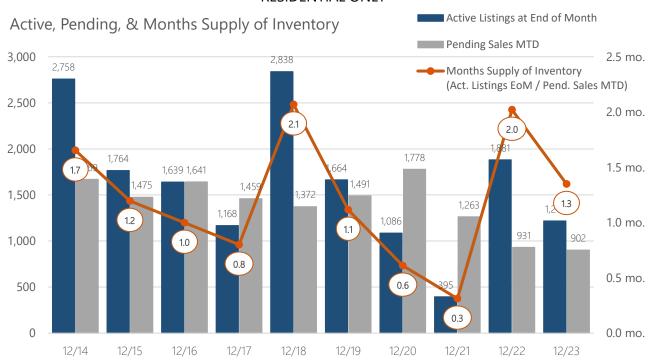
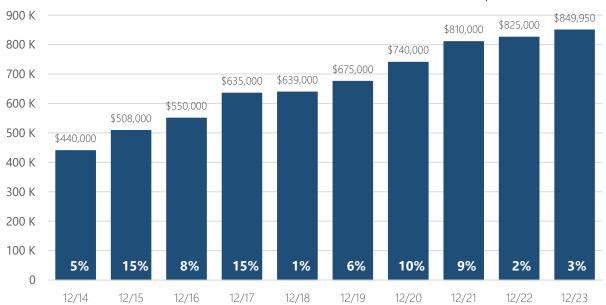


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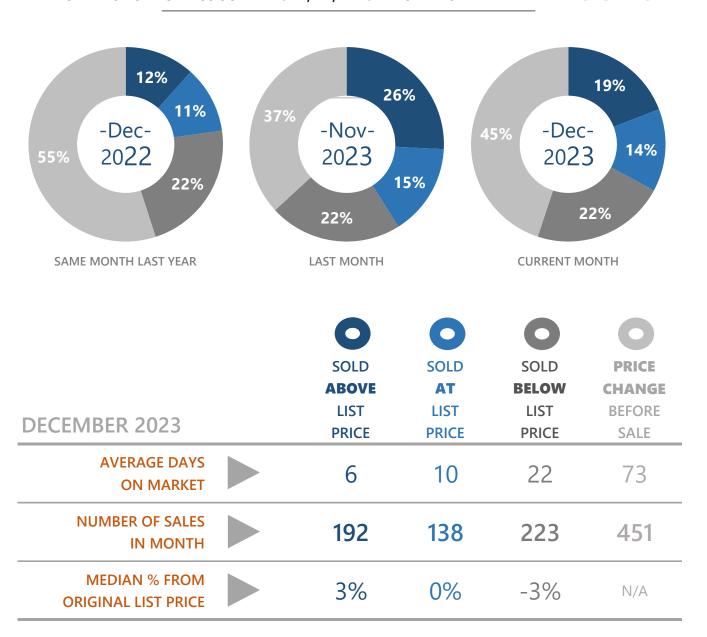
Median Closed Sales Price For Current Month Sold Properties





