

**CBA Researched CMA Sales
Summary
3rd 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
	1st Qtr Totals	451	\$1,695,142,020	23,076,718
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
	2nd Qtr Totals	472	\$1,837,246,274	27,556,232
3rd Qtr	July	130	\$467,121,655	5,997,035
	August	131	\$580,582,308	13,326,368
	September	137	\$651,259,948	8,797,019
	3rd Qtr Totals	398	\$1,698,963,911	28,120,422
YTD Totals		1321	\$5,231,352,205	78,753,372

		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		
373	\$1,391,766,439	20,496,588		
143	\$520,433,819	5,585,323		
173	\$1,151,075,805	8,355,767		
161	\$759,566,754	13,245,317		
477	\$2,431,076,378	27,186,407		
192	\$932,146,663	17,223,578		
176	\$1,018,128,126	9,049,792		
134	\$812,784,952	4,981,185		
502	\$2,763,059,741	31,254,555		
1352	\$6,585,902,558	78,937,550		

		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)	
-78	-17.3%	(\$303,375,581)	-17.9%	(2,580,130)	
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	
5	1.1%	\$593,830,104	32.3%	(369,825)	
62	47.7%	\$465,025,008	99.6%	11,226,543	
45	34.4%	\$437,545,818	75.4%	(4,276,576)	
-3	-2.2%	\$161,525,004	24.8%	(3,815,834)	
104	26.1%	\$1,064,095,830	62.6%	3,134,133	
31	2.3%	\$1,354,550,353	25.9%	184,178	

		2023		
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
1st Qtr Totals	451	\$1,695,142,020	23,076,718	
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
2nd Qtr Totals	472	\$1,837,246,274	27,556,232	
3rd Qtr	King	142	\$841,716,841	7,679,444
	Snohomish	70	\$314,784,285	9,171,827
	Pierce	50	\$207,058,740	1,530,521
	Spokane	62	\$142,853,070	2,006,293
	Kitsap	13	\$70,310,502	6,807,513
	Thurston	23	\$42,642,317	205,912
	Whatcom	20	\$56,935,156	366,276
	Skagit	18	\$22,663,000	352,636
3rd Qtr Totals	398	\$1,698,963,911	28,120,422	
YTD Totals		1321	\$5,231,352,205	78,753,372

		2024		
# 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		
373	\$1,391,766,439	20,496,588		
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		
477	\$2,431,076,378	27,186,407		
159	\$1,691,162,364	8,135,276		
79	\$415,747,966	10,122,582		
92	\$255,220,829	4,396,600		
54	\$84,401,406	681,962		
19	\$45,983,400	524,802		
34	\$145,014,731	1,178,117		
41	\$61,331,145	5,097,860		
24	\$64,197,900	1,117,596		
502	\$2,763,059,741	31,254,555		
1352	\$6,585,902,558	78,937,550		

		2024 vs 2023 Change			
# 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)	
-78	-17.3%	(\$303,375,581)	-17.9%	(2,580,130)	
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	
5	1.1%	\$593,830,104	32.3%	(369,825)	
17	12.0%	\$849,445,523	100.9%	455,832	
9	12.9%	\$100,963,681	32.1%	950,755	
42	84.0%	\$48,162,089	23.3%	2,865,839	
-8	-12.9%	(\$58,451,664)	-40.9%	(1,324,331)	
6	46.2%	(\$24,327,102)	-34.6%	(6,282,711)	
11	47.8%	\$102,372,414	240.1%	972,205	
21	105.0%	\$4,395,989	7.7%	4,731,584	
6	33.3%	\$41,534,900	183.3%	764,960	
104	26.1%	\$1,064,095,830	62.6%	3,134,133	
31	2.3%	\$1,354,550,353	25.9%	184,178	

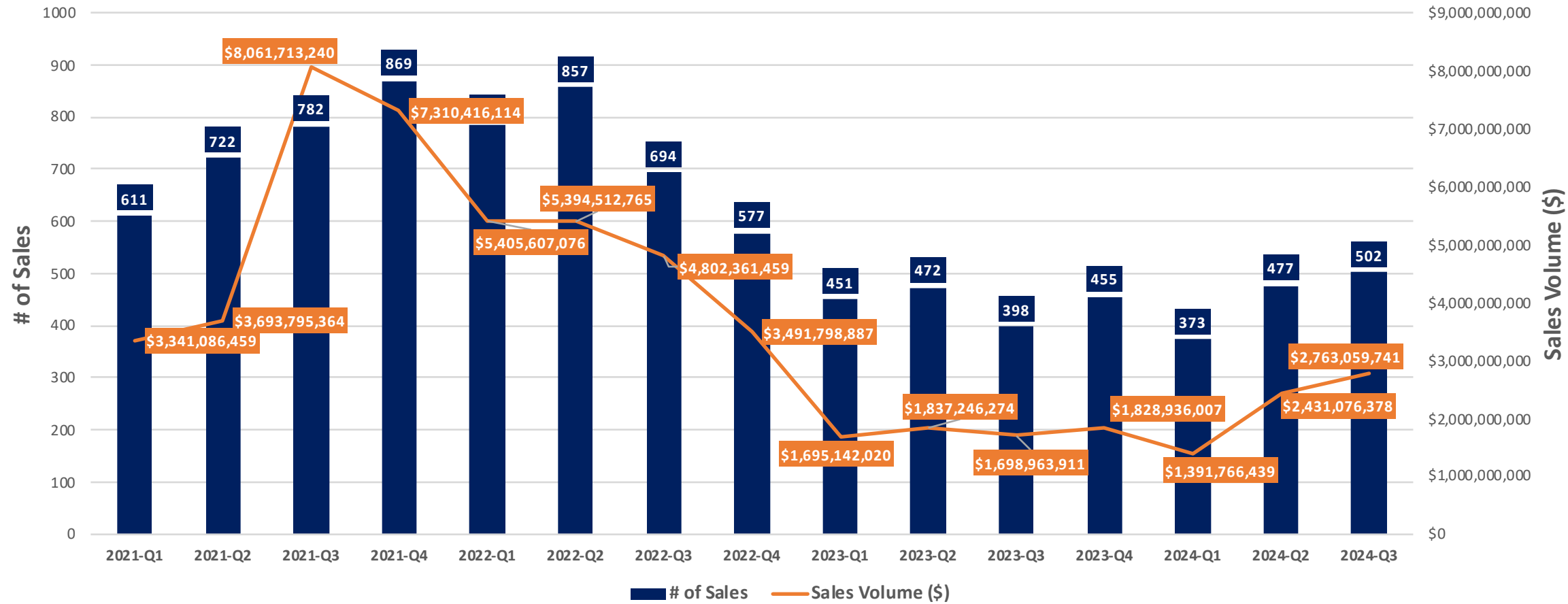
		2023		
Totals by Asset Class		# of Sales	Sales Volume (\$)	Total SF
1st Qtr	Office	98	\$345,838,028	1,347,347
	Retail	141	\$290,140,547	1,101,336
	Industrial/Flex	79	\$309,080,086	1,498,567
	Land	79	\$228,717,876	17,835,643
	Multifamily	54	\$521,365,483	1,293,825
1st Qtr Totals	451	\$1,695,142,020	23,076,718	
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
2nd Qtr Totals	472	\$1,837,246,274	27,556,232	
3rd Qtr	Office	82	\$217,941,786	1,030,893
	Retail	116	\$271,324,698	1,023,126
	Industrial/Flex	74	\$231,232,041	1,283,483
	Land	61	\$279,509,952	22,206,086
	Multifamily	65	\$698,955,434	2,576,834
3rd Qtr Totals	398	\$1,698,963,911	28,120,422	
YTD Totals		1321	\$5,231,352,205	78,753,372

		2024		
# 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		
373	\$1,391,766,439	20,496,588		
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		
477	\$2,431,076,378	27,186,407		
104	\$423,652,466	1,453,881		
156	\$495,882,116	1,775,175		
91	\$538,821,003	2,971,602		
78	\$265,812,042	21,465,193		
73	\$1,038,892,114	3,588,704		
502	\$2,763,059,741	31,254,555		
1352	\$6,585,902,558	78,937,550		

