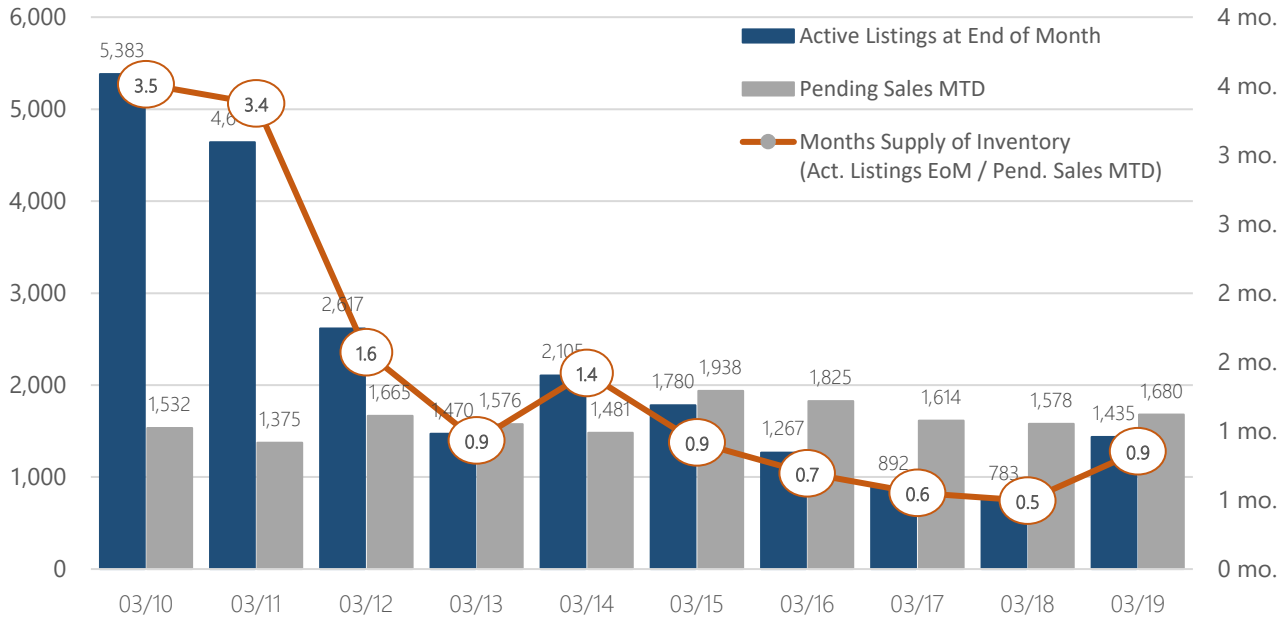
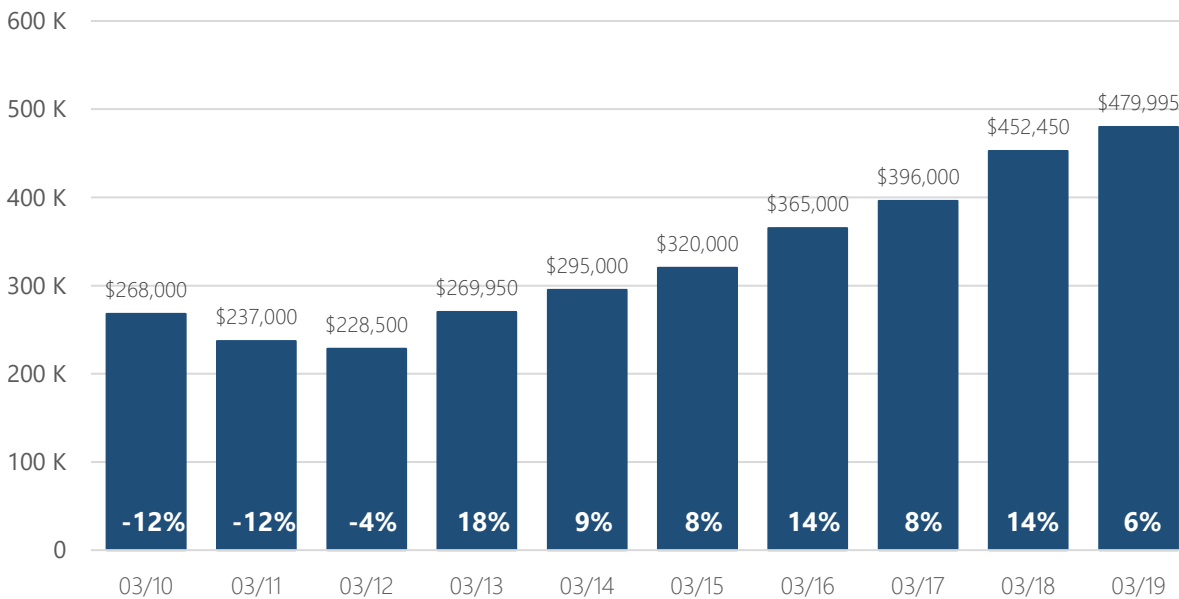


