



**CBA Researched CMA Sales  
Summary  
Year in Review Report (2023 vs 2022)**

<b>2022</b>			
<b>Totals by Month</b>		<b># of Sales</b>	<b>Sales Volume (\$)</b>
		<b>Total SF</b>	
1st Qtr	January	174	\$1,592,738,785
	February	151	\$2,326,530,651
	March	173	\$1,134,616,212
<b>1st Qtr Totals</b>		<b>498</b>	<b>\$5,053,885,648</b>
2nd Qtr	April	197	\$1,633,044,684
	May	181	\$2,041,030,683
	June	174	\$1,221,800,953
<b>2nd Qtr Totals</b>		<b>552</b>	<b>\$4,895,876,320</b>
3rd Qtr	July	210	\$1,936,909,632
	August	183	\$1,394,849,759
	September	159	\$1,111,431,531
<b>3rd Qtr Totals</b>		<b>552</b>	<b>\$4,443,190,922</b>
4th Qtr	October	150	\$1,063,835,124
	November	157	\$665,174,055
	December	179	\$1,514,116,990
<b>4th Qtr Totals</b>		<b>486</b>	<b>\$3,243,126,169</b>
<b>Grand Totals</b>		<b>2088</b>	<b>\$17,636,079,059</b>
<b>Total SF</b>		<b>169,139,052</b>	

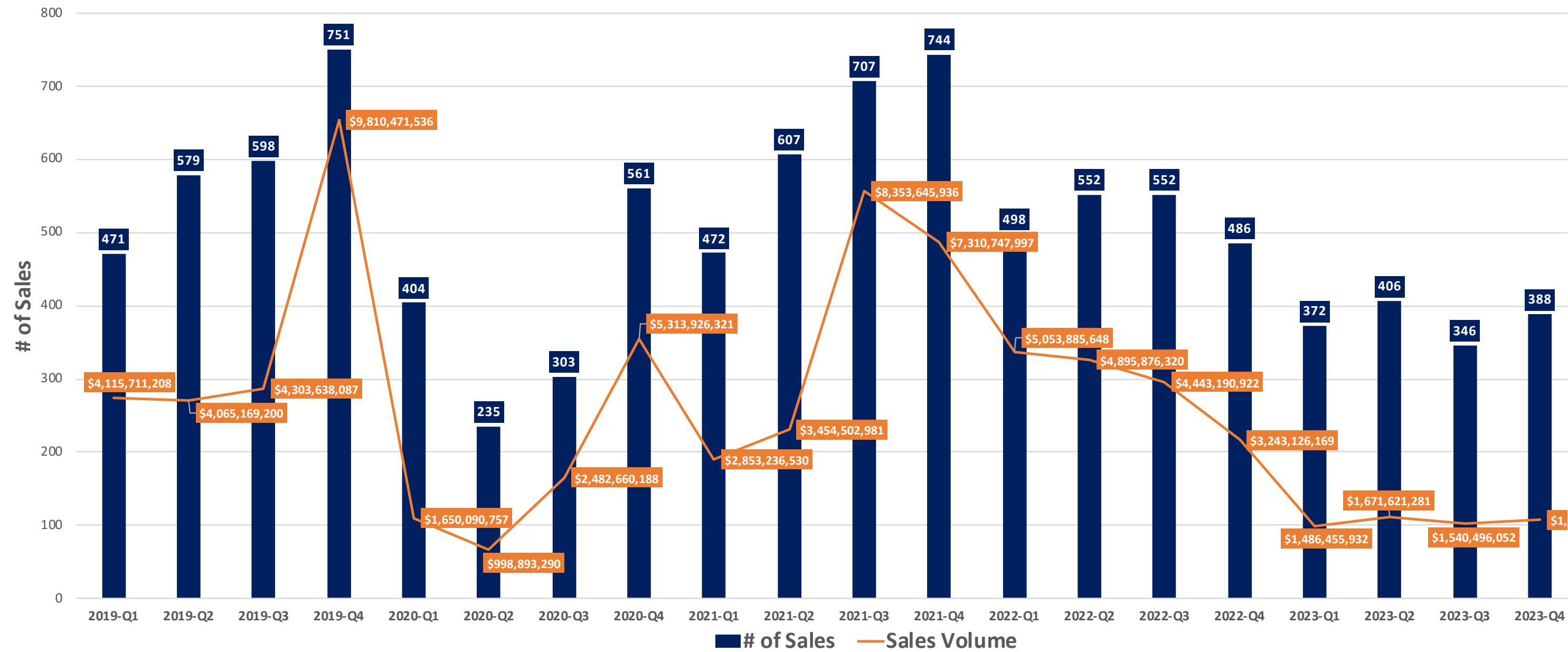
<b>2023</b>			
<b>Totals by Month</b>		<b># of Sales</b>	<b>Sales Volume (\$)</b>
		<b>Total SF</b>	
1st Qtr	January	146	\$540,275,191
	February	94	\$319,817,201
	March	132	\$626,363,540
<b>1st Qtr Totals</b>		<b>372</b>	<b>\$1,486,455,932</b>
2nd Qtr	April	109	\$284,068,155
	May	148	\$518,495,693
	June	149	\$869,057,433
<b>2nd Qtr Totals</b>		<b>406</b>	<b>\$1,671,621,281</b>
3rd Qtr	July	116	\$404,252,153
	August	113	\$556,474,294
	September	117	\$579,769,605
<b>3rd Qtr Totals</b>		<b>346</b>	<b>\$1,540,496,052</b>
4th Qtr	October	117	\$489,562,568
	November	118	\$321,947,445
	December	153	\$795,335,900
<b>4th Qtr Totals</b>		<b>388</b>	<b>\$1,606,845,913</b>
<b>Grand Totals</b>		<b>1512</b>	<b>\$6,305,419,178</b>
<b>Total SF</b>		<b>97,955,335</b>	

<b>2023 vs 2022 Change</b>				
<b># of Sales</b>	<b>% Chg</b>	<b>Sales Volume (\$)</b>	<b>% Chg</b>	<b>Total SF</b>
-28	-16.1%	(\$1,052,463,594)	-66.1%	1,681,922
-57	-37.7%	(\$2,006,713,450)	-86.3%	(5,326,527)
-41	-23.7%	(\$508,252,672)	-44.8%	(4,482,402)
-126	-25.3%	(\$3,567,429,716)	-70.6%	(8,127,007)
-88	-44.7%	(\$1,348,976,529)	-82.6%	(31,019,551)
-33	-18.2%	(\$1,522,534,990)	-74.6%	(4,039,911)
-25	-14.4%	(\$352,743,520)	-28.9%	(12,645,523)
-146	-26.4%	(\$3,224,255,039)	-65.9%	(47,704,985)
-94	-44.8%	(\$1,532,657,479)	-79.1%	(15,580,647)
-70	-38.3%	(\$838,375,465)	-60.1%	4,466,469
-42	-26.4%	(\$531,661,926)	-47.8%	(1,767,517)
-206	-37.3%	(\$2,902,694,870)	-65.3%	(12,881,695)
-33	-22.0%	(\$574,272,556)	-54.0%	(1,424,393)
-39	-24.8%	(\$343,226,610)	-51.6%	2,181,952
-26	-14.5%	(\$718,781,090)	-47.5%	(3,227,589)
-98	-20.2%	(\$1,636,280,256)	-50.5%	(2,470,030)
-576	-27.6%	(\$11,330,659,881)	-64.2%	(71,183,717)

<b>2022</b>			
<b>Totals by County</b>		<b># of Sales</b>	<b>Sales Volume (\$)</b>
		<b>Total SF</b>	
1st Qtr	King	220	\$3,792,619,845
	Snohomish	64	\$440,947,925
	Pierce	103	\$492,778,539
2nd Qtr	Spokane	59	\$168,843,305
	Kitsap	21	\$34,313,658
	Thurston	31	\$124,382,376
<b>1st Qtr Totals</b>		<b>498</b>	<b>\$5,053,885,648</b>
3rd Qtr	King	242	\$2,871,486,825
	Snohomish	98	\$928,415,901
	Pierce	103	\$384,845,597
4th Qtr	Spokane	68	\$110,669,696
	Kitsap	15	\$18,592,000
	Thurston	26	\$129,180,903
<b>2nd Qtr Totals</b>		<b>552</b>	<b>\$4,895,876,320</b>
YTD	King	242	\$2,871,486,825
	Snohomish	81	\$528,091,667
	Pierce	87	\$265,672,498
<b>3rd Qtr Totals</b>		<b>552</b>	<b>\$4,443,190,922</b>
4th Qtr	King	218	\$2,250,714,667
	Snohomish	81	\$528,091,667
	Pierce	87	\$265,672,498
<b>4th Qtr Totals</b>		<b>486</b>	<b>\$3,243,126,169</b>
<b>Grand Totals</b> </			

