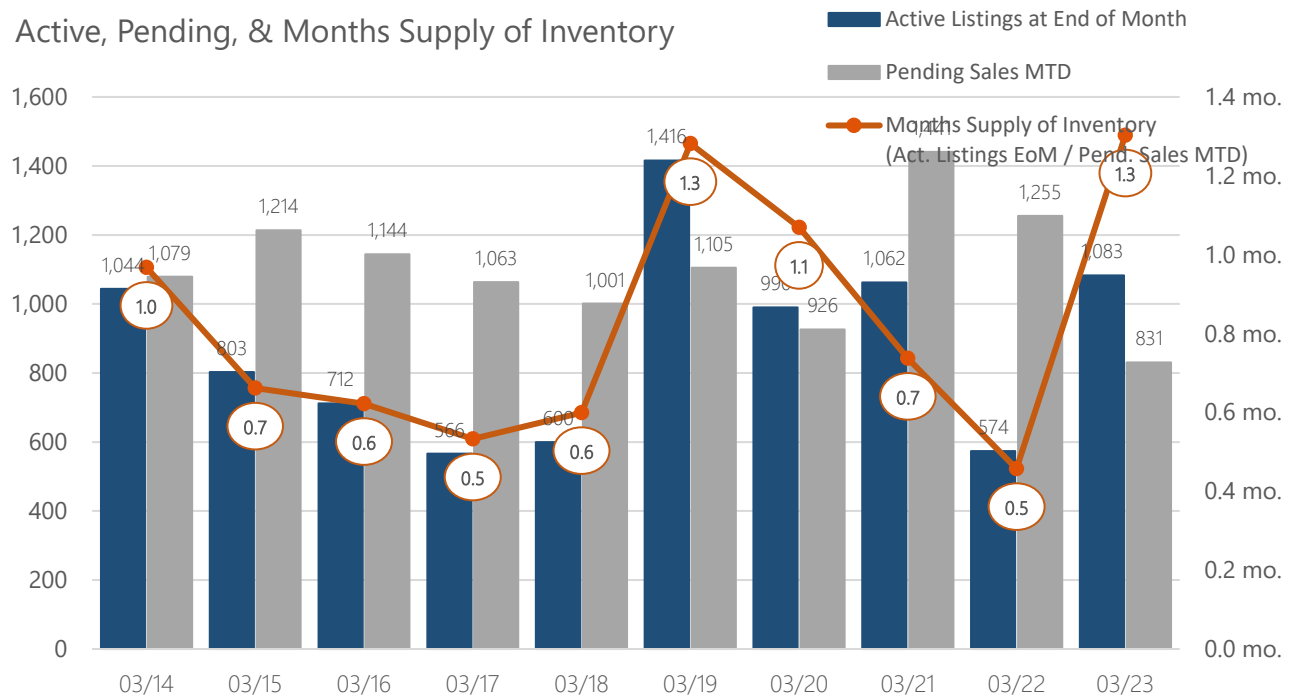


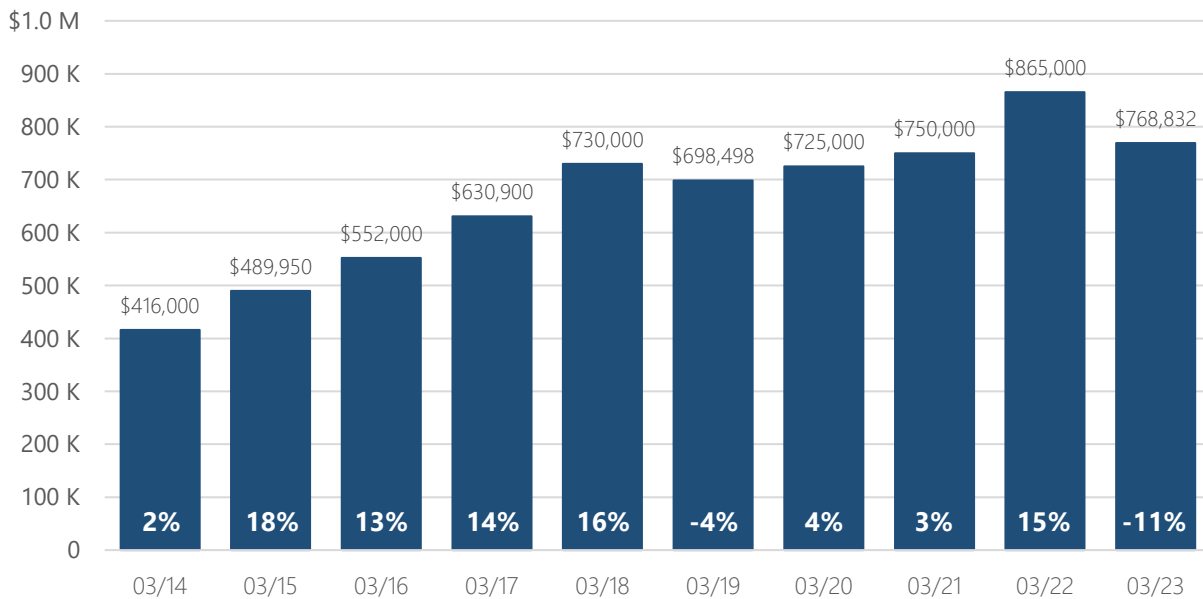
### Seattle (All Areas)

#### RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



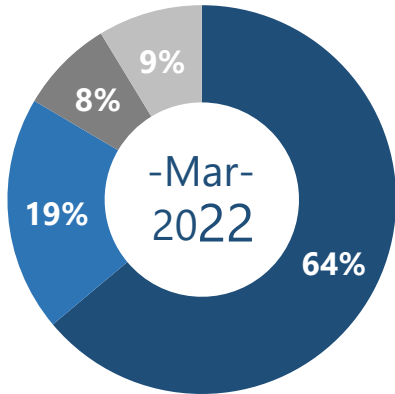
Median Closed Sales Price For Current Month Sold Properties



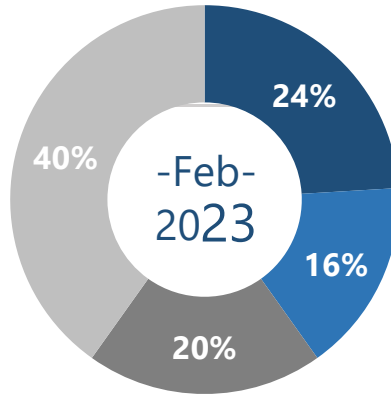
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

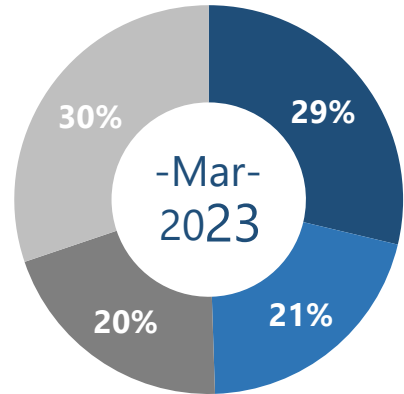
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



**SOLD ABOVE LIST PRICE**



**SOLD AT LIST PRICE**



**SOLD BELOW LIST PRICE**



**PRICE CHANGE BEFORE SALE**

MARCH 2023

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	7	10	26	106
NUMBER OF SALES IN MONTH	▶	195	141	138	205
MEDIAN DIFFERENCE FROM LIST PRICE	▶	5%	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%	406	59.8%
15 - 30	97.9%	98.4%	78	11.5%
31 - 60	96.3%	98.2%	66	9.7%
61 - 90	94.2%	97.5%	53	7.8%
90+	91.2%	98.3%	76	11.2%
Totals			679	100.0%

