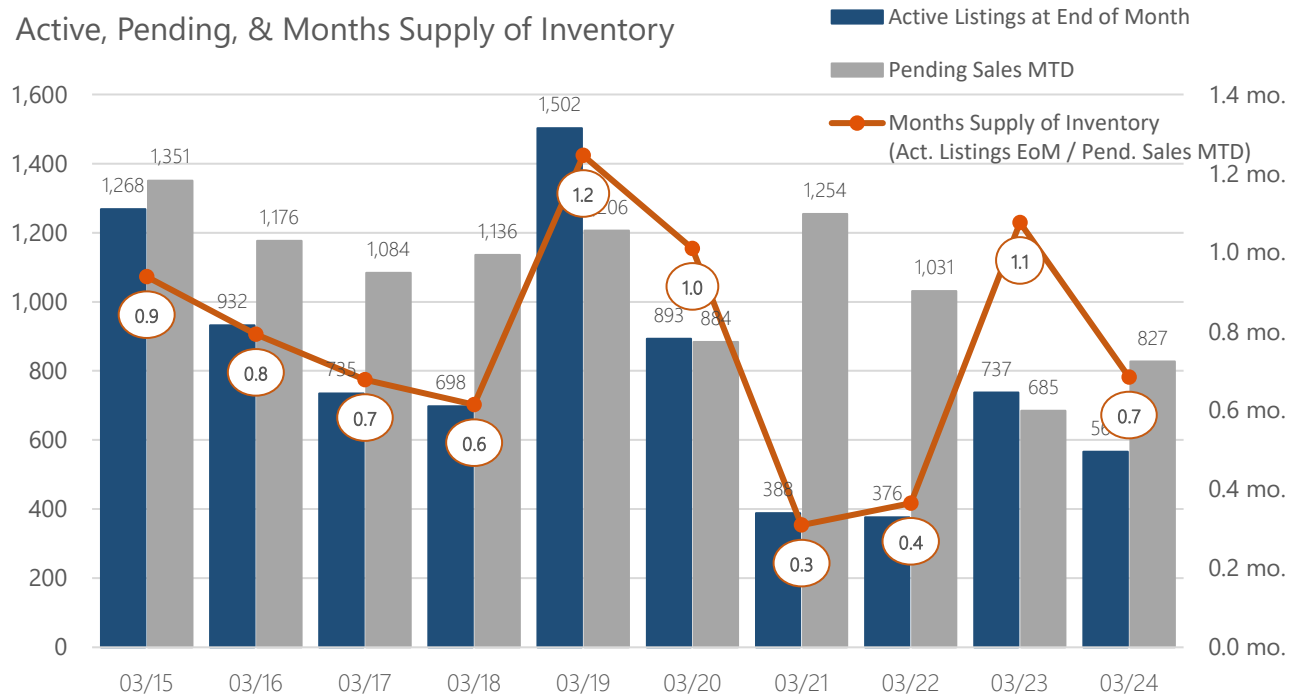
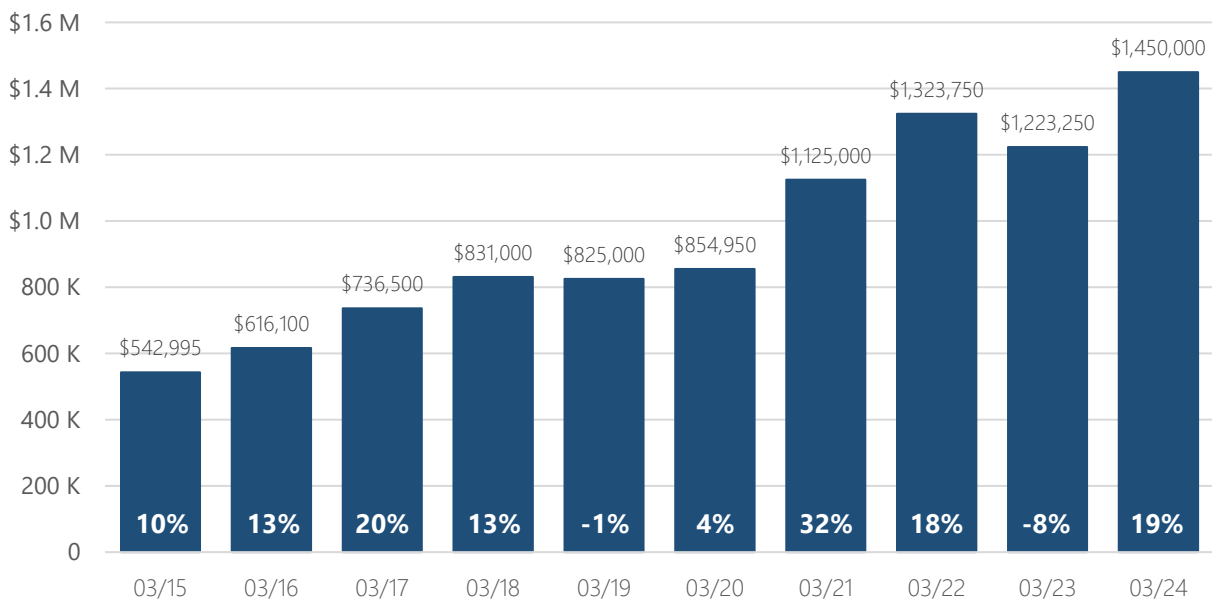


