Economic Development Information Meeting

Windermere
REAL ESTATE

JUNE 2026

Walla Walla Valley Real Estate Market

Monthly Snapshot

66

66	283	$421K	4.3
June Closings	Active Listings	Median Price	Months of Supply

MARKET AT A GLANCE JUNE 2026

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CLOSED SALES

↑ 34.7% YOY, best month of 2026

283

ACTIVE LISTINGS

↑ 30.4% YOY (217 in Jun 2025)

66

PENDING SALES

↓ 5.7% YOY , watch indicator

$421K

MEDIAN CLOSED PRICE

↓ 2.0% YOY ($430K Jun 2025)

$500K

AVG CLOSED PRICE

$499,818 down from May's $521K

4.3 mo

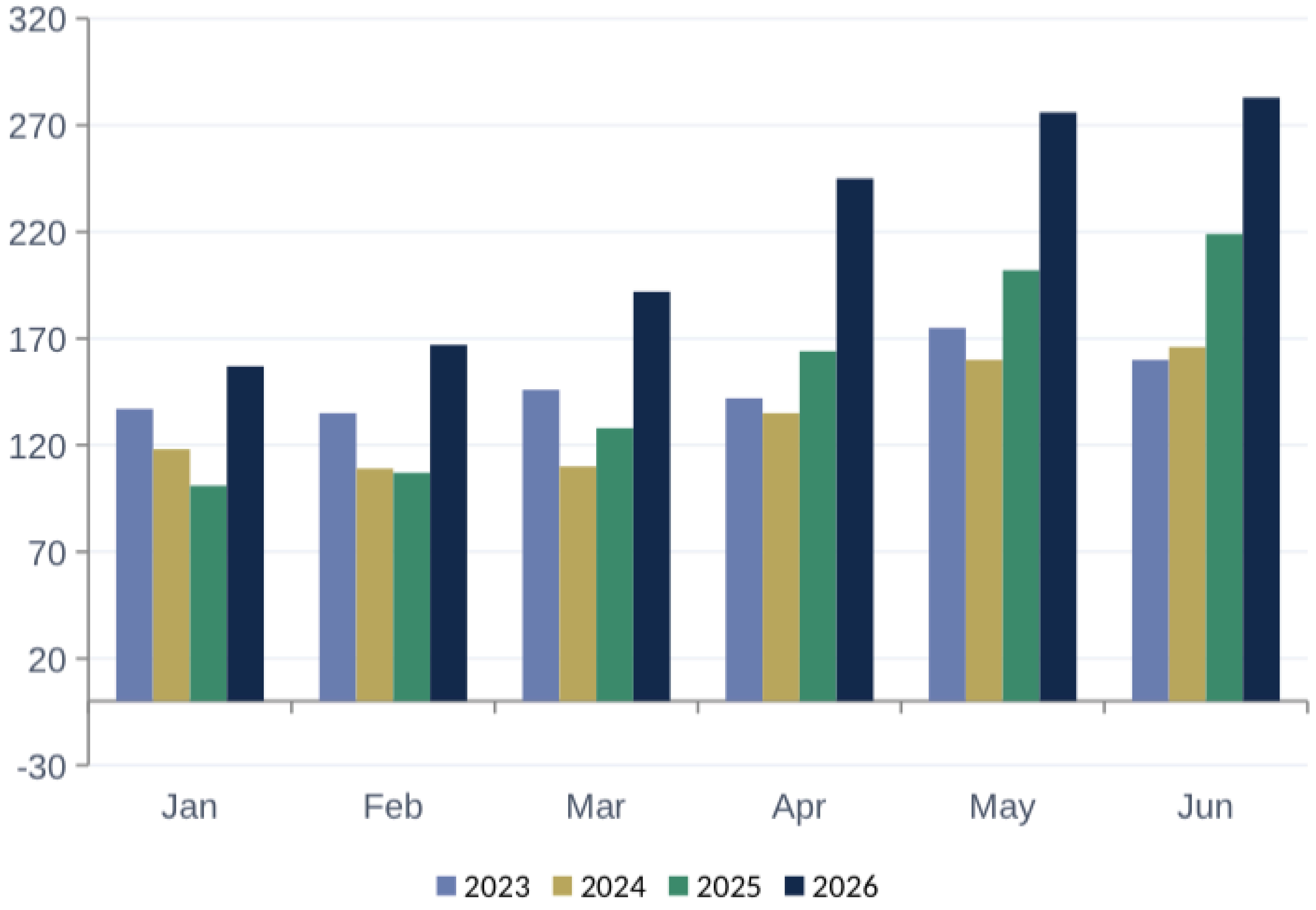
MONTHS OF SUPPLY

Easing from May's 5.0 months

YTD Closed home sales up 15% above last year's pace (291 vs 253)

