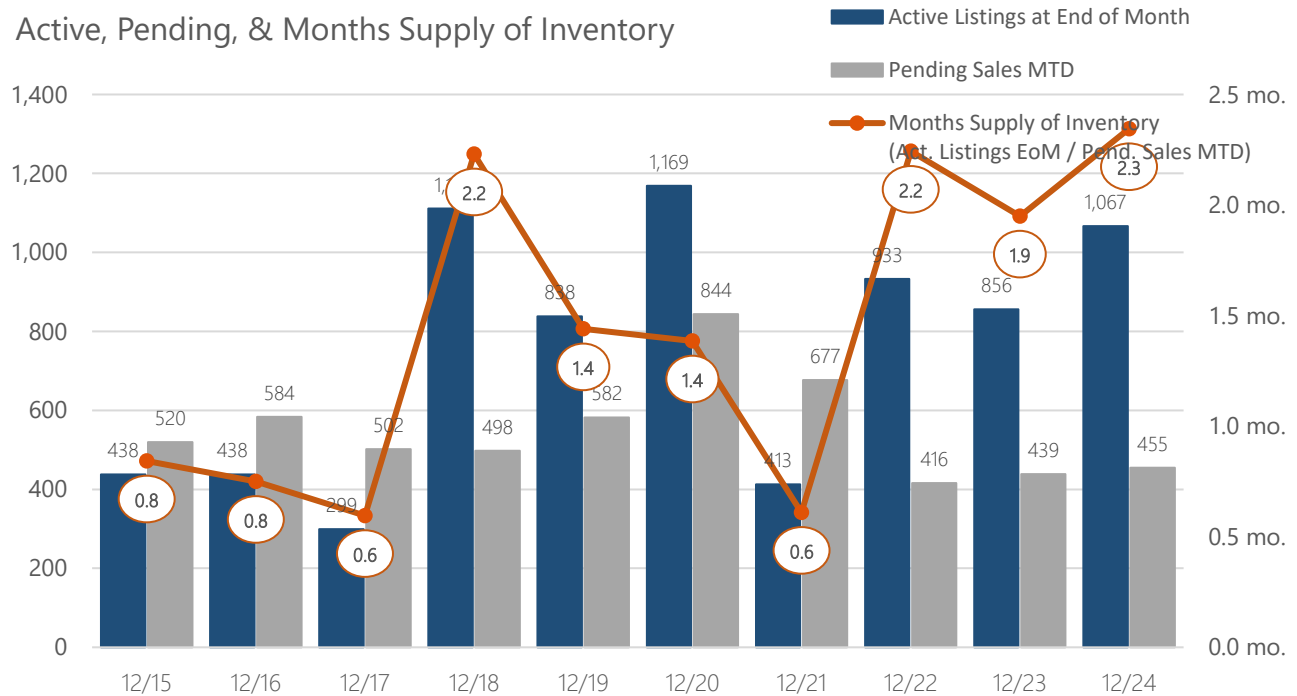


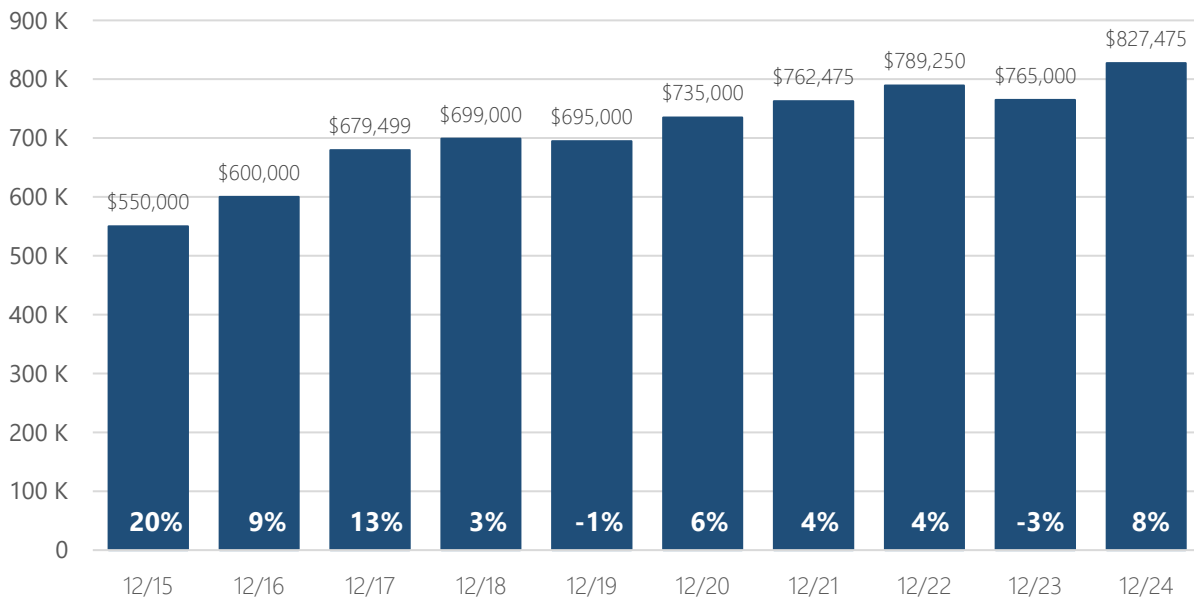
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