Eastside (All Areas)
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



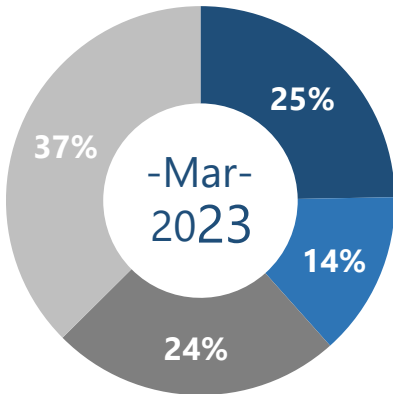
Median Closed Sales Price For Current Month Sold Properties



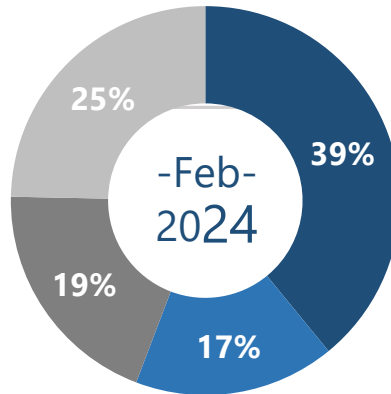
Eastside (All Areas)

RESIDENTIAL & CONDOMINIUM

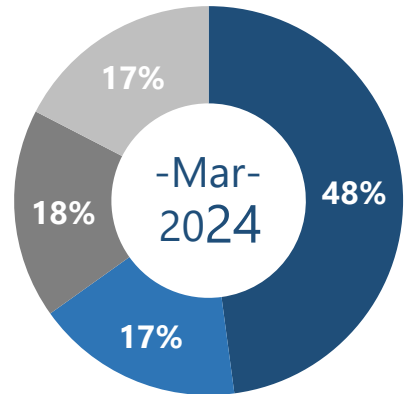
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

MARCH 2024

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	4	11	23	110
NUMBER OF SALES IN MONTH	▶	283	102	103	103
MEDIAN % FROM ORIGINAL LIST PRICE	▶	7%	0%	-3%	N/A

Eastside (All Areas)
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price
based on Market Time

