

Real Estate Market Influencers

What causes a shift?

Interest Rates

Supply and Demand

Covid-19

Economic factors nationally, the state and locally

Affordability

Job Market Hiring and Layoffs

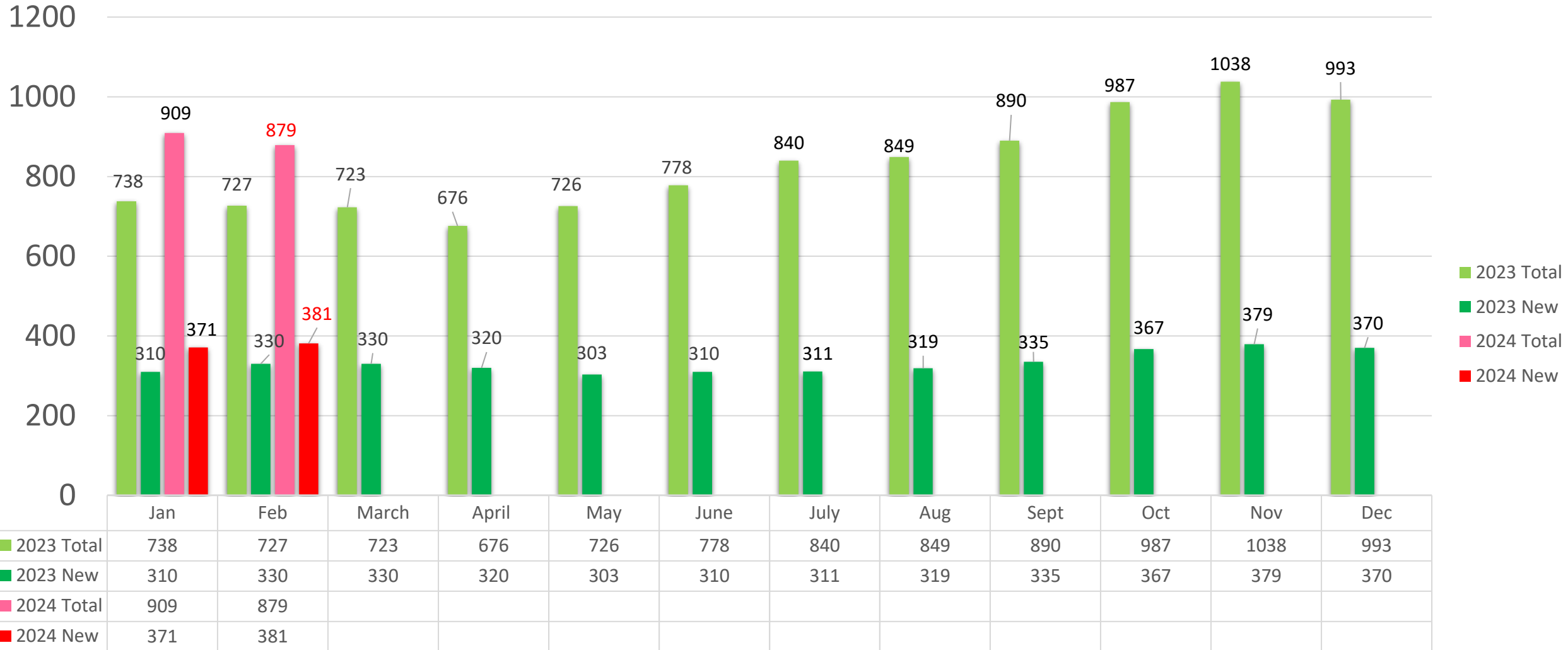
Consumer Confidence

Weather

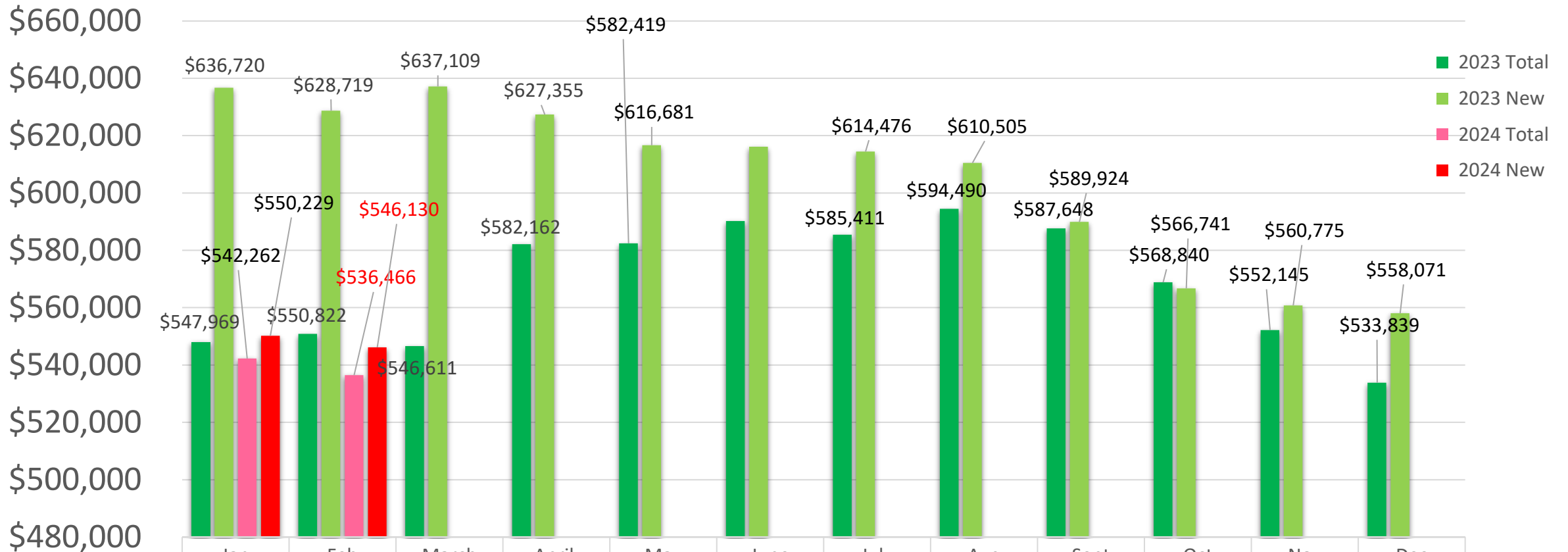
Tri-Cities Market Data Report

February Market Snapshot 2024

Monthly Active Residential Properties



Average Active Residential Property Prices

