

MARKET UPDATE

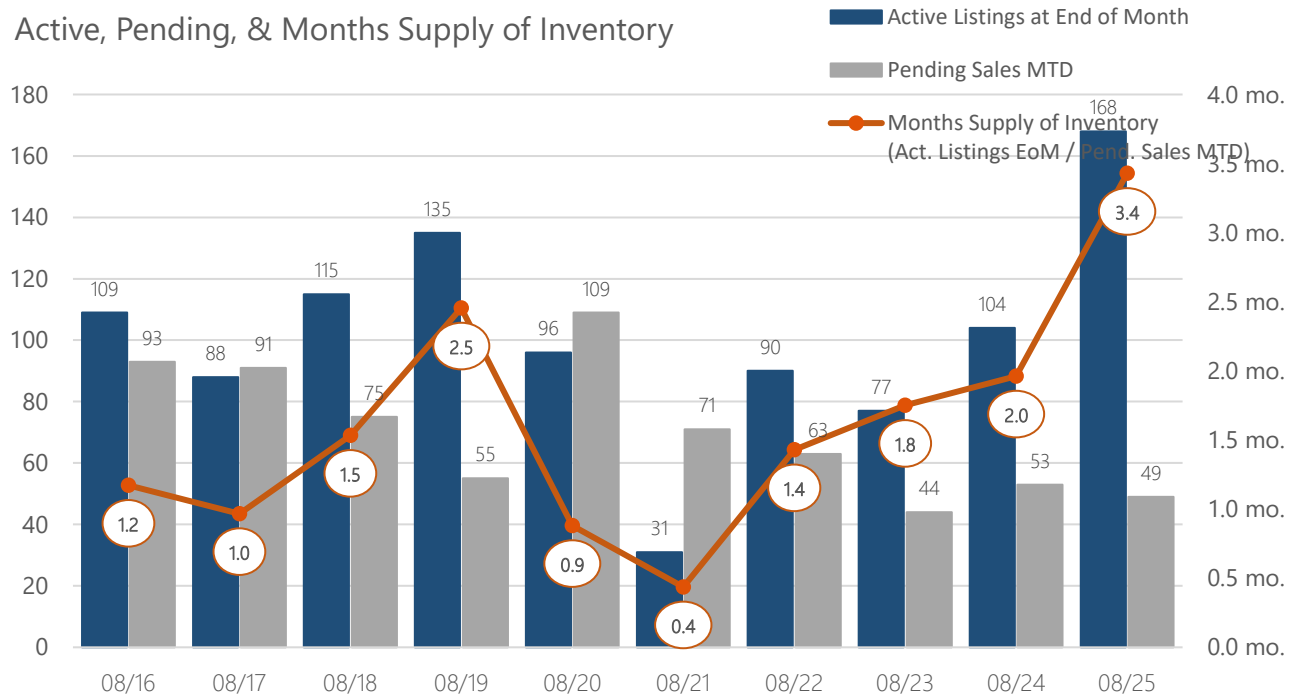
August, 2025



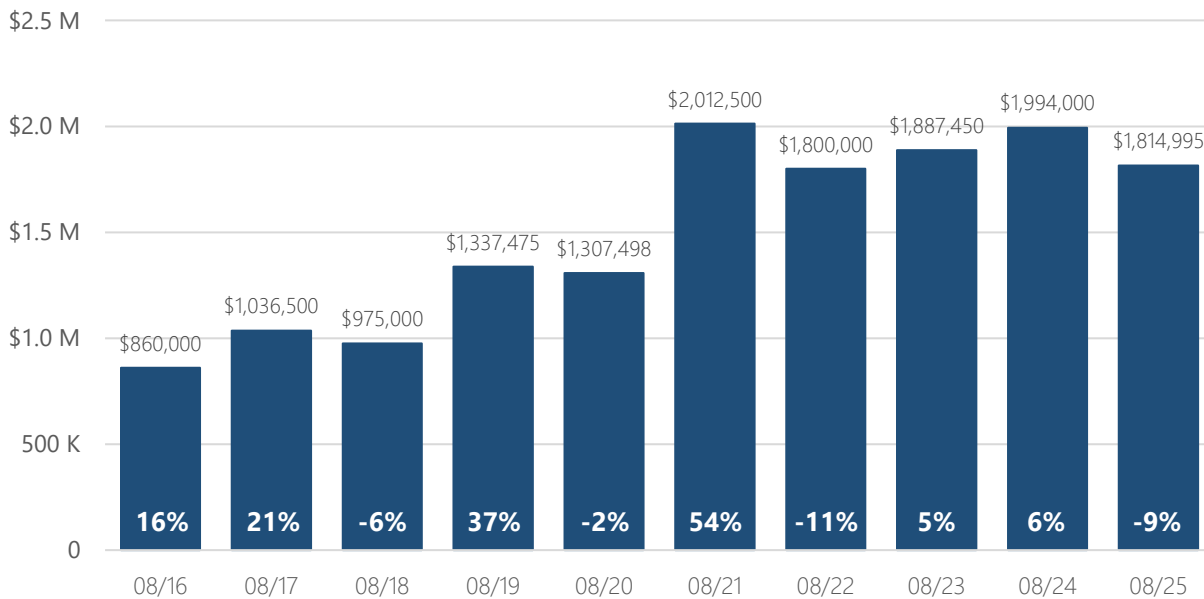
Kirkland/Bridle Trails (560)

