

**CBA Researched CMA Sales  
Summary  
2nd Quarter Report (2024 vs 2023)**



		2023		
Totals by Month		# of Sales	Sales Volume (\$)	Total SF
1st Qtr	January	177	\$614,808,712	10,784,676
	February	112	\$395,907,651	5,587,957
	March	162	\$684,425,657	6,704,085
<b>1st Qtr Totals</b>		<b>451</b>	<b>\$1,695,142,020</b>	<b>23,076,718</b>
2nd Qtr	April	130	\$352,698,092	5,123,008
	May	163	\$538,049,693	11,682,095
	June	179	\$946,498,489	10,751,129
<b>2nd Qtr Totals</b>		<b>472</b>	<b>\$1,837,246,274</b>	<b>27,556,232</b>
<b>YTD Totals</b>		<b>923</b>	<b>\$3,532,388,294</b>	<b>50,632,950</b>

2024		
# of Sales	Sales Volume (\$)	Total SF
124	\$485,723,285	11,078,388
135	\$484,904,608	7,189,144
114	\$421,138,546	2,229,056
<b>373</b>	<b>\$1,391,766,439</b>	<b>20,496,588</b>
143	\$520,433,819	5,585,323
173	\$1,151,075,805	8,355,767
161	\$759,566,754	13,245,317
<b>477</b>	<b>\$2,431,076,378</b>	<b>27,186,407</b>
<b>850</b>	<b>\$3,822,842,817</b>	<b>47,682,995</b>

2024 vs 2023 Change				
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-53	-29.9%	(\$129,085,427)	-21.0%	293,712
23	20.5%	\$88,996,957	22.5%	1,601,187
-48	-29.6%	(\$263,287,111)	-38.5%	(4,475,029)
<b>-78</b>	<b>-17.3%</b>	<b>(\$303,375,581)</b>	<b>-17.9%</b>	<b>(2,580,130)</b>
13	10.0%	\$167,735,727	47.6%	462,315
10	6.1%	\$613,026,112	113.9%	(3,326,328)
-18	-10.1%	(\$186,931,735)	-19.7%	2,494,188
<b>5</b>	<b>1.1%</b>	<b>\$593,830,104</b>	<b>32.3%</b>	<b>(369,825)</b>
<b>-73</b>	<b>-7.9%</b>	<b>\$290,454,523</b>	<b>8.2%</b>	<b>(2,949,955)</b>

Totals by County		# of Sales	Sales Volume (\$)	Total SF
1st Qtr	King	145	\$835,013,406	5,578,182
	Snohomish	66	\$283,223,799	6,471,595
	Pierce	78	\$164,750,192	5,131,830
	Spokane	58	\$178,039,393	996,521
	Kitsap	18	\$42,345,000	1,244,512
	Thurston	20	\$25,451,700	360,153
	Whatcom	42	\$138,954,789	3,068,657
	Skagit	24	\$27,363,741	225,268
<b>1st Qtr Totals</b>		<b>451</b>	<b>\$1,695,142,020</b>	<b>23,076,718</b>
2nd Qtr	King	142	\$777,440,401	4,835,046
	Snohomish	74	\$260,023,440	6,994,422
	Pierce	83	\$337,640,403	9,789,041
	Spokane	63	\$121,172,241	1,333,818
	Kitsap	28	\$29,717,000	452,071
	Thurston	31	\$226,647,796	2,906,272
	Whatcom	37	\$40,274,937	718,264
	Skagit	14	\$44,330,056	527,298
<b>2nd Qtr Totals</b>		<b>472</b>	<b>\$1,837,246,274</b>	<b>27,556,232</b>
<b>YTD Totals</b>		<b>923</b>	<b>\$3,532,388,294</b>	<b>50,632,950</b>

# of Sales	Sales Volume (\$)	Total SF
132	\$822,689,017	8,130,031
51	\$189,683,145	3,375,000
58	\$131,418,365	5,497,975
50	\$81,932,801	505,339
13	\$15,904,474	165,989
28	\$107,833,063	383,253
33	\$35,846,774	2,260,000
8	\$6,458,800	179,001
<b>373</b>	<b>\$1,391,766,439</b>	<b>20,496,588</b>
169	\$1,587,869,076	8,419,565
64	\$342,112,042	6,060,330
81	\$218,654,397	4,034,637
61	\$110,163,477	830,763
28	\$70,586,505	927,835
17	\$19,974,000	119,898
34	\$38,906,881	5,981,365
23	\$42,810,000	812,014
<b>477</b>	<b>\$2,431,076,378</b>	<b>27,186,407</b>
<b>850</b>	<b>\$3,822,842,817</b>	<b>47,682,995</b>

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-13	-9.0%	(\$12,324,389)	-1.5%	2,551,849
-15	-22.7%	(\$93,540,654)	-33.0%	(3,096,595)
-20	-25.6%	(\$33,331,827)	-20.2%	366,145
-8	-13.8%	(\$96,106,592)	-54.0%	(491,182)
-5	-27.8%	(\$26,440,526)	-62.4%	(1,078,523)
8	40.0%	\$82,381,363	323.7%	23,100
-9	-21.4%	(\$103,108,015)	-74.2%	(808,657)
-16	-66.7%	(\$20,904,941)	-76.4%	(46,267)
<b>-78</b>	<b>-17.3%</b>	<b>(\$303,375,581)</b>	<b>-17.9%</b>	<b>(2,580,130)</b>
27	19.0%	\$810,428,675	104.2%	3,584,519
-10	-13.5%	\$82,088,602	31.6%	(934,092)
-2	-2.4%	(\$118,986,006)	-35.2%	(5,754,404)
-2	-3.2%	(\$11,008,764)	-9.1%	(503,055)
0	0.0%	\$40,869,505	137.5%	475,764
-14	-45.2%	(\$206,673,796)	-91.2%	(2,786,374)
-3	-8.1%	(\$1,368,056)	-3.4%	5,263,101
9	64.3%	(\$1,520,056)	-3.4%	284,716
<b>5</b>	<b>1.1%</b>	<b>\$593,830,104</b>	<b>32.3%</b>	<b>(369,825)</b>
<b>-73</b>	<b>-7.9%</b>	<b>\$290,454,523</b>	<b>8.2%</b>	<b>(2,949,955)</b>

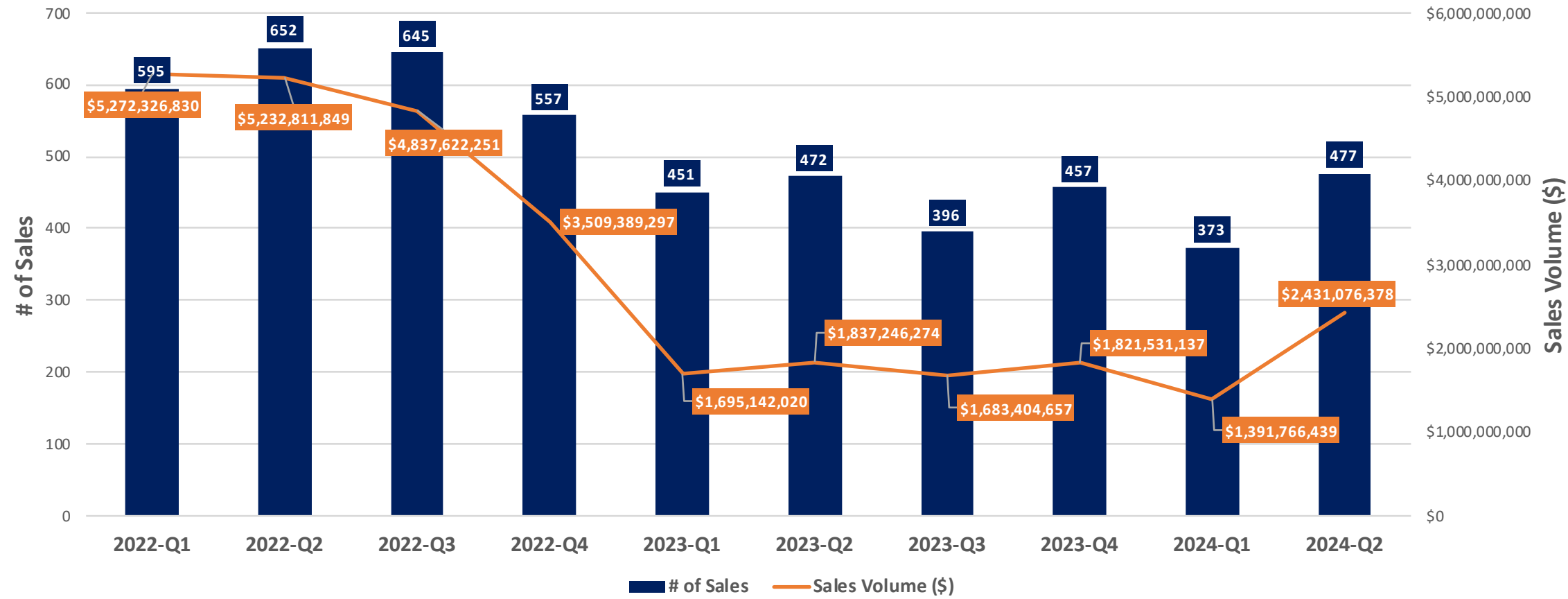
Totals by Asset Class		# of Sales	Sales Volume (\$)	Total SF
1st Qtr	Office	98	\$345,838,028	1,347,347
	Retail	141	\$290,140,547	1,101,336
	Industrial/Flex	79	\$309,080,086	1,498,567
	Land	79	\$228,717,876	17,835,643
	Multifamily	54	\$521,365,483	1,293,825
<b>1st Qtr Totals</b>		<b>451</b>	<b>\$1,695,142,020</b>	<b>23,076,718</b>
2nd Qtr	Office	80	\$186,255,266	807,394
	Retail	146	\$306,146,470	1,003,350
	Industrial/Flex	90	\$401,176,139	2,747,144
	Land	82	\$189,316,449	20,391,308
	Multifamily	74	\$754,351,950	2,607,036
<b>2nd Qtr Totals</b>		<b>472</b>	<b>\$1,837,246,274</b>	<b>27,556,232</b>
<b>YTD Totals</b>		<b>923</b>	<b>\$3,532,388,294</b>	<b>50,632,950</b>

# of Sales	Sales Volume (\$)	Total SF
86	\$290,151,353	972,666
110	\$281,694,514	844,950
59	\$298,370,472	1,225,337
65	\$149,815,698	16,103,798
53	\$371,734,402	1,349,837
<b>373</b>	<b>\$1,391,766,439</b>	<b>20,496,588</b>
101	\$301,187,580	1,521,364
143	\$445,917,820	1,698,862
85	\$406,508,129	2,353,545
70	\$219,116,049	18,638,106
78	\$1,058,346,800	2,974,530
<b>477</b>	<b>\$2,431,076,378</b>	<b>27,186,407</b>
<b>850</b>	<b>\$3,822,842,817</b>	<b>47,682,995</b>

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-12	-12.2%	(\$55,686,675)	-16.1%	(374,681)
-31	-22.0%	(\$8,446,033)	-2.9%	(256,386)
-20	-25.3%	(\$10,709,614)	-3.5%	(273,230)
-14	-17.7%	(\$78,902,178)	-34.5%	(1,731,845)
-1	-1.9%	(\$149,631,081)	-28.7%	56,012
<b>-78</b>	<b>-17.3%</b>	<b>(\$303,375,581)</b>	<b>-17.9%</b>	<b>(2,580,130)</b>
21	26.3%	\$114,932,314	61.7%	713,970
-3	-2.1%	\$139,771,350	45.7%	695,512
-5	-5.6%	\$5,331,990	1.3%	(393,599)
-12	-14.6%	\$29,799,600	15.7%	(1,753,202)
4	5.4%	\$303,994,850	40.3%	367,494
<b>5</b>	<b>1.1%</b>	<b>\$593,830,104</b>	<b>32.3%</b>	<b>(369,825)</b>
<b>-73</b>	<b>-7.9%</b>	<b>\$290,454,523</b>	<b>8.2%</b>	<b>(2,949,955)</b>