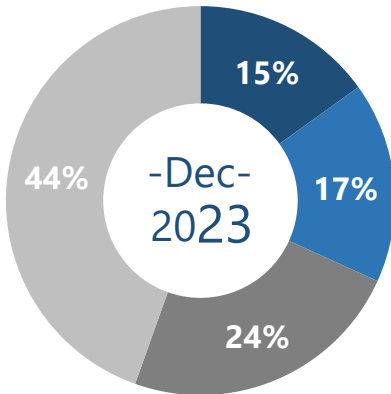
Median Closed Sales Price For Current Month Sold Properties



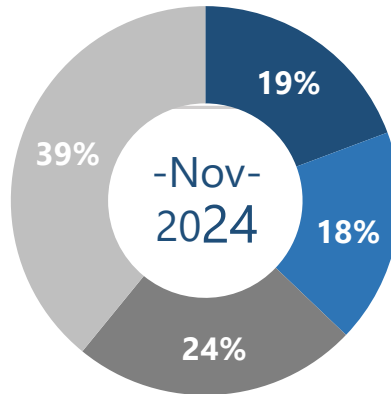
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

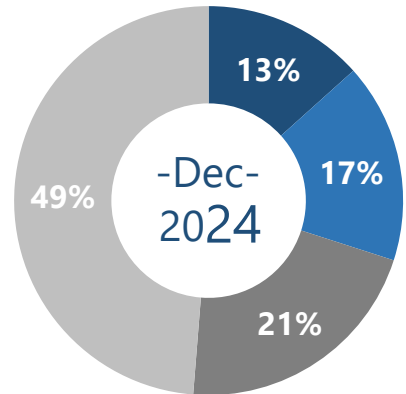
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



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 2024

**AVERAGE DAYS
ON MARKET**



10

14

34

94

**NUMBER OF SALES
IN MONTH**



74

92

118

270

**MEDIAN % FROM
ORIGINAL LIST PRICE**



5%

0%

-2%

N/A

Seattle (All Areas)
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price
based on Market Time