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





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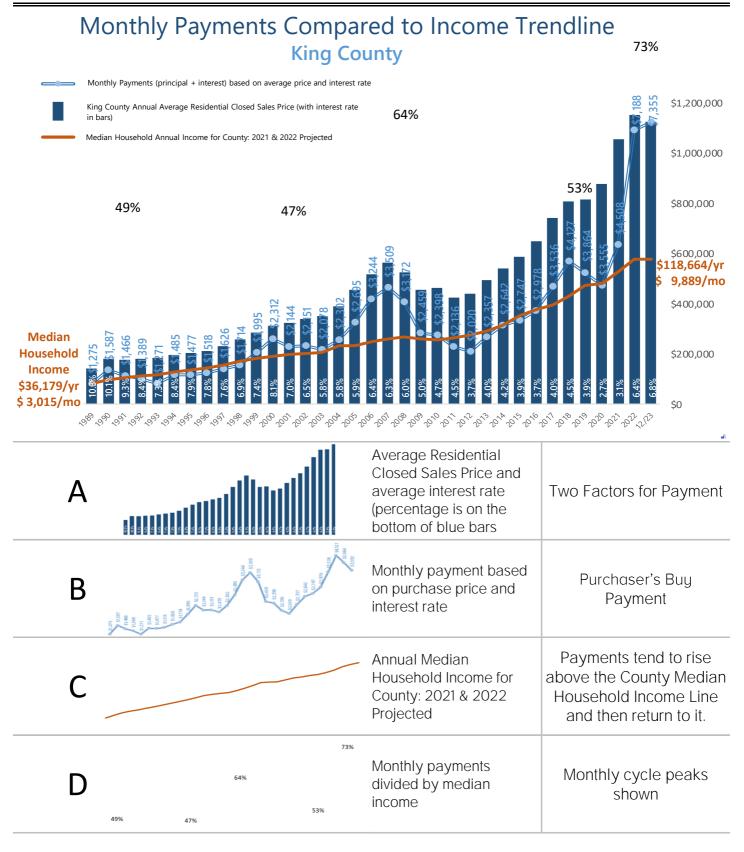
Sales Price to List Price based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	457	45.5%
15 - 30	96.7%	97.8%	179	17.8%
31 - 60	94.7%	97.7%	210	20.9%
61 - 90	93.1%	98.4%	74	7.4%
90+	90.8%	97.2%	84	8.4%
	23.376	31.270		
Totals			1004	100.0%

The Cost of Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
December, 2023	\$849,950	6.82%	\$5,552
December, 2022	\$825,000	6.36%	\$5,139
	\$24,950	0.46%	\$414 Per Month
* Per FreddieMac.com/pmms - Avei	\$4,962 Per Year		







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What Are The Odds of Selling?



Percentage of Pending Sales that do not Close





Months Supply

of

Inventory

•

CURRENT MONTH

KING & SNOHOMISH COUNTY

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

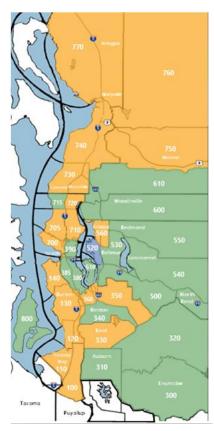
Area	Mor	nths Inven	tory	Area	Months Inventory					
	2021	2022	2023		2021	2022	2023			
100	0.2	1.5		530	0.1	2.1	1.2			
110	0.2	1.4	1.2	540	0.2	2.7	1.0			
120	0.4	1.6	1.4	550	0.3	3.0	0.9			
130	0.4	1.9	1.1	560	0.1	1.6	2.0			
140	0.2		1.7	600	0.3	2.1	0.9			
300	0.4	2.6	1.4	610	0.6	2.1	0.5			
310	0.3	2.1	1.2	700	0.7	1.7	1.8			
320	0.3	2.5	1.2	701	0.0	0.0	0.0			
330	0.4	1.8	1.2	705	0.3	1.6	1.1			
340	0.2	2.1	1.0	710	0.3	1.8	2.0			
350	0.2	1.4	1.1	715	0.1	2.3	0.7			
360	0.4	1.6	1.8	720	0.5	1.9	0.9			
380	0.6	3.9	2.2	730	0.2	1.8	0.6			
385	0.5	2.5	2.1	740	0.2	1.8	0.7			
390	0.6	3.1	2.2	750	0.6	1.5	1.0			
500	0.4	2.7	1.5	760	0.4	1.7	1.2			
510	0.1	3.2		770	0.2	1.8	0.9			
520	0.6	10.5	4.4	800	0.6	3.7	4.0			