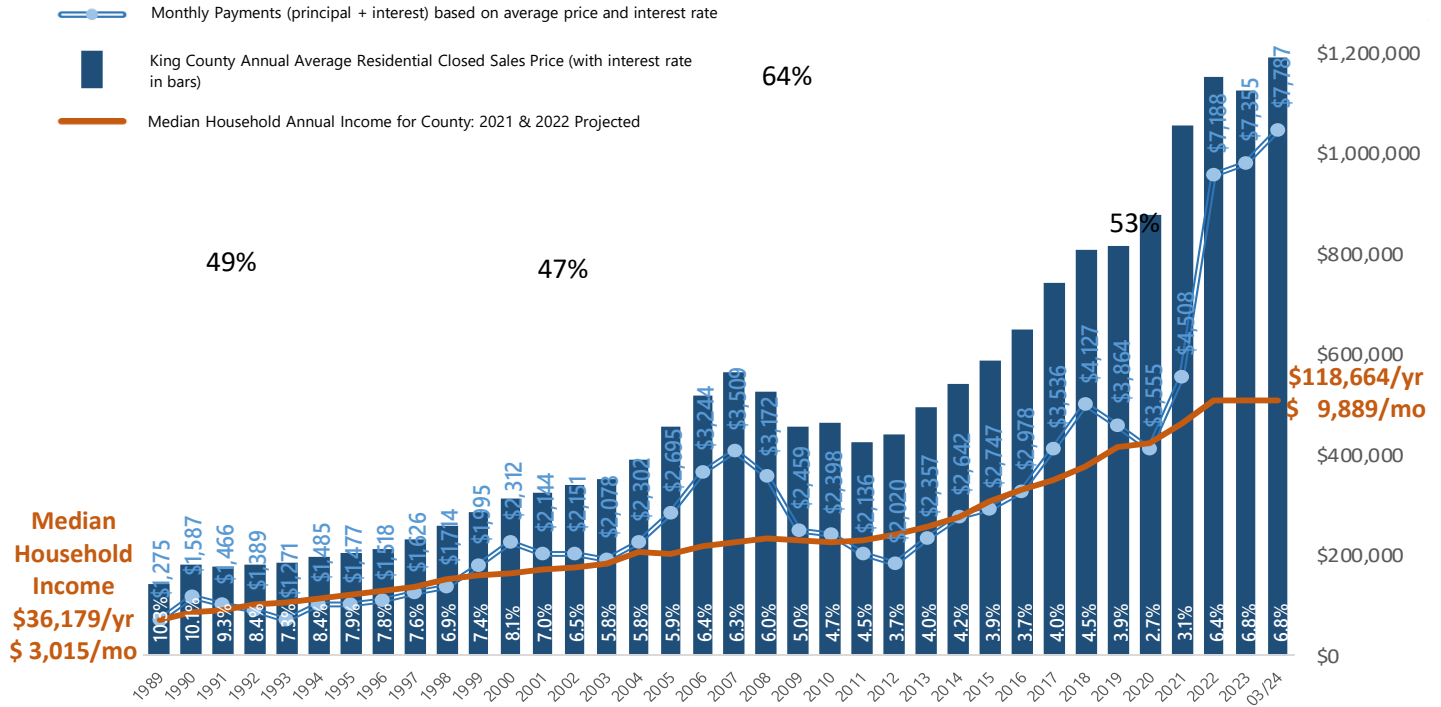
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	102.9%	102.8%	441	74.6%
15 - 30	96.7%	96.9%	48	8.1%
31 - 60	97.3%	98.2%	39	6.6%
61 - 90	97.6%	98.4%	23	3.9%
90+	92.0%	97.5%	40	6.8%
Totals			591	100.0%

The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
March, 2024	\$1,450,000	6.82%	\$9,472
March, 2023	\$1,223,250	6.54%	\$7,764
