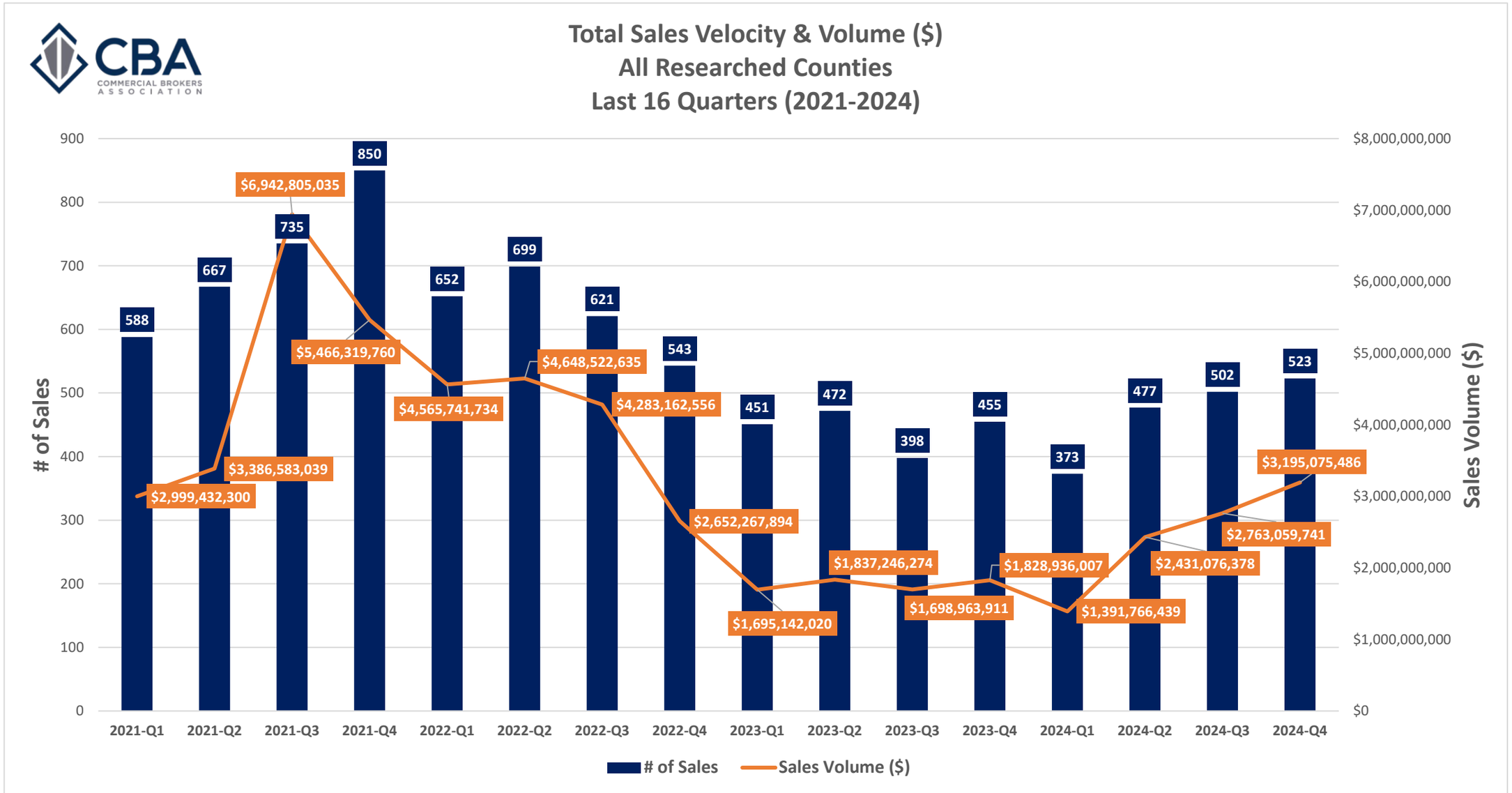
CBA Researched CMA Sales
Summary
Yearly Report (2024 vs 2023)

		2023			2024			2024 vs 2023 Change				
	Totals by Month	# of Sales	Sales Volume ($)	Total SF	# of Sales	Sales Volume ($)	Total SF	# of Sales	% Chg	Sales Volume ($)	% Chg	Total SF
1st Qtr	January	177	$614,808,712	10,784,676	124	$485,723,285	11,078,388	-53	-29.9%	($129,085,427)	-21.0%	293,712
	February	112	$395,907,651	5,587,957	135	$484,904,608	7,189,144	23	20.5%	$88,996,957	22.5%	1,601,187
	March	162	$684,425,657	6,704,085	114	$421,138,546	2,229,056	-48	-29.6%	($263,287,111)	-38.5%	(4,475,029)
	1st Qtr Totals	**451**	**$1,695,142,020**	**23,076,718**	**373**	**$1,391,766,439**	**20,496,588**	**-78**	**-17.3%**	**($303,375,581)**	**-17.9%**	**(2,580,130)**
2nd Qtr	April	130	$352,698,092	5,123,008	143	$520,433,819	5,585,323	13	10.0%	$167,735,727	47.6%	462,315
	May	163	$538,049,693	11,682,095	173	$1,151,075,805	8,355,767	10	6.1%	$613,026,112	113.9%	(3,326,328)
	June	179	$946,498,489	10,751,129	161	$759,566,754	13,245,317	-18	-10.1%	($186,931,735)	-19.7%	2,494,188
	2nd Qtr Totals	**472**	**$1,837,246,274**	**27,556,232**	**477**	**$2,431,076,378**	**27,186,407**	**5**	**1.1%**	**$593,830,104**	**32.3%**	**(369,825)**
3rd Qtr	July	130	$467,121,655	5,997,035	192	$932,146,663	17,223,578	62	47.7%	$465,025,008	99.6%	11,226,543
	August	131	$580,582,308	13,326,368	176	$1,018,128,126	9,049,792	45	34.4%	$437,545,818	75.4%	(4,276,576)
	September	137	$651,259,948	8,797,019	134	$812,784,952	4,981,185	-3	-2.2%	$161,525,004	24.8%	(3,815,834)
	3rd Qtr Totals	**398**	**$1,698,963,911**	**28,120,422**	**502**	**$2,763,059,741**	**31,254,555**	**104**	**26.1%**	**$1,064,095,830**	**62.6%**	**3,134,133**
4th Qtr	October	130	$527,482,568	5,850,457	168	$727,253,368	7,535,953	38	29.2%	$199,770,800	37.9%	1,685,496
	November	142	$361,192,445	7,204,056	159	$957,536,793	7,125,768	17	12.0%	$596,344,348	165.1%	(78,288)
	December	186	$949,796,124	84,330,178	196	$1,510,285,325	14,858,488	10	5.4%	$560,489,201	59.0%	(69,471,690)
	4th Qtr Totals	**458**	**$1,838,471,137**	**97,384,691**	**523**	**$3,195,075,486**	**29,520,209**	**65**	**14.2%**	**$1,356,604,349**	**73.8%**	**(67,864,482)**
	Yearly Totals	**1779**	**$7,069,823,342**	**176,138,063**	**1875**	**$9,780,978,044**	**108,457,759**	**96**	**5.4%**	**$2,711,154,702**	**38.3%**	**(67,680,304)**

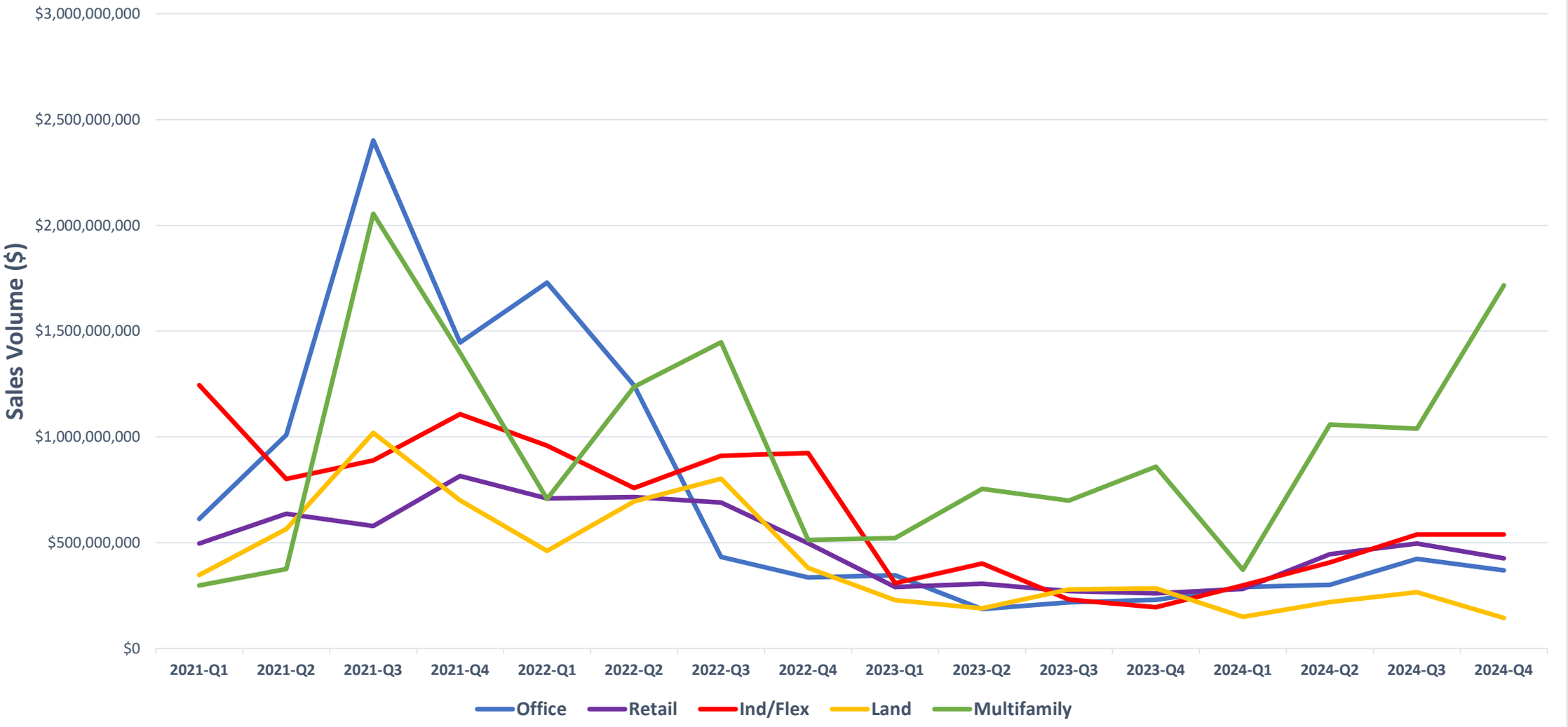
		2023			2024			2024 vs 2023 Change				
	Totals by County	# of Sales	Sales Volume ($)	Total SF	# of Sales	Sales Volume ($)	Total SF	# of Sales	% Chg	Sales Volume ($)	% Chg	Total SF
1st Qtr	King	145	$835,013,406	5,578,182	132	$822,689,017	8,130,031	-13	-9.0%	($12,324,389)	-1.5%	2,551,849
	Snohomish	66	$283,223,799	6,471,595	51	$189,683,145	3,375,000	-15	-22.7%	($93,540,654)	-33.0%	(3,096,595)
	Pierce	78	$164,750,192	5,131,830	58	$131,418,365	5,497,975	-20	-25.6%	($33,331,827)	-20.2%	366,145
	Spokane	58	$178,039,393	996,521	50	$81,932,801	505,339	-8	-13.8%	($96,106,592)	-54.0%	(491,182)
	Kitsap	18	$42,345,000	1,244,512	13	$15,904,474	165,989	-5	-27.8%	($26,440,526)	-62.4%	(1,078,523)
	Thurston	20	$25,451,700	360,153	28	$107,833,063	383,253	8	40.0%	$82,381,363	323.7%	23,100
	Whatcom	42	$138,954,789	3,068,657	33	$35,846,774	2,260,000	-9	-21.4%	($103,108,015)	-74.2%	(808,657)
	Skagit	24	$27,363,741	225,268	8	$6,458,800	179,001	-16	-66.7%	($20,904,941)	-76.4%	(46,267)
	1st Qtr Totals	**451**	**$1,695,142,020**	**23,076,718**	**373**	**$1,391,766,439**	**20,496,588**	**-78**	**-17.3%**	**($303,375,581)**	**-17.9%**	**(2,580,130)**
2nd Qtr	King	142	$777,440,401	4,835,046	169	$1,587,869,076	8,419,565	27	19.0%	$810,428,675	104.2%	3,584,519
	Snohomish	74	$260,023,440	6,994,422	64	$342,112,042	6,060,330	-10	-13.5%	$82,088,602	31.6%	(934,092)
	Pierce	83	$337,640,403	9,789,041	81	$218,654,397	4,034,637	-2	-2.4%	($118,986,006)	-35.2%	(5,754,404)
	Spokane	63	$121,172,241	1,333,818	61	$110,163,477	830,763	-2	-3.2%	($11,008,764)	-9.1%	(503,055)
	Kitsap	28	$29,717,000	452,071	28	$70,586,505	927,835	0	0.0%	$40,869,505	137.5%	475,764
	Thurston	31	$226,647,796	2,906,272	17	$19,974,000	119,898	-14	-45.2%	($206,673,796)	-91.2%	(2,786,374)
	Whatcom	37	$40,274,937	718,264	34	$38,906,881	5,981,365	-3	-8.1%	($1,368,056)	-3.4%	5,263,101
	Skagit	14	$44,330,056	527,298	23	$42,810,000	812,014	9	64.3%	($1,520,056)	-3.4%	284,716
	2nd Qtr Totals	**472**	**$1,837,246,274**	**27,556,232**	**477**	**$2,431,076,378**	**27,186,407**	**5**	**1.1%**	**$593,830,104**	**32.3%**	**(369,825)**
3rd Qtr	King	142	$841,716,841	7,679,444	159	$1,691,162,364	8,135,276	17	12.0%	$849,445,523	100.9%	455,832
	Snohomish	70	$314,784,285	9,171,827	79	$415,747,966	10,122,582	9	12.9%	$100,963,681	32.1%	950,755
	Pierce	50	$207,058,740	1,530,521	92	$255,220,829	4,396,360	42	84.0%	$48,162,089	23.3%	2,865,839
	Spokane	62	$142,853,070	2,006,293	54	$84,401,406	681,962	-8	-12.9%	($58,451,664)	-40.9%	(1,324,331)
	Kitsap	13	$70,310,502	6,807,513	19	$45,983,400	524,802	6	46.2%	($24,327,102)	-34.6%	(6,282,711)
	Thurston	23	$42,642,317	205,912	34	$145,014,731	1,178,117	11	47.8%	$102,372,414	240.1%	972,205
	Whatcom	20	$56,935,156	366,276	41	$61,331,145	5,097,860	21	105.0%	$4,395,989	7.7%	4,731,584
	Skagit	18	$22,663,000	352,636	24	$64,197,900	1,117,596	6	33.3%	$41,534,900	183.3%	764,960
	3rd Qtr Totals	**398**	**$1,698,963,911**	**28,120,422**	**502**	**$2,763,059,741**	**31,254,555**	**104**	**26.1%**	**$1,064,095,830**	**62.6%**	**3,134,133**
4th Qtr	King	167	$1,109,353,139	14,746,605	202	$2,066,599,280	9,293,541	35	21.0%	$957,246,141	86.3%	(5,453,064)
	Snohomish	55	$191,306,485	6,366,022	61	$363,636,232	2,839,567	6	10.9%	$172,329,747	90.1%	(3,526,455)
	Pierce	77	$208,069,922	3,754,005	87	$400,117,429	4,329,478	10	13.0%	$192,047,507	92.3%	575,473
	Spokane	62	$94,217,604	1,385,662	66	$128,750,194	7,829,288	4	6.5%	$34,532,590	36.7%	6,443,626
	Kitsap	9	$9,501,583	98,147	28	$64,317,861	627,559	19	211.1%	$54,816,278	576.9%	529,412
	Thurston	36	$96,468,180	745,146	19	$42,553,540	186,763	-17	-47.2%	($53,914,640)	-55.9%	(558,383)
	Whatcom	33	$108,464,228	69,861,750	34	$89,944,750	1,564,508	1	3.0%	($18,519,478)	-17.1%	(68,297,242)
	Skagit	19	$21,089,996	427,354	26	$39,156,200	2,849,505	7	36.8%	$18,066,204	85.7%	2,422,151
	4th Qtr Totals	**458**	**$1,838,471,137**	**97,384,691**	**523**	**$3,195,075,486**	**29,520,209**	**65**	**14.2%**	**$1,356,604,349**	**73.8%**	**(67,864,482)**
Yearly Totals	King	596	$3,563,523,787	32,839,277	662	$6,168,319,737	33,978,413	66	11.1%	$2,604,795,950	73.1%	1,139,136
	Snohomish	265	$1,049,338,009	29,003,866	255	$1,311,179,385	22,397,479	-10	-3.8%	$261,841,376	25.0%	(6,606,387)
	Pierce	288	$917,519,257	20,205,397	318	$1,005,411,020	18,258,450	30	10.4%	$87,891,763	9.6%	(1,946,947)
	Spokane	245	$536,282,308	5,722,294	231	$405,247,878	9,847,352	-14	-5.7%	($131,034,430)	-24.4%	4,125,058
	Kitsap	68	$151,874,085	8,602,243	88	$196,792,240	2,246,185	20	29.4%	$44,918,155	29.6%	(6,356,058)
	Thurston	110	$391,209,993	4,217,483	98	$315,375,334	1,868,031	-12	-10.9%	($75,834,659)	-19.4%	(2,349,452)
	Whatcom	132	$344,629,110	74,014,947	142	$226,029,550	14,903,733	10	7.6%	($118,599,560)	-34.4%	(59,111,214)
	Skagit	75	$115,446,793	1,532,556	81	$152,622,900	4,958,116	6	8.0%	$37,176,107	32.2%	3,425,560
	Yearly Totals	**1779**	**$7,069,823,342**	**176,138,063**	**1875**	**$9,780,978,044**	**108,457,759**	**96**	**5.4%**	**$2,711,154,702**	**38.3%**	**(67,680,304)**

