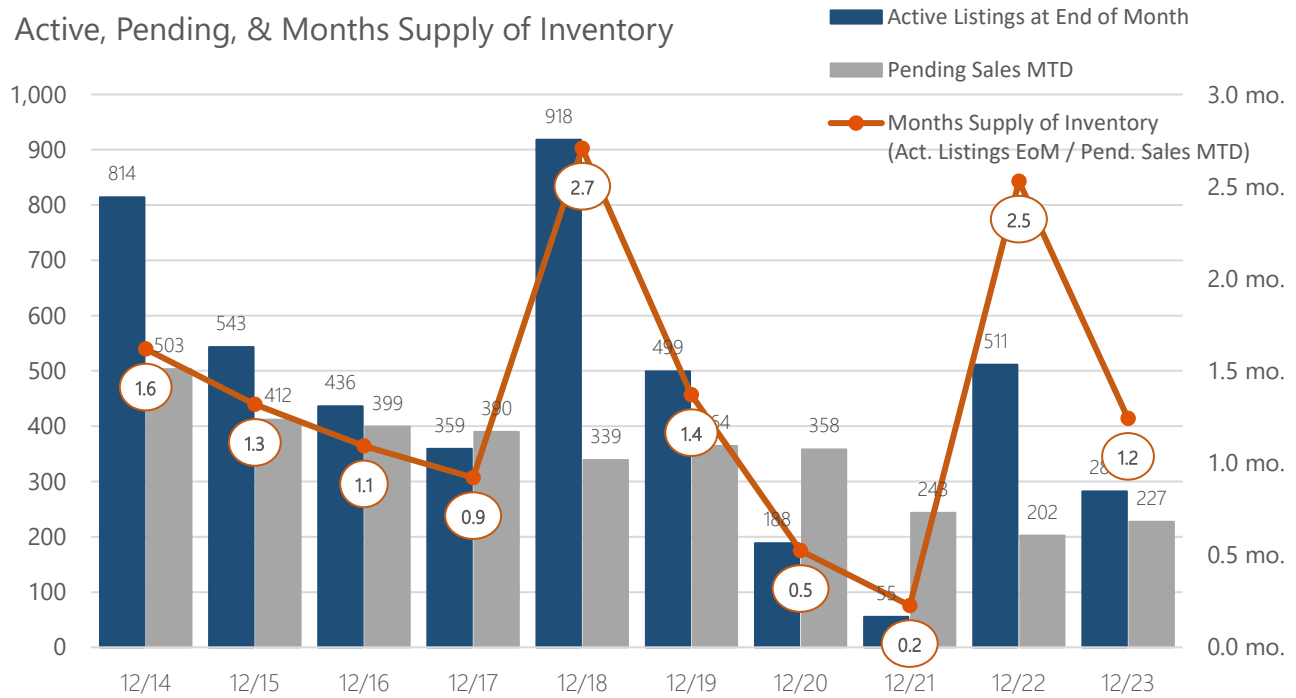


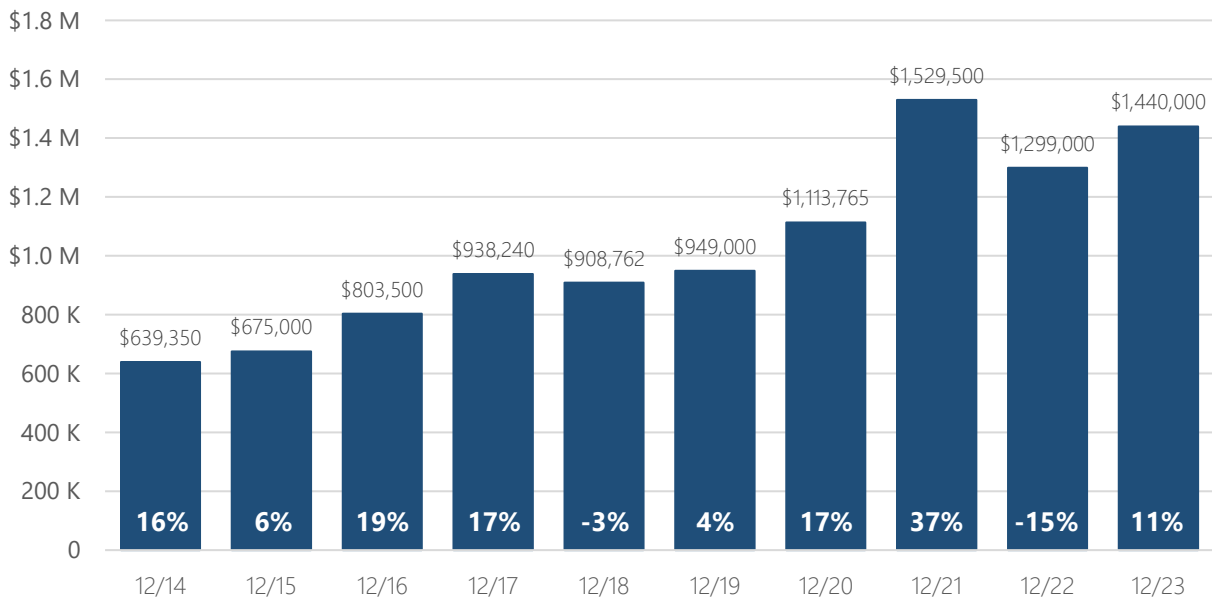
Eastside (All Areas)

RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



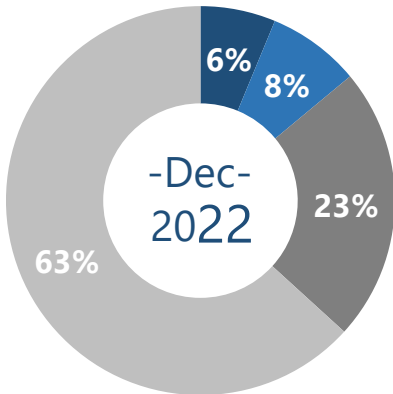
Median Closed Sales Price For Current Month Sold Properties



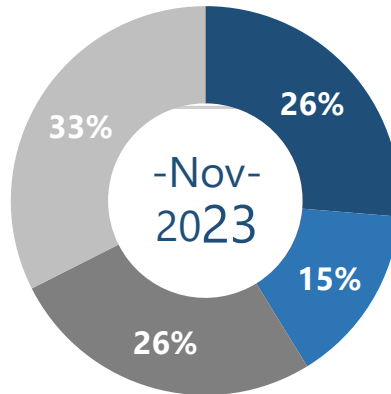
Eastside (All Areas)

RESIDENTIAL ONLY

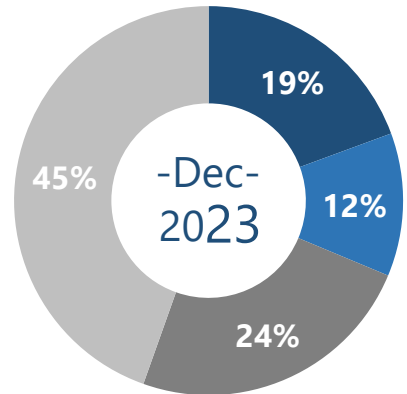
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



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	▶	4	7	19	77
NUMBER OF SALES IN MONTH	▶	57	35	71	131
MEDIAN % FROM ORIGINAL LIST PRICE	▶	5%	0%	-3%	N/A

Eastside (All Areas)