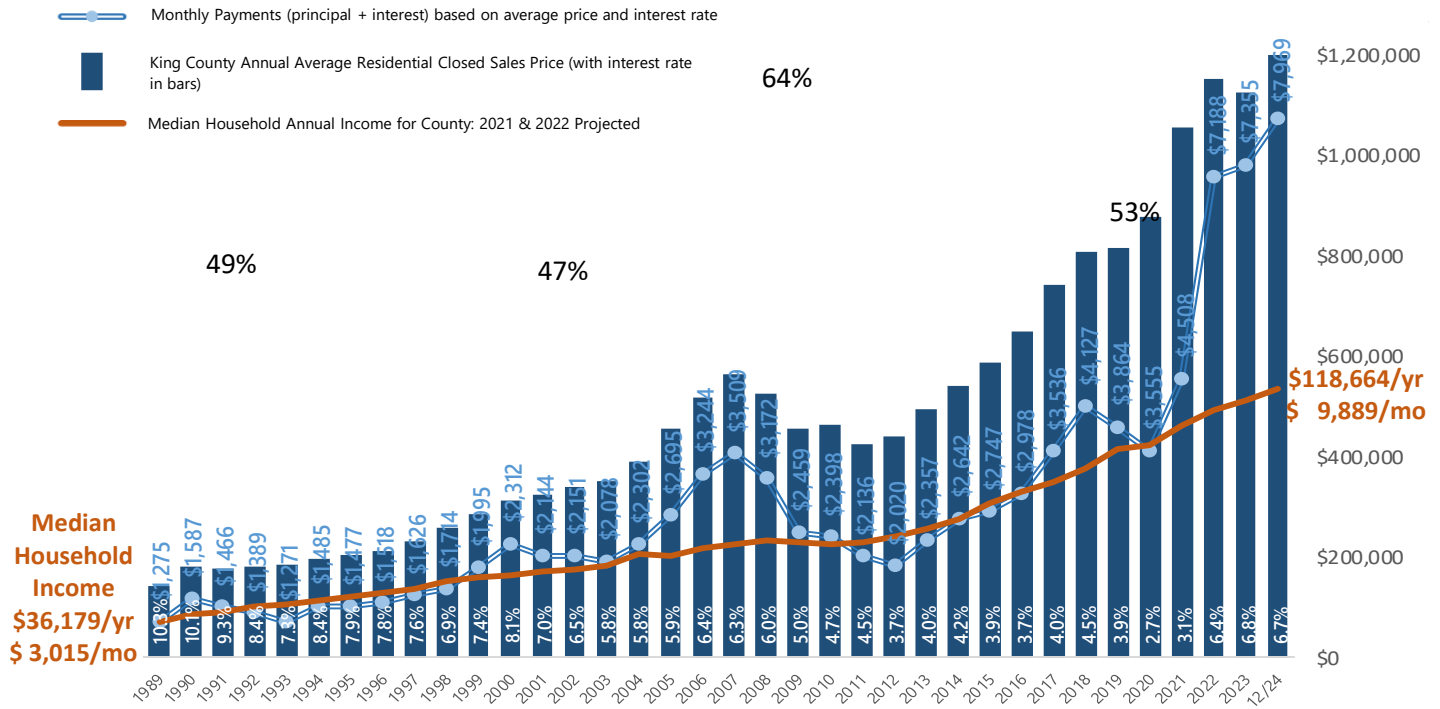
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	204	36.8%
15 - 30	97.9%	98.8%	93	16.8%
31 - 60	96.2%	98.2%	113	20.4%
61 - 90	94.3%	98.0%	70	12.6%
90+	92.3%	97.5%	74	13.4%
Totals			554	100.0%

The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
December, 2024	\$827,475	6.72%	\$5,350
December, 2023	\$765,000	6.82%	\$4,997
	\$62,475	-0.10%	\$353 Per Month
			\$4,237 Per Year

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

Monthly Payments Compared to Income Trendline King County



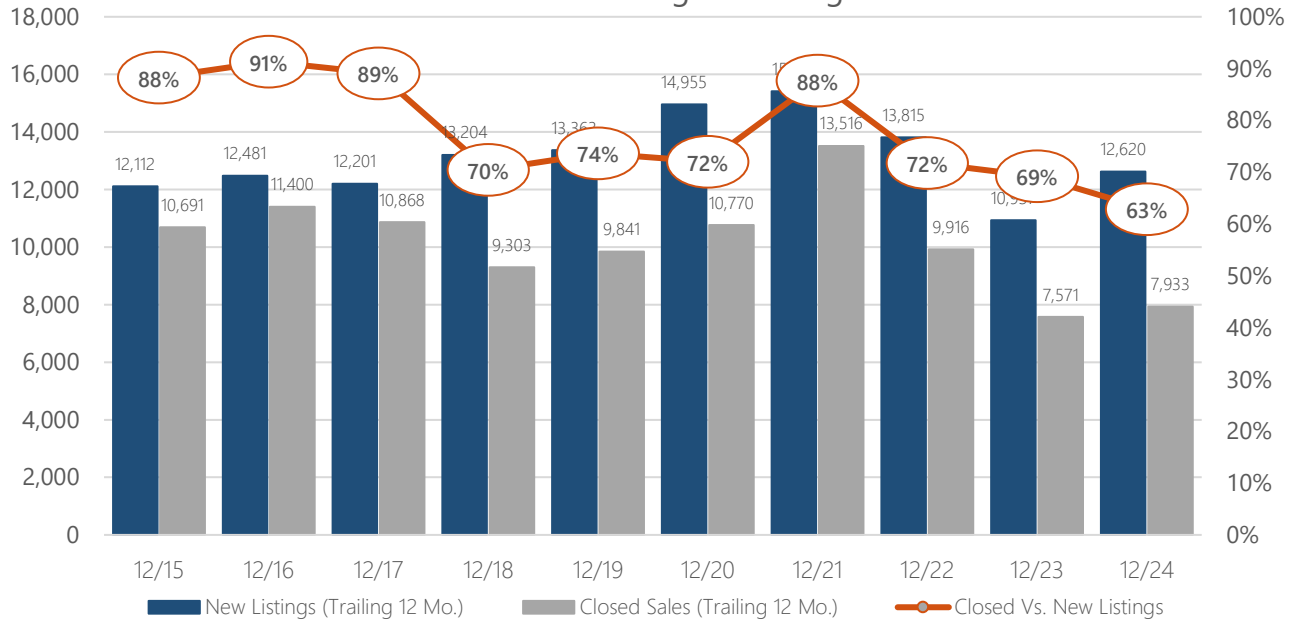
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Annual Median Household Income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

