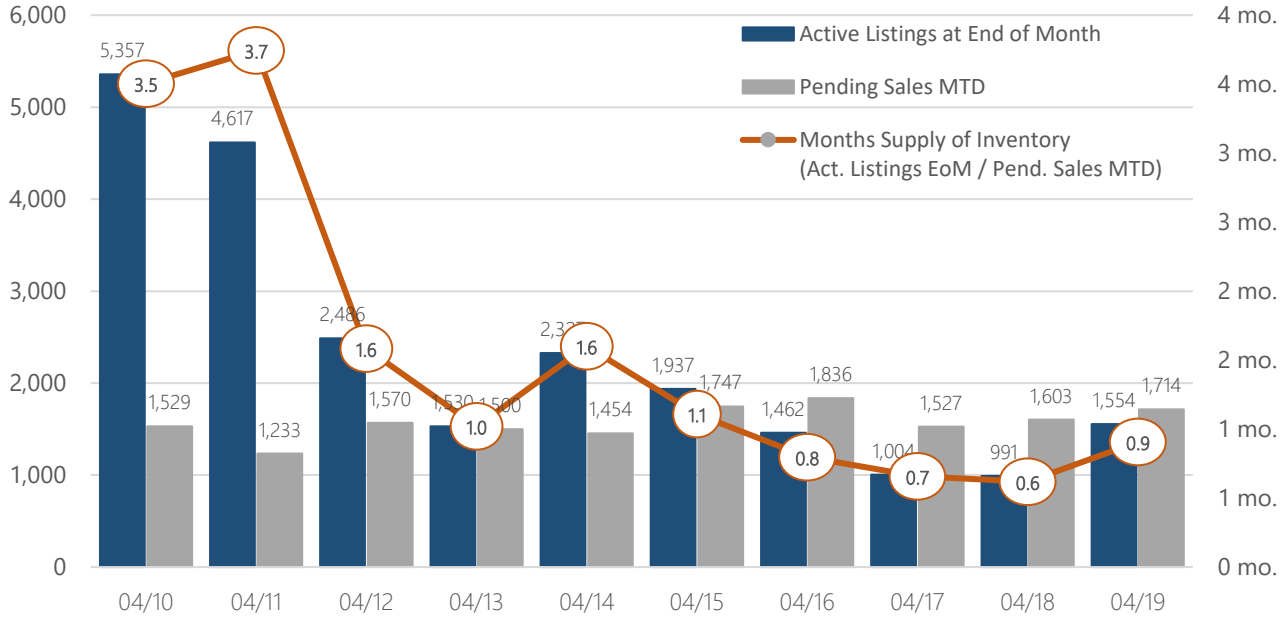
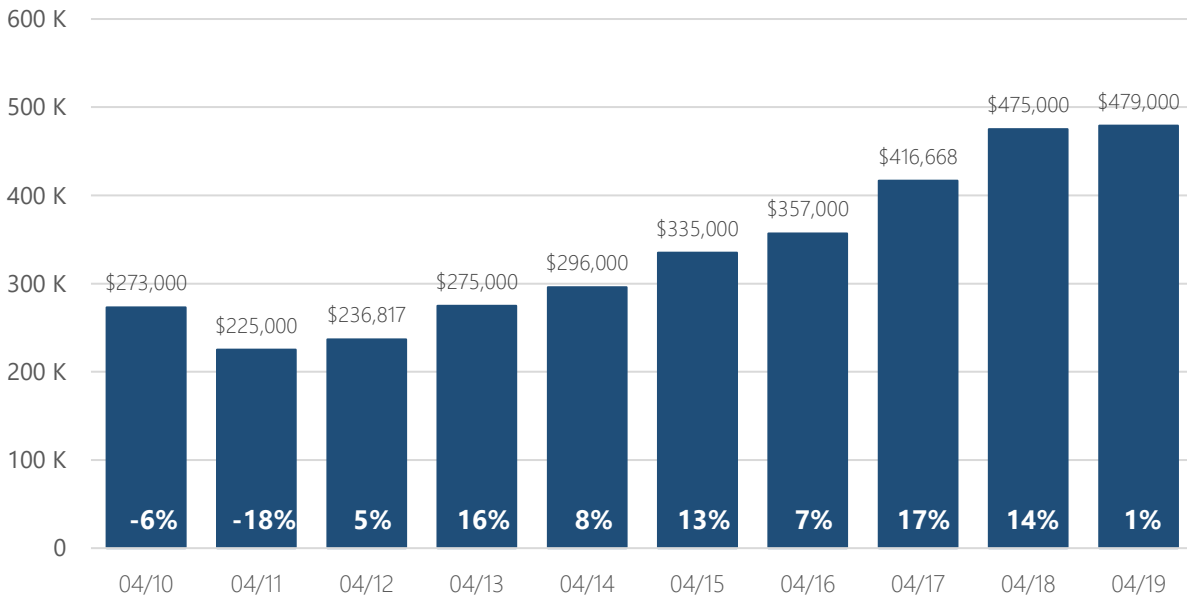


