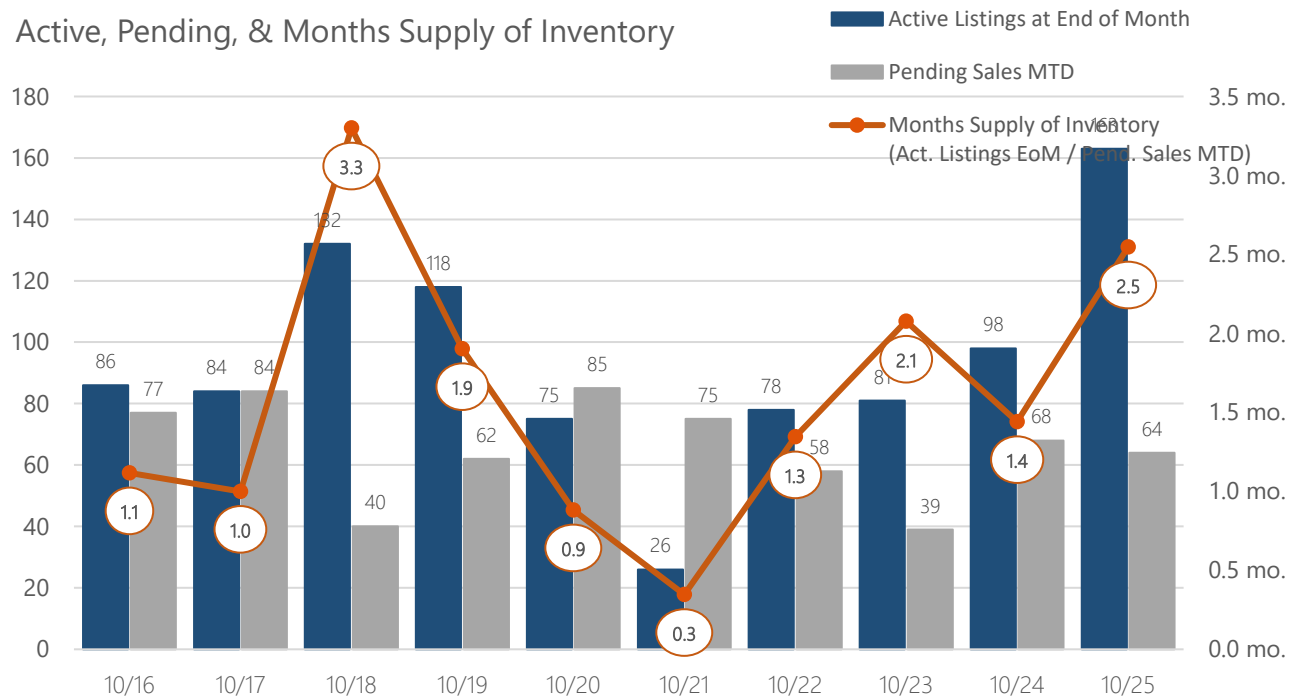


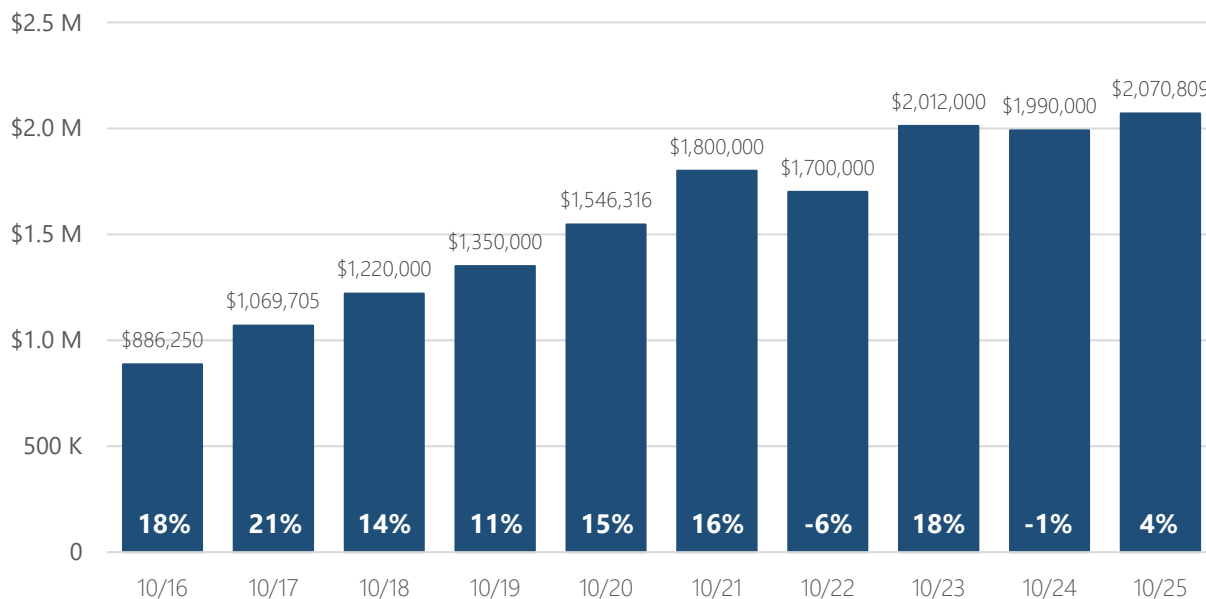
Kirkland/Bridle Trails (560)

RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



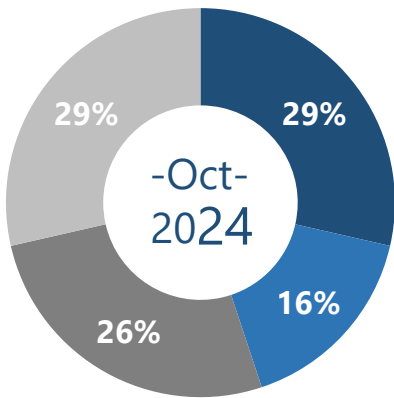
Median Closed Sales Price For Current Month Sold Properties



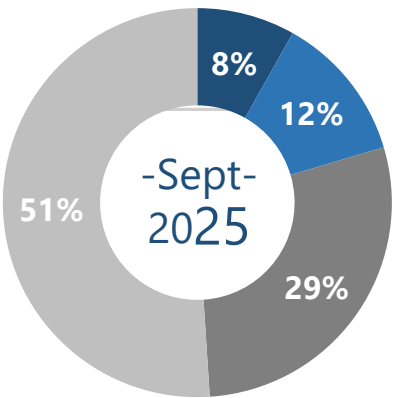
Kirkland/Bridle Trails (560)

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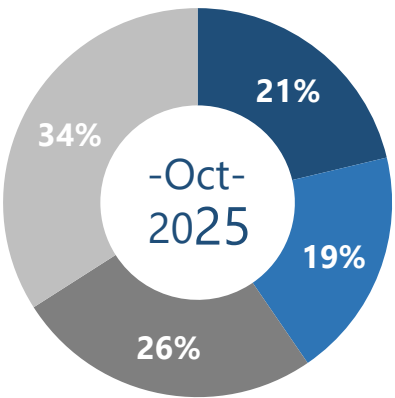
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH

OCTOBER 2025				
				
	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	5	3	30	69
NUMBER OF SALES IN MONTH	10	9	12	16
MEDIAN % FROM ORIGINAL LIST PRICE	2%	0%	-4%	N/A

Kirkland/Bridle Trails (560)

