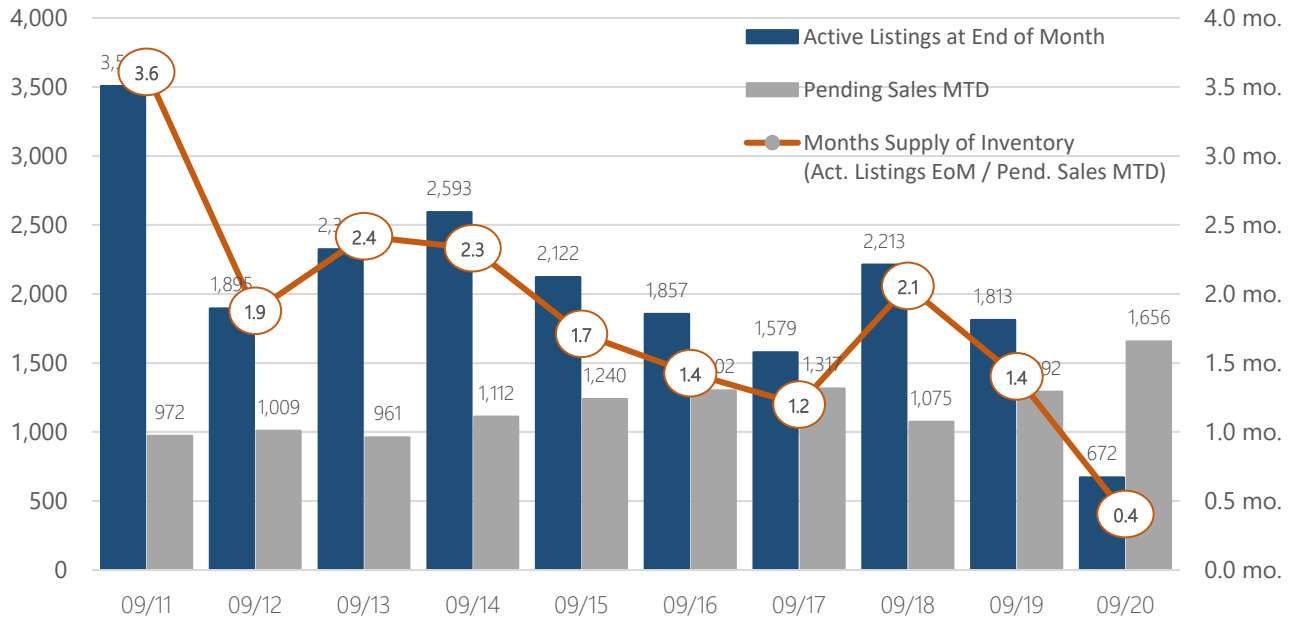
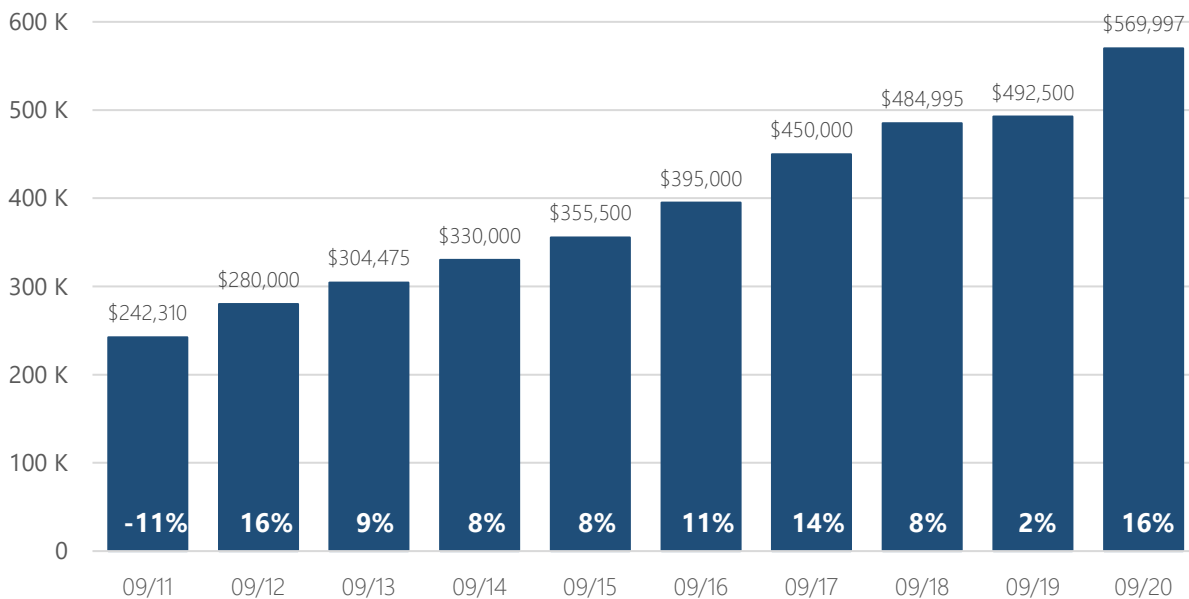