RESIDENTIAL ONLY

Sales Price to List Price
based on Market Time

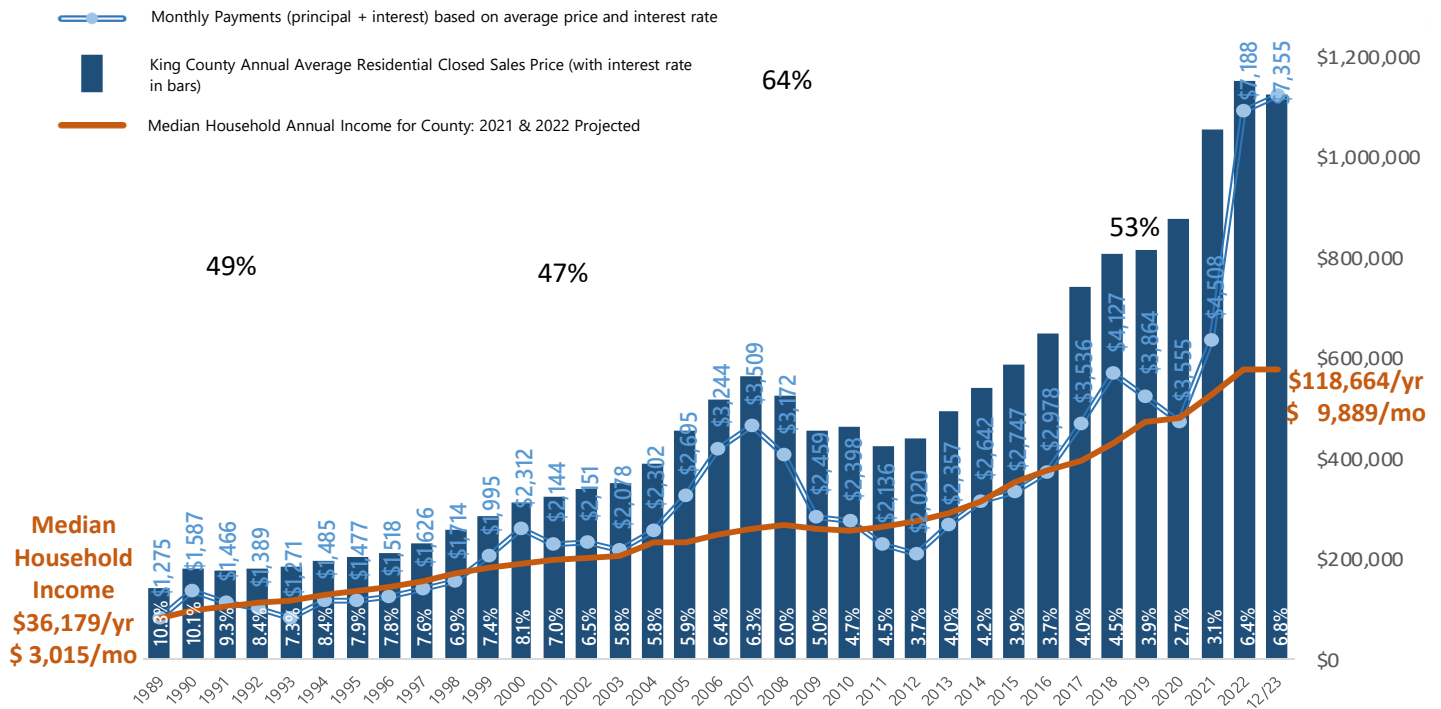
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	141	48.0%
15 - 30	95.6%	96.7%	55	18.7%
31 - 60	94.2%	97.3%	59	20.1%
61 - 90	94.2%	97.6%	13	4.4%
90+	88.3%	96.5%	26	8.8%
Totals			294	100.0%

The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
December, 2023	\$1,440,000	6.82%	\$9,407
December, 2022	\$1,299,000	6.36%	\$8,091
	\$141,000	0.46%	\$1,316 Per Month
			\$15,787 Per Year