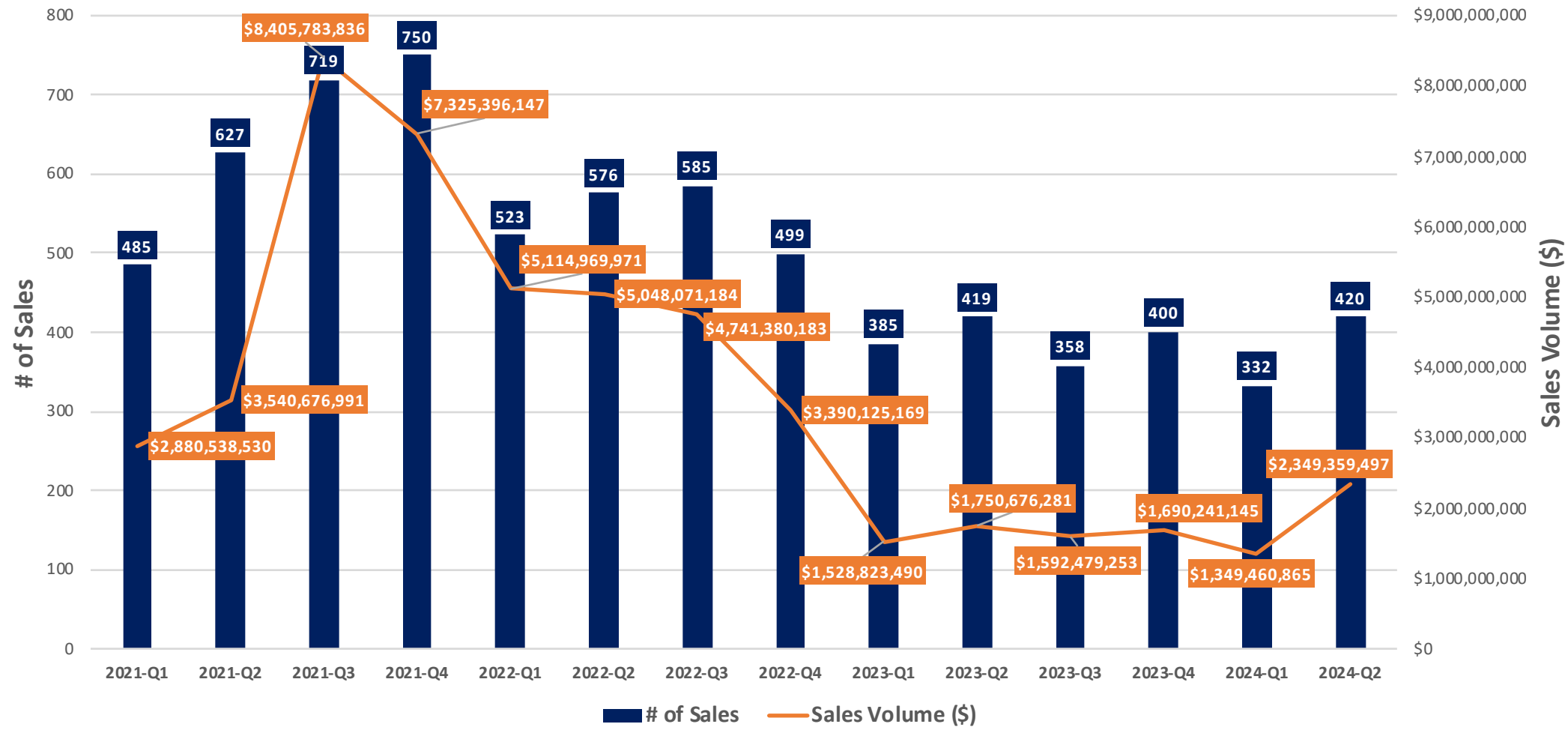


### Total Sales Velocity & Volume (\$) All Researched Counties Last 10 Quarters (2023-2024)



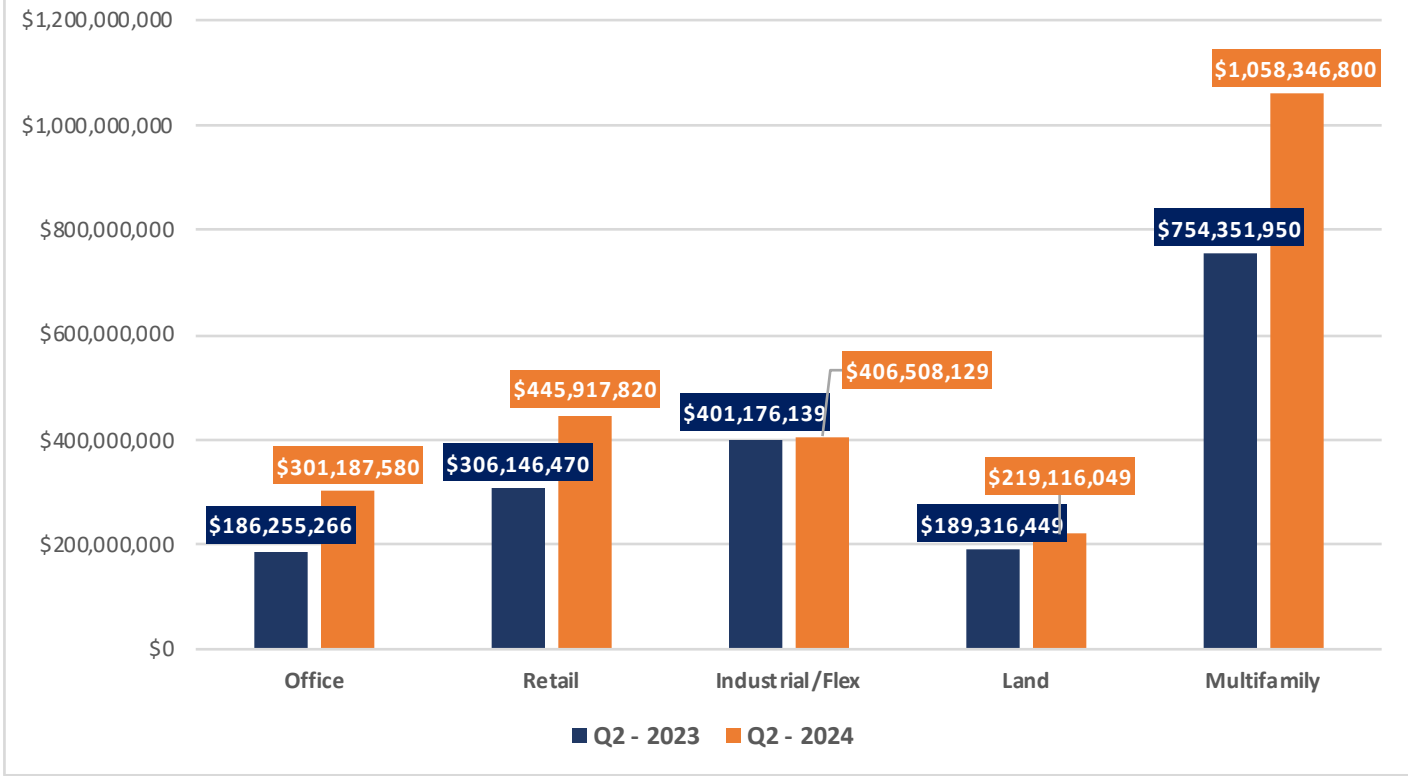


### Total Sales Velocity & Volume (\$) King, Snohomish, Pierce, Spokane, Thurston, Kitsap Last 14 Quarters (2021-2024)

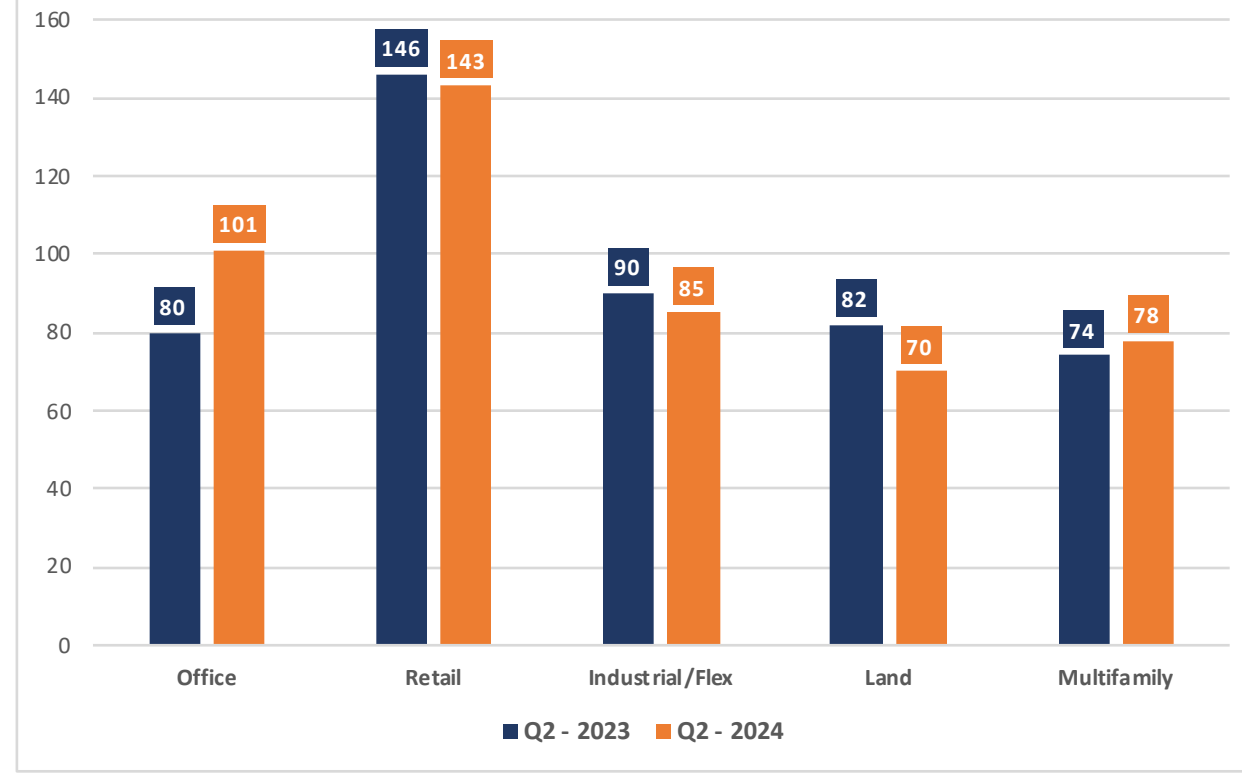




Sales Volume (\$) by Asset Class  
2nd Quarter (2023 vs 2024)

