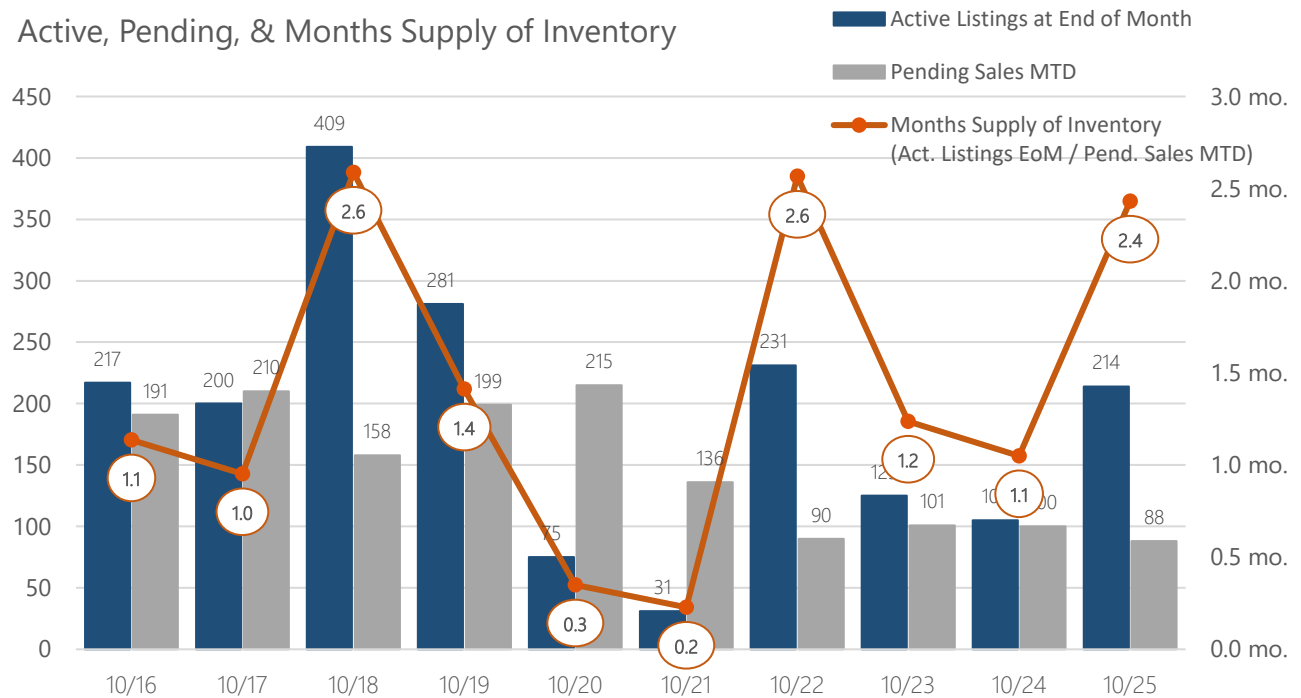


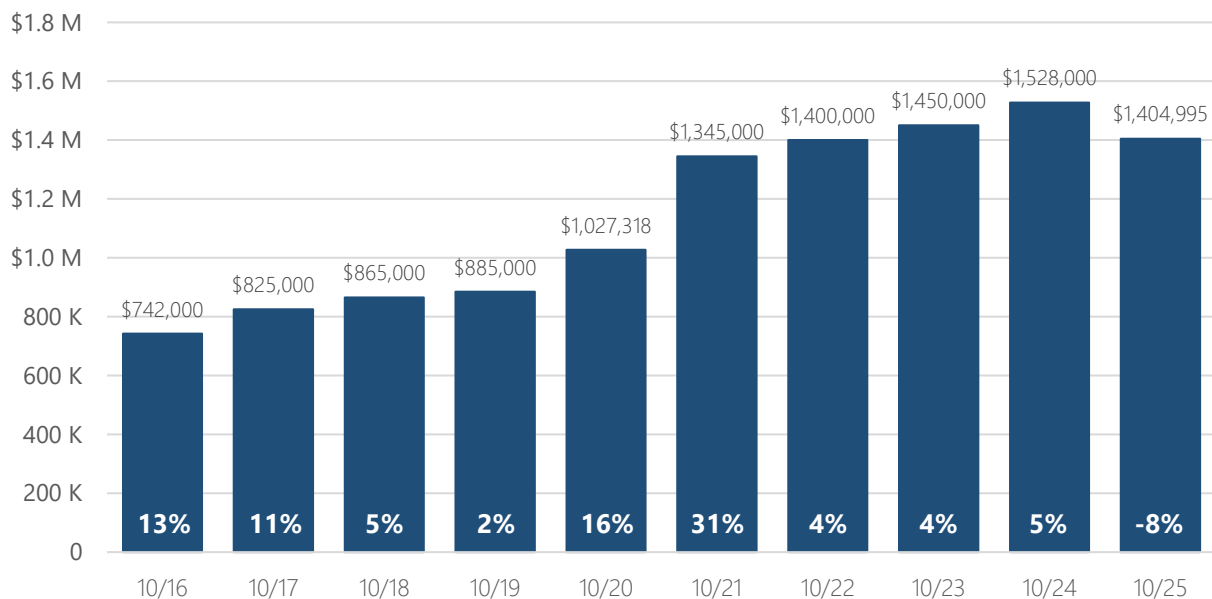
East Of Lake Sammamish (540)

RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



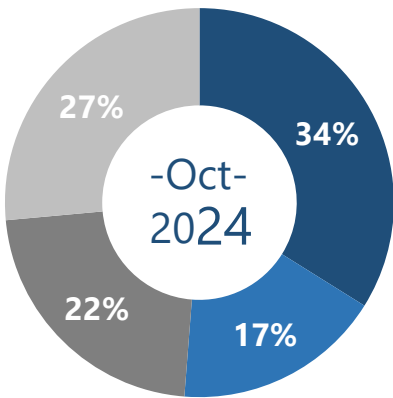
Median Closed Sales Price For Current Month Sold Properties



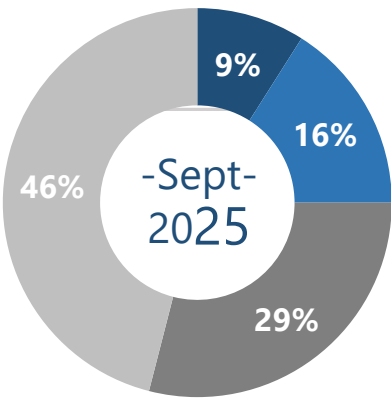
East Of Lake Sammamish (540)

RESIDENTIAL ONLY

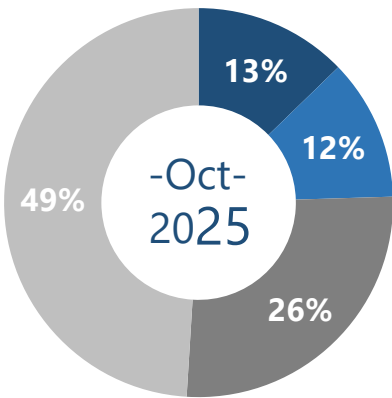
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

OCTOBER 2025		 SOLD ABOVE LIST PRICE	 SOLD AT LIST PRICE	 SOLD BELOW LIST PRICE	 PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET		3	15	22	84
NUMBER OF SALES IN MONTH		13	12	27	50
MEDIAN % FROM ORIGINAL LIST PRICE		2%	0%	-2%	N/A

East Of Lake Sammamish (540)