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

Monthly Payments Compared to Income Trendline King County



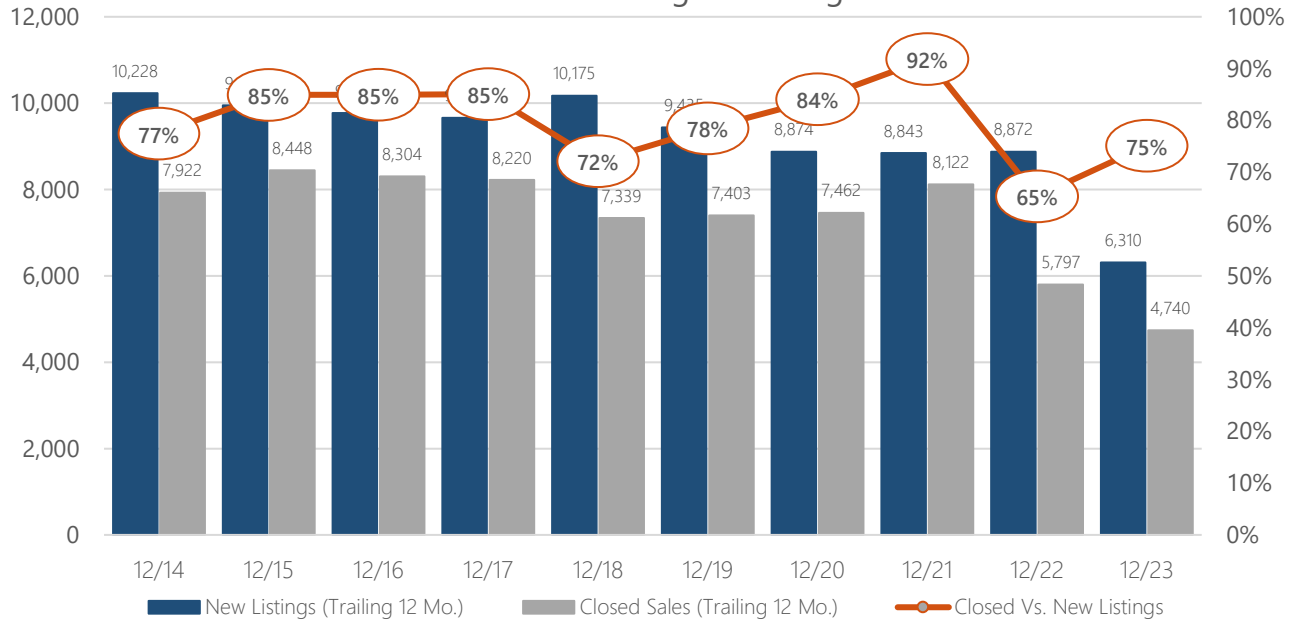
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Annual Median Household Income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

Eastside (All Areas)

