



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

		2022		
Totals by Month		# of Sales	Sales Volume (\$)	Total SF
1st Qtr	January	174	\$1,592,738,785	7,887,743
	February	151	\$2,326,530,651	10,419,596
	March	173	\$1,134,616,212	8,776,217
	1st Qtr Totals	498	\$5,053,885,648	27,083,556
2nd Qtr	April	197	\$1,633,044,684	35,054,296
	May	181	\$2,041,030,683	15,570,822
	June	174	\$1,221,800,953	22,663,517
	2nd Qtr Totals	552	\$4,895,876,320	73,288,635
3rd Qtr	July	210	\$1,936,909,632	21,252,561
	August	183	\$1,394,849,759	8,479,811
	September	159	\$1,111,431,531	10,095,507
	3rd Qtr Totals	552	\$4,443,190,922	39,827,879
4th Qtr	October	150	\$1,063,835,124	6,131,246
	November	157	\$665,174,055	4,745,856
	December	179	\$1,514,116,990	18,061,880
	4th Qtr Totals	486	\$3,243,126,169	28,938,982
Grand Totals		2088	\$17,636,079,059	169,139,052

2023		
# of Sales	Sales Volume (\$)	Total SF
146	\$540,275,191	9,569,665
94	\$319,817,201	5,093,069
132	\$626,363,540	4,293,815
372	\$1,486,455,932	18,956,549
109	\$284,068,155	4,034,745
148	\$518,495,693	11,530,911
149	\$869,057,433	10,017,994
406	\$1,671,621,281	25,583,650
116	\$404,252,153	5,671,914
113	\$556,474,294	12,946,280
117	\$579,769,605	8,327,990
346	\$1,540,496,052	26,946,184
117	\$489,562,568	4,706,853
118	\$321,947,445	6,927,808
153	\$795,335,900	14,834,291
388	\$1,606,845,913	26,468,952
1512	\$6,305,419,178	97,955,335

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

Totals by County		# of Sales	Sales Volume (\$)	Total SF
1st Qtr	King	220	\$3,792,619,845	14,536,202
	Snohomish	64	\$440,947,925	2,106,749
	Pierce	103	\$492,778,539	8,974,134
	Spokane	59	\$168,843,305	695,384
	Kitsap	21	\$34,313,658	174,286
	Thurston	31	\$124,382,376	596,801
	1st Qtr Totals	498	\$5,053,885,648	27,083,556
2nd Qtr	King	250	\$3,418,551,042	13,630,453
	Snohomish	108	\$808,797,185	29,968,444
	Pierce	105	\$434,785,018	21,490,937
	Spokane	39	\$95,161,139	4,006,043
	Kitsap	26	\$82,522,000	1,377,976
	Thurston	24	\$56,059,936	2,814,782
	2nd Qtr Totals	552	\$4,895,876,320	73,288,635
3rd Qtr	King	242	\$2,871,486,825	18,772,194
	Snohomish	98	\$928,415,901	10,003,310
	Pierce	103	\$384,845,597	7,497,145
	Spokane	68	\$110,669,696	2,375,490
	Kitsap	15	\$18,592,000	368,807
	Thurston	26	\$129,180,903	810,933
	3rd Qtr Totals	552	\$4,443,190,922	39,827,879
4th Qtr	King	218	\$2,250,714,667	8,009,885
	Snohomish	81	\$528,091,667	10,072,702
	Pierce	87	\$265,672,498	7,988,713
	Spokane	54	\$113,957,406	1,120,981
	Kitsap	17	\$13,544,650	305,018
	Thurston	29	\$71,145,281	1,441,683
	4th Qtr Totals	486	\$3,243,126,169	28,938,982
YTD	King	930	\$12,333,372,379	54,948,734
	Snohomish	351	\$2,706,252,678	52,151,205
	Pierce	398	\$1,578,081,652	45,950,929
	Spokane	220	\$488,631,546	8,197,898
	Kitsap	79	\$148,972,308	2,226,087
	Thurston	110	\$380,768,496	5,664,199
	Grand Totals	2088	\$17,636,079,059	169,139,052

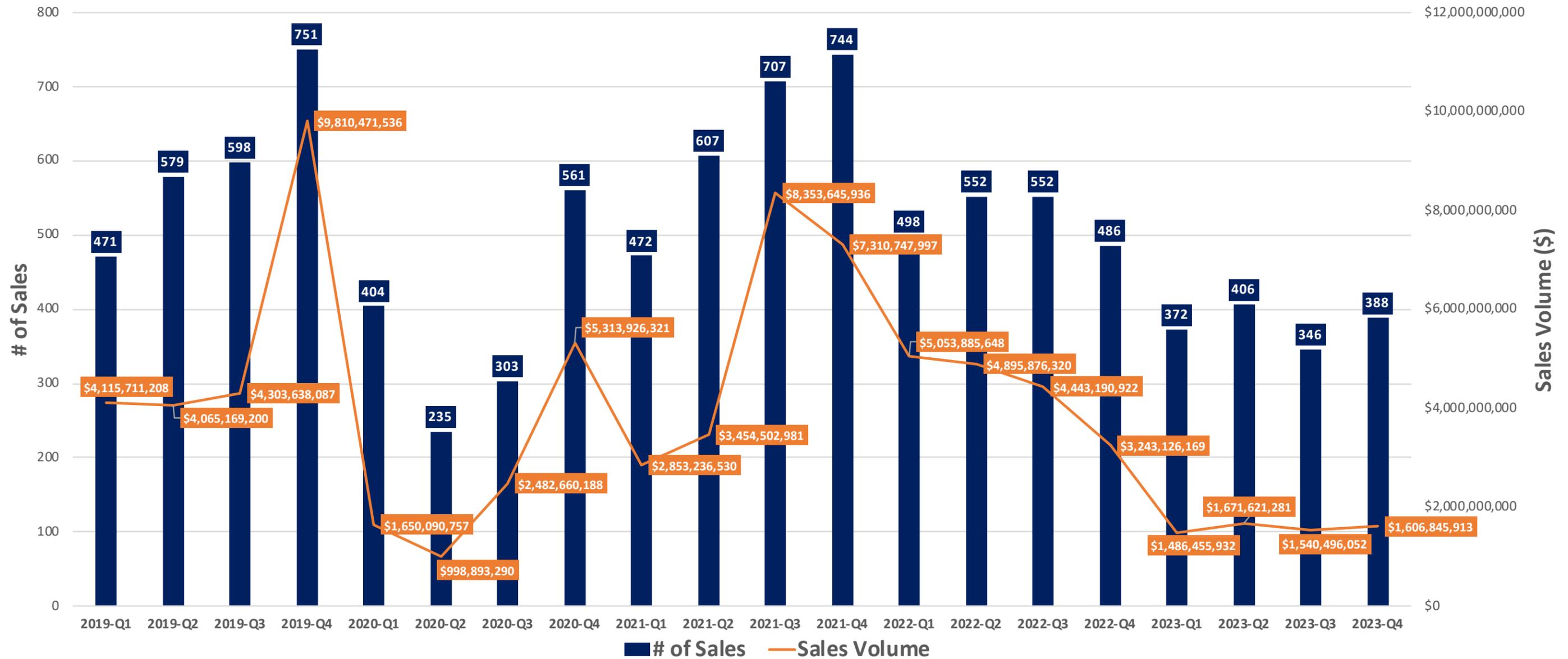
# of Sales	Sales Volume (\$)	Total SF
144	\$829,688,406	5,601,724
66	\$283,223,799	6,471,595
78	\$164,659,192	5,131,830
51	\$154,192,835	887,422
16	\$38,270,000	746,325
17	\$16,421,700	117,653
372	\$1,486,455,932	18,956,549
142	\$777,440,401	4,835,046
74	\$260,023,440	6,994,422
83	\$337,640,403	9,777,566
51	\$93,502,241	842,091
28	\$29,717,000	452,071
28	\$173,297,796	2,682,454
406	\$1,671,621,281	25,583,650
142	\$841,716,841	7,679,444
70	\$314,784,285	9,171,827
50	\$207,058,740	1,530,521
50	\$90,869,869	1,678,007
11	\$43,424,000	6,680,473
23	\$42,642,317	205,912
346	\$1,540,496,052	26,946,184
167	\$1,109,353,139	14,746,605
55	\$191,306,485	6,366,022
77	\$208,069,922	3,754,005
53	\$52,528,604	1,155,568
9	\$9,501,583	98,147
27	\$36,086,180	348,605
388	\$1,606,845,913	26,468,952
595	\$3,558,198,787	32,862,819
265	\$1,049,338,009	29,003,866
288	\$917,428,257	20,193,922
205	\$391,093,549	4,563,088
64	\$120,912,583	7,977,016
95	\$268,447,993	3,354,624
1512	\$6,305,419,178	97,955,335