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Active, Pending, & Months Supply of Inventory



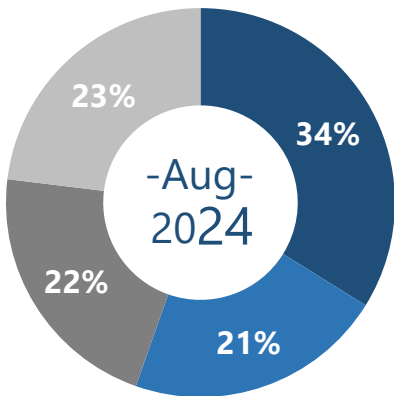
Median Closed Sales Price For Current Month Sold Properties



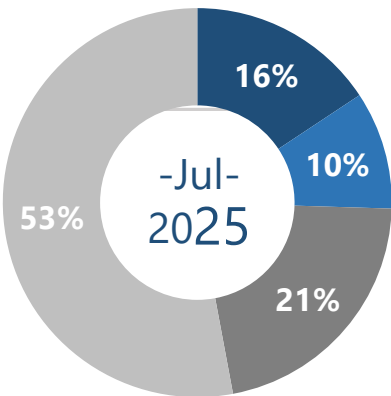
Kirkland/Bridle Trails (560)

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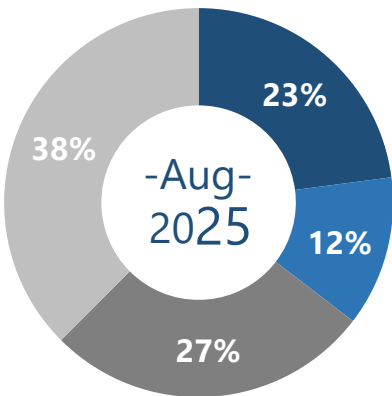
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE







SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

AUGUST 2025				
	 SOLD ABOVE LIST PRICE	 SOLD AT LIST PRICE	 SOLD BELOW LIST PRICE	 PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	4	22	22	76
NUMBER OF SALES IN MONTH	11	6	13	18
MEDIAN % FROM ORIGINAL LIST PRICE	4%	0%	-3%	N/A

Kirkland/Bridle Trails (560)

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Sales Price to List Price
based on Market Time