All Snohomish County RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



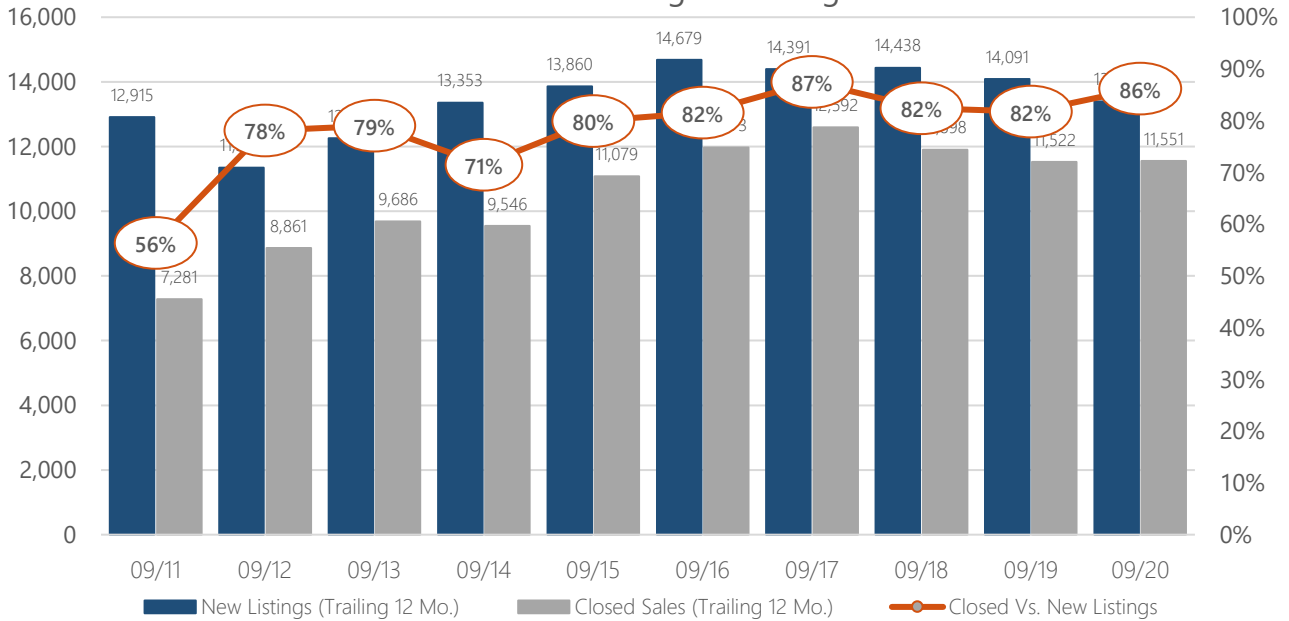
Median Closed Sales Price For Current Month Sold Properties