All Snohomish County
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



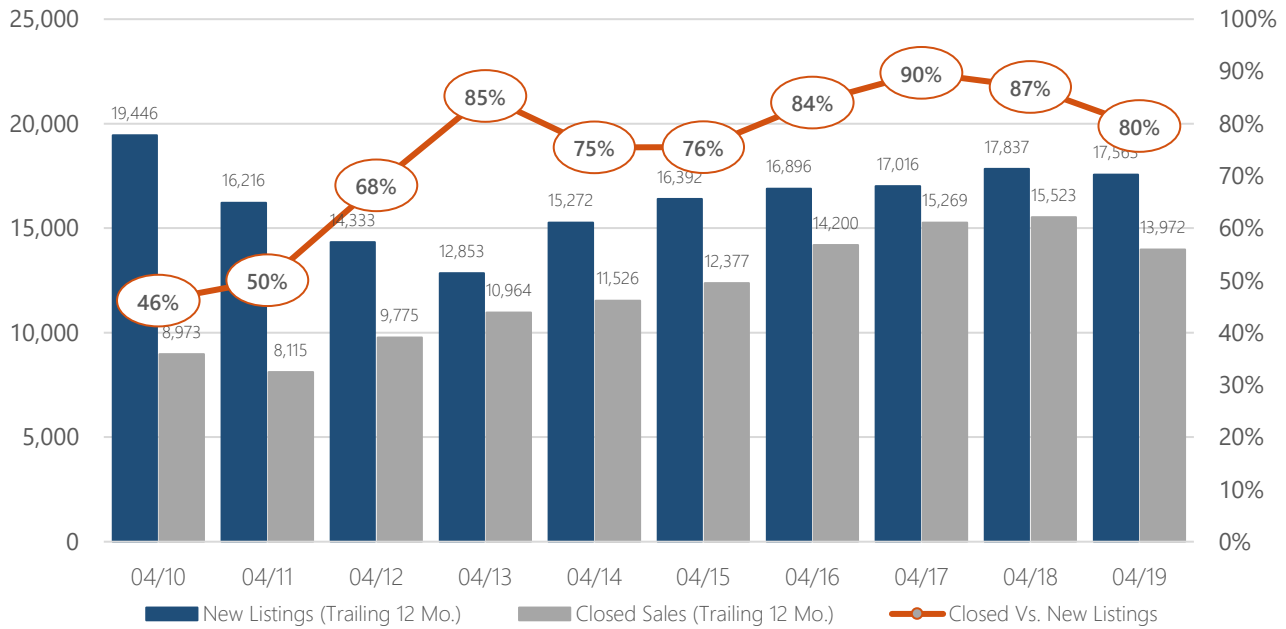
Median Closed Sales Price For Current Month Listings