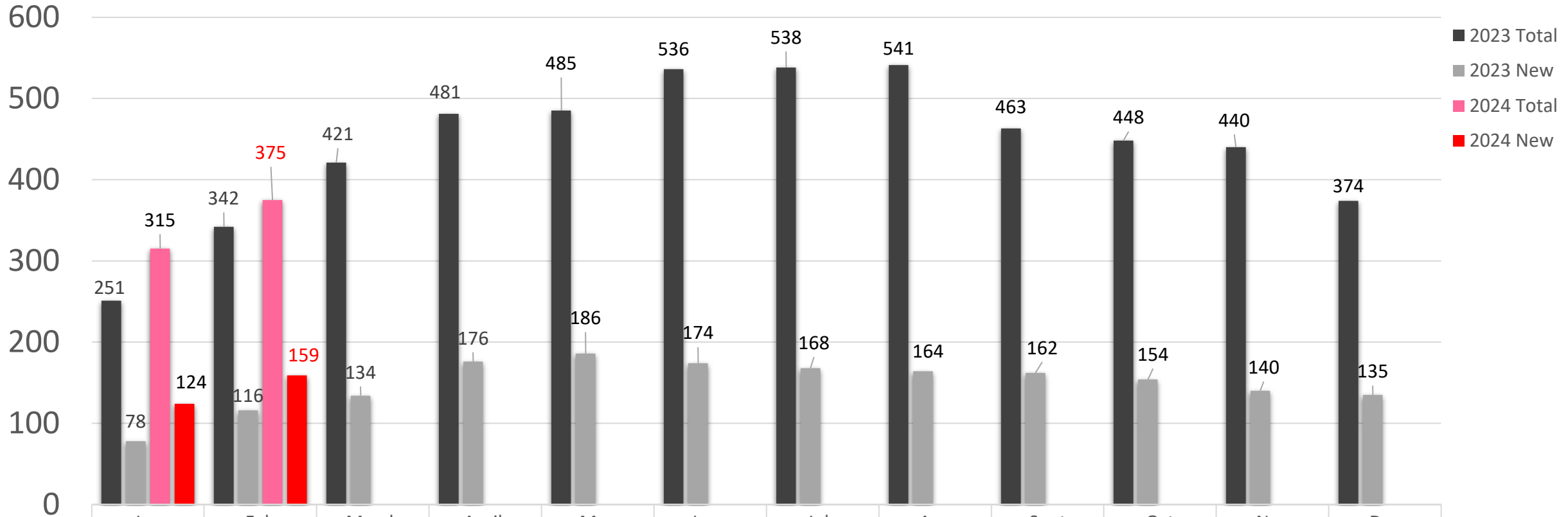


	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
2023 Total	\$547,969	\$550,822	\$546,611	\$582,162	\$582,419	\$590,186	\$585,411	\$594,490	\$587,648	\$568,840	\$552,145	\$533,839
2023 New	\$636,720	\$628,719	\$637,109	\$627,355	\$616,681	\$616,101	\$614,476	\$610,505	\$589,924	\$566,741	\$560,775	\$558,071
2024 Total	\$542,262	\$536,466										
2024 New	\$550,229	\$546,130										