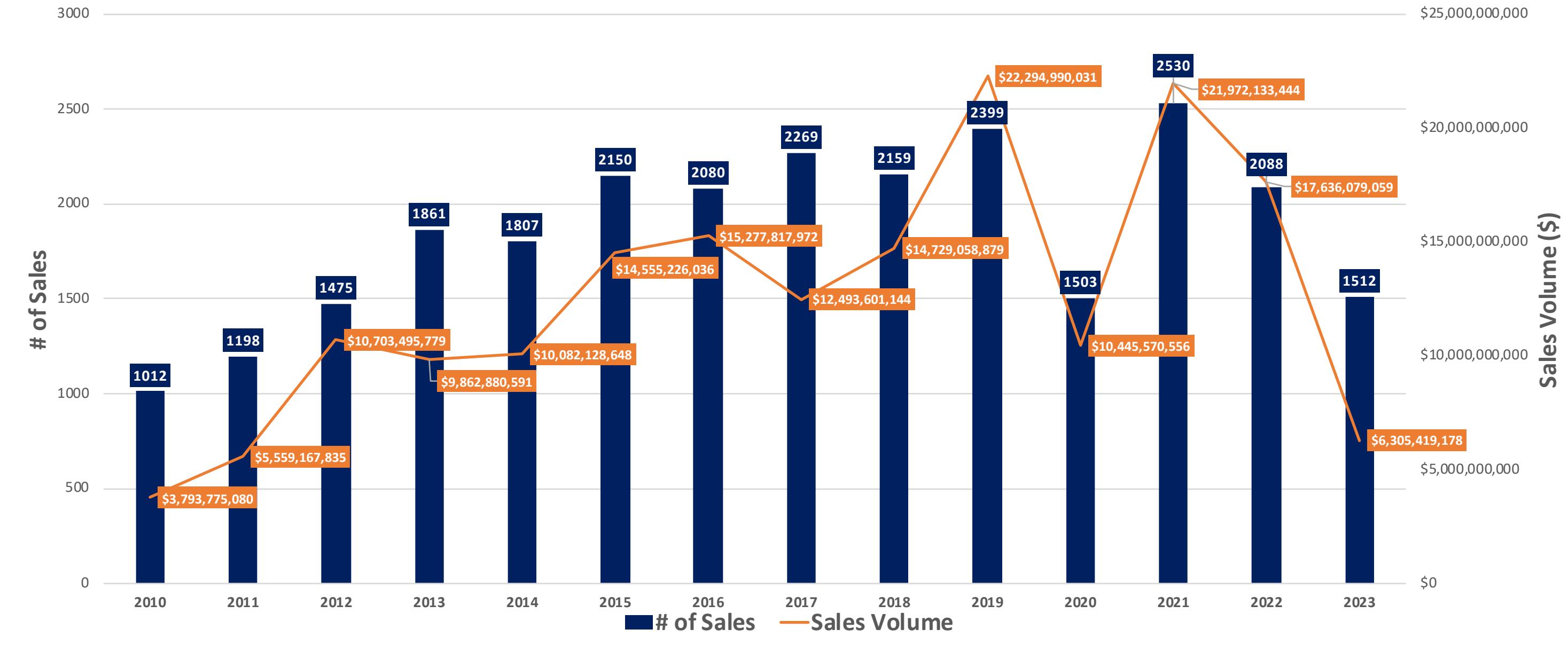


## Sales Velocity & Volume (\$) By Quarter (2019-2023)



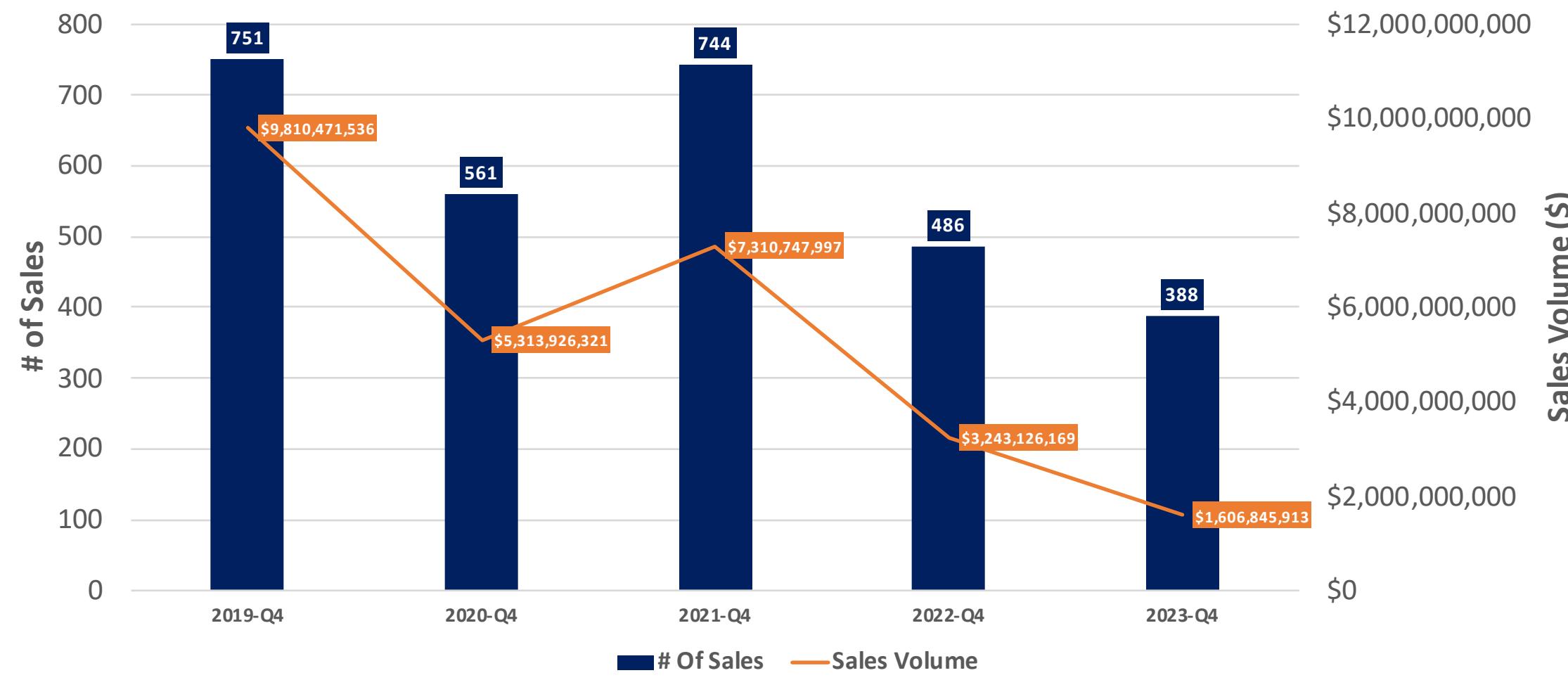


## Sales Velocity & Volume (\$) By Year (2010-2023)



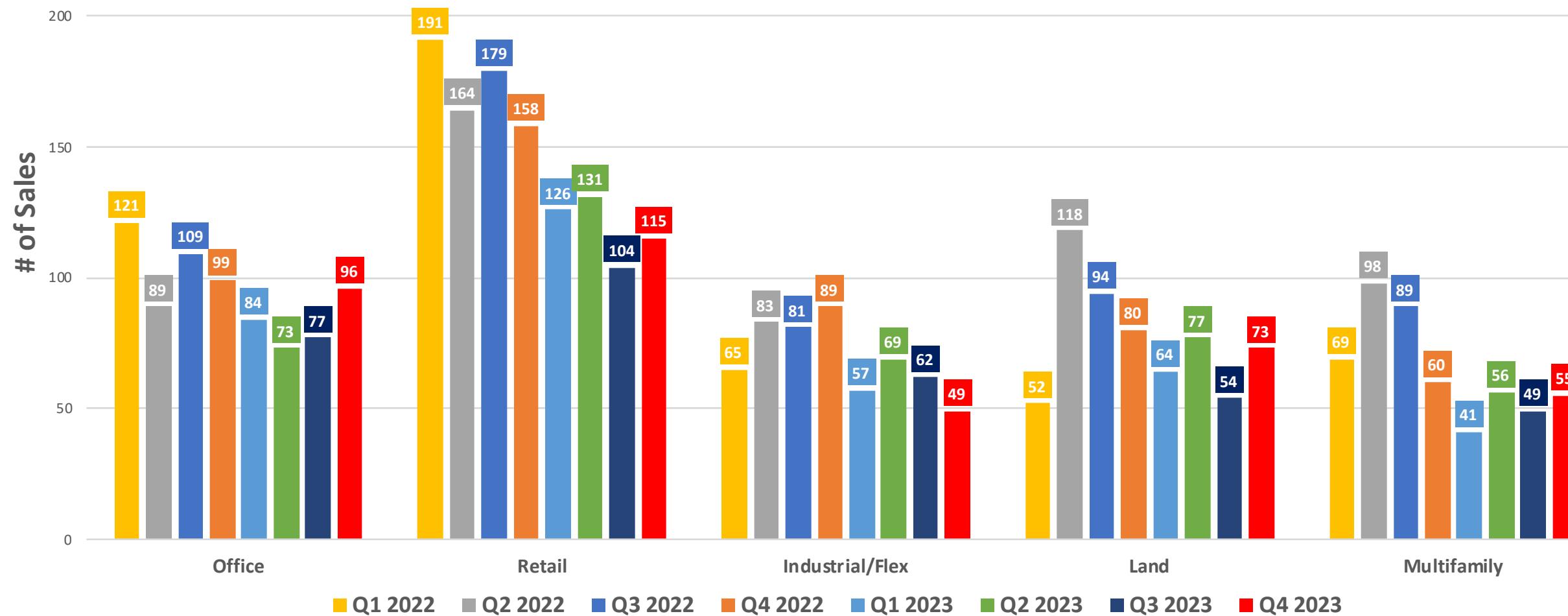


## Sales Velocity & Volume (\$) 4th Quarter Comparisons 2019-2023



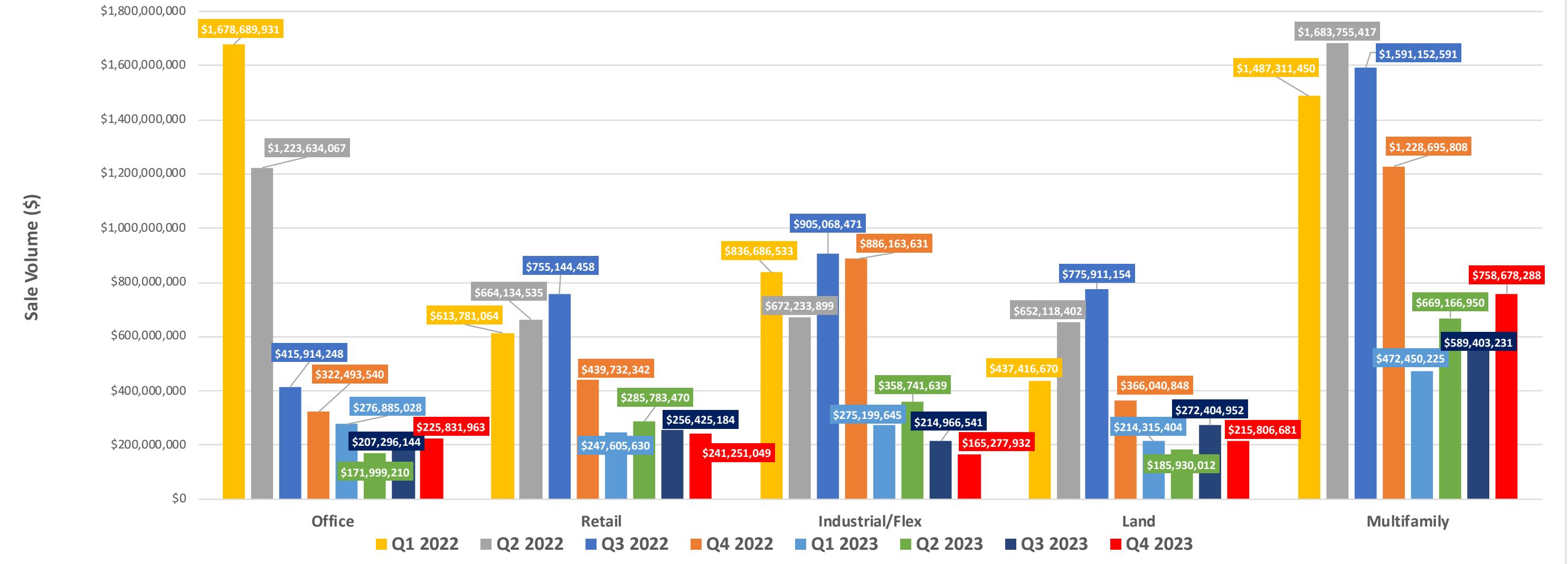


## Sales Velocity by Asset Class Last 8 Quarters





## Sales Volume (\$) by Asset Class Last 8 Quarters





## CBA Researched CMA Sales

### Comparison by Asset Class and County: January 2023 vs January 2022

COMMERCIAL BROKERS  
ASSOCIATION

January 2022

Asset Class	# of Sales	Sales Volume (\$)	Total \$
<b>Office</b>			
King County	13	\$455,030,000	945,983
Snohomish County	5	\$104,600,000	355,390
Pierce County	10	\$10,413,999	79,783
Spokane County	9	\$32,597,657	169,223
Kitsap County	2	\$2,130,000	18,750
Thurston County	6	\$31,712,000	138,222
<b>Totals:</b>	<b>45</b>	<b>\$636,483,656</b>	<b>1,707,368</b>
<b>Notable Sales:</b>		Second & Seneca Bldg, Seattle: \$320.2M	
<b>Retail</b>			
King County	20	\$58,170,541	130,521
Snohomish County	5	\$9,170,000	15,220
Pierce County	11	\$31,785,750	97,290
Spokane County	16	\$37,813,499	141,483
Kitsap County	4	\$1,950,000	13,111
Thurston County	4	\$4,748,500	20,392
<b>Totals:</b>	<b>60</b>	<b>\$143,638,290</b>	<b>418,024</b>
<b>Industrial/High Tech Flex</b>			
King County	13	\$101,328,840	394,810
Snohomish County	2	\$6,300,000	32,900
Pierce County	5	\$12,670,000	67,230
Spokane County	3	\$2,339,999	15,280
Kitsap County	0	\$0	0
Thurston County	1	\$900,000	7,250
<b>Totals:</b>	<b>24</b>	<b>\$123,538,839</b>	<b>517,470</b>
<b>Land</b>			
King County	9	\$140,618,000	942,630
Snohomish County	3	\$27,550,000	799,760
Pierce County	4	\$30,990,000	2,471,150
Spokane County	1	\$400,000	26,130
Kitsap County	0	\$0	0
Thurston County	0	\$0	0
<b>Totals:</b>	<b>17</b>	<b>\$199,558,000</b>	<b>4,239,690</b>
<b>Multifamily</b>			
King County	26	\$485,110,000	988,770
Snohomish County	1	\$2,250,000	9,600
Pierce County	1	\$2,160,000	6,810
<b>Totals:</b>	<b>28</b>	<b>\$489,520,000</b>	<b>1,005,180</b>
<b>Notable Sales:</b>		Talisman, Redmond: \$173M	
		Coppins Well, Seattle: \$106.5M	
<b>Grand Totals:</b>	<b>174</b>	<b>\$1,592,738,785</b>	<b>7,887,743</b>

January 2023		
# of Sales	Sales Volume (\$)	Total SF
13	\$38,580,999	154,772
4	\$5,851,000	12,886
3	\$3,945,000	17,733
5	\$5,168,000	20,294
1	\$800,000	8,000
3	\$1,095,000	3,481
<b>29</b>	<b>\$55,439,999</b>	<b>217,166</b>
12	\$25,603,913	61,940
5	\$12,130,000	43,887
13	\$48,565,500	179,203
8	\$6,060,000	58,258
2	\$5,650,000	28,881
2	\$2,848,000	25,100
<b>42</b>	<b>\$100,857,413</b>	<b>397,269</b>
12	\$78,577,821	196,701
4	\$26,290,000	89,992
4	\$6,300,000	55,452
7	\$7,080,000	65,712
1	\$572,500	4,000
2	\$994,880	21,220
<b>30</b>	<b>\$119,815,201</b>	<b>433,077</b>
15	\$54,375,000	2,029,461
7	\$54,811,279	4,477,097
6	\$6,759,799	1,555,092
0	\$0	0
0	\$0	0
0	\$0	0
<b>28</b>	<b>\$115,946,078</b>	<b>8,061,650</b>
10	\$87,095,000	225,676
4	\$40,631,500	139,352
3	\$20,490,000	95,475
<b>17</b>	<b>\$148,216,500</b>	<b>460,503</b>

Change (Jan 2023 vs Jan 2022)				
# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
0	0.0%	(\$416,449,001)	-91.5%	(791,210)
-1	-20.0%	(\$98,749,000)	-94.4%	(342,511)
-7	-70.0%	(\$6,468,999)	-62.1%	(62,052)
-4	-44.4%	(\$27,429,657)	-84.1%	(148,927)
-1	-50.0%	(\$1,330,000)	-62.4%	(10,754)
-3	-50.0%	(\$30,617,000)	-96.5%	(134,743)
<b>-16</b>	<b>-35.6%</b>	<b>(\$581,043,657)</b>	<b>-91.3%</b>	<b>(1,490,197)</b>
-8	-40.0%	(\$32,566,628)	-56.0%	(68,581)
0	0.0%	\$2,960,000	32.3%	28,665
2	18.2%	\$16,779,750	52.8%	81,907
-8	-50.0%	(\$31,753,499)	-84.0%	(83,224)
-2	-50.0%	\$3,700,000	189.7%	15,769
-2	-50.0%	(\$1,900,500)	-40.0%	4,709
<b>-18</b>	<b>-30.0%</b>	<b>(\$42,780,877)</b>	<b>-29.8%</b>	<b>(20,755)</b>
-1	-7.7%	(\$22,751,019)	-22.5%	(198,110)
2	100.0%	\$19,990,000	317.3%	57,091
-1	-20.0%	(\$6,370,000)	-50.3%	(11,780)
4	133.3%	\$4,740,001	202.6%	50,432
1	N/A	\$572,500	N/A	4,000
1	100.0%	\$94,880	10.5%	13,970
<b>6</b>	<b>25.0%</b>	<b>(\$3,723,638)</b>	<b>-3.0%</b>	<b>(84,397)</b>
6	66.7%	(\$86,243,000)	-61.3%	1,086,823
4	133.3%	\$27,261,279	99.0%	3,677,335
2	50.0%	(\$24,230,201)	-78.2%	(916,067)
-1	-100.0%	(\$400,000)	-100.0%	(26,136)
0	0.0%	\$0	0.0%	-
0	0.0%	\$0	0.0%	-
<b>11</b>	<b>64.7%</b>	<b>(\$83,611,922)</b>	<b>-41.9%</b>	<b>3,821,955</b>
-16	-61.5%	(\$398,015,000)	-82.0%	(763,097)
3	300.0%	\$38,381,500	1705.8%	129,748
2	200.0%	\$18,330,000	848.6%	88,665
<b>-11</b>	<b>-39.3%</b>	<b>(\$341,303,500)</b>	<b>-69.7%</b>	<b>(544,684)</b>
<b>-28</b>	<b>-16.1%</b>	<b>(\$1,052,463,594)</b>	<b>-66.1%</b>	<b>1,681,922</b>

County Totals:	# of Sales	Sales Volume (\$)	Total \$
King	81	\$1,240,257,381	3,402,723
Snohomish	16	\$149,870,000	1,212,880
Pierce	31	\$88,019,749	2,722,283
Spokane	29	\$73,151,155	352,115
Kitsap	6	\$4,080,000	31,860
Thurston	11	\$37,360,500	165,865
<b>Grand Totals</b>	<b>174</b>	<b>\$1,592,738,785</b>	<b>7,887,741</b>