**All Snohomish County
RESIDENTIAL & CONDOMINIUM**

Active, Pending, & Months Supply of Inventory



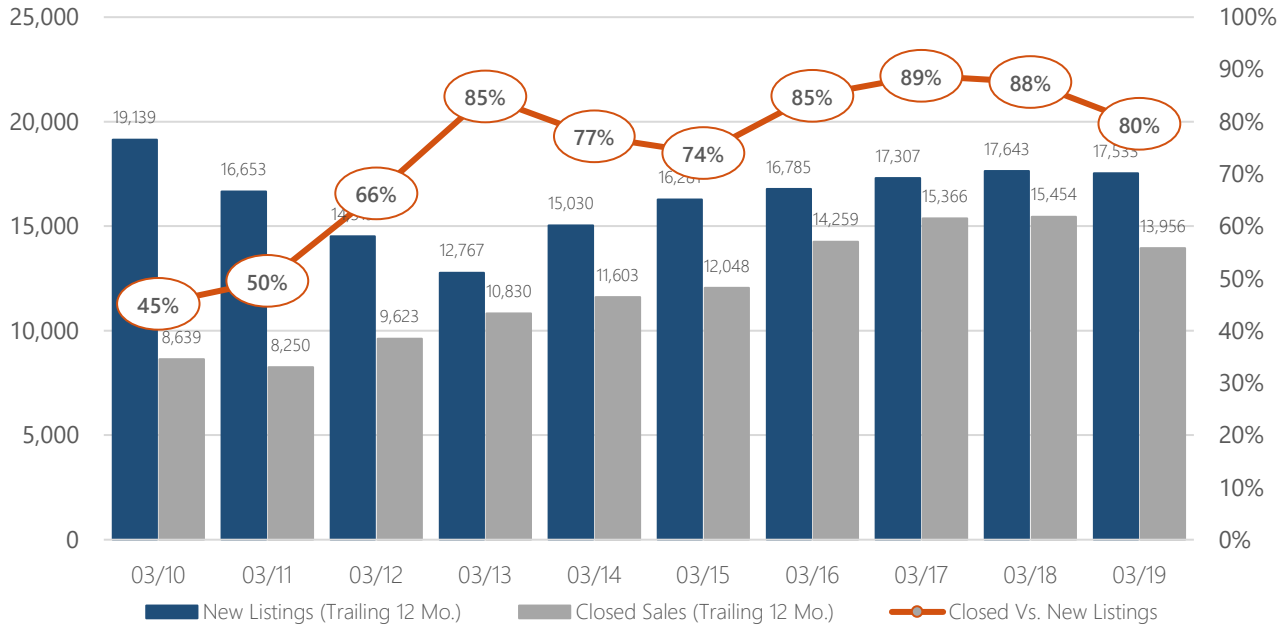
Median Closed Sales Price For Current Month Listings



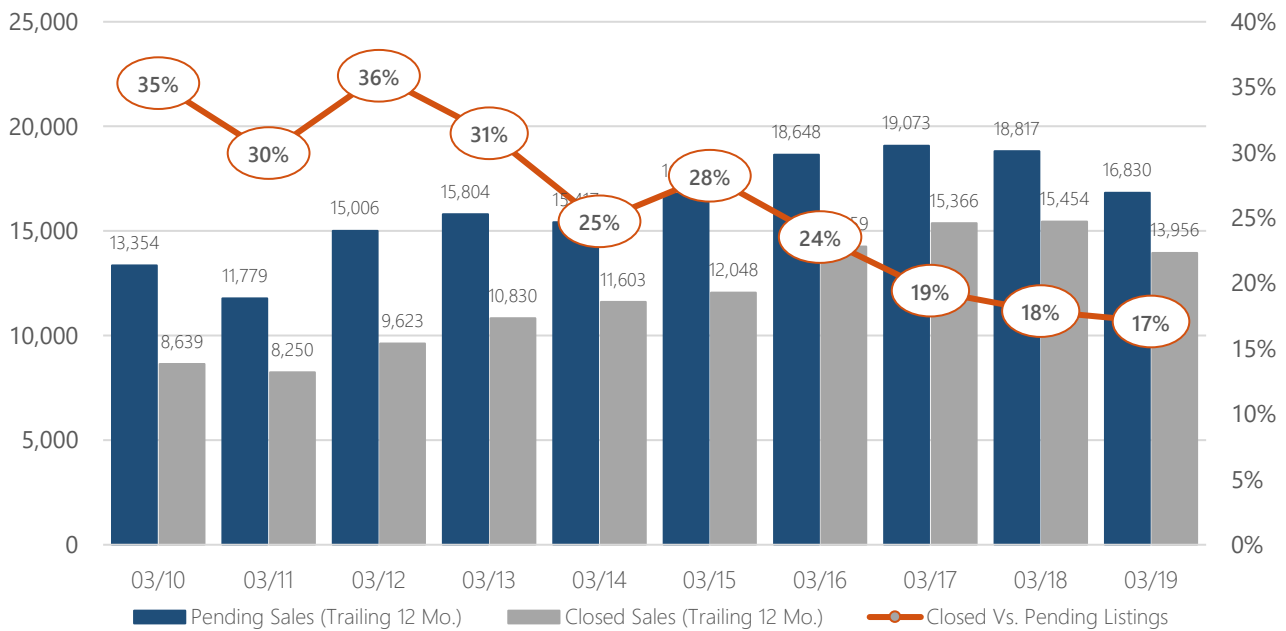
Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

