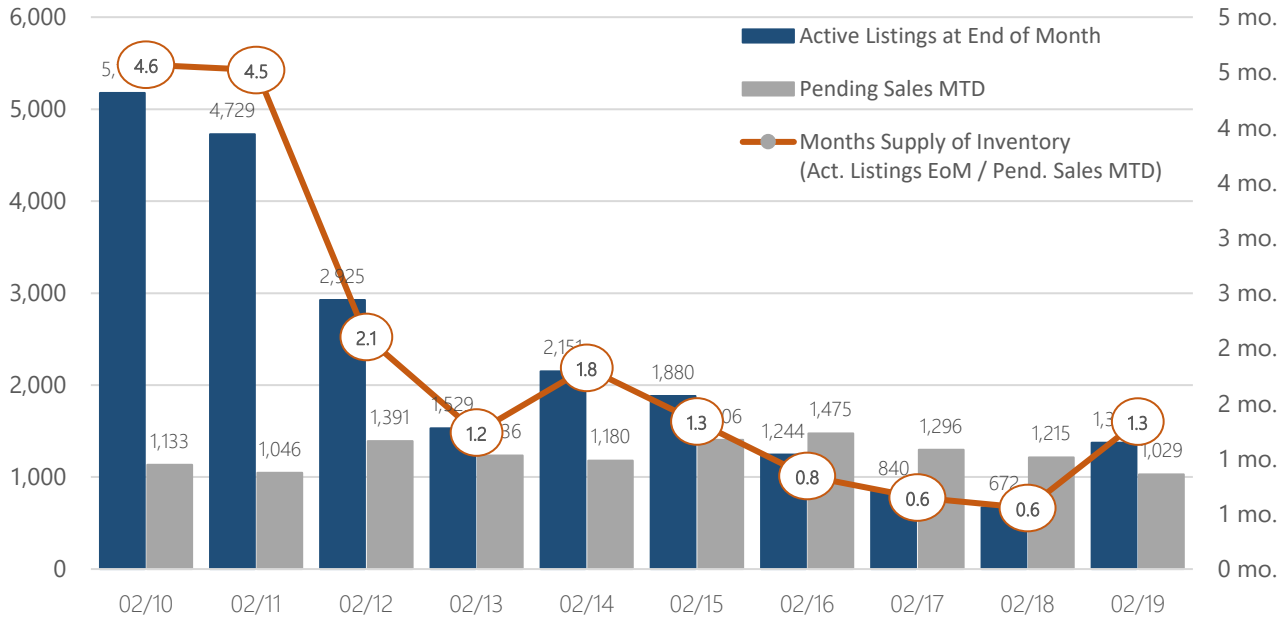
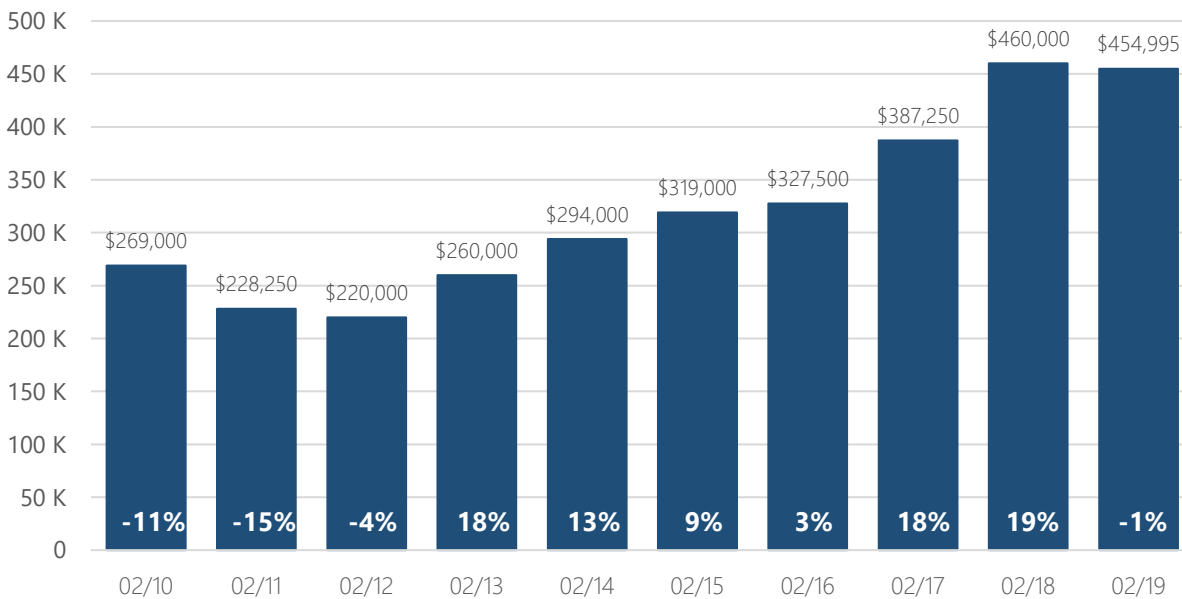