		2024 vs 2023 Change			
# 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	
-78	-17.3%	(\$303,375,581)	-17.9%	(2,580,130)	
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	
5	1.1%	\$593,830,104	32.3%	(369,825)	
22	26.8%	\$205,710,680	94.4%	422,988	
40	34.5%	\$224,557,418	82.8%	752,049	
17	23.0%	\$307,588,962	133.0%	1,688,119	
17	27.9%	-\$13,697,910	-4.9%	(740,893)	
8	12.3%	\$339,936,680	48.6%	1,011,870	
104	26.1%	\$1,064,095,830	62.6%	3,134,133	
31	2.3%	\$1,354,550,353	25.9%	184,178	

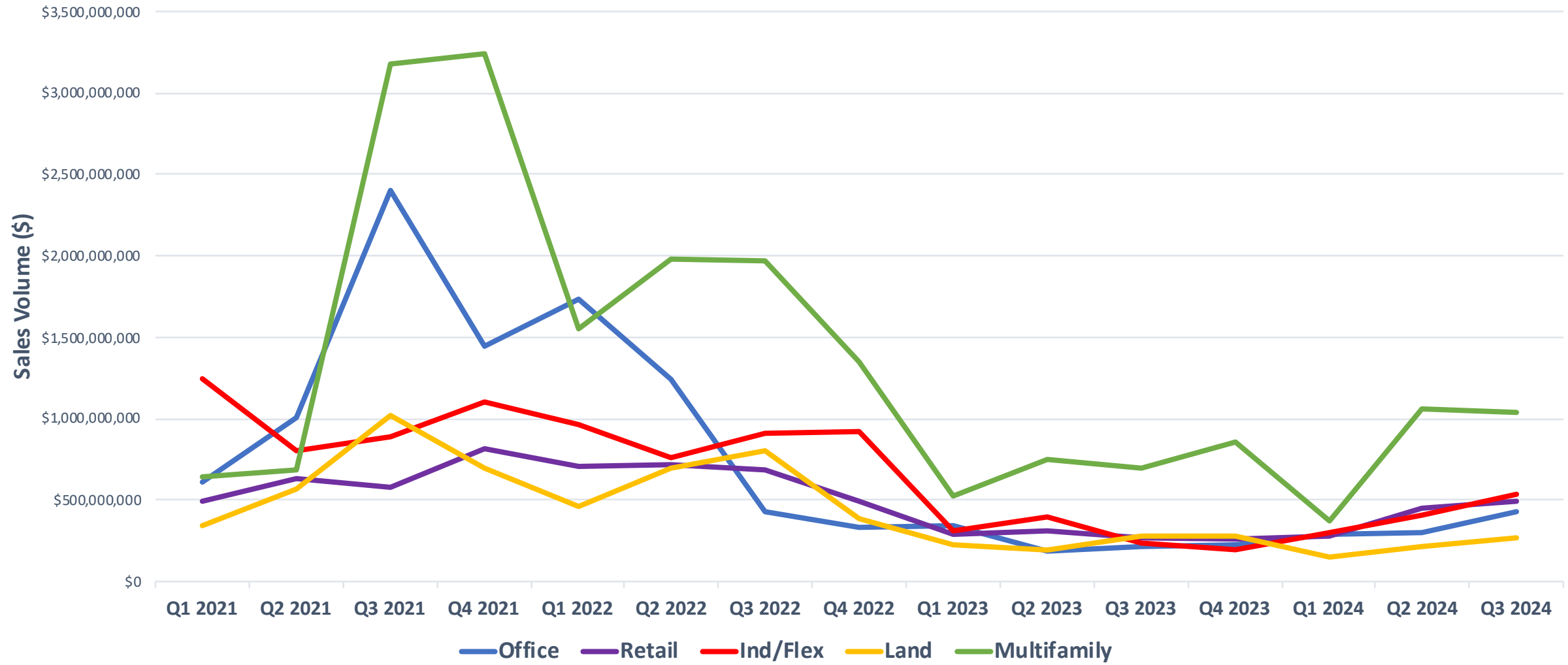


Total Sales Velocity & Volume (\$) All Researched Counties Last 15 Quarters (2021-2024)