RESIDENTIAL ONLY

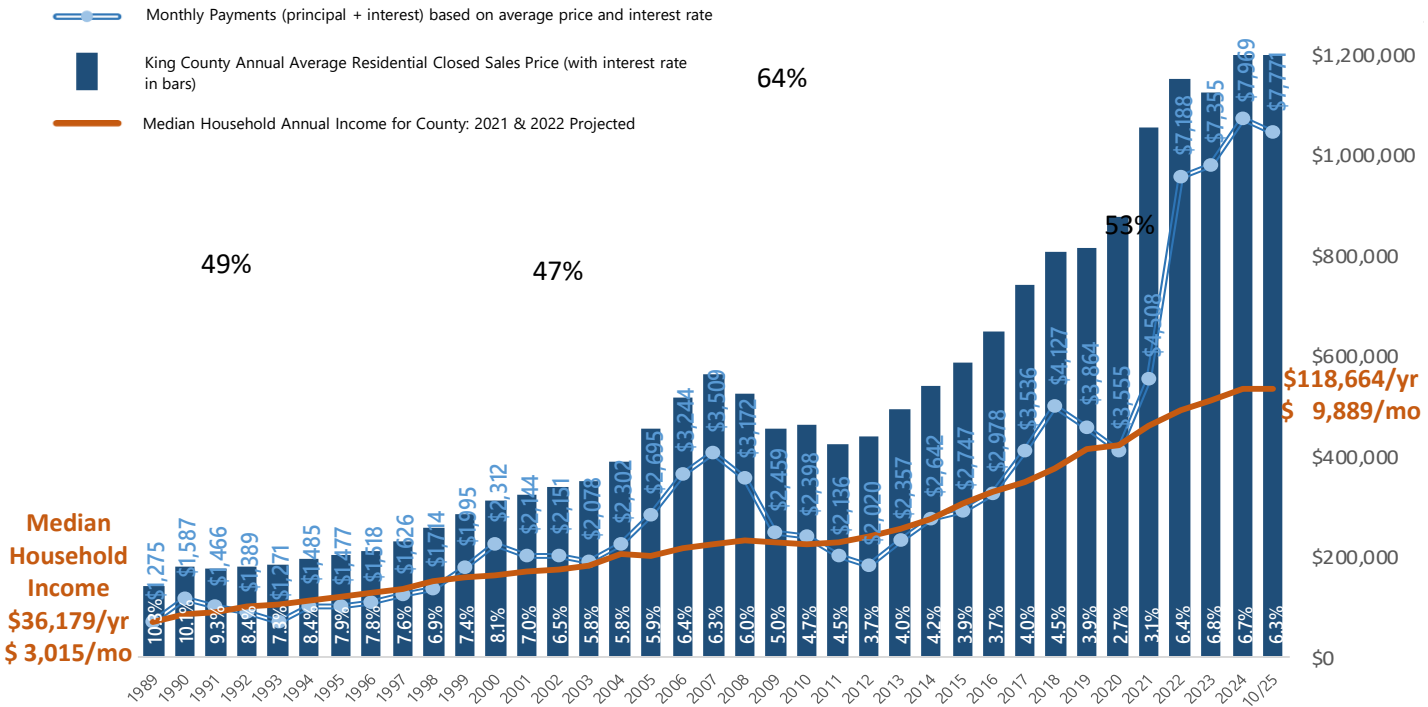
Sales Price to List Price based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	45	44.1%
15 - 30	96.0%	96.8%	19	18.6%
31 - 60	95.4%	97.4%	20	19.6%
61 - 90	93.4%	97.2%	14	13.7%
90+	86.0%	99.1%	4	3.9%
Totals			102	100.0%

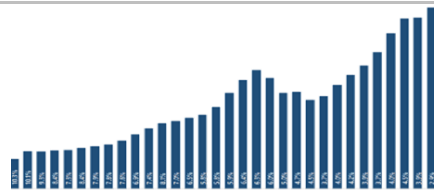
The Cost of Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
October, 2025	\$1,404,995	6.25%	\$8,651
October, 2024	\$1,528,000	6.43%	\$9,588
	-\$123,005	-0.18%	-\$937 Per Month
			-\$11,244 Per Year
* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month			