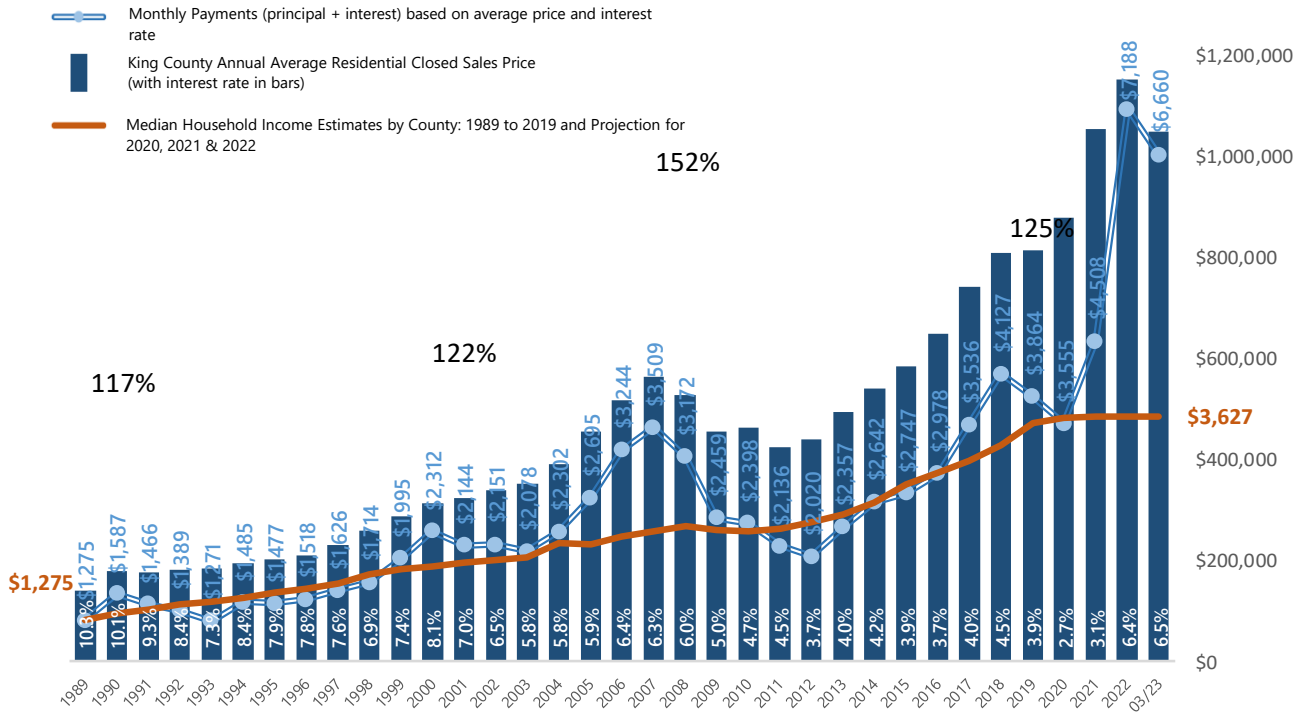
The Cost of  
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
March, 2023	\$768,832	6.54%	\$4,880
March, 2022	\$865,000	4.17%	\$4,215
	<b>-\$96,168</b>	<b>2.37%</b>	<b>\$665</b> Per Month
			<b>\$7,979</b> Per Year