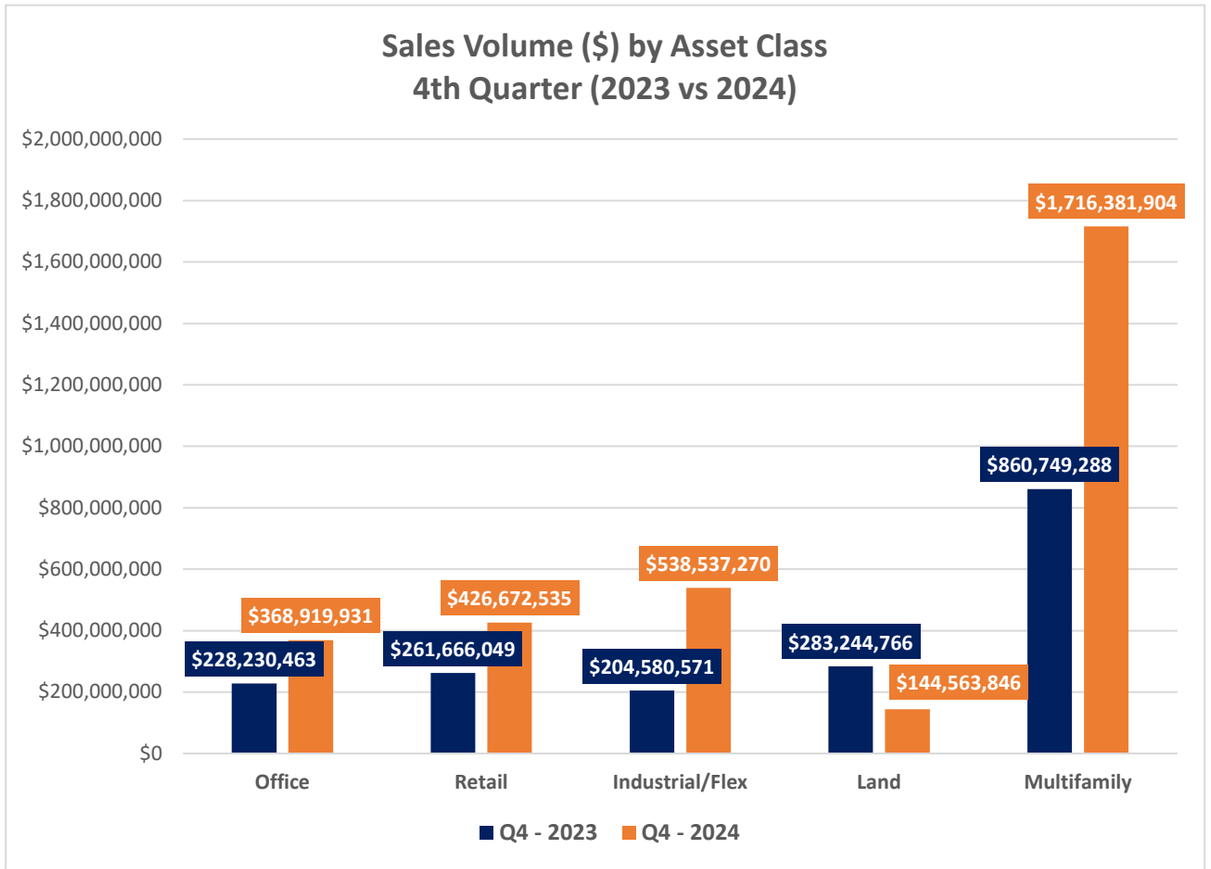
		2023			2024			2024 vs 2023 Change				
	Totals by Asset Class	# of Sales	Sales Volume ($)	Total SF	# of Sales	Sales Volume ($)	Total SF	# of Sales	% Chg	Sales Volume ($)	% Chg	Total SF
1st Qtr	Office	98	$345,838,028	1,347,347	86	$290,151,353	972,666	-12	-12.2%	($55,686,675)	-16.1%	(374,681)
	Retail	141	$290,140,547	1,101,336	110	$281,694,514	844,950	-31	-22.0%	($8,446,033)	-2.9%	(256,386)
	Industrial/Flex	79	$309,080,086	1,498,567	59	$298,370,472	1,225,337	-20	-25.3%	($10,709,614)	-3.5%	(273,230)
	Land	79	$228,717,876	17,835,643	65	$149,815,698	16,103,798	-14	-17.7%	($78,902,178)	-34.5%	(1,731,845)
	Multifamily	54	$521,365,483	1,293,825	53	$371,734,402	1,349,837	-1	-1.9%	($149,631,081)	-28.7%	56,012
	1st Qtr Totals	**451**	**$1,695,142,020**	**23,076,718**	**373**	**$1,391,766,439**	**20,496,588**	**-78**	**-17.3%**	**($303,375,581)**	**-17.9%**	**(2,580,130)**
2nd Qtr	Office	80	$186,255,266	807,394	101	$301,187,580	1,521,364	21	26.3%	$114,932,314	61.7%	713,970
	Retail	146	$306,146,470	1,003,350	143	$445,917,820	1,698,862	-3	-2.1%	$139,771,350	45.7%	695,512
	Industrial/Flex	90	$401,176,139	2,747,144	85	$406,508,129	2,353,545	-5	-5.6%	$5,331,990	1.3%	(393,599)
	Land	82	$189,316,449	20,391,308	70	$219,116,049	18,638,106	-12	-14.6%	$29,799,600	15.7%	(1,753,202)
	Multifamily	74	$754,351,950	2,607,036	78	$1,058,346,800	2,974,530	4	5.4%	$303,994,850	40.3%	367,494
	2nd Qtr Totals	**472**	**$1,837,246,274**	**27,556,232**	**477**	**$2,431,076,378**	**27,186,407**	**5**	**1.1%**	**$593,830,104**	**32.3%**	**(369,825)**
3rd Qtr	Office	82	$217,941,786	1,030,893	104	$423,652,466	1,453,881	22	26.8%	$205,710,680	94.4%	422,988
	Retail	116	$271,324,698	1,023,126	156	$495,882,116	1,775,175	40	34.5%	$224,557,418	82.8%	752,049
	Industrial/Flex	74	$231,232,041	1,283,483	91	$538,821,003	2,971,602	17	23.0%	$307,588,962	133.0%	1,688,119
	Land	61	$279,509,952	22,206,086	78	$265,812,042	21,465,193	17	27.9%	-$13,697,910	-4.9%	(740,893)
	Multifamily	65	$698,955,434	2,576,834	73	$1,038,892,114	3,588,704	8	12.3%	$339,936,680	48.6%	1,011,870
	3rd Qtr Totals	**398**	**$1,698,963,911**	**28,120,422**	**502**	**$2,763,059,741**	**31,254,555**	**104**	**26.1%**	**$1,064,095,830**	**62.6%**	**3,134,133**
4th Qtr	Office	102	$228,230,463	1,089,440	105	$368,919,931	1,299,838	3	2.9%	$140,689,468	61.6%	210,398
	Retail	133	$261,666,049	1,036,016	160	$426,672,535	2,251,033	27	20.3%	$165,006,486	63.1%	1,215,017
	Industrial/Flex	67	$204,580,571	1,217,335	75	$538,537,270	2,612,954	8	11.9%	$333,956,699	163.2%	1,395,619
	Land	83	$283,244,766	90,746,491	69	$144,563,846	16,833,955	-14	-16.9%	-$138,680,920	-49.0%	(73,912,536)
	Multifamily	73	$860,749,288	3,295,409	114	$1,716,381,904	6,522,429	41	56.2%	$855,632,616	99.4%	3,227,020
	4th Qtr Totals	**458**	**$1,838,471,137**	**97,384,691**	**523**	**$3,195,075,486**	**29,520,209**	**65**	**14.2%**	**$1,356,604,349**	**73.8%**	**(67,864,482)**
Yearly Totals	Office	362	$978,265,543	4,275,074	396	$1,383,911,330	5,247,749	34	9.4%	$405,645,787	41.5%	972,675
	Retail	536	$1,129,277,764	4,163,828	569	$1,650,166,985	6,570,020	33	6.2%	$520,889,221	46.1%	2,406,192
	Industrial/Flex	310	$1,146,068,837	6,746,529	310	$1,782,236,874	9,163,438	0	0.0%	$636,168,037	55.5%	2,416,909
	Land	305	$980,789,043	151,179,528	282	$779,307,635	73,041,052	-23	-7.5%	-$201,481,408	-20.5%	(78,138,476)
	Multifamily	266	$2,835,422,155	9,773,104	318	$4,185,355,220	14,435,500	52	19.5%	$1,349,933,065	47.6%	4,662,396
	Yearly Totals	**1779**	**$7,069,823,342**	**176,138,063**	**1875**	**$9,780,978,044**	**108,457,759**	**96**	**5.4%**	**$2,711,154,702**	**38.3%**	**(67,680,304)**

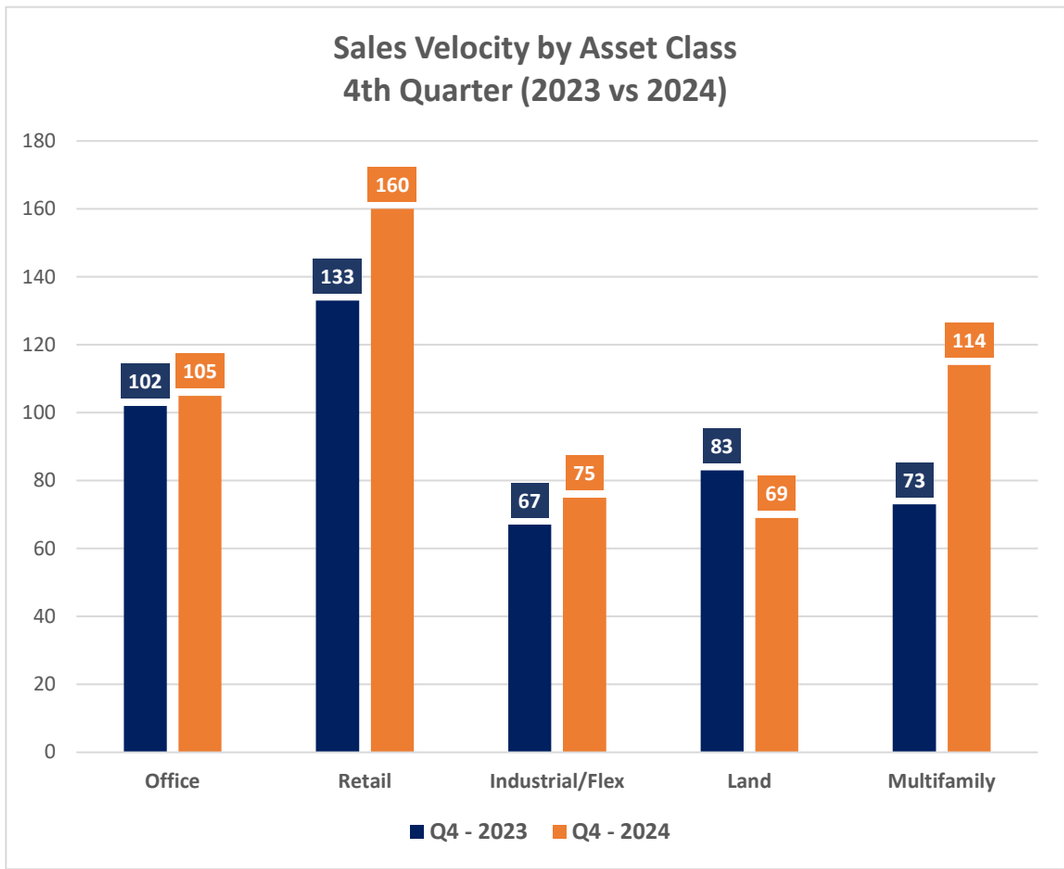

Total Sales Velocity & Volume ($)
All Researched Counties
Last 16 Quarters (2021-2024)
# of Sales
Sales Volume ($)
900
800
700
600
500
400
300
200
100
0
$8,000,000,000
$7,000,000,000
$6,000,000,000
$5,000,000,000
$4,000,000,000
$3,000,000,000
$2,000,000,000
$1,000,000,000
$0
588
667
735
850
652
699
621
543
451
472
398
455
373
477
502
523
$2,999,432,300
$3,386,583,039
$6,942,805,035
$5,466,319,760
$4,565,741,734
$4,648,522,635
$4,283,162,556
$2,652,267,894
$1,695,142,020
$1,837,246,274
$1,698,963,911
$1,828,936,007
$1,391,766,439
$2,431,076,378
$2,763,059,741
$3,195,075,486
2021-Q1
2021-Q2
2021-Q3
2021-Q4
2022-Q1
2022-Q2
2022-Q3
2022-Q4
2023-Q1
2023-Q2
2023-Q3
2023-Q4
2024-Q1
2024-Q2
2024-Q3
2024-Q4
# of Sales
Sales Volume ($)