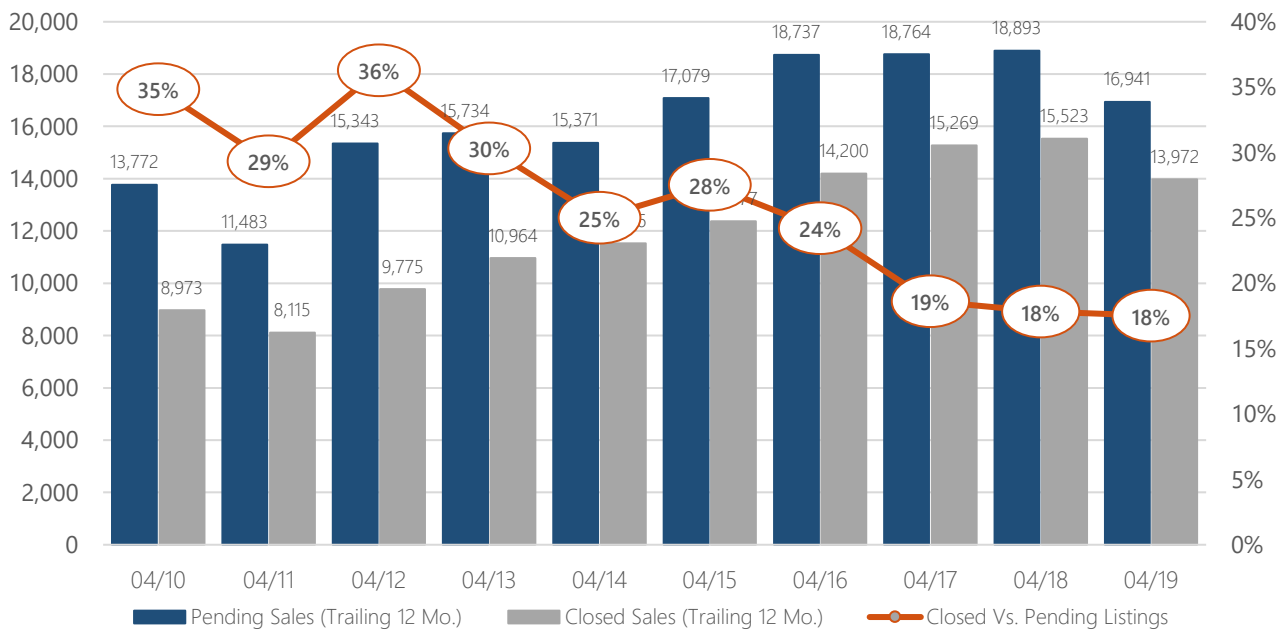
Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

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What Are The Odds of Selling?



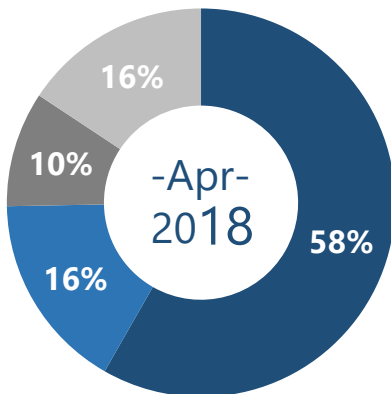
Percentage of Pending Sales that do not Close



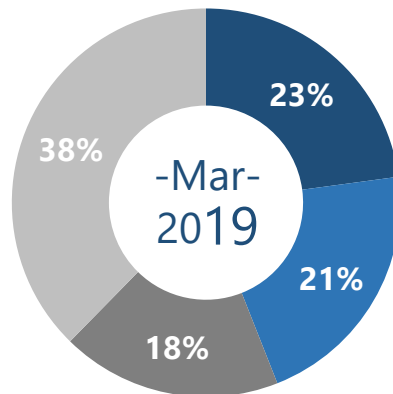
All Snohomish County

RESIDENTIAL & CONDOMINIUM

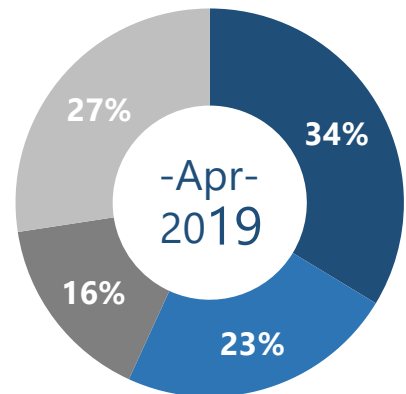
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

APRIL 2019

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	7	20	27	90
NUMBER OF SALES IN MONTH	404	278	189	329
MEDIAN DIFFERENCE FROM LIST PRICE	2%	0%	-2%	N/A