# of Sales	Sales Volume (\$)	Total SF
62	\$284,232,733	2,668,550
24	\$139,713,779	4,763,214
29	\$86,060,299	1,902,955
20	\$18,308,000	144,264
4	\$7,022,500	40,881
7	\$4,937,880	49,801
<b>146</b>	<b>\$540,275,191</b>	<b>9,569,665</b>

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-19	-23.5%	(\$956,024,648)	-77.1%	(734,175)
8	50.0%	(\$10,156,221)	-6.8%	3,550,328
-2	-6.5%	(\$1,959,450)	-2.2%	(819,327)
-9	-31.0%	(\$54,843,155)	-75.0%	(207,855)
-2	N/A	\$2,942,500	N/A	9,015
-4	-36.4%	(\$32,422,620)	-86.8%	(116,064)
<b>-28</b>	<b>-16.1%</b>	<b>(\$1,052,463,594)</b>	<b>-66.1%</b>	<b>1,681,922</b>



## CBA Researched CMA Sales

### Comparison by Asset Class and County: February 2023 vs February 2022

February 2022		February 2023		Change (Feb 2023 vs Feb 2022)							
Asset Class	# of Sales	Sales Volume (\$)	Total SF	# of Sales	Sales Volume (\$)	Total SF	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
<b>Office</b>											
King County	12	\$833,862,534	1,162,872	3	\$37,720,000	123,090	-9	-75.0%	(\$796,142,534)	-95.5%	(1,039,782)
Snohomish County	8	\$10,995,000	35,654	3	\$3,741,000	16,356	-5	-62.5%	(\$7,254,000)	-66.0%	(19,298)
Pierce County	6	\$3,681,950	51,174	5	\$4,200,300	15,144	-1	-16.7%	\$518,350	14.1%	(36,030)
Spokane County	3	\$3,845,000	14,589	4	\$14,900,000	136,156	1	33.3%	\$11,055,000	287.5%	121,567
Kitsap County	0	\$0	0	1	\$2,085,000	25,740	1	N/A	\$2,085,000	N/A	25,740
Thurston County	1	\$685,000	2,872	3	\$3,195,000	28,869	2	N/A	\$2,510,000	N/A	25,997
<b>Totals:</b>	<b>30</b>	<b>\$853,069,484</b>	<b>1,267,161</b>	<b>19</b>	<b>\$65,841,300</b>	<b>345,355</b>	<b>-11</b>	<b>-36.7%</b>	<b>(\$787,228,184)</b>	<b>-92.3%</b>	<b>(921,806)</b>
<b>Notable Sales:</b>	Lakefront Blocks, Seattle: \$381.2m 609 Fairview Ave N, Seattle: \$420.5m										
<b>Retail</b>											
King County	21	\$154,375,000	596,460	13	\$19,394,229	35,428	-8	-38.1%	(\$134,980,771)	-87.4%	(561,032)
Snohomish County	12	\$31,940,000	65,411	5	\$7,190,000	30,105	-7	-58.3%	(\$24,750,000)	-77.5%	(35,306)
Pierce County	13	\$38,029,500	94,318	14	\$17,008,966	56,523	1	7.7%	(\$21,020,534)	-55.3%	(37,795)
Spokane County	5	\$58,458,500	160,924	3	\$11,170,854	72,810	-2	-40.0%	(\$47,287,646)	-80.9%	(88,114)
Kitsap County	5	\$9,930,000	24,022	3	\$2,150,000	22,173	-2	-40.0%	(\$7,780,000)	-78.3%	(1,849)
Thurston County	3	\$9,410,000	32,775	0	\$0	0	-3	-100.0%	(\$9,410,000)	-100.0%	(32,775)
<b>Totals:</b>	<b>59</b>	<b>\$302,143,000</b>	<b>973,910</b>	<b>38</b>	<b>\$56,914,049</b>	<b>217,039</b>	<b>-21</b>	<b>-35.6%</b>	<b>(\$245,228,951)</b>	<b>-81.2%</b>	<b>(756,871)</b>
<b>Industrial/High Tech Flex</b>											
King County	10	\$64,633,000	211,971	3	\$11,645,000	37,089	-7	-70.0%	(\$52,988,000)	-82.0%	(174,882)
Snohomish County	2	\$15,915,475	116,164	0	\$0	0	-2	-100.0%	(\$15,915,475)	-100.0%	(116,164)
Pierce County	4	\$165,189,549	861,103	0	\$0	0	-4	-100.0%	(\$165,189,549)	-100.0%	(861,103)
Spokane County	0	\$0	0	3	\$1,442,500	13,222	3	N/A	\$1,442,500	N/A	13,222
Kitsap County	2	\$4,995,000	36,748	2	\$13,877,500	71,739	0	0.0%	\$8,882,500	177.8%	34,991
Thurston County	2	\$11,623,000	13,090	0	\$0	0	-2	-100.0%	(\$11,623,000)	-100.0%	(13,090)
<b>Totals:</b>	<b>20</b>	<b>\$262,356,024</b>	<b>1,239,076</b>	<b>8</b>	<b>\$26,965,000</b>	<b>122,050</b>	<b>-12</b>	<b>-60.0%</b>	<b>(\$235,391,024)</b>	<b>-89.7%</b>	<b>(1,117,026)</b>
<b>Notable Sales:</b>	DuPont Corp Park - Bldg B, DuPont: \$155.1m										
<b>Land</b>											
King County	10	\$47,760,000	4,596,887	4	\$4,155,000	659,934	-6	-60.0%	(\$43,605,000)	-91.3%	(3,936,953)
Snohomish County	0	\$0	0	5	\$8,125,000	626,393	5	N/A	\$8,125,000	N/A	626,393
Pierce County	8	\$17,892,143	781,031	8	\$14,352,127	2,853,180	0	0.0%	(\$3,540,016)	-19.8%	2,072,149
Spokane County	0	\$0	0	0	\$0	0	0	N/A	\$0	N/A	-
Kitsap County	0	\$0	0	0	\$0	0	0	N/A	\$0	N/A	-
Thurston County	0	\$0	0	0	\$0	0	-1	-5.6%	(\$39,020,016)	-59.4%	(1,238,411)
<b>Totals:</b>	<b>18</b>	<b>\$65,652,143</b>	<b>5,377,918</b>	<b>17</b>	<b>\$26,632,127</b>	<b>4,139,507</b>					
<b>Multifamily</b>											
King County	20	\$769,900,000	1,366,962	10	\$140,152,225	255,914	-10	-50.0%	(\$629,747,775)	-81.8%	(1,111,048)
Snohomish County	2	\$63,735,000	160,017	2	\$3,312,500	13,204	0	0.0%	(\$60,422,500)	-94.8%	(146,813)
Pierce County	2	\$9,675,000	34,552	0	\$0	0	-2	-100.0%	(\$9,675,000)	-100.0%	(34,552)
<b>Totals:</b>	<b>24</b>	<b>\$843,310,000</b>	<b>1,561,531</b>	<b>12</b>	<b>\$143,464,725</b>	<b>269,118</b>	<b>-12</b>	<b>-50.0%</b>	<b>(\$699,845,275)</b>	<b>-83.0%</b>	<b>(1,292,413)</b>
<b>Notable Sales:</b>	Arras, Bellevue: \$175m Central Flats, Kent: \$149m West Edge, Seattle: \$293m										
<b>Grand Totals:</b>	<b>151</b>	<b>\$2,326,530,651</b>	<b>10,419,596</b>	<b>94</b>	<b>\$319,817,201</b>	<b>5,093,069</b>	<b>-57</b>	<b>-37.7%</b>	<b>(\$2,006,713,450)</b>	<b>-86.3%</b>	<b>(5,326,527)</b>
<b>County Totals:</b>	<b># of Sales</b>	<b>Sales Volume (\$)</b>	<b>Total SF</b>	<b># of Sales</b>	<b>Sales Volume (\$)</b>	<b>Total SF</b>	<b># of Sales</b>	<b>% Chg</b>	<b>Sales Volume (\$)</b>	<b>% Chg</b>	<b>Total SF</b>
King	73	\$1,870,530,534	7,935,152	33	\$213,066,454	1,111,455	-40	-54.8%	(\$1,657,464,080)	-88.6%	(6,823,697)
Snohomish	24	\$122,585,475	377,246	15	\$22,368,500	686,058	-9	-37.5%	(\$100,216,975)	-81.8%	308,812
Pierce	33	\$234,468,142	1,822,178	27	\$35,561,393	2,924,847	-6	-18.2%	(\$198,906,749)	-84.8%	1,102,669
Spokane	8	\$62,303,500	175,513	10	\$27,513,354	222,188	2	25.0%	(\$34,790,146)	-55.8%	46,675
Kitsap	7	\$14,925,000	60,770	6	\$18,112,500	119,652	-1	-14.3%	\$3,187,500	21.4%	58,882
Thurston	6	\$21,718,000	48,737	3	\$3,195,000	28,869	-3	-50.0%	(\$18,523,000)	-85.3%	(19,868)
<b>Grand Totals:</b>	<b>151</b>	<b>\$2,326,530,651</b>	<b>10,419,596</b>	<b>94</b>	<b>\$319,817,201</b>	<b>5,093,069</b>	<b>-57</b>	<b>-37.7%</b>	<b>(\$2,006,713,450)</b>	<b>-86.3%</b>	<b>(5,326,527)</b>



## CBA Researched CMA Sales

### Comparison by Asset Class and County: March 2023 vs March 2022

Asset Class	March 2022			March 2023			Change (Mar 2023 vs Mar 2022)				
	#of Sales	Sales Volume (\$)	Total SF	#of Sales	Sales Volume (\$)	Total SF	#of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
<b>Office</b>											
King County	18	\$146,289,230	453,653	11	\$26,767,500	96,825	-7	-38.9%	(\$119,521,730)	-81.7%	(356,828)
Snohomish County	9	\$13,700,000	43,924	7	\$23,031,020	75,463	-2	-22.2%	\$9,331,020	68.1%	31,539
Pierce County	7	\$13,617,842	92,278	7	\$12,350,000	36,547	0	0.0%	(\$1,267,842)	-9.3%	(55,731)
Spokane County	6	\$4,115,000	27,622	9	\$91,732,737	377,714	3	50.0%	\$87,617,737	2129.2%	350,092
Kitsap County	2	\$4,630,000	42,732	0	\$0	0	-2	-100.0%	(\$4,630,000)	-100.0%	(42,732)
Thurston County	4	\$6,784,719	20,626	2	\$1,722,472	5,591	-2	-50.0%	(\$5,062,247)	-74.6%	(15,035)
<b>Totals:</b>	<b>46</b>	<b>\$189,136,791</b>	<b>680,835</b>	<b>36</b>	<b>\$155,603,729</b>	<b>592,140</b>	<b>-10</b>	<b>-21.7%</b>	<b>(\$33,533,062)</b>	<b>-17.7%</b>	<b>(88,695)</b>
<b>Retail</b>											
King County	22	\$42,744,000	96,150	15	\$36,441,520	82,116	-7	-31.8%	(\$6,302,480)	-14.7%	(14,034)
Snohomish County	6	\$8,485,000	15,295	6	\$12,555,000	65,873	0	0.0%	\$4,070,000	48.0%	50,578
Pierce County	17	\$65,559,678	156,146	10	\$15,177,500	52,816	-7	-41.2%	(\$50,382,178)	-76.8%	(103,330)
Spokane County	14	\$28,613,000	128,902	8	\$9,438,744	79,286	-6	-42.9%	(\$19,174,256)	-67.0%	(49,616)
Kitsap County	6	\$10,678,658	38,918	4	\$10,975,000	79,537	-2	-33.3%	\$296,342	2.8%	40,619
Thurston County	7	\$11,919,438	67,438	3	\$5,246,404	24,368	-4	-57.1%	(\$6,673,034)	-56.0%	(43,070)
<b>Totals:</b>	<b>72</b>	<b>\$167,999,774</b>	<b>502,849</b>	<b>46</b>	<b>\$89,834,168</b>	<b>383,996</b>	<b>-26</b>	<b>-36.1%</b>	<b>(\$78,165,606)</b>	<b>-46.5%</b>	<b>(118,853)</b>
<b>Industrial/High Tech Flex</b>											
King County	11	\$373,256,020	925,316	5	\$74,225,000	313,808	-6	-54.5%	(\$299,031,020)	-80.1%	(611,508)
Snohomish County	4	\$20,230,000	85,214	6	\$37,324,500	282,875	2	50.0%	\$17,094,500	84.5%	197,661
Pierce County	2	\$10,645,000	94,746	1	\$6,500,000	40,000	-1	-50.0%	(\$4,145,000)	-38.9%	(54,746)
Spokane County	2	\$660,650	11,228	4	\$7,200,000	63,970	2	100.0%	\$6,539,350	989.8%	52,742
Kitsap County	0	\$0	0	1	\$1,850,000	12,720	1	N/A	\$1,850,000	N/A	12,720
Thurston County	2	\$46,000,000	261,029	2	\$1,319,944	9,024	0	0.0%	(\$44,680,056)	-97.1%	(252,005)
<b>Totals:</b>	<b>21</b>	<b>\$450,791,670</b>	<b>1,377,533</b>	<b>19</b>	<b>\$128,419,444</b>	<b>722,397</b>	<b>-2</b>	<b>-9.5%</b>	<b>(\$322,372,226)</b>	<b>-71.5%</b>	<b>(655,136)</b>
<b>Notable Sales:</b>											
Vigor Shipyard, Seattle: \$180.6m											
<b>Land</b>											
King County	5	\$91,961,680	1,648,310	9	\$57,886,199	1,065,042	4	80.0%	(\$34,075,481)	-37.1%	(583,268)
Snohomish County	2	\$4,232,000	54,014	6	\$11,181,000	494,406	4	200.0%	\$6,949,000	164.2%	440,392
Pierce County	9	\$75,413,128	4,053,258	3	\$2,360,000	134,165	-6	-66.7%	(\$73,053,128)	-96.9%	(3,919,093)
Spokane County	0	\$0	0	0	\$0	0	0	0.0%	\$0	0.0%	-
Kitsap County	0	\$0	0	1	\$310,000	493,535	1	N/A	\$310,000	N/A	493,535
Thurston County	1	\$599,719	33,106	0	\$0	0	-1	-100.0%	(\$599,719)	-100.0%	(33,106)
<b>Totals:</b>	<b>17</b>	<b>\$172,206,527</b>	<b>5,788,688</b>	<b>19</b>	<b>\$71,737,199</b>	<b>2,187,148</b>	<b>2</b>	<b>11.8%</b>	<b>(\$100,469,328)</b>	<b>-58.3%</b>	<b>(3,601,540)</b>
<b>Multifamily</b>											
King County	10	\$27,581,000	74,896	9	\$137,069,000	263,928	-1	-10.0%	\$109,488,000	397.0%	189,032
Snohomish County	3	\$121,845,450	318,170	2	\$37,050,000	103,706	-1	-33.3%	(\$84,795,450)	-69.6%	(214,464)
Pierce County	4	\$5,055,000	33,246	1	\$6,650,000	40,500	-3	-75.0%	\$1,595,000	31.6%	7,254
<b>Totals:</b>	<b>17</b>	<b>\$154,481,450</b>	<b>426,312</b>	<b>12</b>	<b>\$180,769,000</b>	<b>408,134</b>	<b>-5</b>	<b>-29.4%</b>	<b>\$26,287,550</b>	<b>17.0%</b>	<b>(18,178)</b>
<b>Notable Sales</b>											
Huntington Park, Everett: \$118.8m											
<b>Grand Totals:</b>	<b>173</b>	<b>\$1,134,616,212</b>	<b>8,776,217</b>	<b>132</b>	<b>\$626,363,540</b>	<b>4,293,815</b>	<b>-41</b>	<b>-23.7%</b>	<b>(\$508,252,672)</b>	<b>-44.8%</b>	<b>(4,482,402)</b>