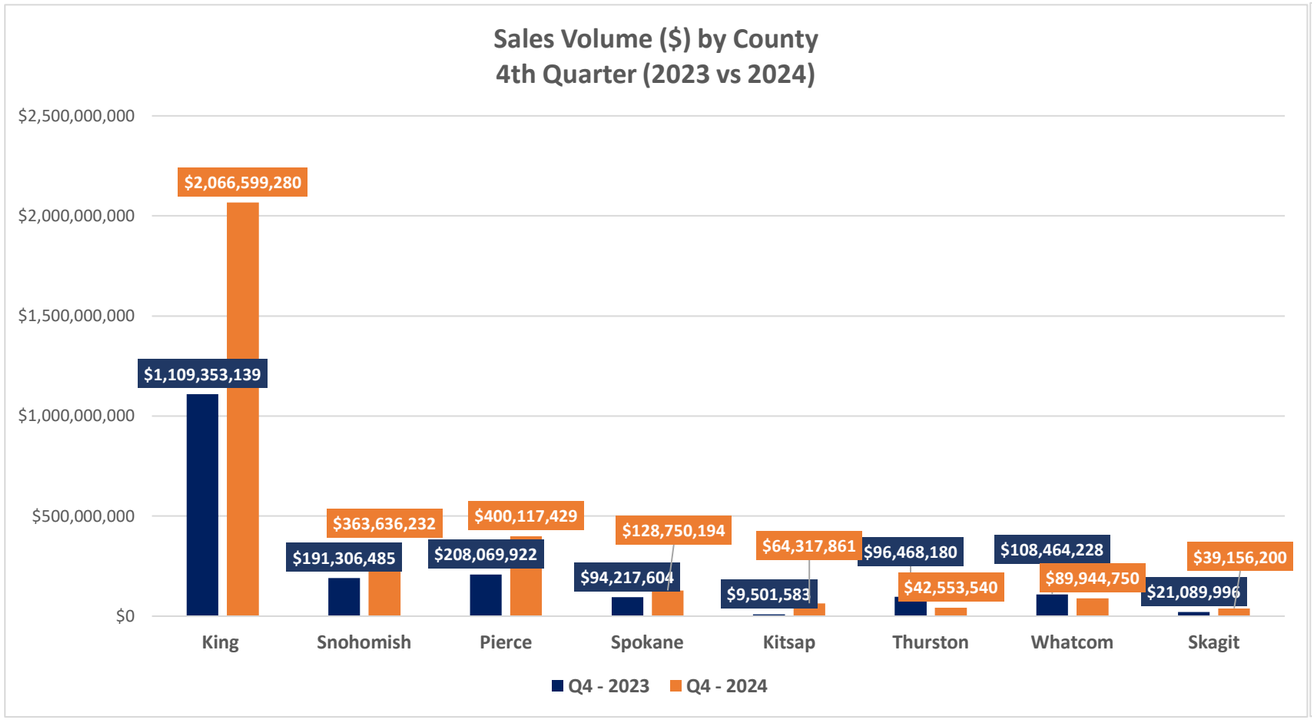
CBA
COMMERCIAL BROKERS ASSOCIATION

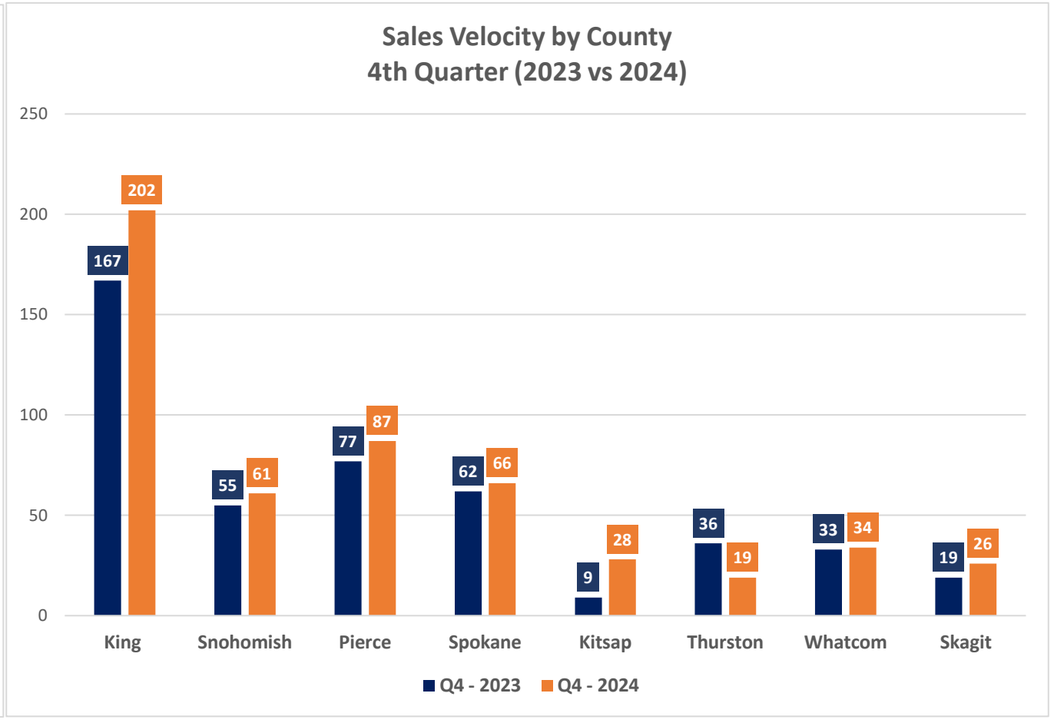
Sales Volume ($)
Asset Class by Quarter
2021-2024




Sales Volume ($) by Asset Class
4th Quarter (2023 vs 2024)
$2,000,000,000
$1,800,000,000
$1,600,000,000
$1,400,000,000
$1,200,000,000
$1,000,000,000
$800,000,000
$600,000,000
$400,000,000
$200,000,000
$0
$228,230,463
$368,919,931
$261,666,049
$426,672,535
$204,580,571
$538,537,270
$283,244,766
$144,563,846
$860,749,288
$1,716,381,904
Office
Retail
Industrial/Flex
Land
Multifamily
Q4 - 2023
Q4 - 2024


Sales Velocity by Asset Class
4th Quarter (2023 vs 2024)
180
160
140
120
100
80
60
40
20
0
102
105
133
160
67
75
83
69
73
114
Office
Retail
Industrial/Flex
Land
Multifamily
Q4 - 2023
Q4 - 2024


Sales Volume ($) by County
4th Quarter (2023 vs 2024)
$2,500,000,000
$2,000,000,000
$1,500,000,000
$1,000,000,000
$500,000,000
$0
$1,109,353,139
$2,066,599,280
$191,306,485
$363,636,232
$208,069,922
$400,117,429
$94,217,604
$128,750,194
$9,501,583
$64,317,861
$96,468,180
$42,553,540
$108,464,228
$89,944,750
$21,089,996
$39,156,200
King
Snohomish
Pierce
Spokane
Kitsap
Thurston
Whatcom
Skagit
Q4 - 2023
Q4 - 2024


Sales Velocity by County
4th Quarter (2023 vs 2024)
250
200
150
100
50
0
167
202
55
61
77
87
62
66
9
28
36
19
33
34
19
26
King
Snohomish
Pierce
Spokane
Kitsap
Thurston
Whatcom
Skagit
Q4 - 2023
Q4 - 2024

CBA Researched CMA Sales

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

	January 2023			January 2024			Change (Jan 2024 vs Jan 2023)				
Asset Class	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**%Chg**	**Sales Volume ($)**	**%Chg**	**Total SF**
Office											
King	13	$38,580,999	154,772	8	$9,502,500	28,696	-5	-38.5%	($29,078,499)	-75.4%	(126,076)
Snohomish	4	$5,851,000	12,886	7	$12,077,680	36,095	3	75.0%	$6,226,680	106.4%	23,209
Pierce	3	$3,945,000	17,733	6	$8,100,250	25,843	3	100.0%	$4,155,250	105.3%	8,110
Spokane	5	$5,168,000	20,294	4	$8,136,512	46,830	-1	-20.0%	$2,968,512	57.4%	26,536
Kitsap	1	$800,000	8,000	0	$0	0	-1	-100.0%	($800,000)	-100.0%	(8,000)
Thurston	3	$1,095,000	3,481	1	$898,000	5,268	-2	-66.7%	($197,000)	-18.0%	1,787
Whatcom	4	$37,920,000	117,681	1	$915,000	1,800	-3	-75.0%	($37,005,000)	-97.6%	(115,881)
Skagit	3	$1,735,000	15,716	0	$0	0	-3	-100.0%	($1,735,000)	-100.0%	(15,716)
Totals:	**36**	**$95,094,999**	**350,563**	**27**	**$39,629,942**	**144,532**	**-9**	**-25.0%**	**($55,465,057)**	**-58.3%**	**(206,031)**
Notable Sales:	Bellwether Gate, Bellingham: $30m										
Retail											
King	12	$25,603,913	61,940	11	$26,475,000	76,343	-1	-8.3%	$871,087	3.4%	14,403
Snohomish	5	$12,130,000	43,887	7	$47,035,000	60,127	2	40.0%	$34,905,000	287.8%	16,240
Pierce	13	$48,656,500	179,203	6	$10,860,000	47,630	-7	-53.8%	($37,796,500)	-77.7%	(131,573)
Spokane	8	$6,060,000	58,258	6	$6,589,000	65,541	-2	-25.0%	$529,000	8.7%	7,283
Kitsap	2	$5,650,000	28,881	4	$4,430,000	58,012	2	100.0%	($1,220,000)	-21.6%	29,131
Thurston	2	$2,848,000	25,100	5	$14,775,000	40,109	3	150.0%	$11,927,000	418.8%	15,009
Whatcom	4	$3,362,000	16,709	1	$545,000	2,348	-3	-75.0%	($2,817,000)	-83.8%	(14,361)
Skagit	2	$1,701,300	9,448	2	$1,937,000	5,091	0	0.0%	$235,700	13.9%	(4,357)
Totals:	**48**	**$106,011,713**	**423,426**	**42**	**$112,646,000**	**355,201**	**-6**	**-12.5%**	**$6,634,287**	**6.3%**	**(68,225)**
Industrial/High Tech Flex											
King	12	$78,577,821	196,701	7	$145,683,372	559,363	-5	-41.7%	$67,105,551	85.4%	362,662
Snohomish	4	$26,290,000	89,992	1	$7,000,000	16,725	-3	-75.0%	($19,290,000)	-73.4%	(73,267)
Pierce	4	$6,300,000	55,452	3	$7,975,000	28,116	-1	-25.0%	$1,675,000	26.6%	(27,336)
Spokane	7	$7,080,000	65,712	5	$7,700,000	49,900	-2	-28.6%	$620,000	8.8%	(15,812)
Kitsap	1	$572,500	4,000	0	$0	0	-1	-100.0%	($572,500)	-100.0%	(4,000)
Thurston	2	$994,880	21,220	3	$3,400,000	12,608	1	50.0%	$2,405,120	241.7%	(8,612)
Whatcom	3	$6,547,500	43,354	4	$2,570,000	32,533	1	33.3%	($3,977,500)	-60.7%	(10,821)
Skagit	5	$3,646,941	14,810	0	$0	0	-5	-100.0%	($3,646,941)	-100.0%	(14,810)
Totals:	**38**	**$130,009,642**	**491,241**	**23**	**$174,328,372**	**699,245**	**-15**	**-39.5%**	**$44,318,730**	**34.1%**	**208,004**
Land											
King	15	$54,375,000	2,029,461	11	$49,728,000	5,009,400	-4	-26.7%	($4,647,000)	-8.5%	2,979,939
Snohomish	7	$54,811,279	4,477,097	1	$1,700,000	2,324,362	-6	-85.7%	($53,111,279)	-96.9%	(2,152,735)
Pierce	6	$6,759,799	1,555,092	5	$4,885,000	784,080	-1	-16.7%	($1,874,799)	-27.7%	(771,012)
Spokane	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Kitsap	1	$310,000	493,535	0	$0	0	-1	-100.0%	($310,000)	-100.0%	(493,535)
Thurston	1	$940,000	210,830	0	$0	0	-1	-100.0%	($940,000)	-100.0%	(210,830)
Whatcom	5	$4,362,472	231,304	4	$2,084,982	1,383,466	-1	-20.0%	($2,277,490)	-52.2%	1,152,162
Skagit	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Totals:	**35**	**$121,558,550**	**8,997,319**	**21**	**$58,397,982**	**9,501,308**	**-14**	**-40.0%**	**($63,160,568)**	**-52.0%**	**503,989**
Multifamily											
King	10	$87,095,000	225,676	8	$93,067,000	337,115	-2	-20.0%	$5,972,000	6.9%	111,439
Snohomish	4	$40,631,500	139,352	1	$5,970,000	27,496	-3	-75.0%	($34,661,500)	-85.3%	(111,856)
Pierce	3	$20,490,000	95,475	0	$0	0	-3	-100.0%	($20,490,000)	-100.0%	(95,475)
Spokane	1	$2,802,308	30,218	2	$1,683,989	13,491	1	100.0%	($1,118,319)	-39.9%	(16,727)
Kitsap	1	$3,765,000	4,652	0	$0	0	-1	-100.0%	($3,765,000)	-100.0%	(4,652)
Thurston	1	$7,350,000	26,754	0	$0	0	-1	-100.0%	($7,350,000)	-100.0%	(26,754)
Whatcom	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Skagit	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Totals:	**20**	**$162,133,808**	**522,127**	**11**	**$100,720,989**	**378,102**	**-9**	**-45.0%**	**($61,412,819)**	**-37.9%**	**(144,025)**
Grand Totals:	**177**	**$614,808,712**	**10,784,676**	**124**	**$485,723,285**	**11,078,388**	**-53**	**-29.9%**	**($129,085,427)**	**-21.0%**	**293,712**

County Totals:	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**% Chg**	**Sales Volume ($)**	**% Chg**	**Total SF**
King	62	$284,232,733	2,668,550	45	$324,455,872	6,010,917	-17	-27.4%	$40,223,139	14.2%	3,342,367
Snohomish	24	$139,713,779	4,763,214	17	$73,782,680	2,464,805	-7	-29.2%	($65,931,099)	-47.2%	(2,298,409)
Pierce	29	$86,151,299	1,902,955	20	$31,820,250	885,669	-9	-31.0%	($54,331,049)	-63.1%	(1,017,286)
Spokane	21	$21,110,308	174,482	17	$24,109,501	175,762	-4	-19.0%	$2,999,193	14.2%	1,280
Kitsap	6	$11,097,500	539,068	4	$4,430,000	58,012	-2	-33.3%	($6,667,500)	-60.1%	(481,056)
Thurston	9	$13,227,880	287,385	9	$19,073,000	57,985	0	0.0%	$5,845,120	44.2%	(229,400)
Whatcom	16	$52,191,972	409,048	10	$6,114,982	1,420,147	-6	-37.5%	($46,076,990)	-88.3%	1,011,099
Skagit	10	$7,083,241	39,974	2	$1,937,000	5,091	-8	-80.0%	($5,146,241)	-72.7%	(34,883)
Grand Totals	**177**	**$614,808,712**	**10,784,676**	**124**	**$485,723,285**	**11,078,388**	**-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			February 2024			Change (Feb 2024 vs Feb 2023)				
Asset Class	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**%Chg**	**Sales Volume ($)**	**%Chg**	**Total SF**
Office											
King	3	$37,720,000	123,090	15	$77,995,480	295,798	12	400.0%	$40,275,480	106.8%	172,708
Snohomish	3	$3,741,000	16,356	2	$3,081,000	7,649	-1	-33.3%	($660,000)	-17.6%	(8,707)
Pierce	5	$4,200,300	15,144	8	$10,845,000	49,394	3	60.0%	$6,644,700	158.2%	34,250
Spokane	4	$14,900,000	136,156	2	$1,024,000	7,091	-2	-50.0%	($13,876,000)	-93.1%	(129,065)
Kitsap	1	$2,085,000	25,740	1	$6,000,000	29,359	0	0.0%	$3,915,000	187.8%	3,619
Thurston	3	$3,195,000	28,869	7	$4,979,281	28,867	4	133.3%	$1,784,281	55.8%	(2)
Whatcom	0	$0	0	3	$2,780,000	9,878	3	N/A	$2,780,000	N/A	9,878
Skagit	1	$630,000	1,397	0	$0	0	-1	-100.0%	($630,000)	-100.0%	(1,397)
Totals:	**20**	**$66,471,300**	**346,752**	**38**	**$106,704,761**	**428,036**	**18**	**90.0%**	**$40,233,461**	**60.5%**	**81,284**
Retail											
King	13	$19,394,229	35,428	8	$17,855,000	51,166	-5	-38.5%	($1,539,229)	-7.9%	15,738
Snohomish	5	$7,190,000	30,105	5	$13,869,048	24,211	0	0.0%	$6,679,048	92.9%	(5,894)
Pierce	14	$17,008,966	56,523	8	$19,140,000	34,345	-6	-42.9%	$2,131,034	12.5%	(22,178)
Spokane	3	$11,170,854	72,810	5	$15,795,000	76,052	2	66.7%	$4,624,146	41.4%	3,242
Kitsap	3	$2,150,000	22,173	1	$420,000	2,921	-2	-66.7%	($1,730,000)	-80.5%	(19,252)
Thurston	0	$0	0	2	$1,435,000	9,322	2	N/A	$1,435,000	N/A	9,322
Whatcom	1	$28,500,000	44,412	5	$10,375,000	28,290	4	400.0%	($18,125,000)	-63.6%	(16,122)
Skagit	2	$2,429,500	7,411	0	$0	0	-2	-100.0%	($2,429,500)	-100.0%	(7,411)
Totals:	**41**	**$87,843,549**	**268,862**	**34**	**$78,889,048**	**226,307**	**-7**	**-17.1%**	**($8,954,501)**	**-10.2%**	**(42,555)**
Notable Sales:	Toyota of Bellingham, Bellingham: $28.5m										
Industrial/High Tech Flex											
King	3	$11,645,000	37,089	6	$25,259,000	103,176	3	100.0%	$13,614,000	116.9%	66,087
Snohomish	0	$0	0	2	$21,837,500	119,468	2	N/A	$21,837,500	N/A	119,468
Pierce	0	$0	0	2	$3,350,000	14,600	2	N/A	$3,350,000	N/A	14,600
Spokane	3	$1,442,500	13,222	4	$4,705,000	45,060	1	33.3%	$3,262,500	226.2%	31,838
Kitsap	2	$13,877,500	71,739	0	$0	0	-2	-100.0%	($13,877,500)	-100.0%	(71,739)
Thurston	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Whatcom	3	$6,803,000	84,604	1	$540,000	3,420	-2	-66.7%	($6,263,000)	-92.1%	(81,184)
Skagit	3	$10,125,000	36,333	1	$250,000	720	-2	-66.7%	($9,875,000)	-97.5%	(35,613)
Totals:	**14**	**$43,893,000**	**242,987**	**16**	**$55,941,500**	**286,444**	**2**	**14.3%**	**$12,048,500**	**27.4%**	**43,457**
Land											
King	4	$4,155,000	659,934	6	$18,180,000	348,480	2	50.0%	$14,025,000	337.5%	(311,454)
Snohomish	5	$8,125,000	626,393	3	$7,000,000	347,709	-2	-40.0%	($1,125,000)	-13.8%	(278,684)
Pierce	8	$14,352,127	2,853,180	7	$18,096,115	3,963,960	-1	-12.5%	$3,743,988	26.1%	1,110,780
Spokane	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Kitsap	0	$0	0	1	$375,000	54,014	1	N/A	$375,000	N/A	54,014
Thurston	0	$0	0	1	$766,384	40,511	1	N/A	$766,384	N/A	40,511
Whatcom	2	$1,620,000	259,182	3	$3,717,500	703,930	1	50.0%	$2,097,500	129.5%	444,748
Skagit	0	$0	0	2	$1,691,800	168,577	2	N/A	$1,691,800	N/A	168,577
Totals:	**19**	**$28,252,127**	**4,398,689**	**23**	**$49,826,799**	**5,627,181**	**4**	**21.1%**	**$21,574,672**	**76.4%**	**1,228,492**
Multifamily											
King	11	$145,477,225	232,372	13	$103,270,000	314,937	2	18.2%	($42,207,225)	-29.0%	82,565
Snohomish	2	$3,312,500	13,204	2	$11,125,000	43,660	0	0.0%	$7,812,500	235.8%	30,456
Pierce	0	$0	0	1	$30,462,500	82,427	1	N/A	$30,462,500	N/A	82,427
Spokane	4	$13,994,250	54,900	4	$5,935,000	38,020	0	0.0%	($8,059,250)	-57.6%	(16,880)
Kitsap	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Thurston	0	$0	0	1	$39,525,000	128,384	1	N/A	$39,525,000	N/A	128,384
Whatcom	1	$6,663,700	30,191	1	$1,895,000	9,744	0	0.0%	($4,768,700)	-71.6%	(20,447)
Skagit	0	$0	0	2	$1,330,000	4,004	2	N/A	$1,330,000	N/A	4,004
Totals:	**18**	**$169,447,675**	**330,667**	**24**	**$193,542,500**	**621,176**	**6**	**33.3%**	**$24,094,825**	**14.2%**	**290,509**
Notable Sales:	Modera Broadway, Seattle: $105m										
Grand Totals:	**112**	**$395,907,651**	**5,587,957**	**135**	**$484,904,608**	**7,189,144**	**23**	**20.5%**	**$88,996,957**	**22.5%**	**1,601,187**