Source: NWMLS / WWVAR MLS Statistical Reports

INVENTORY TREND 4-YEAR COMPARISON



JUN 2026

283

Active listings

JUN 2025

217

Active listings

YOY CHANGE

+30%

Year over year

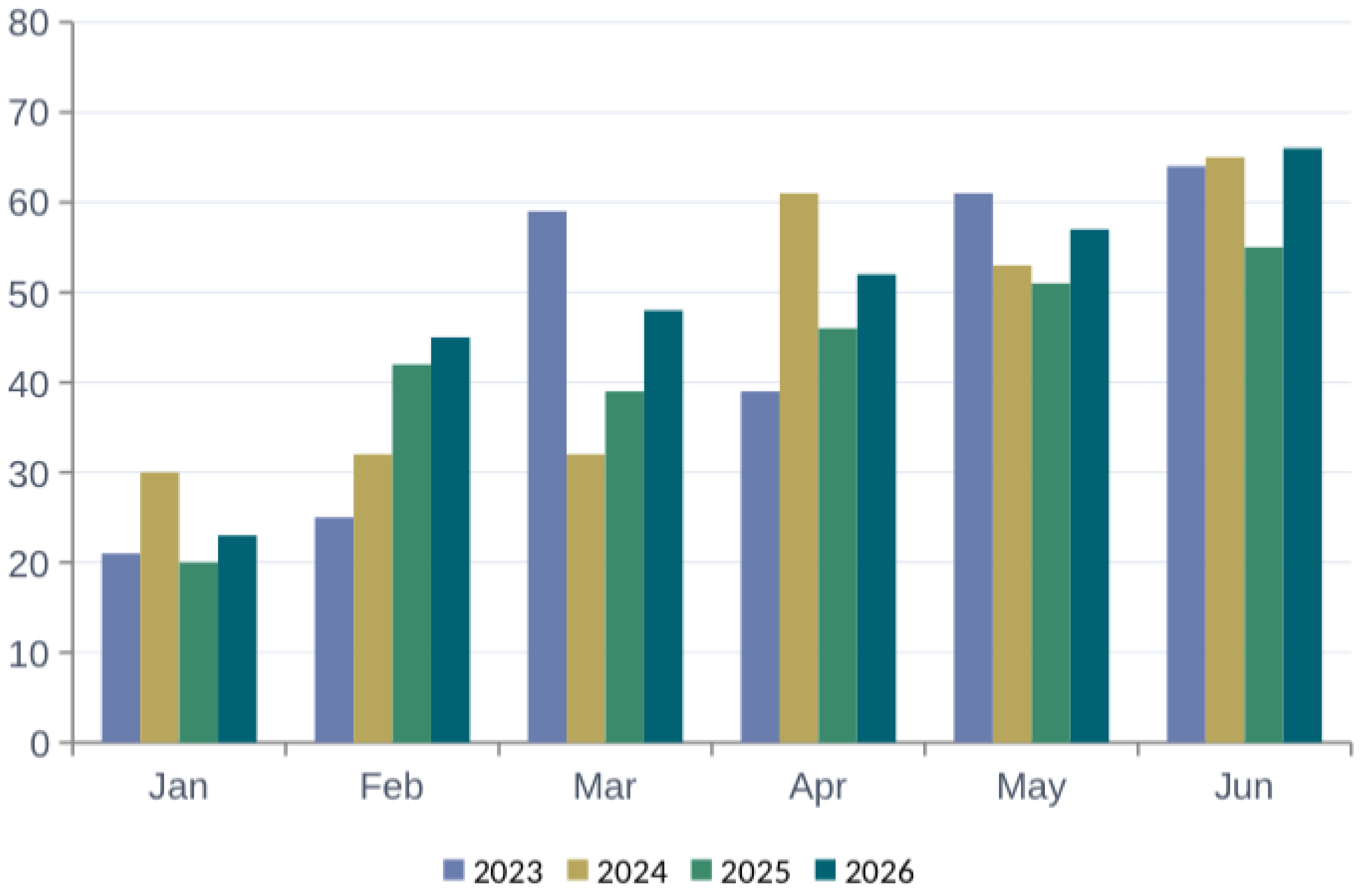