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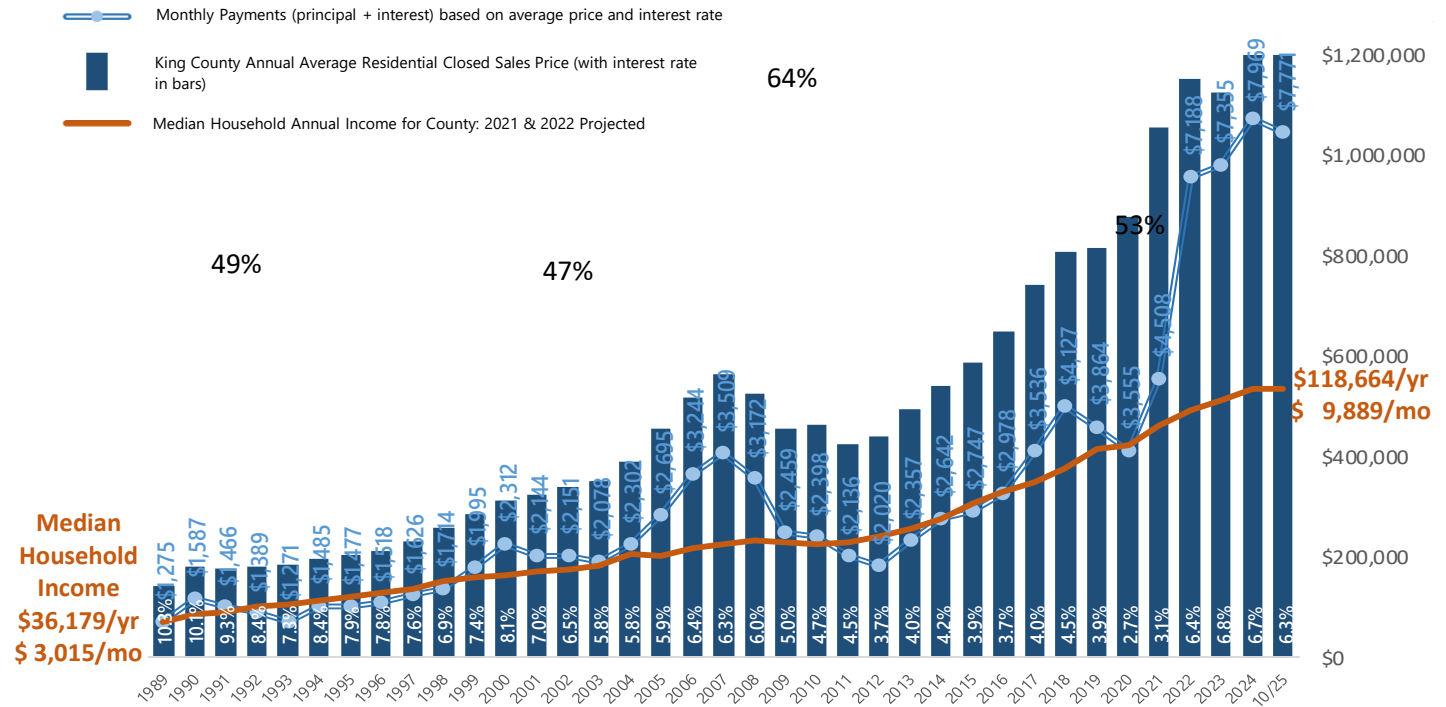
Sales Price to List Price
based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	27	57.4%
15 - 30	96.4%	96.8%	5	10.6%
31 - 60	94.3%	96.2%	9	19.1%
61 - 90	90.1%	96.4%	4	8.5%
90+	82.5%	92.3%	2	4.3%
Totals			47	100.0%

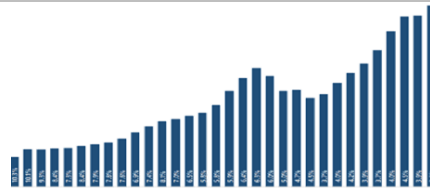
The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
October, 2025	\$2,070,809	6.25%	\$12,750
October, 2024	\$1,990,000	6.43%	\$12,487
	\$80,809	-0.18%	\$264 Per Month
* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month			\$3,164 Per Year