County Totals:	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**% Chg**	**Sales Volume ($)**	**% Chg**	**Total SF**
King	34	$218,391,454	1,087,913	48	$242,559,480	1,113,557	14	41.2%	$24,168,026	11.1%	25,644
Snohomish	15	$22,368,500	686,058	14	$56,912,548	542,697	-1	-6.7%	$34,544,048	154.4%	(143,361)
Pierce	27	$35,561,393	2,924,847	26	$81,893,615	4,144,726	-1	-3.7%	$46,332,222	130.3%	1,219,879
Spokane	14	$41,507,604	277,088	15	$27,459,000	166,223	1	7.1%	($14,048,604)	-33.8%	(110,865)
Kitsap	6	$18,112,500	119,652	3	$6,795,000	86,294	-3	-50.0%	($11,317,500)	-62.5%	(33,358)
Thurston	3	$3,195,000	28,869	11	$46,705,665	207,084	8	266.7%	$43,510,665	1361.8%	178,215
Whatcom	7	$43,586,700	418,389	13	$19,307,500	755,262	6	85.7%	($24,279,200)	-55.7%	336,873
Skagit	6	$13,184,500	45,141	5	$3,271,800	173,301	-1	-16.7%	($9,912,700)	-75.2%	128,160
Grand Totals	**112**	**$395,907,651**	**5,587,957**	**135**	**$484,904,608**	**7,189,144**	**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			March 2024			Change (Mar 2024 vs Mar 2023)				
Asset Class	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**%Chg**	**Sales Volume ($)**	**%Chg**	**Total SF**
Office											
King	11	$26,767,500	96,825	7	$110,592,100	299,832	-4	-36.4%	$83,824,600	313.2%	203,007
Snohomish	7	$23,031,020	75,463	3	$4,095,000	10,496	-4	-57.1%	($18,936,020)	-82.2%	(64,967)
Pierce	7	$12,350,000	36,547	2	$4,350,000	18,162	-5	-71.4%	($8,000,000)	-64.8%	(18,385)
Spokane	9	$91,732,737	377,714	4	$5,124,550	24,267	-5	-55.6%	($86,608,187)	-94.4%	(353,447)
Kitsap	0	$0	0	2	$905,000	2,530	2	N/A	$905,000	N/A	2,530
Thurston	2	$1,722,472	5,591	2	$17,500,000	44,202	0	0.0%	$15,777,528	916.0%	38,611
Whatcom	3	$27,290,000	46,789	0	$0	0	-3	-100.0%	($27,290,000)	-100.0%	(46,789)
Skagit	3	$1,378,000	11,103	1	$1,250,000	609	-2	-66.7%	($128,000)	-9.3%	(10,494)
Totals:	**42**	**$184,271,729**	**650,032**	**21**	**$143,816,650**	**400,098**	**-21**	**-50.0%**	**($40,455,079)**	**-22.0%**	**(249,934)**
Retail											
King	15	$36,441,520	82,116	8	$23,521,500	80,172	-7	-46.7%	($12,920,020)	-35.5%	(1,944)
Snohomish	6	$12,555,000	65,873	8	$34,750,000	49,247	2	33.3%	$22,195,000	176.8%	(16,626)
Pierce	10	$15,177,500	52,816	4	$4,924,500	26,958	-6	-60.0%	($10,253,000)	-67.6%	(25,858)
Spokane	8	$9,438,744	79,286	6	$14,880,000	72,165	-2	-25.0%	$5,441,256	57.6%	(7,121)
Kitsap	4	$10,975,000	79,537	1	$399,474	1,350	-3	-75.0%	($10,575,526)	-96.4%	(78,187)
Thurston	3	$5,246,404	24,368	4	$9,078,000	18,524	1	33.3%	$3,831,596	73.0%	(5,844)
Whatcom	5	$6,086,117	24,012	3	$2,605,992	15,026	-2	-40.0%	($3,480,125)	-57.2%	(8,986)
Skagit	1	$365,000	1,040	0	$0	0	-1	-100.0%	($365,000)	-100.0%	(1,040)
Totals:	**52**	**$96,285,285**	**409,048**	**34**	**$90,159,466**	**263,442**	**-18**	**-34.6%**	**($6,125,819)**	**-6.4%**	**(145,606)**
Industrial/High Tech Flex											
King	5	$74,225,000	313,808	5	$40,450,800	117,076	0	0.0%	($33,774,200)	-45.5%	(196,732)
Snohomish	6	$37,324,500	282,875	2	$5,050,000	17,507	-4	-66.7%	($32,274,500)	-86.5%	(265,368)
Pierce	1	$6,500,000	40,000	2	$2,910,000	12,105	1	100.0%	($3,590,000)	-55.2%	(27,895)
Spokane	4	$7,200,000	63,970	2	$1,871,500	6,880	-2	-50.0%	($5,328,500)	-74.0%	(57,090)
Kitsap	1	$1,850,000	12,720	1	$400,000	4,039	0	0.0%	($1,450,000)	-78.4%	(8,681)
Thurston	2	$1,319,944	9,024	1	$9,600,000	12,476	-1	-50.0%	$8,280,056	627.3%	3,452
Whatcom	5	$2,405,000	13,684	7	$7,818,300	69,565	2	40.0%	$5,413,300	225.1%	55,881
Skagit	3	$4,353,000	28,258	0	$0	0	-3	-100.0%	($4,353,000)	-100.0%	(28,258)
Totals:	**27**	**$135,177,444**	**764,339**	**20**	**$68,100,600**	**239,648**	**-7**	**-25.9%**	**($67,076,844)**	**-49.6%**	**(524,691)**
Land											
King	9	$57,886,199	1,065,042	13	$29,532,000	304,049	4	44.4%	($28,354,199)	-49.0%	(760,993)
Snohomish	6	$11,181,000	494,406	5	$10,158,917	270,508	-1	-16.7%	($1,022,083)	-9.1%	(223,898)
Pierce	3	$2,360,000	134,165	3	$1,900,000	400,752	0	0.0%	($460,000)	-19.5%	266,587
Spokane	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Kitsap	1	$310,000	493,535	0	$0	0	-1	-100.0%	($310,000)	-100.0%	(493,535)
Thurston	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Whatcom	5	$6,170,000	2,152,735	0	$0	0	-5	-100.0%	($6,170,000)	-100.0%	(2,152,735)
Skagit	1	$1,000,000	99,752	0	$0	0	-1	-100.0%	($1,000,000)	-100.0%	(99,752)
Totals:	**25**	**$78,907,199**	**4,439,635**	**21**	**$41,590,917**	**975,309**	**-4**	**-16.0%**	**($37,316,282)**	**-47.3%**	**(3,464,326)**
Multifamily											
King	9	$137,069,000	263,928	6	$51,577,265	204,428	-3	-33.3%	($85,491,735)	-62.4%	(59,500)
Snohomish	2	$37,050,000	103,706	2	$4,934,000	19,740	0	0.0%	($32,116,000)	-86.7%	(83,966)
Pierce	1	$6,650,000	40,500	1	$3,620,000	9,603	0	0.0%	($3,030,000)	-45.6%	(30,897)
Spokane	2	$7,050,000	23,981	6	$8,488,250	60,042	4	200.0%	$1,438,250	20.4%	36,061
Kitsap	0	$0	0	2	$2,975,000	13,764	2	N/A	$2,975,000	N/A	13,764
Thurston	1	$740,000	4,916	1	$5,876,398	42,982	0	0.0%	$5,136,398	694.1%	38,066
Whatcom	1	$1,225,000	4,000	0	$0	0	-1	-100.0%	($1,225,000)	-100.0%	(4,000)
Skagit	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Totals:	**16**	**$189,784,000**	**441,031**	**18**	**$77,470,913**	**350,559**	**2**	**12.5%**	**($112,313,087)**	**-59.2%**	**(90,472)**
Grand Totals:	**162**	**$684,425,657**	**6,704,085**	**114**	**$421,138,546**	**2,229,056**	**-48**	**-29.6%**	**($263,287,111)**	**-38.5%**	**(4,475,029)**

County Totals:	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**% Chg**	**Sales Volume ($)**	**% Chg**	**Total SF**
King	49	$332,389,219	1,821,719	39	$255,673,665	1,005,557	-10	-20.4%	($76,715,554)	-23.1%	(816,162)
Snohomish	27	$121,141,520	1,022,323	20	$58,987,917	367,498	-7	-25.9%	($62,153,603)	-51.3%	(654,825)
Pierce	22	$43,037,500	304,028	12	$17,704,500	467,580	-10	-45.5%	($25,333,000)	-58.9%	163,552
Spokane	23	$115,421,481	544,951	18	$30,364,300	163,354	-5	-21.7%	($85,057,181)	-73.7%	(381,597)
Kitsap	6	$13,135,000	585,792	6	$4,679,474	21,683	0	0.0%	($8,455,526)	-64.4%	(564,109)
Thurston	8	$9,028,820	43,899	8	$42,054,398	118,184	0	0.0%	$33,025,578	365.8%	74,285
Whatcom	19	$43,176,117	2,241,220	10	$10,424,292	84,591	-9	-47.4%	($32,751,825)	-75.9%	(2,156,629)
Skagit	8	$7,096,000	140,153	1	$1,250,000	609	-7	-87.5%	($5,846,000)	-82.4%	(139,544)
Grand Totals	**162**	**$684,425,657**	**6,704,085**	**114**	**$421,138,546**	**2,229,056**	**-48**	**-29.6%**	**($263,287,111)**	**-38.5%**	**(4,475,029)**

CBA Researched CMA Sales

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

	April 2023			April 2024			Change (Apr 2024 vs Apr 2023)				
Asset Class	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**%Chg**	**Sales Volume ($)**	**%Chg**	**Total SF**
Office											
King	7	$14,185,000	27,276	12	$46,025,000	179,897	5	71.4%	$31,840,000	224.5%	152,621
Snohomish	3	$9,735,000	62,346	2	$1,359,000	4,461	-1	-33.3%	($8,376,000)	-86.0%	(57,885)
Pierce	4	$2,050,000	10,595	5	$5,549,000	19,440	1	25.0%	$3,499,000	170.7%	8,845
Spokane	4	$7,230,000	35,498	5	$6,307,500	46,109	1	25.0%	($922,500)	-12.8%	10,611
Kitsap	3	$1,220,000	18,533	1	$1,350,000	9,490	-2	-66.7%	$130,000	10.7%	(9,043)
Thurston	1	$475,000	2,188	1	$330,000	1,296	0	0.0%	($145,000)	-30.5%	(892)
Whatcom	2	$4,540,000	13,240	2	$1,470,000	5,349	0	0.0%	($3,070,000)	-67.6%	(7,891)
Skagit	0	$0	0	2	$26,650,000	31,200	2	N/A	$26,650,000	N/A	31,200
Totals:	**24**	**$39,435,000**	**169,676**	**30**	**$89,040,500**	**297,242**	**6**	**25.0%**	**$49,605,500**	**125.8%**	**127,566**
Retail											
King	8	$14,570,000	34,833	13	$28,571,000	63,137	5	62.5%	$14,001,000	96.1%	28,304
Snohomish	4	$5,875,000	15,895	11	$38,087,500	121,882	7	175.0%	$32,212,500	548.3%	105,987
Pierce	5	$3,855,000	15,602	8	$15,940,000	30,121	3	60.0%	$12,085,000	313.5%	14,519
Spokane	7	$5,138,300	29,538	8	$6,580,000	48,447	1	14.3%	$1,441,700	28.1%	18,909
Kitsap	4	$2,530,000	16,791	4	$6,692,500	30,516	0	0.0%	$4,162,500	164.5%	13,725
Thurston	4	$5,943,000	11,449	0	$0	0	-4	-100.0%	($5,943,000)	-100.0%	(11,449)
Whatcom	3	$3,369,000	11,605	2	$1,185,000	5,742	-1	-33.3%	($2,184,000)	-64.8%	(5,863)
Skagit	0	$0	0	4	$2,835,000	14,736	4	N/A	$2,835,000	N/A	14,736
Totals:	**35**	**$41,280,300**	**135,713**	**50**	**$99,891,000**	**314,581**	**15**	**42.9%**	**$58,610,700**	**142.0%**	**178,868**
Industrial/High Tech Flex											
King	5	$15,975,000	78,458	3	$66,110,000	297,308	-2	-40.0%	$50,135,000	313.8%	218,850
Snohomish	6	$8,710,000	112,992	3	$14,150,000	55,761	-3	-50.0%	$5,440,000	62.5%	(57,231)
Pierce	1	$2,500,000	11,476	5	$16,766,812	112,471	4	400.0%	$14,266,812	570.7%	100,995
Spokane	2	$2,083,799	13,856	5	$4,906,777	42,040	3	150.0%	$2,822,978	135.5%	28,184
Kitsap	4	$10,360,000	52,537	1	$2,100,000	13,600	-3	-75.0%	($8,260,000)	-79.7%	(38,937)
Thurston	4	$13,311,429	104,058	1	$544,000	8,424	-3	-75.0%	($12,767,429)	-95.9%	(95,634)
Whatcom	5	$5,124,500	142,405	2	$880,000	6,964	-3	-60.0%	($4,244,500)	-82.8%	(135,441)
Skagit	2	$27,990,000	410,876	1	$600,000	4,500	-1	-50.0%	($27,390,000)	-97.9%	(406,376)
Totals:	**29**	**$86,054,728**	**926,658**	**21**	**$106,057,589**	**541,068**	**-8**	**-27.6%**	**$20,002,861**	**23.2%**	**(385,590)**
Land											
King	9	$27,250,000	595,465	9	$63,927,000	958,320	0	0.0%	$36,677,000	134.6%	362,855
Snohomish	7	$10,412,000	1,846,944	5	$17,780,000	2,265,120	-2	-28.6%	$7,368,000	70.8%	418,176
Pierce	2	$5,230,677	102,802	2	$3,870,230	81,247	0	0.0%	($1,360,447)	-26.0%	(21,555)
Spokane	1	$925,000	45,302	1	$4,500,000	30,623	0	0.0%	$3,575,000	0.0%	(14,679)
Kitsap	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Thurston	2	$1,178,000	456,944	0	$0	0	-2	-100.0%	($1,178,000)	-100.0%	(456,944)
Whatcom	2	$1,036,437	332,798	1	$1,200,000	36,181	-1	-50.0%	$163,563	15.8%	(296,617)
Skagit	0	$0	0	3	$2,150,000	624,924	3	N/A	$2,150,000	N/A	624,924
Totals:	**23**	**$46,032,114**	**3,380,255**	**21**	**$93,427,230**	**3,996,415**	**-2**	**-8.7%**	**$47,395,116**	**103.0%**	**616,160**
Multifamily											
King	10	$60,975,950	196,844	13	$101,872,500	323,662	3	30.0%	$40,896,550	67.1%	126,818
Snohomish	0	$0	0	1	$7,200,000	22,800	1	N/A	$7,200,000	N/A	22,800
Pierce	2	$52,350,000	147,998	0	$0	0	-2	N/A	($52,350,000)	-100.0%	(147,998)
Spokane	5	$12,845,000	80,776	5	$19,350,000	73,841	0	0.0%	$6,505,000	50.6%	(6,935)
Kitsap	0	$0	0	1	$1,100,000	5,376	1	N/A	$1,100,000	N/A	5,376
Thurston	1	$12,950,000	80,984	1	$2,495,000	10,338	0	0.0%	($10,455,000)	-80.7%	(70,646)
Whatcom	1	$775,000	4,104	0	$0	0	-1	-100.0%	($775,000)	-100.0%	(4,104)
Skagit	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Totals:	**19**	**$139,895,950**	**510,706**	**21**	**$132,017,500**	**436,017**	**2**	**10.5%**	**($7,878,450)**	**-5.6%**	**(74,689)**
Grand Totals:	**130**	**$352,698,092**	**5,123,008**	**143**	**$520,433,819**	**5,585,323**	**13**	**10.0%**	**$167,735,727**	**47.6%**	**462,315**