2 YEARS AGO

1 YEAR AGO

CURRENT YEAR









Statistics To Know

Residential

	December, 2023	December, 2022	Difference	% Change
Months Supply of Inventory	1.3	2.0	-0.7	-33%
Active Listings at End of Month	1,217	1,881	-664	-35%
Pending Sales MTD	902	931	-29	-3%
Pending Sales (Trailing 12 Months)	19,417	23,755	-4,338	-18%
Closed Sales MTD	1,017	1,137	-120	-11%
Closed Sales (Trailing 12 Months)	16,588	21,745	-5,157	-24%
Closed Sales Price (Median)	\$849,950	\$825,000	\$24,950	3%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.4%	0.5%	7%
Monthly Payments (P&I)	\$5,552	\$5,139	\$414	8%

Condominium

	December, 2023	December, 2022	Difference	% Change
Months Supply of Inventory	2.0	2.4	-0.4	-17%
Active Listings at End of Month	656	648	8	1%
Pending Sales MTD	334	275	59	21%
Pending Sales (Trailing 12 Months)	6,021	7,122	-1,101	-15%
Closed Sales MTD	299	333	-34	-10%
Closed Sales (Trailing 12 Months)	4,927	6,603	-1,676	-25%
Closed Sales Price (Median)	\$537,000	\$465,000	\$72,000	15%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.4%	0.5%	7%
Monthly Payments (P&I)	\$3,508	\$2,896	\$612	21%

Residential & Condominium

	December, 2023	December, 2022	Difference	% Change
Months Supply of Inventory	1.5	2.1	-0.6	-28%
Active Listings at End of Month	1,873	2,529	-656	-26%
Pending Sales MTD	1,236	1,206	30	2%
Pending Sales (Trailing 12 Months)	25,438	30,877	-5,439	-18%
Closed Sales MTD	1,316	1,470	-154	-10%
Closed Sales (Trailing 12 Months)	21,515	28,348	-6,833	-24%
Closed Sales Price (Median)	\$775,000	\$735,000	\$40,000	5%
30-Year-Fixed-Rate Mortgage Rates	6.8%	6.4%	0.5%	7%
Monthly Payments (P&I)	\$5,063	\$4,578	\$485	11%

Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service.