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-76	-34.5%	(\$2,962,931,439)	-78.1%	(8,934,478)
2	3.1%	(\$157,724,126)	-35.8%	4,364,846
-25	-24.3%	(\$328,119,347)	-66.6%	(3,842,304)
-8	-13.6%	(\$14,650,470)	-8.7%	192,038
-5	-23.8%	\$3,956,342	11.5%	572,039
-14	-45.2%	(\$107,960,676)	-86.8%	(479,148)
-126	-25.3%	(\$3,567,429,716)	-70.6%	(8,127,007)
-108	-43.2%	(\$2,641,110,641)	-77.3%	(8,795,407)
-34	-31.5%	(\$548,773,745)	-67.9%	(22,974,022)
-22	-21.0%	(\$97,144,615)	-22.3%	(11,713,371)
12	30.8%	(\$1,658,898)	-1.7%	(3,163,952)
2	7.7%	(\$52,805,000)	-64.0%	(925,905)
4	16.7%	\$117,237,860	209.1%	(132,328)
-146	-26.4%	(\$3,224,255,039)	-65.9%	(47,704,985)
-100	-41.3%	(\$2,029,769,984)	-70.7%	(11,092,750)
-28	-28.6%	(\$613,631,616)	-66.1%	(831,483)
-53	-51.5%	(\$177,786,857)	-46.2%	(5,966,624)
-18	-26.5%	(\$19,799,827)	-17.9%	(697,483)
-4	-26.7%	\$24,832,000	133.6%	6,311,666
-3	-11.5%	(\$86,538,586)	-67.0%	(605,021)
-206	-37.3%	(\$2,902,694,870)	-65.3%	(12,881,695)
-51	-23.4%	(\$1,141,361,528)	-50.7%	6,736,720
-26	-32.1%	(\$336,785,182)	-63.8%	(3,706,680)
-10	-11.5%	(\$57,602,576)	-21.7%	(4,234,708)
-1	-1.9%	(\$61,428,802)	-53.9%	34,587
-8	-47.1%	(\$4,043,067)	-29.8%	(206,871)
-2	-6.9%	(\$35,059,101)	-49.3%	(1,093,078)
-98	-20.2%	(\$1,636,280,256)	-50.5%	(2,470,030)
-335	-36.0%	(\$8,775,173,592)	-71.1%	(22,085,915)
-86	-24.5%	(\$1,656,914,669)	-61.2%	(23,147,339)
-110	-27.6%	(\$660,653,395)	-41.9%	(25,757,007)
-15	-6.8%	(\$97,537,997)	-20.0%	(3,634,810)
-15	-19.0%	(\$28,059,725)	-18.8%	5,750,929
-15	-13.6%	(\$112,320,503)	-29.5%	(2,309,575)
-576	-27.6%	(\$11,330,659,881)	-64.2%	(71,183,717)

Totals by Asset Class		# of Sales	Sales Volume (\$)	Total SF
1st Qtr	Office	121	\$1,678,689,931	3,655,359
	Retail	191	\$613,781,064	1,894,783
	Industrial/Flex	65	\$836,686,533	3,134,083
	Land	52	\$437,416,670	15,406,301
	Multifamily	69	\$1,487,311,450	2,993,030
1st Qtr Totals	498	\$5,053,885,648	27,083,556	
2nd Qtr	Office	89	\$1,223,634,067	1,918,199
	Retail	164	\$664,134,535	2,581,496
	Industrial/Flex	83	\$672,233,899	3,563,083
	Land	118	\$652,118,402	61,145,171
	Multifamily	98	\$1,683,755,417	4,080,686
2nd Qtr Totals	552	\$4,895,876,320	73,288,635	
3rd Qtr	Office	109	\$415,914,248	2,123,599
	Retail	179	\$755,144,458	2,536,080
	Industrial/Flex	81	\$905,068,471	3,725,586
	Land	94	\$775,911,154	27,828,740
	Multifamily	89	\$1,591,152,591	3,613,874
3rd Qtr Totals	552	\$4,443,190,922	39,827,879	
4th Qtr	Office	99	\$322,493,540	1,802,318
	Retail	158	\$439,732,342	1,535,388
	Industrial/Flex	89	\$886,163,631	3,936,708
	Land	80	\$366,040,848	19,252,648
	Multifamily	60	\$1,228,695,808	2,411,920
4th Qtr Totals	486	\$3,243,126,169	28,938,982	
YTD	Office	418	\$3,640,731,786	9,499,475
	Retail	692	\$2,472,792,399	8,547,747
	Industrial/Flex	318	\$3,300,152,534	14,359,460
	Land	344	\$2,231,487,074	123,632,860
	Multifamily	316	\$5,990,915,266	13,099,510
	Grand Totals	2088	\$17,636,079,059	169,139,052

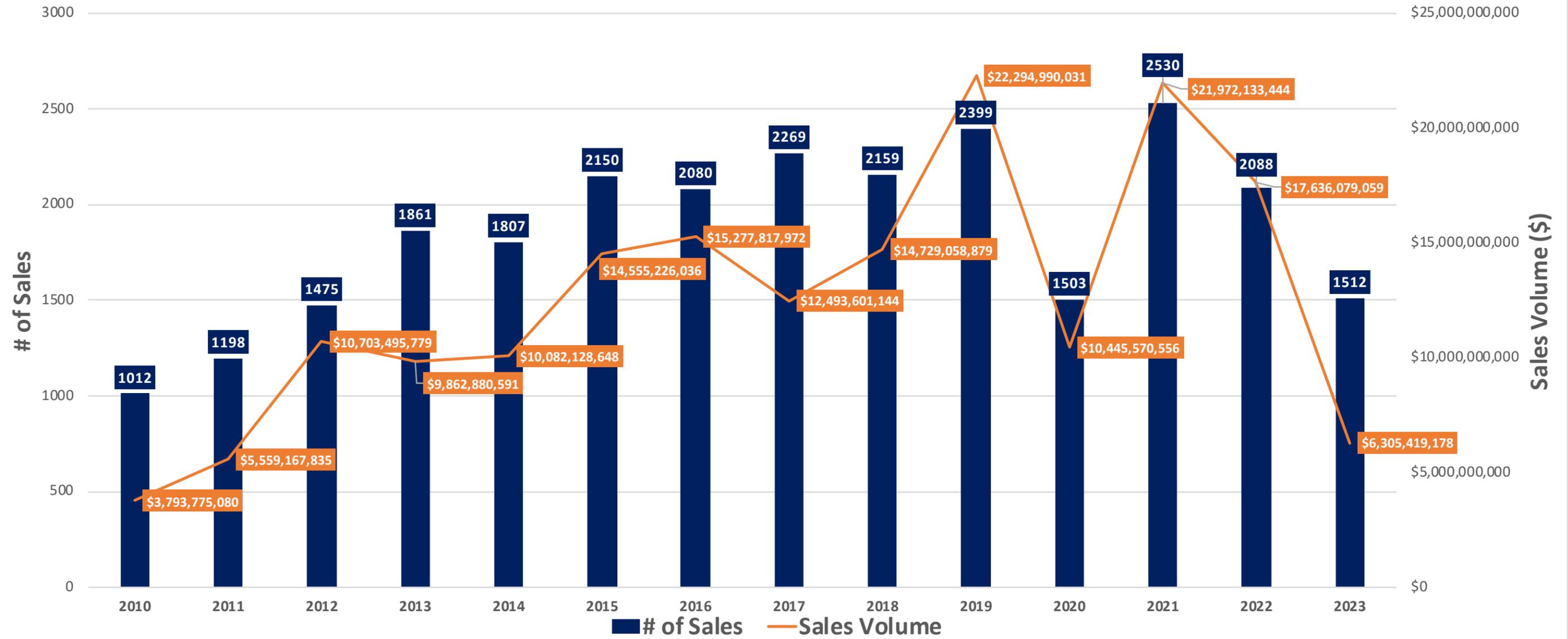


Sales Velocity & Volume (\$) By Quarter (2019-2023)



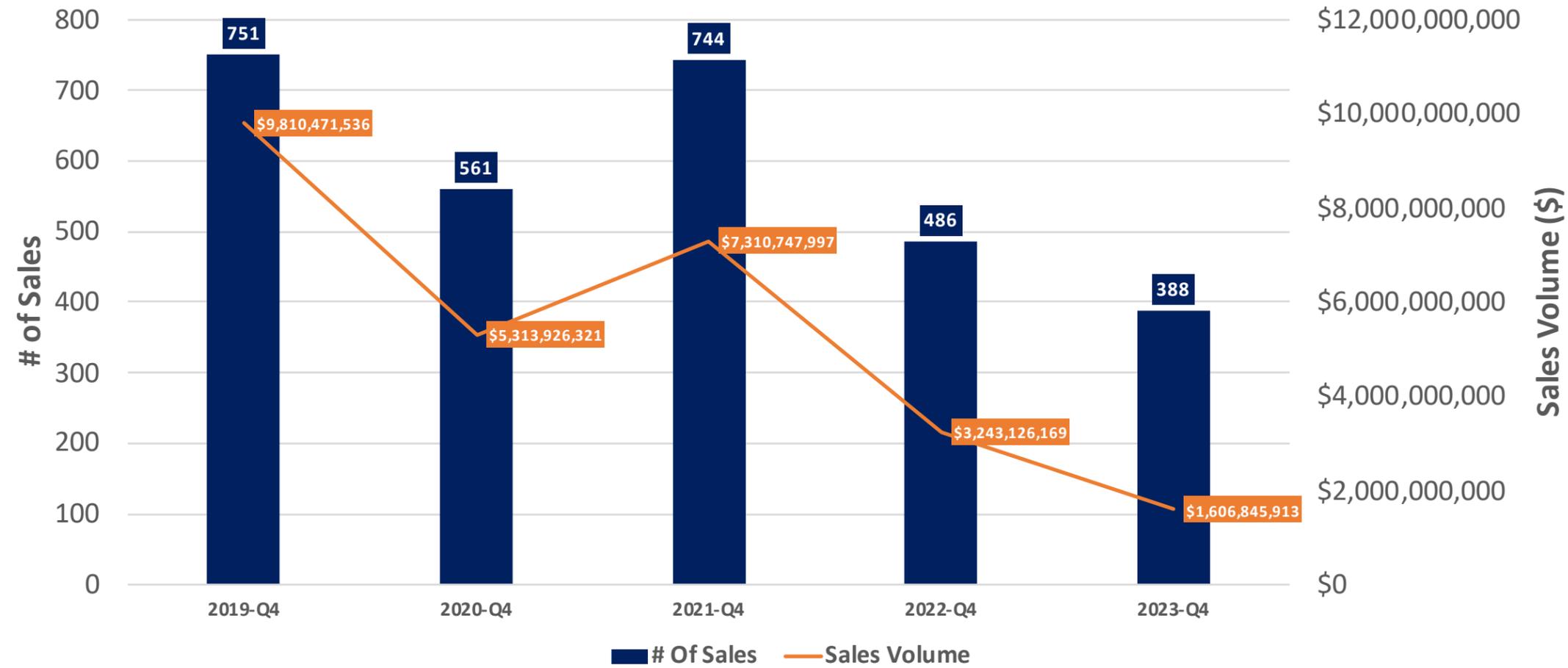


Sales Velocity & Volume (\$) By Year (2010-2023)