County Totals:	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**% Chg**	**Sales Volume ($)**	**% Chg**	**Total SF**
King	39	$132,955,950	932,876	50	$306,505,500	1,822,324	11	28.2%	$173,549,550	130.5%	889,448
Snohomish	20	$34,732,000	2,038,177	22	$78,576,500	2,470,024	2	10.0%	$43,844,500	126.2%	431,847
Pierce	14	$65,985,677	288,473	20	$42,126,042	243,279	6	42.9%	($23,859,635)	-36.2%	(45,194)
Spokane	19	$28,222,099	204,970	24	$41,644,277	241,060	5	26.3%	$13,422,178	47.6%	36,090
Kitsap	11	$14,110,000	87,861	7	$11,242,500	58,982	-4	-36.4%	($2,867,500)	-20.3%	(28,879)
Thurston	12	$33,857,429	655,623	3	$3,369,000	20,058	-9	-75.0%	($30,488,429)	-90.0%	(635,565)
Whatcom	13	$14,844,937	504,152	7	$4,735,000	54,236	-6	-46.2%	($10,109,937)	-68.1%	(449,916)
Skagit	2	$27,990,000	410,876	10	$32,235,000	675,360	8	400.0%	$4,245,000	15.2%	264,484
Grand Totals	**130**	**$352,698,092**	**5,123,008**	**143**	**$520,433,819**	**5,585,323**	**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

	May 2023			May 2024			Change (May 2024 vs May 2023)				
Asset Class	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**%Chg**	**Sales Volume ($)**	**%Chg**	**Total SF**
Office											
King	6	$6,635,000	36,696	12	$118,247,000	743,074	6	100.0%	$111,612,000	1682.2%	706,378
Snohomish	8	$43,113,240	100,218	4	$6,178,000	44,044	-4	-50.0%	($36,935,240)	-85.7%	(56,174)
Pierce	3	$2,980,000	31,113	6	$9,602,500	46,328	3	100.0%	$6,622,500	222.2%	15,215
Spokane	4	$11,939,676	75,967	2	$1,650,000	19,812	-2	-50.0%	($10,289,676)	-86.2%	(56,155)
Kitsap	2	$1,460,000	7,193	1	$2,925,000	20,060	-1	-50.0%	$1,465,000	100.3%	12,867
Thurston	2	$930,000	6,608	5	$4,485,000	21,330	3	150.0%	$3,555,000	382.3%	14,722
Whatcom	1	$1,200,000	7,633	1	$1,110,000	3,088	0	0.0%	($90,000)	-7.5%	(4,545)
Skagit	3	$7,450,000	18,929	0	$0	0	-3	-100.0%	($7,450,000)	-100.0%	(18,929)
Totals:	**29**	**$75,707,916**	**284,357**	**31**	**$144,197,500**	**897,736**	**2**	**6.9%**	**$68,489,584**	**90.5%**	**613,379**
Retail											
King	12	$27,805,000	58,471	22	$154,172,876	624,153	10	83.3%	$126,367,876	454.5%	565,682
Snohomish	9	$11,869,300	45,150	8	$13,647,500	60,868	-1	-11.1%	$1,778,200	15.0%	15,718
Pierce	10	$15,965,000	95,740	8	$25,360,200	66,139	-2	-20.0%	$9,395,200	58.8%	(29,601)
Spokane	7	$9,825,000	39,368	3	$4,360,000	24,447	-4	-57.1%	($5,465,000)	-55.6%	(14,921)
Kitsap	6	$3,974,000	25,556	7	$20,222,890	153,744	1	16.7%	$16,248,890	408.9%	128,188
Thurston	4	$7,132,000	25,952	4	$6,380,000	15,458	0	0.0%	($752,000)	-10.5%	(10,494)
Whatcom	2	$3,150,000	12,541	1	$3,372,924	13,849	-1	-50.0%	$222,924	7.1%	1,308
Skagit	3	$2,149,000	13,410	3	$4,705,000	10,516	0	0.0%	$2,556,000	118.9%	(2,894)
Totals:	**53**	**$81,869,300**	**316,188**	**56**	**$232,221,390**	**969,174**	**3**	**5.7%**	**$150,352,090**	**183.6%**	**652,986**
Industrial/High Tech Flex											
King	3	$19,495,000	164,129	9	$107,630,000	455,459	6	200.0%	$88,135,000	452.1%	291,330
Snohomish	1	$850,000	2,992	10	$81,705,000	426,468	9	900.0%	$80,855,000	9512.4%	423,476
Pierce	9	$37,234,500	171,639	3	$7,274,000	269,167	-6	-66.7%	($29,960,500)	-80.5%	97,528
Spokane	7	$14,386,750	207,198	1	$11,500,000	84,535	-6	-85.7%	($2,886,750)	-20.1%	(122,663)
Kitsap	0	$0	0	1	$560,000	4,482	1	N/A	$560,000	N/A	4,482
Thurston	1	$710,000	6,776	0	$0	0	-1	0.0%	($710,000)	0.0%	(6,776)
Whatcom	2	$590,000	2,442	5	$5,592,500	186,256	3	150.0%	$5,002,500	847.9%	183,814
Skagit	2	$2,450,000	44,875	4	$1,430,000	3,600	2	100.0%	($1,020,000)	-41.6%	(41,275)
Totals:	**25**	**$75,716,250**	**600,051**	**33**	**$215,691,500**	**1,429,967**	**8**	**32.0%**	**$139,975,250**	**184.9%**	**829,916**
Land											
King	10	$29,380,000	662,112	9	$25,334,500	1,742,400	-1	-10.0%	($4,045,500)	-13.8%	1,080,288
Snohomish	6	$8,970,000	2,813,976	0	$0	0	-6	-100.0%	($8,970,000)	-100.0%	(2,813,976)
Pierce	11	$14,778,291	4,714,499	7	$15,885,000	1,481,040	-4	-36.4%	$1,106,709	7.5%	(3,233,459)
Spokane	1	$864,628	28,750	0	$0	0	-1	-100.0%	($864,628)	-100.0%	(28,750)
Kitsap	1	$775,000	217,800	3	$6,031,115	479,160	2	200.0%	$5,256,115	678.2%	261,360
Thurston	2	$3,132,308	1,193,980	0	$0	0	-2	-100.0%	($3,132,308)	-100.0%	(1,193,980)
Whatcom	1	$740,000	41,818	1	$1,100,000	143,748	0	0.0%	$360,000	48.6%	101,930
Skagit	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Totals:	**32**	**$58,640,227**	**9,672,935**	**20**	**$48,350,615**	**3,846,348**	**-12**	**-37.5%**	**($10,289,612)**	**-17.5%**	**(5,826,587)**
Multifamily											
King	14	$99,426,000	310,261	18	$432,702,000	828,000	4	28.6%	$333,276,000	335.2%	517,739
Snohomish	4	$76,915,000	229,073	2	$8,742,800	61,259	-2	-50.0%	($68,172,200)	-88.6%	(167,814)
Pierce	5	$67,950,000	259,694	5	$32,270,000	126,312	0	0.0%	($35,680,000)	-52.5%	(133,382)
Spokane	1	$1,825,000	9,536	4	$14,600,000	103,854	3	300.0%	$12,775,000	700.0%	94,318
Kitsap	0	$0	0	3	$21,200,000	86,757	3	N/A	$21,200,000	N/A	86,757
Thurston	0	$0	0	1	$1,100,000	6,360	1	N/A	$1,100,000	N/A	6,360
Whatcom	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Skagit	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Totals:	**24**	**$246,116,000**	**808,564**	**33**	**$510,614,800**	**1,212,542**	**9**	**37.5%**	**$264,498,800**	**107.5%**	**403,978**
Notable Sales:					Ivey on Boren, Seattle: $328m						
Grand Totals:	**163**	**$538,049,693**	**11,682,095**	**173**	**$1,151,075,805**	**8,355,767**	**10**	**6.1%**	**$613,026,112**	**113.9%**	**(3,326,328)**

County Totals:	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**% Chg**	**Sales Volume ($)**	**% Chg**	**Total SF**
King	45	$182,741,000	1,231,669	70	$838,086,376	4,393,086	25	55.6%	$655,345,376	358.6%	3,161,417
Snohomish	28	$141,717,540	3,191,409	24	$110,273,300	592,639	-4	-14.3%	($31,444,240)	-22.2%	(2,598,770)
Pierce	38	$138,907,791	5,272,685	29	$90,391,700	1,988,986	-9	-23.7%	($48,516,091)	-34.9%	(3,283,699)
Spokane	20	$38,841,054	360,819	10	$32,110,000	232,648	-10	-50.0%	($6,731,054)	-17.3%	(128,171)
Kitsap	9	$6,209,000	250,549	15	$50,939,005	744,203	6	66.7%	$44,730,005	720.4%	493,654
Thurston	9	$11,904,308	1,233,316	10	$11,965,000	43,148	1	11.1%	$60,692	0.5%	(1,190,168)
Whatcom	6	$5,680,000	64,434	8	$11,175,424	346,941	2	33.3%	$5,495,424	96.8%	282,507
Skagit	8	$12,049,000	77,214	7	$6,135,000	14,116	-1	-12.5%	($5,914,000)	-49.1%	(63,098)
Grand Totals	**163**	**$538,049,693**	**11,682,095**	**173**	**$1,151,075,805**	**8,355,767**	**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

	June 2023			June 2024			Change (June 2024 vs June 2023)				
Asset Class	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**%Chg**	**Sales Volume ($)**	**%Chg**	**Total SF**
Office											
King	7	$35,521,537	162,574	12	$31,781,000	103,028	5	71.4%	($3,740,537)	-10.5%	(59,546)
Snohomish	4	$9,113,000	27,655	4	$8,330,750	26,920	0	0.0%	($782,250)	-8.6%	(735)
Pierce	7	$9,957,431	46,808	7	$8,138,830	37,938	0	0.0%	($1,818,601)	-18.3%	(8,870)
Spokane	6	$12,334,326	102,180	6	$6,895,000	49,608	0	0.0%	($5,439,326)	-44.1%	(52,572)
Kitsap	2	$3,120,000	11,260	2	$1,375,000	4,926	0	0.0%	($1,745,000)	-55.9%	(6,334)
Thurston	0	$0	0	1	$2,250,000	34,300	1	N/A	$2,250,000	N/A	34,300
Whatcom	0	$0	0	5	$6,879,000	56,266	5	N/A	$6,879,000	N/A	56,266
Skagit	1	$1,066,056	2,884	3	$2,300,000	13,400	2	200.0%	$1,233,944	115.7%	10,516
Totals:	**27**	**$71,112,350**	**353,361**	**40**	**$67,949,580**	**326,386**	**13**	**48.1%**	**($3,162,770)**	**-4.4%**	**(26,975)**
Retail											
King	13	$54,890,686	91,497	9	$23,220,000	34,244	-4	-30.8%	($31,670,686)	-57.7%	(57,253)
Snohomish	13	$45,060,320	120,587	5	$39,251,538	88,145	-8	-61.5%	($5,808,782)	-12.9%	(32,442)
Pierce	9	$51,116,305	185,980	11	$31,286,200	94,832	2	22.2%	($19,830,105)	-38.8%	(91,148)
Spokane	7	$10,532,500	69,057	7	$14,492,692	163,981	0	0.0%	$3,960,192	37.6%	94,924
Kitsap	4	$4,995,000	15,273	1	$1,100,000	3,920	-3	-75.0%	($3,895,000)	-78.0%	(11,353)
Thurston	5	$4,707,059	20,343	2	$1,740,000	16,892	-3	-60.0%	($2,967,059)	-63.0%	(3,451)
Whatcom	6	$10,245,000	36,322	2	$2,715,000	13,093	-4	-66.7%	($7,530,000)	-73.5%	(23,229)
Skagit	1	$1,450,000	12,390	0	$0	0	-1	-100.0%	($1,450,000)	-100.0%	(12,390)
Totals:	**58**	**$182,996,870**	**551,449**	**37**	**$113,805,430**	**415,107**	**-21**	**-36.2%**	**($69,191,440)**	**-37.8%**	**(136,342)**
Industrial/High Tech Flex											
King	10	$22,147,500	164,921	8	$34,794,200	156,331	-2	-20.0%	$12,646,700	57.1%	(8,590)
Snohomish	2	$10,950,000	63,680	2	$2,950,000	4,076	0	0.0%	($8,000,000)	-73.1%	(59,604)
Pierce	8	$49,061,399	179,289	6	$30,738,375	101,442	-2	-25.0%	($18,323,024)	-37.3%	(77,847)
Spokane	3	$17,262,262	36,383	6	$7,291,508	59,722	3	100.0%	($9,970,754)	-57.8%	23,339
Kitsap	1	$725,000	4,800	0	$0	0	-1	-100.0%	($725,000)	-100.0%	(4,800)
Thurston	2	$132,979,000	721,298	1	$650,000	5,500	-1	-50.0%	($132,329,000)	-99.5%	(715,798)
Whatcom	8	$4,505,000	26,130	7	$7,784,957	52,439	-1	-12.5%	$3,279,957	72.8%	26,309
Skagit	2	$1,775,000	23,934	1	$550,000	3,000	-1	-50.0%	($1,225,000)	-69.0%	(20,934)
Notable Sales	Lacey I-5 Logistics Ctr, Lacey: $132.1m										
Totals:	**36**	**$239,405,161**	**1,220,435**	**31**	**$84,759,040**	**382,510**	**-5**	**-13.9%**	**($154,646,121)**	**-64.6%**	**(837,925)**
Land											
King	8	$40,833,728	1,528,956	9	$39,820,000	958,320	1	12.5%	($1,013,728)	-2.5%	(570,636)
Snohomish	7	$18,450,580	1,552,914	4	$15,029,954	2,570,040	-3	-42.9%	($3,420,626)	-18.5%	1,017,126
Pierce	6	$19,411,800	3,805,402	8	$15,973,250	1,568,160	2	33.3%	($3,438,550)	-17.7%	(2,237,242)
Spokane	2	$980,000	158,994	2	$1,790,000	51,301	0	0.0%	$810,000	0.0%	(107,693)
Kitsap	1	$558,000	82,328	1	$380,000	94,090	0	0.0%	($178,000)	-31.9%	11,762
Thurston	1	$2,800,000	132,858	0	$0	0	-1	-100.0%	($2,800,000)	-100.0%	(132,858)
Whatcom	2	$1,610,000	76,666	3	$2,755,000	5,447,294	1	50.0%	$1,145,000	71.1%	5,370,628
Skagit	0	$0	0	2	$1,590,000	106,138	2	N/A	$1,590,000	N/A	106,138
Totals:	**27**	**$84,644,108**	**7,338,118**	**29**	**$77,338,204**	**10,795,343**	**2**	**7.4%**	**($7,305,904)**	**-8.6%**	**3,457,225**
Multifamily											
King	20	$308,350,000	722,553	11	$313,662,000	952,232	-9	-45.0%	$5,312,000	1.7%	229,679
Snohomish	0	$0	0	3	$87,700,000	308,486	3	N/A	$87,700,000	N/A	308,486
Pierce	1	$3,200,000	10,404	0	$0	0	-1	-100.0%	($3,200,000)	-100.0%	(10,404)
Spokane	6	$13,000,000	401,415	6	$5,940,000	32,443	0	0.0%	($7,060,000)	-54.3%	(368,972)
Kitsap	0	$0	0	2	$5,550,000	21,714	2	N/A	$5,550,000	N/A	21,714
Thurston	2	$40,400,000	142,834	0	$0	0	-2	-100.0%	($40,400,000)	-100.0%	(142,834)
Whatcom	2	$3,390,000	10,560	2	$2,862,500	11,096	0	0.0%	($527,500)	-15.6%	536
Skagit	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Totals:	**31**	**$368,340,000**	**1,287,766**	**24**	**$415,714,500**	**1,325,971**	**-7**	**-22.6%**	**$47,374,500**	**12.9%**	**38,205**
Notable Sales:	Lakes Apts, Bellevue: $103m			Stack House, Seattle: $104m Sentral SLU, Seattle: $92m							
Grand Totals:	**179**	**$946,498,489**	**10,751,129**	**161**	**$759,566,754**	**13,245,317**	**-18**	**-10.1%**	**($186,931,735)**	**-19.7%**	**2,494,188**