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

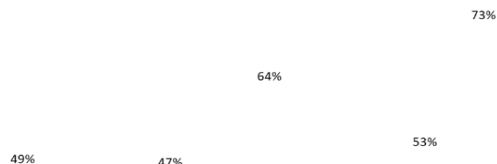
C



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

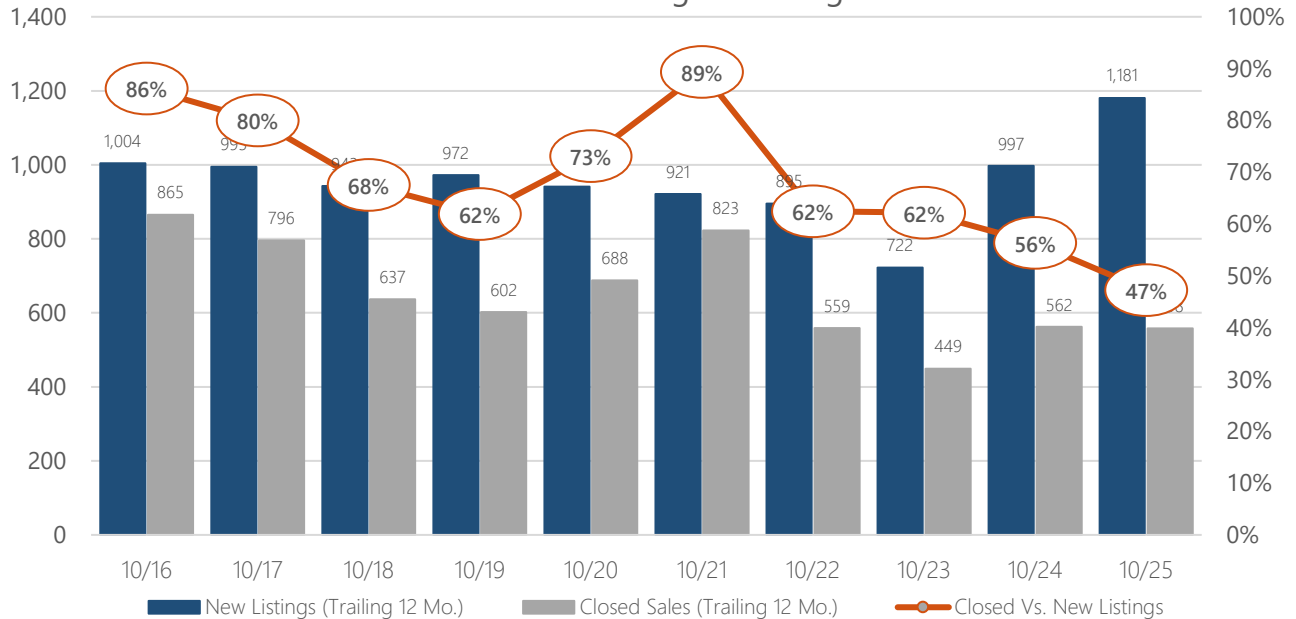
Monthly cycle peaks shown

Kirkland/Bridle Trails (560)

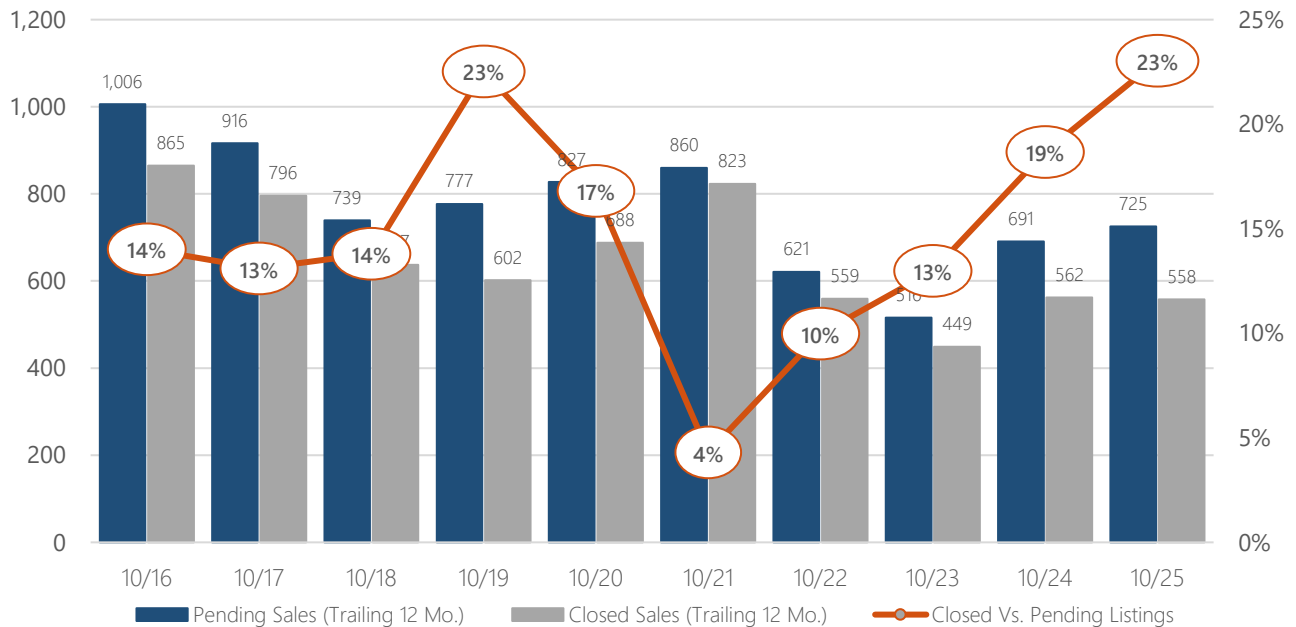
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What Are The Odds of Selling?