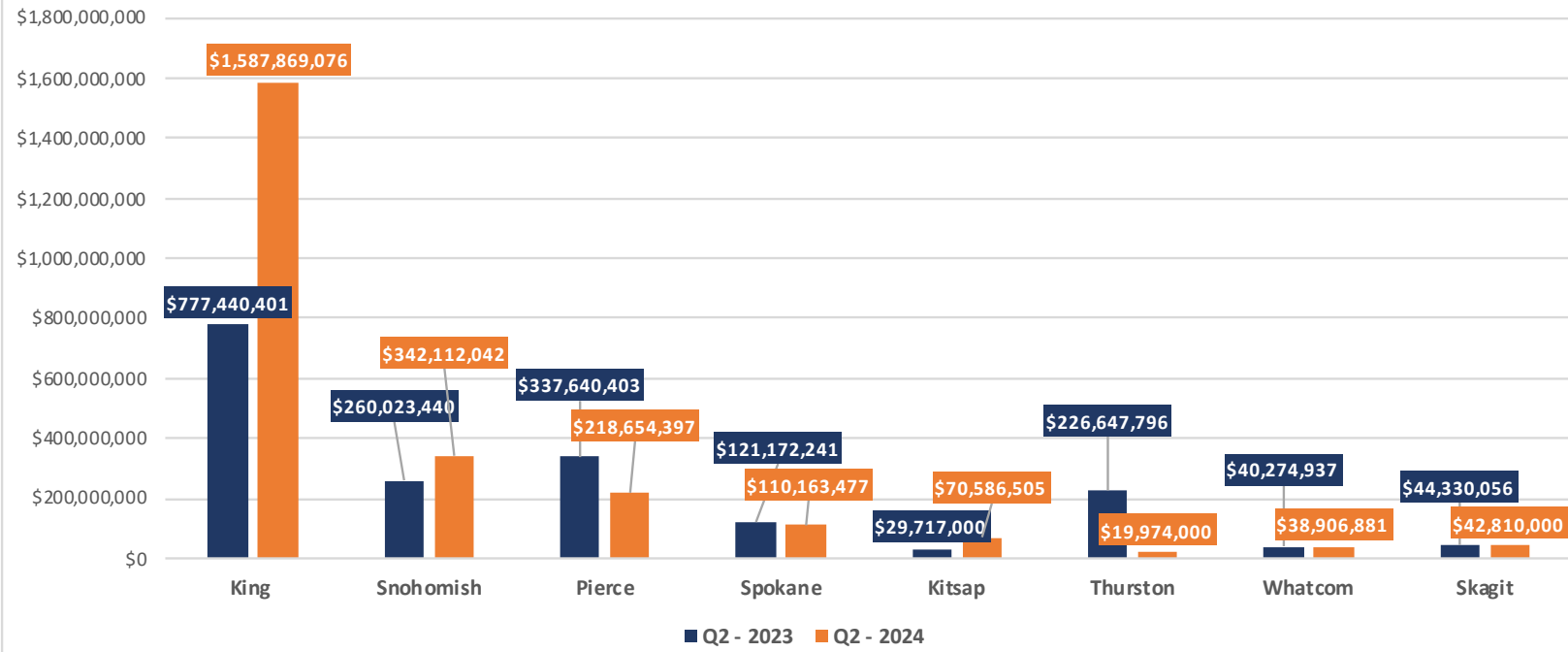


Sales Velocity by Asset Class  
2nd Quarter (2023 vs 2024)

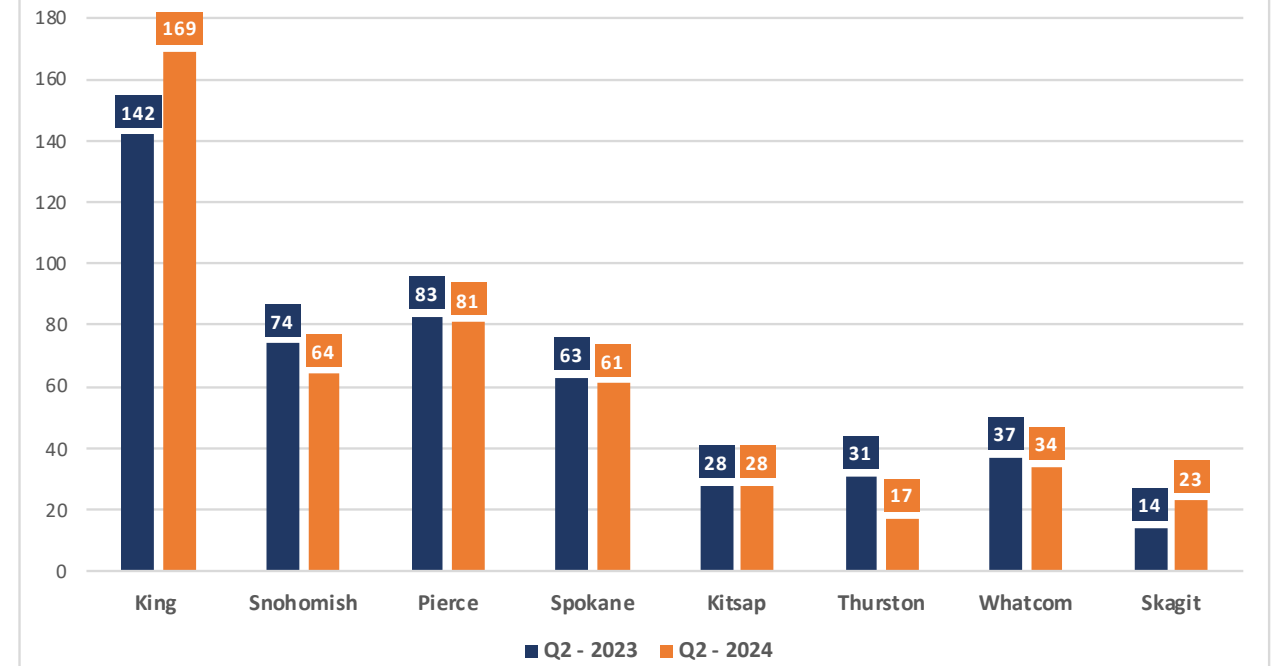




Sales Volume (\$) by County  
2nd Quarter (2023 vs 2024)



Sales Velocity by County  
2nd Quarter (2023 vs 2024)





CBA Researched CMA Sales

Comparison by Asset Class and County: January 2024 vs January 2023

January 2023			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King	13	\$38,580,999	154,772
Snohomish	4	\$5,851,000	12,886
Pierce	3	\$3,945,000	17,733
Spokane	5	\$5,168,000	20,294
Kitsap	1	\$800,000	8,000
Thurston	3	\$1,095,000	3,481
Whatcom	4	\$37,920,000	117,681
Skagit	3	\$1,735,000	15,716
<b>Totals:</b>	<b>36</b>	<b>\$95,094,999</b>	<b>350,563</b>
<b>Notable Sales:</b> Bellwether Gate, Bellingham: \$30m			
<b>Retail</b>			
King	12	\$25,603,913	61,940
Snohomish	5	\$12,130,000	43,887
Pierce	13	\$48,656,500	179,203
Spokane	8	\$6,060,000	58,258
Kitsap	2	\$5,650,000	28,881
Thurston	2	\$2,848,000	25,100
Whatcom	4	\$3,362,000	16,709
Skagit	2	\$1,701,300	9,448
<b>Totals:</b>	<b>48</b>	<b>\$106,011,713</b>	<b>423,426</b>
<b>Industrial/High Tech Flex</b>			
King	12	\$78,577,821	196,701
Snohomish	4	\$26,290,000	89,992
Pierce	4	\$6,300,000	55,452
Spokane	7	\$7,080,000	65,712
Kitsap	1	\$572,500	4,000
Thurston	2	\$994,880	21,220
Whatcom	3	\$6,547,500	43,354
Skagit	5	\$3,646,941	14,810
<b>Totals:</b>	<b>38</b>	<b>\$130,009,642</b>	<b>491,241</b>
<b>Land</b>			
King	15	\$54,375,000	2,029,461
Snohomish	7	\$54,811,279	4,477,097
Pierce	6	\$6,759,799	1,555,092
Spokane	0	\$0	0
Kitsap	1	\$310,000	493,535
Thurston	1	\$940,000	210,830
Whatcom	5	\$4,362,472	231,304
Skagit	0	\$0	0
<b>Totals:</b>	<b>35</b>	<b>\$121,558,550</b>	<b>8,997,319</b>
<b>Multifamily</b>			
King	10	\$87,095,000	225,676
Snohomish	4	\$40,631,500	139,352
Pierce	3	\$20,490,000	95,475
Spokane	1	\$2,802,308	30,218
Kitsap	1	\$3,765,000	4,652
Thurston	1	\$7,350,000	26,754
Whatcom	0	\$0	0
Skagit	0	\$0	0
<b>Totals:</b>	<b>20</b>	<b>\$162,133,808</b>	<b>522,127</b>
<b>Grand Totals:</b>	<b>177</b>	<b>\$614,808,712</b>	<b>10,784,676</b>

January 2024			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King	8	\$9,502,500	28,696
Snohomish	7	\$12,077,680	36,095
Pierce	6	\$8,100,250	25,843
Spokane	4	\$8,136,512	46,830
Kitsap	0	\$0	0
Thurston	1	\$898,000	5,268
Whatcom	1	\$915,000	1,800
Skagit	0	\$0	0
<b>Totals:</b>	<b>27</b>	<b>\$39,629,942</b>	<b>144,532</b>
<b>Retail</b>			
King	11	\$26,475,000	76,343
Snohomish	7	\$47,035,000	60,127
Pierce	6	\$10,860,000	47,630
Spokane	6	\$6,589,000	65,541
Kitsap	4	\$4,430,000	58,012
Thurston	5	\$14,775,000	40,109
Whatcom	1	\$545,000	2,348
Skagit	2	\$1,937,000	5,091
<b>Totals:</b>	<b>42</b>	<b>\$112,646,000</b>	<b>355,201</b>
<b>Industrial/High Tech Flex</b>			
King	7	\$145,683,372	559,363
Snohomish	1	\$7,000,000	16,725
Pierce	3	\$7,975,000	28,116
Spokane	5	\$7,700,000	49,900
Kitsap	0	\$0	0
Thurston	3	\$3,400,000	12,608
Whatcom	4	\$2,570,000	32,533
Skagit	0	\$0	0
<b>Totals:</b>	<b>23</b>	<b>\$174,328,372</b>	<b>699,245</b>
<b>Land</b>			
King	11	\$49,728,000	5,009,400
Snohomish	1	\$1,700,000	2,324,362
Pierce	5	\$4,885,000	784,080
Spokane	0	\$0	0
Kitsap	0	\$0	0
Thurston	0	\$0	0
Whatcom	4	\$2,084,982	1,383,466
Skagit	0	\$0	0
<b>Totals:</b>	<b>21</b>	<b>\$58,397,982</b>	<b>9,501,308</b>
<b>Multifamily</b>			
King	8	\$93,067,000	337,115
Snohomish	1	\$5,970,000	27,496
Pierce	0	\$0	0
Spokane	2	\$1,683,989	13,491
Kitsap	0	\$0	0
Thurston	0	\$0	0
Whatcom	0	\$0	0
Skagit	0	\$0	0
<b>Totals:</b>	<b>11</b>	<b>\$100,720,989</b>	<b>378,102</b>
<b>Grand Totals:</b>	<b>124</b>	<b>\$485,723,285</b>	<b>11,078,388</b>