Monthly Payments Compared to Income Trendline King County



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

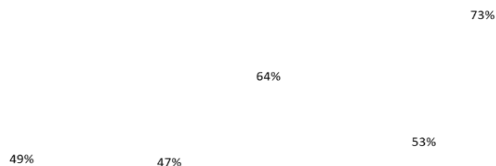
C



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

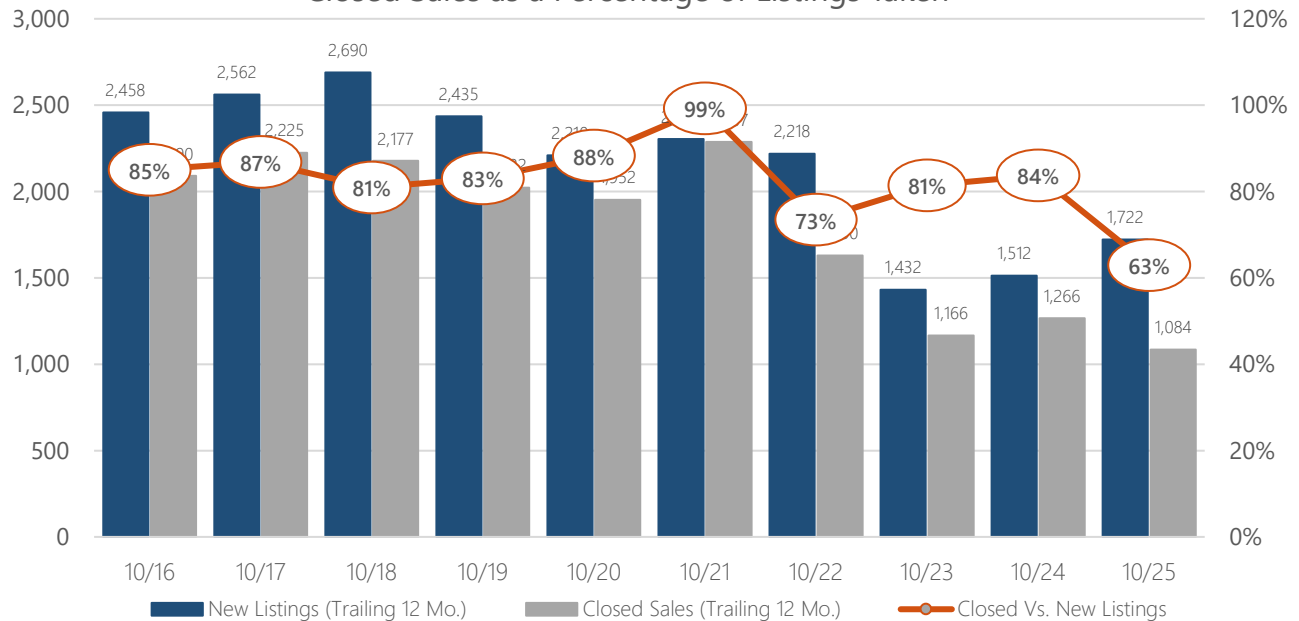
Monthly cycle peaks shown

East Of Lake Sammamish (540)