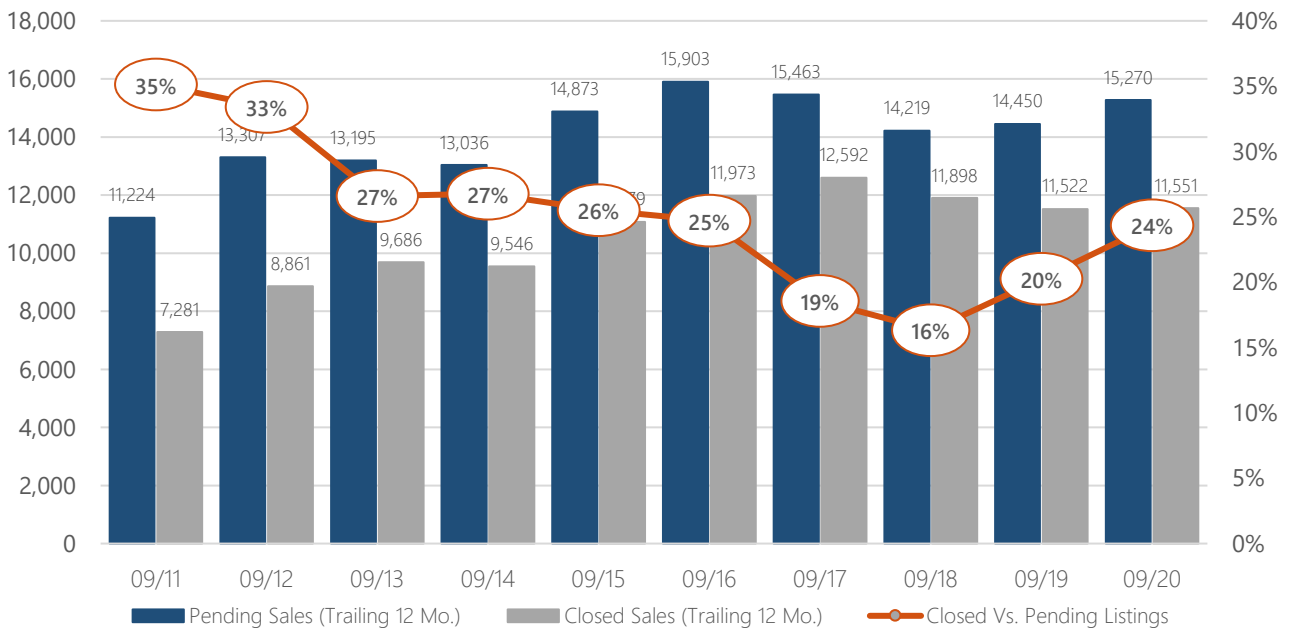
Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

All Snohomish County RESIDENTIAL ONLY

What Are The Odds of Selling? Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close

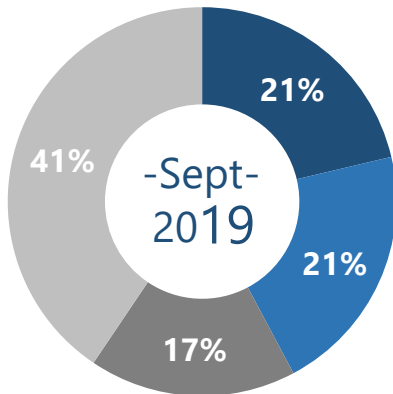


Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

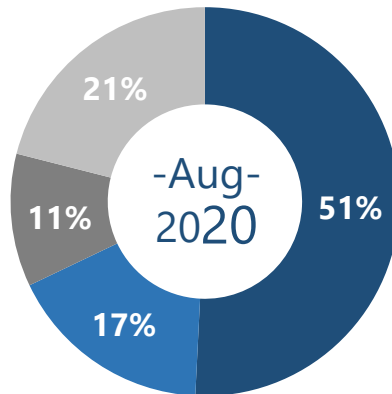
All Snohomish County

RESIDENTIAL ONLY

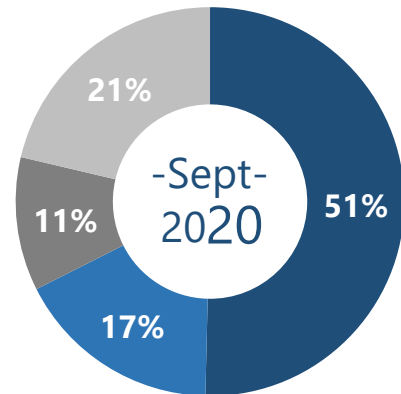
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE
LIST PRICE