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What Are The Odds of Selling?



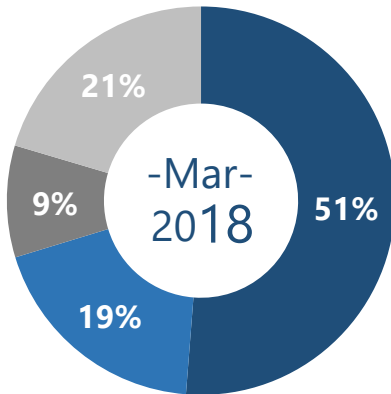
Percentage of Pending Sales that do not Close



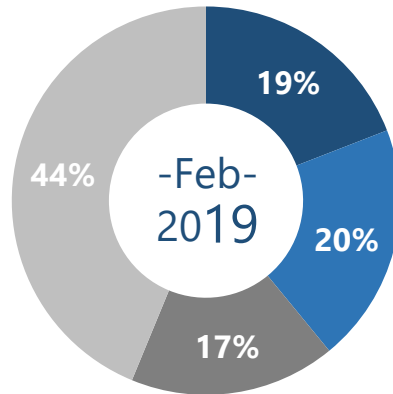
All Snohomish County

RESIDENTIAL & CONDOMINIUM

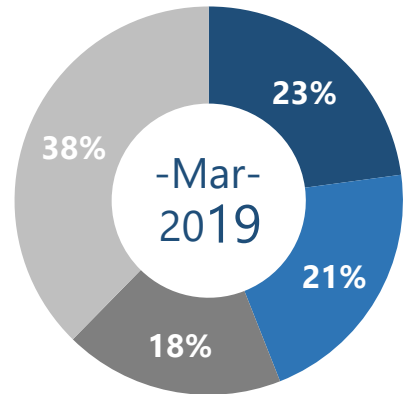
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

MARCH 2019

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	9	19	29	97
NUMBER OF SALES IN MONTH	252	233	202	415
MEDIAN DIFFERENCE FROM LIST PRICE	2%	0%	-2%	N/A

Area	Months Inventory		Area	Months Inventory	
	2018	2019		2018	2019
100	0.5	1.0	530	0.4	0.8
110	0.6	0.6	540	0.5	1.3
120	0.6	0.8	550	0.6	1.2
130	0.5	1.1	560	0.6	1.3
140	0.4	0.9	600	0.6	1.1
300	0.9	0.8	610	0.5	1.1
310	0.5	0.9	700	0.8	1.5
320	0.7	1.1	705	0.4	1.0
330	0.5	0.8	710	0.5	1.2
340	0.5	1.0	715	0.6	1.6
350	0.7	1.5	720	0.3	1.2
360	0.8	1.1	730	0.5	0.7
380	0.6	1.0	740	0.3	0.8
385	0.7	1.1	750	0.9	1.0
390	0.7	1.7	760	0.6	0.9
500	0.6	1.2	770	0.5	0.7
510	1.2	3.1	800	1.2	1.7
520	1.3	1.6			