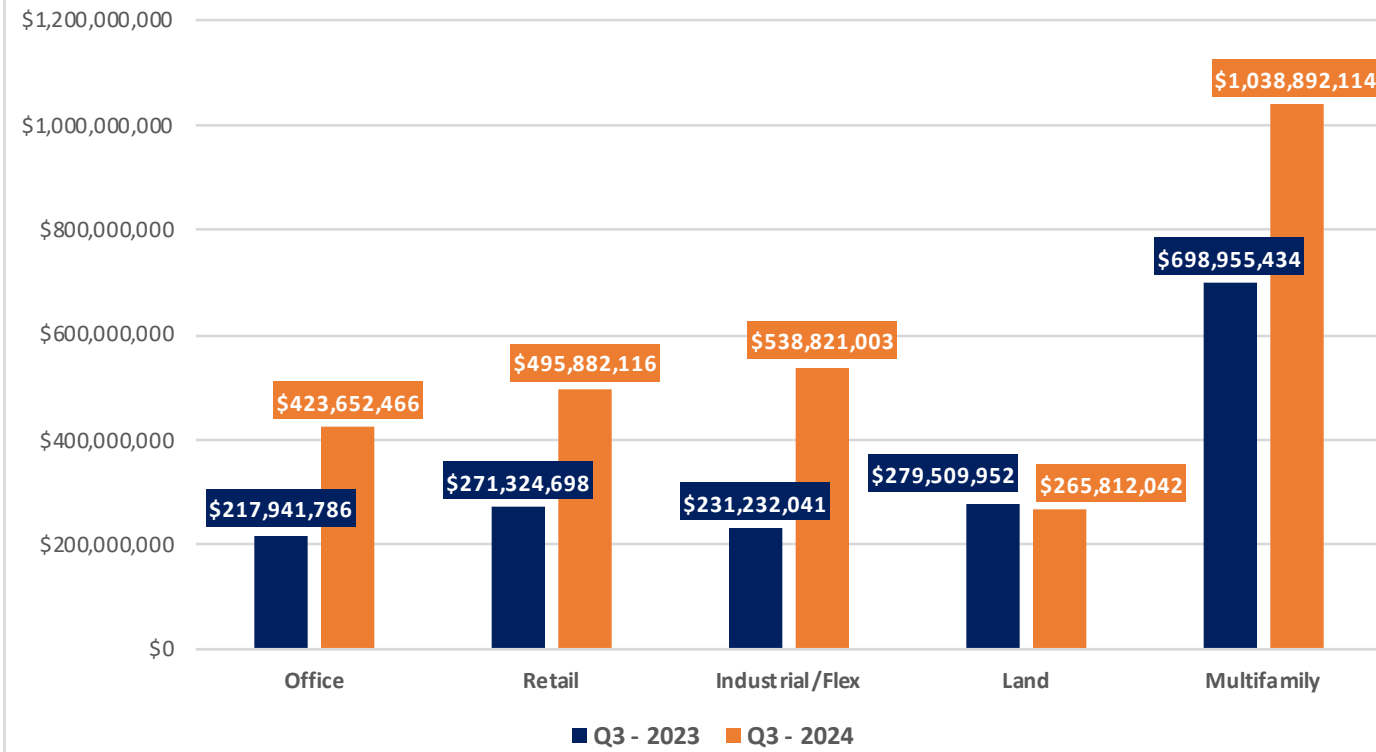


Sales Volume (\$) Asset Class by Quarter 2021-Present

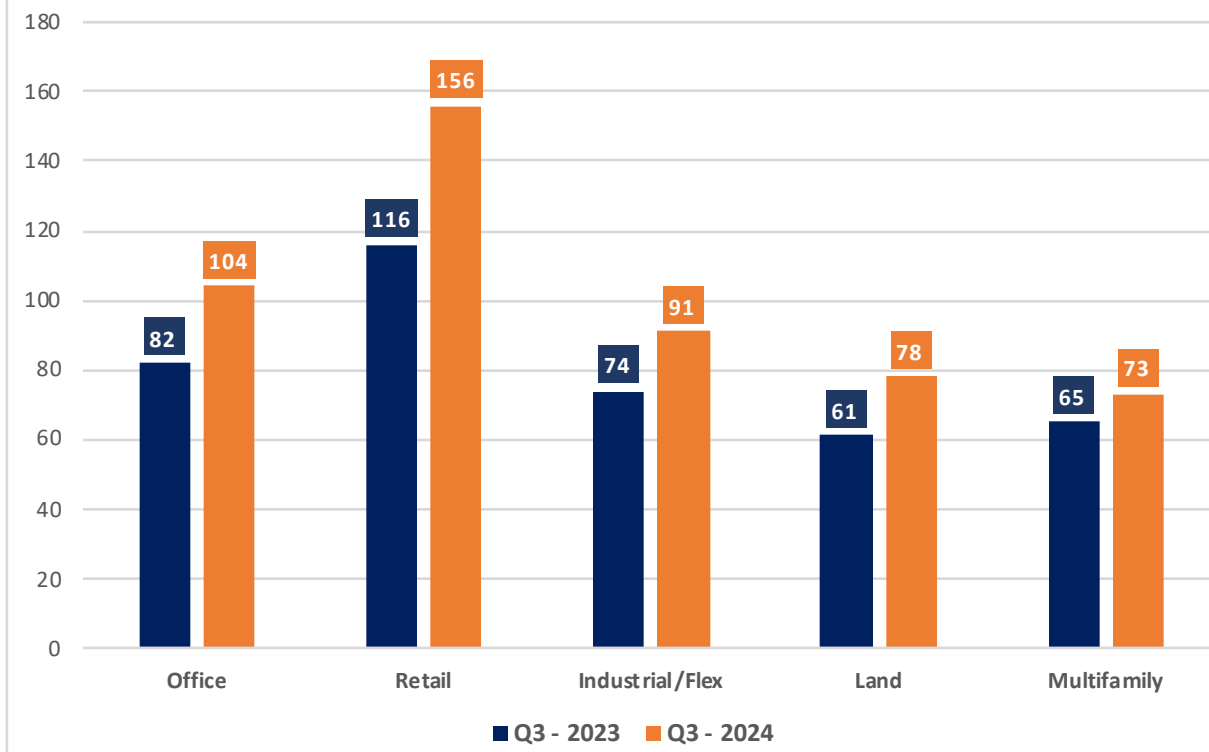




Sales Volume (\$) by Asset Class
3rd Quarter (2023 vs 2024)

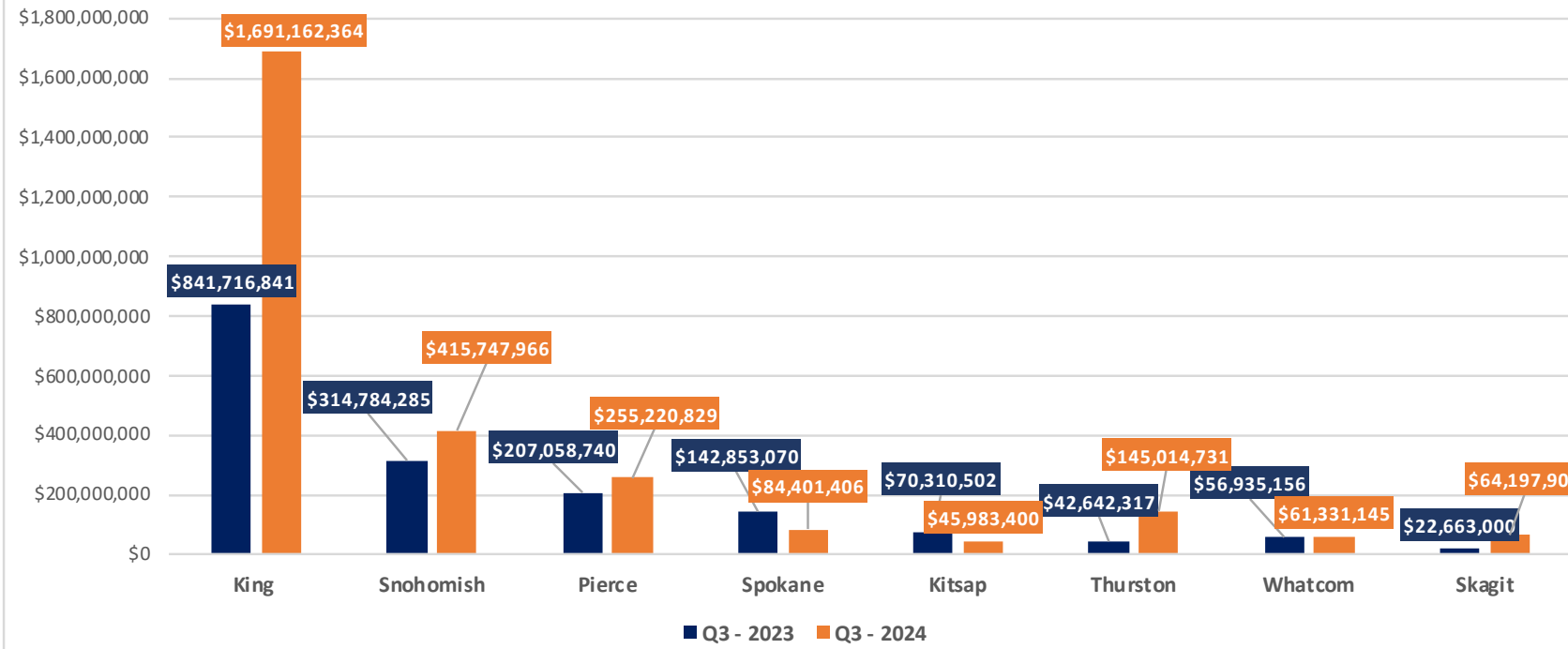


Sales Velocity by Asset Class
3rd Quarter (2023 vs 2024)

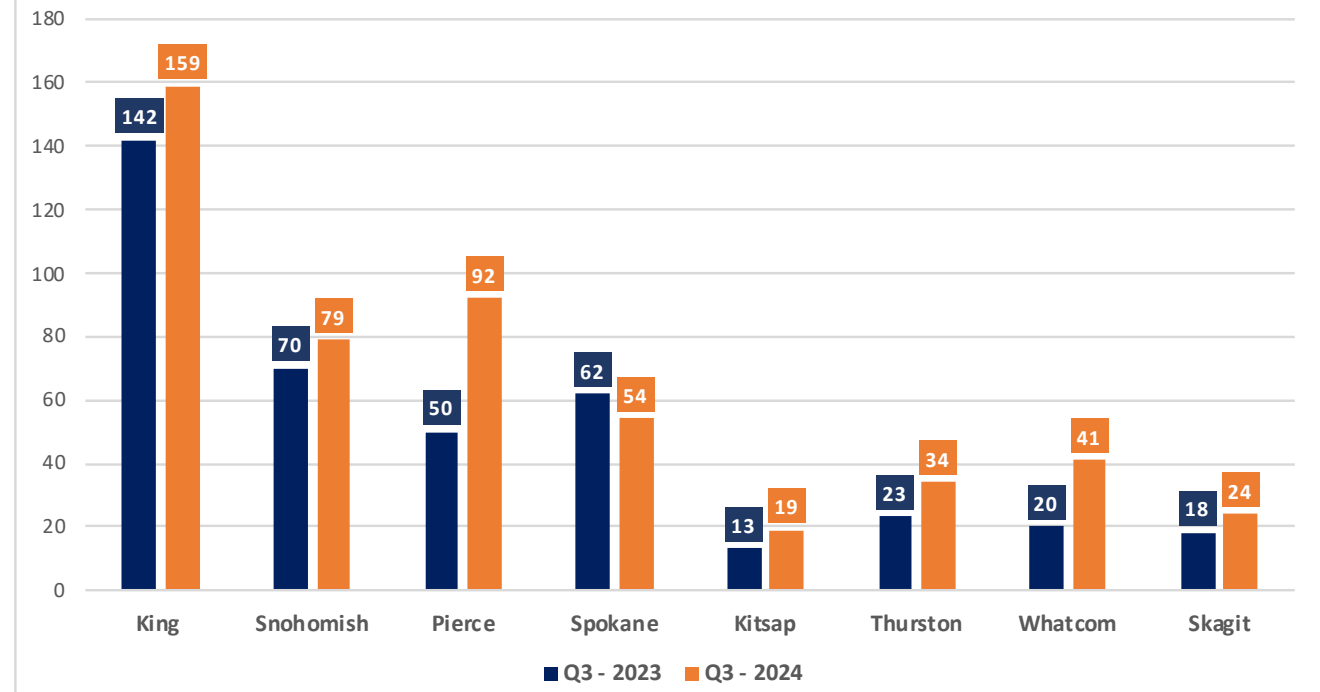




Sales Volume (\$) by County
3rd Quarter (2023 vs 2024)