Average Active Days On Market

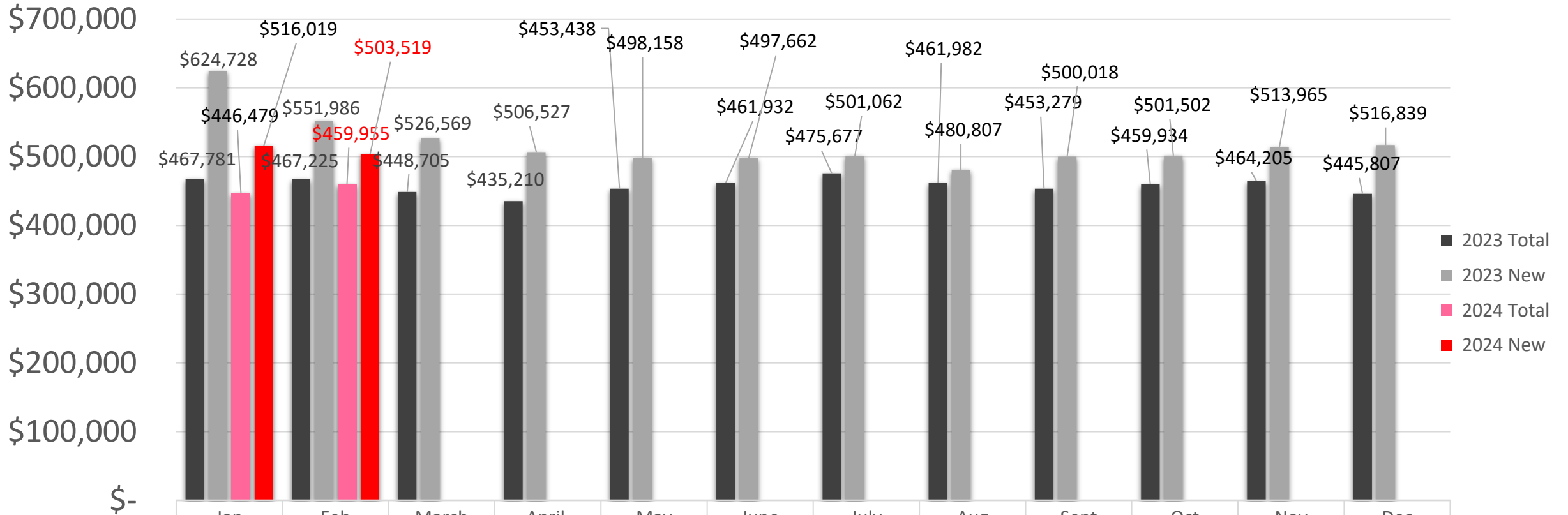


Pending Residential Properties



■ 2023 Total	251	342	421	481	485	536	538	541	463	448	440	374
■ 2023 New	78	116	134	176	186	174	168	164	162	154	140	135
■ 2024 Total	315	375										
■ 2024 New	124	159										

Average Pending Residential Property Prices

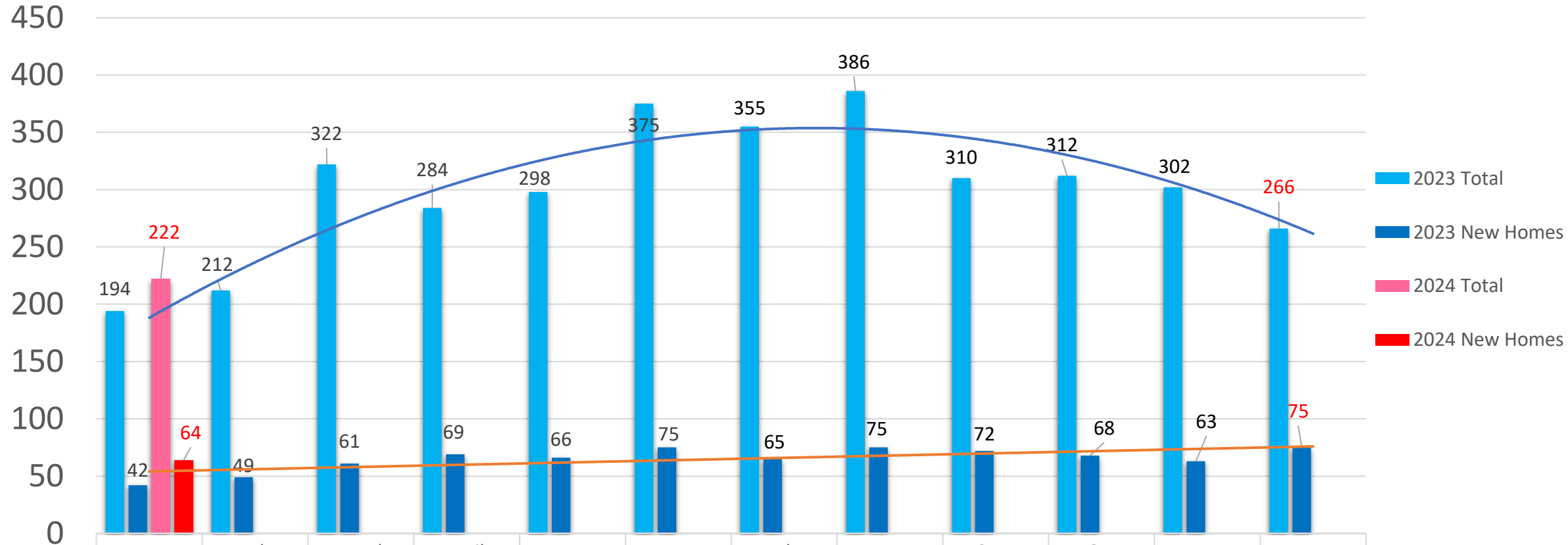


	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
■ 2023 Total	\$467,781	\$467,225	\$448,705	\$435,210	\$453,438	\$461,932	\$475,677	\$461,982	\$453,279	\$459,934	\$464,205	\$445,807
■ 2023 New	\$624,728	\$551,986	\$526,569	\$506,527	\$498,158	\$497,662	\$501,062	\$480,807	\$500,018	\$501,502	\$513,965	\$516,839
■ 2024 Total	\$446,479	\$459,955										
■ 2024 New	\$516,019	\$503,519										