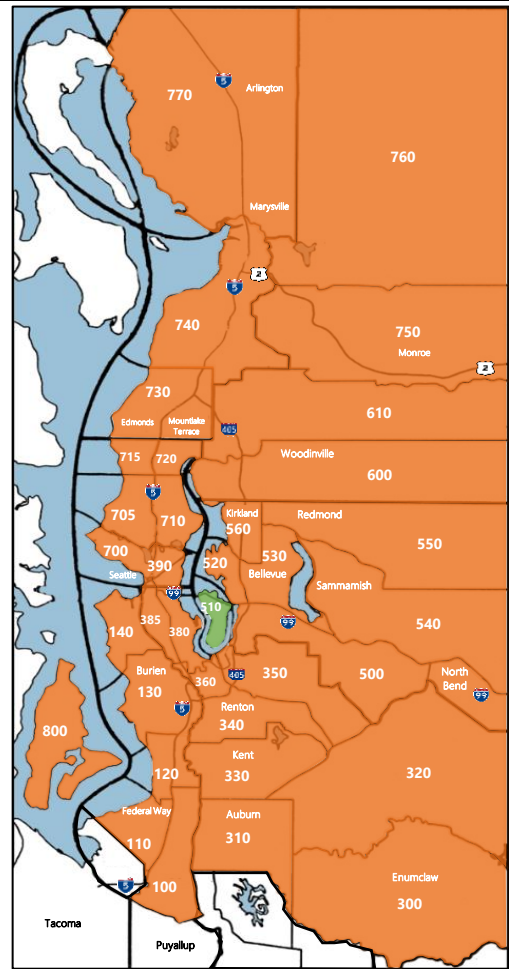


Months Supply of Inventory

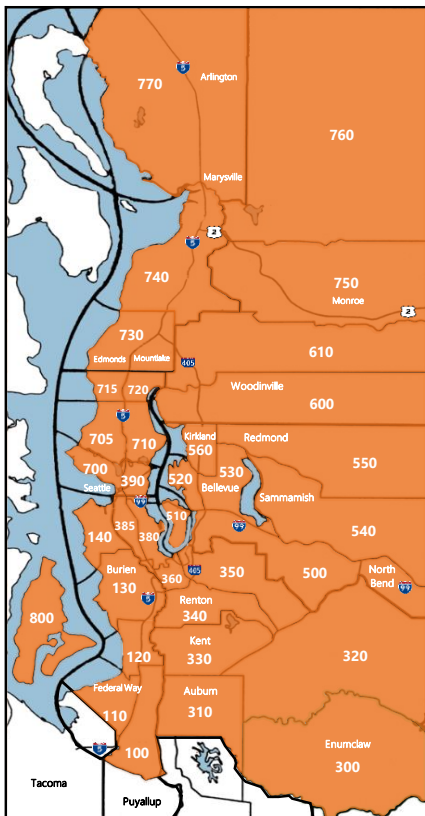
•
CURRENT MONTH

•
KING & SNOHOMISH COUNTY

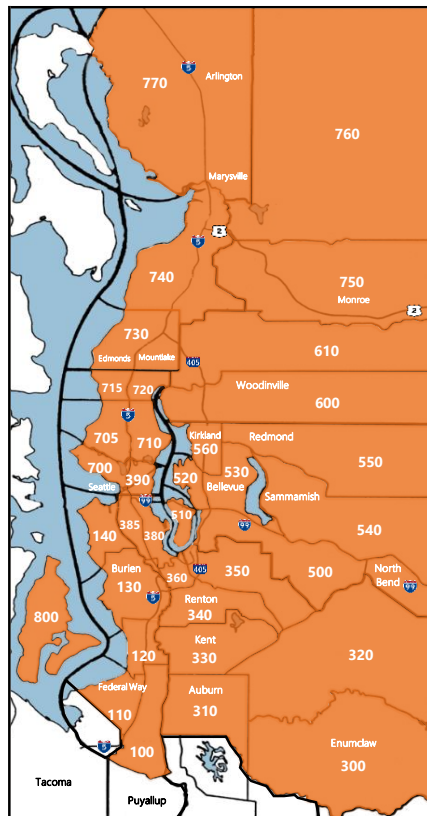
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RESIDENTIAL & CONDOMINIUM



