

22 Quarterly Market Report

Nothing compares.

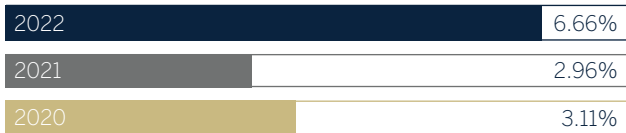
Eastside

Q3 JULY - SEPTEMBER 2022

Despite reports of a cooling market, the median sales price on the Eastside is up year-over-year, however, it is down quarter-over-quarter. Throughout our quarterly reporting, we look for long-term gains and yearly appreciation to indicate the status and health of the market. Year-over-year, the median sales price is up 3.5%, but that is the most positive news for sellers. The number of homes sold is down by over 36% and the number of homes for sale is up by over 300%. With two months of inventory available, this is still a seller's market, but sellers and buyers need to consider a number of different factors as they enter the market that they might not have needed to consider just a year—or a few months—ago. Strategic pricing, marketing, and cash and financing are all of concern, so start those conversations with your global real estate advisor sooner than later to turn your real estate concerns into a successful plan of action that could exceed your goals.

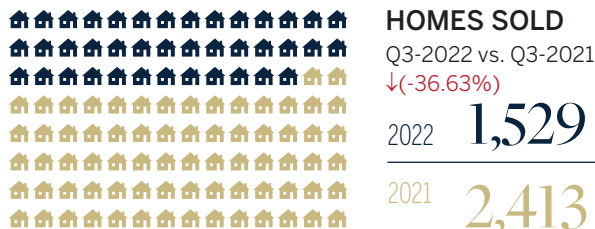
INTEREST RATES

30-year fixed rate for conventional mortgage loan
(Current and historic mortgage rates sourced from Caliber Home Loans)



AVERAGE DAYS ON MARKET

SHOWING DATA FOR Q3 OVER THE LAST THREE YEARS



AVERAGE PRICE PER SQ. FT.

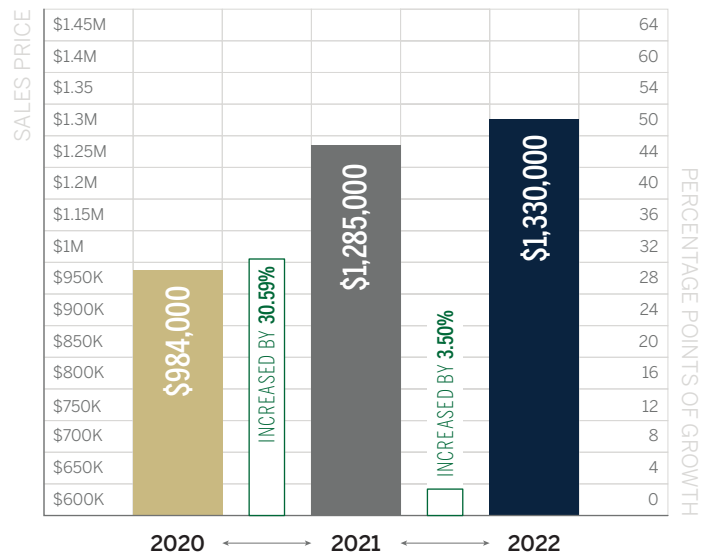
Q3-2022 vs. Q3-2021 ↑(6.87%)



\$1.33M

MEDIAN SALES PRICE

Single-Family Homes Q3-2022



STATE OF THE MARKET

2.0 months of inventory - Seller's Market

(Based on Q3-2022 housing inventory. Seller's Market = 0 to 3 months inventory, Neutral Market = 3 to 6 months inventory, Buyer's Market = 6+ months inventory)