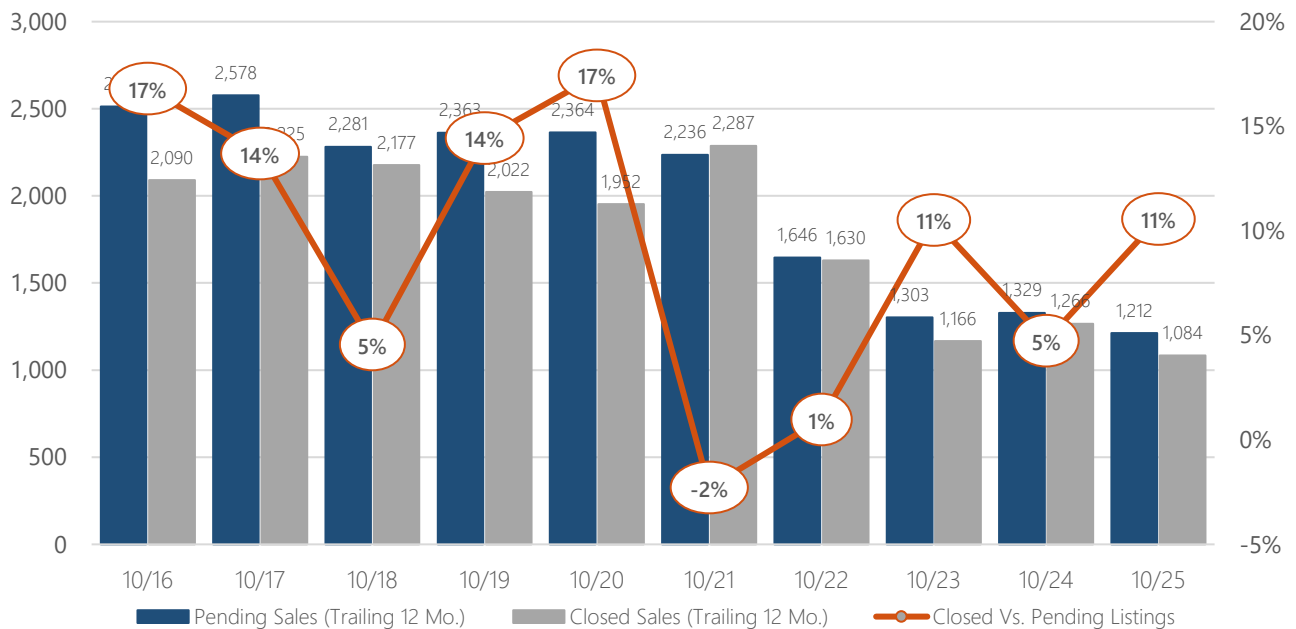
RESIDENTIAL ONLY

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

0 - 2

SELLER'S
ADVANTAGE

2 - 4

BALANCED
ADVANTAGE

4+

BUYER'S
ADVANTAGE

Area	Months Inventory			Area	Months Inventory		
	2023	2024	2025		2023	2024	2025
100	1.1	1.7	1.0	530	0.9	1.1	1.7
110	1.3	1.6	1.5	540	1.2	1.1	2.4
120	1.1	1.6	1.4	550	1.9	1.4	2.4
130	1.4	1.7	1.5	560	2.1	1.4	2.5
140	1.9	1.7	1.8	600	1.6	1.1	2.8
300	1.4	0.9	2.7	610	1.0	1.3	2.3
310	1.4	1.3	1.8	700	2.6	2.0	2.0
320	1.5	1.5	2.7	701	0.0	0.0	0.0
330	1.4	1.4	2.1	705	1.4	1.7	2.2
340	1.5	1.3	2.0	710	1.3	1.4	2.0
350	1.6	1.2	3.0	715	1.5	1.1	1.4
360	1.3	1.8	4.5	720	1.0	1.1	1.5
380	2.2	2.0	2.6	730	1.0	1.0	1.6
385	2.2	2.0	3.0	740	1.3	1.5	1.9
390	2.6	2.1	3.2	750	1.2	1.5	2.3
500	1.4	1.0	2.3	760	2.4	1.5	3.0
510	2.5	1.6	2.8	770	1.5	1.4	2.0
520	3.1	2.3	6.8	800	5.0	1.7	1.6

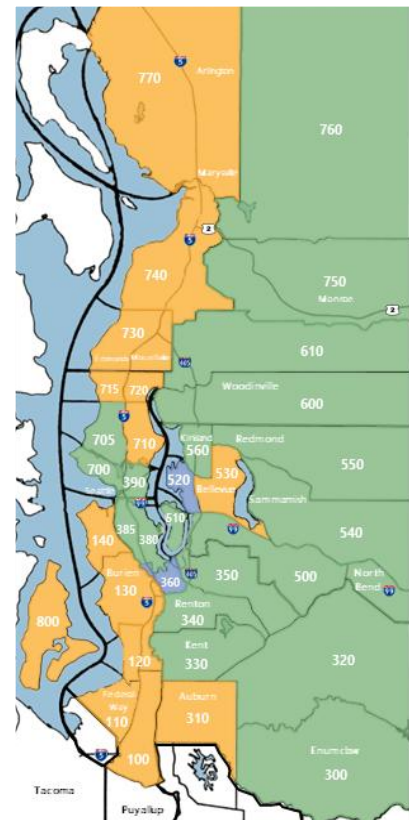
2 YEARS AGO



1 YEAR AGO



CURRENT YEAR



East Of Lake Sammamish (540)

Statistics To Know

Residential

	October, 2025	October, 2024	Difference	% Change
Months Supply of Inventory	2.4	1.1	1.4	132%
Active Listings at End of Month	214	105	109	104%
Pending Sales MTD	88	100	-12	-12%
Pending Sales (Trailing 12 Months)	1,212	1,329	-117	-9%
Closed Sales MTD	103	123	-20	-16%
Closed Sales (Trailing 12 Months)	1,084	1,266	-182	-14%
Closed Sales Price (Median)	\$1,404,995	\$1,528,000	-\$123,005	-8%
30-Year-Fixed-Rate Mortgage Rate	6.3%	6.4%	-0.2%	-3%
Monthly Payments (P&I)	\$8,651	\$9,588	-\$937	-10%

Condominium

	October, 2025	October, 2024	Difference	% Change
Months Supply of Inventory	4.4	2.1	2.3	112%
Active Listings at End of Month	71	65	6	9%
Pending Sales MTD	16	31	-15	-48%
Pending Sales (Trailing 12 Months)	380	415	-35	-8%
Closed Sales MTD	28	35	-7	-20%
Closed Sales (Trailing 12 Months)	360	355	5	1%
Closed Sales Price (Median)	\$590,000	\$675,000	-\$85,000	-13%
30-Year-Fixed-Rate Mortgage Rate	6.3%	6.4%	-0.2%	-3%
Monthly Payments (P&I)	\$3,633	\$4,235	-\$603	-14%

Residential & Condominium

	October, 2025	October, 2024	Difference	% Change
Months Supply of Inventory	2.7	1.3	1.4	111%
Active Listings at End of Month	285	170	115	68%
Pending Sales MTD	104	131	-27	-21%
Pending Sales (Trailing 12 Months)	1,592	1,744	-152	-9%
Closed Sales MTD	131	158	-27	-17%
Closed Sales (Trailing 12 Months)	1,444	1,621	-177	-11%
Closed Sales Price (Median)	\$1,280,000	\$1,352,500	-\$72,500	-5%
30-Year-Fixed-Rate Mortgage Rates	6.3%	6.4%	-0.2%	-3%
Monthly Payments (P&I)	\$7,881	\$8,487	-\$605	-7%

East Of Lake Sammamish (540)