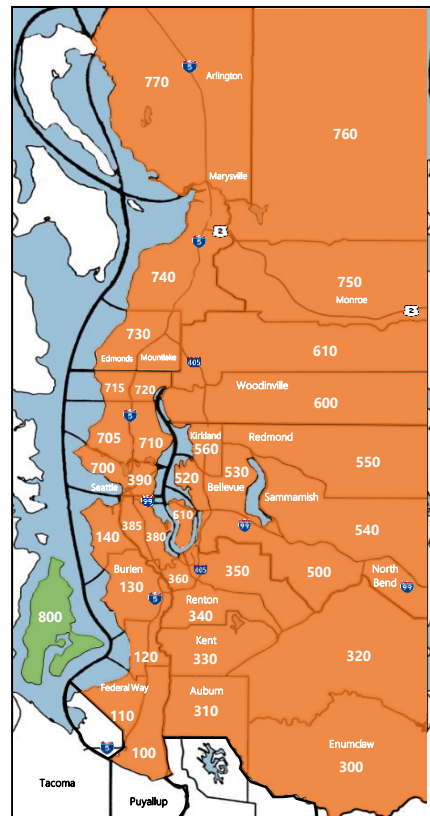
3 YEARS AGO



2 YEARS AGO

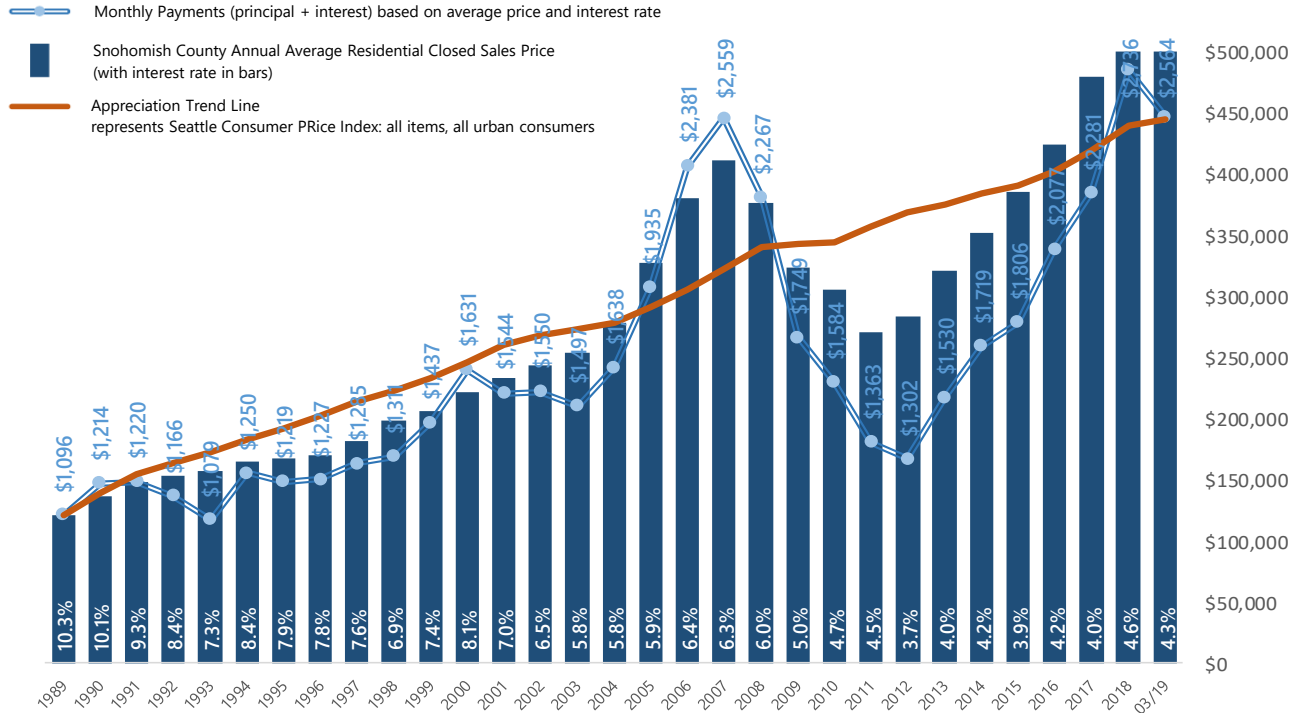


1 YEAR AGO



Created by Windermere Real Estate/East Inc. using NWMLS data. Months Supply of Inventory is active inventory on the last day of the month divided by the number of properties that went pending, signed agreement between buyers and sellers, during the month.

Monthly Payments Vs. Appreciation Trendline Snohomish County (RESIDENTIAL ONLY)



All Snohomish County RESIDENTIAL & CONDOMINIUM

The Cost of Waiting a Year

Snohomish County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
March, 2019	\$479,995	4.27%	\$2,367
March, 2018	\$452,450	4.44%	\$2,276
	\$27,545	-0.17%	\$91 Per Month \$1,086 Per Year

Sales Price to List Price based on Market Time

Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	521	47.3%
15 - 30	99.3%	100.0%	153	13.9%
31 - 60	97.7%	100.0%	165	15.0%
61 - 90	95.9%	99.3%	91	8.3%
90+	93.8%	99.3%	172	15.6%
Totals			1102	100.0%

All Snohomish County
RESIDENTIAL & CONDOMINIUM

2019

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	55	49	62										166
\$250,000 to \$499,999	420	465	540										1,425
\$500,000 to \$749,999	189	232	372										793
\$750,000 to \$999,999	41	63	104										208
\$1,000,000 to \$1,499,999	14	13	23										50
\$1,500,000 to \$2,499,999	1	4	0										5
\$2,500,000 and above	0	1	1										2
Grand Total	720	827	1,102										2,649

2018

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	75	66	84	80	66	64	85	84	66	75	64	61	225
\$250,000 to \$499,999	458	422	614	563	692	739	707	711	633	622	546	543	1,494
\$500,000 to \$749,999	256	250	340	412	458	548	463	432	373	321	301	305	846
\$750,000 to \$999,999	43	67	105	106	158	149	117	137	92	84	81	79	215
\$1,000,000 to \$1,499,999	13	10	23	33	44	30	30	23	25	31	20	31	46
\$1,500,000 to \$2,499,999	0	2	4	4	2	6	4	4	3	5	3	3	6
\$2,500,000 and above	1	0	1	0	0	1	0	0	0	0	2	2	2
Grand Total	846	817	1,171	1,198	1,420	1,537	1,406	1,391	1,192	1,138	1,017	1,024	2,834