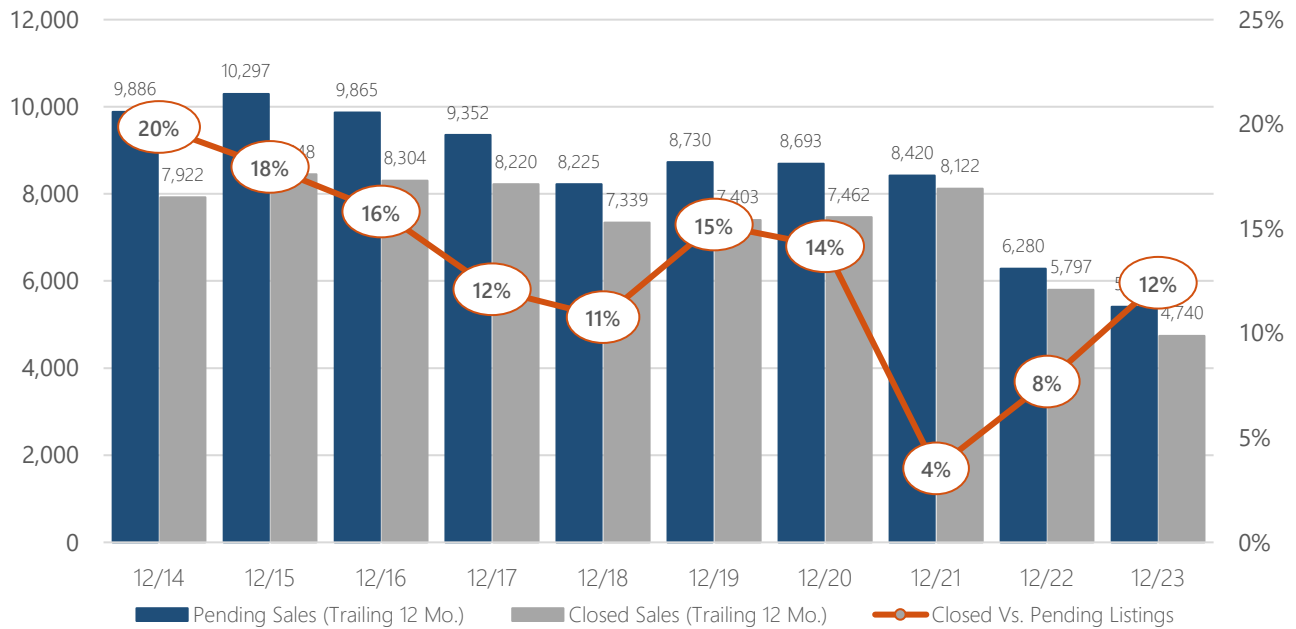
RESIDENTIAL ONLY

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

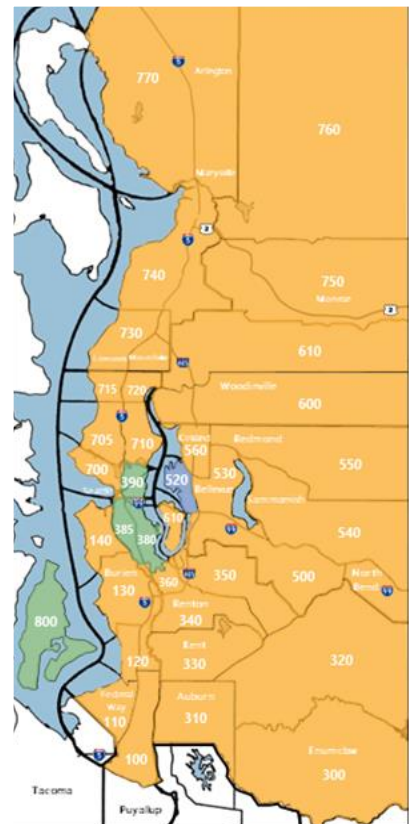
Area	Months Inventory			Area	Months Inventory		
	2021	2022	2023		2021	2022	2023
100	0.2	1.5	1.3	530	0.1	2.1	1.2
110	0.2	1.4	1.2	540	0.2	2.7	1.0
120	0.4	1.6	1.4	550	0.3	3.0	0.9
130	0.4	1.9	1.1	560	0.1	1.6	2.0
140	0.2	1.3	1.7	600	0.3	2.1	0.9
300	0.4	2.6	1.4	610	0.6	2.1	0.5
310	0.3	2.1	1.2	700	0.7	1.7	1.8
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	1.3	770	0.2	1.8	0.9
520	0.6	10.5	4.4	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 ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2023	Active Listings (EOM)	476	422	565	550	580	645	691	698	737	637	489	282	-45%	564	AVG	-20%
	New Listings Taken in Month	369	384	704	554	725	742	689	629	634	449	288	143	-16%	6,310	YTD	-29%
	# of Pending Transactions	341	389	501	529	604	571	542	516	469	414	309	227	12%	5,412	YTD	-14%
	Months Supply of Inventory	1.4	1.1	1.1	1.0	1.0	1.1	1.3	1.4	1.6	1.5	1.6	1.2	-51%	1.3	AVG	-15%
	# of Closed Sales	184	269	396	397	463	575	455	533	418	410	343	297	9%	4,740	YTD	-18%
	Median Closed Price	1,320,000	1,340,000	1,411,500	1,450,000	1,450,000	1,500,000	1,453,000	1,427,500	1,420,000	1,400,000	1,440,000	11%	1,423,444	WA	-5%	
2022	Active Listings (EOM)	102	148	288	533	745	1,105	1,197	1,022	1,033	972	768	511	829%	702	AVG	207%
	New Listings Taken in Month	369	586	976	1,061	1,156	1,204	979	681	800	574	315	171	-17%	8,872	YTD	0%
	# of Pending Transactions	310	508	779	752	754	546	575	628	542	401	283	202	-17%	6,280	YTD	-25%
	Months Supply of Inventory	0.3	0.3	0.4	0.7	1.0	2.0	2.1	1.6	1.9	2.4	2.7	2.5	1018%	1.5	AVG	357%
	# of Closed Sales	234	252	551	678	731	678	479	581	539	476	325	273	-39%	5,797	YTD	-29%
	Median Closed Price	1,515,500	1,697,500	1,700,000	1,722,500	1,590,000	1,500,000	1,420,000	1,350,000	1,350,000	1,350,000	1,316,000	1,299,000	-15%	1,500,043	WA	12%