Change (Jan 2024 vs Jan 2023)					
Asset Class	# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
<b>Office</b>					
King	-5	-38.5%	(\$29,078,499)	-75.4%	(126,076)
Snohomish	3	75.0%	\$6,226,680	106.4%	23,209
Pierce	3	100.0%	\$4,155,250	105.3%	8,110
Spokane	-1	-20.0%	\$2,968,512	57.4%	26,536
Kitsap	-1	-100.0%	(\$800,000)	-100.0%	(8,000)
Thurston	-2	-66.7%	(\$197,000)	-18.0%	1,787
Whatcom	-3	-75.0%	(\$37,005,000)	-97.6%	(115,881)
Skagit	-3	-100.0%	(\$1,735,000)	-100.0%	(15,716)
<b>Totals:</b>	<b>-9</b>	<b>-25.0%</b>	<b>(\$55,465,057)</b>	<b>-58.3%</b>	<b>(206,031)</b>
<b>Retail</b>					
King	-1	-8.3%	\$871,087	3.4%	14,403
Snohomish	2	40.0%	\$34,905,000	287.8%	16,240
Pierce	-7	-53.8%	(\$37,796,500)	-77.7%	(131,573)
Spokane	-2	-25.0%	\$529,000	8.7%	7,283
Kitsap	2	100.0%	(\$1,220,000)	-21.6%	29,131
Thurston	3	150.0%	\$11,927,000	418.8%	15,009
Whatcom	-3	-75.0%	(\$2,817,000)	-83.8%	(14,361)
Skagit	0	0.0%	\$235,700	13.9%	(4,357)
<b>Totals:</b>	<b>-6</b>	<b>-12.5%</b>	<b>\$6,634,287</b>	<b>6.3%</b>	<b>(68,225)</b>
<b>Industrial/High Tech Flex</b>					
King	-5	-41.7%	\$67,105,551	85.4%	362,662
Snohomish	-3	-75.0%	(\$19,290,000)	-73.4%	(73,267)
Pierce	-1	-25.0%	\$1,675,000	26.6%	(27,336)
Spokane	-2	-28.6%	\$620,000	8.8%	(15,812)
Kitsap	-1	-100.0%	(\$572,500)	-100.0%	(4,000)
Thurston	1	50.0%	\$2,405,120	241.7%	(8,612)
Whatcom	1	33.3%	(\$3,977,500)	-60.7%	(10,821)
Skagit	-5	-100.0%	(\$3,646,941)	-100.0%	(14,810)
<b>Totals:</b>	<b>-15</b>	<b>-39.5%</b>	<b>\$44,318,730</b>	<b>34.1%</b>	<b>208,004</b>
<b>Land</b>					
King	-4	-26.7%	(\$4,647,000)	-8.5%	2,979,939
Snohomish	-6	-85.7%	(\$53,111,279)	-96.9%	(2,152,735)
Pierce	-1	-16.7%	(\$1,874,799)	-27.7%	(771,012)
Spokane	0	0.0%	\$0	0.0%	-
Kitsap	-1	-100.0%	(\$310,000)	-100.0%	(493,535)
Thurston	-1	-100.0%	(\$940,000)	-100.0%	(210,830)
Whatcom	-1	-20.0%	(\$2,277,490)	-52.2%	1,152,162
Skagit	0	0.0%	\$0	0.0%	-
<b>Totals:</b>	<b>-14</b>	<b>-40.0%</b>	<b>(\$63,160,568)</b>	<b>-52.0%</b>	<b>503,989</b>
<b>Multifamily</b>					
King	-2	-20.0%	\$5,972,000	6.9%	111,439
Snohomish	-3	-75.0%	(\$34,661,500)	-85.3%	(111,856)
Pierce	-3	-100.0%	(\$20,490,000)	-100.0%	(95,475)
Spokane	1	100.0%	(\$1,118,319)	-39.9%	(16,727)
Kitsap	-1	-100.0%	(\$3,765,000)	-100.0%	(4,652)
Thurston	-1	-100.0%	(\$7,350,000)	-100.0%	(26,754)
Whatcom	0	0.0%	\$0	0.0%	0
Skagit	0	0.0%	\$0	0.0%	0
<b>Totals:</b>	<b>-9</b>	<b>-45.0%</b>	<b>(\$61,412,819)</b>	<b>-37.9%</b>	<b>(144,025)</b>
<b>Grand Totals:</b>	<b>-53</b>	<b>-29.9%</b>	<b>(\$129,085,427)</b>	<b>-21.0%</b>	<b>293,712</b>

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	62	\$284,232,733	2,668,550
Snohomish	24	\$139,713,779	4,763,214
Pierce	29	\$86,151,299	1,902,955
Spokane	21	\$21,110,308	174,482
Kitsap	6	\$11,097,500	539,068
Thurston	9	\$13,227,880	287,385
Whatcom	16	\$52,191,972	409,048
Skagit	10	\$7,083,241	39,974
<b>Grand Totals</b>	<b>177</b>	<b>\$614,808,712</b>	<b>10,784,676</b>

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	45	\$324,455,872	6,010,917
Snohomish	17	\$73,782,680	2,464,805
Pierce	20	\$31,820,250	885,669
Spokane	17	\$24,109,501	175,762
Kitsap	4	\$4,430,000	58,012
Thurston	9	\$19,073,000	57,985
Whatcom	10	\$6,114,982	1,420,147
Skagit	2	\$1,937,000	5,091
<b>Grand Totals</b>	<b>124</b>	<b>\$485,723,285</b>	<b>11,078,388</b>

County Totals:	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
King	-17	-27.4%	\$40,223,139	14.2%	3,342,367
Snohomish	-7	-29.2%	(\$65,931,099)	-47.2%	(2,298,409)
Pierce	-9	-31.0%	(\$54,331,049)	-63.1%	(1,017,286)
Spokane	-4	-19.0%	\$2,999,193	14.2%	1,280
Kitsap	-2	-33.3%	(\$6,667,500)	-60.1%	(481,056)
Thurston	0	0.0%	\$5,845,120	44.2%	(229,400)
Whatcom	-6	-37.5%	(\$46,076,990)	-88.3%	1,011,099
Skagit	-8	-80.0%	(\$5,146,241)	-72.7%	(34,883)
<b>Grand Totals</b>	<b>-53</b>	<b>-29.9%</b>	<b>(\$129,085,427)</b>	<b>-21.0%</b>	<b>293,712</b>



CBA Researched CMA Sales

Comparison by Asset Class and County: February 2024 vs February 2023

February 2023			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King	3	\$37,720,000	123,090
Snohomish	3	\$3,741,000	16,356
Pierce	5	\$4,200,300	15,144
Spokane	4	\$14,900,000	136,156
Kitsap	1	\$2,085,000	25,740
Thurston	3	\$3,195,000	28,869
Whatcom	0	\$0	0
Skagit	1	\$630,000	1,397
<b>Totals:</b>	<b>20</b>	<b>\$66,471,300</b>	<b>346,752</b>
<b>Retail</b>			
King	13	\$19,394,229	35,428
Snohomish	5	\$7,190,000	30,105
Pierce	14	\$17,008,966	56,523
Spokane	3	\$11,170,854	72,810
Kitsap	3	\$2,150,000	22,173
Thurston	0	\$0	0
Whatcom	1	\$28,500,000	44,412
Skagit	2	\$2,429,500	7,411
<b>Totals:</b>	<b>41</b>	<b>\$87,843,549</b>	<b>268,862</b>
<b>Notable Sales:</b> Toyota of Bellingham, Bellingham: \$28.5m			
<b>Industrial/High Tech Flex</b>			
King	3	\$11,645,000	37,089
Snohomish	0	\$0	0
Pierce	0	\$0	0
Spokane	3	\$1,442,500	13,222
Kitsap	2	\$13,877,500	71,739
Thurston	0	\$0	0
Whatcom	3	\$6,803,000	84,604
Skagit	3	\$10,125,000	36,333
<b>Totals:</b>	<b>14</b>	<b>\$43,893,000</b>	<b>242,987</b>
<b>Land</b>			
King	4	\$4,155,000	659,934
Snohomish	5	\$8,125,000	626,393
Pierce	8	\$14,352,127	2,853,180
Spokane	0	\$0	0
Kitsap	0	\$0	0
Thurston	0	\$0	0
Whatcom	2	\$1,620,000	259,182
Skagit	0	\$0	0
<b>Totals:</b>	<b>19</b>	<b>\$28,252,127</b>	<b>4,398,689</b>
<b>Multifamily</b>			
King	11	\$145,477,225	232,372
Snohomish	2	\$3,312,500	13,204
Pierce	0	\$0	0
Spokane	4	\$13,994,250	54,900
Kitsap	0	\$0	0
Thurston	0	\$0	0
Whatcom	1	\$6,663,700	30,191
Skagit	0	\$0	0
<b>Totals:</b>	<b>18</b>	<b>\$169,447,675</b>	<b>330,667</b>
<b>Notable Sales:</b> Modera Broadway, Seattle: \$105m			
<b>Grand Totals:</b>	<b>112</b>	<b>\$395,907,651</b>	<b>5,587,957</b>

February 2024		
# of Sales	Sales Volume (\$)	Total SF
15	\$77,995,480	295,798
2	\$3,081,000	7,649
8	\$10,845,000	49,394
2	\$1,024,000	7,091
1	\$6,000,000	29,359
7	\$4,979,281	28,867
3	\$2,780,000	9,878
0	\$0	0
<b>38</b>	<b>\$106,704,761</b>	<b>428,036</b>
8	\$17,855,000	51,166
5	\$13,869,048	24,211
8	\$19,140,000	34,345
5	\$15,795,000	76,052
1	\$420,000	2,921
2	\$1,435,000	9,322
5	\$10,375,000	28,290
0	\$0	0
<b>34</b>	<b>\$78,889,048</b>	<b>226,307</b>
6	\$25,259,000	103,176
2	\$21,837,500	119,468
2	\$3,350,000	14,600
4	\$4,705,000	45,060
0	\$0	0
0	\$0	0
1	\$540,000	3,420
1	\$250,000	720
<b>16</b>	<b>\$55,941,500</b>	<b>286,444</b>
2	\$18,180,000	348,480
3	\$7,000,000	347,709
7	\$18,096,115	3,963,960
0	\$0	0
1	\$375,000	54,014
1	\$766,384	40,511
3	\$3,717,500	703,930
2	\$1,691,800	168,577
<b>23</b>	<b>\$49,826,799</b>	<b>5,627,181</b>
13	\$103,270,000	314,937
2	\$11,125,000	43,660
1	\$30,462,500	82,427
4	\$5,935,000	38,020
0	\$0	0
1	\$39,525,000	128,384
1	\$1,895,000	9,744
2	\$1,330,000	4,004
<b>24</b>	<b>\$193,542,500</b>	<b>621,176</b>
<b>135</b>	<b>\$484,904,608</b>	<b>7,189,144</b>