YOY % CHANGE

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	-27%	-26%	-26%										-26%
\$250,000 to \$499,999	-8%	10%	-12%										-5%
\$500,000 to \$749,999	-26%	-7%	9%										-6%
\$750,000 to \$999,999	-5%	-6%	-1%										-3%
\$1,000,000 to \$1,499,999	8%	30%	0%										9%
\$1,500,000 to \$2,499,999	N/A	100%	-100%										-17%
\$2,500,000 and above	-100%	N/A	0%										0%
Grand Total	-15%	1%	-6%										-7%

All Snohomish County

Statistics To Know

Residential

	March, 2019	March, 2018	Difference	% Change
Months Supply of Inventory	0.9	0.5	0.3	67%
Active Listings at End of Month	1,209	679	530	78%
Pending Sales MTD	1,385	1,296	89	7%
Pending Sales (Trailing 12 Months)	13,835	15,256	-1,421	-9%
Closed Sales MTD	901	903	-2	0%
Closed Sales (Trailing 12 Months)	11,333	12,453	-1,120	-9%
Closed Sales Price (Median)	\$500,000	\$475,000	\$25,000	5%
30-Year-Fixed-Rate Mortgage Rate	4.3%	4.4%	-0.2%	-4%
Monthly Payments (P&I)	\$2,466	\$2,390	\$76	3%

Condominium

	March, 2019	March, 2018	Difference	% Change
Months Supply of Inventory	0.8	0.4	0.4	108%
Active Listings at End of Month	226	104	122	117%
Pending Sales MTD	295	282	13	5%
Pending Sales (Trailing 12 Months)	2,995	3,561	-566	-16%
Closed Sales MTD	206	263	-57	-22%
Closed Sales (Trailing 12 Months)	2,623	3,001	-378	-13%
Closed Sales Price (Median)	\$350,000	\$349,900	\$100	0%
30-Year-Fixed-Rate Mortgage Rate	4.3%	4.4%	-0.2%	-4%
Monthly Payments (P&I)	\$1,726	\$1,760	-\$35	-2%

Residential & Condominium

	March, 2019	March, 2018	Difference	% Change
Months Supply of Inventory	0.9	0.5	0.4	72%
Active Listings at End of Month	1,435	783	652	83%
Pending Sales MTD	1,680	1,578	102	6%
Pending Sales (Trailing 12 Months)	16,830	18,817	-1,987	-11%
Closed Sales MTD	1,107	1,166	-59	-5%
Closed Sales (Trailing 12 Months)	13,956	15,454	-1,498	-10%
Closed Sales Price (Median)	\$479,995	\$452,450	\$27,545	6%
30-Year-Fixed-Rate Mortgage Rates	4.3%	4.4%	-0.2%	-4%
Monthly Payments (P&I)	\$2,367	\$2,276	\$91	4%