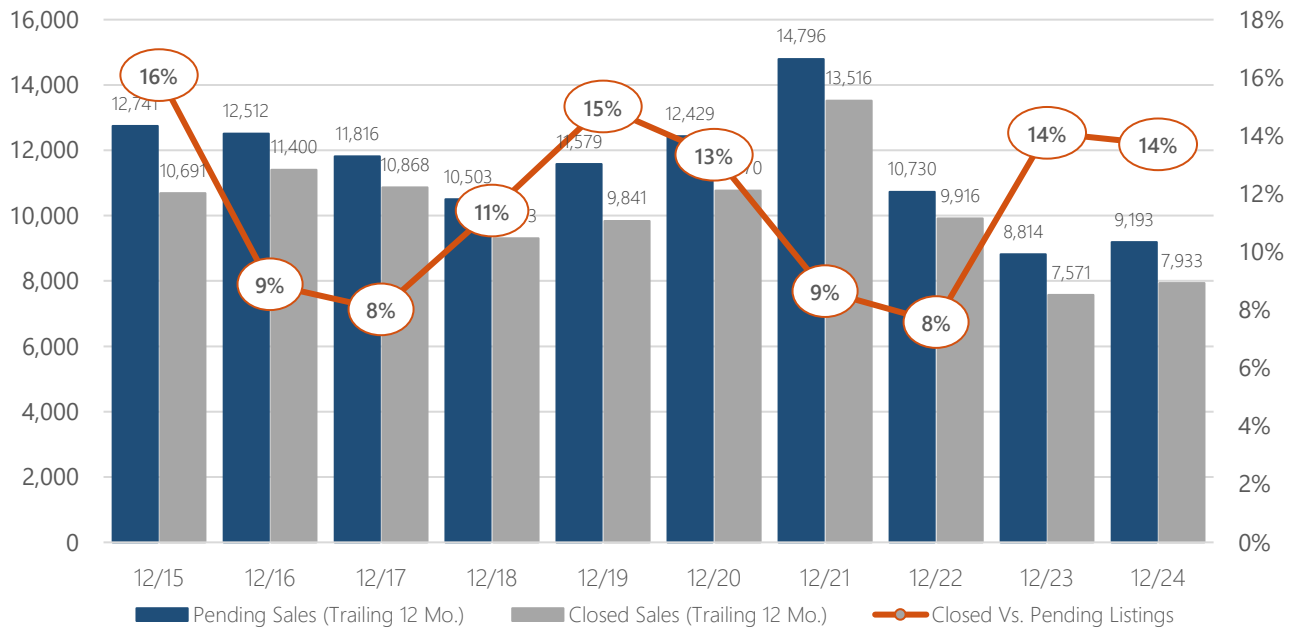
RESIDENTIAL & CONDOMINIUM

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		
	2022	2023	2024		2022	2023	2024
100	1.5	1.4	1.0	530	2.1	1.4	1.7
110	1.3	1.2	2.0	540	2.6	1.0	1.1
120	1.4	1.3	1.4	550	2.6	0.9	2.6
130	1.8	1.2	1.8	560	2.0	2.1	1.8
140	1.4	1.8	1.6	600	1.9	0.9	1.9
300	2.6	1.4	2.0	610	1.9	0.5	1.4
310	2.0	1.1	1.9	700	2.0	1.8	2.1
320	2.4	1.2	1.5	701	5.3	5.0	5.2
330	1.6	1.3	1.5	705	1.7	1.2	2.6
340	2.0	1.1	0.8	710	1.9	1.9	1.7
350	1.4	1.0	1.1	715	2.4	0.9	2.3
360	1.8	1.6	1.9	720	1.9	0.9	1.5
380	4.6	2.2	2.1	730	1.6	0.7	1.1
385	2.7	2.5	2.4	740	1.8	0.7	1.2
390	3.3	2.3	2.7	750	1.5	1.0	1.4
500	2.5	1.4	1.4	760	1.7	1.2	2.1
510	3.3	1.3	5.3	770	1.8	0.9	1.1
520	4.4	3.5	3.5	800	3.7	4.0	4.8