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

# Monthly Payments Compared to Inflation Trendline

## King County



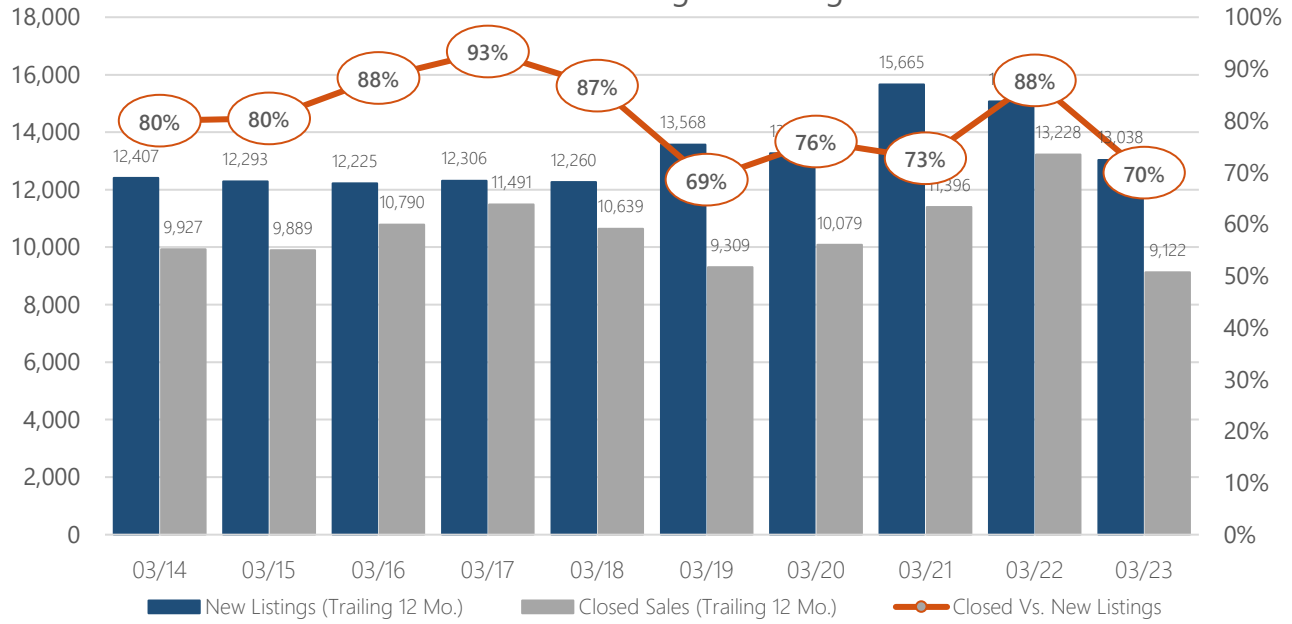
<p><b>A</b></p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p><b>B</b></p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p><b>C</b></p>	<p>Median Household Income Estimates by County: 1989 to 2019 and Projection for 2020, 2021 &amp; 2022</p>	<p>Payments tend to rise above the County Median Household Income Line and then return to it.</p>
<p><b>D</b></p>	<p>Monthly payments divided by inflation trendline</p>	<p>Cycle peaks and current year are shown</p>