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)	50	89	99	185	270	265	262	233	223	214			104%	189	AVG	80%
	New Listings Taken in Month	75	114	182	242	274	192	170	135	149	131			51%	1,664	YTD	17%
	# of Pending Transactions	51	73	152	127	135	137	121	113	122	88			-12%	1,119	YTD	-7%
	Months Supply of Inventory	1.0	1.2	0.7	1.5	2.0	1.9	2.2	2.1	1.8	2.4			132%	1.7	AVG	91%
	# of Closed Sales	33	50	81	123	123	115	127	105	101	103			-16%	961	YTD	-12%
	Median Closed Price	1,692,810	1,562,500	1,588,000	1,650,000	1,525,000	1,500,000	1,543,000	1,480,000	1,488,000	1,404,995			-8%	1,547,610	WA	-2%
2024	Active Listings (EOM)	49	56	51	91	128	143	148	135	145	105	67	34	-16%	105	AVG	-19%
	New Listings Taken in Month	57	109	119	186	223	167	187	146	144	87	41	17	-1%	1,425	YTD	7%
	# of Pending Transactions	63	93	117	133	172	131	155	120	114	100	60	33	-1%	1,198	YTD	0%
	Months Supply of Inventory	0.8	0.6	0.4	0.7	0.7	1.1	1.0	1.1	1.3	1.1	1.1	1.0	-15%	0.9	AVG	-21%
	# of Closed Sales	46	56	93	104	150	131	147	152	96	123	75	48	37%	1,098	YTD	7%
	Median Closed Price	1,539,500	1,452,500	1,630,000	1,639,997	1,665,000	1,675,000	1,618,000	1,507,500	1,483,500	1,528,000	1,580,000	1,425,000	5%	1,577,622	WA	14%
2023	Active Listings (EOM)	114	93	136	129	128	128	156	140	150	125	100	51	-46%	130	AVG	-27%
	New Listings Taken in Month	94	86	191	118	166	151	167	129	137	87	66	21	-22%	1,326	YTD	-36%
	# of Pending Transactions	84	102	144	122	159	119	132	125	110	101	78	53	12%	1,198	YTD	-20%
	Months Supply of Inventory	1.4	0.9	0.9	1.1	0.8	1.1	1.2	1.1	1.4	1.2	1.3	1.0	-52%	1.1	AVG	-13%
	# of Closed Sales	45	65	100	106	117	151	107	136	107	90	89	79	-26%	1,024	YTD	-26%
	Median Closed Price	1,375,000	1,205,000	1,399,940	1,360,500	1,425,000	1,419,800	1,380,000	1,449,900	1,400,000	1,450,000	1,350,000	1,325,000	4%	1,389,745	WA	-6%
2022	Active Listings (EOM)	20	21	74	139	205	298	313	240	250	231	181	123	645%	179	AVG	221%
	New Listings Taken in Month	94	141	262	280	291	337	242	142	171	111	69	37	-13%	2,071	YTD	-2%
	# of Pending Transactions	85	139	196	203	195	155	146	151	130	90	59	46	-34%	1,490	YTD	-26%
	Months Supply of Inventory	0.2	0.2	0.4	0.7	1.1	1.9	2.1	1.6	1.9	2.6	3.1	2.7	1026%	1.3	AVG	353%
	# of Closed Sales	61	62	151	183	184	186	145	151	143	121	83	59	-41%	1,387	YTD	-29%
	Median Closed Price	1,385,000	1,677,500	1,605,000	1,600,000	1,522,475	1,455,000	1,325,000	1,325,000	1,310,000	1,400,000	1,350,000	1,300,000	4%	1,471,455	WA	19%
2021	# of Active Listings	39	52	60	75	48	68	79	58	48	31	21	11	-59%	56	A	-61%
	New Listings Taken in Month	132	160	283	285	232	275	234	197	197	127	92	55	-15%	2,122	YTD	-7%
	# of Pending Transactions	126	151	261	254	247	240	206	208	197	136	98	58	-37%	2,026	YTD	-4%
	Months Supply of Inventory	0.3	0.3	0.2	0.3	0.2	0.3	0.4	0.3	0.2	0.2	0.2	0.2	-35%	0.3	A	-61%
	# of Closed Sales	88	115	164	216	251	247	243	220	190	206	140	103	-11%	1,940	T	18%
	Median Closed Price	1,009,665	1,059,047	1,260,000	1,240,000	1,220,000	1,250,000	1,320,000	1,267,824	1,277,500	1,345,000	1,372,500	1,399,000	31%	1,233,396	WA	30%

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

East Of Lake Sammamish (540)