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

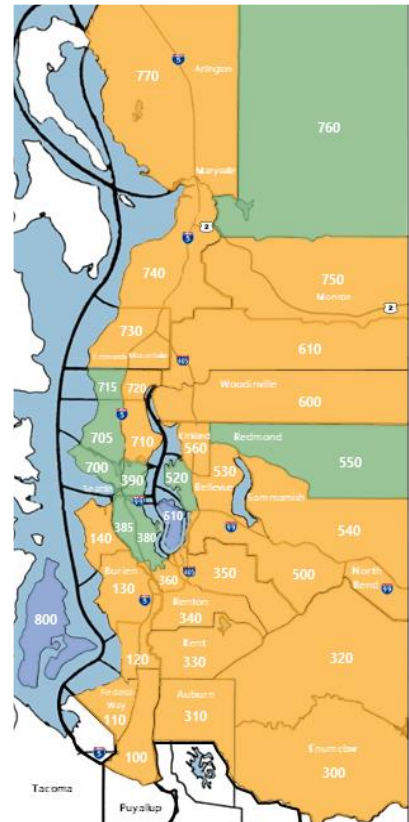
2 YEARS AGO



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, 2024	December, 2023	Difference	% Change
Months Supply of Inventory	1.8	1.7	0.1	7%
Active Listings at End of Month	536	479	57	12%
Pending Sales MTD	302	290	12	4%
Pending Sales (Trailing 12 Months)	6,589	6,235	354	6%
Closed Sales MTD	378	297	81	27%
Closed Sales (Trailing 12 Months)	5,688	5,437	251	5%
Closed Sales Price (Median)	\$898,900	\$850,000	\$48,900	6%
30-Year-Fixed-Rate Mortgage Rate	6.7%	6.8%	-0.1%	-1%
Monthly Payments (P&I)	\$5,812	\$5,553	\$260	5%

Condominium

	December, 2024	December, 2023	Difference	% Change
Months Supply of Inventory	3.5	2.5	0.9	37%
Active Listings at End of Month	531	377	154	41%
Pending Sales MTD	153	149	4	3%
Pending Sales (Trailing 12 Months)	2,604	2,579	25	1%
Closed Sales MTD	178	140	38	27%
Closed Sales (Trailing 12 Months)	2,245	2,134	111	5%
Closed Sales Price (Median)	\$550,000	\$585,000	-\$35,000	-6%
30-Year-Fixed-Rate Mortgage Rate	6.7%	6.8%	-0.1%	-1%
Monthly Payments (P&I)	\$3,556	\$3,822	-\$265	-7%

Residential & Condominium

	December, 2024	December, 2023	Difference	% Change
Months Supply of Inventory	2.3	1.9	0.4	20%
Active Listings at End of Month	1,067	856	211	25%
Pending Sales MTD	455	439	16	4%
Pending Sales (Trailing 12 Months)	9,193	8,814	379	4%
Closed Sales MTD	556	437	119	27%
Closed Sales (Trailing 12 Months)	7,933	7,571	362	5%
Closed Sales Price (Median)	\$827,475	\$765,000	\$62,475	8%
30-Year-Fixed-Rate Mortgage Rates	6.7%	6.8%	-0.1%	-1%
Monthly Payments (P&I)	\$5,350	\$4,997	\$353	7%

Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2024	Active Listings (EOM)	895	1,009	1,141	1,333	1,738	1,876	1,914	1,820	2,133	1,959	1,522	1,067	25%	1,534	AVG	27%
	New Listings Taken in Month	785	960	1,136	1,353	1,516	1,338	1,113	942	1,430	1,096	573	378	29%	12,620	YTD	15%
	# of Pending Transactions	653	746	842	1,012	876	836	744	710	833	844	642	455	4%	9,193	YTD	4%
	Months Supply of Inventory	1.4	1.4	1.4	1.3	2.0	2.2	2.6	2.6	2.6	2.3	2.4	2.3	20%	2.0	AVG	20%
	# of Closed Sales	355	585	688	754	907	718	739	652	543	816	620	556	27%	7,933	YTD	5%
	Median Closed Price	760,000	845,000	831,000	865,000	875,000	859,000	875,000	828,500	860,000	874,475	830,000	827,475	8%	845,360	WA	6%
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	6%	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	-34%	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	# of Active Listings	758	820	990	1,131	1,313	1,440	1,676	1,974	2,124	2,055	1,658	1,169	39%	1,426	A	-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	106%	14,955	YTD	13%
	# 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	A	-18%
	# of Closed Sales	551	643	835	654	629	901	1,093	1,109	1,189	1,202	992	972	31%	10,770	T	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%

