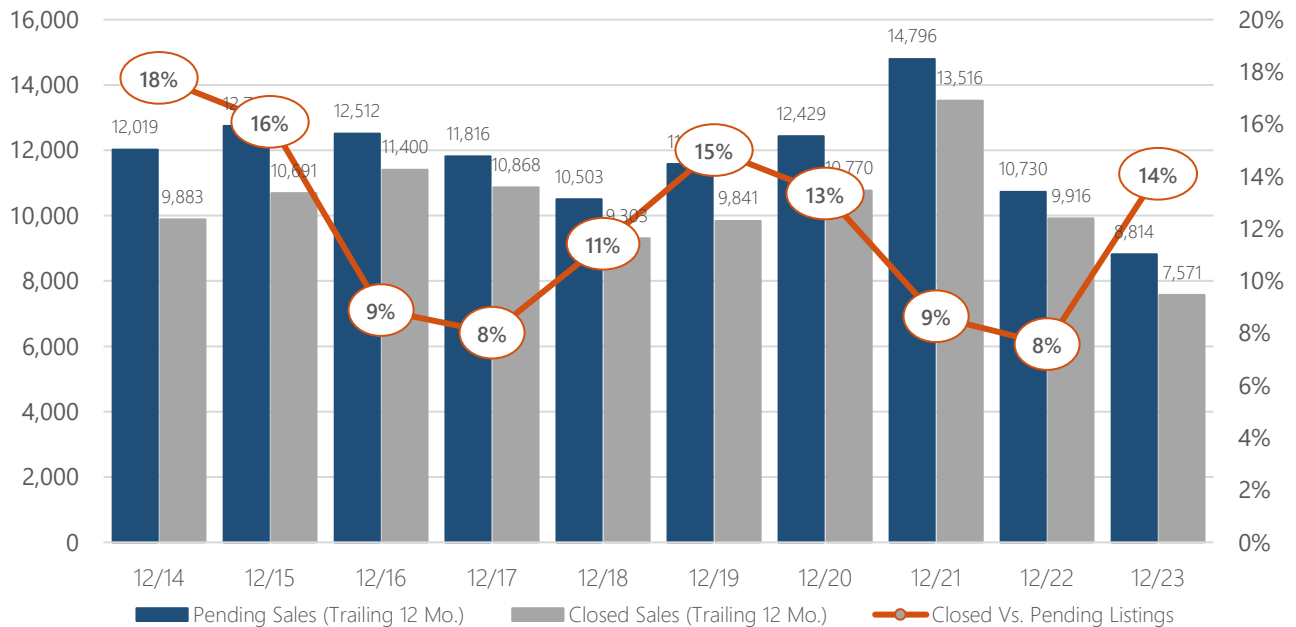
RESIDENTIAL & CONDOMINIUM

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

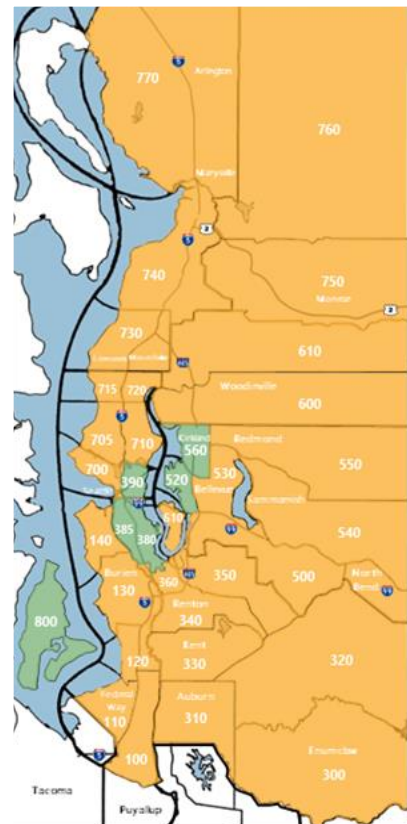
2 YEARS AGO



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.