MAY 2026

276

Prior month

Source: NWMLS / WWVAR MLS Statistical Reports

CLOSED SALES BEST MONTH OF 2026



2026 CLOSING PACE

Jan: 23 | Feb: 45

Mar: 48 | Apr: 52

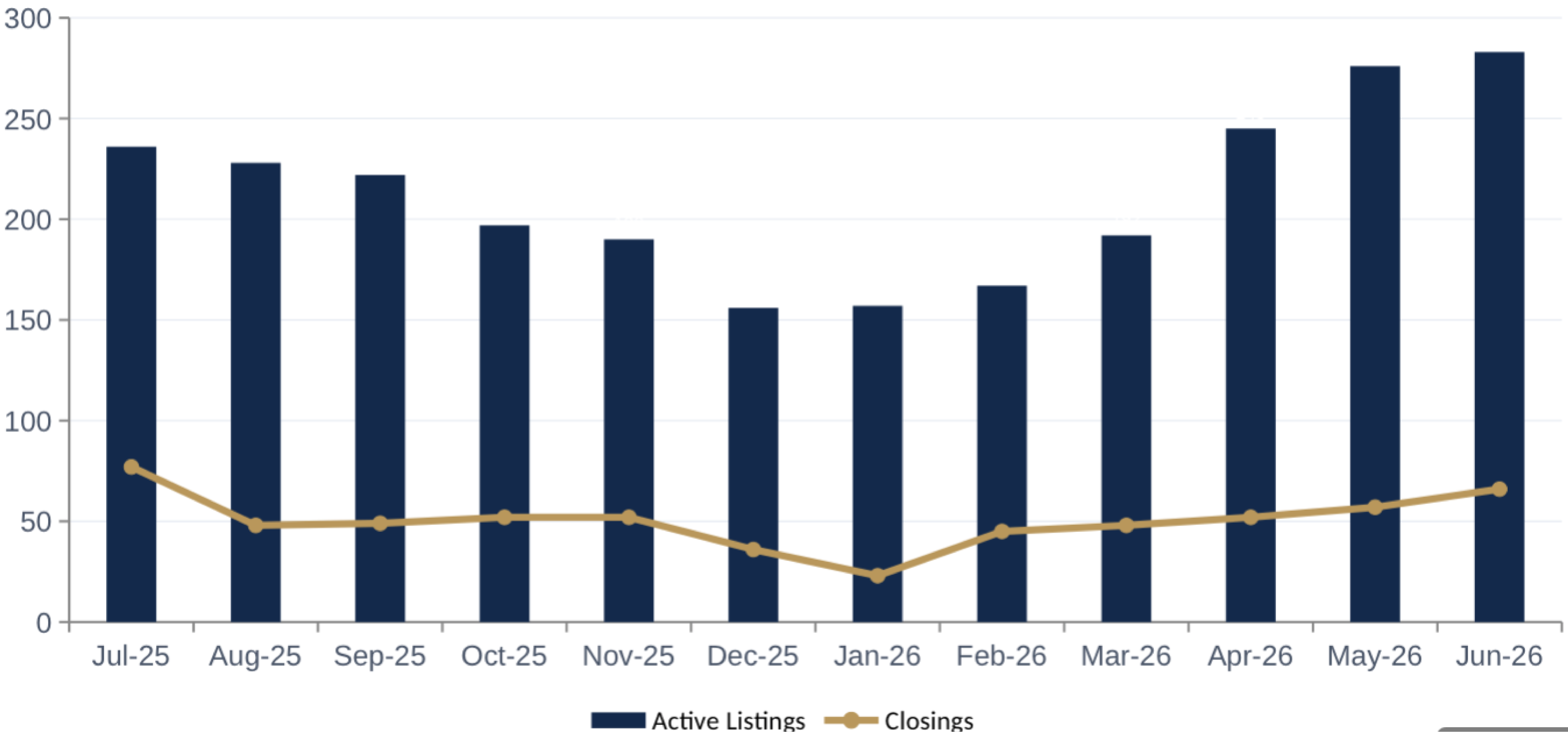
May: 57 | Jun: 66