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)	132	127	157	193	181	170	162	131	104	75	48	36	-73%	143	AVG	-59%
	New Listings Taken in Month	153	199	232	156	209	239	259	233	202	186	113	69	25%	2,068	YTD	-9%
	# of Pending Transactions	147	212	192	131	216	249	260	273	219	215	139	71	8%	2,114	YTD	0%
	Months Supply of Inventory	0.9	0.6	0.8	1.5	0.8	0.7	0.6	0.5	0.5	0.3	0.3	0.5	-75%	0.7	AVG	-58%
	# of Closed Sales	80	98	139	149	131	180	223	218	201	231	166	181	31%	1,650	YTD	-5%
	Median Closed Price	869,200	977,500	955,000	899,000	883,500	922,495	975,000	1,000,000	985,000	1,027,318	999,475	1,037,577	16%	952,078	WA	7%
2019	Active Listings (EOM)	249	260	313	348	432	450	418	394	365	281	186	127	-31%	351	AVG	27%
	New Listings Taken in Month	143	141	291	307	372	269	223	209	174	149	84	58	-10%	2,278	YTD	-9%
	# of Pending Transactions	116	133	238	283	283	241	229	212	184	199	154	96	26%	2,118	YTD	6%
	Months Supply of Inventory	2.1	2.0	1.3	1.2	1.5	1.9	1.8	1.9	2.0	1.4	1.2	1.3	-45%	1.7	AVG	16%
	# of Closed Sales	108	86	125	186	221	246	220	204	157	177	156	146	-12%	1,730	YTD	-5%
	Median Closed Price	922,875	857,873	905,000	903,750	845,000	883,500	873,250	897,240	902,380	885,000	852,072	892,450	2%	888,155	WA	0%
2018	Active Listings (EOM)	110	104	130	176	262	331	365	430	457	409	324	232	105%	277	AVG	58%
	New Listings Taken in Month	146	183	266	246	373	343	275	263	236	166	112	45	-4%	2,497	YTD	4%
	# of Pending Transactions	136	190	244	199	275	264	209	158	165	158	147	98	-25%	1,998	YTD	-14%
	Months Supply of Inventory	0.8	0.5	0.5	0.9	1.0	1.3	1.7	2.7	2.8	2.6	2.2	2.4	172%	1.5	AVG	91%
	# of Closed Sales	100	105	171	192	187	257	226	214	161	202	134	158	-6%	1,815	YTD	-4%
	Median Closed Price	870,917	860,000	899,000	899,750	923,000	930,000	915,500	870,250	880,000	865,000	870,000	840,000	5%	892,001	WA	7%
2017	Active Listings (EOM)	120	94	122	137	171	216	240	222	237	200	151	91	-8%	176	AVG	-20%
	New Listings Taken in Month	137	158	266	224	318	341	302	248	224	173	127	66	10%	2,391	YTD	3%
	# of Pending Transactions	121	181	255	214	285	286	277	271	212	210	166	117	10%	2,312	YTD	1%
	Months Supply of Inventory	1.0	0.5	0.5	0.6	0.6	0.8	0.9	0.8	1.1	1.0	0.9	0.8	-16%	0.8	AVG	-21%
	# of Closed Sales	94	77	158	164	195	246	245	284	210	215	182	180	5%	1,888	YTD	6%
	Median Closed Price	806,282	815,000	850,633	871,000	870,000	844,500	841,000	811,500	791,723	825,000	842,500	873,500	11%	833,455	WA	14%
2016	Active Listings (EOM)	137	160	175	242	215	269	278	273	241	217	149	106	1%	221	AVG	-14%
	New Listings Taken in Month	130	205	230	305	282	336	269	208	196	157	108	63	-9%	2,318	YTD	-3%
	# of Pending Transactions	134	198	222	250	326	288	257	208	219	191	173	93	-12%	2,293	YTD	-7%
	Months Supply of Inventory	1.0	0.8	0.8	1.0	0.7	0.9	1.1	1.3	1.1	1.1	0.9	1.1	15%	1.0	AVG	-7%
	# of Closed Sales	82	81	138	174	165	266	243	255	174	205	162	175	11%	1,783	YTD	-9%
	Median Closed Price	707,440	740,000	712,500	695,440	715,880	722,500	751,000	778,000	755,000	742,000	769,500	840,000	13%	732,774	WA	14%
2015	Active Listings (EOM)	212	205	225	258	279	290	327	295	258	214	141	128	-43%	256	AVG	-30%
	New Listings Taken in Month	134	182	265	290	330	307	294	224	190	172	83	57	1%	2,388	YTD	-2%
	# of Pending Transactions	158	204	267	258	335	289	256	254	231	217	143	76	9%	2,469	YTD	4%
	Months Supply of Inventory	1.3	1.0	0.8	1.0	0.8	1.0	1.3	1.2	1.1	1.0	1.0	1.7	-48%	1.1	AVG	-33%
	# of Closed Sales	108	105	169	205	220	285	239	249	200	184	138	169	-1%	1,964	YTD	4%
	Median Closed Price	665,000	593,700	592,587	650,000	644,110	625,000	650,000	665,000	679,296	659,200	675,000	649,000	17%	643,625	WA	11%