Seattle (All Areas) Statistics To Know

Residential

	December, 2023	December, 2022	Difference	% Change
Months Supply of Inventory	1.7	1.9	-0.2	-12%
Active Listings at End of Month	479	574	-95	-17%
Pending Sales MTD	290	305	-15	-5%
Pending Sales (Trailing 12 Months)	6,235	7,574	-1,339	-18%
Closed Sales MTD	297	394	-97	-25%
Closed Sales (Trailing 12 Months)	5,437	7,032	-1,595	-23%
Closed Sales Price (Median)	\$850,000	\$879,975	-\$29,975	-3%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.4%	0.5%	7%
Monthly Payments (P&I)	\$5,553	\$5,481	\$71	1%

Condominium

	December, 2023	December, 2022	Difference	% Change
Months Supply of Inventory	2.5	3.2	-0.7	-22%
Active Listings at End of Month	377	359	18	5%
Pending Sales MTD	149	111	38	34%
Pending Sales (Trailing 12 Months)	2,579	3,156	-577	-18%
Closed Sales MTD	140	140	0	0%
Closed Sales (Trailing 12 Months)	2,134	2,884	-750	-26%
Closed Sales Price (Median)	\$585,000	\$512,500	\$72,500	14%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.4%	0.5%	7%
Monthly Payments (P&I)	\$3,822	\$3,192	\$629	20%

Residential & Condominium

	December, 2023	December, 2022	Difference	% Change
Months Supply of Inventory	1.9	2.2	-0.3	-13%
Active Listings at End of Month	856	933	-77	-8%
Pending Sales MTD	439	416	23	6%
Pending Sales (Trailing 12 Months)	8,814	10,730	-1,916	-18%
Closed Sales MTD	437	534	-97	-18%
Closed Sales (Trailing 12 Months)	7,571	9,916	-2,345	-24%
Closed Sales Price (Median)	\$765,000	\$789,250	-\$24,250	-3%
30-Year-Fixed-Rate Mortgage Rates	6.8%	6.4%	0.5%	7%
Monthly Payments (P&I)	\$4,997	\$4,916	\$81	2%

Seattle (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)	909	894	1,083	1,133	1,211	1,344	1,359	1,333	1,574	1,491	1,256	856	-8%	1,204	AVG	8%
	New Listings Taken in Month	696	755	1,119	1,045	1,173	1,256	1,013	941	1,213	846	586	294	-3%	10,937	YTD	-21%
	# of Pending Transactions	610	708	831	884	957	888	811	791	718	646	531	439	6%	8,814	YTD	-18%
	Months Supply of Inventory	1.5	1.3	1.3	1.3	1.3	1.5	1.7	1.7	2.2	2.3	2.4	1.9	-13%	1.7	AVG	20%
	# of Closed Sales	353	529	691	704	803	860	730	729	616	620	499	437	-18%	7,571	YTD	-24%
	Median Closed Price	760,000	750,000	768,832	790,000	830,000	828,000	810,000	809,950	795,000	802,500	850,000	765,000	-3%	797,723	WA	-5%
2022	Active Listings (EOM)	388	486	574	803	927	1,420	1,590	1,460	1,731	1,664	1,385	933	126%	1,113	AVG	7%
	New Listings Taken in Month	823	1,111	1,413	1,449	1,481	1,754	1,335	1,099	1,381	997	668	304	-39%	13,815	YTD	-10%
	# of Pending Transactions	833	992	1,255	1,163	1,219	1,007	876	933	756	702	578	416	-39%	10,730	YTD	-27%
	Months Supply of Inventory	0.5	0.5	0.5	0.7	0.8	1.4	1.8	1.6	2.3	2.4	2.4	2.2	268%	1.4	AVG	68%
	# of Closed Sales	605	717	1,045	1,071	1,128	1,068	886	865	773	673	551	534	-44%	9,916	YTD	-27%
	Median Closed Price	729,000	760,000	865,000	888,000	899,475	887,500	855,000	845,000	812,000	850,000	824,900	789,250	4%	836,850	WA	8%
2021	Active Listings (EOM)	1,118	1,045	1,062	1,165	1,091	1,226	1,296	1,107	1,165	1,071	698	413	-65%	1,038	AVG	-27%
	New Listings Taken in Month	1,063	1,070	1,562	1,681	1,639	1,752	1,518	1,222	1,473	1,224	749	462	-28%	15,415	YTD	3%
	# of Pending Transactions	995	1,079	1,441	1,458	1,557	1,480	1,330	1,251	1,286	1,208	1,034	677	-20%	14,796	YTD	19%
	Months Supply of Inventory	1.1	1.0	0.7	0.8	0.7	0.8	1.0	0.9	0.9	0.9	0.7	0.6	-56%	0.8	AVG	-38%
	# of Closed Sales	709	831	1,115	1,212	1,286	1,426	1,397	1,221	1,170	1,158	1,041	950	-2%	13,516	YTD	25%
	Median Closed Price	745,500	710,000	750,000	785,000	833,960	800,000	801,000	799,000	765,000	790,000	765,000	762,475	4%	776,841	WA	6%
2020	Active Listings (EOM)	758	820	990	1,131	1,313	1,440	1,676	1,974	2,124	2,055	1,658	1,169	39%	1,426	AVG	-11%
	New Listings Taken in Month	730	994	1,261	921	1,279	1,484	1,695	1,817	1,744	1,521	867	642	82%	14,955	YTD	12%
	# of Pending Transactions	743	902	926	681	1,002	1,231	1,304	1,358	1,315	1,204	919	844	45%	12,429	YTD	7%
	Months Supply of Inventory	1.0	0.9	1.1	1.7	1.3	1.2	1.3	1.5	1.6	1.7	1.8	1.4	-4%	1.4	AVG	-18%
	# of Closed Sales	551	643	835	654	629	901	1,093	1,109	1,189	1,202	992	972	31%	10,770	YTD	9%
	Median Closed Price	670,000	675,000	725,000	751,503	715,000	749,000	750,000	766,000	760,000	750,000	760,000	735,000	6%	735,174	WA	6%
2019	# of Active Listings	1,130	1,215	1,416	1,635	2,077	2,104	1,979	1,833	1,959	1,772	1,310	838	-25%	1,606	A	38%
	New Listings Taken in Month	877	815	1,391	1,500	1,800	1,456	1,170	1,044	1,274	1,088	595	353	0%	13,363	YTD	10%
	# of Pending Transactions	762	687	1,105	1,182	1,204	1,191	1,081	981	948	1,010	846	582	17%	11,579	YTD	10%
	Months Supply of Inventory	1.5	1.8	1.3	1.4	1.7	1.8	1.8	1.9	2.1	1.8	1.5	1.4	-35%	1.7	A	20%
	# of Closed Sales	470	611	710	875	1,069	983	990	968	750	859	812	744	19%	9,841	T	6%
	Median Closed Price	640,000	690,000	698,498	707,000	722,000	729,900	700,500	692,500	684,500	715,000	675,000	695,000	-1%	696,554	WA	-3%