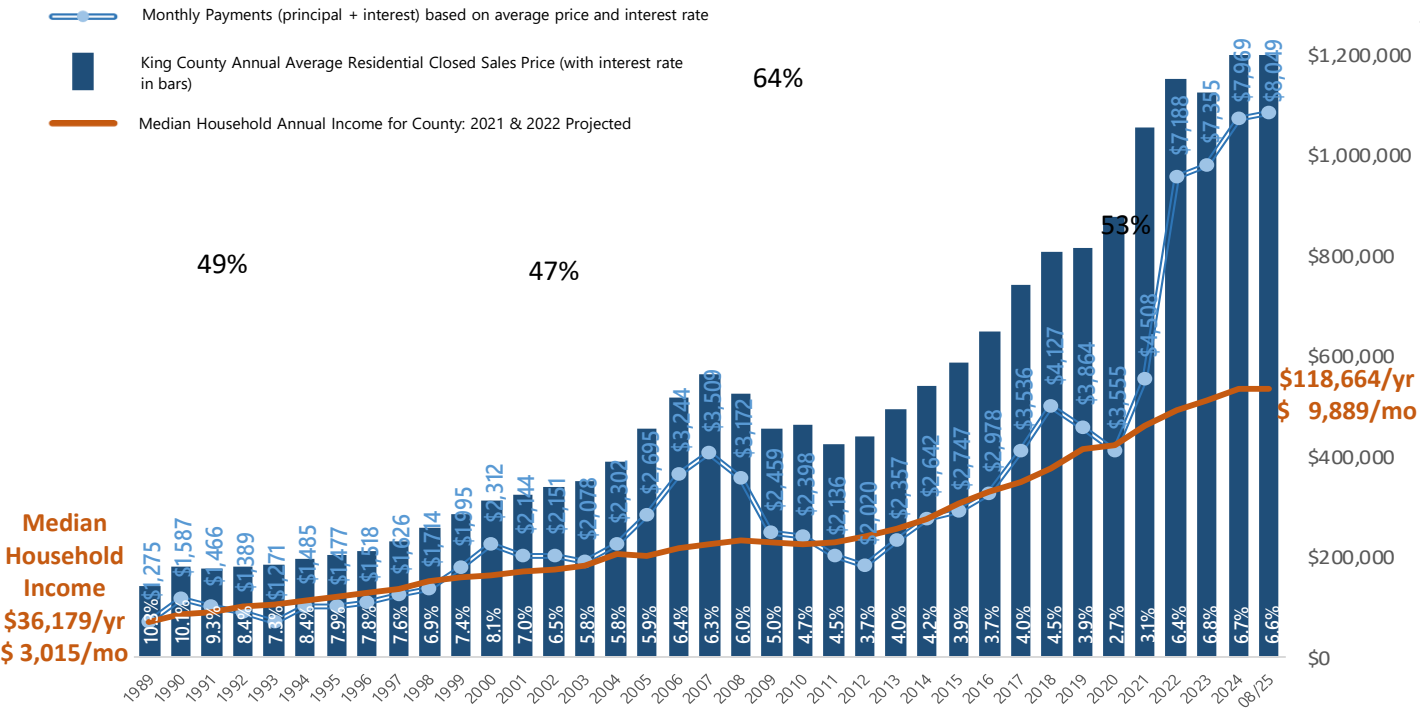
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	23	47.9%
15 - 30	98.7%	98.7%	7	14.6%
31 - 60	92.8%	94.2%	12	25.0%
61 - 90	91.5%	95.7%	5	10.4%
90+	87.0%	93.0%	1	2.1%
Totals			48	100.0%

The Cost of
Waiting a Year

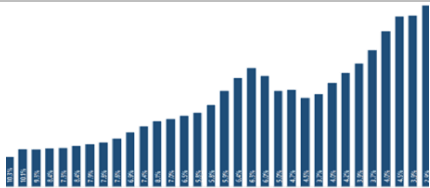
	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
August, 2025	\$1,814,995	6.59%	\$11,580
August, 2024	\$1,994,000	6.50%	\$12,603
	-\$179,005	0.09%	-\$1,024 Per Month
			-\$12,286 Per Year
* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month			

Monthly Payments Compared to Income Trendline King County

73%



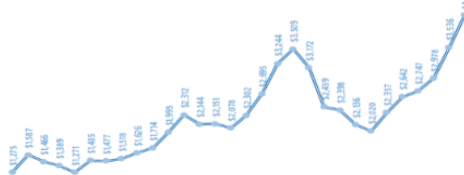
A



Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)

Two Factors for Payment

B



Monthly payment based on purchase price and interest rate

Purchaser's Buy Payment

C



Annual Median Household Income for County: 2021 & 2022 Projected

Payments tend to rise above the County Median Household Income Line and then return to it.