**All Snohomish County
RESIDENTIAL & CONDOMINIUM**

Active, Pending, & Months Supply of Inventory



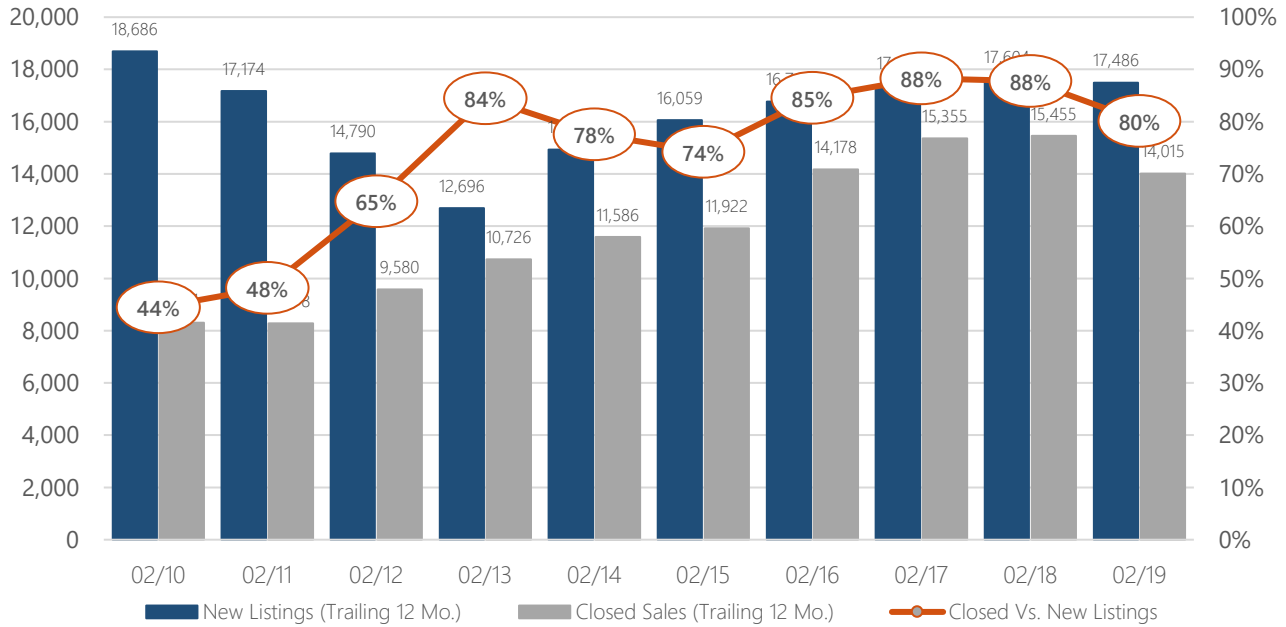
Median Closed Sales Price For Current Month Listings