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 & CONDOMINIUM

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2018 Active Listings (EOM)	421	460	600	730	936	1,246	1,365	1,464	1,965	1,954	1,660	1,111	272%	1,159	AVG	84%
New Listings Taken in Month	720	791	1,208	1,191	1,474	1,518	1,269	1,168	1,560	1,223	771	311	-12%	13,204	YTD	8%
# of Pending Transactions	588	745	1,001	1,012	1,203	1,118	970	875	861	879	753	498	-1%	10,503	YTD	-11%
Months Supply of Inventory	0.7	0.6	0.6	0.7	0.8	1.1	1.4	1.7	2.3	2.2	2.2	2.2	275%	1.4	AVG	115%
# of Closed Sales	470	545	770	875	1,012	1,019	977	875	668	798	667	627	-23%	9,303	YTD	-14%
Median Closed Price	700,000	714,000	730,000	750,000	759,500	740,000	735,000	700,000	707,250	706,250	695,000	699,000	3%	720,296	WA	9%
2017 Active Listings (EOM)	486	470	566	606	668	718	796	715	891	810	534	299	-32%	630	AVG	-22%
New Listings Taken in Month	721	770	1,169	1,110	1,379	1,381	1,195	1,123	1,274	1,027	698	354	-13%	12,201	YTD	-2%
# of Pending Transactions	662	797	1,063	1,057	1,293	1,274	1,056	1,136	1,065	1,037	874	502	-14%	11,816	YTD	-6%
Months Supply of Inventory	0.7	0.6	0.5	0.6	0.5	0.6	0.8	0.6	0.8	0.8	0.6	0.6	-21%	0.6	AVG	-17%
# of Closed Sales	588	564	862	849	1,076	1,129	1,079	1,083	947	992	889	810	-5%	10,868	YTD	-5%
Median Closed Price	595,000	620,000	630,900	660,000	650,000	685,000	699,000	689,000	675,000	667,450	680,000	679,499	13%	662,267	WA	15%
2016 Active Listings (EOM)	613	651	712	864	837	852	994	938	1,173	916	649	438	0%	803	AVG	-2%
New Listings Taken in Month	766	866	1,203	1,275	1,332	1,304	1,281	1,153	1,382	923	591	405	7%	12,481	YTD	3%
# of Pending Transactions	649	867	1,144	1,149	1,367	1,273	1,140	1,205	1,142	1,134	858	584	12%	12,512	YTD	-2%
Months Supply of Inventory	0.9	0.8	0.6	0.8	0.6	0.7	0.9	0.8	1.0	0.8	0.8	0.8	-11%	0.8	AVG	-2%
# of Closed Sales	502	608	813	952	1,027	1,263	1,171	1,169	1,074	1,009	959	853	5%	11,400	YTD	7%
Median Closed Price	538,500	554,225	552,000	564,300	579,000	585,000	599,000	599,000	580,000	575,000	575,000	600,000	9%	575,712	WA	14%
2015 Active Listings (EOM)	755	797	803	854	898	873	890	915	1,004	933	663	438	-42%	819	AVG	-32%
New Listings Taken in Month	754	838	1,130	1,356	1,331	1,265	1,201	1,114	1,184	961	599	379	-1%	12,112	YTD	-2%
# of Pending Transactions	783	855	1,214	1,424	1,336	1,336	1,204	1,102	1,106	1,021	840	520	-11%	12,741	YTD	6%
Months Supply of Inventory	1.0	0.9	0.7	0.6	0.7	0.7	0.7	0.8	0.9	0.9	0.8	0.8	-34%	0.8	AVG	-35%