Change (Feb 2024 vs Feb 2023)				
# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
12	400.0%	\$40,275,480	106.8%	172,708
-1	-33.3%	(\$660,000)	-17.6%	(8,707)
3	60.0%	\$6,644,700	158.2%	34,250
-2	-50.0%	(\$13,876,000)	-93.1%	(129,065)
0	0.0%	\$3,915,000	187.8%	3,619
4	133.3%	\$1,784,281	55.8%	(2)
3	N/A	\$2,780,000	N/A	9,878
-1	-100.0%	(\$630,000)	-100.0%	(1,397)
<b>18</b>	<b>90.0%</b>	<b>\$40,233,461</b>	<b>60.5%</b>	<b>81,284</b>
-5	-38.5%	(\$1,539,229)	-7.9%	15,738
0	0.0%	\$6,679,048	92.9%	(5,894)
-6	-42.9%	\$2,131,034	12.5%	(22,178)
2	66.7%	\$4,624,146	41.4%	3,242
-2	-66.7%	(\$1,730,000)	-80.5%	(19,252)
2	N/A	\$1,435,000	N/A	9,322
4	400.0%	(\$18,125,000)	-63.6%	(16,122)
-2	-100.0%	(\$2,429,500)	-100.0%	(7,411)
-7	-17.1%	(\$8,954,501)	-10.2%	(42,555)
3	100.0%	\$13,614,000	116.9%	66,087
2	N/A	\$21,837,500	N/A	119,468
2	N/A	\$3,350,000	N/A	14,600
1	33.3%	\$3,262,500	226.2%	31,838
-2	-100.0%	(\$13,877,500)	-100.0%	(71,739)
0	0.0%	\$0	0.0%	-
-2	-66.7%	(\$6,263,000)	-92.1%	(81,184)
-2	-66.7%	(\$9,875,000)	-97.5%	(35,613)
2	14.3%	\$12,048,500	27.4%	43,457
2	50.0%	\$14,025,000	337.5%	(311,454)
-2	-40.0%	(\$1,125,000)	-13.8%	(278,684)
-1	-12.5%	\$3,743,988	26.1%	1,110,780
0	0.0%	\$0	0.0%	-
1	N/A	\$375,000	N/A	54,014
1	N/A	\$766,384	N/A	40,511
1	50.0%	\$2,097,500	129.5%	444,748
2	N/A	\$1,691,800	N/A	168,577
4	21.1%	\$21,574,672	76.4%	1,228,492
2	18.2%	(\$42,207,225)	-29.0%	82,565
0	0.0%	\$7,812,500	235.8%	30,456
1	N/A	\$30,462,500	N/A	82,427
0	0.0%	(\$8,059,250)	-57.6%	(16,880)
0	0.0%	\$0	0.0%	0
1	N/A	\$39,525,000	N/A	128,384
0	0.0%	(\$4,768,700)	-71.6%	(20,447)
2	N/A	\$1,330,000	N/A	4,004
6	33.3%	\$24,094,825	14.2%	290,509
<b>23</b>	<b>20.5%</b>	<b>\$88,996,957</b>	<b>22.5%</b>	<b>1,601,187</b>

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	34	\$218,391,454	1,087,913
Snohomish	15	\$22,368,500	686,058
Pierce	27	\$35,561,393	2,924,847
Spokane	14	\$41,507,604	277,088
Kitsap	6	\$18,112,500	119,652
Thurston	3	\$3,195,000	28,869
Whatcom	7	\$43,586,700	418,389
Skagit	6	\$13,184,500	45,141
<b>Grand Totals</b>	<b>112</b>	<b>\$395,907,651</b>	<b>5,587,957</b>

# of Sales	Sales Volume (\$)	Total SF
48	\$242,559,480	1,113,557
14	\$56,912,548	542,697
26	\$81,893,615	4,144,726
15	\$27,459,000	166,223
3	\$6,795,000	86,294
11	\$46,705,665	207,084
13	\$19,307,500	755,262
5	\$3,271,800	173,301
<b>135</b>	<b>\$484,904,608</b>	<b>7,189,144</b>

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
14	41.2%	\$24,168,026	11.1%	25,644
-1	-6.7%	\$34,544,048	154.4%	(143,361)
-1	-3.7%	\$46,332,222	130.3%	1,219,879
1	7.1%	(\$14,048,604)	-33.8%	(110,865)
-3	-50.0%	(\$11,317,500)	-62.5%	(33,358)
8	266.7%	\$43,510,665	1361.8%	178,215
6	85.7%	(\$24,279,200)	-55.7%	336,873
-1	-16.7%	(\$9,912,700)	-75.2%	128,160
<b>23</b>	<b>20.5%</b>	<b>\$88,996,957</b>	<b>22.5%</b>	<b>1,601,187</b>





CBA Researched CMA Sales

Comparison by Asset Class and County: March 2024 vs March 2023

March 2023			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King	11	\$26,767,500	96,825
Snohomish	7	\$23,031,020	75,463
Pierce	7	\$12,350,000	36,547
Spokane	9	\$91,732,737	377,714
Kitsap	0	\$0	0
Thurston	2	\$1,722,472	5,591
Whatcom	3	\$27,290,000	46,789
Skagit	3	\$1,378,000	11,103
<b>Totals:</b>	<b>42</b>	<b>\$184,271,729</b>	<b>650,032</b>
<b>Retail</b>			
King	15	\$36,441,520	82,116
Snohomish	6	\$12,555,000	65,873
Pierce	10	\$15,177,500	52,816
Spokane	8	\$9,438,744	79,286
Kitsap	4	\$10,975,000	79,537
Thurston	3	\$5,246,404	24,368
Whatcom	5	\$6,086,117	24,012
Skagit	1	\$365,000	1,040
<b>Totals:</b>	<b>52</b>	<b>\$96,285,285</b>	<b>409,048</b>
<b>Industrial/High Tech Flex</b>			
King	5	\$74,225,000	313,808
Snohomish	6	\$37,324,500	282,875
Pierce	1	\$6,500,000	40,000
Spokane	4	\$7,200,000	63,970
Kitsap	1	\$1,850,000	12,720
Thurston	2	\$1,319,944	9,024
Whatcom	5	\$2,405,000	13,684
Skagit	3	\$4,353,000	28,258
<b>Totals:</b>	<b>27</b>	<b>\$135,177,444</b>	<b>764,339</b>
<b>Land</b>			
King	9	\$57,886,199	1,065,042
Snohomish	6	\$11,181,000	494,406
Pierce	3	\$2,360,000	134,165
Spokane	0	\$0	0
Kitsap	1	\$310,000	493,535
Thurston	0	\$0	0
Whatcom	5	\$6,170,000	2,152,735
Skagit	1	\$1,000,000	99,752
<b>Totals:</b>	<b>25</b>	<b>\$78,907,199</b>	<b>4,439,635</b>
<b>Multifamily</b>			
King	9	\$137,069,000	263,928
Snohomish	2	\$37,050,000	103,706
Pierce	1	\$6,650,000	40,500
Spokane	2	\$7,050,000	23,981
Kitsap	0	\$0	0
Thurston	1	\$740,000	4,916
Whatcom	1	\$1,225,000	4,000
Skagit	0	\$0	0
<b>Totals:</b>	<b>16</b>	<b>\$189,784,000</b>	<b>441,031</b>
<b>Grand Totals:</b>	<b>162</b>	<b>\$684,425,657</b>	<b>6,704,085</b>

March 2024			
# of Sales	Sales Volume (\$)	Total SF	
7	\$110,592,100	299,832	
3	\$4,095,000	10,496	
2	\$4,350,000	18,162	
4	\$5,124,550	24,267	
2	\$905,000	2,530	
2	\$17,500,000	44,202	
0	\$0	0	
1	\$1,250,000	609	
<b>21</b>	<b>\$143,816,650</b>	<b>400,098</b>	
8	\$23,521,500	80,172	
8	\$34,750,000	49,247	
4	\$4,924,500	26,958	
6	\$14,880,000	72,165	
1	\$399,474	1,350	
4	\$9,078,000	18,524	
3	\$2,605,992	15,026	
0	\$0	0	
<b>34</b>	<b>\$90,159,466</b>	<b>263,442</b>	
5	\$40,450,800	117,076	
2	\$5,050,000	17,507	
2	\$2,910,000	12,105	
2	\$1,871,500	6,880	
1	\$400,000	4,039	
1	\$9,600,000	12,476	
7	\$7,818,300	69,565	
0	\$0	0	
<b>20</b>	<b>\$68,100,600</b>	<b>239,648</b>	
13	\$29,532,000	304,049	
5	\$10,158,917	270,508	
3	\$1,900,000	400,752	
0	\$0	0	
0	\$0	0	
0	\$0	0	
0	\$0	0	
0	\$0	0	
0	\$0	0	
0	\$0	0	
<b>21</b>	<b>\$41,590,917</b>	<b>975,309</b>	
6	\$51,577,265	204,428	
2	\$4,934,000	19,740	
1	\$3,620,000	9,603	
6	\$8,488,250	60,042	
2	\$2,975,000	13,764	
1	\$5,876,398	42,982	
0	\$0	0	
0	\$0	0	
<b>18</b>	<b>\$77,470,913</b>	<b>350,559</b>	
<b>114</b>	<b>\$421,138,546</b>	<b>2,229,056</b>	

Change (Mar 2024 vs Mar 2023)				
# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
-4	-36.4%	\$83,824,600	313.2%	203,007
-4	-57.1%	(\$18,936,020)	-82.2%	(64,967)
-5	-71.4%	(\$8,000,000)	-64.8%	(18,385)
-5	-55.6%	(\$86,608,187)	-94.4%	(353,447)
2	N/A	\$905,000	N/A	2,530
0	0.0%	\$15,777,528	916.0%	38,611
-3	-100.0%	(\$27,290,000)	-100.0%	(46,789)
-2	-66.7%	(\$128,000)	-9.3%	(10,494)
<b>-21</b>	<b>-50.0%</b>	<b>(\$40,455,079)</b>	<b>-22.0%</b>	<b>(249,934)</b>
-7	-46.7%	(\$12,920,020)	-35.5%	(1,944)
2	33.3%	\$22,195,000	176.8%	(16,626)
-6	-60.0%	(\$10,253,000)	-67.6%	(25,858)
-2	-25.0%	\$5,441,256	57.6%	(7,121)
-3	-75.0%	(\$10,575,526)	-96.4%	(78,187)
1	33.3%	\$3,831,596	73.0%	(5,844)
-2	-40.0%	(\$3,480,125)	-57.2%	(8,986)
-1	-100.0%	(\$365,000)	-100.0%	(1,040)
<b>-18</b>	<b>-34.6%</b>	<b>(\$6,125,819)</b>	<b>-6.4%</b>	<b>(145,606)</b>
0	0.0%	(\$33,774,200)	-45.5%	(196,732)
-4	-66.7%	(\$32,274,500)	-86.5%	(265,368)
1	100.0%	(\$3,590,000)	-55.2%	(27,895)
-2	-50.0%	(\$5,328,500)	-74.0%	(57,090)
0	0.0%	(\$1,450,000)	-78.4%	(8,681)
-1	-50.0%	\$8,280,056	627.3%	3,452
2	40.0%	\$5,413,300	225.1%	55,881
-3	-100.0%	(\$4,353,000)	-100.0%	(28,258)
<b>-7</b>	<b>-25.9%</b>	<b>(\$67,076,844)</b>	<b>-49.6%</b>	<b>(524,691)</b>
4	44.4%	(\$28,354,199)	-49.0%	(760,993)
-1	-16.7%	(\$1,022,083)	-9.1%	(223,898)
0	0.0%	(\$460,000)	-19.5%	266,587
0	0.0%	\$0	0.0%	-
-1	-100.0%	(\$310,000)	-100.0%	(493,535)
0	0.0%	\$0	0.0%	-
-5	-100.0%	(\$6,170,000)	-100.0%	(2,152,735)
-1	-100.0%	(\$1,000,000)	-100.0%	(99,752)
<b>-4</b>	<b>-16.0%</b>	<b>(\$37,316,282)</b>	<b>-47.3%</b>	<b>(3,464,326)</b>
-3	-33.3%	(\$85,491,735)	-62.4%	(59,500)
0	0.0%	(\$32,116,000)	-86.7%	(83,966)
0	0.0%	(\$3,030,000)	-45.6%	(30,897)
4	200.0%	\$1,438,250	20.4%	36,061
2	N/A	\$2,975,000	N/A	13,764
0	0.0%	\$5,136,398	694.1%	38,066
-1	-100.0%	(\$1,225,000)	-100.0%	(4,000)
0	0.0%	\$0	0.0%	0
<b>2</b>	<b>12.5%</b>	<b>(\$112,313,087)</b>	<b>-59.2%</b>	<b>(90,472)</b>
<b>-48</b>	<b>-29.6%</b>	<b>(\$263,287,111)</b>	<b>-38.5%</b>	<b>(4,475,029)</b>