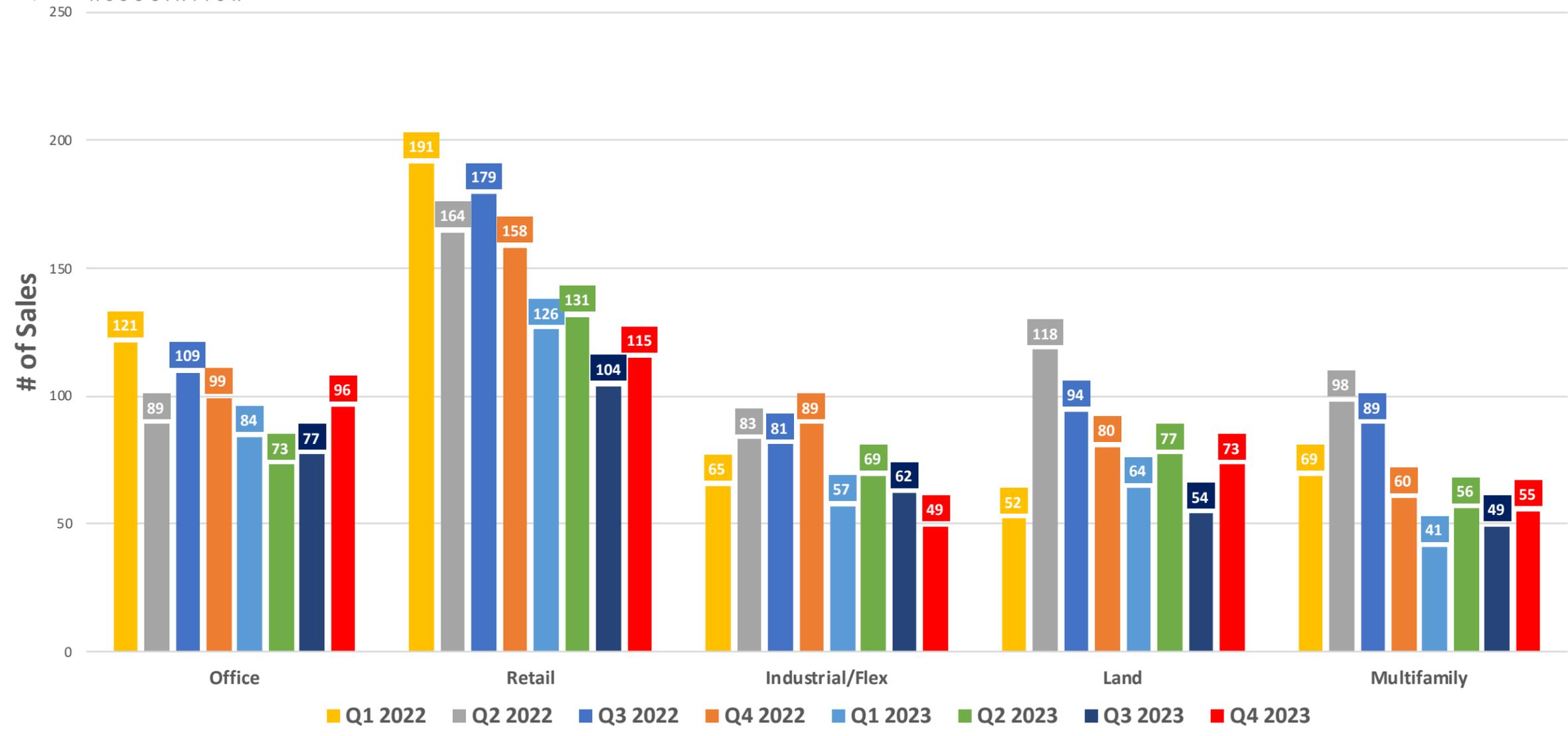


Sales Velocity & Volume (\$) 4th Quarter Comparisons 2019-2023



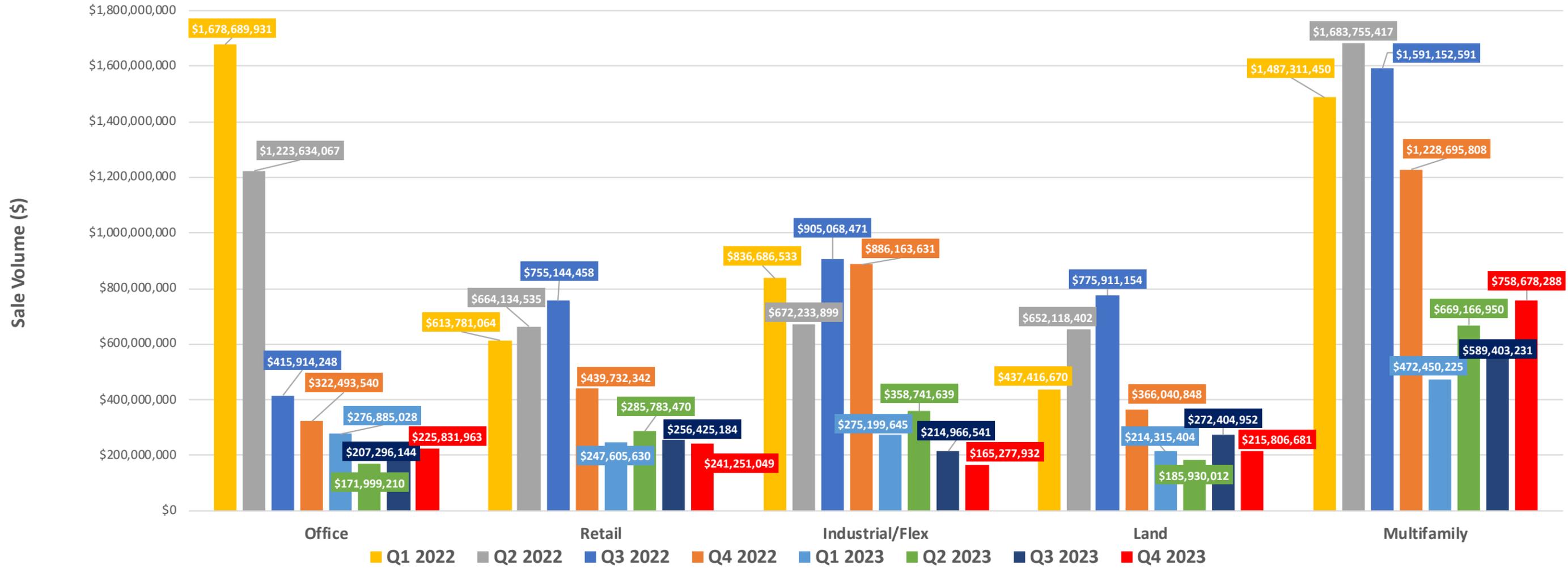


Sales Velocity by Asset Class Last 8 Quarters





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





CBA Researched CMA Sales

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

January 2022			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
Office			
King County	13	\$455,030,000	945,982
Snohomish County	5	\$104,600,000	355,397
Pierce County	10	\$10,413,999	79,785
Spokane County	9	\$32,597,657	169,221
Kitsap County	2	\$2,130,000	18,754
Thurston County	6	\$31,712,000	138,224
Totals:	45	\$636,483,656	1,707,363
Notable Sales: Second & Seneca Bldg, Seattle: \$320.2m			
Retail			
King County	20	\$58,170,541	130,521
Snohomish County	5	\$9,170,000	15,222
Pierce County	11	\$31,785,750	97,296
Spokane County	16	\$37,813,499	141,482
Kitsap County	4	\$1,950,000	13,112
Thurston County	4	\$4,748,500	20,391
Totals:	60	\$143,638,290	418,024
Industrial/High Tech Flex			
King County	13	\$101,328,840	394,811
Snohomish County	2	\$6,300,000	32,901
Pierce County	5	\$12,670,000	67,232
Spokane County	3	\$2,339,999	15,280
Kitsap County	0	\$0	0
Thurston County	1	\$900,000	7,250
Totals:	24	\$123,538,839	517,474
Land			
King County	9	\$140,618,000	942,638
Snohomish County	3	\$27,550,000	799,762
Pierce County	4	\$30,990,000	2,471,159
Spokane County	1	\$400,000	26,136
Kitsap County	0	\$0	0
Thurston County	0	\$0	0
Totals:	17	\$199,558,000	4,239,695
Multifamily			
King County	26	\$485,110,000	988,773
Snohomish County	1	\$2,250,000	9,604
Pierce County	1	\$2,160,000	6,810
Totals:	28	\$489,520,000	1,005,187
Notable Sales: Talisman, Redmond: \$173m Coppins Well, Seattle: \$106.5m			
Grand Totals:	174	\$1,592,738,785	7,887,743