Area	Months Inventory		Area	Months Inventory	
	2018	2019		2018	2019
100	0.5	0.8	530	0.6	0.8
110	0.7	0.7	540	0.8	1.2
120	0.6	0.7	550	0.8	1.1
130	0.8	1.0	560	0.7	1.6
140	0.6	1.1	600	0.7	1.0
300	1.3	0.8	610	0.7	0.9
310	0.5	0.8	700	0.8	1.4
320	0.8	1.2	705	0.5	1.1
330	0.7	0.8	710	0.7	1.1
340	0.8	0.9	715	0.8	1.7
350	0.8	1.0	720	0.5	1.4
360	0.8	1.7	730	0.5	1.0
380	0.9	1.4	740	0.6	0.8
385	0.8	1.7	750	0.7	1.1
390	0.7	1.6	760	0.8	1.0
500	0.7	1.2	770	0.6	0.8
510	1.4	2.0	800	1.2	1.6
520	1.6	1.8			



Months Supply of Inventory

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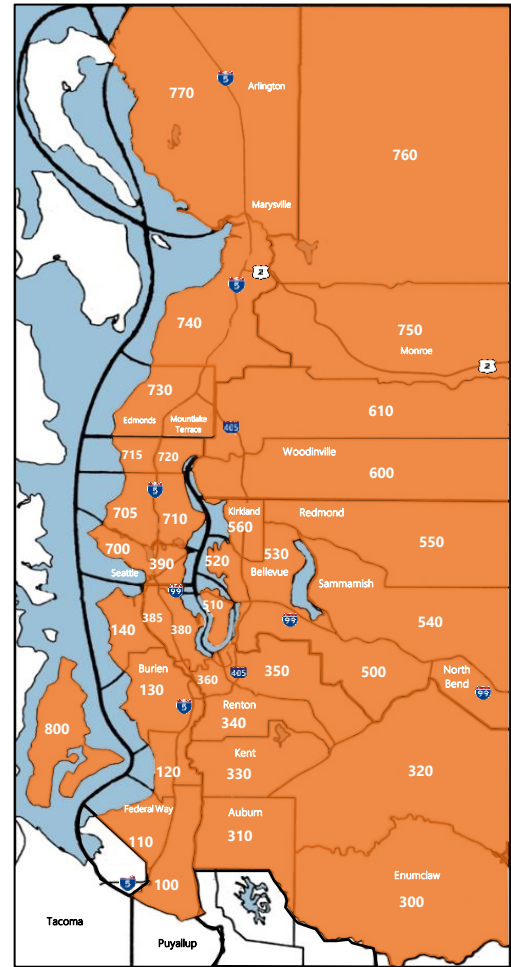
CURRENT MONTH