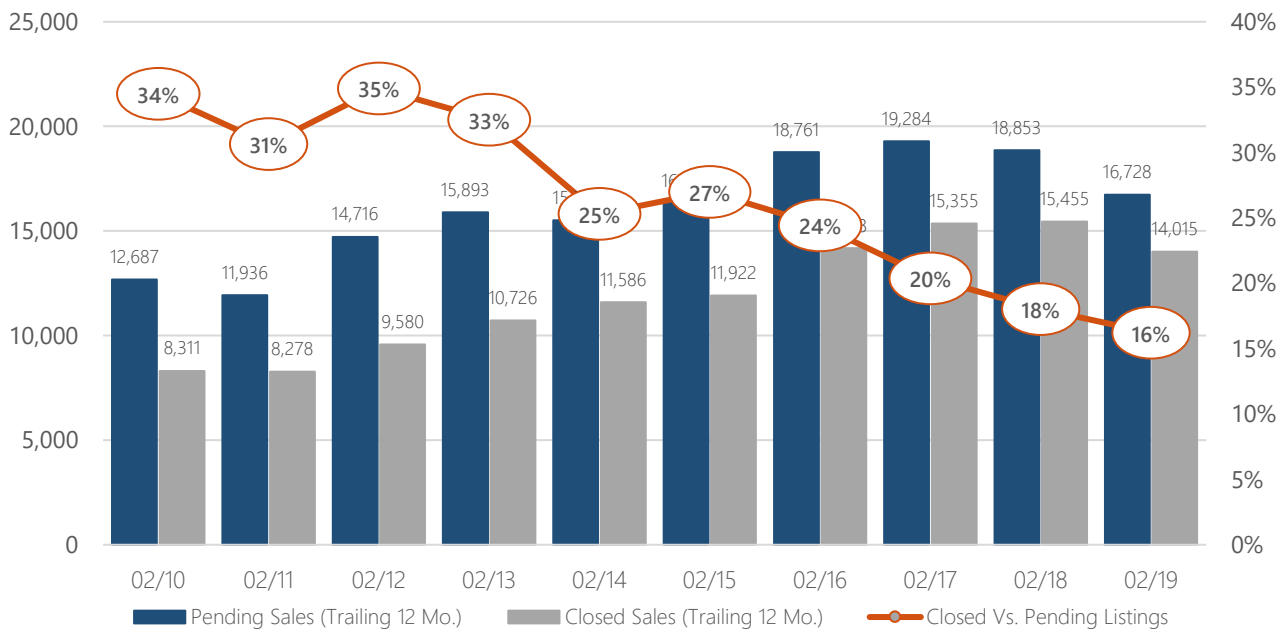
Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

All Snohomish County RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?



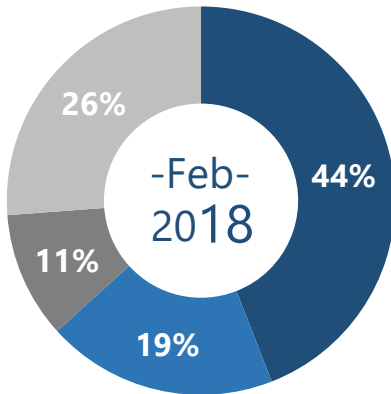
Percentage of Pending Sales that do not Close



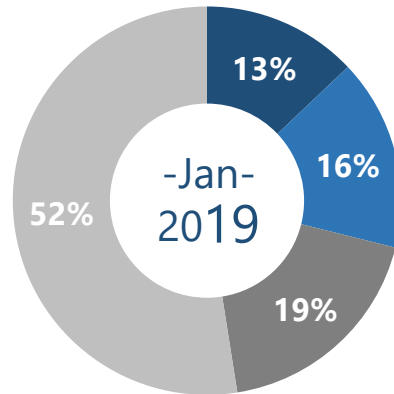
All Snohomish County

RESIDENTIAL & CONDOMINIUM

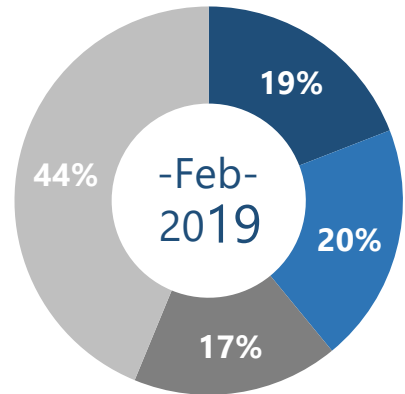
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

FEBRUARY 2019

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	8	20	34	99
NUMBER OF SALES IN MONTH	158	165	142	362
MEDIAN DIFFERENCE FROM LIST PRICE	2%	0%	-2%	N/A