January 2023			
# of Sales	Sales Volume (\$)	Total SF	
13	\$38,580,999	154,772	
4	\$5,851,000	12,886	
3	\$3,945,000	17,733	
5	\$5,168,000	20,294	
1	\$800,000	8,000	
3	\$1,095,000	3,481	
29	\$55,439,999	217,166	
12	\$25,603,913	61,940	
5	\$12,130,000	43,887	
13	\$48,565,500	179,203	
8	\$6,060,000	58,258	
2	\$5,650,000	28,881	
2	\$2,848,000	25,100	
42	\$100,857,413	397,269	
12	\$78,577,821	196,701	
4	\$26,290,000	89,992	
4	\$6,300,000	55,452	
7	\$7,080,000	65,712	
1	\$572,500	4,000	
2	\$994,880	21,220	
30	\$119,815,201	433,077	
15	\$54,375,000	2,029,461	
7	\$54,811,279	4,477,097	
6	\$6,759,799	1,555,092	
0	\$0	0	
0	\$0	0	
0	\$0	0	
28	\$115,946,078	8,061,650	
10	\$87,095,000	225,676	
4	\$40,631,500	139,352	
3	\$20,490,000	95,475	
17	\$148,216,500	460,503	
146	\$540,275,191	9,569,665	

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

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	81	\$1,240,257,381	3,402,725
Snohomish	16	\$149,870,000	1,212,886
Pierce	31	\$88,019,749	2,722,282
Spokane	29	\$73,151,155	352,119
Kitsap	6	\$4,080,000	31,866
Thurston	11	\$37,360,500	165,865
Grand Totals	174	\$1,592,738,785	7,887,743

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

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



CBA Researched CMA Sales

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

February 2022				
Asset Class	# of Sales	Sales Volume (\$)	Total SF	
Office				
King County	12	\$833,862,534	1,162,872	
Snohomish County	8	\$10,995,000	35,654	
Pierce County	6	\$3,681,950	51,174	
Spokane County	3	\$3,845,000	14,589	
Kitsap County	0	\$0	0	
Thurston County	1	\$685,000	2,872	
Totals:	30	\$853,069,484	1,267,161	
Notable Sales:	Lakefront Blocks, Seattle: \$381.2m 609 Fairview Ave N, Seattle: \$420.5m			
Retail				
King County	21	\$154,375,000	596,460	
Snohomish County	12	\$31,940,000	65,411	
Pierce County	13	\$38,029,500	94,318	
Spokane County	5	\$58,458,500	160,924	
Kitsap County	5	\$9,930,000	24,022	
Thurston County	3	\$9,410,000	32,775	
Totals:	59	\$302,143,000	973,910	
Industrial/High Tech Flex				
King County	10	\$64,633,000	211,971	
Snohomish County	2	\$15,915,475	116,164	
Pierce County	4	\$165,189,549	861,103	
Spokane County	0	\$0	0	
Kitsap County	2	\$4,995,000	36,748	
Thurston County	2	\$11,623,000	13,090	
Totals:	20	\$262,356,024	1,239,076	
Notable Sales:	DuPont Corp Park - Bldg B, DuPont: \$155.1m			
Land				
King County	10	\$47,760,000	4,596,887	
Snohomish County	0	\$0	0	
Pierce County	8	\$17,892,143	781,031	
Spokane County	0	\$0	0	
Kitsap County	0	\$0	0	
Thurston County	0	\$0	0	
Totals:	18	\$65,652,143	5,377,918	
Multifamily				
King County	20	\$769,900,000	1,366,962	
Snohomish County	2	\$63,735,000	160,017	
Pierce County	2	\$9,675,000	34,552	
Totals:	24	\$843,310,000	1,561,531	
Notable Sales:	Arras, Bellevue: \$175m Central Flats, Kent: \$149m West Edge, Seattle: \$293m			
Grand Totals:	151	\$2,326,530,651	10,419,596	

February 2023				
# of Sales	Sales Volume (\$)	Total SF		
3	\$37,720,000	123,090		
3	\$3,741,000	16,356		
5	\$4,200,300	15,144		
4	\$14,900,000	136,156		
1	\$2,085,000	25,740		
3	\$3,195,000	28,869		
19	\$65,841,300	345,355		
13	\$19,394,229	35,428		
5	\$7,190,000	30,105		
14	\$17,008,966	56,523		
3	\$11,170,854	72,810		
3	\$2,150,000	22,173		
0	\$0	0		
38	\$56,914,049	217,039		
3	\$11,645,000	37,089		
0	\$0	0		
0	\$0	0		
3	\$1,442,500	13,222		
2	\$13,877,500	71,739		
0	\$0	0		
8	\$26,965,000	122,050		
4	\$4,155,000	659,934		
5	\$8,125,000	626,393		
8	\$14,352,127	2,853,180		
0	\$0	0		
0	\$0	0		
0	\$0	0		
0	\$0	0		
17	\$26,632,127	4,139,507		
10	\$140,152,225	255,914		
2	\$3,312,500	13,204		
0	\$0	0		
12	\$143,464,725	269,118		
94	\$319,817,201	5,093,069		

Change (Feb 2023 vs Feb 2022)				
# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
-9	-75.0%	(\$796,142,534)	-95.5%	(1,039,782)
-5	-62.5%	(\$7,254,000)	-66.0%	(19,298)
-1	-16.7%	\$518,350	14.1%	(36,030)
1	33.3%	\$11,055,000	287.5%	121,567
1	N/A	\$2,085,000	N/A	25,740
2	N/A	\$2,510,000	N/A	25,997
-11	-36.7%	(\$787,228,184)	-92.3%	(921,806)
-8	-38.1%	(\$134,980,771)	-87.4%	(561,032)
-7	-58.3%	(\$24,750,000)	-77.5%	(35,306)
1	7.7%	(\$21,020,534)	-55.3%	(37,795)
-2	-40.0%	(\$47,287,646)	-80.9%	(88,114)
-2	-40.0%	(\$7,780,000)	-78.3%	(1,849)
-3	-100.0%	(\$9,410,000)	-100.0%	(32,775)
-21	-35.6%	(\$245,228,951)	-81.2%	(756,871)
-7	-70.0%	(\$52,988,000)	-82.0%	(174,882)
-2	-100.0%	(\$15,915,475)	-100.0%	(116,164)
-4	-100.0%	(\$165,189,549)	-100.0%	(861,103)
3	N/A	\$1,442,500	N/A	13,222
0	0.0%	\$8,882,500	177.8%	34,991
-2	-100.0%	(\$11,623,000)	-100.0%	(13,090)
-12	-60.0%	(\$235,391,024)	-89.7%	(1,117,026)
-6	-60.0%	(\$43,605,000)	-91.3%	(3,936,953)
5	N/A	\$8,125,000	N/A	626,393
0	0.0%	(\$3,540,016)	-19.8%	2,072,149
0	N/A	\$0	N/A	-
0	N/A	\$0	N/A	-
0	N/A	\$0	N/A	-
-1	-5.6%	(\$39,020,016)	-59.4%	(1,238,411)
-10	-50.0%	(\$629,747,775)	-81.8%	(1,111,048)
0	0.0%	(\$60,422,500)	-94.8%	(146,813)
-2	-100.0%	(\$9,675,000)	-100.0%	(34,552)
-12	-50.0%	(\$699,845,275)	-83.0%	(1,292,413)
-57	-37.7%	(\$2,006,713,450)	-86.3%	(5,326,527)

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	73	\$1,870,530,534	7,935,152
Snohomish	24	\$122,585,475	377,246
Pierce	33	\$234,468,142	1,822,178
Spokane	8	\$62,303,500	175,513
Kitsap	7	\$14,925,000	60,770
Thurston	6	\$21,718,000	48,737
Grand Totals	151	\$2,326,530,651	10,419,596

# of Sales	Sales Volume (\$)	Total SF
33	\$213,066,454	1,111,455
15	\$22,368,500	686,058
27	\$35,561,393	2,924,847
10	\$27,513,354	222,188
6	\$18,112,500	119,652
3	\$3,195,000	28,869
94	\$319,817,201	5,093,069

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-40	-54.8%	(\$1,657,464,080)	-88.6%	(6,823,697)
-9	-37.5%	(\$100,216,975)	-81.8%	308,812
-6	-18.2%	(\$198,906,749)	-84.8%	1,102,669
2	25.0%	(\$34,790,146)	-55.8%	46,675
-1	-14.3%	\$3,187,500	21.4%	58,882
-3	-50.0%	(\$18,523,000)	-85.3%	(19,868)
-57	-37.7%	(\$2,006,713,450)	-86.3%	(5,326,527)