	\$226,750	0.28%	\$1,708 Per Month
			\$20,499 Per Year

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

Monthly Payments Compared to Income Trendline King County



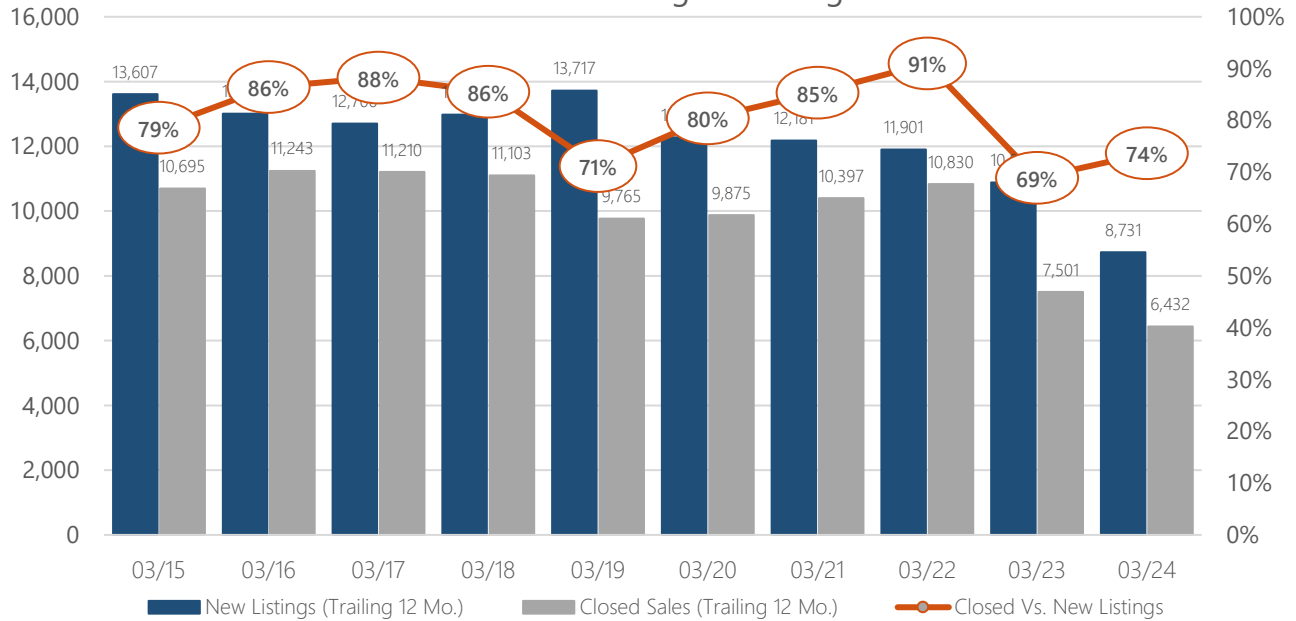
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Annual Median Household Income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