D



Monthly payments divided by median income

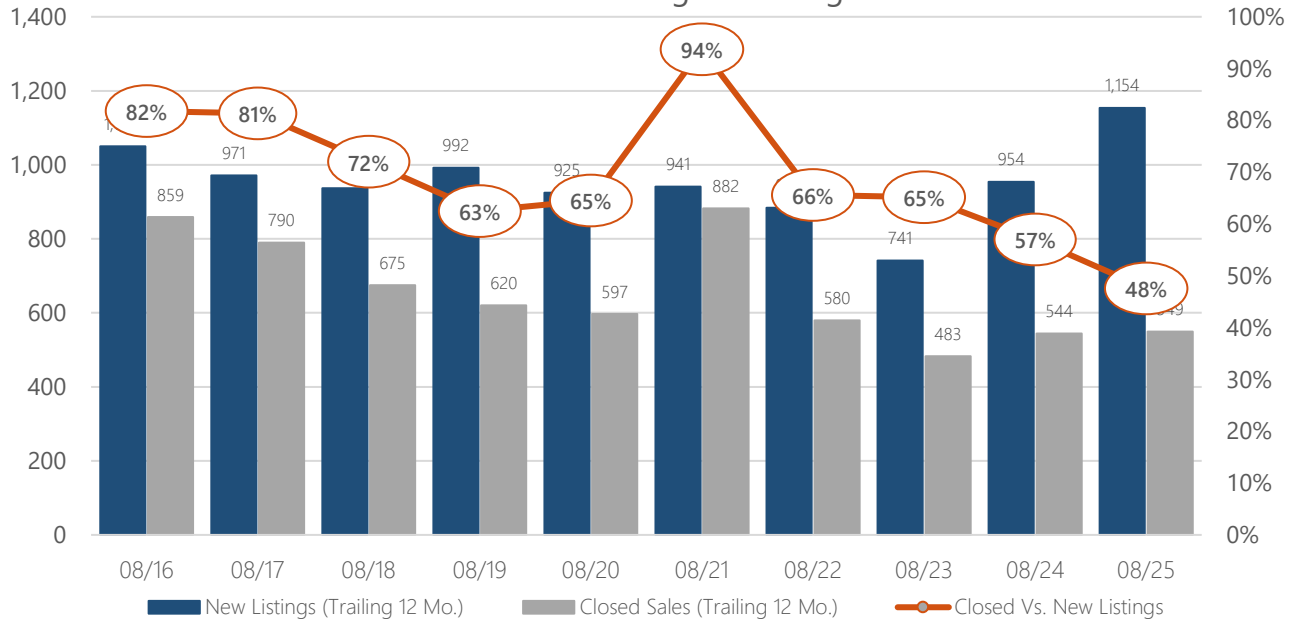
Monthly cycle peaks shown

Kirkland/Bridle Trails (560)

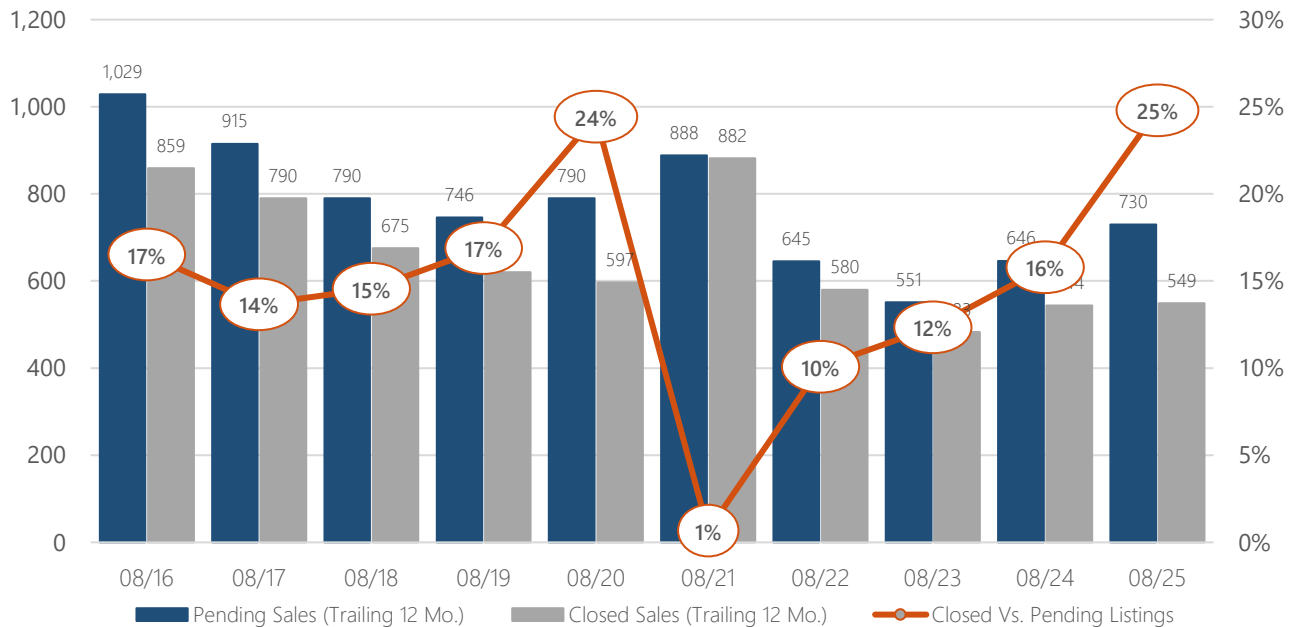
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What Are The Odds of Selling?