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	49	\$332,389,219	1,821,719
Snohomish	27	\$121,141,520	1,022,323
Pierce	22	\$43,037,500	304,028
Spokane	23	\$115,421,481	544,951
Kitsap	6	\$13,135,000	585,792
Thurston	8	\$9,028,820	43,899
Whatcom	19	\$43,176,117	2,241,220
Skagit	8	\$7,096,000	140,153
<b>Grand Totals</b>	<b>162</b>	<b>\$684,425,657</b>	<b>6,704,085</b>

# of Sales	Sales Volume (\$)	Total SF
39	\$255,673,665	1,005,557
20	\$58,987,917	367,498
12	\$17,704,500	467,580
18	\$30,364,300	163,354
6	\$4,679,474	21,683
8	\$42,054,398	118,184
10	\$10,424,292	84,591
1	\$1,250,000	609
<b>114</b>	<b>\$421,138,546</b>	<b>2,229,056</b>

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-10	-20.4%	(\$76,715,554)	-23.1%	(816,162)
-7	-25.9%	(\$62,153,603)	-51.3%	(654,825)
-10	-45.5%	(\$25,333,000)	-58.9%	163,552
-5	-21.7%	(\$85,057,181)	-73.7%	(381,597)
0	0.0%	(\$8,455,526)	-64.4%	(564,109)
0	0.0%	\$33,025,578	365.8%	74,285
-9	-47.4%	(\$32,751,825)	-75.9%	(2,156,629)
-7	-87.5%	(\$5,846,000)	-82.4%	(139,544)
<b>-48</b>	<b>-29.6%</b>	<b>(\$263,287,111)</b>	<b>-38.5%</b>	<b>(4,475,029)</b>





**CBA Researched CMA Sales**  
**Comparison by Asset Class and County: April 2024 vs April 2023**

April 2023			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King	7	\$14,185,000	27,276
Snohomish	3	\$9,735,000	62,346
Pierce	4	\$2,050,000	10,595
Spokane	4	\$7,230,000	35,498
Kitsap	3	\$1,220,000	18,533
Thurston	1	\$475,000	2,188
Whatcom	2	\$4,540,000	13,240
Skagit	0	\$0	0
<b>Totals:</b>	<b>24</b>	<b>\$39,435,000</b>	<b>169,676</b>
<b>Retail</b>			
King	8	\$14,570,000	34,833
Snohomish	4	\$5,875,000	15,895
Pierce	5	\$3,855,000	15,602
Spokane	7	\$5,138,300	29,538
Kitsap	4	\$2,530,000	16,791
Thurston	4	\$5,943,000	11,449
Whatcom	3	\$3,369,000	11,605
Skagit	0	\$0	0
<b>Totals:</b>	<b>35</b>	<b>\$41,280,300</b>	<b>135,713</b>
<b>Industrial/High Tech Flex</b>			
King	5	\$15,975,000	78,458
Snohomish	6	\$8,710,000	112,992
Pierce	1	\$2,500,000	11,476
Spokane	2	\$2,083,799	13,856
Kitsap	4	\$10,360,000	52,537
Thurston	4	\$13,311,429	104,058
Whatcom	5	\$5,124,500	142,405
Skagit	2	\$27,990,000	410,876
<b>Totals:</b>	<b>29</b>	<b>\$86,054,728</b>	<b>926,658</b>
<b>Land</b>			
King	9	\$27,250,000	595,465
Snohomish	7	\$10,412,000	1,846,944
Pierce	2	\$5,230,677	102,802
Spokane	1	\$925,000	45,302
Kitsap	0	\$0	0
Thurston	2	\$1,178,000	456,944
Whatcom	2	\$1,036,437	332,798
Skagit	0	\$0	0
<b>Totals:</b>	<b>23</b>	<b>\$46,032,114</b>	<b>3,380,255</b>
<b>Multifamily</b>			
King	10	\$60,975,950	196,844
Snohomish	0	\$0	0
Pierce	2	\$52,350,000	147,998
Spokane	5	\$12,845,000	80,776
Kitsap	0	\$0	0
Thurston	1	\$12,950,000	80,984
Whatcom	1	\$775,000	4,104
Skagit	0	\$0	0
<b>Totals:</b>	<b>19</b>	<b>\$139,895,950</b>	<b>510,706</b>
<b>Grand Totals:</b>	<b>130</b>	<b>\$352,698,092</b>	<b>5,123,008</b>

April 2024		
# of Sales	Sales Volume (\$)	Total SF
12	\$46,025,000	179,897
2	\$1,359,000	4,461
5	\$5,549,000	19,440
5	\$6,307,500	46,109
1	\$1,350,000	9,490
1	\$330,000	1,296
2	\$1,470,000	5,349
2	\$26,650,000	31,200
<b>30</b>	<b>\$89,040,500</b>	<b>297,242</b>
13	\$28,571,000	63,137
11	\$38,087,500	121,882
8	\$15,940,000	30,121
8	\$6,580,000	48,447
4	\$6,692,500	30,516
0	\$0	0
2	\$1,185,000	5,742
4	\$2,835,000	14,736
<b>50</b>	<b>\$99,891,000</b>	<b>314,581</b>
3	\$66,110,000	297,308
3	\$14,150,000	55,761
5	\$16,766,812	112,471
5	\$4,906,777	42,040
1	\$2,100,000	13,600
1	\$544,000	8,424
2	\$880,000	6,964
1	\$600,000	4,500
<b>21</b>	<b>\$106,057,589</b>	<b>541,068</b>
9	\$63,927,000	958,320
5	\$17,780,000	2,265,120
2	\$3,870,230	81,247
1	\$4,500,000	30,623
0	\$0	0
0	\$0	0
1	\$1,200,000	36,181
3	\$2,150,000	624,924
<b>21</b>	<b>\$93,427,230</b>	<b>3,996,415</b>
13	\$101,872,500	323,662
1	\$7,200,000	22,800
0	\$0	0
5	\$19,350,000	73,841
1	\$1,100,000	5,376
1	\$2,495,000	10,338
0	\$0	0
0	\$0	0
<b>21</b>	<b>\$132,017,500</b>	<b>436,017</b>
143	\$520,433,819	5,585,323

Change (Apr 2024 vs Apr 2023)				
# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
5	71.4%	\$31,840,000	224.5%	152,621
-1	-33.3%	(\$8,376,000)	-86.0%	(57,885)
1	25.0%	\$3,499,000	170.7%	8,845
1	25.0%	(\$922,500)	-12.8%	10,611
-2	-66.7%	\$130,000	10.7%	(9,043)
0	0.0%	(\$145,000)	-30.5%	(892)
0	0.0%	(\$3,070,000)	-67.6%	(7,891)
2	N/A	\$26,650,000	N/A	31,200
6	25.0%	\$49,605,500	125.8%	127,566
5	62.5%	\$14,001,000	96.1%	28,304
7	175.0%	\$32,212,500	548.3%	105,987
3	60.0%	\$12,085,000	313.5%	14,519
1	14.3%	\$1,441,700	28.1%	18,909
0	0.0%	\$4,162,500	164.5%	13,725
-4	-100.0%	(\$5,943,000)	-100.0%	(11,449)
-1	-33.3%	(\$2,184,000)	-64.8%	(5,863)
4	N/A	\$2,835,000	N/A	14,736
15	42.9%	\$58,610,700	142.0%	178,868
-2	-40.0%	\$50,135,000	313.8%	218,850
-3	-50.0%	\$5,440,000	62.5%	(57,231)
4	400.0%	\$14,266,812	570.7%	100,995
3	150.0%	\$2,822,978	135.5%	28,184
-3	-75.0%	(\$8,260,000)	-79.7%	(38,937)
-3	-75.0%	(\$12,767,429)	-95.9%	(95,634)
-3	-60.0%	(\$4,244,500)	-82.8%	(135,441)
-1	-50.0%	(\$27,390,000)	-97.9%	(406,376)
-8	-27.6%	\$20,002,861	23.2%	(385,590)
0	0.0%	\$36,677,000	134.6%	362,855
-2	-28.6%	\$7,368,000	70.8%	418,176
0	0.0%	(\$1,360,447)	-26.0%	(21,555)
0	0.0%	\$3,575,000	0.0%	(14,679)
0	0.0%	\$0	0.0%	-
-2	-100.0%	(\$1,178,000)	-100.0%	(456,944)
-1	-50.0%	\$163,563	15.8%	(296,617)
3	N/A	\$2,150,000	N/A	624,924
-2	-8.7%	\$47,395,116	103.0%	616,160
3	30.0%	\$40,896,550	67.1%	126,818
1	N/A	\$7,200,000	N/A	22,800
-2	N/A	(\$52,350,000)	-100.0%	(147,998)
0	0.0%	\$6,505,000	50.6%	(6,935)
1	N/A	\$1,100,000	N/A	5,376
0	0.0%	(\$10,455,000)	-80.7%	(70,646)
-1	-100.0%	(\$775,000)	-100.0%	(4,104)
0	0.0%	\$0	0.0%	0
2	10.5%	(\$7,878,450)	-5.6%	(74,689)
13	10.0%	\$167,735,727	47.6%	462,315

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	39	\$132,955,950	932,876
Snohomish	20	\$34,732,000	2,038,177
Pierce	14	\$65,985,677	288,473
Spokane	19	\$28,222,099	204,970
Kitsap	11	\$14,110,000	87,861
Thurston	12	\$33,857,429	655,623
Whatcom	13	\$14,844,937	504,152
Skagit	2	\$27,990,000	410,876
<b>Grand Totals</b>	<b>130</b>	<b>\$352,698,092</b>	<b>5,123,008</b>

# of Sales	Sales Volume (\$)	Total SF
50	\$306,505,500	1,822,324
22	\$78,576,500	2,470,024
20	\$42,126,042	243,279
24	\$41,644,277	241,060
7	\$11,242,500	58,982
3	\$3,369,000	20,058
7	\$4,735,000	54,236
10	\$32,235,000	675,360
<b>143</b>	<b>\$520,433,819</b>	<b>5,585,323</b>

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
11	28.2%	\$173,549,550	130.5%	889,448
2	10.0%	\$43,844,500	126.2%	431,847
6	42.9%	(\$23,859,635)	-36.2%	(45,194)
5	26.3%	\$13,422,178	47.6%	36,090
-4	-36.4%	(\$2,867,500)	-20.3%	(28,879)
-9	-75.0%	(\$30,488,429)	-90.0%	(635,565)
-6	-46.2%	(\$10,109,937)	-68.1%	(449,916)
8	400.0%	\$4,245,000	15.2%	264,484
13	10.0%	\$167,735,727	47.6%	462,315