County Totals:	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**% Chg**	**Sales Volume ($)**	**% Chg**	**Total SF**
King	58	$461,743,451	2,670,501	49	$443,277,200	2,204,155	-9	-15.5%	($18,466,251)	-4.0%	(466,346)
Snohomish	26	$83,573,900	1,764,836	18	$153,262,242	2,997,667	-8	-30.8%	$69,688,342	83.4%	1,232,831
Pierce	31	$132,746,935	4,227,883	32	$86,136,655	1,802,372	1	3.2%	($46,610,280)	-35.1%	(2,425,511)
Spokane	24	$54,109,088	768,029	27	$36,409,200	357,055	3	12.5%	($17,699,888)	-32.7%	(410,974)
Kitsap	8	$9,398,000	113,661	6	$8,405,000	124,650	-2	-25.0%	($993,000)	-10.6%	10,989
Thurston	10	$180,886,059	1,017,333	4	$4,640,000	56,692	-6	-60.0%	($176,246,059)	-97.4%	(960,641)
Whatcom	18	$19,750,000	149,678	19	$22,996,457	5,580,188	1	5.6%	$3,246,457	16.4%	5,430,510
Skagit	4	$4,291,056	39,208	6	$4,440,000	122,538	2	50.0%	$148,944	3.5%	83,330
Grand Totals	**179**	**$946,498,489**	**10,751,129**	**161**	**$759,566,754**	**13,245,317**	**-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

	July 2023			July 2024			Change (July 2024 vs July 2023)				
Asset Class	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**%Chg**	**Sales Volume ($)**	**%Chg**	**Total SF**
Office											
King	12	$47,855,000	138,442	12	$61,627,666	438,452	0	0.0%	$13,772,666	28.8%	300,010
Snohomish	7	$6,494,000	37,878	4	$5,575,000	20,257	-3	-42.9%	($919,000)	-14.2%	(17,621)
Pierce	1	$1,390,700	6,832	6	$5,247,500	43,138	5	500.0%	$3,856,800	277.3%	36,306
Spokane	4	$3,670,000	70,474	5	$9,174,999	93,677	1	25.0%	$5,504,999	150.0%	23,203
Kitsap	1	$1,050,000	2,810	1	$725,000	5,982	0	0.0%	($325,000)	-31.0%	3,172
Thurston	6	$5,663,944	39,795	4	$2,007,000	14,457	-2	-33.3%	($3,656,944)	-64.6%	(25,338)
Whatcom	1	$250,000	4,000	7	$14,359,445	108,691	6	600.0%	$14,109,445	5643.8%	104,691
Skagit	0	$0	0	2	$1,182,000	4,214	2	N/A	$1,182,000	N/A	4,214
Totals:	**32**	**$66,373,644**	**300,231**	**41**	**$99,898,610**	**728,868**	**9**	**28.1%**	**$33,524,966**	**50.5%**	**428,637**
Retail											
King	12	$39,465,900	110,485	7	$62,788,888	136,682	-5	-41.7%	$23,322,988	59.1%	26,197
Snohomish	6	$27,047,049	66,311	12	$24,115,000	91,639	6	100.0%	($2,932,049)	-10.8%	25,328
Pierce	7	$10,660,000	78,976	18	$27,882,840	81,300	11	157.1%	$17,222,840	161.6%	2,324
Spokane	10	$33,837,507	235,757	4	$4,240,000	20,540	-6	-60.0%	($29,597,507)	-87.5%	(215,217)
Kitsap	2	$3,290,000	12,354	3	$9,382,000	52,916	1	50.0%	$6,092,000	185.2%	40,562
Thurston	4	$11,548,373	31,453	5	$8,275,000	23,458	1	25.0%	($3,273,373)	-28.3%	(7,995)
Whatcom	2	$1,950,000	14,100	2	$3,286,000	19,568	0	0.0%	$1,336,000	68.5%	5,468
Skagit	2	$1,300,000	6,544	2	$912,000	2,956	0	0.0%	($388,000)	-29.8%	(3,588)
Totals:	**45**	**$129,098,829**	**555,980**	**53**	**$140,881,728**	**429,059**	**8**	**17.8%**	**$11,782,899**	**9.1%**	**(126,921)**
Industrial/High Tech Flex											
King	5	$16,900,000	87,124	7	$108,432,500	509,706	2	40.0%	$91,532,500	541.6%	422,582
Snohomish	4	$11,905,000	41,144	5	$29,084,000	152,937	1	25.0%	$17,179,000	144.3%	111,793
Pierce	1	$265,000	1,968	4	$19,295,000	115,798	3	300.0%	$19,030,000	7181.1%	113,830
Spokane	5	$4,910,000	38,796	3	$5,165,000	43,561	-2	-40.0%	$255,000	5.2%	4,765
Kitsap	1	$680,000	7,080	3	$1,700,000	18,868	2	200.0%	$1,020,000	150.0%	11,788
Thurston	1	$1,280,000	8,560	3	$10,225,000	119,086	2	200.0%	$8,945,000	698.8%	110,526
Whatcom	2	$4,485,000	16,854	9	$19,642,500	114,232	7	350.0%	$15,157,500	338.0%	97,378
Skagit	2	$1,668,000	19,335	2	$2,900,000	7,008	0	0.0%	$1,232,000	73.9%	(12,327)
Totals:	**21**	**$42,093,000**	**220,861**	**36**	**$196,444,000**	**1,081,196**	**15**	**71.4%**	**$154,351,000**	**366.7%**	**860,335**
Notable Sales:				Auburn Park 167- Bldgs A&B, Auburn: $83.1m							
Land											
King	7	$55,522,141	3,356,298	18	$79,327,890	2,516,080	11	157.1%	$23,805,749	42.9%	(840,218)
Snohomish	3	$13,060,000	438,214	8	$30,585,636	4,786,808	5	166.7%	$17,525,636	134.2%	4,348,594
Pierce	4	$11,614,040	369,824	5	$9,321,185	1,067,655	1	25.0%	($2,292,855)	-19.7%	697,831
Spokane	1	$1,100,000	150,718	2	$1,235,000	153,549	1	0.0%	$135,000	0.0%	2,831
Kitsap	0	$0	0	1	$285,000	264,845	1	N/A	$285,000	N/A	264,845
Thurston	0	$0	0	0	$0	0	0	N/A	$0	N/A	-
Whatcom	0	$0	0	3	$3,725,000	4,742,456	3	N/A	$3,725,000	N/A	4,742,456
Skagit	0	$0	0	2	$3,100,000	308,538	2	N/A	$3,100,000	N/A	308,538
Totals:	**15**	**$81,296,181**	**4,315,054**	**39**	**$127,579,711**	**13,839,931**	**24**	**160.0%**	**$46,283,530**	**56.9%**	**9,524,877**
Multifamily											
King	12	$95,043,499	340,621	13	$250,362,614	656,827	1	8.3%	$155,319,115	163.4%	316,206
Snohomish	0	$0	0	4	$49,045,000	207,532	4	N/A	$49,045,000	N/A	207,532
Pierce	0	$0	0	2	$23,650,000	82,966	2	N/A	$23,650,000	N/A	82,966
Spokane	3	$26,330,000	137,248	2	$1,345,000	22,412	-1	-33.3%	($24,985,000)	-94.9%	(114,836)
Kitsap	2	$26,886,502	127,040	0	$0	0	-2	-100.0%	($26,886,502)	-100.0%	(127,040)
Thurston	0	$0	0	1	$40,860,000	164,863	1	N/A	$40,860,000	N/A	164,863
Whatcom	0	$0	0	0	$0	0	0	N/A	$0	N/A	0
Skagit	0	$0	0	1	$2,080,000	9,924	1	0.0%	$2,080,000	0.0%	9,924
Totals:	**17**	**$148,260,001**	**604,909**	**23**	**$367,342,614**	**1,144,524**	**6**	**35.3%**	**$219,082,613**	**147.8%**	**539,615**
Notable Sales:				Skyglass Tower, Seattle: $173.8m Meadowscape Apts, Olympia: $40.9m							
Grand Totals:	**130**	**$467,121,655**	**5,997,035**	**192**	**$932,146,663**	**17,223,578**	**62**	**47.7%**	**$465,025,008**	**99.6%**	**11,226,543**

County Totals:	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**% Chg**	**Sales Volume ($)**	**% Chg**	**Total SF**
King	48	$254,786,540	4,032,970	57	$562,539,558	4,257,747	9	18.8%	$307,753,018	120.8%	224,777
Snohomish	20	$58,506,049	583,547	33	$138,404,636	5,259,173	13	65.0%	$79,898,587	136.6%	4,675,626
Pierce	13	$23,929,740	457,600	35	$85,396,525	1,390,857	22	169.2%	$61,466,785	256.9%	933,257
Spokane	23	$69,847,507	632,993	16	$21,159,999	333,739	-7	-30.4%	($48,687,508)	-69.7%	(299,254)
Kitsap	6	$31,906,502	149,284	8	$12,092,000	342,611	2	33.3%	($19,814,502)	-62.1%	193,327
Thurston	11	$18,492,317	79,808	13	$61,367,000	321,864	2	18.2%	$42,874,683	231.9%	242,056
Whatcom	5	$6,685,000	34,954	21	$41,012,945	4,984,947	16	320.0%	$34,327,945	513.5%	4,949,993
Skagit	4	$2,968,000	25,879	9	$10,174,000	332,640	5	125.0%	$7,206,000	242.8%	306,761
Grand Totals	**130**	**$467,121,655**	**5,997,035**	**192**	**$932,146,663**	**17,223,578**	**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

	Aug 2023			Aug 2024			Change (Aug 2024 vs Aug 2023)				
Asset Class	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**%Chg**	**Sales Volume ($)**	**%Chg**	**Total SF**
Office											
King	10	$23,905,000	47,590	10	$30,790,782	151,398	0	0.0%	$6,885,782	28.8%	103,808
Snohomish	6	$34,385,000	111,346	9	$41,740,000	109,777	3	50.0%	$7,355,000	21.4%	(1,569)
Pierce	1	$7,000,000	31,351	3	$34,638,001	73,043	2	200.0%	$27,638,001	394.8%	41,692
Spokane	5	$6,765,000	88,540	6	$9,206,057	39,513	1	20.0%	$2,441,057	36.1%	(49,027)
Kitsap	2	$1,715,000	12,539	1	$1,250,000	7,864	-1	-50.0%	($465,000)	-27.1%	(4,675)
Thurston	1	$1,050,000	2,747	4	$2,785,000	12,175	3	300.0%	$1,735,000	165.2%	9,428
Whatcom	0	$0	0	1	$1,475,000	8,739	1	N/A	$1,475,000	N/A	8,739
Skagit	2	$1,188,000	5,270	1	$622,000	2,080	-1	-50.0%	($566,000)	-47.6%	(3,190)
Totals:	**27**	**$76,008,000**	**299,383**	**35**	**$122,506,840**	**404,589**	**8**	**29.6%**	**$46,498,840**	**61.2%**	**105,206**
Notable Sales:					Allenmore Medical Ctr, Tacoma: $32.6m						
Retail											
King	11	$45,702,843	133,640	13	$70,029,907	148,161	2	18.2%	$24,327,064	53.2%	14,521
Snohomish	3	$8,870,000	10,518	10	$76,220,000	423,142	7	233.3%	$67,350,000	759.3%	412,624
Pierce	4	$4,955,000	20,088	11	$16,559,000	41,667	7	175.0%	$11,604,000	234.2%	21,579
Spokane	4	$2,530,000	18,108	7	$17,970,350	59,728	3	75.0%	$15,440,350	610.3%	41,620
Kitsap	1	$6,400,000	3,074	4	$4,401,400	43,461	3	300.0%	($1,998,600)	-31.2%	40,387
Thurston	6	$6,680,000	36,477	6	$26,600,000	87,644	0	0.0%	$19,920,000	298.2%	51,167
Whatcom	2	$2,257,514	4,007	2	$4,100,000	8,996	0	0.0%	$1,842,486	81.6%	4,989
Skagit	1	$1,650,000	9,376	4	$29,990,000	28,524	3	300.0%	$28,340,000	1717.6%	19,148
Totals:	**32**	**$79,045,357**	**235,288**	**57**	**$245,870,657**	**841,323**	**25**	**78.1%**	**$166,825,300**	**211.1%**	**606,035**
Industrial/High Tech Flex											
King	9	$27,043,721	95,385	12	$173,000,000	744,492	3	33.3%	$145,956,279	539.7%	649,107
Snohomish	6	$30,910,459	172,951	2	$9,725,000	46,228	-4	-66.7%	($21,185,459)	-68.5%	(126,723)
Pierce	3	$3,750,000	10,096	3	$14,956,803	102,612	0	0.0%	$11,206,803	298.8%	92,516
Spokane	3	$10,740,000	85,335	4	$4,000,000	20,658	1	33.3%	($6,740,000)	-62.8%	(64,677)
Kitsap	0	$0	0	1	$1,700,000	13,668	1	N/A	$1,700,000	N/A	13,668
Thurston	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Whatcom	4	$2,052,500	21,948	6	$2,290,000	11,475	2	50.0%	$237,500	11.6%	(10,473)
Skagit	2	$5,335,000	34,398	1	$5,900,000	58,220	-1	-50.0%	$565,000	10.6%	23,822
Totals:	**27**	**$79,831,680**	**420,113**	**29**	**$211,571,803**	**997,353**	**2**	**7.4%**	**$131,740,123**	**165.0%**	**577,240**
Notable Sales:					234 Distribution Ctr, Kent: $70.9m Auburn 18 Dist Ctr, Auburn: $58.5m						
Land											
King	7	$25,244,505	856,825	11	$81,432,601	449,884	4	57.1%	$56,188,096	222.6%	(406,941)
Snohomish	7	$78,061,466	3,698,680	6	$23,854,725	3,571,920	-1	-14.3%	($54,206,741)	-69.4%	(126,760)
Pierce	2	$1,875,000	80,586	4	$6,300,000	1,256,488	2	100.0%	$4,425,000	236.0%	1,175,902
Spokane	2	$2,940,000	65,776	0	$0	0	-2	-100.0%	($2,940,000)	-100.0%	(65,776)
Kitsap	2	$27,925,000	6,631,574	0	$0	0	-2	-100.0%	($27,925,000)	-100.0%	(6,631,574)
Thurston	0	$0	0	1	$800,000	223,027	1	N/A	$800,000	N/A	223,027
Whatcom	1	$1,275,000	32,302	0	$0	0	-1	-100.0%	($1,275,000)	-100.0%	(32,302)
Skagit	3	$3,300,000	248,728	2	$910,000	93,218	-1	-33.3%	($2,390,000)	-72.4%	(155,510)
Totals:	**24**	**$140,620,971**	**11,614,471**	**24**	**$113,297,326**	**5,594,537**	**0**	**0.0%**	**($27,323,645)**	**-19.4%**	**(6,019,934)**
Multifamily											
King	14	$160,576,300	556,839	18	$251,248,500	928,286	4	28.6%	$90,672,200	56.5%	371,447
Snohomish	2	$31,750,000	146,822	3	$38,750,000	57,113	1	N/A	$7,000,000	N/A	(89,709)
Pierce	2	$5,700,000	29,393	6	$24,213,000	148,977	4	200.0%	$18,513,000	324.8%	119,584
Spokane	3	$7,050,000	24,059	1	$2,100,000	14,016	-2	-66.7%	($4,950,000)	-70.2%	(10,043)
Kitsap	0	$0	0	1	$2,750,000	4,086	1	N/A	$2,750,000	N/A	4,086
Thurston	0	$0	0	1	$1,320,000	9,888	1	N/A	$1,320,000	N/A	9,888
Whatcom	0	$0	0	1	$4,500,000	49,624	1	N/A	$4,500,000	N/A	49,624
Skagit	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Totals:	**21**	**$205,076,300**	**757,113**	**31**	**$324,881,500**	**1,211,990**	**10**	**47.6%**	**$119,805,200**	**58.4%**	**454,877**
Notable Sales:					Alaire Apts, Renton: $108.5m						
Grand Totals:	**131**	**$580,582,308**	**13,326,368**	**176**	**$1,018,128,126**	**9,049,792**	**45**	**34.4%**	**$437,545,818**	**75.4%**	**(4,276,576)**