2021	Active Listings (EOM)	219	224	216	309	239	288	350	278	282	185	100	55	-71%	229	AVG	-62%
	New Listings Taken in Month	467	577	927	1,012	922	1,116	925	852	788	598	401	258	-12%	8,843	YTD	0%
	# of Pending Transactions	423	549	893	864	931	997	792	873	741	655	459	243	-32%	8,420	YTD	-3%
	Months Supply of Inventory	0.5	0.4	0.2	0.4	0.3	0.3	0.4	0.3	0.4	0.3	0.2	0.2	-57%	0.3	AVG	-62%
	# of Closed Sales	344	363	617	745	808	921	965	833	769	717	589	451	-32%	8,122	YTD	9%
	Median Closed Price	1,149,000	1,265,000	1,350,000	1,300,000	1,298,475	1,364,000	1,330,563	1,300,000	1,310,000	1,365,000	1,428,000	1,529,500	37%	1,338,234	WA	32%
2020	Active Listings (EOM)	517	519	682	782	825	819	818	739	575	473	316	188	-62%	604	AVG	-50%
	New Listings Taken in Month	534	640	924	588	841	974	1,011	985	861	794	429	293	44%	8,874	YTD	-6%
	# of Pending Transactions	503	625	659	480	778	933	968	1,016	975	854	544	358	-2%	8,693	YTD	0%
	Months Supply of Inventory	1.0	0.8	1.0	1.6	1.1	0.9	0.8	0.7	0.6	0.6	0.6	0.5	-62%	0.9	AVG	-48%
	# of Closed Sales	290	359	505	466	426	691	816	820	836	890	701	662	26%	7,462	YTD	1%
	Median Closed Price	892,003	985,000	1,035,000	936,995	945,250	976,800	1,007,521	1,050,000	1,040,000	1,050,000	1,060,000	1,113,765	17%	1,011,259	WA	9%
2019	# of Active Listings	979	1,001	1,207	1,285	1,567	1,618	1,531	1,405	1,356	1,149	777	499	-46%	1,198	A	12%
	New Listings Taken in Month	613	591	1,104	1,093	1,395	1,054	869	757	807	625	323	204	-14%	9,435	YTD	-2%
	# of Pending Transactions	497	537	876	997	1,031	883	833	738	696	697	581	364	7%	8,730	YTD	6%
	Months Supply of Inventory	2.0	1.9	1.4	1.3	1.5	1.8	1.8	1.9	1.9	1.6	1.3	1.4	-49%	1.7	A	0%
	# of Closed Sales	322	379	537	648	859	853	803	749	554	607	568	524	7%	7,403	T	1%
	Median Closed Price	910,000	900,000	950,000	927,500	928,800	950,000	925,000	935,000	928,500	900,000	900,000	949,000	4%	925,682	WA	0%