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KING & SNOHOMISH COUNTY

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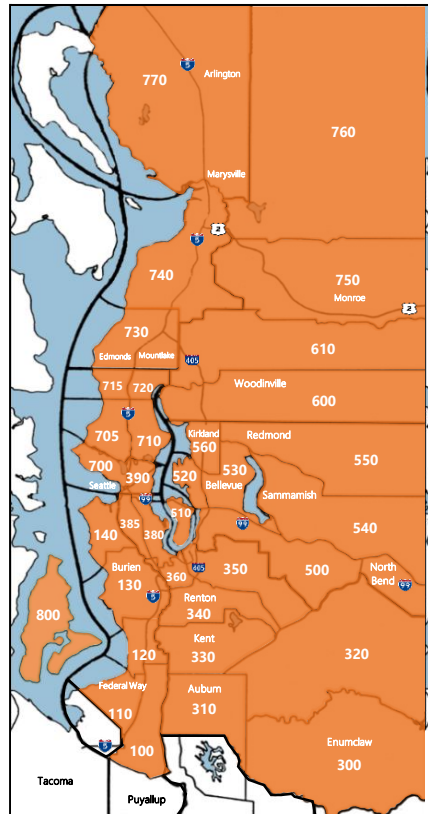
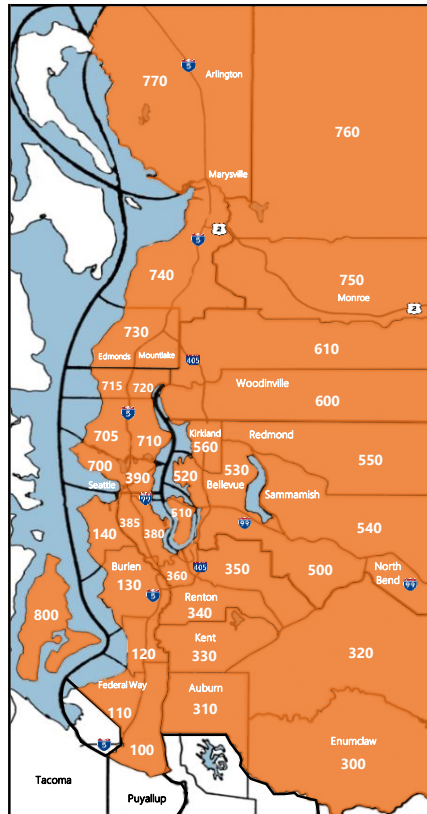
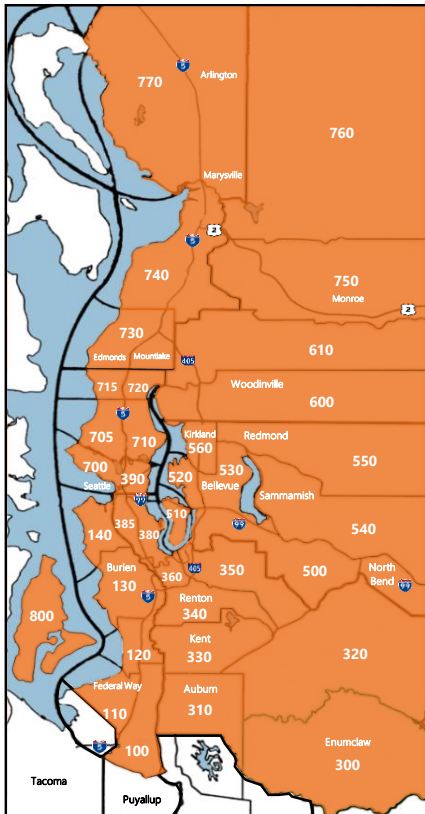
RESIDENTIAL & CONDOMINIUM