YTD Total: 291

- +34.7% vs Jun 2025
- Pace↑ each month in 2026
- 97.2% close-to-list ratio
- **Priced-right homes SELL**

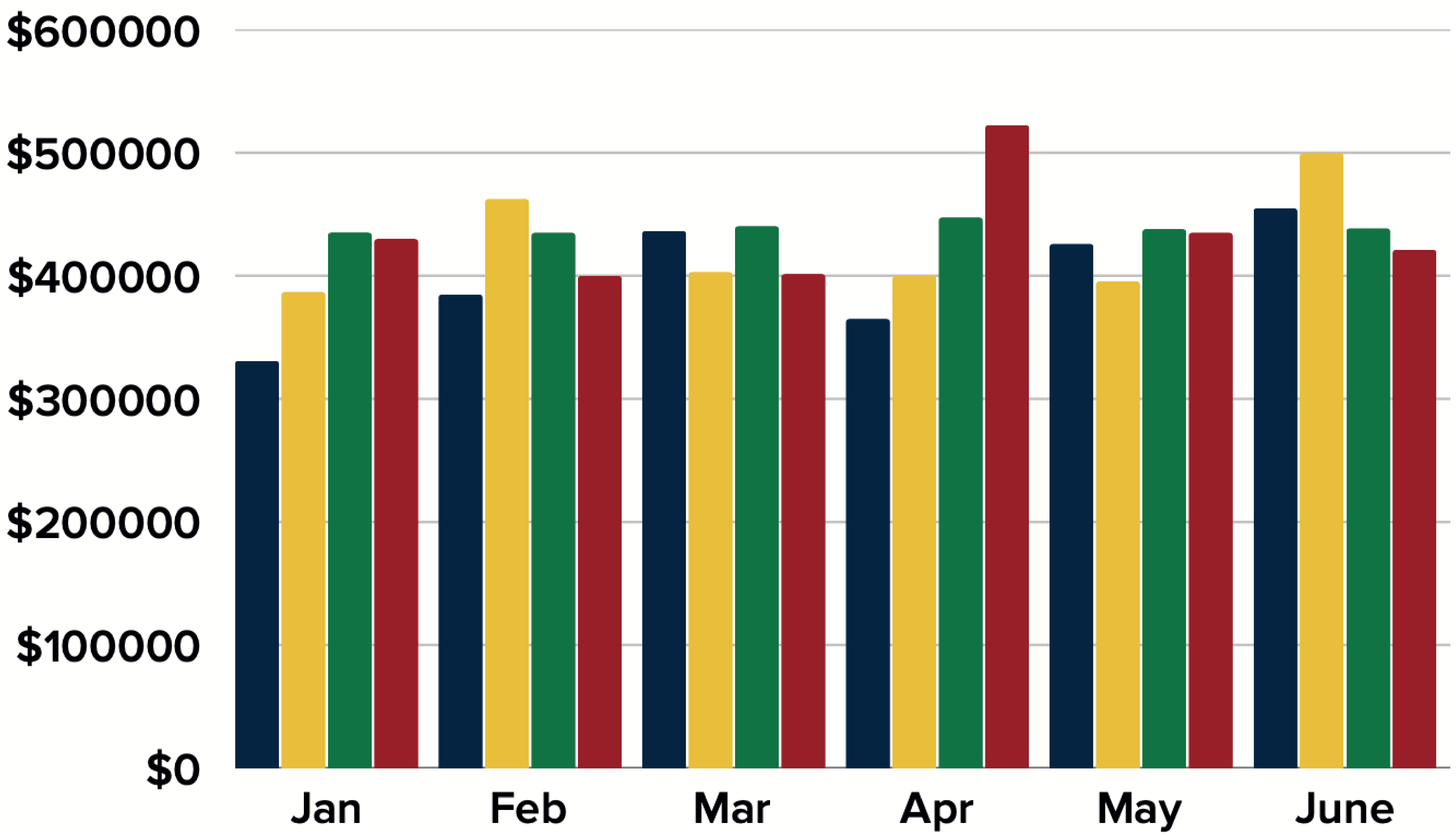
Source: NWMLS / WWVAR MLS Statistical Reports