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
2019	Active Listings (EOM)	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	AVG	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	14%	13,363	YTD	1%
	# 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	AVG	20%
	# of Closed Sales	470	611	710	875	1,069	983	990	968	750	859	812	744	19%	9,841	YTD	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%
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%

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 |

2014 - 2023

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	760	787	885	1,009	1,134	1,265	1,344	1,310	1,506	1,398	1,085	724	1,101	AVG
% of 12 Month Avg.	69%	72%	80%	92%	103%	115%	122%	119%	137%	127%	99%	66%		
New Listings Taken in Month	801	888	1,255	1,277	1,434	1,449	1,294	1,170	1,375	1,083	673	389	13,088	T
% of 12 Month Avg.	73%	81%	115%	117%	132%	133%	119%	107%	126%	99%	62%	36%		
# of Pending Transactions	739	849	1,106	1,114	1,235	1,202	1,090	1,073	1,027	991	804	565	11,794	T
% of 12 Month Avg.	75%	86%	113%	113%	126%	122%	111%	109%	104%	101%	82%	57%		
Months Supply of Inventory	1.0	0.9	0.8	0.9	0.9	1.1	1.2	1.2	1.5	1.4	1.4	1.3	1.1	AVG
% of 12 Month Avg.	91%	82%	71%	80%	81%	93%	109%	108%	129%	124%	119%	113%		
# of Closed Units	527	611	840	898	1,009	1,084	1,052	994	903	921	784	753	10,376	T
% of 12 Month Avg.	61%	71%	97%	104%	117%	125%	122%	115%	104%	107%	91%	87%		
Median Closed Price	626,550	634,273	662,618	681,580	693,818	697,040	693,700	687,145	673,825	680,793	678,738	673,472	673,629	AVG
% of 12 Month Avg.	93%	94%	98%	101%	103%	103%	103%	102%	100%	101%	101%	100%		

Seattle (All Areas)
RESIDENTIAL & CONDOMINIUM
Closed Sales by Price by Month

2024

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	3	0	3	2	5	2	1	2	0	2	0	3	23
\$250,000 to \$499,999	54	70	84	84	86	94	83	90	51	90	85	85	956
\$500,000 to \$749,999	111	147	188	182	200	156	173	147	146	191	157	145	1,943
\$750,000 to \$999,999	89	167	187	195	277	208	205	177	142	212	146	144	2,149
\$1,000,000 to \$1,499,999	65	126	126	175	207	154	157	131	115	198	140	108	1,702
\$1,500,000 to \$2,499,999	25	57	77	94	99	68	87	68	58	91	61	51	836
\$2,500,000 and above	5	19	23	24	31	22	33	19	23	21	17	18	255
Grand Total	352	586	688	756	905	704	739	634	535	805	606	554	7,864

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

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	200%	-100%	50%	N/A	67%	N/A	-75%	-60%	-100%	100%	-100%	-25%	0%
\$250,000 to \$499,999	-2%	-5%	-13%	-5%	-3%	-16%	-14%	-5%	-45%	20%	35%	52%	-4%
\$500,000 to \$749,999	-3%	-20%	-16%	-16%	-12%	-35%	-16%	-26%	-20%	7%	23%	4%	-13%
\$750,000 to \$999,999	-4%	7%	26%	11%	36%	-6%	12%	-5%	0%	31%	16%	22%	12%
\$1,000,000 to \$1,499,999	-3%	54%	2%	39%	16%	-12%	16%	-7%	-1%	45%	25%	54%	16%
\$1,500,000 to \$2,499,999	32%	148%	18%	45%	22%	-20%	19%	-4%	-2%	60%	17%	42%	22%
\$2,500,000 and above	67%	137%	5%	9%	55%	-19%	50%	-21%	92%	110%	42%	125%	34%
Grand Total	0%	11%	1%	9%	13%	-18%	3%	-12%	-11%	30%	23%	29%	5%