CBA Researched CMA Sales

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

March 2022			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
Office			
King County	18	\$146,289,230	453,653
Snohomish County	9	\$13,700,000	43,924
Pierce County	7	\$13,617,842	92,278
Spokane County	6	\$4,115,000	27,622
Kitsap County	2	\$4,630,000	42,732
Thurston County	4	\$6,784,719	20,626
Totals:	46	\$189,136,791	680,835
Retail			
King County	22	\$42,744,000	96,150
Snohomish County	6	\$8,485,000	15,295
Pierce County	17	\$65,559,678	156,146
Spokane County	14	\$28,613,000	128,902
Kitsap County	6	\$10,678,658	38,918
Thurston County	7	\$11,919,438	67,438
Totals:	72	\$167,999,774	502,849
Industrial/High Tech Flex			
King County	11	\$373,256,020	925,316
Snohomish County	4	\$20,230,000	85,214
Pierce County	2	\$10,645,000	94,746
Spokane County	2	\$660,650	11,228
Kitsap County	0	\$0	0
Thurston County	2	\$46,000,000	261,029
Totals:	21	\$450,791,670	1,377,533
Notable Sales:	Vigor Shipyard, Seattle: \$180.6m		
Land			
King County	5	\$91,961,680	1,648,310
Snohomish County	2	\$4,232,000	54,014
Pierce County	9	\$75,413,128	4,053,258
Spokane County	0	\$0	0
Kitsap County	0	\$0	0
Thurston County	1	\$599,719	33,106
Totals:	17	\$172,206,527	5,788,688
Multifamily			
King County	10	\$27,581,000	74,896
Snohomish County	3	\$121,845,450	318,170
Pierce County	4	\$5,055,000	33,246
Totals:	17	\$154,481,450	426,312
Notable Sales	Huntington Park, Everett: \$118.8m		
Grand Totals:	173	\$1,134,616,212	8,776,217

March 2023			
# of Sales	Sales Volume (\$)	Total SF	
11	\$26,767,500	96,825	
7	\$23,031,020	75,463	
7	\$12,350,000	36,547	
9	\$91,732,737	377,714	
0	\$0	0	
2	\$1,722,472	5,591	
36	\$155,603,729	592,140	
15	\$36,441,520	82,116	
6	\$12,555,000	65,873	
10	\$15,177,500	52,816	
8	\$9,438,744	79,286	
4	\$10,975,000	79,537	
3	\$5,246,404	24,368	
46	\$89,834,168	383,996	
5	\$74,225,000	313,808	
6	\$37,324,500	282,875	
1	\$6,500,000	40,000	
4	\$7,200,000	63,970	
1	\$1,850,000	12,720	
2	\$1,319,944	9,024	
19	\$128,419,444	722,397	
9	\$57,886,199	1,065,042	
6	\$11,181,000	494,406	
3	\$2,360,000	134,165	
0	\$0	0	
1	\$310,000	493,535	
0	\$0	0	
19	\$71,737,199	2,187,148	
9	\$137,069,000	263,928	
2	\$37,050,000	103,706	
1	\$6,650,000	40,500	
12	\$180,769,000	408,134	
132	\$626,363,540	4,293,815	

Change (Mar 2023 vs Mar 2022)				
# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
-7	-38.9%	(\$119,521,730)	-81.7%	(356,828)
-2	-22.2%	\$9,331,020	68.1%	31,539
0	0.0%	(\$1,267,842)	-9.3%	(55,731)
3	50.0%	\$87,617,737	2129.2%	350,092
-2	-100.0%	(\$4,630,000)	-100.0%	(42,732)
-2	-50.0%	(\$5,062,247)	-74.6%	(15,035)
-10	-21.7%	(\$33,533,062)	-17.7%	(88,695)
-7	-31.8%	(\$6,302,480)	-14.7%	(14,034)
0	0.0%	\$4,070,000	48.0%	50,578
-7	-41.2%	(\$50,382,178)	-76.8%	(103,330)
-6	-42.9%	(\$19,174,256)	-67.0%	(49,616)
-2	-33.3%	\$296,342	2.8%	40,619
-4	-57.1%	(\$6,673,034)	-56.0%	(43,070)
-26	-36.1%	(\$78,165,606)	-46.5%	(118,853)
-6	-54.5%	(\$299,031,020)	-80.1%	(611,508)
2	50.0%	\$17,094,500	84.5%	197,661
-1	-50.0%	(\$4,145,000)	-38.9%	(54,746)
2	100.0%	\$6,539,350	989.8%	52,742
1	N/A	\$1,850,000	N/A	12,720
0	0.0%	(\$44,680,056)	-97.1%	(252,005)
-2	-9.5%	(\$322,372,226)	-71.5%	(655,136)
4	80.0%	(\$34,075,481)	-37.1%	(583,268)
4	200.0%	\$6,949,000	164.2%	440,392
-6	-66.7%	(\$73,053,128)	-96.9%	(3,919,093)
0	0.0%	\$0	0.0%	-
1	N/A	\$310,000	N/A	493,535
-1	-100.0%	(\$599,719)	-100.0%	(33,106)
2	11.8%	(\$100,469,328)	-58.3%	(3,601,540)
-1	-10.0%	\$109,488,000	397.0%	189,032
-1	-33.3%	(\$84,795,450)	-69.6%	(214,464)
-3	-75.0%	\$1,595,000	31.6%	7,254
-5	-29.4%	\$26,287,550	17.0%	(18,178)
-41	-23.7%	(\$508,252,672)	-44.8%	(4,482,402)

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	66	\$681,831,930	3,198,325
Snohomish	24	\$168,492,450	516,617
Pierce	39	\$170,290,648	4,429,674
Spokane	22	\$33,388,650	167,752
Kitsap	8	\$15,308,658	81,650
Thurston	14	\$65,303,876	382,199
Grand Totals	173	\$1,134,616,212	8,776,217

# of Sales	Sales Volume (\$)	Total SF	
49	\$332,389,219	1,821,719	
27	\$121,141,520	1,022,323	
22	\$43,037,500	304,028	
21	\$108,371,481	520,970	
6	\$13,135,000	585,792	
7	\$8,288,820	38,983	
132	\$626,363,540	4,293,815	

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-17	-25.8%	(\$349,442,711)	-51.3%	(1,376,606)
3	12.5%	(\$47,350,930)	-28.1%	505,706
-17	-43.6%	(\$127,253,148)	-74.7%	(4,125,646)
-1	-4.5%	\$74,982,831	224.6%	353,218
-2	-25.0%	(\$2,173,658)	-14.2%	504,142
-7	-50.0%	(\$57,015,056)	-87.3%	(343,216)
-41	-23.7%	(\$508,252,672)	-44.8%	(4,482,402)



CBA Researched CMA Sales Comparison by Asset Class and County: April 2023 vs April 2022

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

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

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

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	82	\$1,009,518,850	6,157,551
Snohomish	37	\$256,225,707	7,685,116
Pierce	46	\$266,745,836	17,937,491
Spokane	14	\$25,948,015	345,655
Kitsap	7	\$47,950,000	1,168,859
Thurston	11	\$26,656,276	1,759,624
Grand Totals	197	\$1,633,044,684	35,054,296

# of Sales	Sales Volume (\$)	Total SF
39	\$132,955,950	932,876
20	\$34,732,000	2,038,177
14	\$65,985,677	276,998
14	\$15,377,099	124,194
11	\$14,110,000	87,861
11	\$20,907,429	574,639
109	\$284,068,155	4,034,745

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



CBA Researched CMA Sales Comparison by Asset Class and County: May 2023 vs May 2022

May 2022			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
Office			
King County	16	\$852,462,890	1,012,360
Snohomish County	4	\$9,620,000	30,809
Pierce County	7	\$8,132,000	52,733
Spokane County	2	\$10,185,000	120,654
Kitsap County	1	\$558,000	2,032
Thurston County	3	\$2,017,000	14,732
Totals:	33	\$882,974,890	1,233,320
Notable Sales: Madison Centre, Seattle: \$730m			
Retail			
King County	20	\$102,794,570	296,774
Snohomish County	13	\$46,858,000	187,326
Pierce County	12	\$33,108,880	221,974
Spokane County	8	\$7,140,000	30,801
Kitsap County	7	\$13,235,000	60,486
Thurston County	3	\$6,977,750	40,658
Totals:	63	\$210,114,200	838,019
Industrial/High Tech Flex			
King County	9	\$165,410,000	1,403,572
Snohomish County	6	\$34,520,000	192,561
Pierce County	1	\$6,850,000	37,992
Spokane County	2	\$22,250,000	47,680
Kitsap County	0	\$0	0
Thurston County	0	\$0	0
Totals:	18	\$229,030,000	1,681,805
Land			
King County	10	\$50,410,000	1,318,126
Snohomish County	12	\$62,625,000	3,666,445
Pierce County	8	\$17,186,093	2,651,933
Spokane County	3	\$3,300,000	1,907,057
Kitsap County	0	\$0	0
Thurston County	2	\$4,430,000	916,502
Totals:	35	\$137,951,093	10,460,063
Multifamily			
King County	22	\$335,900,000	655,986
Snohomish County	7	\$226,450,500	629,477
Pierce County	3	\$18,610,000	72,152
Totals:	32	\$580,960,500	1,357,615
Notable Sales: Olin Fields, Everett: \$120m			
Grand Totals:	181	\$2,041,030,683	15,570,822

May 2023		
# of Sales	Sales Volume (\$)	Total SF
6	\$6,635,000	36,696
8	\$43,113,240	100,218
3	\$2,980,000	31,113
4	\$11,939,676	75,967
2	\$1,460,000	7,193
2	\$930,000	6,608
25	\$67,057,916	257,795
12	\$27,805,000	58,471
9	\$11,869,300	45,150
10	\$15,965,000	95,740
7	\$9,825,000	39,368
6	\$3,974,000	25,556
4	\$7,132,000	25,952
48	\$76,570,300	290,237
3	\$19,495,000	164,129
1	\$850,000	2,992
9	\$37,234,500	171,639
7	\$14,386,750	207,198
0	\$0	0
1	\$710,000	6,776
21	\$72,676,250	552,734
10	\$29,380,000	662,112
6	\$8,970,000	2,813,976
11	\$14,778,291	4,714,499
1	\$864,628	28,750
1	\$775,000	217,800
2	\$3,132,308	1,193,980
31	\$57,900,227	9,631,117
14	\$99,426,000	310,261
4	\$76,915,000	229,073
5	\$67,950,000	259,694
23	\$244,291,000	799,028