County Totals:	#of Sales	Sales Volume (\$)	Total SF	#of Sales	Sales Volume (\$)	Total SF	#of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
King	66	\$681,831,930	3,198,325	49	\$332,389,219	1,821,719	-17	-25.8%	(\$349,442,711)	-51.3%	(1,376,606)
Snohomish	24	\$168,492,450	516,617	27	\$121,141,520	1,022,323	3	12.5%	(\$47,350,930)	-28.1%	505,706
Pierce	39	\$170,290,648	4,429,674	22	\$43,037,500	304,028	-17	-43.6%	(\$127,253,148)	-74.7%	(4,125,646)
Spokane	22	\$33,388,650	167,752	21	\$108,371,481	520,970	-1	-4.5%	\$74,982,831	224.6%	353,218
Kitsap	8	\$15,308,658	81,650	6	\$13,135,000	585,792	-2	-25.0%	(\$2,173,658)	-14.2%	504,142
Thurston	14	\$65,303,876	382,199	7	\$8,288,820	38,983	-7	-50.0%	(\$57,015,056)	-87.3%	(343,216)
<b>Grand Totals</b>	<b>173</b>	<b>\$1,134,616,212</b>	<b>8,776,217</b>	<b>132</b>	<b>\$626,363,540</b>	<b>4,293,815</b>	<b>-41</b>	<b>-23.7%</b>	<b>(\$508,252,672)</b>	<b>-44.8%</b>	<b>(4,482,402)</b>



## CBA Researched CMA Sales

### Comparison by Asset Class and County: April 2023 vs April 2022

April 2022			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King County	8	\$168,698,500	243,099
Snohomish County	7	\$10,796,680	38,303
Pierce County	7	\$12,235,000	54,310
Spokane County	4	\$3,069,278	16,449
Kitsap County	2	\$11,800,000	37,199
Thurston County	4	\$2,939,719	20,310
<b>Totals:</b>	<b>32</b>	<b>\$209,539,177</b>	<b>409,670</b>
<b>Retail</b>			
King County	18	\$114,311,174	456,726
Snohomish County	9	\$40,749,000	301,816
Pierce County	7	\$14,000,000	44,643
Spokane County	7	\$19,068,737	75,023
Kitsap County	3	\$33,150,000	132,394
Thurston County	5	\$22,134,576	80,326
<b>Totals:</b>	<b>49</b>	<b>\$243,413,487</b>	<b>1,090,928</b>
<b>Industrial/High Tech Flex</b>			
King County	18	\$183,314,876	615,239
Snohomish County	8	\$59,430,136	272,522
Pierce County	8	\$35,137,515	218,218
Spokane County	2	\$3,295,000	26,800
Kitsap County	0	\$0	0
Thurston County	1	\$900,000	3,708
<b>Totals:</b>	<b>37</b>	<b>\$282,077,527</b>	<b>1,136,487</b>
<b>Land</b>			
King County	21	\$268,537,300	4,023,637
Snohomish County	6	\$12,734,124	6,718,694
Pierce County	16	\$50,337,871	17,088,588
Spokane County	1	\$515,000	227,383
Kitsap County	2	\$3,000,000	999,266
Thurston County	1	\$681,981	1,655,280
<b>Totals:</b>	<b>47</b>	<b>\$335,806,276</b>	<b>30,712,848</b>
2301 8th Ave Dev Site, Seattle: \$126.75m			
<b>Multifamily</b>			
King County	17	\$274,657,000	818,850
Snohomish County	7	\$132,515,767	353,781
Pierce County	8	\$155,035,450	531,732
<b>Totals:</b>	<b>32</b>	<b>\$562,208,217</b>	<b>1,704,363</b>
Alcove at Seahurst, Burien: \$119.15m			
<b>Grand Totals:</b>	<b>197</b>	<b>\$1,633,044,684</b>	<b>35,054,296</b>

April 2023			
	# of Sales	Sales Volume (\$)	Total SF
King County	7	\$14,185,000	27,276
Snohomish County	3	\$9,735,000	62,346
Pierce County	4	\$2,050,000	10,595
Spokane County	4	\$7,230,000	35,498
Kitsap County	3	\$1,220,000	18,533
Thurston County	1	\$475,000	2,188
<b>Totals:</b>	<b>22</b>	<b>\$34,895,000</b>	<b>156,436</b>
King County	8	\$14,570,000	34,833
Snohomish County	4	\$5,875,000	15,895
Pierce County	5	\$3,855,000	15,602
Spokane County	7	\$5,138,300	29,538
Kitsap County	4	\$2,530,000	16,791
Thurston County	4	\$5,943,000	11,449
<b>Totals:</b>	<b>32</b>	<b>\$37,911,300</b>	<b>124,108</b>
King County	5	\$15,975,000	78,458
Snohomish County	6	\$8,710,000	112,992
Pierce County	1	\$2,500,000	1
Spokane County	2	\$2,083,799	13,856
Kitsap County	4	\$10,360,000	52,537
Thurston County	4	\$13,311,429	104,058
<b>Totals:</b>	<b>22</b>	<b>\$52,940,228</b>	<b>361,902</b>
King County	9	\$27,250,000	595,465
Snohomish County	7	\$10,412,000	1,846,944
Pierce County	2	\$5,230,677	102,802
Spokane County	1	\$925,000	45,302
Kitsap County	0	\$0	0
Thurston County	2	\$1,178,000	456,944
<b>Totals:</b>	<b>21</b>	<b>\$44,995,677</b>	<b>3,047,457</b>
King County	10	\$60,975,950	196,844
Snohomish County	0	\$0	0
Pierce County	2	\$52,350,000	147,998
<b>Totals:</b>	<b>12</b>	<b>\$113,325,950</b>	<b>344,842</b>
King County	109	\$284,068,155	4,034,745

Change (Apr 2023 vs Apr 2022)				
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-1	-12.5%	(\$154,513,500)	-91.6%	(215,823)
-4	-57.1%	(\$1,061,680)	-9.8%	24,043
-3	-42.9%	(\$10,185,000)	-83.2%	(43,715)
0	0.0%	\$4,160,722	135.6%	19,049
1	50.0%	(\$10,580,000)	-89.7%	(18,666)
-3	-75.0%	(\$2,464,719)	-83.8%	(18,122)
-10	-31.3%	(\$174,644,177)	-83.3%	(253,234)
-10	-55.6%	(\$99,741,174)	-87.3%	(421,893)
-5	-55.6%	(\$34,874,000)	-85.6%	(285,921)
-2	-28.6%	(\$10,145,000)	-72.5%	(29,041)
0	0.0%	(\$13,930,437)	-73.1%	(45,485)
1	33.3%	(\$30,620,000)	-92.4%	(115,603)
-1	-20.0%	(\$16,191,576)	-73.2%	(68,877)
-17	-34.7%	(\$205,502,187)	-84.4%	(966,820)
-13	-72.2%	(\$167,339,876)	-91.3%	(536,781)
-2	-25.0%	(\$50,720,136)	-85.3%	(159,530)
-7	-87.5%	(\$32,637,515)	-92.9%	(218,217)
0	0.0%	(\$1,211,201)	-36.8%	(12,944)
4	0.0%	\$10,360,000	0.0%	52,537
3	300.0%	\$12,411,429	1379.0%	100,350
-15	-40.5%	(\$229,137,299)	-81.2%	(774,585)
-12	-57.1%	(\$241,287,300)	-89.9%	(3,428,172)
1	16.7%	(\$2,322,124)	-18.2%	(4,871,750)
-14	-87.5%	(\$45,107,194)	-89.6%	(16,985,786)
0	0.0%	\$410,000	79.6%	(182,081)
-2	-100.0%	(\$3,000,000)	-100.0%	(999,266)
1	100.0%	\$496,019	72.7%	(1,198,336)
-26	-55.3%	(\$290,810,599)	-86.6%	(27,665,391)
-7	-41.2%	(\$213,681,050)	-77.8%	(622,006)
-7	-100.0%	(\$132,515,767)	-100.0%	(353,781)
-6	-75.0%	(\$102,685,450)	-66.2%	(383,734)
-20	-62.5%	(\$448,882,267)	-79.8%	(1,359,521)
-88	-44.7%	(\$1,348,976,529)	-82.6%	(31,019,551)

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-43	-52.4%	(\$876,562,900)	-86.8%	(5,224,675)
-17	-45.9%	(\$221,493,707)	-86.4%	(5,646,939)
-32	-69.6%	(\$200,760,159)	-75.3%	(17,660,493)
0	0.0%	(\$10,570,916)	-40.7%	(221,461)
4	57.1%	(\$33,840,000)	-70.6%	(1,080,998)
0	0.0%	(\$5,748,847)	-21.6%	(1,184,985)
-88	-44.7%	(\$1,348,976,529)	-82.6%	(31,019,551)

County Totals:	# of Sales	Sales Volume (\$)	Total SF



## CBA Researched CMA Sales

### Comparison by Asset Class and County: May 2023 vs May 2022

Asset Class	May 2022			May 2023			Change (May 2023 vs May 2022)				
	# of Sales	Sales Volume (\$)	Total SF	# of Sales	Sales Volume (\$)	Total SF	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
<b>Office</b>											
King County	16	\$852,462,890	1,012,360	6	\$6,635,000	36,696	-10	-62.5%	(\$845,827,890)	-99.2%	(975,664)
Snohomish County	4	\$9,620,000	30,809	8	\$43,113,240	100,218	4	100.0%	\$33,493,240	348.2%	69,409
Pierce County	7	\$8,132,000	52,733	3	\$2,980,000	31,113	-4	-57.1%	(\$5,152,000)	-63.4%	(21,620)
Spokane County	2	\$10,185,000	120,654	4	\$11,939,676	75,967	2	100.0%	\$1,754,676	17.2%	(44,687)
Kitsap County	1	\$558,000	2,032	2	\$1,460,000	7,193	1	100.0%	\$902,000	161.6%	5,161
Thurston County	3	\$2,017,000	14,732	2	\$930,000	6,608	-1	-33.3%	(\$1,087,000)	-53.9%	(8,124)
<b>Totals:</b>	<b>33</b>	<b>\$882,974,890</b>	<b>1,233,320</b>	<b>25</b>	<b>\$67,057,916</b>	<b>257,795</b>	<b>-8</b>	<b>-24.2%</b>	<b>(\$815,916,974)</b>	<b>-92.4%</b>	<b>(975,525)</b>
<b>Notable Sales:</b>											
Madison Centre, Seattle: \$730m											
<b>Retail</b>											
King County	20	\$102,794,570	296,774	12	\$27,805,000	58,471	-8	-40.0%	(\$74,989,570)	-73.0%	(238,303)
Snohomish County	13	\$46,858,000	187,326	9	\$11,869,300	45,150	-4	-30.8%	(\$34,988,700)	-74.7%	(142,176)
Pierce County	12	\$33,108,880	221,974	10	\$15,965,000	95,740	-2	-16.7%	(\$17,143,880)	-51.8%	(126,234)
Spokane County	8	\$7,140,000	30,801	7	\$9,825,000	39,368	-1	-12.5%	\$2,685,000	37.6%	8,567
Kitsap County	7	\$13,235,000	60,486	6	\$3,974,000	25,556	-1	-14.3%	(\$9,261,000)	-70.0%	(34,930)
Thurston County	3	\$6,977,750	40,658	4	\$7,132,000	25,952	1	33.3%	\$154,250	2.2%	(14,706)
<b>Totals:</b>	<b>63</b>	<b>\$210,114,200</b>	<b>838,019</b>	<b>48</b>	<b>\$76,570,300</b>	<b>290,237</b>	<b>-15</b>	<b>-23.8%</b>	<b>(\$133,543,900)</b>	<b>-63.6%</b>	<b>(547,782)</b>
<b>Industrial/High Tech Flex</b>											
King County	9	\$165,410,000	1,403,572	3	\$19,495,000	164,129	-6	-66.7%	(\$145,915,000)	-88.2%	(1,239,443)
Snohomish County	6	\$34,520,000	192,561	1	\$850,000	2,992	-5	-83.3%	(\$33,670,000)	-97.5%	(189,569)
Pierce County	1	\$6,850,000	37,992	9	\$37,234,500	171,639	8	800.0%	\$30,384,500	443.6%	133,647
Spokane County	2	\$22,250,000	47,680	7	\$14,386,750	207,198	5	250.0%	(\$7,863,250)	-35.3%	159,518
Kitsap County	0	\$0	0	0	\$0	0	0	0.0%	\$0	0.0%	-
Thurston County	0	\$0	0	1	\$710,000	6,776	1	N/A	\$710,000	N/A	6,776
<b>Totals:</b>	<b>18</b>	<b>\$229,030,000</b>	<b>1,681,805</b>	<b>21</b>	<b>\$72,676,250</b>	<b>552,734</b>	<b>3</b>	<b>16.7%</b>	<b>(\$156,353,750)</b>	<b>-68.3%</b>	<b>(1,129,071)</b>
<b>Land</b>											
King County	10	\$50,410,000	1,318,126	10	\$29,380,000	662,112	0	0.0%	(\$21,030,000)	-41.7%	(656,014)
Snohomish County	12	\$62,625,000	3,666,445	6	\$8,970,000	2,813,976	-6	-50.0%	(\$53,655,000)	-85.7%	(852,469)
Pierce County	8	\$17,186,093	2,651,933	11	\$14,778,291	4,714,499	3	37.5%	(\$2,407,802)	-14.0%	2,062,566
Spokane County	3	\$3,300,000	1,907,057	1	\$864,628	28,750	-2	-66.7%	(\$2,435,372)	-73.8%	(1,878,307)
Kitsap County	0	\$0	0	1	\$775,000	217,800	1	0.0%	\$775,000	N/A	217,800
Thurston County	2	\$4,430,000	916,502	2	\$3,132,308	1,193,980	0	0.0%	(\$1,297,692)	-29.3%	277,478
<b>Totals:</b>	<b>35</b>	<b>\$137,951,093</b>	<b>10,460,063</b>	<b>31</b>	<b>\$57,900,227</b>	<b>9,631,117</b>	<b>-4</b>	<b>-11.4%</b>	<b>(\$80,050,866)</b>	<b>-58.0%</b>	<b>(828,946)</b>
<b>Multifamily</b>											
King County	22	\$335,900,000	655,986	14	\$99,426,000	310,261	-8	-36.4%	(\$236,474,000)	-70.4%	(345,725)
Snohomish County	7	\$226,450,500	629,477	4	\$76,915,000	229,073	-3	-42.9%	(\$149,535,500)	-66.0%	(400,404)
Pierce County	3	\$18,610,000	72,152	5	\$67,950,000	259,694	2	66.7%	\$49,340,000	265.1%	187,542
<b>Totals:</b>	<b>32</b>	<b>\$580,960,500</b>	<b>1,357,615</b>	<b>23</b>	<b>\$244,291,000</b>	<b>799,028</b>	<b>-9</b>	<b>-28.1%</b>	<b>(\$336,669,500)</b>	<b>-58.0%</b>	<b>(558,587)</b>
<b>Notable Sales:</b>											
Olin Fields, Everett: \$120m											
<b>Grand Totals:</b>	<b>181</b>	<b>\$2,041,030,683</b>	<b>15,570,822</b>	<b>148</b>	<b>\$518,495,693</b>	<b>11,530,911</b>	<b>-33</b>	<b>-18.2%</b>	<b>(\$1,522,534,990)</b>	<b>-74.6%</b>	<b>(4,039,911)</b>