# of Closed Sales	510	539	775	958	1,099	1,181	1,189	1,011	968	959	691	811	3%	10,691	YTD	8%
Median Closed Price	464,000	442,500	489,950	494,000	499,999	516,000	517,500	536,000	507,500	493,000	515,000	550,000	20%	503,676	WA	14%
2014 Active Listings (EOM)	1,026	1,036	1,044	1,169	1,382	1,429	1,492	1,363	1,478	1,312	1,041	749	-22%	1,210	AVG	-8%
New Listings Taken in Month	862	871	1,097	1,243	1,455	1,322	1,267	1,014	1,260	1,024	605	381	-3%	12,401	YTD	1%
# of Pending Transactions	764	859	1,079	1,127	1,214	1,221	1,131	1,093	1,071	1,071	804	585	7%	12,019	YTD	0%
Months Supply of Inventory	1.3	1.2	1.0	1.0	1.1	1.2	1.3	1.2	1.4	1.2	1.3	1.3	-27%	1.2	AVG	-9%
# of Closed Sales	510	525	783	829	961	1,008	1,006	914	877	940	742	788	11%	9,883	YTD	0%
Median Closed Price	423,500	427,000	416,000	426,000	449,250	450,000	470,000	435,000	452,000	458,725	447,475	459,500	9%	443,465	WA	8%
2013 Active Listings (EOM)	978	1,040	1,069	1,146	1,389	1,511	1,581	1,671	1,709	1,567	1,239	960	-1%	1,322	AVG	-18%
New Listings Taken in Month	756	886	1,108	1,202	1,389	1,350	1,248	1,167	1,207	1,005	616	393	16%	12,327	YTD	17%
# of Pending Transactions	748	877	1,111	1,134	1,190	1,208	1,197	1,070	1,062	1,066	811	549	5%	12,023	YTD	12%
Months Supply of Inventory	1.3	1.2	1.0	1.0	1.2	1.3	1.3	1.6	1.6	1.5	1.5	1.7	-5%	1.3	AVG	-27%
# of Closed Sales	521	512	726	836	1,015	967	1,054	1,032	856	917	724	708	17%	9,868	YTD	19%
Median Closed Price	356,000	377,500	409,850	409,250	415,000	420,000	430,000	425,000	419,925	429,900	424,500	420,000	6%	412,525	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 & 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)	767	802	884	1,010	1,152	1,282	1,366	1,344	1,520	1,405	1,084	735	1,113	AVG
% of 12 Month Avg.	69%	72%	79%	91%	104%	115%	123%	121%	137%	126%	97%	66%		
New Listings Taken in Month	807	901	1,254	1,293	1,456	1,459	1,318	1,192	1,374	1,099	676	398	13,227	T
% of 12 Month Avg.	73%	82%	114%	117%	132%	132%	120%	108%	125%	100%	61%	36%		
# of Pending Transactions	753	866	1,134	1,139	1,259	1,234	1,129	1,100	1,061	1,033	832	576	12,115	T
% of 12 Month Avg.	75%	86%	112%	113%	125%	122%	112%	109%	105%	102%	82%	57%		
Months Supply of Inventory	1.0	0.9	0.8	0.9	0.9	1.0	1.2	1.2	1.4	1.4	1.3	1.3	1.1	AVG
% of 12 Month Avg.	91%	83%	70%	80%	82%	93%	109%	110%	129%	122%	117%	115%		
# of Closed Units	544	610	843	911	1,030	1,095	1,084	1,025	927	951	807	780	10,606	T
% of 12 Month Avg.	62%	69%	95%	103%	117%	124%	123%	116%	105%	108%	91%	88%		
Median Closed Price	586,150	597,023	626,720	643,505	652,318	656,240	655,700	648,650	636,318	643,533	636,188	638,972	635,110	AVG
% of 12 Month Avg.	92%	94%	99%	101%	103%	103%	103%	102%	100%	101%	100%	101%		