ROLLING 12-MONTH: LISTINGS vs. CLOSINGS



Source: NWMLS / WWVAR MLS Statistical Reports

MEDIAN SALES PRICE MONTHLY TREND



	Jan	Feb	Mar	Apr	May	June
2023	$331,000	$385,000	$436,500	$365,000	$426,000	$455,000
2024	$387,000	$462,500	$403,065	$400,000	$395,495	$500,000
2025	$435,166	$435,000	$440,369	$447,500	$438,000	$438,490
2026	$430,000	$400,000	$401,500	$522,565	$434,990	$421,300

JUN 2026 MEDIAN

$421,300

↓ 2.0% vs Jun 2025 ($430,000)

MAY 2026 MEDIAN

$434,990

Prior month down $13,690

JUN 2025 MEDIAN

$430,000

Year-ago comparison

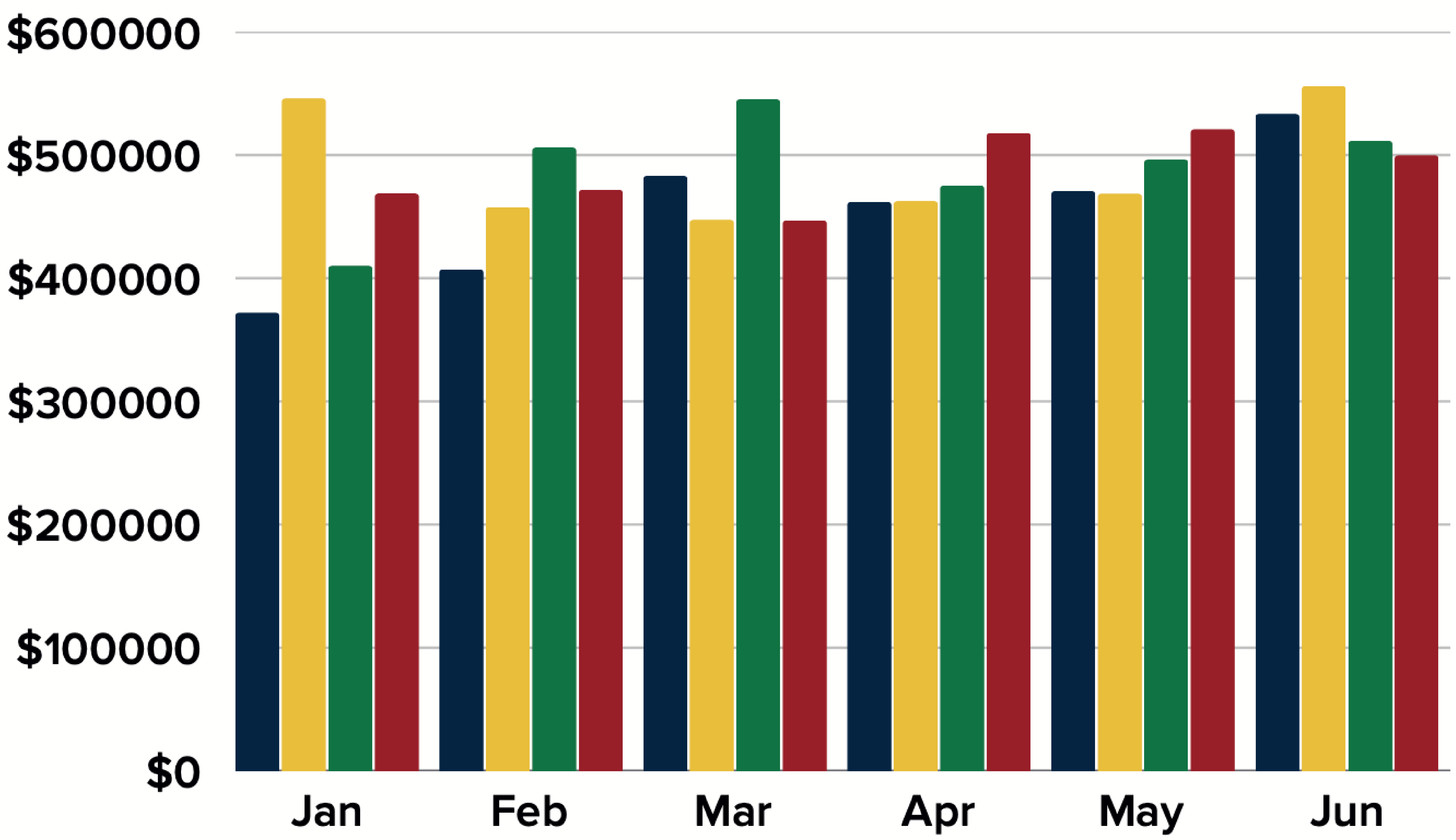
2026 YTD RANGE

$400K–$523K

April spike was an outlier month

Source: NWMLS / WWVAR MLS Statistical Reports

AVERAGE SALES PRICE MONTHLY TREND



2023	$371,944	$407,212	$483,280	$462,128	$470,887	$533,551
2024	$546,017	$457,875	$447,543	$462,750	$468,778	$556,203
2025	$410,267	$506,302	$545,353	$475,436	$496,446	$511,732
2026	$469,010	$471,897	$447,126	$518,127	$520,973	$499,818

JUN 2026 AVG

$499,818

↓ from May's $520,973

JUN 2025 AVG

$511,732

↓ 2.3% YOY

2026 YTD AVG

$487,825

Above full-year 2024 ($477,848)