Area	Months Inventory		Area	Months Inventory	
	2018	2019		2018	2019
100	0.5	1.5	530	0.7	1.2
110	0.6	1.0	540	0.5	2.0
120	0.5	1.5	550	0.6	1.5
130	0.9	1.9	560	0.9	2.8
140	0.4	1.7	600	0.6	1.3
300	1.6	1.7	610	0.7	1.4
310	0.8	0.9	700	0.8	2.4
320	0.6	1.3	705	0.4	1.5
330	0.7	1.3	710	0.7	1.3
340	0.5	1.4	715	0.6	1.6
350	0.7	1.2	720	0.3	1.9
360	0.5	1.4	730	0.4	1.4
380	0.5	1.7	740	0.3	1.0
385	0.6	1.4	750	0.7	1.7
390	0.7	1.8	760	0.7	1.6
500	0.6	2.0	770	0.8	1.4
510	1.4	2.9	800	1.6	3.7
520	1.5	2.7			

0 - 3	3 - 6	6+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Months Supply of Inventory

•

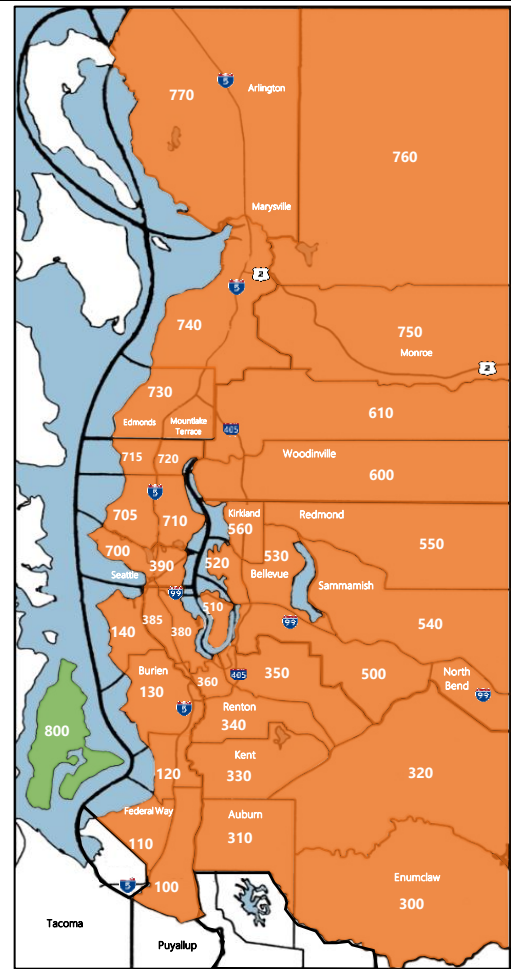
CURRENT MONTH

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KING & SNOHOMISH COUNTY

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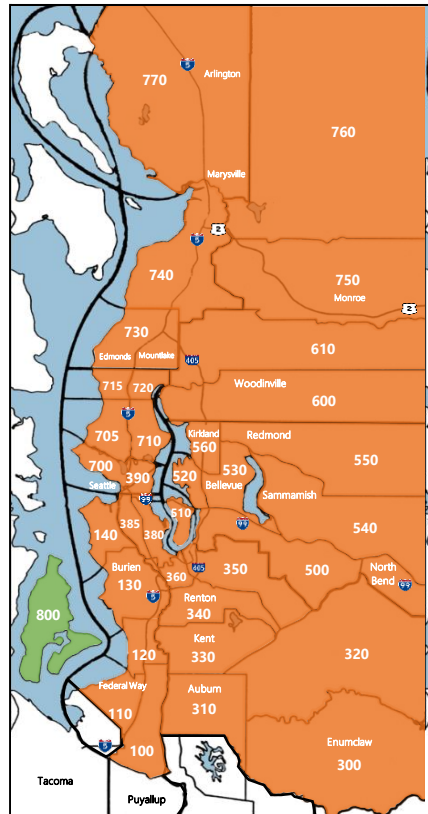
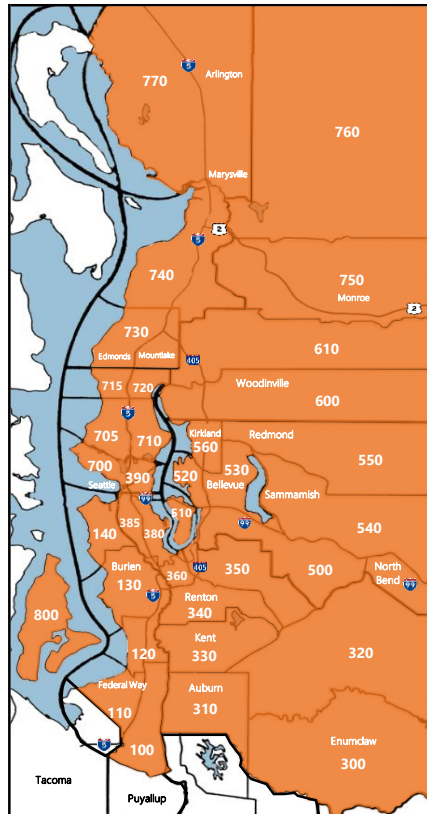
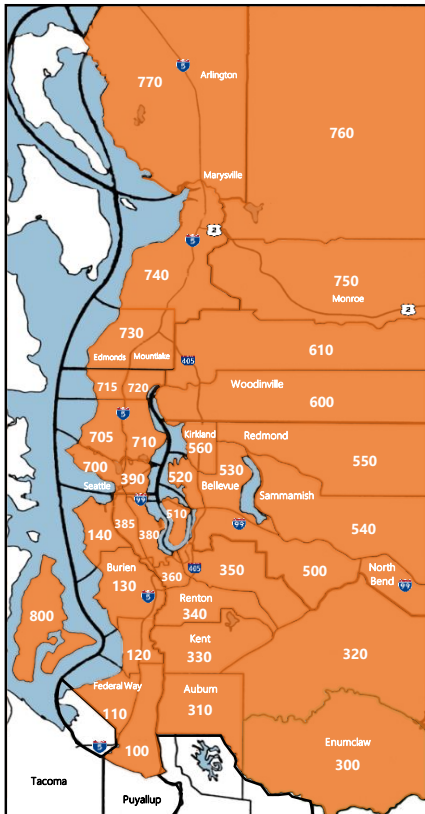
RESIDENTIAL & CONDOMINIUM