Change (May 2023 vs May 2022)				
# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
-10	-62.5%	(\$845,827,890)	-99.2%	(975,664)
4	100.0%	\$33,493,240	348.2%	69,409
-4	-57.1%	(\$5,152,000)	-63.4%	(21,620)
2	100.0%	\$1,754,676	17.2%	(44,687)
1	100.0%	\$902,000	161.6%	5,161
-1	-33.3%	(\$1,087,000)	-53.9%	(8,124)
-8	-24.2%	(\$815,916,974)	-92.4%	(975,525)
-8	-40.0%	(\$74,989,570)	-73.0%	(238,303)
-4	-30.8%	(\$34,988,700)	-74.7%	(142,176)
-2	-16.7%	(\$17,143,880)	-51.8%	(126,234)
-1	-12.5%	\$2,685,000	37.6%	8,567
-1	-14.3%	(\$9,261,000)	-70.0%	(34,930)
1	33.3%	\$154,250	2.2%	(14,706)
-15	-23.8%	(\$133,543,900)	-63.6%	(547,782)
-6	-66.7%	(\$145,915,000)	-88.2%	(1,239,443)
-5	-83.3%	(\$33,670,000)	-97.5%	(189,569)
8	800.0%	\$30,384,500	443.6%	133,647
5	250.0%	(\$7,863,250)	-35.3%	159,518
0	0.0%	\$0	0.0%	-
1	N/A	\$710,000	N/A	6,776
3	16.7%	(\$156,353,750)	-68.3%	(1,129,071)
0	0.0%	(\$21,030,000)	-41.7%	(656,014)
-6	-50.0%	(\$53,655,000)	-85.7%	(852,469)
3	37.5%	(\$2,407,802)	-14.0%	2,062,566
-2	-66.7%	(\$2,435,372)	-73.8%	(1,878,307)
1	0.0%	\$775,000	N/A	217,800
0	0.0%	(\$1,297,692)	-29.3%	277,478
-4	-11.4%	(\$80,050,866)	-58.0%	(828,946)
-8	-36.4%	(\$236,474,000)	-70.4%	(345,725)
-3	-42.9%	(\$149,535,500)	-66.0%	(400,404)
2	66.7%	\$49,340,000	265.1%	187,542
-9	-28.1%	(\$336,669,500)	-58.0%	(558,587)
-33	-18.2%	(\$1,522,534,990)	-74.6%	(4,039,911)

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	77	\$1,506,977,460	4,686,818
Snohomish	42	\$380,073,500	4,706,618
Pierce	31	\$83,886,973	3,036,784
Spokane	15	\$42,875,000	2,106,192
Kitsap	8	\$13,793,000	62,518
Thurston	8	\$13,424,750	971,892
Grand Totals	181	\$2,041,030,683	15,570,822

# of Sales	Sales Volume (\$)	Total SF
45	\$182,741,000	1,231,669
28	\$141,717,540	3,191,409
38	\$138,907,791	5,272,685
19	\$37,016,054	351,283
9	\$6,209,000	250,549
9	\$11,904,308	1,233,316
148	\$518,495,693	11,530,911

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-32	-41.6%	(\$1,324,236,460)	-87.9%	(3,455,149)
-14	-33.3%	(\$238,355,960)	-62.7%	(1,515,209)
7	22.6%	\$55,020,818	65.6%	2,235,901
4	26.7%	(\$5,858,946)	-13.7%	(1,754,909)
1	12.5%	(\$7,584,000)	-55.0%	188,031
1	12.5%	(\$1,520,442)	-11.3%	261,424
-33	-18.2%	(\$1,522,534,990)	-74.6%	(4,039,911)



CBA Researched CMA Sales Comparison by Asset Class and County: June 2023 vs June 2022

June 2022			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
Office			
King County	11	\$109,589,000	165,530
Snohomish County	5	\$12,937,000	62,914
Pierce County	3	\$3,949,000	14,647
Spokane County	1	\$950,000	9,028
Kitsap County	3	\$2,902,000	19,090
Thurston County	1	\$793,000	4,000
Totals:	24	\$131,120,000	275,209
Retail			
King County	21	\$100,690,565	190,694
Snohomish County	7	\$49,834,500	186,023
Pierce County	12	\$20,288,719	40,547
Spokane County	2	\$9,540,000	53,090
Kitsap County	8	\$17,877,000	127,509
Thurston County	2	\$12,376,064	54,686
Totals:	52	\$210,606,848	652,549
Industrial/High Tech Flex			
King County	11	\$70,933,467	225,609
Snohomish County	7	\$61,835,000	343,579
Pierce County	5	\$13,258,059	56,350
Spokane County	4	\$13,200,000	116,453
Kitsap County	0	\$0	0
Thurston County	1	\$1,899,846	2,800
Totals:	28	\$161,126,372	744,791
Notable Sales:			
Land			
King County	20	\$121,130,000	1,358,201
Snohomish County	9	\$47,241,478	16,981,866
Pierce County	3	\$6,431,431	234,788
Spokane County	3	\$2,648,124	1,375,625
Kitsap County	0	\$0	0
Thurston County	1	\$910,000	21,780
Totals:	36	\$178,361,033	19,972,260
Multifamily			
King County	28	\$499,711,700	846,050
Snohomish County	1	\$650,000	2,328
Pierce County	5	\$40,225,000	170,330
Totals:	34	\$540,586,700	1,018,708
Notable Sales: Overlook at Lakemont, Bellevue: \$204.25m			
Grand Totals:	174	\$1,221,800,953	22,663,517

June 2023		
# of Sales	Sales Volume (\$)	Total SF
7	\$35,521,537	162,574
4	\$9,113,000	27,655
7	\$9,957,431	46,808
6	\$12,334,326	102,180
2	\$3,120,000	11,260
0	\$0	0
26	\$70,046,294	350,477
13	\$54,890,686	91,497
13	\$45,060,320	120,587
9	\$51,116,305	185,980
7	\$10,532,500	69,057
4	\$4,995,000	15,273
5	\$4,707,059	20,343
51	\$171,301,870	502,737
10	\$22,147,500	164,921
2	\$10,950,000	63,680
8	\$49,061,399	179,289
3	\$17,262,262	36,383
1	\$725,000	4,800
2	\$132,979,000	721,298
26	\$233,125,161	1,170,371
Lacey I-5 Logistics Ctr, Lacey: \$132.1m		
8	\$40,833,728	1,528,956
7	\$18,450,580	1,552,914
6	\$19,411,800	3,805,402
2	\$980,000	158,994
1	\$558,000	82,328
1	\$2,800,000	132,858
25	\$83,034,108	7,261,452
20	\$308,350,000	722,553
0	\$0	0
1	\$3,200,000	10,404
21	\$311,550,000	732,957
Lakes Apts, Bellevue: \$103m		
149	\$869,057,433	10,017,994

Change (June 2023 vs June 2022)				
# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
-4	-36.4%	(\$74,067,463)	-67.6%	(2,956)
-1	-20.0%	(\$3,824,000)	-29.6%	(35,259)
4	133.3%	\$6,008,431	152.2%	32,161
5	500.0%	\$11,384,326	1198.4%	93,152
-1	-33.3%	\$218,000	7.5%	(7,830)
-1	-100.0%	(\$793,000)	-100.0%	(4,000)
2	8.3%	(\$61,073,706)	-46.6%	75,268
-8	-38.1%	(\$45,799,879)	-45.5%	(99,197)
6	85.7%	(\$4,774,180)	-9.6%	(65,436)
-3	-25.0%	\$30,827,586	151.9%	145,433
5	250.0%	\$992,500	10.4%	15,967
-4	-50.0%	(\$12,882,000)	-72.1%	(112,236)
3	150.0%	(\$7,669,005)	-62.0%	(34,343)
-1	-1.9%	(\$39,304,978)	-18.7%	(149,812)
-1	-9.1%	(\$48,785,967)	-68.8%	(60,688)
-5	-71.4%	(\$50,885,000)	-82.3%	(279,899)
3	60.0%	\$35,803,340	270.0%	122,939
-1	-25.0%	\$4,062,262	30.8%	(80,070)
1	N/A	\$725,000	N/A	4,800
1	100.0%	\$131,079,154	6899.5%	718,498
-2	-7.1%	\$71,998,789	44.7%	425,580
-12	-60.0%	(\$80,296,272)	-66.3%	170,755
-2	-22.2%	(\$28,790,898)	-60.9%	(15,428,952)
3	100.0%	\$12,980,369	201.8%	3,570,614
-1	-33.3%	(\$1,668,124)	-63.0%	(1,216,631)
1	N/A	\$558,000	N/A	82,328
0	0.0%	\$1,890,000	207.7%	111,078
-11	-30.6%	(\$95,326,925)	-53.4%	(12,710,808)
-8	-28.6%	(\$191,361,700)	-38.3%	(123,497)
-1	-100.0%	(\$650,000)	-100.0%	(2,328)
-4	-80.0%	(\$37,025,000)	-92.0%	(159,926)
-13	-38.2%	(\$229,036,700)	-42.4%	(285,751)
-25	-14.4%	(\$352,743,520)	-28.9%	(12,645,523)

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	91	\$902,054,732	2,786,084
Snohomish	29	\$172,497,978	17,576,710
Pierce	28	\$84,152,209	516,662
Spokane	10	\$26,338,124	1,554,196
Kitsap	11	\$20,779,000	146,599
Thurston	5	\$15,978,910	83,266
Grand Totals	174	\$1,221,800,953	22,663,517