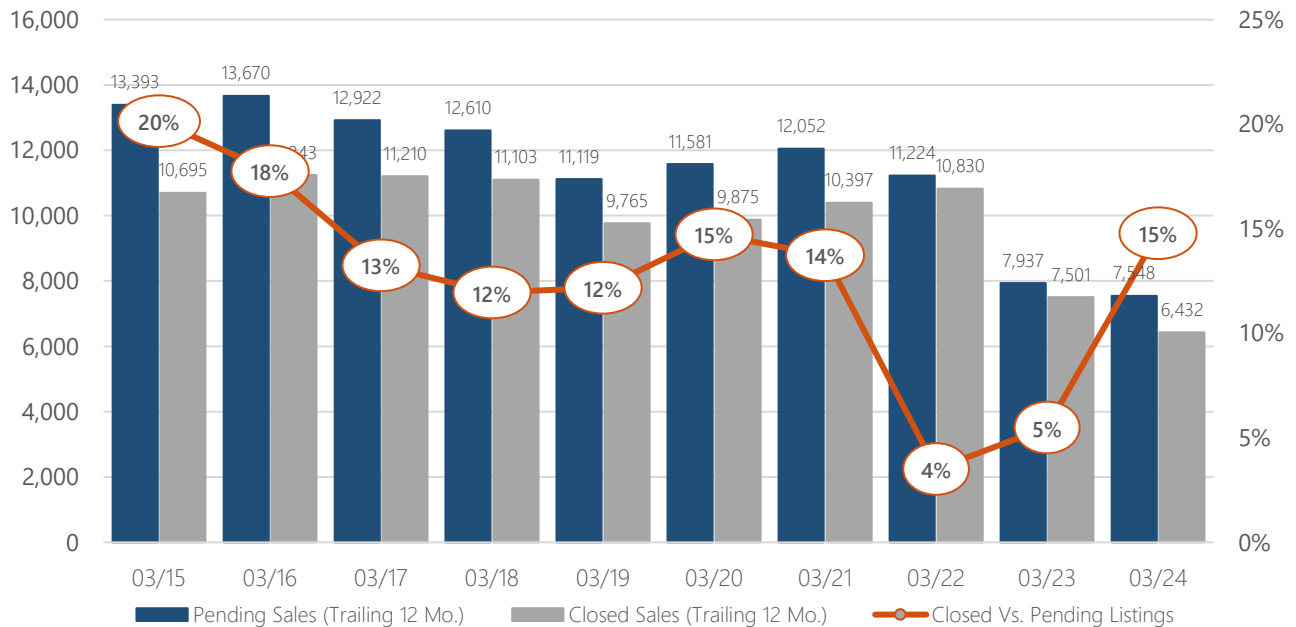
RESIDENTIAL & CONDOMINIUM

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	0.4	0.6	1.0	530	0.3	0.9	0.7
110	0.3	0.4	1.0	540	0.4	0.9	0.5
120	0.3	0.6	0.9	550	0.4	1.0	0.6
130	0.3	1.0	0.9	560	0.5	1.3	0.7
140	0.3	0.8	1.0	600	0.4	0.9	0.5
300	0.3	1.3	0.9	610	0.4	0.9	0.5
310	0.4	0.5	0.5	700	0.5	1.4	1.8
320	0.5	1.4	0.8	701	1.5	3.8	3.7
330	0.3	0.8	0.5	705	0.3	1.0	0.9
340	0.3	0.6	0.5	710	0.3	1.1	0.9
350	0.2	0.7	0.5	715	0.2	1.5	0.5
360	0.5	0.7	0.7	720	0.4	0.8	0.4
380	0.5	1.5	1.6	730	0.3	0.8	0.5
385	0.4	1.2	1.4	740	0.3	0.7	0.5
390	0.6	1.7	1.6	750	0.3	0.7	0.4
500	0.2	1.0	0.7	760	0.4	0.8	0.8
510	0.3	1.7	0.6	770	0.4	0.9	0.6
520	0.6	2.3	2.1	800	0.5	1.4	1.1

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

	March, 2024	March, 2023	Difference	% Change
Months Supply of Inventory	0.6	1.1	-0.5	-46%
Active Listings at End of Month	367	565	-198	-35%
Pending Sales MTD	598	501	97	19%
Pending Sales (Trailing 12 Months)	5,526	5,914	-388	-7%
Closed Sales MTD	430	396	34	9%
Closed Sales (Trailing 12 Months)	4,776	5,609	-833	-15%
Closed Sales Price (Median)	\$1,682,500	\$1,411,500	\$271,000	19%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.5%	0.3%	4%
Monthly Payments (P&I)	\$10,991	\$8,959	\$2,032	23%

Condominium

	March, 2024	March, 2023	Difference	% Change
Months Supply of Inventory	0.9	0.9	-0.1	-7%
Active Listings at End of Month	199	172	27	16%
Pending Sales MTD	229	184	45	24%
Pending Sales (Trailing 12 Months)	2,022	2,023	-1	0%
Closed Sales MTD	161	146	15	10%
Closed Sales (Trailing 12 Months)	1,656	1,892	-236	-12%
Closed Sales Price (Median)	\$610,000	\$585,000	\$25,000	4%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.5%	0.3%	4%
Monthly Payments (P&I)	\$3,985	\$3,713	\$272	7%

Residential & Condominium

	March, 2024	March, 2023	Difference	% Change
Months Supply of Inventory	0.7	1.1	-0.4	-36%
Active Listings at End of Month	566	737	-171	-23%
Pending Sales MTD	827	685	142	21%
Pending Sales (Trailing 12 Months)	7,548	7,937	-389	-5%
Closed Sales MTD	591	542	49	9%
Closed Sales (Trailing 12 Months)	6,432	7,501	-1,069	-14%
Closed Sales Price (Median)	\$1,450,000	\$1,223,250	\$226,750	19%
30-Year-Fixed-Rate Mortgage Rates	6.8%	6.5%	0.3%	4%
Monthly Payments (P&I)	\$9,472	\$7,764	\$1,708	22%