SOLD AT
LIST PRICE



SOLD BELOW
LIST PRICE



PRICE CHANGE
BEFORE SALE

SEPTEMBER 2020

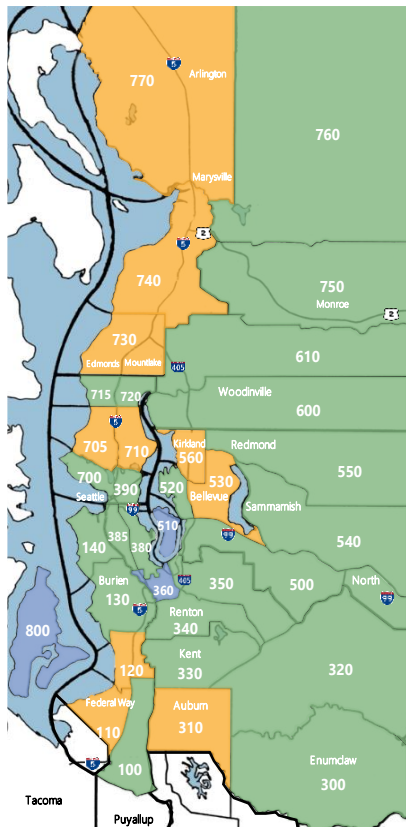
	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	7	14	18	51
NUMBER OF SALES IN MONTH	657	224	145	278
MEDIAN DIFFERENCE FROM LIST PRICE	4%	0%	-2%	N/A

Months Supply
of
Inventory
•
**CURRENT
MONTH**
•
KING &
SNOHOMISH
COUNTY
•
RESIDENTIAL ONLY

0 - 2	2 - 4	4+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Area	Months Inventory			Area	Months Inventory		
	2018	2019	2020		2018	2019	2020
100	2.8	0.9	0.3	530	2.0	1.3	0.6
110	1.6	1.0	0.4	540	2.8	2.0	0.5
120	1.9	1.5	0.6	550	2.0	2.3	0.6
130	2.3	1.6	0.8	560	2.0	1.9	1.0
140	2.2	1.8	1.0	600	2.5	1.6	0.4
300	2.2	1.5	0.8	610	2.6	1.7	0.3
310	1.6	1.1	0.6	700	3.1	2.0	1.5
320	2.7	1.6	0.4	705	1.6	1.4	0.8
330	2.3	1.3	0.4	710	1.7	1.9	0.7
340	2.9	1.1	0.5	715	2.5	1.8	0.9
350	2.2	1.5	0.4	720	2.2	1.6	0.5
360	4.5	3.3	0.9	730	2.0	1.7	0.4
380	2.9	1.8	1.0	740	2.0	1.4	0.3
385	2.4	1.7	1.6	750	2.3	1.6	0.6
390	2.7	1.9	1.9	760	2.3	1.4	0.5
500	3.2	2.1	0.7	770	1.6	1.0	0.4
510	4.3	2.6	0.8	800	4.4	1.7	0.8
520	3.9	3.0	0.8				