Average Pending Days on Market



Sold Residential Properties



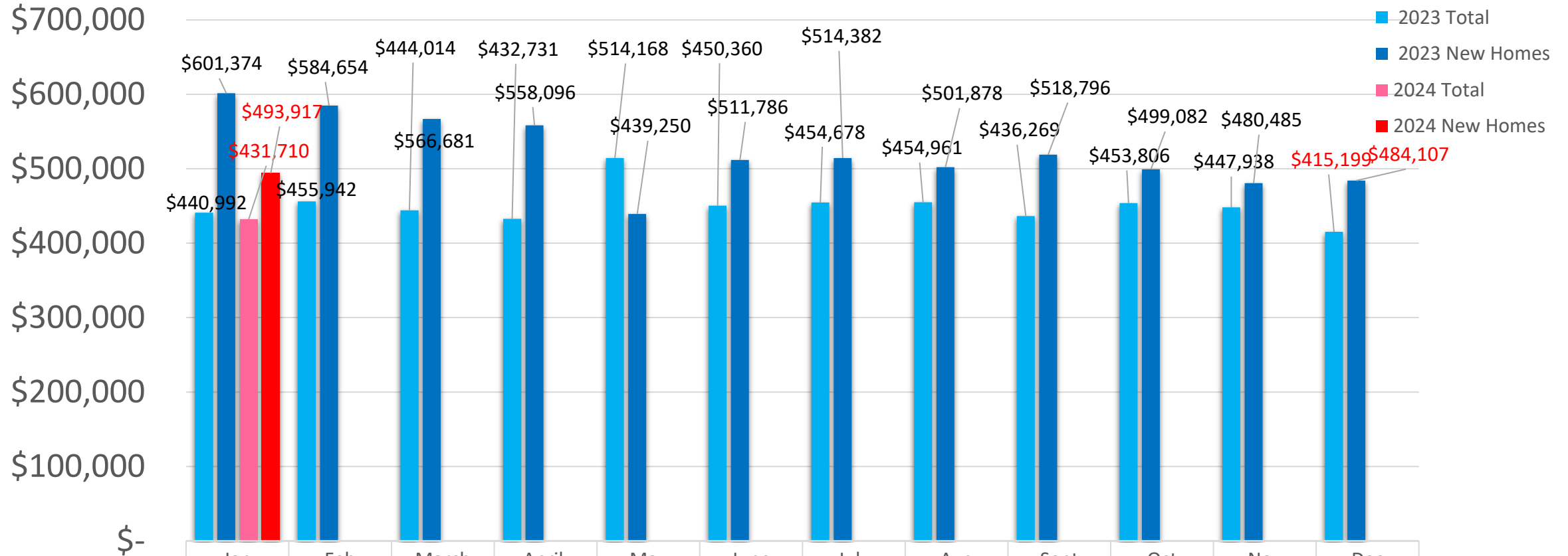
	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
2023 Total	194	212	322	284	298	375	355	386	310	312	302	266
2023 New Homes	42	49	61	69	66	75	65	75	72	68	63	75
2024 Total	222											
2024 New Homes	64											