Seattle (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	1	1	2	0	3	0	4	5	1	1	1	4	23
\$250,000 to \$499,999	55	74	96	88	89	112	96	95	92	75	63	56	991
\$500,000 to \$749,999	115	184	223	217	228	239	205	199	182	178	128	139	2,237
\$750,000 to \$999,999	93	156	148	175	203	222	183	187	142	162	126	118	1,915
\$1,000,000 to \$1,499,999	67	82	123	126	179	175	135	141	116	137	112	70	1,463
\$1,500,000 to \$2,499,999	19	23	65	65	81	85	73	71	59	57	52	36	686
\$2,500,000 and above	3	8	22	22	20	27	22	24	12	10	12	8	190
Grand Total	353	528	679	693	803	860	718	722	604	620	494	431	7,505

2022

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	5	6	3	5	2	4	4	3	3	2	2	3	42
\$250,000 to \$499,999	114	112	142	158	133	125	112	113	128	87	75	71	1,370
\$500,000 to \$749,999	211	221	224	233	220	244	199	222	190	169	149	166	2,448
\$750,000 to \$999,999	161	159	294	254	311	273	265	255	209	181	140	146	2,648
\$1,000,000 to \$1,499,999	72	149	225	266	277	249	174	171	127	145	126	87	2,068
\$1,500,000 to \$2,499,999	34	54	123	125	137	130	101	80	84	78	50	47	1,043
\$2,500,000 and above	5	13	36	31	42	40	27	22	24	11	11	13	275
Grand Total	602	714	1,047	1,072	1,122	1,065	882	866	765	673	553	533	9,894

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-80%	-83%	-33%	-100%	50%	-100%	0%	67%	-67%	-50%	-50%	33%	-45%
\$250,000 to \$499,999	-52%	-34%	-32%	-44%	-33%	-10%	-14%	-16%	-28%	-14%	-16%	-21%	-28%
\$500,000 to \$749,999	-45%	-17%	0%	-7%	4%	-2%	3%	-10%	-4%	5%	-14%	-16%	-9%
\$750,000 to \$999,999	-42%	-2%	-50%	-31%	-35%	-19%	-31%	-27%	-32%	-10%	-10%	-19%	-28%
\$1,000,000 to \$1,499,999	-7%	-45%	-45%	-53%	-35%	-30%	-22%	-18%	-9%	-6%	-11%	-20%	-29%
\$1,500,000 to \$2,499,999	-44%	-57%	-47%	-48%	-41%	-35%	-28%	-11%	-30%	-27%	4%	-23%	-34%
\$2,500,000 and above	-40%	-38%	-39%	-29%	-52%	-33%	-19%	9%	-50%	-9%	9%	-38%	-31%
Grand Total	-41%	-26%	-35%	-35%	-28%	-19%	-19%	-17%	-21%	-8%	-11%	-19%	-24%