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		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC	MTD % Change	YTD Summary	π	YTD % Change
2023	Active Listings (EOM)	1,652	1,488	1,787	1,842	1,938	2,181	2,293	2,311	2,533	2,296	1,889	1,217	-35%	1,952	AVG	-15%
	New Listings Taken in Month	1,329	1,404	2,268	2,021	2,400	2,491	2,158	1,998	2,126	1,583	1,128	582	-17%	21,488	YTD	-28%
	# of Pending Transactions	1,397	1,514	1,836	1,866	2,120	1,999	1,826	1,734	1,595	1,457	1,171	902	-3%	19,417	YTD	-18%
	Months Supply of Inventory	1.2	1.0	1.0	1.0	0.9	1.1	1.3	1.3	1.6	1.6	1.6	1.3	-33%	1.2	AVG	-3%
	# of Closed Sales	785	1,111	1,515	1,456	1,661	1,860	1,640	1,656	1,380	1,368	1,139	1,017	-11%	16,588	YTD	-24%
	Median Closed Price	781,098	800,000	840,000	875,000	910,000	935,000	897,500	906,250	900,000	882,997	885,500	849,950	3%	874,167	WA	-3%
2022	Active Listings (EOM)	487	649	973	1,572	2,073	3,256	3,684	3,328	3,683	3,286	2,694	1,881	376%	2,297	AVG	93%
	New Listings Taken in Month	1,493	2,173	3,177	3,296	3,616	3,913	3,153	2,466	2,772	1,994	1,269	701	-26%	30,023	YTD	-8%
	# of Pending Transactions	1,398	1,966	2,736	2,588	2,812	2,192	2,098	2,270	1,816	1,705	1,243	931	-26%	23,755	YTD	-26%
	Months Supply of Inventory	0.3	0.3	0.4	0.6	0.7	1.5	1.8	1.5	2.0	1.9	2.2	2.0	546%	1.3	AVG	187%
	# of Closed Sales	1,137	1,242	2,149	2,352	2,533	2,482	1,952	2,039	1,815	1,595	1,312	1,137	-43%	21,745	YTD	-27%
	Median Closed Price	775,000	857,750	930,000	995,000	998,888	938,225	890,000	899,999	875,000	903,000	827,000	825,000	2%	897,540	WA	9%
2021	Active Listings (EOM)	1,055	998	976	1,380	1,200	1,456	1,784	1,485	1,634	1,268	680	395	-64%	1,193	AVG	-44%
	New Listings Taken in Month	1,888	2,131	3,163	3,584	3,417	3,804	3,373	2,929	3,114	2,445	1,595	1,074	-23%	32,517	YTD	3%
	# of Pending Transactions	1,903	2,149	3,092	3,050	3,434	3,406	2,939	3,116	2,909	2,736	2,131	1,263	-29%	32,128	YTD	2%
	Months Supply of Inventory	0.6	0.5	0.3	0.5	0.3	0.4	0.6	0.5	0.6	0.5	0.3	0.3	-49%	0.4	AVG	-46%
	# of Closed Sales	1,526	1,593	2,256	2,617	2,844	3,194	3,229	2,873	2,672	2,707	2,371	1,987	-19%	29,869	YTD	13%
	Median Closed Price	725,000	750,000	824,997	830,000	869,975	860,000	871,000	850,000	825,600	824,270	820,000	810,000	9%	823,944	WA	15%
2020	Active Listings (EOM)	1,582	1,689	2,118	2,434	2,513	2,428	2,634	2,590	2,420	2,258	1,621	1,086	-35%	2,114	AVG	-40%
	New Listings Taken in Month	1,781	2,271	2,932	2,131	2,830	3,181	3,591	3,504	3,228	2,986	1,702	1,403	59%	31,540	YTD	1%
	# of Pending Transactions	1,855	2,175	2,415	1,839	2,776	3,232	3,430	3,537	3,326	3,007	2,203	1,778	19%	31,573	YTD	4%
	Months Supply of Inventory	0.9	8.0	0.9	1.3	0.9	0.8	8.0	0.7	0.7	0.8	0.7	0.6	-45%	8.0	AVG	-41%
	# of Closed Sales	1,311	1,397	1,840	1,635	1,637	2,304	2,764	2,783	2,848	3,027	2,434	2,448	30%	26,428	YTD	5%
	Median Closed Price	630,525	675,000	720,400	715,000	672,000	725,000	727,500	742,950	753,600	745,000	730,500	740,000	10%	716,527	WA	7%
2019	# of Active Listings	2,820	2,850	3,277	3,575	4,511	4,625	4,399	4,194	4,177	3,620	2,592	1,664	-41%	3,525	Α	9%
	New Listings Taken in Month	1,986	1,854	3,238	3,434	4,444	3,487	2,883	2,587	2,799	2,303	1,320	880	-2%	31,215	YTD	0%
	# of Pending Transactions	1,904	1,790	2,847	3,129	3,388	3,166	2,919	2,623	2,545	2,592	2,094	1,491	9%	30,488	YTD	8%
	Months Supply of Inventory	1.5	1.6	1.2	1.1	1.3	1.5	1.5	1.6	1.6	1.4	1.2	1.1	-46%	1.4	Α	-2%
	# of Closed Sales	1,224	1,417	1,784	2,147	2,642	2,718	2,635	2,531	1,974	2,225	2,028	1,880	10%	25,205	Т	4%
	Median Closed Price	610,000	655,000	667,725	690,000	700,000	695,000	680,000	670,000	660,000	660,000	661,500	675,000	6%	669,450	WA	-1%