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

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



CBA Researched CMA Sales

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

July 2022			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
Office			
King County	23	\$119,636,994	501,958
Snohomish County	2	\$3,212,271	17,644
Pierce County	8	\$13,935,000	47,135
Spokane County	5	\$8,817,000	63,676
Kitsap County	2	\$1,532,000	12,601
Thurston County	3	\$1,659,219	6,464
Totals:	43	\$148,792,484	649,478
Retail			
King County	20	\$80,080,000	159,193
Snohomish County	9	\$63,297,000	232,121
Pierce County	15	\$25,556,705	113,802
Spokane County	10	\$16,000,000	36,743
Kitsap County	3	\$3,700,000	12,354
Thurston County	3	\$6,400,000	18,824
Totals:	60	\$195,033,705	578,397
Industrial/High Tech Flex			
King County	9	\$218,405,000	837,991
Snohomish County	7	\$181,773,630	654,183
Pierce County	11	\$36,372,769	178,696
Spokane County	3	\$1,556,000	17,508
Kitsap County	2	\$1,850,000	16,952
Thurston County	2	\$5,644,395	36,008
Totals:	34	\$445,601,794	1,741,338
Notable Sales:	Holman Distribution, Kent: \$106.1m		
Land			
King County	15	\$206,307,920	10,159,934
Snohomish County	7	\$196,614,300	5,211,083
Pierce County	9	\$17,524,950	948,737
Spokane County	5	\$3,604,588	461,300
Kitsap County	1	\$1,000,000	77,101
Thurston County	0	\$0	0
Totals:	37	\$425,051,758	16,858,155
Notable Sales:	Mtn View- Lots 2,3- A,B,D, Everett: \$175.3m		
Multifamily			
King County	26	\$649,586,891	1,168,154
Snohomish County	4	\$48,600,000	155,760
Pierce County	6	\$24,243,000	101,279
Totals:	36	\$722,429,891	1,425,193
Notable Sales:	Uplund at Totem Lake, Kirkland: \$242m Alton Heartwood, Issaquah: \$103.75m		
Grand Totals:	210	\$1,936,909,632	21,252,561

July 2023		
# of Sales	Sales Volume (\$)	Total SF
12	\$47,855,000	138,442
7	\$6,494,000	37,878
1	\$1,390,700	6,832
4	\$3,670,000	70,474
1	\$1,050,000	2,810
6	\$5,663,944	39,795
31	\$66,123,644	296,231
12	\$39,465,900	110,485
6	\$27,047,049	66,311
7	\$10,660,000	78,976
10	\$33,837,507	235,757
2	\$3,290,000	12,354
4	\$11,548,373	31,453
41	\$125,848,829	535,336
5	\$16,900,000	87,124
4	\$11,905,000	41,144
1	\$265,000	1,968
5	\$4,910,000	38,796
1	\$680,000	7,080
1	\$1,280,000	8,560
17	\$35,940,000	184,672
7	\$55,522,141	3,356,298
3	\$13,060,000	438,214
4	\$11,614,040	369,824
1	\$1,100,000	150,718
0	\$0	0
0	\$0	0
15	\$81,296,181	4,315,054
12	\$95,043,499	340,621
0	\$0	0
0	\$0	0
12	\$95,043,499	340,621
116	\$404,252,153	5,671,914

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

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	93	\$1,274,016,805	12,827,230
Snohomish	29	\$493,497,201	6,270,791
Pierce	49	\$117,632,424	1,389,649
Spokane	23	\$29,977,588	579,227
Kitsap	8	\$8,082,000	124,368
Thurston	8	\$13,703,614	61,296
Grand Totals	210	\$1,936,909,632	21,252,561

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

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



CBA Researched CMA Sales Comparison by Asset Class and County: Aug 2023 vs Aug 2022

August 2022			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
Office			
King County	13	\$34,673,747	330,799
Snohomish County	8	\$54,755,000	213,923
Pierce County	6	\$13,670,000	128,047
Spokane County	4	\$1,943,900	17,089
Kitsap County	1	\$800,000	9,648
Thurston County	4	\$5,735,000	42,792
Totals:	36	\$111,577,647	742,298
Retail			
King County	25	\$268,622,008	908,370
Snohomish County	9	\$44,368,000	175,480
Pierce County	9	\$21,578,662	181,029
Spokane County	13	\$20,276,927	95,854
Kitsap County	1	\$380,000	27,915
Thurston County	6	\$8,225,448	47,296
Totals:	63	\$363,451,045	1,435,944
Industrial/High Tech Flex			
King County	9	\$162,040,000	286,070
Snohomish County	6	\$61,567,000	283,447
Pierce County	3	\$25,720,000	33,605
Spokane County	5	\$5,688,000	57,243
Kitsap County	0	0	0
Thurston County	2	\$4,527,546	47,041
Totals:	25	\$259,542,546	707,406
Land			
King County	13	\$129,845,721	927,392
Snohomish County	5	\$15,085,000	651,222
Pierce County	3	\$4,805,000	1,593,860
Spokane County	3	\$3,626,000	1,090,742
Kitsap County	1	\$2,375,000	175,547
Thurston County	0	\$0	0
Totals:	25	\$155,736,721	4,438,763
Multifamily			
King County	23	\$345,364,500	711,279
Snohomish County	9	\$109,177,300	349,106
Pierce County	2	\$50,000,000	95,015
Totals:	34	\$504,541,800	1,155,400
Notable Sales:			
Grand Totals:	183	\$1,394,849,759	8,479,811

August 2023			
Asset Class	# of Sales	Sales Volume (\$)	Total SF
Office			
King County	10	\$23,905,000	47,590
Snohomish County	6	\$34,385,000	111,346
Pierce County	1	\$7,000,000	31,351
Spokane County	5	\$6,765,000	88,540
Kitsap County	2	\$1,715,000	12,539
Thurston County	1	\$1,050,000	2,747
Totals:	25	\$74,820,000	294,113
Retail			
King County	11	\$45,702,843	133,640
Snohomish County	3	\$8,870,000	10,518
Pierce County	4	\$4,955,000	20,088
Spokane County	4	\$2,530,000	18,108
Kitsap County	1	\$6,400,000	3,074
Thurston County	6	\$6,680,000	36,477
Totals:	29	\$75,137,843	221,905
Industrial/High Tech Flex			
King County	9	\$27,043,721	95,385
Snohomish County	6	\$30,910,459	172,951
Pierce County	3	\$3,750,000	10,096
Spokane County	3	\$10,740,000	85,335
Kitsap County	0	\$0	0
Thurston County	0	\$0	0
Totals:	21	\$72,444,180	363,767
Land			
King County	7	\$25,244,505	856,825
Snohomish County	7	\$78,061,466	3,698,680
Pierce County	2	\$1,875,000	80,586
Spokane County	2	\$2,940,000	65,776
Kitsap County	2	\$27,925,000	6,631,574
Thurston County	0	\$0	0
Totals:	20	\$136,045,971	11,333,441
Multifamily			
King County	14	\$160,576,300	556,839
Snohomish County	2	\$31,750,000	146,822
Pierce County	2	\$5,700,000	29,393
Totals:	18	\$198,026,300	733,054
Notable Sales:			
Radiate Apts, Redmond: \$125m			
Grand Totals:	113	\$556,474,294	12,946,280

Change (Aug 2023 vs Aug 2022)					
Asset Class	# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
Office					
King County	-3	-23.1%	(\$10,768,747)	-31.1%	(283,209)
Snohomish County	-2	-25.0%	(\$20,370,000)	-37.2%	(102,577)
Pierce County	-5	-83.3%	(\$6,670,000)	-48.8%	(96,696)
Spokane County	1	25.0%	\$4,821,100	248.0%	71,451
Kitsap County	1	100.0%	\$915,000	114.4%	2,891
Thurston County	-3	-75.0%	(\$4,685,000)	-81.7%	(40,045)
Totals:	-11	-30.6%	(\$36,757,647)	-32.9%	(448,185)
Retail					
King County	-14	-56.0%	(\$222,919,165)	-83.0%	(774,730)
Snohomish County	-6	-66.7%	(\$35,498,000)	-80.0%	(164,962)
Pierce County	-5	-55.6%	(\$16,623,662)	-77.0%	(160,941)
Spokane County	-9	-69.2%	(\$17,746,927)	-87.5%	(77,746)
Kitsap County	0	0.0%	\$6,020,000	1584.2%	(24,841)
Thurston County	0	0.0%	(\$1,545,448)	-18.8%	(10,819)
Totals:	-34	-54.0%	(\$288,313,202)	-79.3%	(1,214,039)
Industrial/High Tech Flex					
King County	0	0.0%	(\$134,996,279)	-83.3%	(190,685)
Snohomish County	0	0.0%	(\$30,656,541)	-49.8%	(110,496)
Pierce County	0	0.0%	(\$21,970,000)	-85.4%	(23,509)
Spokane County	-2	-40.0%	\$5,052,000	88.8%	28,092
Kitsap County	0	N/A	\$0	N/A	-
Thurston County	-2	-100.0%	(\$4,527,546)	-100.0%	(47,041)
Totals:	-4	-16.0%	(\$187,098,366)	-72.1%	(343,639)
Land					
King County	-6	-46.2%	(\$104,601,216)	-80.6%	(70,567)
Snohomish County	2	40.0%	\$62,976,466	417.5%	3,047,458
Pierce County	-1	-33.3%	(\$2,930,000)	-61.0%	(1,513,274)
Spokane County	-1	-33.3%	(\$686,000)	-18.9%	(1,024,966)
Kitsap County	1	100.0%	\$25,550,000	1075.8%	6,456,027
Thurston County	0	0.0%	\$0	0.0%	-
Totals:	-5	-20.0%	(\$19,690,750)	-12.6%	6,894,678
Multifamily					
King County	-9	-39.1%	(\$184,788,200)	-53.5%	(154,440)
Snohomish County	-7	-77.8%	(\$77,427,300)	-70.9%	(202,284)
Pierce County	0	0.0%	(\$44,300,000)	-88.6%	(65,622)
Totals:	-16	-47.1%	(\$306,515,500)	-60.8%	(422,346)
Notable Sales:					
Grand Totals:	-70	-38.3%	(\$838,375,465)	-60.1%	4,466,469