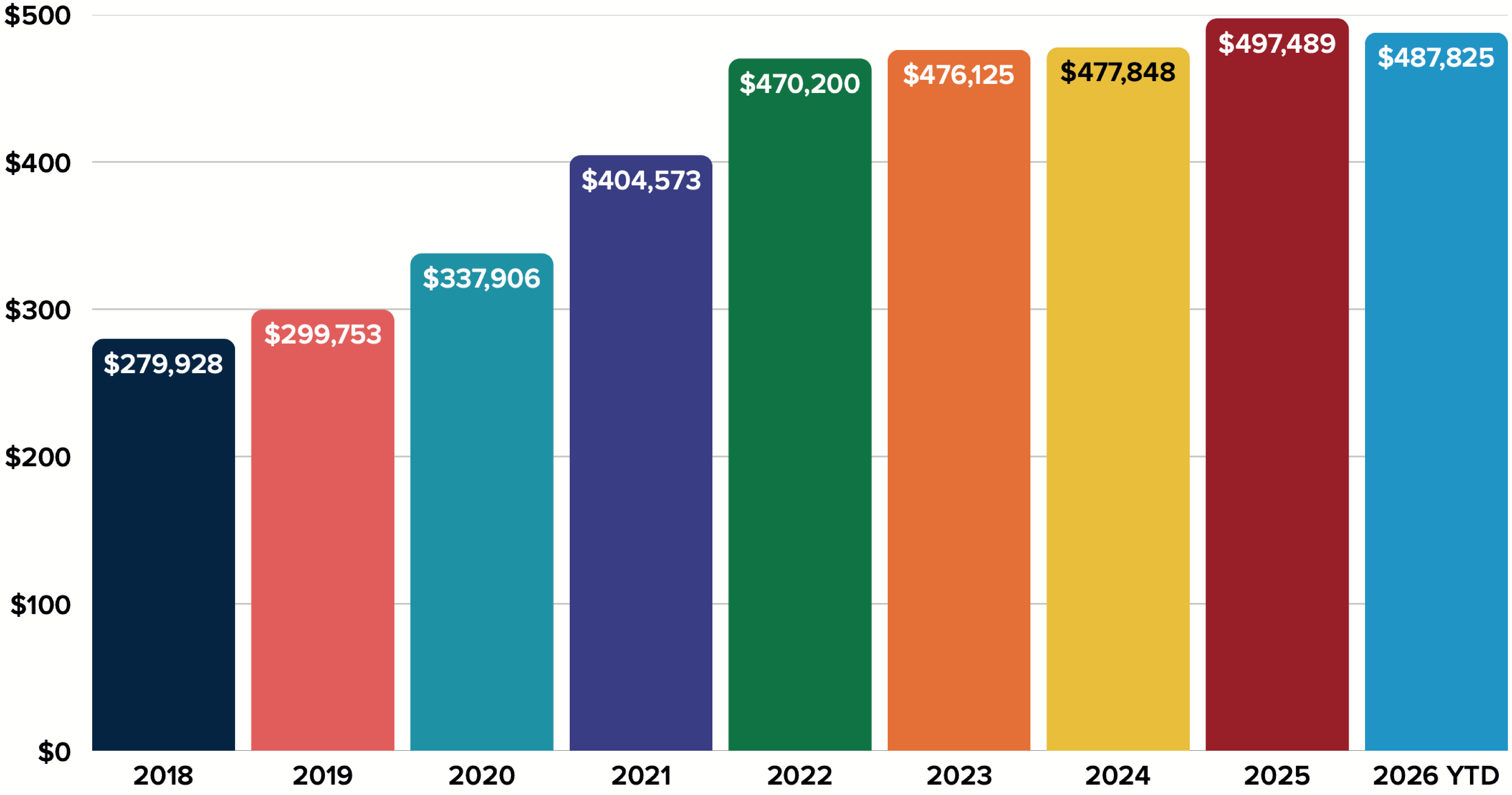
LONG-TERM GROWTH

+74%

From $279,928 (2018) to $487,825 YTD

Source: NWMLS / WWVAR MLS Statistical Reports

AVERAGE SALES PRICE ANNUAL TREND



Source: NWMLS / WWVAR MLS Statistical Reports

Walla Walla Valley
Single Family Residential Sales

WHAT THIS MARKET MEANS FOR BUYERS AND SELLERS

FOR SELLERS

- 283 active listings means real competition pricing accurately from day one is essential
- 4.3 months of supply still favors buyers overpricing leads to longer time on market
- Median price of $421,300 is down 2% year-over-year set realistic expectations early
- 97.2% close-to-list ratio shows priced-right homes ARE closing near asking
- Staging, condition, and strong marketing help your home stand out among 282 others

FOR BUYERS

- Highest June inventory in 4+ years you have real choice in today's market
- Pending sales dipped 5.7% year-over-year less competition for buyers right now
- Median price softening year-over-year a potential window of value
- 4.3 months of supply means room to negotiate, but well-priced homes move fast
- Getting pre-approved and knowing your criteria gives you a decisive edge

Source: NWMLS / WWVAR MLS Statistical Reports

THE BOTTOM LINE

Precision Wins.

The Market Is Moving.

66 Closings

Best month of 2026 demand is real for priced-right homes

4.3 Months

Easing from 5.0 , surge in closings relative to inventory

97.2% C/L

Close-to-list ratio holds strong pricing = results

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