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 ONLY

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2018 Active Listings (EOM)	412	475	577	736	1,040	1,278	1,378	1,556	1,690	1,537	1,246	918	156%	1,070	AVG	55%
New Listings Taken in Month	497	649	990	987	1,429	1,248	1,027	978	975	723	449	223	-6%	10,175	YTD	5%
# of Pending Transactions	448	570	850	795	1,056	916	776	705	642	614	514	339	-13%	8,225	YTD	-12%
Months Supply of Inventory	0.9	0.8	0.7	0.9	1.0	1.4	1.8	2.2	2.6	2.5	2.4	2.7	194%	1.7	AVG	87%
# of Closed Sales	353	370	557	663	748	911	798	735	569	627	516	492	-18%	7,339	YTD	-11%
Median Closed Price	938,000	950,000	926,000	943,000	960,000	977,759	947,500	935,000	890,000	890,000	885,000	908,762	-3%	930,133	WA	8%
2017 Active Listings (EOM)	453	438	585	623	760	893	950	899	962	797	562	359	-18%	690	AVG	-19%
New Listings Taken in Month	531	556	931	920	1,208	1,215	1,042	965	908	710	440	236	-2%	9,662	YTD	-1%
# of Pending Transactions	487	565	790	872	1,054	1,045	959	956	832	790	612	390	-2%	9,352	YTD	-5%
Months Supply of Inventory	0.9	0.8	0.7	0.7	0.7	0.9	1.0	0.9	1.2	1.0	0.9	0.9	-16%	0.9	AVG	-15%
# of Closed Sales	425	345	553	585	777	942	855	919	766	764	687	602	0%	8,220	YTD	-1%
Median Closed Price	793,859	832,000	870,000	880,000	875,000	885,000	860,000	853,000	855,000	845,000	851,201	938,240	17%	862,780	WA	15%
2016 Active Listings (EOM)	592	624	740	911	925	1,110	1,207	1,101	1,093	867	632	436	-20%	853	AVG	-15%
New Listings Taken in Month	566	680	968	1,088	1,102	1,250	1,066	892	894	621	406	241	-15%	9,774	YTD	-2%
# of Pending Transactions	540	702	859	934	1,108	1,044	967	947	894	855	616	399	-3%	9,865	YTD	-4%
Months Supply of Inventory	1.1	0.9	0.9	1.0	0.8	1.1	1.2	1.2	1.2	1.0	1.0	1.1	-17%	1.0	AVG	-13%
# of Closed Sales	392	388	565	655	759	938	909	877	770	757	694	600	-6%	8,304	YTD	-2%
Median Closed Price	697,500	739,975	739,440	730,000	760,000	746,500	750,400	769,000	750,000	768,000	759,400	803,500	19%	751,931	WA	14%
2015 Active Listings (EOM)	818	891	925	1,066	1,214	1,247	1,284	1,237	1,153	1,013	719	543	-33%	1,009	AVG	-23%
New Listings Taken in Month	540	757	978	1,143	1,210	1,159	1,054	907	797	732	387	284	-10%	9,948	YTD	-3%
# of Pending Transactions	581	740	1,008	1,046	1,116	1,101	1,031	954	850	818	640	412	-18%	10,297	YTD	4%
Months Supply of Inventory	1.4	1.2	0.9	1.0	1.1	1.1	1.2	1.3	1.4	1.2	1.1	1.3	-19%	1.2	AVG	-25%
# of Closed Sales	419	410	632	740	816	981	932	865	774	715	528	636	2%	8,448	YTD	7%
Median Closed Price	625,000	617,645	632,554	654,650	655,000	670,000	681,600	672,000	680,000	667,000	674,000	675,000	6%	659,386	WA	8%
2014 Active Listings (EOM)	905	965	1,069	1,178	1,443	1,581	1,732	1,790	1,653	1,438	1,098	814	-14%	1,306	AVG	2%
New Listings Taken in Month	588	671	933	1,054	1,308	1,164	1,180	976	850	729	459	316	3%	10,228	YTD	0%
# of Pending Transactions	636	648	869	974	1,114	1,026	952	872	828	814	650	503	18%	9,886	YTD	-2%
Months Supply of Inventory	1.4	1.5	1.2	1.2	1.3	1.5	1.8	2.1	2.0	1.8	1.7	1.6	-27%	1.6	AVG	1%
# of Closed Sales	390	392	529	641	763	795	952	819	731	706	580	624	0%	7,922	YTD	-5%
Median Closed Price	599,500	587,146	599,950	618,000	619,420	630,000	624,900	605,000	605,000	615,864	612,000	639,350	16%	613,330	WA	10%
2013 Active Listings (EOM)	974	951	1,004	1,120	1,329	1,496	1,629	1,706	1,642	1,421	1,180	947	-1%	1,283	AVG	-21%
New Listings Taken in Month	673	726	907	1,054	1,229	1,140	1,144	1,045	825	706	476	308	-9%	10,233	YTD	11%
# of Pending Transactions	691	778	912	1,020	1,079	1,027	1,023	953	791	819	612	427	-18%	10,132	YTD	5%
Months Supply of Inventory	1.4	1.2	1.1	1.1	1.2	1.5	1.6	1.8	2.1	1.7	1.9	2.2	20%	1.6	AVG	-24%
# of Closed Sales	445	452	618	683	830	812	905	899	754	730	607	622	0%	8,357	YTD	15%
Median Closed Price	500,528	528,787	552,415	557,000	560,775	591,825	566,258	575,000	569,000	575,377	555,000	550,000	8%	557,755	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 ONLY