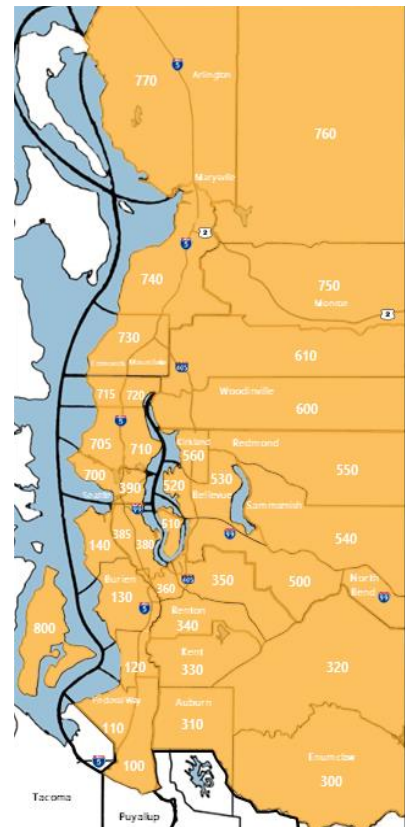
2 YEARS AGO



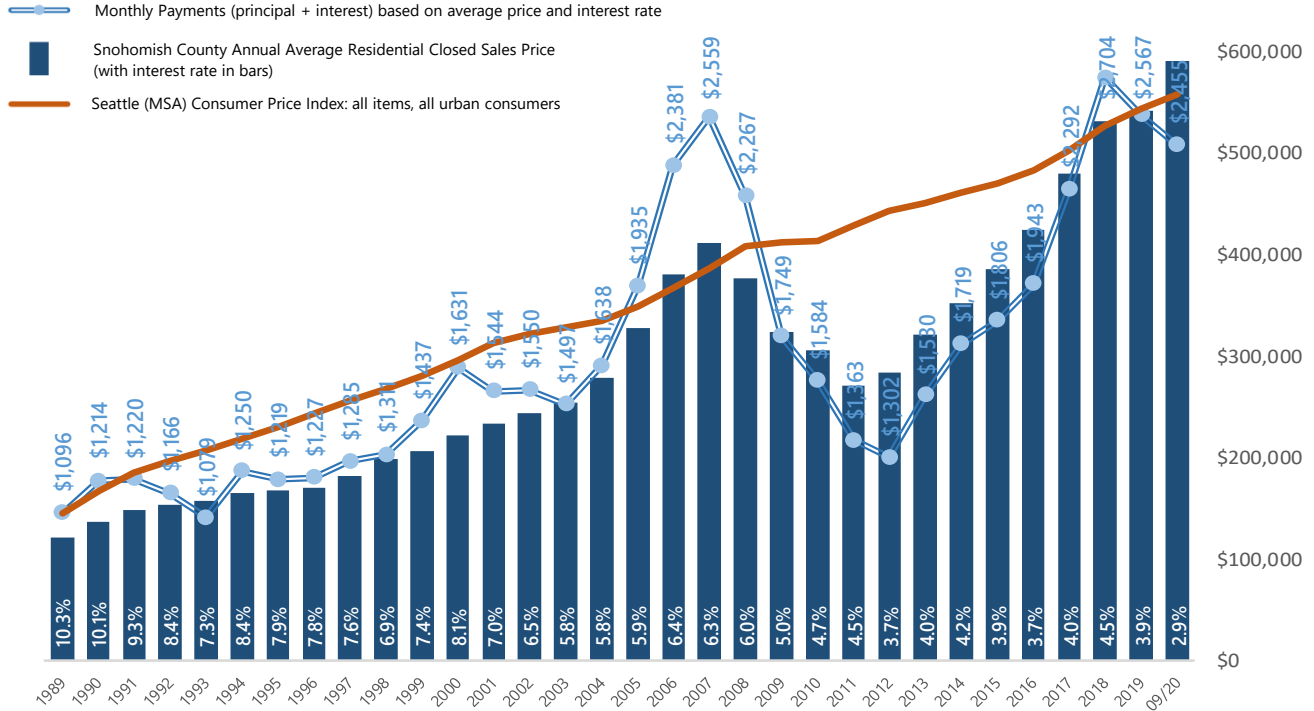
1 YEAR AGO



CURRENT YEAR



Monthly Payments Vs. Appreciation Trendline Snohomish County



All Snohomish County

RESIDENTIAL ONLY

The Cost of Waiting a Year

Snohomish County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
September, 2020	\$569,997	2.89%	\$2,369
September, 2019	\$492,500	3.61%	\$2,242
	\$77,497	-0.72%	\$128 Per Month \$1,531 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	101.7%	101.5%	970	74.4%
15 - 30	99.5%	100.0%	160	12.3%
31 - 60	97.9%	100.0%	85	6.5%
61 - 90	96.6%	100.0%	39	3.0%
90+	98.2%	99.9%	50	3.8%
Totals			1304	100.0%

All Snohomish County
RESIDENTIAL ONLY
 Closed Sales by Price by Month
2020

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	5	12	7	9	13	9	15	10	10				90
\$250,000 to \$499,999	314	292	355	306	338	434	374	414	424				3,251
\$500,000 to \$749,999	231	277	367	311	312	486	585	540	601				3,710
\$750,000 to \$999,999	65	64	102	83	82	157	197	171	202				1,123
\$1,000,000 to \$1,499,999	28	22	31	29	19	36	55	49	54				323
\$1,500,000 to \$2,499,999	1	3	4	4	4	4	12	16	13				61
\$2,500,000 and above	1	0	0	0	0	0	1	3	0				5
Grand Total	645	670	866	742	768	1,126	1,239	1,203	1,304				8,563

2019

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	15	16	16	23	11	14	19	22	19	18	18	7	155
\$250,000 to \$499,999	339	363	430	452	550	551	524	611	518	526	455	436	4,338
\$500,000 to \$749,999	167	208	331	369	412	479	432	441	358	364	350	372	3,197
\$750,000 to \$999,999	36	53	93	89	103	112	118	106	104	101	66	85	814
\$1,000,000 to \$1,499,999	11	11	23	27	35	45	28	34	24	35	24	33	238
\$1,500,000 to \$2,499,999	1	4	0	3	5	5	4	6	4	7	4	4	32
\$2,500,000 and above	0	1	1	1	1	2	0	1	1	2	0	1	8
Grand Total	569	656	894	964	1,117	1,208	1,125	1,221	1,028	1,053	917	938	8,782