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	1.1	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

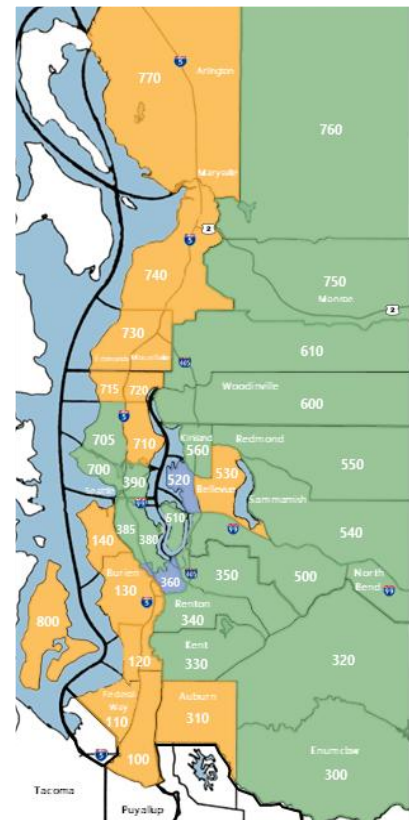
2 YEARS AGO



1 YEAR AGO



CURRENT YEAR



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.

Kirkland/Bridle Trails (560)

Statistics To Know

Residential

	October, 2025	October, 2024	Difference	% Change
Months Supply of Inventory	2.5	1.4	1.1	77%
Active Listings at End of Month	163	98	65	66%
Pending Sales MTD	64	68	-4	-6%
Pending Sales (Trailing 12 Months)	725	691	34	5%
Closed Sales MTD	48	49	-1	-2%
Closed Sales (Trailing 12 Months)	558	562	-4	-1%
Closed Sales Price (Median)	\$2,070,809	\$1,990,000	\$80,809	4%
30-Year-Fixed-Rate Mortgage Rate	6.3%	6.4%	-0.2%	-3%
Monthly Payments (P&I)	\$12,750	\$12,487	\$264	2%

Condominium

	October, 2025	October, 2024	Difference	% Change
Months Supply of Inventory	2.8	1.9	0.9	44%
Active Listings at End of Month	97	73	24	33%
Pending Sales MTD	35	38	-3	-8%
Pending Sales (Trailing 12 Months)	414	400	14	3%
Closed Sales MTD	40	40	0	0%
Closed Sales (Trailing 12 Months)	374	352	22	6%
Closed Sales Price (Median)	\$1,224,500	\$937,444	\$287,056	31%
30-Year-Fixed-Rate Mortgage Rate	6.3%	6.4%	-0.2%	-3%
Monthly Payments (P&I)	\$7,539	\$5,882	\$1,657	28%

Residential & Condominium

	October, 2025	October, 2024	Difference	% Change
Months Supply of Inventory	2.6	1.6	1.0	63%
Active Listings at End of Month	260	171	89	52%
Pending Sales MTD	99	106	-7	-7%
Pending Sales (Trailing 12 Months)	1,139	1,091	48	4%
Closed Sales MTD	88	89	-1	-1%
Closed Sales (Trailing 12 Months)	932	914	18	2%
Closed Sales Price (Median)	\$1,532,500	\$1,620,000	-\$87,500	-5%
30-Year-Fixed-Rate Mortgage Rates	6.3%	6.4%	-0.2%	-3%
Monthly Payments (P&I)	\$9,436	\$10,165	-\$729	-7%