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		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC	MTD % Change	YTD Summary	π	YTD % Change
2018	Active Listings (EOM)	1,243	1,359	1,687	2,118	2,912	3,718	4,163	4,667	5,213	4,873	4,020	2,838	143%	3,234	AVG	
N	lew Listings Taken in Month	1,759	1,963	3,052	3,100	4,207	3,906	3,383	3,160	3,280	2,558	1,666	800	-11%	32,834	YTD	5%
	# of Pending Transactions	1,747	1,894	2,710	2,669	3,312	2,977	2,693	2,430	2,244	2,295	1,926	1,372	-6%	28,269	YTD	-10%
!	Months Supply of Inventory	0.7	0.7	0.6	8.0	0.9	1.2	1.5	1.9	2.3	2.1	2.1	2.1	158%	1.4	AVG	73%
	# of Closed Sales	1,259	1,403	1,883	2,122	2,474	2,758	2,577	2,385	1,833	2,052	1,811	1,704	-19%	24,261	YTD	-11%
	Median Closed Price	628,388	649,950	689,950	725,000	726,275	715,000	699,000	669,000	668,000	670,999	643,913	639,000	1%	678,596	WA	9%
2017	Active Listings (EOM)	1,567	1,432	1,701	1,886	2,147	2,600	2,898	2,820	3,104	2,619	1,879	1,168	-29%	2,152	AVG	-20%
N	ew Listings Taken in Month	1,753	1,862	2,862	2,860	3,599	3,833	3,273	3,105	3,040	2,439	1,620	901	-13%	31,147	YTD	-3%
	# of Pending Transactions	1,919	2,050	2,691	2,728	3,395	3,359	2,950	3,073	2,736	2,760	2,215	1,459	-11%	31,335	YTD	-5%
1	Months Supply of Inventory	0.8	0.7	0.6	0.7	0.6	0.8	1.0	0.9	1.1	0.9	0.8	0.8	-20%	0.8	AVG	-16%
	# of Closed Sales	1,579	1,337	2,078	2,031	2,573	2,888	2,727	2,797	2,512	2,441	2,224	2,094	-3%	27,281	YTD	1%
	Median Closed Price	525,000	565,000	599,950	625,000	633,500	654,650	658,000	650,000	625,000	630,000	630,750	635,000	15%	621,563	WA	15%
2016	Active Listings (EOM)	1,934	1,923	2,157	2,600	2,696	3,177	3,554	3,418	3,699	3,025	2,309	1,639	-7%	2,678	AVG	-9%
N	lew Listings Taken in Month	1,863	2,101	2,966	3,319	3,436	3,790	3,506	3,101	3,169	2,198	1,519	1,033	0%	32,001	YTD	4%
	# of Pending Transactions	1,812	2,299	2,877	3,031	3,500	3,362	3,198	3,195	2,921	2,829	2,224	1,641	11%	32,889	YTD	-1%
1	Months Supply of Inventory	1.1	0.8	0.7	0.9	0.8	0.9	1.1	1.1	1.3	1.1	1.0	1.0	-16%	1.0	AVG	-9%
	# of Closed Sales	1,314	1,330	1,910	2,153	2,509	2,894	2,803	2,789	2,517	2,514	2,249	2,155	5%	27,137	YTD	2%
	Median Closed Price	490,970	514,975	531,250	540,000	560,000	573,522	555,000	550,000	538,000	550,000	550,000	550,000	8%	542,778	WA	13%
2015	Active Listings (EOM)	2,681	2,721	2,737	3,003	3,280	3,418	3,551	3,490	3,403	3,064	2,302	1,764	-36%	2,951	AVG	-25%
N	lew Listings Taken in Month	1,906	2,294	2,966	3,431	3,470	3,331	3,207	2,796	2,654	2,348	1,400	1,036	-5%	30,839	YTD	-2%
	# of Pending Transactions	2,140	2,485	3,231	3,410	3,447	3,321	3,197	2,971	2,753	2,675	2,122	1,475	-12%	33,227	YTD	7%
1	Months Supply of Inventory	1.3	1.1	0.8	0.9	1.0	1.0	1.1	1.2	1.2	1.1	1.1	1.2	-28%	1.1	AVG	-30%
	# of Closed Sales	1,340	1,383	2,091	2,352	2,684	2,904	2,900	2,575	2,364	2,301	1,741	2,058	4%	26,693	YTD	9%
	Median Closed Price	441,500	429,900	440,250	480,000	480,942	500,000	485,000	499,950	490,250	480,000	499,950	508,000	15%	479,309	WA	9%
2014	Active Listings (EOM)	3,132	3,173	3,258	3,541	4,158	4,452	4,862	4,967	4,958	4,504	3,658	2,758	-12%	3,952	AVG	3%
N	lew Listings Taken in Month	1,964	2,107	2,712	3,125	3,789	3,415	3,396	2,935	2,894	2,485	1,556	1,089	-1%	31,467	YTD	2%
	# of Pending Transactions	2,010	2,154	2,784	2,981	3,349	3,175	2,901	2,782	2,617	2,640	2,128	1,669	9%	31,190	YTD	-1%
1	Months Supply of Inventory	1.6	1.5	1.2	1.2	1.2	1.4	1.7	1.8	1.9	1.7	1.7	1.7	-19%	1.5	AVG	2%
	# of Closed Sales	1,309	1,241	1,772	2,016	2,326	2,476	2,666	2,384	2,113	2,238	1,870	1,982	10%	24,393	YTD	-1%
	Median Closed Price	410,000	405,400	414,950	430,500	442,250	453,500	468,000	437,000	460,000	447,250	440,000	440,000	5%	438,198	WA	7%
2013	Active Listings (EOM)	2,975	2,947	2,972	3,221	3,759	4,203	4,582	4,900	4,965	4,575	3,820	3,127	6%	3,837	AVG	-19%
N	lew Listings Taken in Month	1,985	2,246	2,702	3,062	3,521	3,355	3,246	3,085	2,701	2,366	1,582	1,096	1%	30,947	YTD	13%
	# of Pending Transactions	2,109	2,469	2,936	3,053	3,236	3,092	3,010	2,845	2,508	2,579	2,048	1,529	-5%	31,414	YTD	5%
1	Months Supply of Inventory	1.4	1.2	1.0	1.1	1.2	1.4	1.5	1.7	2.0	1.8	1.9	2.0	12%	1.5	AVG	-22%
	# of Closed Sales	1,363	1,307	1,825	2,096	2,516	2,422	2,648	2,560	2,200	2,187	1,775	1,794	3%	24,693	YTD	15%
	Median Closed Price	350,000	365,000	392,000	400,000	417,500	427,500	434,000	430,000	420,000	426,000	414,000	419,825	10%	409,580	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