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-67%	-25%	-56%	-61%	18%	-36%	-21%	-55%	-47%				-42%
\$250,000 to \$499,999	-7%	-20%	-17%	-32%	-39%	-21%	-29%	-32%	-18%				-25%
\$500,000 to \$749,999	38%	33%	11%	-16%	-24%	1%	35%	22%	68%				16%
\$750,000 to \$999,999	81%	21%	10%	-7%	-20%	40%	67%	61%	94%				38%
\$1,000,000 to \$1,499,999	155%	100%	35%	7%	-46%	-20%	96%	44%	125%				36%
\$1,500,000 to \$2,499,999	0%	-25%	N/A	33%	-20%	-20%	200%	167%	225%				91%
\$2,500,000 and above	N/A	-100%	-100%	-100%	-100%	-100%	N/A	200%	-100%				-37%
Grand Total	13%	2%	-3%	-23%	-31%	-7%	10%	-1%	27%				-2%

All Snohomish County Statistics To Know Residential

	September, 2020	September, 2019	Difference	% Change
Months Supply of Inventory	0.4	1.4	-1.0	-71%
Active Listings at End of Month	672	1,813	-1,141	-63%
Pending Sales MTD	1,656	1,292	364	28%
Pending Sales (Trailing 12 Months)	15,270	14,450	820	6%
Closed Sales MTD	1,318	1,036	282	27%
Closed Sales (Trailing 12 Months)	11,551	11,522	29	0%
Closed Sales Price (Median)	\$569,997	\$492,500	\$77,497	16%
30-Year-Fixed-Rate Mortgage Rate	2.9%	3.6%	-0.7%	-20%
Monthly Payments (P&I)	\$2,369	\$2,242	\$128	6%

Condominium

	September, 2020	September, 2019	Difference	% Change
Months Supply of Inventory	0.6	1.4	-0.7	-53%
Active Listings at End of Month	216	343	-127	-37%
Pending Sales MTD	341	254	87	34%
Pending Sales (Trailing 12 Months)	3,246	2,996	250	8%
Closed Sales MTD	278	219	59	27%
Closed Sales (Trailing 12 Months)	2,474	2,486	-12	0%
Closed Sales Price (Median)	\$400,000	\$344,000	\$56,000	16%
30-Year-Fixed-Rate Mortgage Rate	2.9%	3.6%	-0.7%	-20%
Monthly Payments (P&I)	\$1,663	\$1,566	\$97	6%

Residential & Condominium

	September, 2020	September, 2019	Difference	% Change
Months Supply of Inventory	0.4	1.4	-0.9	-68%
Active Listings at End of Month	888	2,156	-1,268	-59%
Pending Sales MTD	1,997	1,546	451	29%
Pending Sales (Trailing 12 Months)	18,516	17,446	1,070	6%
Closed Sales MTD	1,596	1,255	341	27%
Closed Sales (Trailing 12 Months)	14,025	14,008	17	0%
Closed Sales Price (Median)	\$550,000	\$470,000	\$80,000	17%
30-Year-Fixed-Rate Mortgage Rates	2.9%	3.6%	-0.7%	-20%
Monthly Payments (P&I)	\$2,286	\$2,139	\$147	7%