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	178	163			66%	153	AVG	92%
	New Listings Taken in Month	80	70	116	129	163	135	111	78	119	94			2%	1,095	YTD	18%
	# of Pending Transactions	46	56	75	50	80	84	75	49	61	64			-6%	640	YTD	0%
	Months Supply of Inventory	1.9	1.6	1.5	3.0	2.5	2.3	2.6	3.4	2.9	2.5			77%	2.4	AVG	91%
	# of Closed Sales	28	33	47	47	40	63	56	51	49	48			-2%	462	YTD	-7%
	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	2,300,000	2,070,809			4%	2,125,991	WA	3%
2024	Active Listings (EOM)	52	50	47	61	98	94	88	104	107	98	73	56	21%	80	AVG	22%
	New Listings Taken in Month	64	71	76	93	134	97	104	104	94	92	53	33	74%	929	YTD	39%
	# of Pending Transactions	45	63	68	65	73	66	75	53	62	68	52	33	74%	638	YTD	39%
	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	-31%	1.3	AVG	-16%
	# of Closed Sales	15	33	53	57	64	55	66	66	39	49	55	41	44%	497	YTD	36%
	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	-1%	2,058,417	WA	15%
2023	Active Listings (EOM)	44	41	55	56	63	67	80	77	92	81	70	44	4%	66	AVG	2%
	New Listings Taken in Month	38	37	70	78	75	85	75	68	91	52	47	21	-27%	669	YTD	-18%
	# of Pending Transactions	24	36	43	69	51	67	41	44	46	39	31	22	-33%	460	YTD	-14%
	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	54%	1.5	AVG	24%
	# of Closed Sales	15	22	33	35	54	50	47	40	36	34	35	30	-36%	366	YTD	-18%
	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	18%	1,795,312	WA	-15%
2022	Active Listings (EOM)	9	20	31	43	81	94	109	90	90	78	53	35	200%	65	AVG	113%
	New Listings Taken in Month	35	62	99	82	107	105	95	68	91	71	31	22	3%	815	YTD	0%
	# of Pending Transactions	26	46	76	64	46	56	41	63	62	58	34	22	-23%	538	YTD	-27%
	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	288%	1.2	AVG	188%
	# of Closed Sales	28	22	50	60	55	46	36	43	51	53	44	39	-13%	444	YTD	-34%
	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	-6%	2,117,200	WA	15%
2021	# of Active Listings	34	20	30	36	30	31	32	31	33	26	15	3	-65%	30	A	-66%
	New Listings Taken in Month	57	61	90	92	94	113	81	80	82	69	45	35	10%	819	YTD	-9%
	# of Pending Transactions	52	71	74	72	95	99	64	71	69	75	48	35	-12%	742	YTD	1%
	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	-61%	0.4	A	-68%
	# of Closed Sales	48	45	73	67	54	103	88	72	64	61	61	54	-36%	675	T	15%
	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	16%	1,843,817	WA	29%