Sales Velocity by County
3rd 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
Office			
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
Totals:	36	\$95,094,999	350,563
Notable Sales: Bellwether Gate, Bellingham: \$30m			
Retail			
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
Totals:	48	\$106,011,713	423,426
Industrial/High Tech Flex			
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
Totals:	38	\$130,009,642	491,241
Land			
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
Totals:	35	\$121,558,550	8,997,319
Multifamily			
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
Totals:	20	\$162,133,808	522,127
Grand Totals:	177	\$614,808,712	10,784,676

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

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

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
Grand Totals	177	\$614,808,712	10,784,676

# of Sales	Sales Volume (\$)	Total SF
45	\$324,455,872	6,010,917
17	\$73,782,680	2,464,805
20	\$31,820,250	885,669
17	\$24,109,501	175,762
4	\$4,430,000	58,012
9	\$19,073,000	57,985
10	\$6,114,982	1,420,147
2	\$1,937,000	5,091
124	\$485,723,285	11,078,388

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



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
Office			
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
Totals:	20	\$66,471,300	346,752
Retail			
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
Totals:	41	\$87,843,549	268,862
Notable Sales: Toyota of Bellingham, Bellingham: \$28.5m			
Industrial/High Tech Flex			
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
Totals:	14	\$43,893,000	242,987
Land			
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
Totals:	19	\$28,252,127	4,398,689
Multifamily			
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
Totals:	18	\$169,447,675	330,667
Notable Sales: Modera Broadway, Seattle: \$105m			
Grand Totals:	112	\$395,907,651	5,587,957

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
38	\$106,704,761	428,036
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
34	\$78,889,048	226,307
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
16	\$55,941,500	286,444
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
23	\$49,826,799	5,627,181
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
24	\$193,542,500	621,176
135	\$484,904,608	7,189,144

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)
18	90.0%	\$40,233,461	60.5%	81,284
-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
23	20.5%	\$88,996,957	22.5%	1,601,187

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
Grand Totals	112	\$395,907,651	5,587,957

# 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
135	\$484,904,608	7,189,144

# 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
23	20.5%	\$88,996,957	22.5%	1,601,187



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
Office			
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
Totals:	42	\$184,271,729	650,032
Retail			
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
Totals:	52	\$96,285,285	409,048
Industrial/High Tech Flex			
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
Totals:	27	\$135,177,444	764,339
Land			
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
Totals:	25	\$78,907,199	4,439,635
Multifamily			
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
Totals:	16	\$189,784,000	441,031
Grand Totals:	162	\$684,425,657	6,704,085

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

Change (Mar 2024 vs Mar 2023)				
Asset Class	# of Sales	%Chg	Sales Volume (\$)	Total SF
Office				
King	-4	-36.4%	\$83,824,600	313.2%
Snohomish	-4	-57.1%	(\$18,936,020)	-82.2%
Pierce	-5	-71.4%	(\$8,000,000)	-64.8%
Spokane	-5	-55.6%	(\$86,608,187)	-94.4%
Kitsap	2	N/A	\$905,000	N/A
Thurston	0	0.0%	\$15,777,528	916.0%
Whatcom	-3	-100.0%	(\$27,290,000)	-100.0%
Skagit	-2	-66.7%	(\$128,000)	-9.3%
Totals:	-21	-50.0%	(\$40,455,079)	-22.0%
Retail				
King	-7	-46.7%	(\$12,920,020)	-35.5%
Snohomish	2	33.3%	\$22,195,000	176.8%
Pierce	-6	-60.0%	(\$10,253,000)	-67.6%
Spokane	-2	-25.0%	\$5,441,256	57.6%
Kitsap	-3	-75.0%	(\$10,575,526)	-96.4%
Thurston	1	33.3%	\$3,831,596	73.0%
Whatcom	-2	-40.0%	(\$3,480,125)	-57.2%
Skagit	-1	-100.0%	(\$365,000)	-100.0%
Totals:	-18	-34.6%	(\$6,125,819)	-6.4%
Industrial/High Tech Flex				
King	0	0.0%	(\$33,774,200)	-45.5%
Snohomish	-4	-66.7%	(\$32,274,500)	-86.5%
Pierce	1	100.0%	(\$3,590,000)	-55.2%
Spokane	-2	-50.0%	(\$5,328,500)	-74.0%
Kitsap	0	0.0%	(\$1,450,000)	-78.4%
Thurston	-1	-50.0%	\$8,280,056	627.3%
Whatcom	2	40.0%	\$5,413,300	225.1%
Skagit	-3	-100.0%	(\$4,353,000)	-100.0%
Totals:	-7	-25.9%	(\$67,076,844)	-49.6%
Land				
King	4	44.4%	(\$28,354,199)	-49.0%
Snohomish	-1	-16.7%	(\$1,022,083)	-9.1%
Pierce	0	0.0%	(\$460,000)	-19.5%
Spokane	0	0.0%	\$0	0.0%
Kitsap	-1	-100.0%	(\$310,000)	-100.0%
Thurston	0	0.0%	\$0	0.0%
Whatcom	-5	-100.0%	(\$6,170,000)	-100.0%
Skagit	-1	-100.0%	(\$1,000,000)	-100.0%
Totals:	-4	-16.0%	(\$37,316,282)	-47.3%
Multifamily				
King	-3	-33.3%	(\$85,491,735)	-62.4%
Snohomish	0	0.0%	(\$32,116,000)	-86.7%
Pierce	0	0.0%	(\$3,030,000)	-45.6%
Spokane	4	200.0%	\$1,438,250	20.4%
Kitsap	2	N/A	\$2,975,000	N/A
Thurston	0	0.0%	\$5,136,398	694.1%
Whatcom	-1	-100.0%	(\$1,225,000)	-100.0%
Skagit	0	0.0%	\$0	0.0%
Totals:	2	12.5%	(\$112,313,087)	-59.2%
Grand Totals:	-48	-29.6%	(\$263,287,111)	-38.5%

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
Grand Totals	162	\$684,425,657	6,704,085

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	39	\$255,673,665	1,005,557
Snohomish	20	\$58,987,917	367,498
Pierce	12	\$17,704,500	467,580
Spokane	18	\$30,364,300	163,354
Kitsap	6	\$4,679,474	21,683
Thurston	8	\$42,054,398	118,184
Whatcom	10	\$10,424,292	84,591
Skagit	1	\$1,250,000	609
Grand Totals	114	\$421,138,546	2,229,056

County Totals:	# of Sales	% Chg	Sales Volume (\$)	Total SF
King	-10	-20.4%	(\$76,715,554)	-23.1%
Snohomish	-7	-25.9%	(\$62,153,603)	-51.3%
Pierce	-10	-45.5%	(\$25,333,000)	-58.9%
Spokane	-5	-21.7%	(\$85,057,181)	-73.7%
Kitsap	0	0.0%	(\$8,455,526)	-64.4%
Thurston	0	0.0%	\$33,025,578	365.8%
Whatcom	-9	-47.4%	(\$32,751,825)	-75.9%
Skagit	-7	-87.5%	(\$5,846,000)	-82.4%
Grand Totals:	-48	-29.6%	(\$263,287,111)	-38.5%



**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
Office			
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
Totals:	24	\$39,435,000	169,676
Retail			
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
Totals:	35	\$41,280,300	135,713
Industrial/High Tech Flex			
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
Totals:	29	\$86,054,728	926,658
Land			
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
Totals:	23	\$46,032,114	3,380,255
Multifamily			
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
Totals:	19	\$139,895,950	510,706
Grand Totals:	130	\$352,698,092	5,123,008

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
30	\$89,040,500	297,242
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
50	\$99,891,000	314,581
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
21	\$106,057,589	541,068
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
21	\$93,427,230	3,996,415
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
21	\$132,017,500	436,017
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
Grand Totals	130	\$352,698,092	5,123,008