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	83	\$940,545,976	3,163,910
Snohomish	37	\$284,952,300	1,673,178
Pierce	23	\$115,773,662	2,031,556
Spokane	25	\$31,534,827	1,260,928
Kitsap	3	\$3,555,000	213,110
Thurston	12	\$18,487,994	137,129
Grand Totals	183	\$1,394,849,759	8,479,811

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	14	\$22,975,000	257,759
Kitsap	5	\$36,040,000	6,647,187
Thurston	7	\$7,730,000	39,224
Grand Totals	113	\$556,474,294	12,946,280

County Totals:	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
King	-32	-38.6%	(\$658,073,607)	-70.0%	(1,473,631)
Snohomish	-13	-35.1%	(\$100,975,375)	-35.4%	2,467,139
Pierce	-11	-47.8%	(\$92,493,662)	-79.9%	(1,860,042)
Spokane	-11	-44.0%	(\$8,559,827)	-27.1%	(1,003,169)
Kitsap	2	66.7%	\$32,485,000	913.8%	6,434,077
Thurston	-5	-41.7%	(\$10,757,994)	-58.2%	(97,905)
Grand Totals	-70	-38.3%	(\$838,375,465)	-60.1%	4,466,469



CBA Researched CMA Sales

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

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

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

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

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	66	\$656,924,044	2,781,054
Snohomish	32	\$149,966,400	2,059,341
Pierce	31	\$151,439,511	4,075,940
Spokane	20	\$49,157,281	535,335
Kitsap	4	\$6,955,000	31,329
Thurston	6	\$96,989,295	612,508
Grand Totals	159	\$1,111,431,531	10,095,507

# of Sales	Sales Volume (\$)	Total SF
43	\$304,457,932	1,956,195
26	\$72,301,311	4,447,963
25	\$159,849,000	901,407
16	\$24,377,362	924,503
2	\$2,364,000	11,042
5	\$16,420,000	86,880
117	\$579,769,605	8,327,990

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



CBA Researched CMA Sales

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

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

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

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

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	66	\$688,720,584	2,086,569
Snohomish	29	\$199,600,260	1,740,291
Pierce	23	\$102,502,499	1,438,293
Spokane	15	\$31,453,000	361,366
Kitsap	6	\$5,475,000	35,473
Thurston	11	\$36,083,781	469,254
Grand Totals	150	\$1,063,835,124	6,131,246

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	52	\$334,518,326	3,090,221
Snohomish	17	\$83,653,483	716,261
Pierce	24	\$48,599,905	637,827
Spokane	15	\$11,339,354	127,406
Kitsap	2	\$1,550,000	46,898
Thurston	7	\$9,901,500	88,240
Grand Totals	117	\$489,562,568	4,706,853

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



CBA Researched CMA Sales Comparison by Asset Class and County: Nov 2023 vs Nov 2022

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

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

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

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

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	46	\$174,698,862	4,420,947
Snohomish	16	\$50,975,502	551,908
Pierce	23	\$55,496,780	875,786
Spokane	21	\$24,007,750	892,018
Kitsap	2	\$3,570,000	15,295
Thurston	10	\$13,198,551	171,854
Grand Totals	118	\$321,947,445	6,927,808

County Totals:	# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
King	-28	-37.8%	(\$248,873,656)	-58.8%	3,209,769
Snohomish	-11	-40.7%	(\$69,765,905)	-57.8%	(593,982)
Pierce	0	0.0%	\$2,737,780	5.2%	(99,924)
Spokane	5	31.3%	(\$19,572,230)	-44.9%	645,839
Kitsap	-4	-66.7%	\$555,350	18.4%	(240,835)
Thurston	-1	-9.1%	(\$8,307,949)	-38.6%	(738,915)
Grand Totals	-39	-24.8%	(\$343,226,610)	-51.6%	2,181,952



CBA Researched CMA Sales Comparison by Asset Class and County: Dec 2023 vs Dec 2022

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

December 2023		
# of Sales	Sales Volume (\$)	Total SF
11	\$55,350,000	235,421
3	\$3,293,000	11,718
9	\$17,158,500	72,170
6	\$5,310,000	36,659
2	\$2,116,583	10,580
5	\$8,076,129	67,003
36	\$91,304,212	433,551
14	\$47,136,312	110,563
9	\$9,113,500	32,520
7	\$6,729,742	21,315
8	\$8,515,000	43,712
1	\$445,000	8,758
5	\$4,910,000	21,508
44	\$76,849,554	238,376
7	\$25,895,000	104,047
1	\$500,000	680
4	\$12,434,995	80,450
2	\$2,756,500	23,974
2	\$1,820,000	16,616
0	\$0	0
16	\$43,406,495	225,767
20	\$43,996,519	5,349,604
8	\$42,305,000	5,036,843
6	\$10,010,000	1,856,092
1	\$600,000	31,799
0	\$0	0
0	\$0	0
35	\$96,911,519	12,274,338
17	\$427,758,120	1,435,802
1	\$1,466,000	16,092
4	\$57,640,000	210,365
22	\$486,864,120	1,662,259
Carriages at Fairwood Downs, Renton: \$107m Alta Arlo, Seattle: \$97m		
153	\$795,335,900	14,834,291

Change (Dec 2023 vs Dec 2022)				
# of Sales	%Chg	Sales Volume (\$)	%Chg	Total SF
-3	-21.4%	(\$58,537,958)	-51.4%	(459,458)
1	50.0%	(\$11,807,000)	-78.2%	(191,876)
-2	-18.2%	\$4,803,500	38.9%	21,836
-1	-14.3%	(\$3,568,692)	-40.2%	(36,873)
2	N/A	\$2,116,583	N/A	10,580
4	400.0%	\$7,696,129	2025.3%	65,991
1	2.9%	(\$59,297,438)	-39.4%	(589,800)
-6	-30.0%	(\$42,493,522)	-47.4%	(207,951)
0	0.0%	(\$38,896,500)	-81.0%	(111,838)
-2	-22.2%	(\$16,990,257)	-71.6%	(79,857)
-1	-11.1%	(\$7,462,000)	-46.7%	(49,092)
-4	-80.0%	(\$4,610,000)	-91.2%	(4,657)
1	25.0%	(\$265,000)	-5.1%	10,166
-12	-21.4%	(\$110,717,279)	-59.0%	(443,229)
-7	-50.0%	(\$414,009,461)	-94.1%	(1,553,612)
-7	-87.5%	(\$73,530,000)	-99.3%	(347,692)
-6	-60.0%	(\$14,501,005)	-53.8%	(80,600)
-3	-60.0%	(\$8,662,234)	-75.9%	(98,792)
2	N/A	\$1,820,000	N/A	16,616
-2	-100.0%	(\$8,000,000)	-100.0%	(49,306)
-23	-59.0%	(\$516,882,700)	-92.3%	(2,113,386)
5	33.3%	(\$54,910,593)	-55.5%	3,874,227
3	60.0%	\$26,695,000	171.0%	(1,286,762)
-1	-14.3%	(\$26,140,000)	-72.3%	(3,356,298)
-1	-50.0%	(\$2,050,000)	-77.4%	(192,535)
0	0.0%	\$0	0.0%	-
0	0.0%	\$0	0.0%	-
6	20.7%	(\$56,405,593)	-36.8%	(961,368)
2	13.3%	\$31,665,920	8.0%	870,093
0	0.0%	(\$53,534,000)	-97.3%	(150,500)
0	0.0%	\$46,390,000	412.4%	160,601
2	10.0%	\$24,521,920	5.3%	880,194
-26	-14.5%	(\$718,781,090)	-47.5%	(3,227,589)

County Totals:	# of Sales	Sales Volume (\$)	Total SF
King	78	\$1,138,421,565	4,712,138
Snohomish	25	\$207,750,000	7,186,521
Pierce	41	\$110,410,999	5,574,710
Spokane	23	\$38,924,426	513,436
Kitsap	5	\$5,055,000	13,415
Thurston	7	\$13,555,000	61,660
Grand Totals	179	\$1,514,116,990	18,061,880

# of Sales	Sales Volume (\$)	Total SF
69	\$600,135,951	7,235,437
22	\$56,677,500	5,097,853
30	\$103,973,237	2,240,392
17	\$17,181,500	136,144
5	\$4,381,583	35,954
10	\$12,986,129	88,511
153	\$795,335,900	14,834,291

# of Sales	% Chg	Sales Volume (\$)	% Chg	Total SF
-9	-11.5%	(\$538,285,614)	-47.3%	2,523,299
-3	-12.0%	(\$151,072,500)	-72.7%	(2,088,668)
-11	-26.8%	(\$6,437,762)	-5.8%	(3,334,318)
-6	-26.1%	(\$21,742,926)	-55.9%	(377,292)
0	0.0%	(\$673,417)	-13.3%	22,539
3	42.9%	(\$568,871)	-4.2%	26,851
-26	-14.5%	(\$718,781,090)	-47.5%	(3,227,589)