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

East Of Lake Sammamish (540)

RESIDENTIAL ONLY

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)	118	117	144	179	205	236	249	232	226	189	137	94	177	AVG
% of 12 Month Avg.	67%	66%	81%	101%	116%	133%	140%	131%	127%	107%	77%	53%		
New Listings Taken in Month	122	156	241	240	280	277	245	200	187	142	90	49	2,227	T
% of 12 Month Avg.	66%	84%	130%	129%	151%	149%	132%	108%	101%	76%	48%	26%		
# of Pending Transactions	117	160	214	205	249	226	213	198	178	162	122	74	2,117	T
% of 12 Month Avg.	66%	91%	121%	116%	141%	128%	121%	112%	101%	92%	69%	42%		
Months Supply of Inventory	1.0	0.7	0.7	0.9	0.8	1.0	1.2	1.2	1.3	1.2	1.1	1.3	1.0	AVG
% of 12 Month Avg.	98%	71%	66%	85%	80%	102%	114%	114%	123%	114%	109%	123%		
# of Closed Units	81	85	141	168	182	220	204	208	164	175	133	130	1,890	T
% of 12 Month Avg.	52%	54%	89%	107%	116%	139%	129%	132%	104%	111%	84%	82%		
Median Closed Price	1,015,088	1,023,812	1,080,966	1,075,944	1,071,397	1,072,780	1,064,875	1,057,221	1,046,440	1,072,652	1,066,105	1,058,153	1,058,786	AVG
% of 12 Month Avg.	96%	97%	102%	102%	101%	101%	101%	100%	99%	101%	101%	100%		

East Of Lake Sammamish (540)

RESIDENTIAL ONLY

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	1	0			1
\$250,000 to \$499,999	0	1	0	1	0	0	0	0	0	0			2
\$500,000 to \$749,999	3	3	1	3	4	5	3	3	2	9			36
\$750,000 to \$999,999	4	6	11	11	14	12	13	9	11	9			100
\$1,000,000 to \$1,499,999	5	10	23	35	39	37	40	42	37	42			310
\$1,500,000 to \$2,499,999	14	25	38	60	57	51	64	45	39	36			429
\$2,500,000 and above	7	4	8	13	9	8	7	6	10	6			78
Grand Total	33	49	81	123	123	113	127	105	100	102			956

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	2	1	1	1	0	1	1	1	6
\$500,000 to \$749,999	4	4	9	7	8	5	6	8	7	3	4	2	61
\$750,000 to \$999,999	8	6	12	14	13	11	13	20	7	12	7	5	116
\$1,000,000 to \$1,499,999	11	19	18	19	39	40	39	44	36	41	19	19	306
\$1,500,000 to \$2,499,999	19	21	40	54	74	57	71	66	38	55	33	16	495
\$2,500,000 and above	4	6	14	10	14	15	16	12	8	9	10	5	108
Grand Total	46	56	93	104	150	129	146	151	96	121	74	48	1,092

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	N/A			N/A
\$250,000 to \$499,999	N/A	N/A	N/A	N/A	-100%	-100%	-100%	-100%	N/A	-100%			-67%
\$500,000 to \$749,999	-25%	-25%	-89%	-57%	-50%	0%	-50%	-63%	-71%	200%			-41%
\$750,000 to \$999,999	-50%	0%	-8%	-21%	8%	9%	0%	-55%	57%	-25%			-14%
\$1,000,000 to \$1,499,999	-55%	-47%	28%	84%	0%	-8%	3%	-5%	3%	2%			1%
\$1,500,000 to \$2,499,999	-26%	19%	-5%	11%	-23%	-11%	-10%	-32%	3%	-35%			-13%
\$2,500,000 and above	75%	-33%	-43%	30%	-36%	-47%	-56%	-50%	25%	-33%			-28%
Grand Total	-28%	-13%	-13%	18%	-18%	-12%	-13%	-30%	4%	-16%			-12%