# 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
143	\$520,433,819	5,585,323

# 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
Office			
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
Totals:	29	\$75,707,916	284,357
Retail			
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
Totals:	53	\$81,869,300	316,188
Industrial/High Tech Flex			
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
Totals:	25	\$75,716,250	600,051
Land			
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
Totals:	32	\$58,640,227	9,672,935
Multifamily			
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
Totals:	24	\$246,116,000	808,564
Notable Sales:			
Grand Totals:	163	\$538,049,693	11,682,095

Asset Class	May 2024		
	# of Sales	Sales Volume (\$)	Total SF
Office			
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
Totals:	31	\$144,197,500	897,736
Retail			
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
Totals:	56	\$232,221,390	969,174
Industrial/High Tech Flex			
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
Totals:	33	\$215,691,500	1,429,967
Land			
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
Totals:	20	\$48,350,615	3,846,348
Multifamily			
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
Totals:	33	\$510,614,800	1,212,542
Notable Sales:			
Grand Totals:	173	\$1,151,075,805	8,355,767

Asset Class	Change (May 2024 vs May 2023)				
	# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
Office					
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)
Totals:	2	6.9%	\$68,489,584	90.5%	613,379
Retail					
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)
Totals:	3	5.7%	\$150,352,090	183.6%	652,986
Industrial/High Tech Flex					
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)
Totals:	8	32.0%	\$139,975,250	184.9%	829,916
Land					
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%	-
Totals:	-12	-37.5%	(\$10,289,612)	-17.5%	(5,826,587)
Multifamily					
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
Totals:	9	37.5%	\$264,498,800	107.5%	403,978
Notable Sales:					
Grand Totals:	10	6.1%	\$613,026,112	113.9%	(3,326,328)

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
Grand Totals	163	\$538,049,693	11,682,095

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
Grand Totals	173	\$1,151,075,805	8,355,767

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)
Grand Totals	10	6.1%	\$613,026,112	113.9%	(3,326,328)



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
Office			
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
Totals:	27	\$71,112,350	353,361
Retail			
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
Totals:	58	\$182,996,870	551,449
Industrial/High Tech Flex			
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
Notable Sales	Lacey I-5 Logistics Ctr, Lacey: \$132.1m		
Totals:	36	\$239,405,161	1,220,435
Land			
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
Totals:	27	\$84,644,108	7,338,118
Multifamily			
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
Totals:	31	\$368,340,000	1,287,766
Notable Sales:	Lakes Apts, Bellevue: \$103m		
Grand Totals:	179	\$946,498,489	10,751,129

Asset Class	June 2024		
	# of Sales	Sales Volume (\$)	Total SF
Office			
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
Totals:	40	\$67,949,580	326,386
Retail			
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
Totals:	37	\$113,805,430	415,107
Industrial/High Tech Flex			
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
Notable Sales	Lacey I-5 Logistics Ctr, Lacey: \$132.1m		
Totals:	31	\$84,759,040	382,510
Land			
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
Totals:	29	\$77,338,204	10,795,343
Multifamily			
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
Totals:	24	\$415,714,500	1,325,971
Notable Sales:	Stack House, Seattle: \$104m Sentral SLU, Seattle: \$92m		
Grand Totals:	161	\$759,566,754	13,245,317

Asset Class	Change (June 2024 vs June 2023)				
	# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
Office					
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
Totals:	13	48.1%	(\$3,162,770)	-4.4%	(26,975)
Retail					
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)
Totals:	-21	-36.2%	(\$69,191,440)	-37.8%	(136,342)
Industrial/High Tech Flex					
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)
Totals:	-5	-13.9%	(\$154,646,121)	-64.6%	(837,925)
Land					
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
Totals:	2	7.4%	(\$7,305,904)	-8.6%	3,457,225
Multifamily					
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
Totals:	-7	-22.6%	\$47,374,500	12.9%	38,205
Grand Totals:	-18	-10.1%	(\$186,931,735)	-19.7%	2,494,188

County Totals:	# 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
Grand Totals	179	\$946,498,489	10,751,129

County Totals:	# 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
Grand Totals	161	\$759,566,754	13,245,317

County Totals:	# 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
Grand Totals	-18	-10.1%	(\$186,931,735)	-19.7%	2,494,188



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

Asset Class	July 2023		
	# of Sales	Sales Volume (\$)	Total SF
Office			
King	12	\$47,855,000	138,442
Snohomish	7	\$6,494,000	37,878
Pierce	1	\$1,390,700	6,832
Spokane	4	\$3,670,000	70,474
Kitsap	1	\$1,050,000	2,810
Thurston	6	\$5,663,944	39,795
Whatcom	1	\$250,000	4,000
Skagit	0	\$0	0
Totals:	32	\$66,373,644	300,231
Retail			
King	12	\$39,465,900	110,485
Snohomish	6	\$27,047,049	66,311
Pierce	7	\$10,660,000	78,976
Spokane	10	\$33,837,507	235,757
Kitsap	2	\$3,290,000	12,354
Thurston	4	\$11,548,373	31,453
Whatcom	2	\$1,950,000	14,100
Skagit	2	\$1,300,000	6,544
Totals:	45	\$129,098,829	555,980
Industrial/High Tech Flex			
King	5	\$16,900,000	87,124
Snohomish	4	\$11,905,000	41,144
Pierce	1	\$265,000	1,968
Spokane	5	\$4,910,000	38,796
Kitsap	1	\$680,000	7,080
Thurston	1	\$1,280,000	8,560
Whatcom	2	\$4,485,000	16,854
Skagit	2	\$1,668,000	19,335
Totals:	21	\$42,093,000	220,861
Notable Sales:			
Land			
King	7	\$55,522,141	3,356,298
Snohomish	3	\$13,060,000	438,214
Pierce	4	\$11,614,040	369,824
Spokane	1	\$1,100,000	150,718
Kitsap	0	\$0	0
Thurston	0	\$0	0
Whatcom	0	\$0	0
Skagit	0	\$0	0
Totals:	15	\$81,296,181	4,315,054
Multifamily			
King	12	\$95,043,499	340,621
Snohomish	0	\$0	0
Pierce	0	\$0	0
Spokane	3	\$26,330,000	137,248
Kitsap	2	\$26,886,502	127,040
Thurston	0	\$0	0
Whatcom	0	\$0	0
Skagit	0	\$0	0
Totals:	17	\$148,260,001	604,909
Notable Sales:			
Grand Totals:	130	\$467,121,655	5,997,035

Asset Class	July 2024		
	# of Sales	Sales Volume (\$)	Total SF
Office			
King	12	\$61,627,666	438,452
Snohomish	4	\$5,575,000	20,257
Pierce	6	\$5,247,500	43,138
Spokane	5	\$9,174,999	93,677
Kitsap	1	\$725,000	5,982
Thurston	4	\$2,007,000	14,457
Whatcom	7	\$14,359,445	108,691
Skagit	2	\$1,182,000	4,214
Totals:	41	\$99,898,610	728,868
Retail			
King	7	\$62,788,888	136,682
Snohomish	12	\$24,115,000	91,639
Pierce	18	\$27,882,840	81,300
Spokane	4	\$4,240,000	20,540
Kitsap	3	\$9,382,000	52,916
Thurston	5	\$8,275,000	23,458
Whatcom	2	\$3,286,000	19,568
Skagit	2	\$912,000	2,956
Totals:	53	\$140,881,728	429,059
Industrial/High Tech Flex			
King	7	\$108,432,500	509,706
Snohomish	5	\$29,084,000	152,937
Pierce	4	\$19,295,000	115,798
Spokane	3	\$5,165,000	43,561
Kitsap	3	\$1,700,000	18,868
Thurston	3	\$10,225,000	119,086
Whatcom	9	\$19,642,500	114,232
Skagit	2	\$2,900,000	7,008
Totals:	36	\$196,444,000	1,081,196
Notable Sales:			
Land			
King	18	\$79,327,890	2,516,080
Snohomish	8	\$30,585,636	4,786,808
Pierce	5	\$9,321,185	1,067,655
Spokane	2	\$1,235,000	153,549
Kitsap	1	\$285,000	264,845
Thurston	0	\$0	0
Whatcom	3	\$3,725,000	4,742,456
Skagit	2	\$3,100,000	308,538
Totals:	39	\$127,579,711	13,839,931
Multifamily			
King	13	\$250,362,614	656,827
Snohomish	4	\$49,045,000	207,532
Pierce	2	\$23,650,000	82,966
Spokane	2	\$1,345,000	22,412
Kitsap	0	\$0	0
Thurston	1	\$40,860,000	164,863
Whatcom	0	\$0	0
Skagit	1	\$2,080,000	9,924
Totals:	23	\$367,342,614	1,144,524
Notable Sales:			
Land			
Auburn Park 167 - Bldgs A&B, Auburn: \$83.1m			
Multifamily			
Skyglass Tower, Seattle: \$173.8m			
Meadowscape Apts, Olympia: \$40.9m			
Grand Totals:	192	\$932,146,663	17,223,578