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

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

Area	Months Inventory			Area	Months Inventory		
	2023	2024	2025		2023	2024	2025
100	1.0	1.9	1.5	530	0.9	1.2	1.8
110	1.3	2.1	1.8	540	1.1	1.1	2.1
120	0.6	1.5	1.8	550	1.4	2.0	3.1
130	1.0	1.7	1.8	560	1.8	2.0	3.4
140	0.9	1.5	2.1	600	1.2	1.3	2.5
300	2.0	1.8	1.6	610	1.1	1.2	2.3
310	1.1	2.0	2.5	700	1.6	2.1	2.3
320	1.4	1.4	2.8	701	0.0	0.0	0.0
330	1.6	1.7	2.2	705	1.4	1.7	1.8
340	1.3	1.5	1.9	710	1.1	2.1	1.7
350	0.9	1.1	1.8	715	2.4	1.1	2.1
360	1.4	1.5	3.8	720	0.8	1.7	1.6
380	1.9	2.2	2.7	730	0.8	1.0	1.6
385	2.0	2.4	3.9	740	1.0	1.2	1.7
390	2.5	2.5	2.8	750	1.2	1.5	2.2
500	1.6	1.2	2.1	760	1.5	1.3	2.4
510	1.3	1.7	2.5	770	1.3	1.2	2.1
520	3.7	2.8	4.4	800	4.7	2.8	3.0

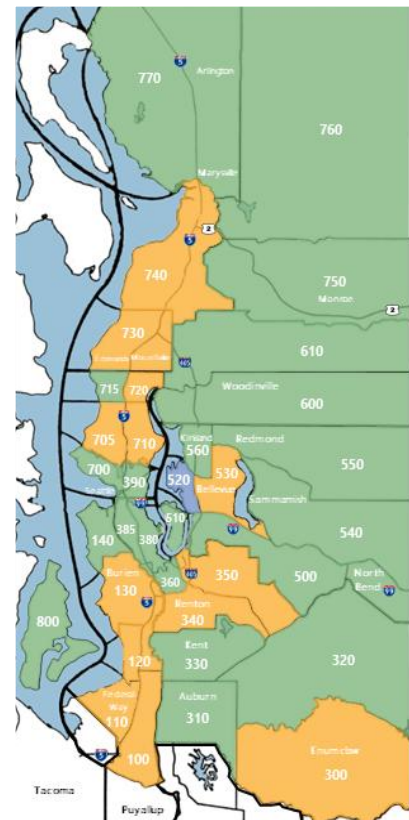
2 YEARS AGO



1 YEAR AGO



CURRENT YEAR



Kirkland/Bridle Trails (560)

Statistics To Know

Residential

	August, 2025	August, 2024	Difference	% Change
Months Supply of Inventory	3.4	2.0	1.5	75%
Active Listings at End of Month	168	104	64	62%
Pending Sales MTD	49	53	-4	-8%
Pending Sales (Trailing 12 Months)	730	646	84	13%
Closed Sales MTD	51	66	-15	-23%
Closed Sales (Trailing 12 Months)	549	544	5	1%
Closed Sales Price (Median)	\$1,814,995	\$1,994,000	-\$179,005	-9%
30-Year-Fixed-Rate Mortgage Rate	6.6%	6.5%	0.1%	1%
Monthly Payments (P&I)	\$11,580	\$12,603	-\$1,024	-8%

Condominium

	August, 2025	August, 2024	Difference	% Change
Months Supply of Inventory	3.6	2.1	1.5	71%
Active Listings at End of Month	118	67	51	76%
Pending Sales MTD	33	32	1	3%
Pending Sales (Trailing 12 Months)	424	373	51	14%
Closed Sales MTD	37	31	6	19%
Closed Sales (Trailing 12 Months)	372	337	35	10%
Closed Sales Price (Median)	\$1,050,000	\$875,000	\$175,000	20%
30-Year-Fixed-Rate Mortgage Rate	6.6%	6.5%	0.1%	1%
Monthly Payments (P&I)	\$6,699	\$5,531	\$1,168	21%

Residential & Condominium

	August, 2025	August, 2024	Difference	% Change
Months Supply of Inventory	3.5	2.0	1.5	73%
Active Listings at End of Month	286	171	115	67%
Pending Sales MTD	82	85	-3	-4%
Pending Sales (Trailing 12 Months)	1,154	1,019	135	13%
Closed Sales MTD	88	97	-9	-9%
Closed Sales (Trailing 12 Months)	921	881	40	5%
Closed Sales Price (Median)	\$1,412,500	\$1,755,000	-\$342,500	-20%
30-Year-Fixed-Rate Mortgage Rates	6.6%	6.5%	0.1%	1%
Monthly Payments (P&I)	\$9,012	\$11,093	-\$2,081	-19%