3 YEARS AGO

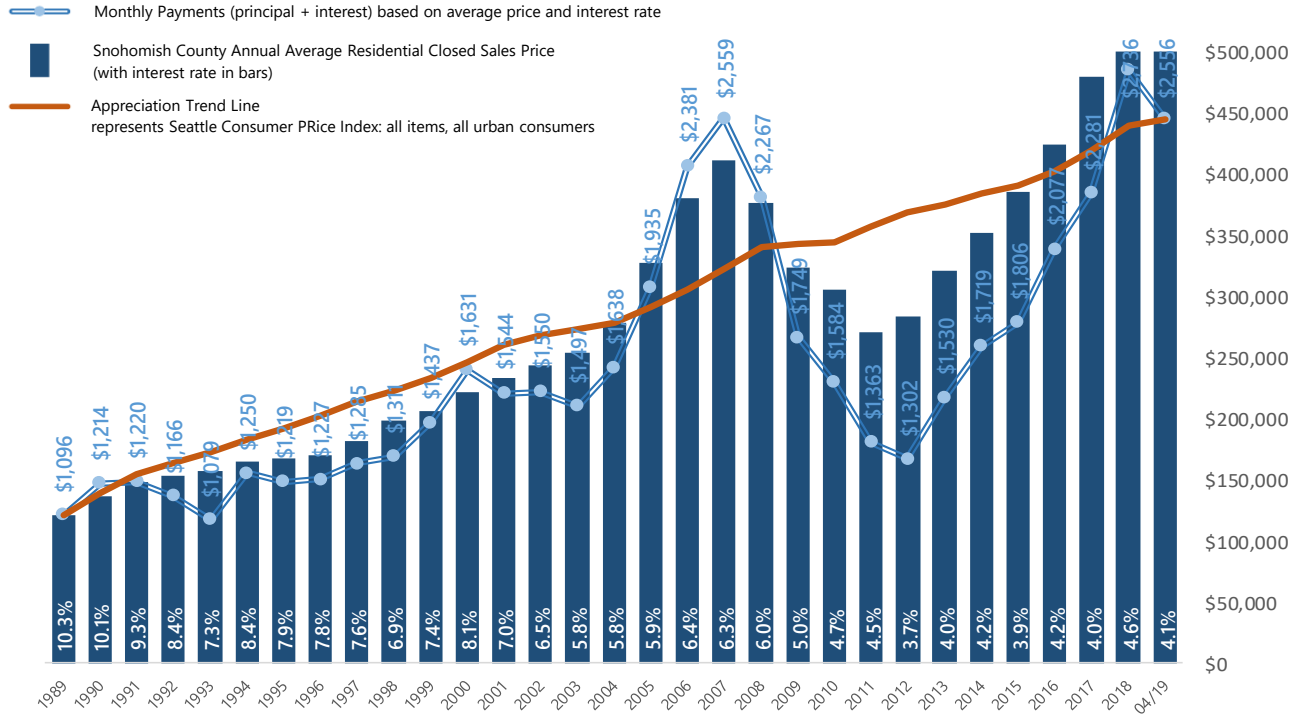
2 YEARS AGO

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
April, 2019	\$479,000	4.14%	\$2,326
April, 2018	\$475,000	4.47%	\$2,398
	\$4,000	-0.33%	-\$73 Per Month -\$872 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	100.1%	100.0%	737	61.4%
15 - 30	99.1%	100.0%	150	12.5%
31 - 60	98.5%	100.0%	143	11.9%
61 - 90	95.8%	99.0%	52	4.3%
90+	95.0%	99.0%	118	9.8%
Totals			1200	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	66									232
\$250,000 to \$499,999	420	465	540	596									2,021
\$500,000 to \$749,999	189	232	372	401									1,194
\$750,000 to \$999,999	41	63	104	102									310
\$1,000,000 to \$1,499,999	14	13	23	31									81
\$1,500,000 to \$2,499,999	1	4	0	3									8
\$2,500,000 and above	0	1	1	1									3
Grand Total	720	827	1,102	1,200									3,849

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	305
\$250,000 to \$499,999	458	422	614	563	692	739	707	711	633	622	546	543	2,057
\$500,000 to \$749,999	256	250	340	412	458	548	463	432	373	321	301	305	1,258
\$750,000 to \$999,999	43	67	105	106	158	149	117	137	92	84	81	79	321
\$1,000,000 to \$1,499,999	13	10	23	33	44	30	30	23	25	31	20	31	79
\$1,500,000 to \$2,499,999	0	2	4	4	2	6	4	4	3	5	3	3	10
\$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	4,032

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%	-18%									-24%
\$250,000 to \$499,999	-8%	10%	-12%	6%									-2%
\$500,000 to \$749,999	-26%	-7%	9%	-3%									-5%
\$750,000 to \$999,999	-5%	-6%	-1%	-4%									-3%
\$1,000,000 to \$1,499,999	8%	30%	0%	-6%									3%
\$1,500,000 to \$2,499,999	N/A	100%	-100%	-25%									-20%
\$2,500,000 and above	-100%	N/A	0%	N/A									50%
Grand Total	-15%	1%	-6%	0%									-5%

All Snohomish County Statistics To Know Residential

	April, 2019	April, 2018	Difference	% Change
Months Supply of Inventory	1.0	0.7	0.3	42%
Active Listings at End of Month	1,339	870	469	54%
Pending Sales MTD	1,408	1,303	105	8%
Pending Sales (Trailing 12 Months)	13,940	15,323	-1,383	-9%
Closed Sales MTD	966	954	12	1%
Closed Sales (Trailing 12 Months)	11,345	12,503	-1,158	-9%
Closed Sales Price (Median)	\$500,000	\$505,975	-\$5,975	-1%
30-Year-Fixed-Rate Mortgage Rate	4.1%	4.5%	-0.3%	-7%
Monthly Payments (P&I)	\$2,428	\$2,555	-\$127	-5%

Condominium

	April, 2019	April, 2018	Difference	% Change
Months Supply of Inventory	0.7	0.4	0.3	74%
Active Listings at End of Month	215	121	94	78%
Pending Sales MTD	306	300	6	2%
Pending Sales (Trailing 12 Months)	3,001	3,570	-569	-16%
Closed Sales MTD	235	231	4	2%
Closed Sales (Trailing 12 Months)	2,627	3,020	-393	-13%
Closed Sales Price (Median)	\$350,000	\$336,000	\$14,000	4%
30-Year-Fixed-Rate Mortgage Rate	4.1%	4.5%	-0.3%	-7%
Monthly Payments (P&I)	\$1,699	\$1,696	\$3	0%