Asset Class	Change (July 2024 vs July 2023)				
	# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
Office					
King	0	0.0%	\$13,772,666	28.8%	300,010
Snohomish	-3	-42.9%	(\$919,000)	-14.2%	(17,621)
Pierce	5	500.0%	\$3,856,800	277.3%	36,306
Spokane	1	25.0%	\$5,504,999	150.0%	23,203
Kitsap	0	0.0%	(\$325,000)	-31.0%	3,172
Thurston	-2	-33.3%	(\$3,656,944)	-64.6%	(25,338)
Whatcom	6	600.0%	\$14,109,445	5643.8%	104,691
Skagit	2	N/A	\$1,182,000	N/A	4,214
Totals:	9	28.1%	\$33,524,966	50.5%	428,637
Retail					
King	-5	-41.7%	\$23,322,988	59.1%	26,197
Snohomish	6	100.0%	(\$2,932,049)	-10.8%	25,328
Pierce	11	157.1%	\$17,222,840	161.6%	2,324
Spokane	-6	-60.0%	(\$29,597,507)	-87.5%	(215,217)
Kitsap	1	50.0%	\$6,092,000	185.2%	40,562
Thurston	1	25.0%	(\$3,273,373)	-28.3%	(7,995)
Whatcom	0	0.0%	\$1,336,000	68.5%	5,468
Skagit	0	0.0%	(\$388,000)	-29.8%	(3,588)
Totals:	8	17.8%	\$11,782,899	9.1%	(126,921)
Industrial/High Tech Flex					
King	2	40.0%	\$91,532,500	541.6%	422,582
Snohomish	1	25.0%	\$17,179,000	144.3%	111,793
Pierce	3	300.0%	\$19,030,000	7181.1%	113,830
Spokane	-2	-40.0%	\$255,000	5.2%	4,765
Kitsap	2	200.0%	\$1,020,000	150.0%	11,788
Thurston	2	200.0%	\$8,945,000	698.8%	110,526
Whatcom	7	350.0%	\$15,157,500	338.0%	97,378
Skagit	0	0.0%	\$1,232,000	73.9%	(12,327)
Totals:	15	71.4%	\$154,351,000	366.7%	860,335
Land					
King	11	157.1%	\$23,805,749	42.9%	(840,218)
Snohomish	5	166.7%	\$17,525,636	134.2%	4,348,594
Pierce	1	25.0%	(\$2,292,855)	-19.7%	697,831
Spokane	1	0.0%	\$135,000	0.0%	2,831
Kitsap	1	N/A	\$285,000	N/A	264,845
Thurston	0	N/A	\$0	N/A	-
Whatcom	3	N/A	\$3,725,000	N/A	4,742,456
Skagit	2	N/A	\$3,100,000	N/A	308,538
Totals:	24	160.0%	\$46,283,530	56.9%	9,524,877
Multifamily					
King	1	8.3%	\$155,319,115	163.4%	316,206
Snohomish	4	N/A	\$49,045,000	N/A	207,532
Pierce	2	N/A	\$23,650,000	N/A	82,966
Spokane	-1	-33.3%	(\$24,985,000)	-94.9%	(114,836)
Kitsap	-2	-100.0%	(\$26,886,502)	-100.0%	(127,040)
Thurston	1	N/A	\$40,860,000	N/A	164,863
Whatcom	0	N/A	\$0	N/A	0
Skagit	1	0.0%	\$2,080,000	0.0%	9,924
Totals:	6	35.3%	\$219,082,613	147.8%	539,615
Grand Totals:	62	47.7%	\$465,025,008	99.6%	11,226,543

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	48	\$254,786,540	4,032,970
Snohomish	20	\$58,506,049	583,547
Pierce	13	\$23,929,740	457,600
Spokane	23	\$69,847,507	632,993
Kitsap	6	\$31,906,502	149,284
Thurston	11	\$18,492,317	79,808
Whatcom	5	\$6,685,000	34,954
Skagit	4	\$2,968,000	25,879
Grand Totals	130	\$467,121,655	5,997,035

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	57	\$562,539,558	4,257,747
Snohomish	33	\$138,404,636	5,259,173
Pierce	35	\$85,396,525	1,390,857
Spokane	16	\$21,159,999	333,739
Kitsap	8	\$12,092,000	342,611
Thurston	13	\$61,367,000	321,864
Whatcom	21	\$41,012,945	4,984,947
Skagit	9	\$10,174,000	332,640
Grand Totals	192	\$932,146,663	17,223,578

County Totals:	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
King	9	18.8%	\$307,753,018	120.8%	224,777
Snohomish	13	65.0%	\$79,898,587	136.6%	4,675,626
Pierce	22	169.2%	\$61,466,785	256.9%	933,257
Spokane	-7	-30.4%	(\$48,687,508)	-69.7%	(299,254)
Kitsap	2	33.3%	(\$19,814,502)	-62.1%	193,327
Thurston	2	18.2%	\$42,874,683	231.9%	242,056
Whatcom	16	320.0%	\$34,327,945	513.5%	4,949,993
Skagit	5	125.0%	\$7,206,000	242.8%	306,761
Grand Totals	62	47.7%	\$465,025,008	99.6%	11,226,543



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

Asset Class	Aug 2023		
	# of Sales	Sales Volume (\$)	Total SF
Office			
King	10	\$23,905,000	47,590
Snohomish	6	\$34,385,000	111,346
Pierce	1	\$7,000,000	31,351
Spokane	5	\$6,765,000	88,540
Kitsap	2	\$1,715,000	12,539
Thurston	1	\$1,050,000	2,747
Whatcom	0	\$0	0
Skagit	2	\$1,188,000	5,270
Totals:	27	\$76,008,000	299,383
Notable Sales:			
Retail			
King	11	\$45,702,843	133,640
Snohomish	3	\$8,870,000	10,518
Pierce	4	\$4,955,000	20,088
Spokane	4	\$2,530,000	18,108
Kitsap	1	\$6,400,000	3,074
Thurston	6	\$6,680,000	36,477
Whatcom	2	\$2,257,514	4,007
Skagit	1	\$1,650,000	9,376
Totals:	32	\$79,045,357	235,288
Industrial/High Tech Flex			
King	9	\$27,043,721	95,385
Snohomish	6	\$30,910,459	172,951
Pierce	3	\$3,750,000	10,096
Spokane	3	\$10,740,000	85,335
Kitsap	0	\$0	0
Thurston	0	\$0	0
Whatcom	4	\$2,052,500	21,948
Skagit	2	\$5,335,000	34,398
Totals:	27	\$79,831,680	420,113
Notable Sales:			
Land			
King	7	\$25,244,505	856,825
Snohomish	7	\$78,061,466	3,698,680
Pierce	2	\$1,875,000	80,586
Spokane	2	\$2,940,000	65,776
Kitsap	2	\$27,925,000	6,631,574
Thurston	0	\$0	0
Whatcom	1	\$1,275,000	32,302
Skagit	3	\$3,300,000	248,728
Totals:	24	\$140,620,971	11,614,471
Multifamily			
King	14	\$160,576,300	556,839
Snohomish	2	\$31,750,000	146,822
Pierce	2	\$5,700,000	29,393
Spokane	3	\$7,050,000	24,059
Kitsap	0	\$0	0
Thurston	0	\$0	0
Whatcom	0	\$0	0
Skagit	0	\$0	0
Totals:	21	\$205,076,300	757,113
Notable Sales:			
Grand Totals:	131	\$580,582,308	13,326,368