Kirkland/Bridle Trails (560)

RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2025	Active Listings (EOM)	87	92	109	148	197	192	197	168					62%	149	AVG	100%
	New Listings Taken in Month	80	70	116	129	163	135	111	78					-25%	882	YTD	19%
	# of Pending Transactions	46	56	75	50	80	84	75	49					-8%	515	YTD	1%
	Months Supply of Inventory	1.9	1.6	1.5	3.0	2.5	2.3	2.6	3.4					75%	2.3	AVG	98%
	# of Closed Sales	28	33	47	47	40	63	56	51					-23%	365	YTD	-11%
	Median Closed Price	2,255,000	2,000,000	2,214,905	2,000,000	2,317,500	2,115,000	2,065,000	1,814,995					-9%	2,108,953	WA	2%
2024	Active Listings (EOM)	52	50	47	61	98	94	88	104	107	98	73	56	35%	74	AVG	23%
	New Listings Taken in Month	64	71	76	93	134	97	104	104	94	92	53	33	20%	743	YTD	41%
	# of Pending Transactions	45	63	68	65	73	66	75	53	62	68	52	33	20%	508	YTD	35%
	Months Supply of Inventory	1.2	0.8	0.7	0.9	1.3	1.4	1.2	2.0	1.7	1.4	1.4	1.7	12%	1.2	AVG	-14%
	# of Closed Sales	15	33	53	57	64	55	66	66	39	49	55	41	65%	409	YTD	38%
	Median Closed Price	2,420,000	1,930,000	1,955,000	2,025,000	1,830,000	2,200,000	2,137,500	1,994,000	1,980,000	1,990,000	1,970,000	2,200,000	6%	2,076,087	WA	17%
2023	Active Listings (EOM)	44	41	55	56	63	67	80	77	92	81	70	44	-14%	60	AVG	1%
	New Listings Taken in Month	38	37	70	78	75	85	75	68	91	52	47	21	0%	526	YTD	-19%
	# of Pending Transactions	24	36	43	69	51	67	41	44	46	39	31	22	-30%	375	YTD	-10%
	Months Supply of Inventory	1.8	1.1	1.3	0.8	1.2	1.0	2.0	1.8	2.0	2.1	2.3	2.0	23%	1.4	AVG	17%
	# of Closed Sales	15	22	33	35	54	50	47	40	36	34	35	30	-7%	296	YTD	-13%
	Median Closed Price	1,400,000	1,623,750	1,760,000	1,850,000	1,644,975	1,768,500	2,100,000	1,887,450	1,700,000	2,012,000	1,920,000	2,237,500	5%	1,775,792	WA	-19%
2022	Active Listings (EOM)	9	20	31	43	81	94	109	90	90	78	53	35	190%	60	AVG	95%
	New Listings Taken in Month	35	62	99	82	107	105	95	68	91	71	31	22	-15%	653	YTD	-2%
	# of Pending Transactions	26	46	76	64	46	56	41	63	62	58	34	22	-11%	418	YTD	-30%
	Months Supply of Inventory	0.3	0.4	0.4	0.7	1.8	1.7	2.7	1.4	1.5	1.3	1.6	1.6	227%	1.2	AVG	176%
	# of Closed Sales	28	22	50	60	55	46	36	43	51	53	44	39	-40%	340	YTD	-38%
	Median Closed Price	2,256,500	2,505,000	2,330,000	2,490,000	2,015,500	2,017,538	1,887,500	1,800,000	1,787,000	1,700,000	1,675,000	1,450,000	-11%	2,192,295	WA	19%
2021	# of Active Listings	34	20	30	36	30	31	32	31	33	26	15	3	-68%	31	A	-67%
	New Listings Taken in Month	57	61	90	92	94	113	81	80	82	69	45	35	14%	668	YTD	-10%
	# of Pending Transactions	52	71	74	72	95	99	64	71	69	75	48	35	-35%	598	YTD	6%
	Months Supply of Inventory	0.7	0.3	0.4	0.5	0.3	0.3	0.5	0.4	0.5	0.3	0.3	0.1	-50%	0.4	A	-69%
	# of Closed Sales	48	45	73	67	54	103	88	72	64	61	61	54	-3%	550	T	37%
	Median Closed Price	1,580,000	1,860,000	1,787,000	1,830,000	1,863,500	1,950,000	1,775,000	2,012,500	1,912,500	1,800,000	1,936,000	2,034,500	54%	1,840,236	WA	32%

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

Kirkland/Bridle Trails (560)

RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2020	Active Listings (EOM)	73	63	92	97	104	105	102	96	87	75	54	31	-29%	92	AVG	-28%
	New Listings Taken in Month	68	58	114	59	103	112	86	117	81	90	59	43	67%	717	YTD	-3%
	# of Pending Transactions	43	62	57	46	78	98	71	109	87	85	70	48	98%	564	YTD	-2%
	Months Supply of Inventory	1.7	1.0	1.6	2.1	1.3	1.1	1.4	0.9	1.0	0.9	0.8	0.6	-64%	1.4	AVG	-26%
	# of Closed Sales	29	27	62	33	35	62	80	74	89	95	69	79	-5%	402	YTD	-9%
	Median Closed Price	1,459,990	1,415,000	1,557,500	1,050,000	1,250,000	1,575,012	1,407,500	1,307,498	1,500,000	1,546,316	1,380,800	1,670,000	-2%	1,396,768	WA	3%
2019	Active Listings (EOM)	96	109	115	129	136	164	137	135	137	118	82	55	17%	128	AVG	61%
	New Listings Taken in Month	68	63	112	101	115	126	87	70	92	63	35	18	-20%	742	YTD	5%
	# of Pending Transactions	54	38	77	75	94	89	93	55	73	62	57	34	-27%	575	YTD	6%
	Months Supply of Inventory	1.8	2.9	1.5	1.7	1.4	1.8	1.5	2.5	1.9	1.9	1.4	1.6	60%	1.9	AVG	60%
	# of Closed Sales	20	41	42	52	73	63	73	78	38	55	57	45	53%	442	YTD	4%
	Median Closed Price	1,262,500	1,260,000	1,451,000	1,387,500	1,350,000	1,353,000	1,398,000	1,337,475	1,057,500	1,350,000	1,482,000	1,269,000	37%	1,352,697	WA	5%
2018	Active Listings (EOM)	36	40	52	70	95	113	115	115	127	132	111	95	31%	80	AVG	8%
	New Listings Taken in Month	44	45	92	109	136	105	89	88	100	75	47	28	-12%	708	YTD	-7%
	# of Pending Transactions	43	33	71	84	102	74	63	75	64	40	44	23	-18%	545	YTD	-19%
	Months Supply of Inventory	0.8	1.2	0.7	0.8	0.9	1.5	1.8	1.5	2.0	3.3	2.5	4.1	59%	1.2	AVG	32%
	# of Closed Sales	34	28	43	53	75	73	67	51	54	57	39	28	-31%	424	YTD	-20%
	Median Closed Price	1,224,444	1,316,250	1,376,000	1,250,000	1,372,000	1,430,000	1,275,000	975,000	1,175,000	1,220,000	1,398,800	1,400,000	-6%	1,290,888	WA	27%
2017	Active Listings (EOM)	34	55	72	61	73	110	96	88	92	84	61	38	-19%	74	AVG	-18%
	New Listings Taken in Month	65	66	99	80	108	158	89	100	93	76	39	21	2%	765	YTD	-1%
	# of Pending Transactions	61	42	76	92	99	120	91	91	71	84	51	39	-2%	672	YTD	-6%
	Months Supply of Inventory	0.6	1.3	0.9	0.7	0.7	0.9	1.1	1.0	1.3	1.0	1.2	1.0	-17%	0.9	AVG	-11%
	# of Closed Sales	54	39	57	48	80	77	98	74	76	73	57	45	-11%	527	YTD	-9%
	Median Closed Price	880,000	935,000	1,050,000	1,057,500	988,000	1,157,500	977,500	1,036,500	1,150,000	1,069,705	1,000,000	1,268,888	21%	1,016,484	WA	12%
2016	Active Listings (EOM)	69	70	87	78	84	99	122	109	103	86	59	40	-8%	90	AVG	-13%
	New Listings Taken in Month	72	71	107	86	102	118	116	98	82	63	35	26	-6%	770	YTD	0%
	# of Pending Transactions	65	87	82	96	105	96	94	93	77	77	50	39	-15%	718	YTD	-1%
	Months Supply of Inventory	1.1	0.8	1.1	0.8	0.8	1.0	1.3	1.2	1.3	1.1	1.2	1.0	8%	1.0	AVG	-15%
	# of Closed Sales	61	34	72	67	97	85	83	83	63	80	70	50	12%	582	YTD	8%
	Median Closed Price	790,000	999,500	891,450	920,000	975,000	875,000	937,000	860,000	931,500	886,250	826,000	992,500	16%	910,327	WA	12%
2015	Active Listings (EOM)	63	92	78	90	135	123	130	119	133	119	84	62	-36%	104	AVG	-27%
	New Listings Taken in Month	54	92	82	103	132	110	95	104	105	86	54	35	12%	772	YTD	-2%
	# of Pending Transactions	44	70	97	96	100	116	89	110	83	94	86	48	33%	722	YTD	7%
	Months Supply of Inventory	1.4	1.3	0.8	0.9	1.4	1.1	1.5	1.1	1.6	1.3	1.0	1.3	-51%	1.2	AVG	-32%
	# of Closed Sales	46	40	60	69	77	88	83	74	85	52	65	75	-15%	537	YTD	11%
	Median Closed Price	826,250	879,500	749,000	809,000	799,950	845,600	825,000	743,500	888,000	753,500	790,000	830,000	3%	812,015	WA	17%