County Totals:	# of Sales	Sales Volume (\$)	Total SF	# of Sales	Sales Volume (\$)	Total SF	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
King	77	\$1,506,977,460	4,686,818	45	\$182,741,000	1,231,669	-32	-41.6%	(\$1,324,236,460)	-87.9%	(3,455,149)
Snohomish	42	\$380,073,500	4,706,618	28	\$141,717,540	3,191,409	-14	-33.3%	(\$238,355,960)	-62.7%	(1,515,209)
Pierce	31	\$83,886,973	3,036,784	38	\$138,907,791	5,272,685	7	22.6%	\$55,020,818	65.6%	2,235,901
Spokane	15	\$42,875,000	2,106,192	19	\$37,016,054	351,283	4	26.7%	(\$5,858,946)	-13.7%	(1,754,909)
Kitsap	8	\$13,793,000	62,518	9	\$6,209,000	250,549	1	12.5%	(\$7,584,000)	-55.0%	188,031
Thurston	8	\$13,424,750	971,892	9	\$11,904,308	1,233,316	1	12.5%	(\$1,520,442)	-11.3%	261,424
<b>Grand Totals</b>	<b>181</b>	<b>\$2,041,030,683</b>	<b>15,570,822</b>	<b>148</b>	<b>\$518,495,693</b>	<b>11,530,911</b>	<b>-33</b>	<b>-18.2%</b>	<b>(\$1,522,534,990)</b>	<b>-74.6%</b>	<b>(4,039,911)</b>



# CBA Researched CMA Sales

## Comparison by Asset Class and County: June 2023 vs June 2022

Asset Class		June 2022			June 2023			Change (June 2023 vs June 2022)				
		# of Sales	Sales Volume (\$)	Total SF	# of Sales	Sales Volume (\$)	Total SF	# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
<strong>Office</strong>												
King County		11	\$109,589,000	165,530	7	\$35,521,537	162,574	-4	-36.4%	(\$74,067,463)	-67.6%	(2,956)
Snohomish County		5	\$12,937,000	62,914	4	\$9,113,000	27,655	-1	-20.0%	(\$3,824,000)	-29.6%	(35,259)
Pierce County		3	\$3,949,000	14,647	7	\$9,957,431	46,808	4	133.3%	\$6,008,431	152.2%	32,161
Spokane County		1	\$950,000	9,028	6	\$12,334,326	102,180	5	500.0%	\$11,384,326	1198.4%	93,152
Kitsap County		3	\$2,902,000	19,090	2	\$3,120,000	11,260	-1	-33.3%	\$218,000	7.5%	(7,830)
Thurston County		1	\$793,000	4,000	0	\$0	0	-1	-100.0%	(\$793,000)	-100.0%	(4,000)
<strong>Totals:</strong>		<strong>24</strong>	<strong>\$131,120,000</strong>	<strong>275,209</strong>	<strong>26</strong>	<strong>\$70,046,294</strong>	<strong>350,477</strong>	<strong>2</strong>	<strong>8.3%</strong>	<strong>(\$61,073,706)</strong>	<strong>-46.6%</strong>	<strong>75,268</strong>
<strong>Retail</strong>												
King County		21	\$100,690,565	190,694	13	\$54,890,686	91,497	-8	-38.1%	(\$45,799,879)	-45.5%	(99,197)
Snohomish County		7	\$49,834,500	186,023	13	\$45,060,320	120,587	6	85.7%	(\$4,774,180)	-9.6%	(65,436)
Pierce County		12	\$20,288,719	40,547	9	\$51,116,305	185,980	-3	-25.0%	\$30,827,586	151.9%	145,433
Spokane County		2	\$9,540,000	53,090	7	\$10,532,500	69,057	5	250.0%	\$992,500	10.4%	15,967
Kitsap County		8	\$17,877,000	127,509	4	\$4,995,000	15,273	-4	-50.0%	(\$12,882,000)	-72.1%	(112,236)
Thurston County		2	\$12,376,064	54,686	5	\$4,707,059	20,343	3	150.0%	(\$7,669,005)	-62.0%	(34,343)
<strong>Totals:</strong>		<strong>52</strong>	<strong>\$210,606,848</strong>	<strong>652,549</strong>	<strong>51</strong>	<strong>\$171,301,870</strong>	<strong>502,737</strong>	<strong>-1</strong>	<strong>-1.9%</strong>	<strong>(\$39,304,978)</strong>	<strong>-18.7%</strong>	<strong>(149,812)</strong>
<strong>Industrial/High Tech Flex</strong>												
King County		11	\$70,933,467	225,609	10	\$22,147,500	164,921	-1	-9.1%	(\$48,785,967)	-68.8%	(60,688)
Snohomish County		7	\$61,835,000	343,579	2	\$10,950,000	63,680	-5	-71.4%	(\$50,885,000)	-82.3%	(279,899)
Pierce County		5	\$13,258,059	56,350	8	\$49,061,399	179,289	3	60.0%	\$35,803,340	270.0%	122,939
Spokane County		4	\$13,200,000	116,453	3	\$17,262,262	36,383	-1	-25.0%	\$4,062,262	30.8%	(80,070)
Kitsap County		0	\$0	0	1	\$725,000	4,800	1	N/A	\$725,000	N/A	4,800
Thurston County		1	\$1,899,846	2,800	2	\$132,979,000	721,298	1	100.0%	\$131,079,154	6899.5%	718,498
<strong>Totals:</strong>		<strong>28</strong>	<strong>\$161,126,372</strong>	<strong>744,791</strong>	<strong>26</strong>	<strong>\$233,125,161</strong>	<strong>1,170,371</strong>	<strong>-2</strong>	<strong>-7.1%</strong>	<strong>\$71,998,789</strong>	<strong>44.7%</strong>	<strong>425,580</strong>
<strong>Notable Sales:</strong>					Lacey I-5 Logistics Ctr, Lacey: \$132.1m							
<strong>Land</strong>												
King County		20	\$121,130,000	1,358,201	8	\$40,833,728	1,528,956	-12	-60.0%	(\$80,296,272)	-66.3%	170,755
Snohomish County		9	\$47,241,478	16,981,866	7	\$18,450,580	1,552,914	-2	-22.2%	(\$28,790,898)	-60.9%	(15,428,952)
Pierce County		3	\$6,431,431	234,788	6	\$19,411,800	3,805,402	3	100.0%	\$12,980,369	201.8%	3,570,614
Spokane County		3	\$2,648,124	1,375,625	2	\$980,000	158,994	-1	-33.3%	(\$1,668,124)	-63.0%	(1,216,631)
Kitsap County		0	\$0	0	1	\$558,000	82,328	1	N/A	\$558,000	N/A	82,328
Thurston County		1	\$910,000	21,780	1	\$2,800,000	132,858	0	0.0%	\$1,890,000	207.7%	111,078
<strong>Totals:</strong>		<strong>36</strong>	<strong>\$178,361,033</strong>	<strong>19,972,260</strong>	<strong>25</strong>	<strong>\$83,034,108</strong>	<strong>7,261,452</strong>	<strong>-11</strong>	<strong>-30.6%</strong>	<strong>(\$95,326,925)</strong>	<strong>-53.4%</strong>	<strong>(12,710,808)</strong>
<strong>Multifamily</strong>												
King County		28	\$499,711,700	846,050	20	\$308,350,000	722,553	-8	-28.6%	(\$191,361,700)	-38.3%	(123,497)
Snohomish County		1	\$650,000	2,328	0	\$0	0	-1	-100.0%	(\$650,000)	-100.0%	(2,328)
Pierce County		5	\$40,225,000	170,330	1	\$3,200,000	10,404	-4	-80.0%	(\$37,025,000)	-92.0%	(159,926)
<strong>Totals:</strong>		<strong>34</strong>	<strong>\$540,586,700</strong>	<strong>1,018,708</strong>	<strong>21</strong>	<strong>\$311,550,000</strong>	<strong>732,957</strong>	<strong>-13</strong>	<strong>-38.2%</strong>	<strong>(\$229,036,700)</strong>	<strong>-42.4%</strong>	<strong>(285,751)</strong>
<strong>Notable Sales:</strong>					Overlook at Lakemont, Bellevue: \$204.25m							
<strong>Grand Totals:</strong>		<strong>174</strong>	<strong>\$1,221,800,953</strong>	<strong>22,663,517</strong>	<strong>149</strong>	<strong>\$869,057,433</strong>	<strong>10,017,994</strong>	<strong>-25</strong>	<strong>-14.4%</strong>	<strong>(\$352,743,520)</strong>	<strong>-28.9%</strong>	<strong>(12,645,523)</strong>

County Totals:	# of Sales	Sales Volume (\$)	Total Sales (\$)
King	91	\$902,054,732	2,786,084
Snohomish	29	\$172,497,978	17,576,717
Pierce	28	\$84,152,209	516,666
Spokane	10	\$26,338,124	1,554,192
Kitsap	11	\$20,779,000	146,591
Thurston	5	\$15,978,910	83,265
<b>Grand Totals</b>	<b>174</b>	<b>\$1,221,800,953</b>	<b>22,663,518</b>

# of Sales	Sales Volume (\$)	Total SF
58	\$461,743,451	2,670,501
26	\$83,573,900	1,764,836
31	\$132,746,935	4,227,883
18	\$41,109,088	366,614
8	\$9,398,000	113,661
8	\$140,486,059	874,499
<b>149</b>	<b>\$869,057,433</b>	<b>10,017,994</b>

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-33	-36.3%	(\$440,311,281)	-48.8%	(115,583)
-3	-10.3%	(\$88,924,078)	-51.6%	(15,811,874)
3	10.7%	\$48,594,726	57.7%	3,711,221
8	80.0%	\$14,770,964	56.1%	(1,187,582)
-3	-27.3%	(\$11,381,000)	-54.8%	(32,938)
3	60.0%	\$124,507,149	779.2%	791,233
<b>-25</b>	<b>-14.4%</b>	<b>(\$352,743,520)</b>	<b>-28.9%</b>	<b>(12,645,523)</b>



# CBA Researched CMA Sales

## Comparison by Asset Class and County: July 2023 vs July 2022

July 2022			
Asset Class	# of Sales	Sales Volume (\$)	Total \$
<b>Office</b>			
King County	23	\$119,636,994	501,952,000
Snohomish County	2	\$3,212,271	17,644,000
Pierce County	8	\$13,935,000	47,135,000
Spokane County	5	\$8,817,000	63,670,000
Kitsap County	2	\$1,532,000	12,600,000
Thurston County	3	\$1,659,219	6,467,000
<b>Totals:</b>	<b>43</b>	<b>\$148,792,484</b>	<b>649,473,000</b>
<b>Retail</b>			
King County	20	\$80,080,000	159,192,000
Snohomish County	9	\$63,297,000	232,123,000
Pierce County	15	\$25,556,705	113,803,000
Spokane County	10	\$16,000,000	36,740,000
Kitsap County	3	\$3,700,000	17,710,000
Thurston County	3	\$6,400,000	18,820,000
<b>Totals:</b>	<b>60</b>	<b>\$195,033,705</b>	<b>578,395,000</b>
<b>Industrial/High Tech Flex</b>			
King County	9	\$218,405,000	837,990,000
Snohomish County	7	\$181,773,630	654,180,000
Pierce County	11	\$36,372,769	178,690,000
Spokane County	3	\$1,556,000	17,500,000
Kitsap County	2	\$1,850,000	16,950,000
Thurston County	2	\$5,644,395	36,000,000
<b>Totals:</b>	<b>34</b>	<b>\$445,601,794</b>	<b>1,741,330,000</b>
<b>Notable Sales:</b>	Holman Distribution, Kent: \$106.1m		
<b>Land</b>			
King County	15	\$206,307,920	10,159,930,000
Snohomish County	7	\$196,614,300	5,211,080,000
Pierce County	9	\$17,524,950	948,730,000
Spokane County	5	\$3,604,588	461,300,000
Kitsap County	1	\$1,000,000	77,100,000
Thurston County	0	\$0	0
<b>Totals:</b>	<b>37</b>	<b>\$425,051,758</b>	<b>16,858,150,000</b>
<b>Notable Sales:</b>	Mtn View- Lots 2,3- A,B,D, Everett: \$175.3m		
<b>Multifamily</b>			
King County	26	\$649,586,891	1,168,150,000
Snohomish County	4	\$48,600,000	155,760,000
Pierce County	6	\$24,243,000	101,270,000
<b>Totals:</b>	<b>36</b>	<b>\$722,429,891</b>	<b>1,425,190,000</b>
<b>Notable Sales:</b>	Upland at Totem Lake, Kirkland: \$242m		
<b>Grand Totals:</b>	<b>210</b>	<b>\$1,936,909,632</b>	<b>21,252,560,000</b>