County Totals:	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**% Chg**	**Sales Volume ($)**	**% Chg**	**Total SF**
King	51	$282,472,369	1,690,279	64	$606,501,790	2,422,221	13	25.5%	$324,029,421	114.7%	731,942
Snohomish	24	$183,976,925	4,140,317	30	$190,289,725	4,208,180	6	25.0%	$6,312,800	3.4%	67,863
Pierce	12	$23,280,000	171,514	27	$96,666,804	1,622,787	15	125.0%	$73,386,804	315.2%	1,451,273
Spokane	17	$30,025,000	281,818	18	$33,276,407	133,915	1	5.9%	$3,251,407	10.8%	(147,903)
Kitsap	5	$36,040,000	6,647,187	7	$10,101,400	69,079	2	40.0%	($25,938,600)	-72.0%	(6,578,108)
Thurston	7	$7,730,000	39,224	12	$31,505,000	332,734	5	71.4%	$23,775,000	307.6%	293,510
Whatcom	7	$5,585,014	58,257	10	$12,365,000	78,834	3	42.9%	$6,779,986	121.4%	20,577
Skagit	8	$11,473,000	297,772	8	$37,422,000	182,042	0	0.0%	$25,949,000	226.2%	(115,730)
Grand Totals	**131**	**$580,582,308**	**13,326,368**	**176**	**$1,018,128,126**	**9,049,792**	**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			Sept 2024			Change (Sept 2024 vs Sept 2023)				
Asset Class	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**%Chg**	**Sales Volume ($)**	**%Chg**	**Total SF**
Office											
King	8	$19,315,500	53,179	8	$170,707,016	194,789	0	0.0%	$151,391,516	783.8%	141,610
Snohomish	2	$3,000,000	11,688	4	$10,782,500	33,786	2	100.0%	$7,782,500	259.4%	22,098
Pierce	7	$40,633,000	264,654	6	$6,607,500	36,411	-1	-14.3%	($34,025,500)	-83.7%	(228,243)
Spokane	3	$3,119,000	31,388	3	$1,710,000	10,648	0	0.0%	($1,409,000)	-45.2%	(20,740)
Kitsap	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Thurston	1	$285,000	840	2	$1,626,000	8,655	1	100.0%	$1,341,000	470.5%	7,815
Whatcom	2	$9,207,642	69,530	3	$4,700,000	22,088	1	50.0%	($4,507,642)	-49.0%	(47,442)
Skagit	0	$0	0	2	$5,114,000	14,047	2	N/A	$5,114,000	N/A	14,047
Totals:	**23**	**$75,560,142**	**431,279**	**28**	**$201,247,016**	**320,424**	**5**	**21.7%**	**$125,686,874**	**166.3%**	**(110,855)**
Notable Sales:					1165 Eastlake, Seattle: $150m						
Retail											
King	5	$12,891,000	35,470	10	$24,523,000	73,439	5	100.0%	$11,632,000	90.2%	37,969
Snohomish	9	$10,290,950	53,575	4	$17,800,000	161,451	-5	-55.6%	$7,509,050	73.0%	107,876
Pierce	9	$15,278,000	52,637	10	$16,100,000	54,383	1	11.1%	$822,000	5.4%	1,746
Spokane	7	$9,443,562	48,130	9	$18,225,000	72,967	2	28.6%	$8,781,438	93.0%	24,837
Kitsap	1	$600,000	1,242	4	$23,790,000	113,112	3	300.0%	$23,190,000	3865.0%	111,870
Thurston	3	$6,935,000	6,778	3	$1,096,731	5,998	0	0.0%	($5,838,269)	-84.2%	(780)
Whatcom	2	$3,150,000	25,441	4	$2,295,000	6,898	2	100.0%	($855,000)	-27.1%	(18,543)
Skagit	3	$4,592,000	8,585	2	$5,300,000	16,545	-1	-33.3%	$708,000	15.4%	7,960
Totals:	**39**	**$63,180,512**	**231,858**	**46**	**$109,129,731**	**504,793**	**7**	**17.9%**	**$45,949,219**	**72.7%**	**272,935**
Industrial/High Tech Flex											
King	8	$55,618,000	240,480	8	$59,342,000	296,831	0	0.0%	$3,724,000	6.7%	56,351
Snohomish	8	$27,830,361	179,212	4	$16,125,000	77,854	-4	-50.0%	($11,705,361)	-42.1%	(101,358)
Pierce	2	$920,000	6,924	5	$35,750,000	163,982	3	150.0%	$34,830,000	3785.9%	157,058
Spokane	4	$11,250,000	97,495	2	$2,350,000	19,571	-2	-50.0%	($8,900,000)	-79.1%	(77,924)
Kitsap	1	$1,764,000	9,800	0	$0	0	-1	-100.0%	($1,764,000)	-100.0%	(9,800)
Thurston	1	$9,200,000	79,262	2	$10,650,000	118,906	1	100.0%	$1,450,000	15.8%	39,644
Whatcom	1	$325,000	26,360	3	$958,200	5,093	2	200.0%	$633,200	194.8%	(21,267)
Skagit	1	$2,400,000	2,976	2	$5,630,000	210,816	1	100.0%	$3,230,000	134.6%	207,840
Totals:	**26**	**$109,307,361**	**642,509**	**26**	**$130,805,200**	**893,053**	**0**	**0.0%**	**$21,497,839**	**19.7%**	**250,544**
Land											
King	7	$24,930,000	973,566	3	$11,781,000	130,680	-4	-57.1%	($13,149,000)	-52.7%	(842,886)
Snohomish	6	$25,445,000	4,183,938	3	$4,096,105	217,800	-3	-50.0%	($21,348,895)	-83.9%	(3,966,138)
Pierce	4	$4,123,000	251,777	7	$8,150,000	1,089,000	3	75.0%	$4,027,000	97.7%	837,223
Spokane	2	$564,800	747,490	0	$0	0	-2	-100.0%	($564,800)	-100.0%	(747,490)
Kitsap	0	$0	0	0	$0	0	0	N/A	$0	N/A	-
Thurston	0	$0	0	1	$350,000	231,739	1	N/A	$350,000	N/A	231,739
Whatcom	1	$1,300,000	102,366	0	$0	0	-1	-100.0%	($1,300,000)	-100.0%	(102,366)
Skagit	2	$1,230,000	17,424	1	$557,900	361,506	-1	-50.0%	($672,100)	-54.6%	344,082
Totals:	**22**	**$57,592,800**	**6,276,561**	**15**	**$24,935,005**	**2,030,725**	**-7**	**-31.8%**	**($32,657,795)**	**-56.7%**	**(4,245,836)**
Multifamily											
King	15	$191,703,432	653,500	9	$255,768,000	759,569	-6	-40.0%	$64,064,568	33.4%	106,069
Snohomish	1	$5,735,000	19,550	1	$38,250,000	164,338	0	0.0%	$32,515,000	567.0%	144,788
Pierce	3	$98,895,000	325,415	2	$6,550,000	38,940	-1	-33.3%	($92,345,000)	-93.4%	(286,475)
Spokane	6	$18,603,201	166,979	6	$7,680,000	111,122	0	0.0%	($10,923,201)	-58.7%	(55,857)
Kitsap	0	$0	0	0	$0	0	0	N/A	$0	N/A	0
Thurston	0	$0	0	1	$38,420,000	158,221	1	N/A	$38,420,000	N/A	158,221
Whatcom	2	$30,682,500	49,368	0	$0	0	-2	-100.0%	($30,682,500)	-100.0%	(49,368)
Skagit	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Totals:	**27**	**$345,619,133**	**1,214,812**	**19**	**$346,668,000**	**1,232,190**	**-8**	**-29.6%**	**$1,048,867**	**0.3%**	**17,378**
Notable Sales:					Driftwood Apts, Kent: $92.7m Elan Uptown Flats, Seattle: $75.8m						
Grand Totals:	**137**	**$651,259,948**	**8,797,019**	**134**	**$812,784,952**	**4,981,185**	**-3**	**-2.2%**	**$161,525,004**	**24.8%**	**(3,815,834)**

County Totals:	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**% Chg**	**Sales Volume ($)**	**% Chg**	**Total SF**
King	43	$304,457,932	1,956,195	38	$522,121,016	1,455,308	-5	-11.6%	$217,663,084	71.5%	(500,887)
Snohomish	26	$72,301,311	4,447,963	16	$87,053,605	655,229	-10	-38.5%	$14,752,294	20.4%	(3,792,734)
Pierce	25	$159,849,000	901,407	30	$73,157,500	1,382,716	5	20.0%	($86,691,500)	-54.2%	481,309
Spokane	22	$42,980,563	1,091,482	20	$29,965,000	214,308	-2	-9.1%	($13,015,563)	-30.3%	(877,174)
Kitsap	2	$2,364,000	11,042	4	$23,790,000	113,112	2	100.0%	$21,426,000	906.3%	102,070
Thurston	5	$16,420,000	86,880	9	$52,142,731	523,519	4	80.0%	$35,722,731	217.6%	436,639
Whatcom	8	$44,665,142	273,065	10	$7,953,200	34,079	2	25.0%	($36,711,942)	-82.2%	(238,986)
Skagit	6	$8,222,000	28,985	7	$16,601,900	602,914	1	16.7%	$8,379,900	101.9%	573,929
Grand Totals	**137**	**$651,259,948**	**8,797,019**	**134**	**$812,784,952**	**4,981,185**	**-3**	**-2.2%**	**$161,525,004**	**24.8%**	**(3,815,834)**

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

	Oct 2023			Oct 2024			Change (Oct 2024 vs Oct 2023)				
Asset Class	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**%Chg**	**Sales Volume ($)**	**%Chg**	**Total SF**
Office											
King	12	$52,767,000	206,311	8	$74,895,000	189,029	-4	-33.3%	$22,128,000	41.9%	(17,282)
Snohomish	3	$1,608,000	11,687	6	$21,208,801	74,267	3	100.0%	$19,600,801	1219.0%	62,580
Pierce	5	$4,775,000	34,557	7	$7,336,695	31,568	2	40.0%	$2,561,695	53.6%	(2,989)
Spokane	2	$1,225,000	16,188	4	$8,028,589	58,568	2	100.0%	$6,803,589	555.4%	42,380
Kitsap	0	$0	0	1	$810,000	3,434	1	N/A	$810,000	N/A	3,434
Thurston	4	$7,711,500	59,498	2	$866,000	8,418	-2	-50.0%	($6,845,500)	-88.8%	(51,080)
Whatcom	0	$0	0	2	$2,620,000	11,709	2	N/A	$2,620,000	N/A	11,709
Skagit	0	$0	0	1	$4,164,000	12,325	1	N/A	$4,164,000	N/A	12,325
Totals:	**26**	**$68,086,500**	**328,241**	**31**	**$119,929,085**	**389,318**	**5**	**19.2%**	**$51,842,585**	**76.1%**	**61,077**
Retail											
King	8	$20,540,994	47,888	13	$28,867,558	121,171	5	62.5%	$8,326,564	40.5%	73,283
Snohomish	7	$54,465,483	226,528	4	$7,502,000	18,803	-3	-42.9%	($46,963,483)	-86.2%	(207,725)
Pierce	5	$9,330,000	28,725	11	$19,565,915	72,673	6	120.0%	$10,235,915	109.7%	43,948
Spokane	7	$4,301,854	34,809	11	$9,232,420	54,111	4	57.1%	$4,930,566	114.6%	19,302
Kitsap	1	$500,000	40,800	6	$5,580,469	23,649	5	500.0%	$5,080,469	1016.1%	(17,151)
Thurston	3	$2,190,000	28,742	4	$2,636,440	17,335	1	33.3%	$446,440	20.4%	(11,407)
Whatcom	1	$3,000,000	13,028	2	$4,225,000	5,152	1	100.0%	$1,225,000	40.8%	(7,876)
Skagit	4	$2,040,000	9,554	3	$6,550,000	18,067	-1	-25.0%	$4,510,000	221.1%	8,513
Totals:	**36**	**$96,368,331**	**430,074**	**54**	**$84,159,802**	**330,961**	**18**	**50.0%**	**($12,208,529)**	**-12.7%**	**(99,113)**
Industrial/High Tech Flex											
King	8	$28,128,937	128,069	6	$150,787,000	487,375	-2	-25.0%	$122,658,063	436.1%	359,306
Snohomish	2	$2,805,000	71,473	3	$31,850,000	71,159	1	50.0%	$29,045,000	1035.5%	(314)
Pierce	4	$12,045,000	46,164	3	$3,721,500	15,521	-1	-25.0%	($8,323,500)	-69.1%	(30,643)
Spokane	5	$5,412,500	38,947	2	$1,295,000	7,961	-3	-60.0%	($4,117,500)	-76.1%	(30,986)
Kitsap	0	$0	0	1	$4,225,000	23,354	1	N/A	$4,225,000	N/A	23,354
Thurston	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Whatcom	1	$320,000	2,228	3	$2,690,000	20,407	2	200.0%	$2,370,000	740.6%	18,179
Skagit	1	$302,000	7,094	2	$2,180,000	11,001	1	100.0%	$1,878,000	621.9%	3,907
Totals:	**21**	**$49,013,437**	**293,975**	**20**	**$196,748,500**	**636,778**	**-1**	**-4.8%**	**$147,735,063**	**301.4%**	**342,803**
Land											
King	7	$38,258,927	1,976,753	10	$23,225,000	435,600	3	42.9%	($15,033,927)	-39.3%	(1,541,153)
Snohomish	3	$14,200,000	368,518	4	$19,089,681	1,045,440	1	33.3%	$4,889,681	34.4%	676,922
Pierce	7	$11,124,405	475,675	2	$14,100,000	1,029,149	-5	-71.4%	$2,975,595	26.7%	553,474
Spokane	1	$400,000	37,462	1	$585,000	41,295	0	0.0%	$185,000	46.3%	3,833
Kitsap	1	$1,050,000	6,098	1	$350,000	219,978	0	0.0%	($700,000)	-66.7%	213,880
Thurston	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Whatcom	1	$1,450,000	609,840	3	$2,010,000	434,279	2	200.0%	$560,000	38.6%	(175,561)
Skagit	1	$604,000	248,728	2	$3,000,000	1,953,666	1	100.0%	$2,396,000	396.7%	1,704,938
Totals:	**21**	**$67,087,332**	**3,723,074**	**23**	**$62,359,681**	**5,159,407**	**2**	**9.5%**	**($4,727,651)**	**-7.0%**	**1,436,333**
Multifamily											
King	17	$194,822,468	731,200	20	$92,237,500	359,001	3	17.6%	($102,584,968)	-52.7%	(372,199)
Snohomish	2	$10,575,000	38,055	4	$104,250,000	280,508	2	100.0%	$93,675,000	885.8%	242,453
Pierce	3	$11,325,500	52,706	1	$6,877,650	31,249	-2	-66.7%	($4,447,850)	-39.3%	(21,457)
Spokane	2	$11,289,000	49,209	9	$32,354,150	214,570	7	350.0%	$21,065,150	186.6%	165,361
Kitsap	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Thurston	2	$18,915,000	203,923	4	$26,237,000	121,722	2	100.0%	$7,322,000	38.7%	(82,201)
Whatcom	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Skagit	0	$0	0	2	$2,100,000	12,439	2	N/A	$2,100,000	N/A	12,439
Totals:	**26**	**$246,926,968**	**1,075,093**	**40**	**$264,056,300**	**1,019,489**	**14**	**53.8%**	**$17,129,332**	**6.9%**	**(55,604)**
Grand Totals:	**130**	**$527,482,568**	**5,850,457**	**168**	**$727,253,368**	**7,535,953**	**38**	**29.2%**	**$199,770,800**	**37.9%**	**1,685,496**