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	-36%	89	AVG	-30%
	New Listings Taken in Month	68	58	114	59	103	112	86	117	81	90	59	43	43%	888	YTD	-1%
	# of Pending Transactions	43	62	57	46	78	98	71	109	87	85	70	48	37%	736	YTD	4%
	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	-54%	1.3	AVG	-31%
	# of Closed Sales	29	27	62	33	35	62	80	74	89	95	69	79	73%	586	YTD	10%
	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	15%	1,424,211	WA	7%
2019	Active Listings (EOM)	96	109	115	129	136	164	137	135	137	118	82	55	-11%	128	AVG	43%
	New Listings Taken in Month	68	63	112	101	115	126	87	70	92	63	35	18	-16%	897	YTD	2%
	# of Pending Transactions	54	38	77	75	94	89	93	55	73	62	57	34	55%	710	YTD	9%
	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	-42%	1.9	AVG	28%
	# of Closed Sales	20	41	42	52	73	63	73	78	38	55	57	45	-4%	535	YTD	0%
	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	11%	1,328,784	WA	4%
2018	Active Listings (EOM)	36	40	52	70	95	113	115	115	127	132	111	95	57%	90	AVG	17%
	New Listings Taken in Month	44	45	92	109	136	105	89	88	100	75	47	28	-1%	883	YTD	-5%
	# of Pending Transactions	43	33	71	84	102	74	63	75	64	40	44	23	-52%	649	YTD	-22%
	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	230%	1.5	AVG	56%
	# of Closed Sales	34	28	43	53	75	73	67	51	54	57	39	28	-22%	535	YTD	-21%
	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	14%	1,273,236	WA	23%
2017	Active Listings (EOM)	34	55	72	61	73	110	96	88	92	84	61	38	-2%	77	AVG	-16%
	New Listings Taken in Month	65	66	99	80	108	158	89	100	93	76	39	21	21%	934	YTD	2%
	# of Pending Transactions	61	42	76	92	99	120	91	91	71	84	51	39	9%	827	YTD	-5%
	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	-10%	0.9	AVG	-10%
	# of Closed Sales	54	39	57	48	80	77	98	74	76	73	57	45	-9%	676	YTD	-7%
	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%	1,036,915	WA	14%
2016	Active Listings (EOM)	69	70	87	78	84	99	122	109	103	86	59	40	-28%	91	AVG	-16%
	New Listings Taken in Month	72	71	107	86	102	118	116	98	82	63	35	26	-27%	915	YTD	-5%
	# of Pending Transactions	65	87	82	96	105	96	94	93	77	77	50	39	-18%	872	YTD	-3%
	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	-12%	1.0	AVG	-15%
	# of Closed Sales	61	34	72	67	97	85	83	83	63	80	70	50	54%	725	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	18%	910,149	WA	12%
2015	Active Listings (EOM)	63	92	78	90	135	123	130	119	133	119	84	62	-2%	108	AVG	-24%
	New Listings Taken in Month	54	92	82	103	132	110	95	104	105	86	54	35	13%	963	YTD	0%
	# of Pending Transactions	44	70	97	96	100	116	89	110	83	94	86	48	8%	899	YTD	6%
	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	-10%	1.2	AVG	-28%
	# of Closed Sales	46	40	60	69	77	88	83	74	85	52	65	75	-19%	674	YTD	10%
	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	-6%	814,895	WA	15%

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)
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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

October, 2025

Kirkland/Bridle Trails (560)

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	0	0			0
\$250,000 to \$499,999	0	0	0	0	0	0	0	0	0	0			0
\$500,000 to \$749,999	0	0	0	0	0	1	1	1	0	0			3
\$750,000 to \$999,999	0	1	0	4	1	3	0	2	1	1			13
\$1,000,000 to \$1,499,999	6	3	5	6	4	9	10	11	7	13			74
\$1,500,000 to \$2,499,999	7	13	20	22	16	32	24	21	21	17			193
\$2,500,000 and above	13	11	22	15	18	17	16	13	20	16			161
Grand Total	26	28	47	47	39	62	51	48	49	47			444

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	15
\$1,000,000 to \$1,499,999	2	8	14	8	12	3	8	13	4	9	14	9	81
\$1,500,000 to \$2,499,999	7	12	18	21	29	29	32	32	22	22	22	15	224
\$2,500,000 and above	6	12	19	23	18	21	26	19	11	16	18	16	171
Grand Total	15	33	53	56	64	54	66	65	37	49	55	41	492

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	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	N/A	N/A			200%
\$750,000 to \$999,999	N/A	0%	-100%	33%	-80%	200%	N/A	100%	N/A	-50%			-13%
\$1,000,000 to \$1,499,999	200%	-63%	-64%	-25%	-67%	200%	25%	-15%	75%	44%			-9%
\$1,500,000 to \$2,499,999	0%	8%	11%	5%	-45%	10%	-25%	-34%	-5%	-23%			-14%
\$2,500,000 and above	117%	-8%	16%	-35%	0%	-19%	-38%	-32%	82%	0%			-6%
Grand Total	73%	-15%	-11%	-16%	-39%	15%	-23%	-26%	32%	-4%			-10%