July 2023		
# of Sales	Sales Volume (\$)	Total SF
12	\$47,855,000	138,442
7	\$6,494,000	37,878
1	\$1,390,700	6,832
4	\$3,670,000	70,474
1	\$1,050,000	2,810
6	\$5,663,944	39,795
<b>31</b>	<b>\$66,123,644</b>	<b>296,231</b>
12	\$39,465,900	110,485
6	\$27,047,049	66,311
7	\$10,660,000	78,976
10	<b>\$33,837,507</b>	<b>235,757</b>
2	\$3,290,000	12,354
4	\$11,548,373	31,453
<b>41</b>	<b>\$125,848,829</b>	<b>535,336</b>
5	\$16,900,000	87,124
4	\$11,905,000	41,144
1	\$265,000	1,968
5	\$4,910,000	38,796
1	\$680,000	7,080
1	\$1,280,000	8,560
<b>17</b>	<b>\$35,940,000</b>	<b>184,672</b>
7	\$55,522,141	3,356,298
3	\$13,060,000	438,214
4	\$11,614,040	369,824
1	\$1,100,000	150,718
0	\$0	0
0	\$0	0
<b>15</b>	<b>\$81,296,181</b>	<b>4,315,054</b>
12	\$95,043,499	340,621
0	\$0	0
0	\$0	0
<b>12</b>	<b>\$95,043,499</b>	<b>340,621</b>

Change (July 2023 vs July 2022)				
# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
-11	-47.8%	(\$71,781,994)	-60.0%	(363,516)
5	250.0%	\$3,281,729	102.2%	20,234
-7	-87.5%	(\$12,544,300)	-90.0%	(40,303)
-1	-20.0%	(\$5,147,000)	-58.4%	6,798
-1	-50.0%	(\$482,000)	-31.5%	(9,791)
3	100.0%	\$4,004,725	241.4%	33,331
-12	-27.9%	(\$82,668,840)	-55.6%	(353,247)
-8	-40.0%	(\$40,614,100)	-50.7%	(48,708)
-3	-33.3%	(\$36,249,951)	-57.3%	(165,810)
-8	-53.3%	(\$14,896,705)	-58.3%	(34,826)
0	0.0%	\$17,837,507	111.5%	199,014
-1	-33.3%	(\$410,000)	-11.1%	(5,360)
1	33.3%	\$5,148,373	80.4%	12,629
-19	-31.7%	(\$69,184,876)	-35.5%	(43,061)
-4	-44.4%	(\$201,505,000)	-92.3%	(750,867)
-3	-42.9%	(\$169,868,630)	-93.5%	(613,039)
-10	-90.9%	(\$36,107,769)	-99.3%	(176,728)
2	66.7%	\$3,354,000	215.6%	21,288
-1	-50.0%	(\$1,170,000)	-63.2%	(9,872)
-1	-50.0%	(\$4,364,395)	-77.3%	(27,448)
-17	-50.0%	(\$409,661,794)	-91.9%	(1,556,666)
-8	-53.3%	(\$150,785,779)	-73.1%	(6,803,636)
-4	-57.1%	(\$183,554,300)	-93.4%	(4,772,869)
-5	-55.6%	(\$5,910,910)	-33.7%	(578,913)
-4	-80.0%	(\$2,504,588)	-69.5%	(310,582)
-1	N/A	(\$1,000,000)	N/A	(77,101)
0	N/A	\$0	N/A	-
-22	-59.5%	(\$343,755,577)	-80.9%	(12,543,101)
-14	-53.8%	(\$554,543,392)	-85.4%	(827,533)
-4	-100.0%	(\$48,600,000)	-100.0%	(155,760)
-6	-100.0%	(\$24,243,000)	-100.0%	(101,279)
-24	-66.7%	(\$627,386,392)	-86.8%	(1,084,572)
-94	-44.8%	(\$1,532,657,479)	-79.1%	(15,580,647)

County Totals:	# of Sales	Sales Volume (\$)	Total Sales
King	93	\$1,274,016,805	12,827,231
Snohomish	29	\$493,497,201	6,270,794
Pierce	49	\$117,632,424	1,389,644
Spokane	23	\$29,977,588	579,222
Kitsap	8	\$8,082,000	124,360
Thurston	8	\$13,703,614	61,292
<b>Grand Totals</b>	<b>210</b>	<b>\$1,936,909,632</b>	<b>21,252,567</b>

# of Sales	Sales Volume (\$)	Total SF
48	\$254,786,540	4,032,970
20	\$58,506,049	583,547
13	\$23,929,740	457,600
20	\$43,517,507	495,745
4	\$5,020,000	22,244
11	\$18,492,317	79,808
<b>116</b>	<b>\$404,252,153</b>	<b>5,671,914</b>

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-45	-48.4%	(\$1,019,230,265)	-80.0%	(8,794,260)
-9	-31.0%	(\$434,991,152)	-88.1%	(5,687,244)
-36	-73.5%	(\$93,702,684)	-79.7%	(932,049)
-3	-13.0%	\$13,539,919	45.2%	(83,482)
-4	-50.0%	(\$3,062,000)	-37.9%	(102,124)
3	37.5%	\$4,788,703	34.9%	18,512
<b>-94</b>	<b>-44.8%</b>	<b>(\$1,532,657,479)</b>	<b>-79.1%</b>	<b>(15,580,647)</b>



## CBA Researched CMA Sales

### Comparison by Asset Class and County: Aug 2023 vs Aug 2022

Asset Class	August 2022			August 2023			Change (Aug 2023 vs Aug 2022)				
	# of Sales	Sales Volume (\$)	Total SF	# of Sales	Sales Volume (\$)	Total SF	# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
<b>Office</b>											
King County	13	\$34,673,747	330,799	10	\$23,905,000	47,590	-3	-23.1%	(\$10,768,747)	-31.1%	(283,209)
Snohomish County	8	\$54,755,000	213,923	6	\$34,385,000	111,346	-2	-25.0%	(\$20,370,000)	-37.2%	(102,577)
Pierce County	6	\$13,670,000	128,047	1	\$7,000,000	31,351	-5	-83.3%	(\$6,670,000)	-48.8%	(96,696)
Spokane County	4	\$1,943,900	17,089	5	\$6,765,000	88,540	1	25.0%	\$4,821,100	248.0%	71,451
Kitsap County	1	\$800,000	9,648	2	\$1,715,000	12,539	1	100.0%	\$915,000	114.4%	2,891
Thurston County	4	\$5,735,000	42,792	1	\$1,050,000	2,747	-3	-75.0%	(\$4,685,000)	-81.7%	(40,045)
<b>Totals:</b>	<b>36</b>	<b>\$111,577,647</b>	<b>742,298</b>	<b>25</b>	<b>\$74,820,000</b>	<b>294,113</b>	<b>-11</b>	<b>-30.6%</b>	<b>(\$36,757,647)</b>	<b>-32.9%</b>	<b>(448,185)</b>
<b>Retail</b>											
King County	25	\$268,622,008	908,370	11	\$45,702,843	133,640	-14	-56.0%	(\$222,919,165)	-83.0%	(774,730)
Snohomish County	9	\$44,368,000	175,480	3	\$8,870,000	10,518	-6	-66.7%	(\$35,498,000)	-80.0%	(164,962)
Pierce County	9	\$21,578,662	181,029	4	\$4,955,000	20,088	-5	-55.6%	(\$16,623,662)	-77.0%	(160,941)
Spokane County	13	\$20,276,927	95,854	4	\$2,530,000	18,108	-9	-69.2%	(\$17,746,927)	-87.5%	(77,746)
Kitsap County	1	\$380,000	27,915	1	\$6,400,000	3,074	0	0.0%	\$6,020,000	1584.2%	(24,841)
Thurston County	6	\$8,225,448	47,296	6	\$6,680,000	36,477	0	0.0%	(\$1,545,448)	-18.8%	(10,819)
<b>Totals:</b>	<b>63</b>	<b>\$363,451,045</b>	<b>1,435,944</b>	<b>29</b>	<b>\$75,137,843</b>	<b>221,905</b>	<b>-34</b>	<b>-54.0%</b>	<b>(\$288,313,202)</b>	<b>-79.3%</b>	<b>(1,214,039)</b>
<b>Industrial/High Tech Flex</b>											
King County	9	\$162,040,000	286,070	9	\$27,043,721	95,385	0	0.0%	(\$134,996,279)	-83.3%	(190,685)
Snohomish County	6	\$61,567,000	283,447	6	\$30,910,459	172,951	0	0.0%	(\$30,656,541)	-49.8%	(110,496)
Pierce County	3	\$25,720,000	33,605	3	\$3,750,000	10,096	0	0.0%	(\$21,970,000)	-85.4%	(23,509)
Spokane County	5	\$5,688,000	57,243	3	\$10,740,000	85,335	-2	-40.0%	\$5,052,000	88.8%	28,092
Kitsap County	0	0	0	0	\$0	0	0	N/A	\$0	N/A	-
Thurston County	2	\$4,527,546	47,041	0	\$0	0	-2	-100.0%	(\$4,527,546)	-100.0%	(47,041)
<b>Totals:</b>	<b>25</b>	<b>\$259,542,546</b>	<b>707,406</b>	<b>21</b>	<b>\$72,444,180</b>	<b>363,767</b>	<b>-4</b>	<b>-16.0%</b>	<b>(\$187,098,366)</b>	<b>-72.1%</b>	<b>(343,639)</b>
<b>Land</b>											
King County	13	\$129,845,721	927,392	7	\$25,244,505	856,825	-6	-46.2%	(\$104,601,216)	-80.6%	(70,567)
Snohomish County	5	\$15,085,000	651,222	7	\$78,061,466	3,698,680	2	40.0%	\$62,976,466	417.5%	3,047,458
Pierce County	3	\$4,805,000	1,593,860	2	\$1,875,000	80,586	-1	-33.3%	(\$2,930,000)	-61.0%	(1,513,274)
Spokane County	3	\$3,626,000	1,090,742	2	\$2,940,000	65,776	-1	-33.3%	(\$686,000)	-18.9%	(1,024,966)
Kitsap County	1	\$2,375,000	175,547	2	\$27,925,000	6,631,574	1	100.0%	\$25,550,000	1075.8%	6,456,027
Thurston County	0	\$0	0	0	\$0	0	0	0.0%	\$0	0.0%	-
<b>Totals:</b>	<b>25</b>	<b>\$155,736,721</b>	<b>4,438,763</b>	<b>20</b>	<b>\$136,045,971</b>	<b>11,333,441</b>	<b>-5</b>	<b>-20.0%</b>	<b>(\$19,690,750)</b>	<b>-12.6%</b>	<b>6,894,678</b>
<b>Multifamily</b>											
King County	23	\$345,364,500	711,279	14	\$160,576,300	556,839	-9	-39.1%	(\$184,788,200)	-53.5%	(154,440)
Snohomish County	9	\$109,177,300	349,106	2	\$31,750,000	146,822	-7	-77.8%	(\$77,427,300)	-70.9%	(202,284)
Pierce County	2	\$50,000,000	95,015	2	\$5,700,000	29,393	0	0.0%	(\$44,300,000)	-88.6%	(65,622)
<b>Totals:</b>	<b>34</b>	<b>\$504,541,800</b>	<b>1,155,400</b>	<b>18</b>	<b>\$198,026,300</b>	<b>733,054</b>	<b>-16</b>	<b>-47.1%</b>	<b>(\$306,515,500)</b>	<b>-60.8%</b>	<b>(422,346)</b>
<b>Notable Sales:</b>											
<b>Grand Totals:</b>	<b>183</b>	<b>\$1,394,849,759</b>	<b>8,479,811</b>	<b>113</b>	<b>\$556,474,294</b>	<b>12,946,280</b>	<b>-70</b>	<b>-38.3%</b>	<b>(\$838,375,465)</b>	<b>-60.1%</b>	<b>4,466,469</b>
<b>County Totals:</b>											
King	83	\$940,545,976	3,163,910	51	\$282,472,369	1,690,279	-32	-38.6%	(\$658,073,607)	-70.0%	(1,473,631)
Snohomish	37	\$284,952,300	1,673,178	24	\$183,976,925	4,140,317	-13	-35.1%	(\$100,975,375)	-35.4%	2,467,139
Pierce	23	\$115,773,662	2,031,556	12	\$23,280,000	171,514	-11	-47.8%	(\$92,493,662)	-79.9%	(1,860,042)
Spokane	25	\$31,534,827	1,260,928	14	\$22,975,000	257,759	-11	-44.0%	(\$8,559,827)	-27.1%	(1,003,169)
Kitsap	3	\$3,555,000	213,110	5	\$36,040,000	6,647,187	2	66.7%	\$32,485,000	913.8%	6,434,077
Thurston	12	\$18,487,994	137,129	7	\$7,730,000	39,224	-5	-41.7%	(\$10,757,994)	-58.2%	(97,905)
<b>Grand Totals</b>	<b>183</b>	<b>\$1,394,849,759</b>	<b>8,479,811</b>	<b>113</b>	<b>\$556,474,294</b>	<b>12,946,280</b>	<b>-70</b>	<b>-38.3%</b>	<b>(\$838,375,465)</b>	<b>-60.1%</b>	<b>4,466,469</b>