3 YEARS AGO

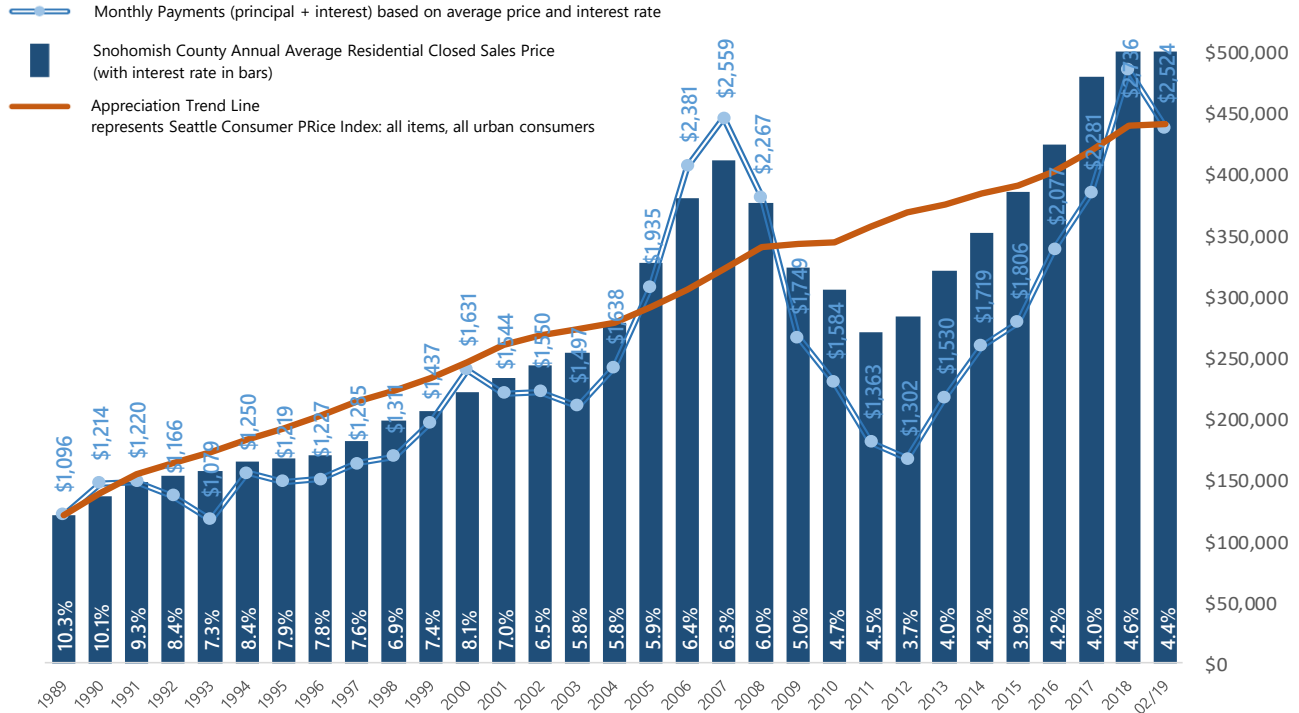
2 YEARS AGO

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
February, 2019	\$454,995	4.37%	\$2,270
February, 2018	\$460,000	4.33%	\$2,285
	-\$5,005	0.04%	-\$14 Per Month -\$170 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%	342	41.4%
15 - 30	99.1%	100.0%	98	11.9%
31 - 60	97.2%	99.8%	122	14.8%
61 - 90	94.9%	98.5%	99	12.0%
90+	93.1%	99.2%	166	20.1%
Totals			827	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											104
\$250,000 to \$499,999	420	465											885
\$500,000 to \$749,999	189	232											421
\$750,000 to \$999,999	41	63											104
\$1,000,000 to \$1,499,999	14	13											27
\$1,500,000 to \$2,499,999	1	4											5
\$2,500,000 and above	0	1											1
Grand Total	720	827											1,547

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	141
\$250,000 to \$499,999	458	422	614	563	692	739	707	711	633	622	546	543	880
\$500,000 to \$749,999	256	250	340	412	458	548	463	432	373	321	301	305	506
\$750,000 to \$999,999	43	67	105	106	158	149	117	137	92	84	81	79	110
\$1,000,000 to \$1,499,999	13	10	23	33	44	30	30	23	25	31	20	31	23
\$1,500,000 to \$2,499,999	0	2	4	4	2	6	4	4	3	5	3	3	2
\$2,500,000 and above	1	0	1	0	0	1	0	0	0	0	2	2	1
Grand Total	846	817	1,171	1,198	1,420	1,537	1,406	1,391	1,192	1,138	1,017	1,024	1,663

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%