Residential & Condominium

	April, 2019	April, 2018	Difference	% Change
Months Supply of Inventory	0.9	0.6	0.3	47%
Active Listings at End of Month	1,554	991	563	57%
Pending Sales MTD	1,714	1,603	111	7%
Pending Sales (Trailing 12 Months)	16,941	18,893	-1,952	-10%
Closed Sales MTD	1,201	1,185	16	1%
Closed Sales (Trailing 12 Months)	13,972	15,523	-1,551	-10%
Closed Sales Price (Median)	\$479,000	\$475,000	\$4,000	1%
30-Year-Fixed-Rate Mortgage Rates	4.1%	4.5%	-0.3%	-7%
Monthly Payments (P&I)	\$2,326	\$2,398	-\$73	-3%

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	1,554									57%	1,454	AVG	87%
New Listings Taken in Month	1,101	914	1,623	1,746									2%	5,384	YTD	-1%
# of Pending Transactions	1,239	1,029	1,680	1,714									7%	5,662	YTD	1%
Months Supply of Inventory	1.2	1.3	0.9	0.9									47%	1.1	AVG	92%
# of Closed Sales	725	843	1,107	1,201									1%	3,876	YTD	-3%
Median Closed Price	430,000	454,995	479,995	479,000									1%	461,910	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	-1%	778	AVG	-14%
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	5%	5,416	YTD	5%
# 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	5%	5,590	YTD	-1%
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	-6%	0.6	AVG	-14%
# 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	6%	3,999	YTD	-3%
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%	454,113	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	-31%	906	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	-16%	5,141	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	-17%	5,675	YTD	-11%
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	-17%	0.6	AVG	-23%
# 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	-8%	4,125	YTD	2%
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	17%	395,458	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	-25%	1,310	AVG	-30%
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	7%	5,773	YTD	3%
# 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%	6,385	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	-28%	0.8	AVG	-32%
# 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	-5%	4,028	YTD	7%
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	7%	350,808	WA	9%

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	-17%	1,879	AVG	-14%
	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	7%	5,606	YTD	10%
	# 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	20%	6,328	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	-31%	1.2	AVG	-26%
	# of Closed Sales	686	740	1,075	1,272	1,315	1,374	1,411	1,442	1,290	1,178	973	1,189	35%	3,773	YTD	19%
	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	13%	322,429	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	52%	2,185	AVG	44%
	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	18%	5,112	YTD	9%
	# 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	-3%	5,310	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	57%	1.7	AVG	47%
	# of Closed Sales	615	668	949	943	1,074	1,220	1,172	1,163	1,057	1,113	885	920	-8%	3,175	YTD	-5%
	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	8%	288,941	WA	11%
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	-38%	1,519	AVG	-46%
	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	7%	4,681	YTD	0%
	# 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	-4%	5,466	YTD	-5%
	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	-36%	1.1	AVG	-43%
	# of Closed Sales	713	673	932	1,020	1,131	1,159	1,141	1,143	1,032	1,041	833	871	15%	3,338	YTD	11%
	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	16%	261,092	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	-46%	2,798	AVG	-40%
	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	-13%	4,702	YTD	-17%
	# 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	27%	5,776	YTD	26%
	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	-58%	2.0	AVG	-52%
	# of Closed Sales	593	698	828	886	1,000	1,025	1,029	1,057	880	937	806	892	21%	3,005	YTD	18%
	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	5%	224,272	WA	-4%
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%	4,670	AVG	-10%
	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	-23%	5,650	YTD	-25%
	# 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	-19%	4,592	YTD	-11%
	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	7%	4.2	AVG	-1%
	# of Closed Sales	533	494	785	734	820	866	851	916	837	828	806	846	-16%	2,546	YTD	-7%
	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	-18%	232,460	WA	-14%
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	-4%	5,205	AVG	-8%
	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	19%	7,571	YTD	15%
	# of Pending Transactions	949	1,133	1,532	1,529	790	821	870	906	895	968	854	787	38%	5,143	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	-30%	4.2	AVG	-42%
	# of Closed Sales	495	574	813	869	852	898	727	642	615	579	572	684	62%	2,751	YTD	57%
	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	-6%	269,515	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