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Kirkland/Bridle Trails (560)
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MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2015 - 2024

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	51	56	66	72	90	100	101	96	100	90	66	46	78	AVG
% of 12 Month Avg.	66%	72%	85%	93%	115%	128%	130%	124%	129%	115%	85%	59%		
New Listings Taken in Month	57	63	94	88	111	113	92	90	91	74	45	28	944	T
% of 12 Month Avg.	72%	80%	120%	112%	141%	144%	117%	114%	116%	94%	57%	36%		
# of Pending Transactions	46	55	72	76	84	88	72	76	69	68	52	34	794	T
% of 12 Month Avg.	69%	83%	109%	115%	127%	133%	109%	116%	105%	103%	79%	52%		
Months Supply of Inventory	1.1	1.0	0.9	0.9	1.1	1.1	1.4	1.3	1.4	1.3	1.3	1.3	1.2	AVG
% of 12 Month Avg.	94%	86%	77%	80%	90%	96%	118%	106%	122%	111%	107%	113%		
# of Closed Units	35	33	55	54	66	70	72	66	60	61	55	49	675	T
% of 12 Month Avg.	62%	59%	97%	96%	118%	125%	128%	116%	106%	108%	98%	86%		
Median Closed Price	1,409,968	1,472,400	1,490,695	1,466,900	1,408,893	1,517,215	1,472,000	1,395,392	1,408,150	1,432,777	1,437,860	1,535,239	1,453,957	AVG
% of 12 Month Avg.	97%	101%	103%	101%	97%	104%	101%	96%	97%	99%	99%	106%		

MARKET UPDATE

August, 2025

Kirkland/Bridle Trails (560)

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Closed Sales by Price by Month

2025

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	0	0	0	0	0	0	0					0
\$250,000 to \$499,999	0	0	0	0	0	0	0	0					0
\$500,000 to \$749,999	0	0	0	0	0	1	1	1					3
\$750,000 to \$999,999	0	1	0	4	1	3	0	2					11
\$1,000,000 to \$1,499,999	6	3	5	6	4	9	10	11					54
\$1,500,000 to \$2,499,999	7	13	20	22	16	32	24	21					155
\$2,500,000 and above	13	11	22	15	18	17	16	13					125
Grand Total	26	28	47	47	39	62	51	48					348

2024

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	0	0	0	0	0	0	0	0	0	0	0	0
\$250,000 to \$499,999	0	0	0	0	0	0	0	0	0	0	0	0	0
\$500,000 to \$749,999	0	0	0	1	0	0	0	0	0	0	1	0	1
\$750,000 to \$999,999	0	1	2	3	5	1	0	1	0	2	0	1	13
\$1,000,000 to \$1,499,999	2	8	14	8	12	3	8	13	4	9	14	9	68
\$1,500,000 to \$2,499,999	7	12	18	21	29	29	32	32	22	22	22	15	180
\$2,500,000 and above	6	12	19	23	18	21	26	19	11	16	18	16	144
Grand Total	15	33	53	56	64	54	66	65	37	49	55	41	406

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	N/A	N/A	N/A	N/A	N/A	N/A					N/A
\$250,000 to \$499,999	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A					N/A
\$500,000 to \$749,999	N/A	N/A	N/A	-100%	N/A	N/A	N/A	N/A					200%
\$750,000 to \$999,999	N/A	0%	-100%	33%	-80%	200%	N/A	100%					-15%
\$1,000,000 to \$1,499,999	200%	-63%	-64%	-25%	-67%	200%	25%	-15%					-21%
\$1,500,000 to \$2,499,999	0%	8%	11%	5%	-45%	10%	-25%	-34%					-14%
\$2,500,000 and above	117%	-8%	16%	-35%	0%	-19%	-38%	-32%					-13%
Grand Total	73%	-15%	-11%	-16%	-39%	15%	-23%	-26%					-14%