\$250,000 to \$499,999	-8%	10%											1%
\$500,000 to \$749,999	-26%	-7%											-17%
\$750,000 to \$999,999	-5%	-6%											-5%
\$1,000,000 to \$1,499,999	8%	30%											17%
\$1,500,000 to \$2,499,999	N/A	100%											150%
\$2,500,000 and above	-100%	N/A											0%
Grand Total	-15%	1%											-7%

All Snohomish County

Statistics To Know

Residential

	February, 2019	February, 2018	Difference	% Change
Months Supply of Inventory	1.4	0.6	0.7	116%
Active Listings at End of Month	1,149	604	545	90%
Pending Sales MTD	842	956	-114	-12%
Pending Sales (Trailing 12 Months)	13,746	15,292	-1,546	-10%
Closed Sales MTD	672	634	38	6%
Closed Sales (Trailing 12 Months)	11,335	12,467	-1,132	-9%
Closed Sales Price (Median)	\$474,947	\$485,000	-\$10,053	-2%
30-Year-Fixed-Rate Mortgage Rate	4.4%	4.3%	0.0%	1%
Monthly Payments (P&I)	\$2,370	\$2,409	-\$39	-2%

Condominium

	February, 2019	February, 2018	Difference	% Change
Months Supply of Inventory	1.2	0.3	0.9	360%
Active Listings at End of Month	226	68	158	232%
Pending Sales MTD	187	259	-72	-28%
Pending Sales (Trailing 12 Months)	2,982	3,561	-579	-16%
Closed Sales MTD	171	178	-7	-4%
Closed Sales (Trailing 12 Months)	2,680	2,988	-308	-10%
Closed Sales Price (Median)	\$355,000	\$345,000	\$10,000	3%
30-Year-Fixed-Rate Mortgage Rate	4.4%	4.3%	0.0%	1%
Monthly Payments (P&I)	\$1,771	\$1,713	\$58	3%