All Snohomish County RESIDENTIAL & CONDOMINIUM

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2019																
Active Listings (EOM)	1,452	1,375	1,435										83%	1,421	AVG	101%
New Listings Taken in Month	1,101	914	1,623										3%	3,638	YTD	-2%
# of Pending Transactions	1,239	1,029	1,680										6%	3,948	YTD	-1%
Months Supply of Inventory	1.2	1.3	0.9										72%	1.1	AVG	109%
# of Closed Sales	725	843	1,107										-5%	2,675	YTD	-5%
Median Closed Price	430,000	454,995	479,995										6%	455,912	WA	2%
2018																
Active Listings (EOM)	667	672	783	991	1,421	1,831	2,036	2,357	2,568	2,421	2,086	1,562	-12%	707	AVG	-19%
New Listings Taken in Month	1,024	1,100	1,576	1,716	2,157	1,995	1,781	1,798	1,607	1,329	983	529	-2%	3,700	YTD	2%
# of Pending Transactions	1,194	1,215	1,578	1,603	1,833	1,652	1,630	1,437	1,307	1,361	1,160	899	-2%	3,987	YTD	-4%
Months Supply of Inventory	0.6	0.6	0.5	0.6	0.8	1.1	1.2	1.6	2.0	1.8	1.8	1.7	-10%	0.5	AVG	-16%
# of Closed Sales	836	812	1,166	1,185	1,427	1,526	1,405	1,386	1,180	1,132	1,019	1,021	0%	2,814	YTD	-6%
Median Closed Price	426,250	460,000	452,450	475,000	478,615	485,000	465,000	461,832	458,197	445,000	450,000	454,900	14%	446,702	WA	15%
2017																
Active Listings (EOM)	888	840	892	1,004	1,275	1,580	1,759	1,830	1,850	1,476	1,100	709	-30%	873	AVG	-31%
New Listings Taken in Month	999	1,083	1,537	1,522	2,108	2,135	1,876	1,886	1,594	1,284	924	614	-5%	3,619	YTD	-9%
# of Pending Transactions	1,238	1,296	1,614	1,527	1,948	1,949	1,856	1,885	1,614	1,710	1,332	1,009	-12%	4,148	YTD	-9%
Months Supply of Inventory	0.7	0.6	0.6	0.7	0.7	0.8	0.9	1.0	1.1	0.9	0.8	0.7	-20%	0.6	AVG	-25%
# of Closed Sales	938	904	1,167	1,116	1,394	1,553	1,556	1,648	1,466	1,428	1,237	1,242	1%	3,009	YTD	7%
Median Closed Price	380,000	387,250	396,000	416,668	420,000	420,000	430,000	430,000	430,000	415,000	429,950	425,000	8%	387,860	WA	11%
2016																
Active Listings (EOM)	1,267	1,244	1,267	1,462	1,505	1,746	1,969	2,047	2,133	1,788	1,451	1,020	-29%	1,259	AVG	-32%
New Listings Taken in Month	1,067	1,272	1,621	1,813	1,862	1,927	1,877	1,826	1,625	1,161	939	658	1%	3,960	YTD	1%
# of Pending Transactions	1,249	1,475	1,825	1,836	1,979	1,862	1,795	1,873	1,601	1,561	1,314	1,104	-6%	4,549	YTD	-1%
Months Supply of Inventory	1.0	0.8	0.7	0.8	0.8	0.9	1.1	1.1	1.3	1.1	1.1	0.9	-24%	0.9	AVG	-33%
# of Closed Sales	811	848	1,156	1,213	1,386	1,493	1,515	1,538	1,431	1,364	1,270	1,147	8%	2,815	YTD	13%
Median Closed Price	351,500	327,500	365,000	357,000	367,250	372,150	385,000	380,000	377,000	369,950	379,950	379,350	14%	348,691	WA	10%

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2009 - 2018

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	2,679	2,684	2,668	2,730	2,893	3,061	3,197	3,271	3,234	2,997	2,706	2,255	2,865	AVG
% of 12 Month Avg.	94%	94%	93%	95%	101%	107%	112%	114%	113%	105%	94%	79%		
New Listings Taken in Month	1,276	1,240	1,524	1,587	1,704	1,709	1,631	1,565	1,399	1,241	930	700	16,504	T
% of 12 Month Avg.	93%	90%	111%	115%	124%	124%	119%	114%	102%	90%	68%	51%		
# of Pending Transactions	1,097	1,204	1,545	1,511	1,559	1,503	1,461	1,437	1,299	1,340	1,095	926	15,976	T
% of 12 Month Avg.	82%	90%	116%	113%	117%	113%	110%	108%	98%	101%	82%	70%		
Months Supply of Inventory	2.4	2.2	1.7	1.8	1.9	2.0	2.2	2.3	2.5	2.2	2.5	2.4	2.2	AVG
% of 12 Month Avg.	112%	102%	79%	83%	85%	93%	100%	104%	114%	102%	113%	112%		
# of Closed Units	658	679	936	977	1,107	1,186	1,167	1,173	1,054	1,043	920	959	11,857	T
% of 12 Month Avg.	67%	69%	95%	99%	112%	120%	118%	119%	107%	106%	93%	97%		

Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

All Snohomish County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2015	Active Listings (EOM)	1,918	1,880	1,780	1,937	2,129	2,310	2,459	2,536	2,425	2,248	1,735	1,345	-15%	1,859	AVG	-13%
	New Listings Taken in Month	1,083	1,221	1,600	1,702	1,792	1,840	1,745	1,609	1,335	1,307	810	685	16%	3,904	YTD	11%
	# of Pending Transactions	1,237	1,406	1,938	1,747	1,777	1,799	1,764	1,634	1,501	1,503	1,307	1,067	31%	4,581	YTD	19%
	Months Supply of Inventory	1.6	1.3	0.9	1.1	1.2	1.3	1.4	1.6	1.6	1.5	1.3	1.3	-35%	1.3	AVG	-25%
	# of Closed Sales	686	740	1,075	1,272	1,315	1,374	1,411	1,442	1,290	1,178	973	1,189	13%	2,501	YTD	12%
	Median Closed Price	315,000	319,000	320,000	335,000	335,000	347,250	343,000	347,800	333,375	342,475	329,638	337,500	8%	318,015	WA	11%
2014	Active Listings (EOM)	2,155	2,151	2,105	2,327	2,542	2,764	2,996	3,081	2,990	2,776	2,474	2,001	43%	2,137	AVG	41%
	New Listings Taken in Month	1,085	1,058	1,378	1,591	1,770	1,710	1,687	1,514	1,376	1,264	816	649	8%	3,521	YTD	6%
	# of Pending Transactions	1,195	1,180	1,481	1,454	1,718	1,545	1,457	1,393	1,328	1,327	1,027	956	-6%	3,856	YTD	-3%
	Months Supply of Inventory	1.8	1.8	1.4	1.6	1.5	1.8	2.1	2.2	2.3	2.1	2.4	2.1	52%	1.7	AVG	44%
	# of Closed Sales	615	668	949	943	1,074	1,220	1,172	1,163	1,057	1,113	885	920	2%	2,232	YTD	-4%
	Median Closed Price	269,000	294,000	295,000	296,000	305,000	313,375	319,950	310,000	310,000	317,000	313,800	318,250	9%	286,506	WA	12%
2013	Active Listings (EOM)	1,548	1,529	1,470	1,530	1,777	2,030	2,359	2,565	2,666	2,629	2,451	2,172	-44%	1,516	AVG	-48%
	New Listings Taken in Month	1,015	1,036	1,281	1,349	1,564	1,540	1,578	1,424	1,277	1,217	900	660	6%	3,332	YTD	-3%
	# of Pending Transactions	1,154	1,236	1,576	1,500	1,487	1,488	1,470	1,402	1,150	1,219	1,010	835	-5%	3,966	YTD	-6%
	Months Supply of Inventory	1.3	1.2	0.9	1.0	1.2	1.4	1.6	1.8	2.3	2.2	2.4	2.6	-41%	1.2	AVG	-45%
	# of Closed Sales	713	673	932	1,020	1,131	1,159	1,141	1,143	1,032	1,041	833	871	13%	2,318	YTD	9%
	Median Closed Price	235,950	260,000	269,950	275,000	285,000	284,900	291,000	295,000	284,950	270,000	288,000	290,000	18%	256,098	WA	17%
2012	Active Listings (EOM)	3,162	2,925	2,617	2,486	2,383	2,359	2,277	2,322	2,187	1,960	1,754	1,513	-44%	2,901	AVG	-38%
	New Listings Taken in Month	1,103	1,126	1,210	1,263	1,258	1,252	1,146	1,185	987	967	796	581	-18%	3,439	YTD	-18%
	# of Pending Transactions	1,150	1,391	1,665	1,570	1,579	1,448	1,400	1,324	1,206	1,325	1,114	872	21%	4,206	YTD	25%
	Months Supply of Inventory	2.7	2.1	1.6	1.6	1.5	1.6	1.6	1.8	1.8	1.5	1.6	1.7	-53%	2.1	AVG	-50%
	# of Closed Sales	593	698	828	886	1,000	1,025	1,029	1,057	880	937	806	892	5%	2,119	YTD	17%
	Median Closed Price	210,000	220,000	228,500	236,817	245,000	249,000	251,111	246,000	261,658	245,000	257,000	254,975	-4%	219,760	WA	-6%
2011	Active Listings (EOM)	4,691	4,729	4,641	4,617	4,621	4,548	4,546	4,425	4,308	4,045	3,817	3,249	-14%	4,687	AVG	-9%
	New Listings Taken in Month	1,475	1,245	1,481	1,449	1,388	1,466	1,368	1,364	1,229	1,106	947	763	-26%	4,201	YTD	-26%
	# of Pending Transactions	938	1,046	1,375	1,233	1,315	1,279	1,207	1,325	1,161	1,226	1,041	1,013	-10%	3,359	YTD	-7%
	Months Supply of Inventory	5.0	4.5	3.4	3.7	3.5	3.6	3.8	3.3	3.7	3.3	3.7	3.2	-4%	4.3	AVG	-3%
	# of Closed Sales	533	494	785	734	820	866	851	916	837	828	806	846	-3%	1,812	YTD	-4%
	Median Closed Price	239,000	228,250	237,000	225,000	230,000	239,925	225,000	232,000	228,400	221,142	229,950	222,750	-12%	234,843	WA	-12%
2010	Active Listings (EOM)	4,901	5,177	5,383	5,357	5,621	5,813	5,908	5,989	5,768	5,455	5,129	4,538	-6%	5,154	AVG	-9%
	New Listings Taken in Month	1,924	1,759	2,002	1,886	1,381	1,497	1,545	1,457	1,404	1,301	1,058	923	29%	5,685	YTD	13%
	# of Pending Transactions	949	1,133	1,532	1,529	790	821	870	906	895	968	854	787	77%	3,614	YTD	65%
	Months Supply of Inventory	5.2	4.6	3.5	3.5	7.1	7.1	6.8	6.6	6.4	5.6	6.0	5.8	-47%	4.4	AVG	-44%
	# of Closed Sales	495	574	813	869	852	898	727	642	615	579	572	684	68%	1,882	YTD	55%
	Median Closed Price	267,995	269,000	268,000	273,000	272,000	267,750	270,000	260,000	261,353	260,000	254,975	245,700	-12%	268,332	WA	-11%

Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total