**All Snohomish County
RESIDENTIAL ONLY**

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2020	Active Listings (EOM)	805	675	886	1,049	1,015	873	876	799	672				-63%	850	AVG	-45%
	New Listings Taken in Month	895	952	1,286	1,038	1,236	1,283	1,487	1,448	1,426				13%	11,051	YTD	-6%
	# of Pending Transactions	1,020	1,177	1,186	945	1,392	1,544	1,572	1,654	1,656				28%	12,146	YTD	5%
	Months Supply of Inventory	0.8	0.6	0.7	1.1	0.7	0.6	0.6	0.5	0.4				-71%	0.7	AVG	-45%
	# of Closed Sales	651	682	871	747	775	1,124	1,253	1,213	1,318				27%	8,634	YTD	-3%
	Median Closed Price	509,950	515,000	525,000	525,000	516,000	541,875	575,000	555,000	569,997				16%	537,979	WA	9%
2019	Active Listings (EOM)	1,236	1,149	1,209	1,339	1,736	1,841	1,845	1,829	1,813	1,597	1,204	842	-18%	1,555	AVG	21%
	New Listings Taken in Month	899	739	1,358	1,468	1,800	1,480	1,400	1,364	1,260	1,085	754	509	20%	11,768	YTD	-3%
	# of Pending Transactions	1,009	842	1,385	1,408	1,462	1,433	1,380	1,396	1,292	1,248	1,068	808	20%	11,607	YTD	6%
	Months Supply of Inventory	1.2	1.4	0.9	1.0	1.2	1.3	1.3	1.3	1.4	1.3	1.1	1.0	-32%	1.2	AVG	15%
	# of Closed Sales	574	672	901	966	1,141	1,215	1,127	1,234	1,036	1,057	918	942	8%	8,866	YTD	2%
	Median Closed Price	455,000	474,947	500,000	500,000	499,950	515,000	502,000	490,000	492,500	495,000	495,000	510,000	2%	492,716	WA	1%
2018	Active Listings (EOM)	588	604	679	870	1,246	1,609	1,768	2,024	2,213	2,087	1,757	1,317	40%	1,289	AVG	11%
	New Listings Taken in Month	817	878	1,280	1,431	1,794	1,686	1,467	1,481	1,350	1,105	792	426	6%	12,184	YTD	1%
	# of Pending Transactions	954	956	1,296	1,303	1,486	1,371	1,336	1,185	1,075	1,134	975	734	-18%	10,962	YTD	-10%
	Months Supply of Inventory	0.6	0.6	0.5	0.7	0.8	1.2	1.3	1.7	2.1	1.8	1.8	1.8	72%	1.1	AVG	25%
	# of Closed Sales	645	634	903	954	1,127	1,236	1,122	1,136	955	922	859	875	-21%	8,712	YTD	-8%
	Median Closed Price	450,000	485,000	475,000	505,975	500,000	511,500	495,000	492,225	484,995	473,247	470,000	470,000	8%	489,471	WA	11%
2017	Active Listings (EOM)	786	744	790	897	1,118	1,374	1,529	1,597	1,579	1,263	946	625	-15%	1,157	AVG	-19%
	New Listings Taken in Month	790	881	1,280	1,247	1,707	1,766	1,559	1,579	1,273	1,047	721	486	-7%	12,082	YTD	-3%
	# of Pending Transactions	997	1,053	1,332	1,236	1,572	1,601	1,517	1,550	1,317	1,412	1,065	780	1%	12,175	YTD	-5%
	Months Supply of Inventory	0.8	0.7	0.6	0.7	0.7	0.9	1.0	1.0	1.2	0.9	0.9	0.8	-16%	0.8	AVG	-17%
	# of Closed Sales	763	741	917	904	1,148	1,233	1,258	1,339	1,203	1,135	1,019	1,032	4%	9,506	YTD	2%
	Median Closed Price	410,000	412,500	425,000	440,000	450,000	450,000	453,085	455,000	450,000	440,000	445,000	449,950	14%	439,046	WA	13%
2016	# of Active Listings	1,111	1,112	1,124	1,294	1,339	1,529	1,680	1,761	1,857	1,580	1,263	903	-12%	1,423	A	-24%
	New Listings Taken in Month	863	1,080	1,339	1,524	1,576	1,616	1,542	1,493	1,362	980	780	549	21%	12,395	YTD	12%
	# of Pending Transactions	1,006	1,213	1,505	1,521	1,655	1,558	1,483	1,510	1,302	1,290	1,101	897	5%	12,753	YTD	5%
	Months Supply of Inventory	1.1	0.9	0.7	0.9	0.8	1.0	1.1	1.2	1.4	1.2	1.1	1.0	-17%	1.0	A	-28%
	# of Closed Sales	671	666	938	995	1,157	1,223	1,278	1,234	1,162	1,088	1,060	938	14%	9,324	T	8%
	Median Closed Price	378,950	359,000	385,000	375,000	389,950	395,000	405,000	400,000	395,000	386,599	399,991	399,952	11%	387,456	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