COMMUNITY
REAL ESTATE GROUP

kw TRI-CITIES
KELLERWILLIAMS REALTY

Monthly Sold Residential Properties Prices 2023

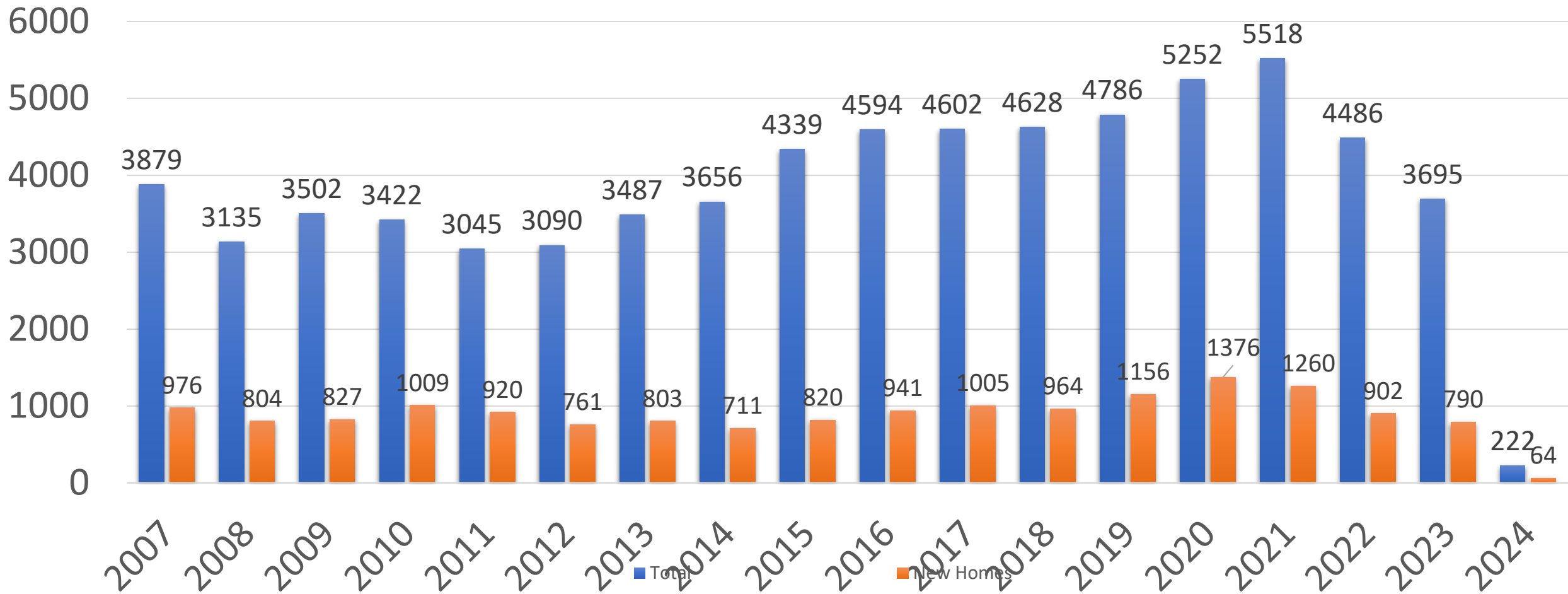


	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
2023 Total	\$440,992	\$455,942	\$444,014	\$432,731	\$514,168	\$450,360	\$454,678	\$454,961	\$436,269	\$453,806	\$447,938	\$415,199
2023 New Homes	\$601,374	\$584,654	\$566,681	\$558,096	\$439,250	\$511,786	\$514,382	\$501,878	\$518,796	\$499,082	\$480,485	\$484,107
2024 Total	\$431,710											
2024 New Homes	\$493,917											

Monthly Sold Average Days On Market



Total Number of homes Sold per year



We all know this about Realtors

We are licensed professional who facilitates the buying, selling, or renting of real estate properties on behalf of clients. We advocate for the interests and needs of their clients in real estate transactions

What we all don't know about Realtors

Advocacy extends beyond individual transactions and focuses on shaping policies, regulations, and legislation that impact the real estate market.

Realtors

Recent Successes

Spent \$50,000 to fight an increase in Real Estate Excise Tax

Insured Real Estate was exempt from Capital Gains Tax

Reformed Condo Liability Laws to keep them more affordable

Pasco Residential Design Standards Input at Workshops

Bills improving and expediting the permitting processes and
timelines

Realtors Work, Live, and Play in your Communities

- Support Free Market in all Real Estate
- Assist in education of first-time buyer programs
- Support many local charities through volunteer and financial support
- Advocate for consumers rights to property ownership
- Protect the right for everyone to own property

Support the Realtors who are supporting your Community.