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)	597	624	729	854	1,009	1,144	1,208	1,173	1,144	985	740	527	894	AVG
% of 12 Month Avg.	67%	70%	82%	96%	113%	128%	135%	131%	128%	110%	83%	59%		
New Listings Taken in Month	538	643	964	1,000	1,180	1,152	1,030	904	851	681	409	253	9,604	T
% of 12 Month Avg.	67%	80%	120%	125%	147%	144%	129%	113%	106%	85%	51%	32%		
# of Pending Transactions	512	622	850	873	1,002	952	888	864	779	732	551	364	8,988	T
% of 12 Month Avg.	68%	83%	113%	117%	134%	127%	119%	115%	104%	98%	74%	49%		
Months Supply of Inventory	1.2	1.0	0.9	1.0	1.0	1.2	1.4	1.4	1.5	1.3	1.3	1.4	1.2	AVG
% of 12 Month Avg.	96%	83%	71%	81%	83%	99%	112%	112%	121%	111%	111%	120%		
# of Closed Units	361	371	566	650	752	852	841	810	706	699	580	549	7,737	T
% of 12 Month Avg.	56%	58%	88%	101%	117%	132%	130%	126%	110%	108%	90%	85%		
Median Closed Price	862,089	910,305	935,536	926,965	919,272	929,188	911,374	904,400	897,750	902,624	904,060	940,612	912,015	AVG
% of 12 Month Avg.	95%	100%	103%	102%	101%	102%	100%	99%	98%	99%	99%	103%		

Eastside (All Areas)

RESIDENTIAL ONLY

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	3
\$250,000 to \$499,999	1	5	2	2	4	7	1	5	1	1	1	2	32
\$500,000 to \$749,999	15	23	19	24	15	21	25	15	15	20	25	19	236
\$750,000 to \$999,999	40	48	53	56	62	69	52	70	52	56	50	53	661
\$1,000,000 to \$1,499,999	55	84	138	123	165	208	142	187	151	148	111	82	1,594
\$1,500,000 to \$2,499,999	53	75	129	126	162	203	169	180	138	119	108	96	1,558
\$2,500,000 and above	20	34	46	62	53	67	56	69	56	66	47	42	618
Grand Total	184	269	388	393	462	575	445	526	413	411	342	294	4,702

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	0	1	1	0	1	0	4
\$250,000 to \$499,999	2	6	3	3	3	4	1	4	3	4	4	5	42
\$500,000 to \$749,999	17	7	13	14	19	23	28	38	19	26	25	20	249
\$750,000 to \$999,999	23	25	61	51	65	85	70	84	103	62	51	52	732
\$1,000,000 to \$1,499,999	68	58	132	160	215	216	161	206	180	194	109	93	1,792
\$1,500,000 to \$2,499,999	82	99	214	312	305	256	147	185	178	132	88	74	2,072
\$2,500,000 and above	40	57	127	139	111	92	66	63	51	57	47	28	878
Grand Total	233	252	550	679	718	676	473	581	535	475	325	272	5,769

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	N/A	-100%	-100%	N/A	-100%	N/A	-25%
\$250,000 to \$499,999	-50%	-17%	-33%	-33%	33%	75%	0%	25%	-67%	-75%	-75%	-60%	-24%
\$500,000 to \$749,999	-12%	229%	46%	71%	-21%	-9%	-11%	-61%	-21%	-23%	0%	-5%	-5%
\$750,000 to \$999,999	74%	92%	-13%	10%	-5%	-19%	-26%	-17%	-50%	-10%	-2%	2%	-10%
\$1,000,000 to \$1,499,999	-19%	45%	5%	-23%	-23%	-4%	-12%	-9%	-16%	-24%	2%	-12%	-11%
\$1,500,000 to \$2,499,999	-35%	-24%	-40%	-60%	-47%	-21%	15%	-3%	-22%	-10%	23%	30%	-25%
\$2,500,000 and above	-50%	-40%	-64%	-55%	-52%	-27%	-15%	10%	10%	16%	0%	50%	-30%
Grand Total	-21%	7%	-29%	-42%	-36%	-15%	-6%	-9%	-23%	-13%	5%	8%	-18%