Residential & Condominium

	February, 2019	February, 2018	Difference	% Change
Months Supply of Inventory	1.3	0.6	0.8	142%
Active Listings at End of Month	1,375	672	703	105%
Pending Sales MTD	1,029	1,215	-186	-15%
Pending Sales (Trailing 12 Months)	16,728	18,853	-2,125	-11%
Closed Sales MTD	843	812	31	4%
Closed Sales (Trailing 12 Months)	14,015	15,455	-1,440	-9%
Closed Sales Price (Median)	\$454,995	\$460,000	-\$5,005	-1%
30-Year-Fixed-Rate Mortgage Rates	4.4%	4.3%	0.0%	1%
Monthly Payments (P&I)	\$2,270	\$2,285	-\$14	-1%

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											105%	1,414	AVG	111%
New Listings Taken in Month	1,101	914											-17%	2,015	YTD	-5%
# of Pending Transactions	1,239	1,029											-15%	2,268	YTD	-6%
Months Supply of Inventory	1.2	1.3											142%	1.3	AVG	126%
# of Closed Sales	725	843											4%	1,568	YTD	-5%
Median Closed Price	430,000	454,995											-1%	442,850	WA	0%
2018																
Active Listings (EOM)	667	672	783	991	1,421	1,831	2,036	2,357	2,568	2,421	2,086	1,562	-20%	670	AVG	-23%
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	-6%	2,124	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	-6%	2,409	YTD	-5%
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	-15%	0.6	AVG	-19%
# 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	-10%	1,648	YTD	-11%
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	19%	443,768	WA	16%
2017																
Active Listings (EOM)	888	840	892	1,004	1,275	1,580	1,759	1,830	1,850	1,476	1,100	709	-32%	864	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	-15%	2,082	YTD	-11%
# 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%	2,534	YTD	-7%
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	-23%	0.7	AVG	-27%
# 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	7%	1,842	YTD	11%
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	18%	383,659	WA	13%
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	-34%	1,256	AVG	-34%
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	4%	2,339	YTD	2%
# 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	5%	2,724	YTD	3%
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	-37%	0.9	AVG	-36%
# 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	15%	1,659	YTD	16%
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	3%	339,924	WA	7%

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	-13%	1,899	AVG	-12%
	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	15%	2,304	YTD	8%
	# 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	19%	2,643	YTD	11%
	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	-27%	1.4	AVG	-20%
	# of Closed Sales	686	740	1,075	1,272	1,315	1,374	1,411	1,442	1,290	1,178	973	1,189	11%	1,426	YTD	11%
	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	9%	317,013	WA	12%
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	41%	2,153	AVG	40%
	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	2%	2,143	YTD	4%
	# 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	-5%	2,375	YTD	-1%
	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	47%	1.8	AVG	41%
	# of Closed Sales	615	668	949	943	1,074	1,220	1,172	1,163	1,057	1,113	885	920	-1%	1,283	YTD	-7%
	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	13%	282,055	WA	13%
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	-48%	1,539	AVG	-49%
	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	-8%	2,051	YTD	-8%
	# 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	-11%	2,390	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%	1.3	AVG	-47%
	# of Closed Sales	713	673	932	1,020	1,131	1,159	1,141	1,143	1,032	1,041	833	871	-4%	1,386	YTD	7%
	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%	248,558	WA	16%
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	-38%	3,044	AVG	-35%
	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	-10%	2,229	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	33%	2,541	YTD	28%
	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%	2.4	AVG	-49%
	# of Closed Sales	593	698	828	886	1,000	1,025	1,029	1,057	880	937	806	892	41%	1,291	YTD	26%
	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%	215,116	WA	-8%
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	-9%	4,710	AVG	-7%
	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	-29%	2,720	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	-8%	1,984	YTD	-5%
	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	-1%	4.8	AVG	-2%
	# of Closed Sales	533	494	785	734	820	866	851	916	837	828	806	846	-14%	1,027	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	-15%	233,749	WA	-13%
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	-9%	5,039	AVG	-11%
	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	18%	3,683	YTD	6%
	# of Pending Transactions	949	1,133	1,532	1,529	790	821	870	906	895	968	854	787	71%	2,082	YTD	56%
	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%	4.9	AVG	-43%
	# of Closed Sales	495	574	813	869	852	898	727	642	615	579	572	684	53%	1,069	YTD	46%
	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	-11%	268,498	WA	-10%

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