## Seattle (All Areas)

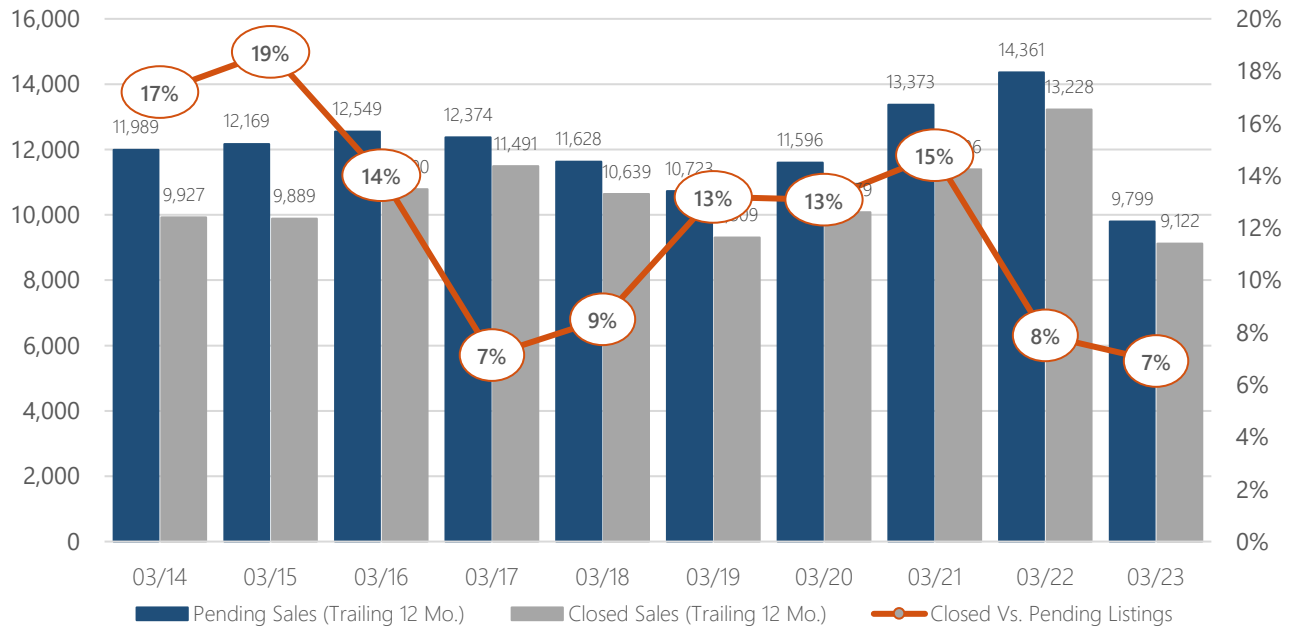
### RESIDENTIAL & CONDOMINIUM

#### 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	0.1	0.4	0.6	530	0.3	0.3	0.9
110	0.1	0.3	0.4	540	0.2	0.4	0.9
120	0.3	0.3	0.6	550	0.2	0.4	1.0
130	0.4	0.3	1.0	560	0.5	0.5	1.3
140	0.5	0.3	0.8	600	0.2	0.4	0.9
300	0.4	0.3	1.3	610	0.2	0.4	0.9
310	0.1	0.4	0.5	700	0.9	0.5	1.4
320	0.3	0.5	1.4	701	2.0	1.5	3.8
330	0.2	0.3	0.8	705	0.5	0.3	1.0
340	0.2	0.3	0.6	710	0.5	0.3	1.1
350	0.2	0.2	0.7	715	0.2	0.2	1.5
360	0.3	0.5	0.7	720	0.3	0.4	0.8
380	0.6	0.5	1.5	730	0.2	0.3	0.8
385	0.7	0.4	1.2	740	0.1	0.3	0.7
390	1.0	0.6	1.7	750	0.2	0.3	0.7
500	0.3	0.2	1.0	760	0.3	0.4	0.8
510	0.6	0.3	1.7	770	0.2	0.4	0.9
520	0.7	0.6	2.3	800	0.9	0.5	1.4

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

	March, 2023	March, 2022	Difference	% Change
Months Supply of Inventory	1.1	0.3	0.7	230%
Active Listings at End of Month	650	284	366	129%
Pending Sales MTD	606	873	-267	-31%
Pending Sales (Trailing 12 Months)	7,054	10,350	-3,296	-32%
Closed Sales MTD	500	751	-251	-33%
Closed Sales (Trailing 12 Months)	6,598	9,707	-3,109	-32%
Closed Sales Price (Median)	\$869,975	\$970,000	-\$100,025	-10%
30-Year-Fixed-Rate Mortgage Rate	6.5%	4.2%	2.4%	57%
Monthly Payments (P&I)	\$5,522	\$4,726	\$795	17%

### Condominium

	March, 2023	March, 2022	Difference	% Change
Months Supply of Inventory	1.9	0.8	1.2	153%
Active Listings at End of Month	433	290	143	49%
Pending Sales MTD	225	382	-157	-41%
Pending Sales (Trailing 12 Months)	2,745	4,011	-1,266	-32%
Closed Sales MTD	191	294	-103	-35%
Closed Sales (Trailing 12 Months)	2,524	3,521	-997	-28%
Closed Sales Price (Median)	\$535,000	\$510,025	\$24,975	5%
30-Year-Fixed-Rate Mortgage Rate	6.5%	4.2%	2.4%	57%
Monthly Payments (P&I)	\$3,396	\$2,485	\$910	37%

### Residential & Condominium

	March, 2023	March, 2022	Difference	% Change
Months Supply of Inventory	1.3	0.5	0.8	185%
Active Listings at End of Month	1,083	574	509	89%
Pending Sales MTD	831	1,255	-424	-34%
Pending Sales (Trailing 12 Months)	9,799	14,361	-4,562	-32%
Closed Sales MTD	691	1,045	-354	-34%
Closed Sales (Trailing 12 Months)	9,122	13,228	-4,106	-31%
Closed Sales Price (Median)	\$768,832	\$865,000	-\$96,168	-11%
30-Year-Fixed-Rate Mortgage Rates	6.5%	4.2%	2.4%	57%
Monthly Payments (P&I)	\$4,880	\$4,215	\$665	16%