County Totals:	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**% Chg**	**Sales Volume ($)**	**% Chg**	**Total SF**
King	52	$334,518,326	3,090,221	57	$370,012,058	1,592,176	5	9.6%	$35,493,732	10.6%	(1,498,045)
Snohomish	17	$83,653,483	716,261	21	$183,900,482	1,490,177	4	23.5%	$100,246,999	119.8%	773,916
Pierce	24	$48,599,905	637,827	24	$51,601,760	1,180,160	0	0.0%	$3,001,855	6.2%	542,333
Spokane	17	$22,628,354	176,615	27	$51,495,159	376,505	10	58.8%	$28,866,805	127.6%	199,890
Kitsap	2	$1,550,000	46,898	9	$10,965,469	270,415	7	350.0%	$9,415,469	607.4%	223,517
Thurston	9	$28,816,500	292,163	10	$29,739,440	147,475	1	11.1%	$922,940	3.2%	(144,688)
Whatcom	3	$4,770,000	625,096	10	$11,545,000	471,547	7	233.3%	$6,775,000	142.0%	(153,549)
Skagit	6	$2,946,000	265,376	10	$17,994,000	2,007,498	4	66.7%	$15,048,000	510.8%	1,742,122
Grand Totals	**130**	**$527,482,568**	**5,850,457**	**168**	**$727,253,368**	**7,535,953**	**38**	**29.2%**	**$199,770,800**	**37.9%**	**1,685,496**

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

	Nov 2023			Nov 2024			Change (Nov 2024 vs Nov 2023)				
Asset Class	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**%Chg**	**Sales Volume ($)**	**%Chg**	**Total SF**
Office											
King	14	$43,160,000	110,609	15	$67,773,575	268,231	1	7.1%	$24,613,575	57.0%	157,622
Snohomish	3	$2,622,000	15,409	3	$3,400,000	59,881	0	0.0%	$778,000	29.7%	44,472
Pierce	5	$6,819,950	29,964	6	$10,442,700	47,946	1	20.0%	$3,622,750	53.1%	17,982
Spokane	4	$2,896,750	22,201	4	$3,500,000	17,440	0	0.0%	$603,250	20.8%	(4,761)
Kitsap	1	$2,070,000	6,600	2	$1,110,000	3,147	1	0.0%	($960,000)	0.0%	(3,453)
Thurston	7	$8,872,551	131,547	2	$6,135,000	16,064	-5	-71.4%	($2,737,551)	-30.9%	(115,483)
Whatcom	3	$1,274,000	6,222	1	$260,000	1,102	-2	-66.7%	($1,014,000)	-79.6%	(5,120)
Skagit	0	$0	0	1	$650,000	2,290	1	N/A	$650,000	N/A	2,290
Totals:	**37**	**$67,715,251**	**322,552**	**34**	**$93,271,275**	**416,101**	**-3**	**-8.1%**	**$25,556,024**	**37.7%**	**93,549**
Retail											
King	14	$32,323,662	77,710	12	$42,938,200	71,133	-2	-14.3%	$10,614,538	32.8%	(6,577)
Snohomish	6	$20,728,502	88,978	7	$16,150,000	24,626	1	16.7%	($4,578,502)	-22.1%	(64,352)
Pierce	6	$8,185,000	51,698	5	$5,250,000	20,335	-1	-16.7%	($2,935,000)	-35.9%	(31,363)
Spokane	11	$7,510,000	35,023	10	$12,967,616	62,109	-1	-9.1%	$5,457,616	72.7%	27,086
Kitsap	1	$1,500,000	8,695	3	$2,850,000	7,545	2	200.0%	$1,350,000	90.0%	(1,150)
Thurston	2	$2,826,000	31,707	4	$3,755,000	9,614	2	100.0%	$929,000	32.9%	(22,093)
Whatcom	3	$6,550,000	33,357	3	$4,701,950	17,029	0	0.0%	($1,848,050)	-28.2%	(16,328)
Skagit	3	$2,259,000	8,807	3	$3,999,200	22,570	0	0.0%	$1,740,200	77.0%	13,763
Totals:	**46**	**$81,882,164**	**335,975**	**47**	**$92,611,966**	**234,961**	**1**	**2.2%**	**$10,729,802**	**13.1%**	**(101,014)**
Industrial/High Tech Flex											
King	4	$41,200,000	197,598	5	$15,510,000	62,349	1	25.0%	($25,690,000)	-62.4%	(135,249)
Snohomish	2	$5,325,000	14,931	5	$36,153,000	233,853	3	150.0%	$30,828,000	578.9%	218,922
Pierce	4	$20,305,000	113,092	4	$4,540,000	22,986	0	0.0%	($15,765,000)	-77.6%	(90,106)
Spokane	3	$5,150,000	28,934	6	$4,229,300	65,442	3	100.0%	($920,700)	-17.9%	36,508
Kitsap	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Thurston	1	$1,500,000	8,600	0	$0	0	-1	-100.0%	($1,500,000)	-100.0%	(8,600)
Whatcom	6	$2,562,000	22,707	5	$2,860,000	17,147	-1	-16.7%	$298,000	11.6%	(5,560)
Skagit	3	$7,050,000	74,620	0	$0	0	-3	-100.0%	($7,050,000)	-100.0%	(74,620)
Totals:	**23**	**$83,092,000**	**460,482**	**25**	**$63,292,300**	**401,777**	**2**	**8.7%**	**($19,799,700)**	**-23.8%**	**(58,705)**
Land											
King	6	$20,199,000	3,912,124	7	$14,825,050	653,400	1	16.7%	($5,373,950)	-26.6%	(3,258,724)
Snohomish	3	$10,025,000	404,672	2	$9,348,000	425,581	-1	-33.3%	($677,000)	-6.8%	20,909
Pierce	7	$15,186,830	647,302	5	$12,406,656	1,437,480	-2	-28.6%	($2,780,174)	-18.3%	790,178
Spokane	3	$8,451,000	805,860	2	$1,538,119	72,541	-1	-33.3%	($6,912,881)	-81.8%	(733,319)
Kitsap	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Thurston	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Whatcom	0	$0	0	1	$1,500,000	112,820	1	N/A	$1,500,000	N/A	112,820
Skagit	0	$0	0	2	$4,180,000	754,578	2	N/A	$4,180,000	N/A	754,578
Totals:	**19**	**$53,861,830**	**5,769,958**	**19**	**$43,797,825**	**3,456,400**	**0**	**0.0%**	**($10,064,005)**	**-18.7%**	**(2,313,558)**
Multifamily											
King	8	$37,816,200	122,906	18	$491,546,427	1,746,665	10	125.0%	$453,730,227	1199.8%	1,623,759
Snohomish	2	$12,275,000	27,918	2	$3,832,000	11,407	0	0.0%	($8,443,000)	-68.8%	(16,511)
Pierce	1	$5,000,000	33,730	10	$158,275,000	743,451	9	900.0%	$153,275,000	3065.5%	709,721
Spokane	6	$19,550,000	130,535	4	$10,910,000	115,006	-2	-33.3%	($8,640,000)	-44.2%	(15,529)
Kitsap	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Thurston	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Whatcom	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Skagit	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	0
Totals:	**17**	**$74,641,200**	**315,089**	**34**	**$664,563,427**	**2,616,529**	**17**	**100.0%**	**$589,922,227**	**790.3%**	**2,301,440**
Notable Sales:				Parkside Apts, Redmond: $285.9m Beaumont, Woodinville: $136.13m							
Grand Totals:	**142**	**$361,192,445**	**7,204,056**	**159**	**$957,536,793**	**7,125,768**	**17**	**12.0%**	**$596,344,348**	**165.1%**	**(78,288)**

County Totals:	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**% Chg**	**Sales Volume ($)**	**% Chg**	**Total SF**
King	46	$174,698,862	4,420,947	57	$632,593,252	2,801,778	11	23.9%	$457,894,390	262.1%	(1,619,169)
Snohomish	16	$50,975,502	551,908	19	$68,883,000	755,348	3	18.8%	$17,907,498	35.1%	203,440
Pierce	23	$55,496,780	875,786	30	$190,914,356	2,272,198	7	30.4%	$135,417,576	244.0%	1,396,412
Spokane	27	$43,557,750	1,022,553	26	$33,145,035	332,538	-1	-3.7%	($10,412,715)	-23.9%	(690,015)
Kitsap	2	$3,570,000	15,295	5	$3,960,000	10,692	3	150.0%	$390,000	10.9%	(4,603)
Thurston	10	$13,198,551	171,854	6	$9,890,000	25,678	-4	-40.0%	($3,308,551)	-25.1%	(146,176)
Whatcom	12	$10,386,000	62,286	10	$9,321,950	148,098	-2	-16.7%	($1,064,050)	-10.2%	85,812
Skagit	6	$9,309,000	83,427	6	$8,829,200	779,438	0	0.0%	($479,800)	-5.2%	696,011
Grand Totals	**142**	**$361,192,445**	**7,204,056**	**159**	**$957,536,793**	**7,125,768**	**17**	**12.0%**	**$596,344,348**	**165.1%**	**(78,288)**

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

	December 2023			December 2024			Change (Dec 2024 vs Dec 2023)				
Asset Class	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**%Chg**	**Sales Volume ($)**	**%Chg**	**Total SF**
Office											
King	11	$55,350,000	235,421	17	$85,253,000	179,365	6	54.5%	$29,903,000	54.0%	(56,056)
Snohomish	3	$3,293,000	11,718	4	$9,775,000	45,370	1	33.3%	$6,482,000	196.8%	33,652
Pierce	9	$17,158,500	72,170	9	$32,722,471	97,826	0	0.0%	$15,563,971	90.7%	25,656
Spokane	6	$5,310,000	36,659	3	$22,260,000	128,133	-3	-50.0%	$16,950,000	319.2%	91,474
Kitsap	2	$2,116,583	10,580	0	$0	0	-2	-100.0%	($2,116,583)	-100.0%	(10,580)
Thurston	5	$8,076,129	67,003	2	$2,576,100	13,055	-3	-60.0%	($5,500,029)	-68.1%	(53,948)
Whatcom	0	$0	0	1	$1,100,000	15,680	1	N/A	$1,100,000	N/A	15,680
Skagit	3	$1,124,500	5,096	4	$2,033,000	14,990	1	33.3%	$908,500	80.8%	9,894
Totals:	**39**	**$92,428,712**	**438,647**	**40**	**$155,719,571**	**494,419**	**1**	**2.6%**	**$63,290,859**	**68.5%**	**55,772**
Retail											
King	14	$47,136,312	110,563	17	$136,949,217	1,130,834	3	21.4%	$89,812,905	190.5%	1,020,271
Snohomish	9	$9,113,500	32,520	10	$26,377,750	26,368	1	11.1%	$17,264,250	189.4%	(6,152)
Pierce	7	$6,729,742	21,315	7	$23,442,000	112,170	0	0.0%	$16,712,258	248.3%	90,855
Spokane	8	$8,515,000	43,712	5	$8,720,000	42,394	-3	-37.5%	$205,000	2.4%	(1,318)
Kitsap	1	$445,000	8,758	11	$44,788,000	318,695	10	1000.0%	$44,343,000	9964.7%	309,937
Thurston	5	$4,910,000	21,508	1	$348,000	555	-4	-80.0%	($4,562,000)	-92.9%	(20,953)
Whatcom	4	$3,040,000	16,701	6	$7,105,800	47,465	2	50.0%	$4,065,800	133.7%	30,764
Skagit	3	$3,526,000	14,890	2	$2,170,000	6,630	-1	-33.3%	($1,356,000)	-38.5%	(8,260)
Totals:	**51**	**$83,415,554**	**269,967**	**59**	**$249,900,767**	**1,685,111**	**8**	**15.7%**	**$166,485,213**	**199.6%**	**1,415,144**
Industrial/High Tech Flex											
King	7	$25,895,000	104,047	12	$167,757,413	794,871	5	71.4%	$141,862,413	547.8%	690,824
Snohomish	1	$500,000	680	4	$49,200,000	179,817	3	300.0%	$48,700,000	9740.0%	179,137
Pierce	4	$12,434,995	80,450	6	$51,287,665	429,646	2	50.0%	$38,852,670	312.4%	349,196
Spokane	2	$2,756,500	23,974	1	$950,000	7,500	-1	-50.0%	($1,806,500)	-65.5%	(16,474)
Kitsap	2	$1,820,000	16,616	2	$2,279,392	16,924	0	0.0%	$459,392	25.2%	308
Thurston	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Whatcom	6	$24,884,143	178,546	2	$3,142,000	119,416	-4	-66.7%	($21,742,143)	-87.4%	(59,130)
Skagit	1	$4,184,496	58,565	3	$3,880,000	26,225	2	200.0%	($304,496)	-7.3%	(32,340)
Totals:	**23**	**$72,475,134**	**462,878**	**30**	**$278,496,470**	**1,574,399**	**7**	**30.4%**	**$206,021,336**	**284.3%**	**1,111,521**
Land											
King	20	$43,996,519	5,349,604	19	$31,177,340	637,061	-1	-5.0%	($12,819,179)	-29.1%	(4,712,543)
Snohomish	8	$42,305,000	5,036,843	2	$2,500,000	246,550	-6	-75.0%	($39,805,000)	-94.1%	(4,790,293)
Pierce	6	$10,010,000	1,856,092	2	$1,050,000	24,076	-4	-66.7%	($8,960,000)	-89.5%	(1,832,016)
Spokane	1	$600,000	31,799	1	$1,399,000	6,840,449	0	0.0%	$799,000	133.2%	6,808,650
Kitsap	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Thurston	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Whatcom	8	$65,384,085	68,979,121	3	$2,280,000	470,012	-5	-62.5%	($63,104,085)	-96.5%	(68,509,109)
Skagit	0	$0	0	0	$0	0	0	0.0%	$0	0.0%	-
Totals:	**43**	**$162,295,604**	**81,253,459**	**27**	**$38,406,340**	**8,218,148**	**-16**	**-37.2%**	**($123,889,264)**	**-76.3%**	**(73,035,311)**
Multifamily											
King	17	$427,758,120	1,435,802	23	$642,857,000	2,157,456	6	35.3%	$215,098,880	50.3%	721,654
Snohomish	1	$1,466,000	16,092	1	$23,000,000	95,937	0	0.0%	$21,534,000	1468.9%	79,845
Pierce	4	$57,640,000	210,365	9	$49,099,177	213,402	5	125.0%	($8,540,823)	-14.8%	3,037
Spokane	1	$10,850,000	50,350	3	$10,781,000	101,769	2	200.0%	($69,000)	-0.6%	51,419
Kitsap	0	$0	0	1	$2,325,000	10,833	1	N/A	$2,325,000	N/A	10,833
Thurston	7	$41,467,000	192,618	0	$0	0	-7	-100.0%	($41,467,000)	-100.0%	(192,618)
Whatcom	0	$0	0	2	$55,450,000	292,290	2	N/A	$55,450,000	N/A	292,290
Skagit	0	$0	0	1	$4,250,000	14,724	1	N/A	$4,250,000	N/A	14,724
Totals:	**30**	**$539,181,120**	**1,905,227**	**40**	**$787,762,177**	**2,886,411**	**10**	**33.3%**	**$248,581,057**	**46.1%**	**981,184**
Notable Sales:				Windsor Ballard, Seattle: $105.5m Onyx, Redmond: $135m Modera, Redmond: $123.2m							
Grand Totals:	**186**	**$949,796,124**	**84,330,178**	**196**	**$1,510,285,325**	**14,858,488**	**10**	**5.4%**	**$560,489,201**	**59.0%**	**(69,471,690)**

County Totals:	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**Sales Volume ($)**	**Total SF**	**# of Sales**	**% Chg**	**Sales Volume ($)**	**% Chg**	**Total SF**
King	69	$600,135,951	7,235,437	88	$1,063,993,970	4,899,587	19	27.5%	$463,858,019	77.3%	(2,335,850)
Snohomish	22	$56,677,500	5,097,853	21	$110,852,750	594,042	-1	-4.5%	$54,175,250	95.6%	(4,503,811)
Pierce	30	$103,973,237	2,240,392	33	$157,601,313	877,120	3	10.0%	$53,628,076	51.6%	(1,363,272)
Spokane	18	$28,031,500	186,494	13	$44,110,000	7,120,245	-5	-27.8%	$16,078,500	57.4%	6,933,751
Kitsap	5	$4,381,583	35,954	14	$49,392,392	346,452	9	180.0%	$45,010,809	1027.3%	310,498
Thurston	17	$54,453,129	281,129	3	$2,924,100	13,610	-14	-82.4%	($51,529,029)	-94.6%	(267,519)
Whatcom	18	$93,308,228	69,174,368	14	$69,077,800	944,863	-4	-22.2%	($24,230,428)	-26.0%	(68,229,505)
Skagit	7	$8,834,996	78,551	10	$12,333,000	62,569	3	42.9%	$3,498,004	39.6%	(15,982)
Grand Totals	**186**	**$949,796,124**	**84,330,178**	**196**	**$1,510,285,325**	**14,858,488**	**10**	**5.4%**	**$560,489,201**	**59.0%**	**(69,471,690)**