## CBA Researched CMA Sales

### Comparison by Asset Class and County: Sept 2023 vs Sept 2022

September 2022			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King County	10	\$68,017,448	231,429
Snohomish County	9	\$62,528,950	334,833
Pierce County	3	\$1,543,000	6,776
Spokane County	5	\$20,350,000	135,825
Kitsap County	1	\$1,450,000	7,094
Thurston County	2	\$1,654,719	15,866
<b>Totals:</b>	<b>30</b>	<b>\$155,544,117</b>	<b>731,823</b>
<b>Retail</b>			
King County	23	\$97,695,310	247,085
Snohomish County	6	\$24,351,250	67,584
Pierce County	10	\$54,649,950	90,174
Spokane County	11	\$9,873,622	76,539
Kitsap County	3	\$5,505,000	24,235
Thurston County	3	\$4,584,576	16,122
<b>Totals:</b>	<b>56</b>	<b>\$196,659,708</b>	<b>521,739</b>
<b>Industrial/High Tech Flex</b>			
King County	9	\$57,660,111	162,375
Snohomish County	4	\$13,726,200	110,046
Pierce County	4	\$18,854,161	100,930
Spokane County	4	\$18,933,659	322,971
Kitsap County	0	\$0	0
Thurston County	1	\$90,750,000	580,520
<b>Totals:</b>	<b>22</b>	<b>\$199,924,131</b>	<b>1,276,842</b>
<b>Notable Sales:</b>			
Hawks Prairie Logistics Ctr, Lacey: \$90.75			
<b>Land</b>			
King County	14	\$162,001,175	1,452,290
Snohomish County	10	\$23,039,000	1,456,211
Pierce County	8	\$10,082,500	3,623,321
Spokane County	0	\$0	0
Kitsap County	0	\$0	0
Thurston County	0	\$0	0
<b>Totals:</b>	<b>32</b>	<b>\$195,122,675</b>	<b>6,531,822</b>
<b>Multifamily</b>			
King County	10	\$271,550,000	687,875
Snohomish County	3	\$26,321,000	90,667
Pierce County	6	\$66,309,900	254,739
<b>Totals:</b>	<b>19</b>	<b>\$364,180,900</b>	<b>1,033,281</b>
<b>Notable Sales:</b>			
Ascend Rainier Ridge, Puyallup: \$94m			
<b>Grand Totals:</b>	<b>159</b>	<b>\$1,111,431,531</b>	<b>10,095,507</b>

September 2023			
	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King County	8	\$19,315,500	53,179
Snohomish County	2	\$3,000,000	11,688
Pierce County	7	\$40,633,000	264,654
Spokane County	3	\$3,119,000	31,388
Kitsap County	0	\$0	0
Thurston County	1	\$285,000	840
<b>Totals:</b>	<b>21</b>	<b>\$66,352,500</b>	<b>361,749</b>
<b>Retail</b>			
King County	5	\$12,891,000	35,470
Snohomish County	9	\$10,290,950	53,575
Pierce County	9	\$15,278,000	52,637
Spokane County	7	\$9,443,562	48,130
Kitsap County	1	\$600,000	1,242
Thurston County	3	\$6,935,000	6,778
<b>Totals:</b>	<b>34</b>	<b>\$55,438,512</b>	<b>197,832</b>
<b>Industrial/High Tech Flex</b>			
King County	8	\$55,618,000	240,480
Snohomish County	8	\$27,830,361	179,212
Pierce County	2	\$920,000	6,924
Spokane County	4	\$11,250,000	97,495
Kitsap County	1	\$1,764,000	9,800
Thurston County	1	\$9,200,000	79,262
<b>Totals:</b>	<b>24</b>	<b>\$106,582,361</b>	<b>613,173</b>
<b>Notable Sales:</b>			
Hawks Prairie Logistics Ctr, Lacey: \$90.75			
<b>Land</b>			
King County	7	\$24,930,000	973,566
Snohomish County	6	\$25,445,000	4,183,938
Pierce County	4	\$4,123,000	251,777
Spokane County	2	\$564,800	747,490
Kitsap County	0	\$0	0
Thurston County	0	\$0	0
<b>Totals:</b>	<b>19</b>	<b>\$55,062,800</b>	<b>6,156,771</b>
<b>Multifamily</b>			
King County	15	\$191,703,432	653,500
Snohomish County	1	\$5,735,000	19,550
Pierce County	3	\$98,895,000	325,415
<b>Totals:</b>	<b>19</b>	<b>\$296,333,432</b>	<b>998,465</b>
<b>Notable Sales:</b>			
Ascend Rainier Ridge, Puyallup: \$94m			
<b>Grand Totals:</b>	<b>117</b>	<b>\$579,769,605</b>	<b>8,327,990</b>

Change (Sept 2023 vs Sept 2022)				
# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
-2	-20.0%	(\$48,701,948)	-71.6%	(178,250)
-7	-77.8%	(\$59,528,950)	-95.2%	(323,145)
4	133.3%	\$39,090,000	2533.4%	257,878
-2	-40.0%	(\$17,231,000)	-84.7%	(104,437)
-1	-100.0%	(\$1,450,000)	-100.0%	(7,094)
-1	-50.0%	(\$1,369,719)	-82.8%	(15,026)
-9	-30.0%	(\$89,191,617)	-57.3%	(370,074)
-18	-78.3%	(\$84,804,310)	-86.8%	(211,615)
3	50.0%	(\$14,060,300)	-57.7%	(14,009)
-1	-10.0%	(\$39,371,950)	-72.0%	(37,537)
-4	-36.4%	(\$430,060)	-4.4%	(28,409)
-2	-66.7%	(\$4,905,000)	-89.1%	(22,993)
0	0.0%	\$2,350,424	51.3%	(9,344)
-22	-39.3%	(\$141,221,196)	-71.8%	(323,907)
-1	-11.1%	(\$2,042,111)	-3.5%	78,105
4	100.0%	\$14,104,161	102.8%	69,166
-2	-50.0%	(\$17,934,161)	-95.1%	(94,006)
0	0.0%	(\$7,683,659)	-40.6%	(225,476)
1	N/A	\$1,764,000	N/A	9,800
0	0.0%	(\$81,550,000)	-89.9%	(501,258)
2	9.1%	(\$93,341,770)	-46.7%	(663,669)
-7	-50.0%	(\$137,071,175)	-84.6%	(478,724)
-4	-40.0%	\$2,406,000	10.4%	2,727,727
-4	-50.0%	(\$5,959,500)	-59.1%	(3,371,544)
2	N/A	\$564,800	N/A	747,490
0	0.0%	\$0	0.0%	-
0	0.0%	\$0	0.0%	-
-13	-40.6%	(\$140,059,875)	-71.8%	(375,051)
5	50.0%	(\$79,846,568)	-29.4%	(34,375)
-2	-66.7%	(\$20,586,000)	-78.2%	(71,117)
-3	-50.0%	\$32,585,100	49.1%	70,676
0	0.0%	(\$67,847,468)	-18.6%	(34,816)
-42	-26.4%	(\$531,661,926)	-47.8%	(1,767,517)

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-23	-34.8%	(\$352,466,112)	-53.7%	(824,859)
-6	-18.8%	(\$77,665,089)	-51.8%	2,388,622
-6	-19.4%	\$8,409,489	5.6%	(3,174,533)
-4	-20.0%	(\$24,779,919)	-50.4%	389,168
-2	-50.0%	(\$4,591,000)	-66.0%	(20,287)
-1	-16.7%	(\$80,569,295)	-83.1%	(525,628)
-42	-26.4%	(\$531,661,926)	-47.8%	(1,767,517)



## CBA Researched CMA Sales

### Comparison by Asset Class and County: Oct 2023 vs Oct 2022

October 2022			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King County	11	\$49,311,000	145,862
Snohomish County	5	\$7,095,000	26,997
Pierce County	4	\$2,780,000	9,244
Spokane County	5	\$6,503,000	58,953
Kitsap County	1	\$600,000	6,440
Thurston County	2	\$1,395,000	8,288
<b>Totals:</b>	<b>28</b>	<b>\$67,684,000</b>	<b>255,784</b>
<b>Retail</b>			
King County	12	\$30,333,700	117,414
Snohomish County	11	\$40,555,000	120,563
Pierce County	9	\$9,340,000	43,986
Spokane County	4	\$4,540,000	25,738
Kitsap County	3	\$3,550,000	16,133
Thurston County	7	\$9,871,500	36,503
<b>Totals:</b>	<b>46</b>	<b>\$98,190,200</b>	<b>360,337</b>
<b>Industrial/High Tech Flex</b>			
King County	6	\$58,687,700	161,487
Snohomish County	6	\$49,441,990	317,146
Pierce County	4	\$57,316,786	131,697
Spokane County	6	\$20,410,000	276,675
Kitsap County	2	\$1,325,000	12,900
Thurston County	1	\$23,800,000	137,838
<b>Totals:</b>	<b>25</b>	<b>\$210,981,476</b>	<b>1,037,743</b>
<b>Notable Sales:</b>			
<b>Land</b>			
King County	16	\$101,894,000	841,579
Snohomish County	5	\$8,508,270	962,240
Pierce County	5	\$10,565,713	1,200,514
Spokane County	0	\$0	0
Kitsap County	0	\$0	0
Thurston County	1	\$1,017,281	286,625
<b>Totals:</b>	<b>27</b>	<b>\$121,985,264</b>	<b>3,290,958</b>
<b>Multifamily</b>			
King County	21	\$448,494,184	820,227
Snohomish County	2	\$94,000,000	313,345
Pierce County	1	\$22,500,000	52,852
<b>Totals:</b>	<b>24</b>	<b>\$564,994,184</b>	<b>1,186,424</b>
Notable Sales:			
Madison Sammamish, Issaquah: \$114.2m			
624 Yale, Seattle: \$104m			
<b>Grand Totals:</b>	<b>150</b>	<b>\$1,063,835,124</b>	<b>6,131,246</b>

October 2023			
	# of Sales	Sales Volume (\$)	Total SF
	12	\$52,767,000	206,311
	3	\$1,608,000	11,687
	5	\$4,775,000	34,557
	2	\$1,225,000	16,188
	0	\$0	0
	4	\$7,711,500	59,498
	<b>26</b>	<b>\$68,086,500</b>	<b>328,241</b>
	8	\$20,540,994	47,888
	7	\$54,465,483	226,528
	5	\$9,330,000	28,725
	7	\$4,301,854	34,809
	1	\$500,000	40,800
	3	\$2,190,000	28,742
	<b>31</b>	<b>\$91,328,331</b>	<b>407,492</b>
	8	\$28,128,937	128,069
	2	\$2,805,000	71,473
	4	\$12,045,000	46,164
	5	\$5,412,500	38,947
	0	\$0	0
	0	\$0	0
	<b>19</b>	<b>\$48,391,437</b>	<b>284,653</b>
	7	\$38,258,927	1,976,753
	3	\$14,200,000	368,518
	7	\$11,124,405	475,675
	1	\$400,000	37,462
	1	\$1,050,000	6,098
	0	\$0	0
	<b>19</b>	<b>\$65,033,332</b>	<b>2,864,506</b>
	17	\$194,822,468	731,200
	2	\$10,575,000	38,055
	3	\$11,325,500	52,706
	<b>22</b>	<b>\$216,722,968</b>	<b>821,961</b>
	117	<b>\$489,562,568</b>	<b>4,706,853</b>

Change (Oct 2023 vs Oct 2022)				
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
1	9.1%	\$3,456,000	7.0%	60,449
-2	-40.0%	(\$5,487,000)	-77.3%	(15,310)
1	25.0%	\$1,995,000	71.8%	25,313
-3	-60.0%	(\$5,278,000)	-81.2%	(42,765)
-1	-100.0%	(\$600,000)	-100.0%	(6,440)
2	100.0%	\$6,316,500	452.8%	51,210
-2	-7.1%	\$402,500	0.6%	72,457
-4	-33.3%	(\$9,792,706)	-32.3%	(69,526)
-4	-36.4%	\$13,910,483	34.3%	105,965
-4	-44.4%	(\$10,000)	-0.1%	(15,261)
3	75.0%	(\$238,146)	-5.2%	9,071
-2	-66.7%	(\$3,050,000)	-85.9%	24,667
-4	-57.1%	(\$7,681,500)	-77.8%	(7,761)
-15	-32.6%	(\$6,861,869)	-7.0%	47,155
2	33.3%	(\$30,558,763)	-52.1%	(33,418)
-4	-66.7%	(\$46,636,990)	-94.3%	(245,673)
0	0.0%	(\$45,271,786)	-79.0%	(85,533)
-1	-16.7%	(\$14,997,500)	-73.5%	(237,728)
-2	N/A	(\$1,325,000)	N/A	(12,900)
1	-100.0%	(\$23,800,000)	-100.0%	(137,838)
-6	-24.0%	(\$162,590,039)	-77.1%	(753,090)
-9	-56.3%	(\$63,635,073)	-62.5%	1,135,174
-2	-40.0%	\$5,691,730	66.9%	(593,722)
2	40.0%	\$558,692	5.3%	(724,839)
1	N/A	\$400,000	N/A	37,462
1	N/A	\$1,050,000	N/A	6,098
-1	N/A	(\$1,017,281)	N/A	(286,625)
-8	-29.6%	(\$56,951,932)	-46.7%	(426,452)
-4	-19.0%	(\$253,671,716)	-56.6%	(89,027)
0	0.0%	(\$83,425,000)	-88.8%	(275,290)
2	200.0%	(\$11,174,500)	-49.7%	(146)
-2	-8.3%	(\$348,271,216)	-61.6%	(364,463)
-33	-22.0%	(\$574,272,556)	-54.0%	(1,424,393)

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-14	-21.2%	(\$354,202,258)	-51.4%	1,003,652
-12	-41.4%	(\$115,946,777)	-58.1%	(1,024,030)
1	4.3%	(\$53,902,594)	-52.6%	(800,466)
0	0.0%	(\$20,113,646)	-63.9%	(233,960)
-4	-66.7%	(\$3,925,000)	-71.7%	11,425
-4	-36.4%	(\$26,182,281)	-72.6%	(381,014)
-33	-22.0%	(\$574,272,556)	-54.0%	(1,424,393)