CBA Researched CMA Sales

Comparison by Asset Class and County: May 2024 vs May 2023

Asset Class	May 2023		
	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King	6	\$6,635,000	36,696
Snohomish	8	\$43,113,240	100,218
Pierce	3	\$2,980,000	31,113
Spokane	4	\$11,939,676	75,967
Kitsap	2	\$1,460,000	7,193
Thurston	2	\$930,000	6,608
Whatcom	1	\$1,200,000	7,633
Skagit	3	\$7,450,000	18,929
<b>Totals:</b>	<b>29</b>	<b>\$75,707,916</b>	<b>284,357</b>
<b>Retail</b>			
King	12	\$27,805,000	58,471
Snohomish	9	\$11,869,300	45,150
Pierce	10	\$15,965,000	95,740
Spokane	7	\$9,825,000	39,368
Kitsap	6	\$3,974,000	25,556
Thurston	4	\$7,132,000	25,952
Whatcom	2	\$3,150,000	12,541
Skagit	3	\$2,149,000	13,410
<b>Totals:</b>	<b>53</b>	<b>\$81,869,300</b>	<b>316,188</b>
<b>Industrial/High Tech Flex</b>			
King	3	\$19,495,000	164,129
Snohomish	1	\$850,000	2,992
Pierce	9	\$37,234,500	171,639
Spokane	7	\$14,386,750	207,198
Kitsap	0	\$0	0
Thurston	1	\$710,000	6,776
Whatcom	2	\$590,000	2,442
Skagit	2	\$2,450,000	44,875
<b>Totals:</b>	<b>25</b>	<b>\$75,716,250</b>	<b>600,051</b>
<b>Land</b>			
King	10	\$29,380,000	662,112
Snohomish	6	\$8,970,000	2,813,976
Pierce	11	\$14,778,291	4,714,499
Spokane	1	\$864,628	28,750
Kitsap	1	\$775,000	217,800
Thurston	2	\$3,132,308	1,193,980
Whatcom	1	\$740,000	41,818
Skagit	0	\$0	0
<b>Totals:</b>	<b>32</b>	<b>\$58,640,227</b>	<b>9,672,935</b>
<b>Multifamily</b>			
King	14	\$99,426,000	310,261
Snohomish	4	\$76,915,000	229,073
Pierce	5	\$67,950,000	259,694
Spokane	1	\$1,825,000	9,536
Kitsap	0	\$0	0
Thurston	0	\$0	0
Whatcom	0	\$0	0
Skagit	0	\$0	0
<b>Totals:</b>	<b>24</b>	<b>\$246,116,000</b>	<b>808,564</b>
<b>Notable Sales:</b>			
<b>Grand Totals:</b>	<b>163</b>	<b>\$538,049,693</b>	<b>11,682,095</b>

Asset Class	May 2024		
	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King	12	\$118,247,000	743,074
Snohomish	4	\$6,178,000	44,044
Pierce	6	\$9,602,500	46,328
Spokane	2	\$1,650,000	19,812
Kitsap	1	\$2,925,000	20,060
Thurston	5	\$4,485,000	21,330
Whatcom	1	\$1,110,000	3,088
Skagit	0	\$0	0
<b>Totals:</b>	<b>31</b>	<b>\$144,197,500</b>	<b>897,736</b>
<b>Retail</b>			
King	22	\$154,172,876	624,153
Snohomish	8	\$13,647,500	60,868
Pierce	8	\$25,360,200	66,139
Spokane	3	\$4,360,000	24,447
Kitsap	7	\$20,222,890	153,744
Thurston	4	\$6,380,000	15,458
Whatcom	1	\$3,372,924	13,849
Skagit	3	\$4,705,000	10,516
<b>Totals:</b>	<b>56</b>	<b>\$232,221,390</b>	<b>969,174</b>
<b>Industrial/High Tech Flex</b>			
King	9	\$107,630,000	455,459
Snohomish	10	\$81,705,000	426,468
Pierce	3	\$7,274,000	269,167
Spokane	1	\$11,500,000	84,535
Kitsap	1	\$560,000	4,482
Thurston	0	\$0	0
Whatcom	5	\$5,592,500	186,256
Skagit	4	\$1,430,000	3,600
<b>Totals:</b>	<b>33</b>	<b>\$215,691,500</b>	<b>1,429,967</b>
<b>Land</b>			
King	9	\$25,334,500	1,742,400
Snohomish	0	\$0	0
Pierce	7	\$15,885,000	1,481,040
Spokane	0	\$0	0
Kitsap	3	\$6,031,115	479,160
Thurston	0	\$0	0
Whatcom	1	\$1,100,000	143,748
Skagit	0	\$0	0
<b>Totals:</b>	<b>20</b>	<b>\$48,350,615</b>	<b>3,846,348</b>
<b>Multifamily</b>			
King	18	\$432,702,000	828,000
Snohomish	2	\$8,742,800	61,259
Pierce	5	\$32,270,000	126,312
Spokane	4	\$14,600,000	103,854
Kitsap	3	\$21,200,000	86,757
Thurston	1	\$1,100,000	6,360
Whatcom	0	\$0	0
Skagit	0	\$0	0
<b>Totals:</b>	<b>33</b>	<b>\$510,614,800</b>	<b>1,212,542</b>
<b>Notable Sales:</b>			
<b>Grand Totals:</b>	<b>173</b>	<b>\$1,151,075,805</b>	<b>8,355,767</b>

Asset Class	Change (May 2024 vs May 2023)				
	# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
<b>Office</b>					
King	6	100.0%	\$111,612,000	1682.2%	706,378
Snohomish	-4	-50.0%	(\$36,935,240)	-85.7%	(56,174)
Pierce	3	100.0%	\$6,622,500	222.2%	15,215
Spokane	-2	-50.0%	(\$10,289,676)	-86.2%	(56,155)
Kitsap	-1	-50.0%	\$1,465,000	100.3%	12,867
Thurston	3	150.0%	\$3,555,000	382.3%	14,722
Whatcom	0	0.0%	(\$90,000)	-7.5%	(4,545)
Skagit	-3	-100.0%	(\$7,450,000)	-100.0%	(18,929)
<b>Totals:</b>	<b>2</b>	<b>6.9%</b>	<b>\$68,489,584</b>	<b>90.5%</b>	<b>613,379</b>
<b>Retail</b>					
King	10	83.3%	\$126,367,876	454.5%	565,682
Snohomish	-1	-11.1%	\$1,778,200	15.0%	15,718
Pierce	-2	-20.0%	\$9,395,200	58.8%	(29,601)
Spokane	-4	-57.1%	(\$5,465,000)	-55.6%	(14,921)
Kitsap	1	16.7%	\$16,248,890	408.9%	128,188
Thurston	0	0.0%	(\$752,000)	-10.5%	(10,494)
Whatcom	-1	-50.0%	\$222,924	7.1%	1,308
Skagit	0	0.0%	\$2,556,000	118.9%	(2,894)
<b>Totals:</b>	<b>3</b>	<b>5.7%</b>	<b>\$150,352,090</b>	<b>183.6%</b>	<b>652,986</b>
<b>Industrial/High Tech Flex</b>					
King	6	200.0%	\$88,135,000	452.1%	291,330
Snohomish	9	900.0%	\$80,855,000	9512.4%	423,476
Pierce	-6	-66.7%	(\$29,960,500)	-80.5%	97,528
Spokane	-6	-85.7%	(\$2,886,750)	-20.1%	(122,663)
Kitsap	1	N/A	\$560,000	N/A	4,482
Thurston	-1	0.0%	(\$710,000)	0.0%	(6,776)
Whatcom	3	150.0%	\$5,002,500	847.9%	183,814
Skagit	2	100.0%	(\$1,020,000)	-41.6%	(41,275)
<b>Totals:</b>	<b>8</b>	<b>32.0%</b>	<b>\$139,975,250</b>	<b>184.9%</b>	<b>829,916</b>
<b>Land</b>					
King	-1	-10.0%	(\$4,045,500)	-13.8%	1,080,288
Snohomish	-6	-100.0%	(\$8,970,000)	-100.0%	(2,813,976)
Pierce	-4	-36.4%	\$1,106,709	7.5%	(3,233,459)
Spokane	-1	-100.0%	(\$864,628)	-100.0%	(28,750)
Kitsap	2	200.0%	\$5,256,115	678.2%	261,360
Thurston	-2	-100.0%	(\$3,132,308)	-100.0%	(1,193,980)
Whatcom	0	0.0%	\$360,000	48.6%	101,930
Skagit	0	0.0%	\$0	0.0%	-
<b>Totals:</b>	<b>-12</b>	<b>-37.5%</b>	<b>(\$10,289,612)</b>	<b>-17.5%</b>	<b>(5,826,587)</b>
<b>Multifamily</b>					
King	4	28.6%	\$333,276,000	335.2%	517,739
Snohomish	-2	-50.0%	(\$68,172,200)	-88.6%	(167,814)
Pierce	0	0.0%	(\$35,680,000)	-52.5%	(133,382)
Spokane	3	300.0%	\$12,775,000	700.0%	94,318
Kitsap	3	N/A	\$21,200,000	N/A	86,757
Thurston	1	N/A	\$1,100,000	N/A	6,360
Whatcom	0	0.0%	\$0	0.0%	0
Skagit	0	0.0%	\$0	0.0%	0
<b>Totals:</b>	<b>9</b>	<b>37.5%</b>	<b>\$264,498,800</b>	<b>107.5%</b>	<b>403,978</b>
<b>Notable Sales:</b>					
<b>Grand Totals:</b>	<b>10</b>	<b>6.1%</b>	<b>\$613,026,112</b>	<b>113.9%</b>	<b>(3,326,328)</b>

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	45	\$182,741,000	1,231,669
Snohomish	28	\$141,717,540	3,191,409
Pierce	38	\$138,907,791	5,272,685
Spokane	20	\$38,841,054	360,819
Kitsap	9	\$6,209,000	250,549
Thurston	9	\$11,904,308	1,233,316
Whatcom	6	\$5,680,000	64,434
Skagit	8	\$12,049,000	77,214
<b>Grand Totals</b>	<b>163</b>	<b>\$538,049,693</b>	<b>11,682,095</b>

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	70	\$838,086,376	4,393,086
Snohomish	24	\$110,273,300	592,639
Pierce	29	\$90,391,700	1,988,986
Spokane	10	\$32,110,000	232,648
Kitsap	15	\$50,939,005	744,203
Thurston	10	\$11,965,000	43,148
Whatcom	8	\$11,175,424	346,941
Skagit	7	\$6,135,000	14,116
<b>Grand Totals</b>	<b>173</b>	<b>\$1,151,075,805</b>	<b>8,355,767</b>

County Totals:	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
King	25	55.6%	\$655,345,376	358.6%	3,161,417
Snohomish	-4	-14.3%	(\$31,444,240)	-22.2%	(2,598,770)
Pierce	-9	-23.7%	(\$48,516,091)	-34.9%	(3,283,699)
Spokane	-10	-50.0%	(\$6,731,054)	-17.3%	(128,171)
Kitsap	6	66.7%	\$44,730,005	720.4%	493,654
Thurston	1	11.1%	\$60,692	0.5%	(1,190,168)
Whatcom	2	33.3%	\$5,495,424	96.8%	282,507
Skagit	-1	-12.5%	(\$5,914,000)	-49.1%	(63,098)
<b>Grand Totals</b>	<b>10</b>	<b>6.1%</b>	<b>\$613,026,112</b>	<b>113.9%</b>	<b>(3,326,328)</b>