Eastside (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)	434	501	566										-23%	500	AVG	-22%
New Listings Taken in Month	528	753	975										5%	2,256	YTD	16%
# of Pending Transactions	464	616	827										21%	1,907	YTD	13%
Months Supply of Inventory	0.9	0.8	0.7										-36%	0.8	AVG	-29%
# of Closed Sales	272	388	591										9%	1,251	YTD	6%
Median Closed Price	1,195,000	1,284,000	1,450,000										19%	1,318,193	WA	18%
2023																
Active Listings (EOM)	631	555	737	719	740	815	886	890	981	869	705	441	96%	641	AVG	172%
New Listings Taken in Month	506	514	926	726	918	948	915	827	873	623	420	225	-34%	1,946	YTD	-27%
# of Pending Transactions	480	526	685	702	799	762	728	713	634	568	411	324	-34%	1,691	YTD	-24%
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	195%	1.1	AVG	269%
# of Closed Sales	247	389	542	540	626	746	607	705	569	552	450	386	-34%	1,178	YTD	-26%
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	-8%	1,120,555	WA	-10%
2022																
Active Listings (EOM)	137	195	376	649	901	1,366	1,493	1,315	1,352	1,262	993	682	-3%	236	AVG	-41%
New Listings Taken in Month	539	822	1,312	1,318	1,478	1,522	1,273	914	1,047	745	413	227	4%	2,673	YTD	-6%
# of Pending Transactions	455	725	1,031	968	1,010	730	772	823	716	550	393	284	-18%	2,211	YTD	-19%
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	18%	0.3	AVG	-33%
# of Closed Sales	341	428	822	898	944	892	656	767	698	644	444	380	-7%	1,591	YTD	-20%
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	18%	1,242,908	WA	24%
2021																
Active Listings (EOM)	388	422	388	508	416	441	547	449	407	275	133	69	-57%	399	AVG	-46%
New Listings Taken in Month	707	858	1,266	1,371	1,242	1,440	1,310	1,157	1,042	809	521	336	3%	2,831	YTD	-2%
# of Pending Transactions	690	794	1,254	1,187	1,269	1,328	1,119	1,200	1,037	896	634	343	42%	2,738	YTD	9%
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	-69%	0.5	AVG	-47%
# of Closed Sales	524	576	880	1,048	1,102	1,231	1,255	1,136	1,051	973	805	638	21%	1,980	YTD	18%
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	32%	1,000,342	WA	22%
2020																
# of Active Listings	664	666	893	1,037	1,131	1,120	1,156	1,111	969	876	623	394	-41%	741	A	-45%
New Listings Taken in Month	766	898	1,225	781	1,100	1,292	1,358	1,335	1,250	1,160	648	426	-8%	2,889	YTD	0%
# of Pending Transactions	733	891	884	626	987	1,238	1,267	1,318	1,303	1,208	806	561	-27%	2,508	YTD	-4%
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	-19%	0.9	A	-46%
# of Closed Sales	421	533	726	633	543	859	1,059	1,078	1,091	1,257	982	915	0%	1,680	T	-1%
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	4%	822,594	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

Eastside (All Areas)
RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2019	Active Listings (EOM)	1,265	1,294	1,502	1,564	1,942	2,022	1,921	1,786	1,713	1,488	1,002	642	115%	1,354	AVG	135%
	New Listings Taken in Month	821	774	1,433	1,405	1,764	1,376	1,160	992	1,063	877	472	284	8%	3,028	YTD	5%
	# of Pending Transactions	699	701	1,206	1,330	1,309	1,147	1,106	957	931	943	836	514	6%	2,606	YTD	2%
	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	103%	1.6	AVG	136%
	# of Closed Sales	461	518	726	892	1,162	1,072	1,021	973	752	801	769	753	-8%	1,705	YTD	-7%
	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%	798,650	WA	-3%
2018	Active Listings (EOM)	485	543	698	874	1,230	1,527	1,702	1,960	2,161	2,016	1,669	1,213	-5%	575	AVG	-5%
	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%	2,879	YTD	5%
	# of Pending Transactions	636	780	1,136	1,089	1,367	1,228	1,016	955	857	828	693	480	5%	2,552	YTD	1%
	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	-9%	0.7	AVG	-5%
	# of Closed Sales	520	529	785	904	1,021	1,185	1,041	971	769	842	671	656	2%	1,834	YTD	-1%
	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	13%	821,681	WA	16%
2017	Active Listings (EOM)	538	536	735	746	880	1,044	1,158	1,071	1,155	954	679	415	-21%	603	AVG	-27%
	New Listings Taken in Month	725	754	1,268	1,199	1,521	1,578	1,421	1,280	1,179	960	627	336	-3%	2,747	YTD	-8%
	# of Pending Transactions	684	755	1,084	1,170	1,376	1,367	1,292	1,302	1,093	1,078	842	538	-8%	2,523	YTD	-13%
	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	-14%	0.7	AVG	-16%
	# of Closed Sales	575	502	772	828	1,072	1,225	1,114	1,222	1,065	1,015	900	828	-4%	1,849	YTD	-2%
	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	20%	710,187	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	-26%	821	AVG	-33%
	New Listings Taken in Month	759	929	1,301	1,403	1,405	1,631	1,403	1,195	1,191	823	553	349	3%	2,989	YTD	-3%
	# of Pending Transactions	749	967	1,176	1,251	1,451	1,412	1,267	1,275	1,214	1,137	851	541	-13%	2,892	YTD	-10%
	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	-16%	0.9	AVG	-26%
	# of Closed Sales	551	543	801	937	1,030	1,247	1,183	1,160	1,013	1,051	950	790	-9%	1,895	YTD	-5%
	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	13%	610,947	WA	12%
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	-7%	1,217	AVG	-5%
	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	3%	3,075	YTD	5%
	# of Pending Transactions	825	1,030	1,351	1,386	1,481	1,471	1,383	1,303	1,208	1,111	869	566	14%	3,206	YTD	9%
	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	-19%	1.2	AVG	-11%
	# of Closed Sales	550	569	881	970	1,087	1,268	1,230	1,144	1,053	995	753	848	21%	2,000	YTD	10%
	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%	544,348	WA	11%
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	6%	1,276	AVG	0%
	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	6%	2,928	YTD	-4%
	# of Pending Transactions	867	876	1,186	1,309	1,401	1,315	1,262	1,157	1,123	1,070	879	671	-3%	2,929	YTD	-9%
	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	10%	1.3	AVG	11%
	# of Closed Sales	543	537	730	879	1,020	1,053	1,180	1,057	960	946	762	838	-11%	1,810	YTD	-12%
	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	3%	490,904	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