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	66	\$688,720,584	2



## CBA Researched CMA Sales

### Comparison by Asset Class and County: Nov 2023 vs Nov 2022

November 2022			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King County	15	\$30,361,890	129,797
Snohomish County	10	\$58,972,000	306,486
Pierce County	4	\$3,795,000	27,023
Spokane County	3	\$6,667,500	34,202
Kitsap County	0	\$0	0
Thurston County	4	\$4,411,500	25,675
<b>Totals:</b>	<b>36</b>	<b>\$104,207,890</b>	<b>523,183</b>
<b>Retail</b>			
King County	21	\$74,316,829	145,449
Snohomish County	8	\$14,705,000	56,328
Pierce County	9	\$23,595,000	91,699
Spokane County	11	\$35,637,480	177,525
Kitsap County	3	\$1,116,000	8,274
Thurston County	4	\$4,605,000	14,171
<b>Totals:</b>	<b>56</b>	<b>\$153,975,309</b>	<b>493,446</b>
<b>Industrial/High Tech Flex</b>			
King County	13	\$75,800,000	323,586
Snohomish County	4	\$17,747,960	100,352
Pierce County	5	\$14,870,000	83,839
Spokane County	1	\$575,000	3,960
Kitsap County	0	\$0	0
Thurston County	2	\$5,900,000	48,075
<b>Totals:</b>	<b>25</b>	<b>\$114,892,960</b>	<b>559,812</b>
<b>Notable Sales:</b>			
<b>Land</b>			
King County	11	\$55,264,375	225,205
Snohomish County	4	\$18,116,447	638,154
Pierce County	4	\$8,169,000	761,429
Spokane County	1	\$700,000	30,492
Kitsap County	3	\$1,898,650	247,856
Thurston County	1	\$6,590,000	822,848
<b>Totals:</b>	<b>24</b>	<b>\$90,738,472</b>	<b>2,725,984</b>
<b>Multifamily</b>			
King County	14	\$187,829,424	387,141
Snohomish County	1	\$11,200,000	44,570
Pierce County	1	\$2,330,000	11,720
<b>Totals:</b>	<b>16</b>	<b>\$201,359,424</b>	<b>443,431</b>
<b>Notable Sales:</b>			
<b>Grand Totals:</b>	<b>157</b>	<b>\$665,174,055</b>	<b>4,745,856</b>

November 2023			
	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King County	14	\$43,160,000	110,609
Snohomish County	3	\$2,622,000	15,409
Pierce County	5	\$6,819,950	29,964
Spokane County	4	\$2,896,750	22,201
Kitsap County	1	\$2,070,000	6,600
Thurston County	7	\$8,872,551	131,547
<b>Totals:</b>	<b>34</b>	<b>\$66,441,251</b>	<b>316,330</b>
<b>Retail</b>			
King County	14	\$32,323,662	77,710
Snohomish County	6	\$20,728,502	88,978
Pierce County	6	\$8,185,000	51,698
Spokane County	11	\$7,510,000	35,023
Kitsap County	1	\$1,500,000	8,695
Thurston County	2	\$2,826,000	31,707
<b>Totals:</b>	<b>40</b>	<b>\$73,073,164</b>	<b>293,811</b>
<b>Industrial/High Tech Flex</b>			
King County	4	\$41,200,000	197,598
Snohomish County	2	\$5,325,000	14,931
Pierce County	4	\$20,305,000	113,092
Spokane County	3	\$5,150,000	28,934
Kitsap County	0	\$0	0
Thurston County	1	\$1,500,000	8,600
<b>Totals:</b>	<b>14</b>	<b>\$73,480,000</b>	<b>363,155</b>
<b>Notable Sales:</b>			
<b>Land</b>			
King County	6	\$20,199,000	3,912,124
Snohomish County	3	\$10,025,000	404,672
Pierce County	7	\$15,186,830	647,302
Spokane County	3	\$8,451,000	805,860
Kitsap County	0	\$0	0
Thurston County	0	\$0	0
<b>Totals:</b>	<b>19</b>	<b>\$53,861,830</b>	<b>5,769,958</b>
<b>Multifamily</b>			
King County	8	\$37,816,200	122,906
Snohomish County	2	\$12,275,000	27,918
Pierce County	1	\$5,000,000	33,730
<b>Totals:</b>	<b>11</b>	<b>\$55,091,200</b>	<b>184,554</b>
<b>Notable Sales:</b>			
<b>Grand Totals:</b>	<b>118</b>	<b>\$321,947,445</b>	<b>6,927,808</b>

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	74	\$423,572,518	1,211,178
Snohomish	27	\$120,741,407	1,145,890
Pierce	23	\$52,759,000	975,710
Spokane	16	\$43,579,980	246,179
Kitsap	6	\$3,014,650	256,130
Thurston	11	\$21,506,500	910,769
<b>Grand Totals:</b>	<b>157</b>	<b>\$665,174,055</b>	<b>4,745,856</b>

Change (Nov 2023 vs Nov 2022)				
# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
-1	-6.7%	\$12,798,110	42.2%	(19,188)
-7	-70.0%	(\$56,350,000)	-95.6%	(291,077)
1	25.0%	\$3,024,950	79.7%	2,941
1	33.3%	(\$3,770,750)	-56.6%	(12,001)
1	N/A	\$2,070,000	N/A	6,600
3	75.0%	\$4,461,051	101.1%	105,872
-2	-5.6%	(\$37,766,639)	-36.2%	(206,853)
-7	-33.3%	(\$41,993,167)	-56.5%	(67,739)
-2	-25.0%	\$6,023,502	41.0%	32,650
-3	-33.3%	(\$15,410,000)	-65.3%	(40,001)
0	0.0%	(\$28,127,480)	-78.9%	(142,502)
-2	-66.7%	\$384,000	34.4%	421
-2	-50.0%	(\$1,779,000)	-38.6%	17,536
-16	-28.6%	(\$80,902,145)	-52.5%	(199,635)
-9	-69.2%	(\$34,600,000)	-45.6%	(125,988)
-2	-50.0%	(\$12,422,960)	-70.0%	(85,421)
-1	-20.0%	\$5,435,000	36.6%	29,253
2	200.0%	\$4,575,000	795.7%	24,974
0	0.0%	\$0	0.0%	-
-1	-50.0%	(\$4,400,000)	-74.6%	(39,475)
-11	-44.0%	(\$41,412,960)	-36.0%	(196,657)
-5	-45.5%	(\$35,065,375)	-63.5%	3,686,919
-1	-25.0%	(\$8,091,447)	-44.7%	(233,482)
3	75.0%	\$7,017,830	85.9%	(114,127)
2	200.0%	\$7,751,000	1107.3%	775,368
-3	N/A	(\$1,898,650)	N/A	(247,856)
-1	N/A	(\$6,590,000)	N/A	(822,848)
-5	-20.8%	(\$36,876,642)	-40.6%	3,043,974
-6	-42.9%	(\$150,013,224)	-79.9%	(264,235)
1	100.0%	\$1,075,000	9.6%	(16,652)
0	0.0%	\$2,670,000	114.6%	22,010
-5	-31.3%	(\$146,268,224)	-72.6%	(258,877)
-39	-24.8%	(\$343,226,610)	-51.6%	2,181,952

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-28	-37.8%	(\$248,873,656)	-58.8%	3,209,769



## CBA Researched CMA Sales

### Comparison by Asset Class and County: Dec 2023 vs Dec 2022

December 2022			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King County	14	\$113,887,958	694,879
Snohomish County	2	\$15,100,000	203,594
Pierce County	11	\$12,355,000	50,334
Spokane County	7	\$8,878,692	73,532
Kitsap County	0	\$0	0
Thurston County	1	\$380,000	1,012
<b>Totals:</b>	<b>35</b>	<b>\$150,601,650</b>	<b>1,023,351</b>
<b>Retail</b>			
King County	20	\$89,629,834	318,514
Snohomish County	9	\$48,010,000	144,358
Pierce County	9	\$23,719,999	101,172
Spokane County	9	\$15,977,000	92,804
Kitsap County	5	\$5,055,000	13,415
Thurston County	4	\$5,175,000	11,342
<b>Totals:</b>	<b>56</b>	<b>\$187,566,833</b>	<b>681,605</b>
<b>Industrial/High Tech Flex</b>			
King County	14	\$439,904,461	1,657,659
Snohomish County	8	\$74,030,000	348,372
Pierce County	10	\$26,936,000	161,050
Spokane County	5	\$11,418,734	122,766
Kitsap County	0	\$0	0
Thurston County	2	\$8,000,000	49,306
<b>Totals:</b>	<b>39</b>	<b>\$560,289,195</b>	<b>2,339,153</b>
<b>Notable Sales:</b>	Pacific Gateway Ind Park, Kent: \$260.1m Renton Logistics Center, Renton: \$120m		
<b>Land</b>			
King County	15	\$98,907,112	1,475,377
Snohomish County	5	\$15,610,000	6,323,605
Pierce County	7	\$36,150,000	5,212,390
Spokane County	2	\$2,650,000	224,334
Kitsap County	0	\$0	0
Thurston County	0	\$0	0
<b>Totals:</b>	<b>29</b>	<b>\$153,317,112</b>	<b>13,235,706</b>
<b>Multifamily</b>			
King County	15	\$396,092,200	565,709
Snohomish County	1	\$55,000,000	166,592
Pierce County	4	\$11,250,000	49,764
<b>Totals:</b>	<b>20</b>	<b>\$462,342,200</b>	<b>782,065</b>
<b>Notable Sales:</b>	Kiara, Seattle: \$322.7m Carriages at Fairwood Downs, Renton: \$107m Alta Arlo, Seattle: \$97m		
<b>Grand Totals:</b>	<b>179</b>	<b>\$1,514,116,990</b>	<b>18,061,880</b>

December 2023			
# of Sales	Sales Volume (\$)	Total SF	
11	\$55,350,000	235,421	
3	\$3,293,000	11,718	
9	\$17,158,500	72,170	
6	\$5,310,000	36,659	
2	\$2,116,583	10,580	
5	\$8,076,129	67,003	
<b>36</b>	<b>\$91,304,212</b>	<b>433,551</b>	

Change (Dec 2023 vs Dec 2022)				
# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
-3	-21.4%	(\$58,537,958)	-51.4%	(459,458)
1	50.0%	(\$11,807,000)	-78.2%	(191,876)
-2	-18.2%	\$4,803,500	38.9%	21,836
-1	-14.3%	(\$3,568,692)	-40.2%	(36,873)
2	N/A	\$2,116,583	N/A	10,580
4	400.0%	\$7,696,129	2025.3%	65,991
1	2.9%	(\$59,297,438)	-39.4%	(589,800)
<b>-12</b>	<b>-21.4%</b>	<b>(\$110,717,279)</b>	<b>-59.0%</b>	<b>(443,229)</b>
<b>-7</b>	<b>-50.0%</b>	<b>(\$414,009,461)</b>	<b>-94.1%</b>	<b>(1,553,612)</b>
<b>-7</b>	<b>-87.5%</b>	<b>(\$73,530,000)</b>	<b>-99.3%</b>	<b>(347,692)</b>
<b>4</b>	<b>-60.0%</b>	<b>(\$14,501,005)</b>	<b>-53.8%</b>	<b>(80,600)</b>
<b>2</b>	<b>-60.0%</b>	<b>(\$8,662,234)</b>	<b>-75.9%</b>	<b>(98,792)</b>
<b>2</b>	<b>N/A</b>	<b>\$1,820,000</b>	<b>N/A</b>	<b>16,616</b>
<b>0</b>	<b>-100.0%</b>	<b>(\$8,000,000)</b>	<b>-100.0%</b>	<b>(49,306)</b>
<b>16</b>	<b>\$43,406,495</b>	<b>225,767</b>	<b>-23</b>	<b>-59.0%</b>
<b>5</b>	<b>33.3%</b>	<b>(\$54,910,593)</b>	<b>-55.5%</b>	<b>3,874,227</b>
<b>3</b>	<b>60.0%</b>	<b>\$26,695,000</b>	<b>171.0%</b>	<b>(1,286,762)</b>
<b>-1</b>	<b>-14.3%</b>	<b>(\$26,140,000)</b>	<b>-72.3%</b>	<b>(3,356,298)</b>
<b>-1</b>	<b>-50.0%</b>	<b>(\$2,050,000)</b>	<b>-77.4%</b>	<b>(192,535)</b>
<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>0.0%</b>	<b>-</b>
<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>0.0%</b>	<b>-</b>
<b>35</b>	<b>\$96,911,519</b>	<b>12,274,338</b>	<b>6</b>	<b>20.7%</b>
<b>2</b>	<b>13.3%</b>	<b>\$31,665,920</b>	<b>8.0%</b>	<b>870,093</b>
<b>0</b>	<b>0.0%</b>	<b>(\$53,534,000)</b>	<b>-97.3%</b>	<b>(150,500)</b>
<b>4</b>	<b>0.0%</b>	<b>\$46,390,000</b>	<b>412.4%</b>	<b>160,601</b>
<b>22</b>	<b>\$486,864,120</b>	<b>1,662,259</b>	<b>2</b>	<b>10.0%</b>
<b>2</b>	<b>10.0%</b>	<b>\$24,521,920</b>	<b>5.3%</b>	<b>880,194</b>
<b>153</b>	<b>\$795,335,900</b>	<b>14,834,291</b>	<b>-26</b>	<b>-14.5%</b>
<b>6</b>	<b>20.7%</b>	<b>(\$56,405,593)</b>	<b>-36.8%</b>	<b>(961,368)</b>
<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>0.0%</b>	<b>-</b>
<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>0.0%</b>	<b>-</b>
<b>153</b>	<b>\$795,335,900</b>	<b>14,834,291</b>	<b>-26</b>	<b>-14.5%</b>
<b>0</b>	<b>0.0%</b>	<b>(\$718,781,090)</b>	<b>-47.5%</b>	<b>(3,227,589)</b>

# of Sales				
# of Sales	Sales Volume (\$)	Total SF		
69	\$600,135,951	7,235,437		
22	\$56,677,500	5,097,853		
30	\$103,973,237	2,240,392		
17	\$17,181,500	136,144		
5	\$4,381,583	35,954		
10	\$12,986,129	88,511		
<b>153</b>	<b>\$795,335,900</b>	<b>14,834,291</b>		
<b>-9</b>	<b>-11.5%</b>	<b>(\$538,285,614)</b>	<b>-47.3%</b>	<b>2,523,299</b>
<b>-3</b>	<b>-12.0%</b>	<b>(\$151,072,500)</b>	<b>-72.7%</b>	<b>(2,088,668)</b>
<b>-11</b>	<b>-26.8%</b>	<b>(\$6,437,762)</b>	<b>-5.8%</b>	<b>(3,334,318)</b>
<b>-6</b>	<b>-26.1%</b>	<b>(\$21,742,926)</b>	<b>-55.9%</b>	<b>(377,292)</b>
<b>0</b>	<b>0.0%</b>	<b>(\$673,417)</b>	<b>-13.3%</b>	<b>22,539</b>
<b>3</b>	<b>42.9%</b>	<b>(\$568,871)</b>	<b>-4.2%</b>	<b>26,851</b>
<b>-26</b>	<b>-14.5%</b>	<b>(\$718,781,090)</b>	<b>-47.5%</b>	<b>(3,227,589)</b>