### CBA Researched CMA Sales

#### Comparison by Asset Class and County: June 2024 vs June 2023

Asset Class	June 2023		
	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King	7	\$35,521,537	162,574
Snohomish	4	\$9,113,000	27,655
Pierce	7	\$9,957,431	46,808
Spokane	6	\$12,334,326	102,180
Kitsap	2	\$3,120,000	11,260
Thurston	0	\$0	0
Whatcom	0	\$0	0
Skagit	1	\$1,066,056	2,884
<b>Totals:</b>	<b>27</b>	<b>\$71,112,350</b>	<b>353,361</b>
<b>Retail</b>			
King	13	\$54,890,686	91,497
Snohomish	13	\$45,060,320	120,587
Pierce	9	\$51,116,305	185,980
Spokane	7	\$10,532,500	69,057
Kitsap	4	\$4,995,000	15,273
Thurston	5	\$4,707,059	20,343
Whatcom	6	\$10,245,000	36,322
Skagit	1	\$1,450,000	12,390
<b>Totals:</b>	<b>58</b>	<b>\$182,996,870</b>	<b>551,449</b>
<b>Industrial/High Tech Flex</b>			
King	10	\$22,147,500	164,921
Snohomish	2	\$10,950,000	63,680
Pierce	8	\$49,061,399	179,289
Spokane	3	\$17,262,262	36,383
Kitsap	1	\$725,000	4,800
Thurston	2	\$132,979,000	721,298
Whatcom	8	\$4,505,000	26,130
Skagit	2	\$1,775,000	23,934
<b>Notable Sales</b>	Lacey I-5 Logistics Ctr, Lacey: \$132.1m		
<b>Totals:</b>	<b>36</b>	<b>\$239,405,161</b>	<b>1,220,435</b>
<b>Land</b>			
King	8	\$40,833,728	1,528,956
Snohomish	7	\$18,450,580	1,552,914
Pierce	6	\$19,411,800	3,805,402
Spokane	2	\$980,000	158,994
Kitsap	1	\$558,000	82,328
Thurston	1	\$2,800,000	132,858
Whatcom	2	\$1,610,000	76,666
Skagit	0	\$0	0
<b>Totals:</b>	<b>27</b>	<b>\$84,644,108</b>	<b>7,338,118</b>
<b>Multifamily</b>			
King	20	\$308,350,000	722,553
Snohomish	0	\$0	0
Pierce	1	\$3,200,000	10,404
Spokane	6	\$13,000,000	401,415
Kitsap	0	\$0	0
Thurston	2	\$40,400,000	142,834
Whatcom	2	\$3,390,000	10,560
Skagit	0	\$0	0
<b>Totals:</b>	<b>31</b>	<b>\$368,340,000</b>	<b>1,287,766</b>
<b>Notable Sales:</b>	Lakes Apts, Bellevue: \$103m		
<b>Grand Totals:</b>	<b>179</b>	<b>\$946,498,489</b>	<b>10,751,129</b>

Asset Class	June 2024		
	# of Sales	Sales Volume (\$)	Total SF
<b>Office</b>			
King	12	\$31,781,000	103,028
Snohomish	4	\$8,330,750	26,920
Pierce	7	\$8,138,830	37,938
Spokane	6	\$6,895,000	49,608
Kitsap	2	\$1,375,000	4,926
Thurston	1	\$2,250,000	34,300
Whatcom	5	\$6,879,000	56,266
Skagit	3	\$2,300,000	13,400
<b>Totals:</b>	<b>40</b>	<b>\$67,949,580</b>	<b>326,386</b>
<b>Retail</b>			
King	9	\$23,220,000	34,244
Snohomish	5	\$39,251,538	88,145
Pierce	11	\$31,286,200	94,832
Spokane	7	\$14,492,692	163,981
Kitsap	1	\$1,100,000	3,920
Thurston	2	\$1,740,000	16,892
Whatcom	2	\$2,715,000	13,093
Skagit	0	\$0	0
<b>Totals:</b>	<b>37</b>	<b>\$113,805,430</b>	<b>415,107</b>
<b>Industrial/High Tech Flex</b>			
King	8	\$34,794,200	156,331
Snohomish	2	\$2,950,000	4,076
Pierce	6	\$30,738,375	101,442
Spokane	6	\$7,291,508	59,722
Kitsap	0	\$0	0
Thurston	1	\$650,000	5,500
Whatcom	7	\$7,784,957	52,439
Skagit	1	\$550,000	3,000
<b>Notable Sales</b>	Lacey I-5 Logistics Ctr, Lacey: \$132.1m		
<b>Totals:</b>	<b>31</b>	<b>\$84,759,040</b>	<b>382,510</b>
<b>Land</b>			
King	9	\$39,820,000	958,320
Snohomish	4	\$15,029,954	2,570,040
Pierce	8	\$15,973,250	1,568,160
Spokane	2	\$1,790,000	51,301
Kitsap	1	\$380,000	94,090
Thurston	0	\$0	0
Whatcom	3	\$2,755,000	5,447,294
Skagit	2	\$1,590,000	106,138
<b>Totals:</b>	<b>29</b>	<b>\$77,338,204</b>	<b>10,795,343</b>
<b>Multifamily</b>			
King	11	\$313,662,000	952,232
Snohomish	3	\$87,700,000	308,486
Pierce	0	\$0	0
Spokane	6	\$5,940,000	32,443
Kitsap	2	\$5,550,000	21,714
Thurston	0	\$0	0
Whatcom	2	\$2,862,500	11,096
Skagit	0	\$0	0
<b>Totals:</b>	<b>24</b>	<b>\$415,714,500</b>	<b>1,325,971</b>
<b>Notable Sales:</b>	Stack House, Seattle: \$104m Sentral SLU, Seattle: \$92m		
<b>Grand Totals:</b>	<b>161</b>	<b>\$759,566,754</b>	<b>13,245,317</b>

Asset Class	Change (June 2024 vs June 2023)				
	# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
<b>Office</b>					
King	5	71.4%	(\$3,740,537)	-10.5%	(59,546)
Snohomish	0	0.0%	(\$782,250)	-8.6%	(735)
Pierce	0	0.0%	(\$1,818,601)	-18.3%	(8,870)
Spokane	0	0.0%	(\$5,439,326)	-44.1%	(52,572)
Kitsap	0	0.0%	(\$1,745,000)	-55.9%	(6,334)
Thurston	1	N/A	\$2,250,000	N/A	34,300
Whatcom	5	N/A	\$6,879,000	N/A	56,266
Skagit	2	200.0%	\$1,233,944	115.7%	10,516
<b>Totals:</b>	<b>13</b>	<b>48.1%</b>	<b>(\$3,162,770)</b>	<b>-4.4%</b>	<b>(26,975)</b>
<b>Retail</b>					
King	-4	-30.8%	(\$31,670,686)	-57.7%	(57,253)
Snohomish	-8	-61.5%	(\$5,808,782)	-12.9%	(32,442)
Pierce	2	22.2%	(\$19,830,105)	-38.8%	(91,148)
Spokane	0	0.0%	\$3,960,192	37.6%	94,924
Kitsap	-3	-75.0%	(\$3,895,000)	-78.0%	(11,353)
Thurston	-3	-60.0%	(\$2,967,059)	-63.0%	(3,451)
Whatcom	-4	-66.7%	(\$7,530,000)	-73.5%	(23,229)
Skagit	-1	-100.0%	(\$1,450,000)	-100.0%	(12,390)
<b>Totals:</b>	<b>-21</b>	<b>-36.2%</b>	<b>(\$69,191,440)</b>	<b>-37.8%</b>	<b>(136,342)</b>
<b>Industrial/High Tech Flex</b>					
King	-2	-20.0%	\$12,646,700	57.1%	(8,590)
Snohomish	0	0.0%	(\$8,000,000)	-73.1%	(59,604)
Pierce	-2	-25.0%	(\$18,323,024)	-37.3%	(77,847)
Spokane	3	100.0%	(\$9,970,754)	-57.8%	23,339
Kitsap	-1	-100.0%	(\$725,000)	-100.0%	(4,800)
Thurston	-1	-50.0%	(\$132,329,000)	-99.5%	(715,798)
Whatcom	-1	-12.5%	\$3,279,957	72.8%	26,309
Skagit	-1	-50.0%	(\$1,225,000)	-69.0%	(20,934)
<b>Totals:</b>	<b>-5</b>	<b>-13.9%</b>	<b>(\$154,646,121)</b>	<b>-64.6%</b>	<b>(837,925)</b>
<b>Land</b>					
King	1	12.5%	(\$1,013,728)	-2.5%	(570,636)
Snohomish	-3	-42.9%	(\$3,420,626)	-18.5%	1,017,126
Pierce	2	33.3%	(\$3,438,550)	-17.7%	(2,237,242)
Spokane	0	0.0%	\$810,000	0.0%	(107,693)
Kitsap	0	0.0%	(\$178,000)	-31.9%	11,762
Thurston	-1	-100.0%	(\$2,800,000)	-100.0%	(132,858)
Whatcom	1	50.0%	\$1,145,000	71.1%	5,370,628
Skagit	2	N/A	\$1,590,000	N/A	106,138
<b>Totals:</b>	<b>2</b>	<b>7.4%</b>	<b>(\$7,305,904)</b>	<b>-8.6%</b>	<b>3,457,225</b>
<b>Multifamily</b>					
King	-9	-45.0%	\$5,312,000	1.7%	229,679
Snohomish	3	N/A	\$87,700,000	N/A	308,486
Pierce	-1	-100.0%	(\$3,200,000)	-100.0%	(10,404)
Spokane	0	0.0%	(\$7,060,000)	-54.3%	(368,972)
Kitsap	2	N/A	\$5,550,000	N/A	21,714
Thurston	-2	-100.0%	(\$40,400,000)	-100.0%	(142,834)
Whatcom	0	0.0%	(\$527,500)	-15.6%	536
Skagit	0	0.0%	\$0	0.0%	0
<b>Totals:</b>	<b>-7</b>	<b>-22.6%</b>	<b>\$47,374,500</b>	<b>12.9%</b>	<b>38,205</b>
<b>Grand Totals:</b>	<b>-18</b>	<b>-10.1%</b>	<b>(\$186,931,735)</b>	<b>-19.7%</b>	<b>2,494,188</b>

County	# of Sales	Sales Volume (\$)	Total SF
King	58	\$461,743,451	2,670,501
Snohomish	26	\$83,573,900	1,764,836
Pierce	31	\$132,746,935	4,227,883
Spokane	24	\$54,109,088	768,029
Kitsap	8	\$9,398,000	113,661
Thurston	10	\$180,886,059	1,017,333
Whatcom	18	\$19,750,000	149,678
Skagit	4	\$4,291,056	39,208
<b>Grand Totals</b>	<b>179</b>	<b>\$946,498,489</b>	<b>10,751,129</b>

County	# of Sales	Sales Volume (\$)	Total SF
King	49	\$443,277,200	2,204,155
Snohomish	18	\$153,262,242	2,997,667
Pierce	32	\$86,136,655	1,802,372
Spokane	27	\$36,409,200	357,055
Kitsap	6	\$8,405,000	124,650
Thurston	4	\$4,640,000	56,692
Whatcom	19	\$22,996,457	5,580,188
Skagit	6	\$4,440,000	122,538
<b>Grand Totals</b>	<b>161</b>	<b>\$759,566,754</b>	<b>13,245,317</b>

County	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
King	-9	-15.5%	(\$18,466,251)	-4.0%	(466,346)
Snohomish	-8	-30.8%	\$69,688,342	83.4%	1,232,831
Pierce	1	3.2%	(\$46,610,280)	-35.1%	(2,425,511)
Spokane	3	12.5%	(\$17,699,888)	-32.7%	(410,974)
Kitsap	-2	-25.0%	(\$993,000)	-10.6%	10,989
Thurston	-6	-60.0%	(\$176,246,059)	-97.4%	(960,641)
Whatcom	1	5.6%	\$3,246,457	16.4%	5,430,510
Skagit	2	50.0%	\$148,944	3.5%	83,330
<b>Grand Totals</b>	<b>-18</b>	<b>-10.1%</b>	<b>(\$186,931,735)</b>	<b>-19.7%</b>	<b>2,494,188</b>