Eastside (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)	719	750	890	1,012	1,177	1,328	1,420	1,383	1,365	1,197	898	622	1,063	AVG
% of 12 Month Avg.	68%	71%	84%	95%	111%	125%	134%	130%	128%	113%	84%	58%		
New Listings Taken in Month	709	834	1,255	1,234	1,443	1,439	1,310	1,155	1,113	898	546	332	12,266	T
% of 12 Month Avg.	69%	82%	123%	121%	141%	141%	128%	113%	109%	88%	53%	32%		
# of Pending Transactions	682	805	1,099	1,102	1,245	1,200	1,121	1,100	1,012	939	721	482	11,508	T
% of 12 Month Avg.	71%	84%	115%	115%	130%	125%	117%	115%	105%	98%	75%	50%		
Months Supply of Inventory	1.1	0.9	0.8	0.9	0.9	1.1	1.3	1.3	1.3	1.3	1.2	1.3	1.1	AVG
% of 12 Month Avg.	94%	83%	72%	82%	84%	99%	113%	112%	120%	114%	111%	115%		
# of Closed Units	473	512	767	853	961	1,078	1,035	1,021	902	908	749	703	9,961	T
% of 12 Month Avg.	57%	62%	92%	103%	116%	130%	125%	123%	109%	109%	90%	85%		
Median Closed Price	789,540	795,267	857,355	875,923	884,788	896,584	885,561	874,454	865,250	862,443	868,775	884,551	861,708	AVG
% of 12 Month Avg.	92%	92%	99%	102%	103%	104%	103%	101%	100%	100%	101%	103%		

Eastside (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	1	0	0										1
\$250,000 to \$499,999	23	29	49										101
\$500,000 to \$749,999	36	61	70										167
\$750,000 to \$999,999	49	44	68										161
\$1,000,000 to \$1,499,999	66	109	120										295
\$1,500,000 to \$2,499,999	59	94	186										339
\$2,500,000 and above	37	52	98										187
Grand Total	271	389	591										1,251

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	1
\$250,000 to \$499,999	28	58	54	48	58	54	50	62	44	37	36	27	140
\$500,000 to \$749,999	36	67	66	66	74	84	78	73	66	65	58	50	169
\$750,000 to \$999,999	52	62	75	84	95	103	74	93	86	95	71	67	189
\$1,000,000 to \$1,499,999	56	91	161	145	178	227	159	204	162	163	125	92	308
\$1,500,000 to \$2,499,999	55	77	131	130	166	211	179	190	147	125	111	103	263
\$2,500,000 and above	20	34	46	63	53	67	56	74	58	67	47	42	100
Grand Total	247	389	534	536	625	746	596	696	563	553	448	381	1,170

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	N/A	N/A	-100%										0%
\$250,000 to \$499,999	-18%	-50%	-9%										-28%
\$500,000 to \$749,999	0%	-9%	6%										-1%
\$750,000 to \$999,999	-6%	-29%	-9%										-15%
\$1,000,000 to \$1,499,999	18%	20%	-25%										-4%
\$1,500,000 to \$2,499,999	7%	22%	42%										29%
\$2,500,000 and above	85%	53%	113%										87%
Grand Total	10%	0%	11%										7%