Asset Class	Aug 2024		
	# of Sales	Sales Volume (\$)	Total SF
Office			
King	10	\$30,790,782	151,398
Snohomish	9	\$41,740,000	109,777
Pierce	3	\$34,638,001	73,043
Spokane	6	\$9,206,057	39,513
Kitsap	1	\$1,250,000	7,864
Thurston	4	\$2,785,000	12,175
Whatcom	1	\$1,475,000	8,739
Skagit	1	\$622,000	2,080
Totals:	35	\$122,506,840	404,589
Notable Sales:			
Retail			
King	13	\$70,029,907	148,161
Snohomish	10	\$76,220,000	423,142
Pierce	11	\$16,559,000	41,667
Spokane	7	\$17,970,350	59,728
Kitsap	4	\$4,401,400	43,461
Thurston	6	\$26,600,000	87,644
Whatcom	2	\$4,100,000	8,996
Skagit	4	\$29,990,000	28,524
Totals:	57	\$245,870,657	841,323
Notable Sales:			
Industrial/High Tech Flex			
King	12	\$173,000,000	744,492
Snohomish	2	\$9,725,000	46,228
Pierce	3	\$14,956,803	102,612
Spokane	4	\$4,000,000	20,658
Kitsap	1	\$1,700,000	13,668
Thurston	0	\$0	0
Whatcom	6	\$2,290,000	11,475
Skagit	1	\$5,900,000	58,220
Totals:	29	\$211,571,803	997,353
Notable Sales:			
Land			
King	11	\$81,432,601	449,884
Snohomish	6	\$23,854,725	3,571,920
Pierce	4	\$6,300,000	1,256,488
Spokane	0	\$0	0
Kitsap	0	\$0	0
Thurston	1	\$800,000	223,027
Whatcom	0	\$0	0
Skagit	2	\$910,000	93,218
Totals:	24	\$113,297,326	5,594,537
Notable Sales:			
Multifamily			
King	18	\$251,248,500	928,286
Snohomish	3	\$38,750,000	57,113
Pierce	6	\$24,213,000	148,977
Spokane	1	\$2,100,000	14,016
Kitsap	1	\$2,750,000	4,086
Thurston	1	\$1,320,000	9,888
Whatcom	1	\$4,500,000	49,624
Skagit	0	\$0	0
Totals:	31	\$324,881,500	1,211,990
Notable Sales:			
Grand Totals:	176	\$1,018,128,126	9,049,792

Asset Class	Change (Aug 2024 vs Aug 2023)				
	# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
Office					
King	0	0.0%	\$6,885,782	28.8%	103,808
Snohomish	3	50.0%	\$7,355,000	21.4%	(1,569)
Pierce	2	200.0%	\$27,638,001	394.8%	41,692
Spokane	1	20.0%	\$2,441,057	36.1%	(49,027)
Kitsap	-1	-50.0%	(\$465,000)	-27.1%	(4,675)
Thurston	3	300.0%	\$1,735,000	165.2%	9,428
Whatcom	1	N/A	\$1,475,000	N/A	8,739
Skagit	-1	-50.0%	(\$566,000)	-47.6%	(3,190)
Totals:	8	29.6%	\$46,498,840	61.2%	105,206
Notable Sales:					
Retail					
King	2	18.2%	\$24,327,064	53.2%	14,521
Snohomish	7	233.3%	\$67,350,000	759.3%	412,624
Pierce	7	175.0%	\$11,604,000	234.2%	21,579
Spokane	3	75.0%	\$15,440,350	610.3%	41,620
Kitsap	3	300.0%	(\$1,998,600)	-31.2%	40,387
Thurston	0	0.0%	\$19,920,000	298.2%	51,167
Whatcom	0	0.0%	\$1,842,486	81.6%	4,989
Skagit	3	300.0%	\$28,340,000	1717.6%	19,148
Totals:	25	78.1%	\$166,825,300	211.1%	606,035
Notable Sales:					
Industrial/High Tech Flex					
King	3	33.3%	\$145,956,279	539.7%	649,107
Snohomish	-4	-66.7%	(\$21,185,459)	-68.5%	(126,723)
Pierce	0	0.0%	\$11,206,803	298.8%	92,516
Spokane	1	33.3%	(\$6,740,000)	-62.8%	(64,677)
Kitsap	1	N/A	\$1,700,000	N/A	13,668
Thurston	0	0.0%	\$0	0.0%	-
Whatcom	2	50.0%	\$237,500	11.6%	(10,473)
Skagit	-1	-50.0%	\$565,000	10.6%	23,822
Totals:	2	7.4%	\$131,740,123	165.0%	577,240
Notable Sales:					
Land					
King	4	57.1%	\$56,188,096	222.6%	(406,941)
Snohomish	-1	-14.3%	(\$54,206,741)	-69.4%	(126,760)
Pierce	2	100.0%	\$4,425,000	236.0%	1,175,902
Spokane	-2	-100.0%	(\$2,940,000)	-100.0%	(65,776)
Kitsap	-2	-100.0%	(\$27,925,000)	-100.0%	(6,631,574)
Thurston	1	N/A	\$800,000	N/A	223,027
Whatcom	0	0.0%	\$0	0.0%	0
Skagit	-1	-100.0%	(\$1,275,000)	-100.0%	(32,302)
Totals:	-1	-33.3%	(\$2,390,000)	-72.4%	(155,510)
Notable Sales:					
Multifamily					
King	4	28.6%	\$90,672,200	56.5%	371,447
Snohomish	1	N/A	\$7,000,000	N/A	(89,709)
Pierce	4	200.0%	\$18,513,000	324.8%	119,584
Spokane	-2	-66.7%	(\$4,950,000)	-70.2%	(10,043)
Kitsap	1	N/A	\$2,750,000	N/A	4,086
Thurston	1	N/A	\$1,320,000	N/A	9,888
Whatcom	1	N/A	\$4,500,000	N/A	49,624
Skagit	0	0.0%	\$0	0.0%	0
Totals:	10	47.6%	\$119,805,200	58.4%	454,877
Notable Sales:					
Grand Totals:	45	34.4%	\$437,545,818	75.4%	(4,276,576)

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	51	\$282,472,369	1,690,279
Snohomish	24	\$183,976,925	4,140,317
Pierce	12	\$23,280,000	171,514
Spokane	17	\$30,025,000	281,818
Kitsap	5	\$36,040,000	6,647,187
Thurston	7	\$7,730,000	39,224
Whatcom	7	\$5,585,014	58,257
Skagit	8	\$11,473,000	297,772
Grand Totals	131	\$580,582,308	13,326,368

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	64	\$606,501,790	2,422,221
Snohomish	30	\$190,289,725	4,208,180
Pierce	27	\$96,666,804	1,622,787
Spokane	18	\$33,276,407	133,915
Kitsap	7	\$10,101,400	69,079
Thurston	12	\$31,505,000	332,734
Whatcom	10	\$12,365,000	78,834
Skagit	8	\$37,422,000	182,042
Grand Totals	176	\$1,018,128,126	9,049,792

County Totals:	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
King	13	25.5%	\$324,029,421	114.7%	731,942
Snohomish	6	25.0%	\$6,312,800	3.4%	67,863
Pierce	15	125.0%	\$73,386,804	315.2%	1,451,273
Spokane	1	5.9%	\$3,251,407	10.8%	(147,903)
Kitsap	2	40.0%	(\$25,938,600)	-72.0%	(6,578,108)
Thurston	5	71.4%	\$23,775,000	307.6%	293,510
Whatcom	3	42.9%	\$6,779,986	121.4%	20,577
Skagit	0	0.0%	\$25,949,000	226.2%	(115,730)
Grand Totals	45	34.4%	\$437,545,818	75.4%	(4,276,576)