## Seattle (All Areas) RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2023	Active Listings (EOM)	909	894	1,083										89%	962	AVG	99%
	New Listings Taken in Month	696	755	1,119										-21%	2,570	YTD	-23%
	# of Pending Transactions	610	708	831										-34%	2,149	YTD	-30%
	Months Supply of Inventory	1.5	1.3	1.3										185%	1.4	AVG	187%
	# of Closed Sales	353	529	691										-34%	1,573	YTD	-34%
	Median Closed Price	760,000	750,000	768,832										-11%	759,689	WA	-4%
2022	Active Listings (EOM)	388	486	574	803	927	1,420	1,590	1,460	1,731	1,664	1,385	933	-46%	483	AVG	-55%
	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	-13%	3,347	YTD	-9%
	# of Pending Transactions	833	992	1,255	1,163	1,219	1,007	876	933	756	702	578	416	-13%	3,080	YTD	-12%
	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	-38%	0.5	AVG	-50%
	# of Closed Sales	605	717	1,045	1,071	1,128	1,068	886	865	773	673	551	534	-6%	2,367	YTD	-11%
	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	15%	788,983	WA	7%
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	7%	1,075	AVG	26%
	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	24%	3,695	YTD	24%
	# 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	56%	3,515	YTD	37%
	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	-31%	0.9	AVG	-6%
	# of Closed Sales	709	831	1,115	1,212	1,286	1,426	1,397	1,221	1,170	1,158	1,041	950	34%	2,655	YTD	31%
	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	3%	735,602	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	-30%	856	AVG	-32%
	New Listings Taken in Month	730	994	1,261	921	1,279	1,484	1,695	1,817	1,744	1,521	867	642	-9%	2,985	YTD	-3%
	# of Pending Transactions	743	902	926	681	1,002	1,231	1,304	1,358	1,315	1,204	919	844	-16%	2,571	YTD	1%
	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	-17%	1.0	AVG	-34%
	# of Closed Sales	551	643	835	654	629	901	1,093	1,109	1,189	1,202	992	972	18%	2,029	YTD	13%
	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	4%	690,894	WA	2%
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	136%	1,254	A	154%
	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	19%	3,083	YTD	16%
	# of Pending Transactions	762	687	1,105	1,182	1,204	1,191	1,081	981	948	1,010	846	582	10%	2,554	YTD	9%
	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	114%	1.5	A	135%
	# of Closed Sales	470	611	710	875	1,069	983	990	968	750	859	812	744	-8%	1,791	T	0%
	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	-4%	677,151	WA	-5%