89%

% of 12 Month Avg.

94%

99%

103%

104%

105%

103%

102%

101%

101%

99%

100%



All King County

RESIDENTIAL ONLY

	MONTHLY AVERAGES BASED ON HISTORICAL DATA											2013 - 2022				
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC	Annual Totals	π		
Active Listings (EOM)	1,948	1,974	2,186	2,533	2,925	3,333	3,611	3,586	3,726	3,309	2,558	1,832	2,793	AVC		
% of 12 Month Avg.	70%	71%	78%	91%	105%	119%	129%	128%	133%	118%	92%	66%				
New Listings Taken in Month	1,838	2,100	2,977	3,134	3,633	3,602	3,301	2,967	2,965	2,412	1,523	1,001	31,453	Т		
% of 12 Month Avg.	70%	80%	114%	120%	139%	137%	126%	113%	113%	92%	58%	38%				
# of Pending Transactions	1,880	2,143	2,832	2,848	3,265	3,128	2,934	2,884	2,638	2,582	2,033	1,461	30,627	Т		
% of 12 Month Avg.	74%	84%	111%	112%	128%	123%	115%	113%	103%	101%	80%	57%				
Months Supply of Inventory	1.0	0.9	0.8	0.9	0.9	1.1	1.2	1.2	1.4	1.3	1.3	1.3	1.1	AVC		
% of 12 Month Avg.	94%	83%	70%	80%	81%	96%	111%	113%	128%	116%	114%	113%				
# of Closed Units	1,336	1,365	1,959	2,152	2,474	2,704	2,690	2,572	2,285	2,329	1,982	1,924	25,771	Т		
% of 12 Month Avg.	62%	64%	91%	100%	115%	126%	125%	120%	106%	108%	92%	90%				
Median Closed Price	558,638	586,798	621,147	643,050	650,133	654,240	646,750	639,890	631,545	633,652	621,761	624,183	625,982	AVO		