CBA Researched CMA Sales

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

		Sept 2023		
Asset Class	# of Sales	Sales Volume (\$)	Total SF	
Office				
King	8	\$19,315,500	53,179	
Snohomish	2	\$3,000,000	11,688	
Pierce	7	\$40,633,000	264,654	
Spokane	3	\$3,119,000	31,388	
Kitsap	0	\$0	0	
Thurston	1	\$285,000	840	
Whatcom	2	\$9,207,642	69,530	
Skagit	0	\$0	0	
Totals:	23	\$75,560,142	431,279	
Notable Sales:				
Retail				
King	5	\$12,891,000	35,470	
Snohomish	9	\$10,290,950	53,575	
Pierce	9	\$15,278,000	52,637	
Spokane	7	\$9,443,562	48,130	
Kitsap	1	\$600,000	1,242	
Thurston	3	\$6,935,000	6,778	
Whatcom	2	\$3,150,000	25,441	
Skagit	3	\$4,592,000	8,585	
Totals:	39	\$63,180,512	231,858	
Industrial/High Tech Flex				
King	8	\$55,618,000	240,480	
Snohomish	8	\$27,830,361	179,212	
Pierce	2	\$920,000	6,924	
Spokane	4	\$11,250,000	97,495	
Kitsap	1	\$1,764,000	9,800	
Thurston	1	\$9,200,000	79,262	
Whatcom	1	\$325,000	26,360	
Skagit	1	\$2,400,000	2,976	
Totals:	26	\$109,307,361	642,509	
Land				
King	7	\$24,930,000	973,566	
Snohomish	6	\$25,445,000	4,183,938	
Pierce	4	\$4,123,000	251,777	
Spokane	2	\$564,800	747,490	
Kitsap	0	\$0	0	
Thurston	0	\$0	0	
Whatcom	1	\$1,300,000	102,366	
Skagit	2	\$1,230,000	17,424	
Totals:	22	\$57,592,800	6,276,561	
Multifamily				
King	15	\$191,703,432	653,500	
Snohomish	1	\$5,735,000	19,550	
Pierce	3	\$98,895,000	325,415	
Spokane	6	\$18,603,201	166,979	
Kitsap	0	\$0	0	
Thurston	0	\$0	0	
Whatcom	2	\$30,682,500	49,368	
Skagit	0	\$0	0	
Totals:	27	\$345,619,133	1,214,812	
Notable Sales:				
Grand Totals:	137	\$651,259,948	8,797,019	

		Sept 2024		
# of Sales	Sales Volume (\$)	Total SF		
8	\$170,707,016	194,789		
4	\$10,782,500	33,786		
6	\$6,607,500	36,411		
3	\$1,710,000	10,648		
0	\$0	0		
2	\$1,626,000	8,655		
3	\$4,700,000	22,088		
2	\$5,114,000	14,047		
28	\$201,247,016	320,424		
<i>1165 Eastlake, Seattle: \$150m</i>				
10	\$24,523,000	73,439		
4	\$17,800,000	161,451		
10	\$16,100,000	54,383		
9	\$18,225,000	72,967		
4	\$23,790,000	113,112		
3	\$1,096,731	5,998		
4	\$2,295,000	6,898		
2	\$5,300,000	16,545		
46	\$109,129,731	504,793		
8	\$59,342,000	296,831		
4	\$16,125,000	77,854		
5	\$35,750,000	163,982		
2	\$2,350,000	19,571		
0	\$0	0		
2	\$10,650,000	118,906		
3	\$958,200	5,093		
2	\$5,630,000	210,816		
26	\$130,805,200	893,053		
3	\$11,781,000	130,680		
3	\$4,096,105	217,800		
7	\$8,150,000	1,089,000		
0	\$0	0		
0	\$0	0		
1	\$350,000	231,739		
0	\$0	0		
1	\$557,900	361,506		
15	\$24,935,005	2,030,725		
<i>Driftwood Apts, Kent: \$92.7m</i>				
<i>Elan Uptown Flats, Seattle: \$75.8m</i>				
9	\$255,768,000	759,569		
1	\$38,250,000	164,338		
2	\$6,550,000	38,940		
6	\$7,680,000	111,122		
0	\$0	0		
1	\$38,420,000	158,221		
0	\$0	0		
0	\$0	0		
19	\$346,668,000	1,232,190		
Grand Totals:				
134	\$812,784,952	4,981,185		

		Change (Sept 2024 vs Sept 2023)		
# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
0	0.0%	\$151,391,516	783.8%	141,610
2	100.0%	\$7,782,500	259.4%	22,098
-1	-14.3%	(\$34,025,500)	-83.7%	(228,243)
0	0.0%	(\$1,409,000)	-45.2%	(20,740)
0	0.0%	\$0	0.0%	-
1	100.0%	\$1,341,000	470.5%	7,815
1	50.0%	(\$4,507,642)	-49.0%	(47,442)
2	N/A	\$5,114,000	N/A	14,047
5	21.7%	\$125,686,874	166.3%	(110,855)
5	100.0%	\$11,632,000	90.2%	37,969
-5	-55.6%	\$7,509,050	73.0%	107,876
1	11.1%	\$822,000	5.4%	1,746
2	28.6%	\$8,781,438	93.0%	24,837
3	300.0%	\$23,190,000	3865.0%	111,870
0	0.0%	(\$5,838,269)	-84.2%	(780)
2	100.0%	(\$855,000)	-27.1%	(18,543)
-1	-33.3%	\$708,000	15.4%	7,960
7	17.9%	\$45,949,219	72.7%	272,935
0	0.0%	\$3,724,000	6.7%	56,351
-4	-50.0%	(\$11,705,361)	-42.1%	(101,358)
3	150.0%	\$34,830,000	3785.9%	157,058
-2	-50.0%	(\$8,900,000)	-79.1%	(77,924)
-1	-100.0%	(\$1,764,000)	-100.0%	(9,800)
1	100.0%	\$1,450,000	15.8%	39,644
2	200.0%	\$633,200	194.8%	(21,267)
1	100.0%	\$3,230,000	134.6%	207,840
0	0.0%	\$21,497,839	19.7%	250,544
-4	-57.1%	(\$13,149,000)	-52.7%	(842,886)
-3	-50.0%	(\$21,348,895)	-83.9%	(3,966,138)
3	75.0%	\$4,027,000	97.7%	837,223
-2	-100.0%	(\$564,800)	-100.0%	(747,490)
0	N/A	\$0	N/A	-
1	N/A	\$350,000	N/A	231,739
-1	-100.0%	(\$1,300,000)	-100.0%	(102,366)
-1	-50.0%	(\$672,100)	-54.6%	344,082
-7	-31.8%	(\$32,657,795)	-56.7%	(4,245,836)
-6	-40.0%	\$64,064,568	33.4%	106,069
0	0.0%	\$32,515,000	567.0%	144,788
-1	-33.3%	(\$92,345,000)	-93.4%	(286,475)
0	0.0%	(\$10,923,201)	-58.7%	(55,857)
0	N/A	\$0	N/A	0
1	N/A	\$38,420,000	N/A	158,221
-2	-100.0%	(\$30,682,500)	-100.0%	(49,368)
0	0.0%	\$0	0.0%	0
-8	-29.6%	\$1,048,867	0.3%	17,378
-3	-2.2%	\$161,525,004	24.8%	(3,815,834)

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	43	\$304,457,932	1,956,195
Snohomish	26	\$72,301,311	4,447,963
Pierce	25	\$159,849,000	901,407
Spokane	22	\$42,980,563	1,091,482
Kitsap	2	\$2,364,000	11,042
Thurston	5	\$16,420,000	86,880
Whatcom	8	\$44,665,142	273,065
Skagit	6	\$8,222,000	28,985
Grand Totals	137	\$651,259,948	8,797,019

# of Sales	Sales Volume (\$)	Total SF
38	\$522,121,016	1,455,308
16	\$87,053,605	655,229
30	\$73,157,500	1,382,716
20	\$29,965,000	214,308
4	\$23,790,000	113,112
9	\$52,142,731	523,519
10	\$7,953,200	34,079
7	\$16,601,900	602,914
134	\$812,784,952	4,981,185

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-5	-11.6%	\$217,663,084	71.5%	(500,887)
-10	-38.5%	\$14,752,294	20.4%	(3,792,734)
5	20.0%	(\$86,691,500)	-54.2%	481,309
-2	-9.1%	(\$13,015,563)	-30.3%	(877,174)
2	100.0%	\$21,426,000	906.3%	102,070
4	80.0%	\$35,722,731	217.6%	436,639
2	25.0%	(\$36,711,942)	-82.2%	(238,986)
1	16.7%	\$8,379,900	101.9%	573,929
-3	-2.2%	\$161,525,004	24.8%	(3,815,834)