# MARKET UPDATE

March, 2023



## 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	6%	494	AVG	-3%
	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	3%	2,719	YTD	2%
	# of Pending Transactions	588	745	1,001	1,012	1,203	1,118	970	875	861	879	753	498	-6%	2,334	YTD	-7%
	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	13%	0.6	AVG	4%
	# of Closed Sales	470	545	770	875	1,012	1,019	977	875	668	798	667	627	-11%	1,785	YTD	-11%
	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	16%	714,877	WA	16%
2017	Active Listings (EOM)	486	470	566	606	668	718	796	715	891	810	534	299	-21%	507	AVG	-23%
	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	-3%	2,660	YTD	-6%
	# of Pending Transactions	662	797	1,063	1,057	1,293	1,274	1,056	1,136	1,065	1,037	874	502	-7%	2,522	YTD	-5%
	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	-14%	0.6	AVG	-20%
	# of Closed Sales	588	564	862	849	1,076	1,129	1,079	1,083	947	992	889	810	6%	2,014	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	14%	615,667	WA	12%
2016	Active Listings (EOM)	613	651	712	864	837	852	994	938	1,173	916	649	438	-11%	659	AVG	-16%
	New Listings Taken in Month	766	866	1,203	1,275	1,332	1,304	1,281	1,153	1,382	923	591	405	6%	2,835	YTD	4%
	# of Pending Transactions	649	867	1,144	1,149	1,367	1,273	1,140	1,205	1,142	1,134	858	584	-6%	2,660	YTD	-7%
	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	-6%	0.8	AVG	-9%
	# of Closed Sales	502	608	813	952	1,027	1,263	1,171	1,169	1,074	1,009	959	853	5%	1,923	YTD	5%
	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	13%	548,330	WA	18%
2015	Active Listings (EOM)	755	797	803	854	898	873	890	915	1,004	933	663	438	-23%	785	AVG	-24%
	New Listings Taken in Month	754	838	1,130	1,356	1,331	1,265	1,201	1,114	1,184	961	599	379	3%	2,722	YTD	-4%
	# of Pending Transactions	783	855	1,214	1,424	1,336	1,336	1,204	1,102	1,106	1,021	840	520	13%	2,852	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	-32%	0.9	AVG	-27%
	# of Closed Sales	510	539	775	958	1,099	1,181	1,189	1,011	968	959	691	811	-1%	1,824	YTD	0%
	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	18%	466,292	WA	10%
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	-2%	1,035	AVG	1%
	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	-1%	2,830	YTD	3%
	# of Pending Transactions	764	859	1,079	1,127	1,214	1,221	1,131	1,093	1,071	1,071	804	585	-3%	2,702	YTD	-1%
	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	1%	1.2	AVG	2%
	# of Closed Sales	510	525	783	829	961	1,008	1,006	914	877	940	742	788	8%	1,818	YTD	3%
	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	2%	422,217	WA	10%
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	-37%	1,029	AVG	-41%
	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	3%	2,750	YTD	3%
	# of Pending Transactions	748	877	1,111	1,134	1,190	1,208	1,197	1,070	1,062	1,066	811	549	4%	2,736	YTD	5%
	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	-40%	1.2	AVG	-46%
	# of Closed Sales	521	512	726	836	1,015	967	1,054	1,032	856	917	724	708	18%	1,759	YTD	18%
	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	14%	382,402	WA	14%

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	TT
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										<b>4</b>
\$250,000 to \$499,999	55	74	96										<b>225</b>
\$500,000 to \$749,999	115	184	223										<b>522</b>
\$750,000 to \$999,999	93	156	148										<b>397</b>
\$1,000,000 to \$1,499,999	67	82	123										<b>272</b>
\$1,500,000 to \$2,499,999	19	23	65										<b>107</b>
\$2,500,000 and above	3	8	22										<b>33</b>
<b>Grand Total</b>	<b>353</b>	<b>528</b>	<b>679</b>										<b>1,560</b>

**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	<b>14</b>
\$250,000 to \$499,999	114	112	142	158	133	125	112	113	128	87	75	71	<b>368</b>
\$500,000 to \$749,999	211	221	224	233	220	244	199	222	190	169	149	166	<b>656</b>
\$750,000 to \$999,999	161	159	294	254	311	273	265	255	209	181	140	146	<b>614</b>
\$1,000,000 to \$1,499,999	72	149	225	266	277	249	174	171	127	145	126	87	<b>446</b>
\$1,500,000 to \$2,499,999	34	54	123	125	137	130	101	80	84	78	50	47	<b>211</b>
\$2,500,000 and above	5	13	36	31	42	40	27	22	24	11	11	13	<b>54</b>
<b>Grand Total</b>	<b>602</b>	<b>714</b>	<b>1,047</b>	<b>1,072</b>	<b>1,122</b>	<b>1,065</b>	<b>882</b>	<b>866</b>	<b>765</b>	<b>673</b>	<b>553</b>	<b>533</b>	<b>2,363</b>

**YOY % CHANGE**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-80%	-83%	-33%										-71%
\$250,000 to \$499,999	-52%	-34%	-32%										-39%
\$500,000 to \$749,999	-45%	-17%	0%										-20%
\$750,000 to \$999,999	-42%	-2%	-50%										-35%
\$1,000,000 to \$1,499,999	-7%	-45%	-45%										-39%
\$1,500,000 to \$2,499,999	-44%	-57%	-47%										-49%
\$2,500,000 and above	-40%	-38%	-39%										-39%
<b>Grand Total</b>	<b>-41%</b>	<b>-26%</b>	<b>-35%</b>										<b>-34%</b>