RESIDENTIAL ONLY

Closed Sales by Price by Month

2023

Grand Total	784	1.110	1.498	1,440	1.661	1.859	1.614	1,640	1,360	1.368	1.132	1.004	16.470
\$2,500,000 and above	24	44	67	87	71	93	83	97	71	75	59	48	819
\$1,500,000 to \$2,499,999	78	104	211	209	251	309	251	258	203	176	167	137	2,354
\$1,000,000 to \$1,499,999	130	201	306	283	398	434	341	374	302	312	248	183	3,512
\$750,000 to \$999,999	204	284	334	355	393	457	390	399	315	327	261	258	3,977
\$500,000 to \$749,999	273	398	479	426	473	470	469	432	397	400	318	329	4,864
\$250,000 to \$499,999	74	76	96	78	72	96	78	77	68	76	76	49	916
\$0 to \$249,999	1	3	5	2	3	0	2	3	4	2	3	0	28
SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD

2022

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	3	1	3	1	0	2	3	4	2	0	4	3	26
\$250,000 to \$499,999	91	67	82	76	67	85	95	117	102	94	106	118	1,100
\$500,000 to \$749,999	414	370	487	495	514	619	539	594	521	460	423	345	5,781
\$750,000 to \$999,999	291	334	612	610	678	643	505	489	456	364	295	284	5,561
\$1,000,000 to \$1,499,999	177	245	443	524	617	591	433	462	366	386	272	210	4,726
\$1,500,000 to \$2,499,999	115	153	358	474	482	400	265	289	273	221	153	134	3,317
\$2,500,000 and above	46	69	164	173	152	135	95	85	77	70	58	41	1,165
Grand Total	1,137	1,239	2,149	2,353	2,510	2,475	1,935	2,040	1,797	1,595	1,311	1,135	21,676

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-67%	200%	67%	100%	N/A	-100%	-33%	-25%	100%	N/A	-25%	-100%	8%
\$250,000 to \$499,999	-19%	13%	17%	3%	7%	13%	-18%	-34%	-33%	-19%	-28%	-58%	-17%
\$500,000 to \$749,999	-34%	8%	-2%	-14%	-8%	-24%	-13%	-27%	-24%	-13%	-25%	-5%	-16%
\$750,000 to \$999,999	-30%	-15%	-45%	-42%	-42%	-29%	-23%	-18%	-31%	-10%	-12%	-9%	-28%
\$1,000,000 to \$1,499,999	-27%	-18%	-31%	-46%	-35%	-27%	-21%	-19%	-17%	-19%	-9%	-13%	-26%
\$1,500,000 to \$2,499,999	-32%	-32%	-41%	-56%	-48%	-23%	-5%	-11%	-26%	-20%	9%	2%	-29%
\$2,500,000 and above	-48%	-36%	-59%	-50%	-53%	-31%	-13%	14%	-8%	7%	2%	17%	-30%
Grand Total	-31%	-10%	-30%	-39%	-34%	-25%	-17%	-20%	-24%	-14%	-14%	-12%	-24%