All Snohomish County RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2015	Active Listings (EOM)	1,668	1,622	1,513	1,644	1,816	1,975	2,142	2,245	2,122	1,934	1,517	1,182	-18%	1,861	AVG	-16%
	New Listings Taken in Month	907	996	1,290	1,422	1,501	1,538	1,433	1,372	1,103	1,064	666	554	-2%	11,562	YTD	4%
	# of Pending Transactions	1,017	1,147	1,590	1,448	1,461	1,486	1,387	1,337	1,240	1,217	1,064	869	12%	12,113	YTD	16%
	Months Supply of Inventory	1.6	1.4	1.0	1.1	1.2	1.3	1.5	1.7	1.7	1.6	1.4	1.4	-27%	1.4	AVG	
	# of Closed Sales	560	623	881	1,024	1,082	1,154	1,156	1,156	1,018	943	775	931	15%	8,654	YTD	19%
	Median Closed Price	325,000	330,000	340,000	359,975	350,000	360,125	362,987	366,825	355,500	365,000	350,000	358,000	8%	350,620	WA	8%
2014	Active Listings (EOM)	1,800	1,801	1,780	1,965	2,206	2,388	2,614	2,720	2,593	2,390	2,120	1,722	12%	2,207	AVG	30%
	New Listings Taken in Month	894	855	1,148	1,334	1,517	1,459	1,445	1,296	1,122	1,078	683	537	4%	11,070	YTD	8%
	# of Pending Transactions	928	928	1,211	1,209	1,393	1,310	1,210	1,178	1,112	1,111	855	794	16%	10,479	YTD	0%
	Months Supply of Inventory	1.9	1.9	1.5	1.6	1.6	1.8	2.2	2.3	2.3	2.2	2.5	2.2	-4%	1.9	AVG	28%
	# of Closed Sales	492	544	766	764	858	991	971	977	889	927	743	755	3%	7,252	YTD	-3%
	Median Closed Price	295,000	315,000	314,975	320,000	325,000	340,000	335,000	330,000	330,000	328,000	330,000	332,000	8%	323,276	WA	10%
2013	Active Listings (EOM)	1,351	1,341	1,257	1,325	1,534	1,791	2,080	2,260	2,324	2,276	2,108	1,830	23%	1,696	AVG	-21%
	New Listings Taken in Month	836	867	1,084	1,168	1,340	1,335	1,339	1,207	1,078	1,002	749	532	27%	10,254	YTD	14%
	# of Pending Transactions	950	1,034	1,351	1,271	1,255	1,252	1,229	1,156	961	1,008	849	700	-5%	10,459	YTD	-1%
	Months Supply of Inventory	1.4	1.3	0.9	1.0	1.2	1.4	1.7	2.0	2.4	2.3	2.5	2.6	29%	1.5	AVG	-20%
	# of Closed Sales	580	566	794	848	966	969	964	958	860	877	692	725	14%	7,505	YTD	11%
	Median Closed Price	258,500	282,617	287,825	295,000	300,500	300,000	304,000	310,000	304,475	286,250	309,925	306,000	9%	294,404	WA	14%
2012	Active Listings (EOM)	2,638	2,407	2,175	2,107	2,041	2,040	1,973	2,018	1,895	1,719	1,541	1,341	-46%	2,144	AVG	-42%
	New Listings Taken in Month	944	926	1,044	1,104	1,075	1,072	977	992	851	845	663	492	-17%	8,985	YTD	-13%
	# of Pending Transactions	945	1,171	1,395	1,297	1,314	1,208	1,182	1,094	1,009	1,097	921	718	4%	10,615	YTD	17%
	Months Supply of Inventory	2.8	2.1	1.6	1.6	1.6	1.7	1.7	1.8	1.9	1.6	1.7	1.9	-48%	1.9	AVG	-50%
	# of Closed Sales	487	594	707	741	854	871	874	897	755	774	683	724	7%	6,780	YTD	19%
	Median Closed Price	230,000	238,750	245,000	255,502	259,933	265,000	272,275	269,850	280,000	261,000	271,000	275,607	16%	258,321	WA	6%
2011	Active Listings (EOM)	3,789	3,767	3,719	3,724	3,751	3,727	3,706	3,613	3,508	3,301	3,128	2,676	-25%	3,700	AVG	-17%
	New Listings Taken in Month	1,223	991	1,225	1,203	1,140	1,225	1,106	1,136	1,027	914	815	630	-10%	10,276	YTD	-16%
	# of Pending Transactions	784	889	1,135	1,025	1,087	1,050	1,004	1,111	972	1,006	858	828	27%	9,057	YTD	13%
	Months Supply of Inventory	4.8	4.2	3.3	3.6	3.5	3.5	3.7	3.3	3.6	3.3	3.6	3.2	-41%	3.7	AVG	-30%
	# of Closed Sales	438	410	660	592	684	729	706	767	704	691	680	710	30%	5,690	YTD	3%
	Median Closed Price	254,000	242,000	249,900	232,546	242,250	250,000	239,945	247,950	242,310	235,000	244,000	242,950	-11%	244,700	WA	-12%
2010	Active Listings (EOM)	3,935	4,149	4,318	4,279	4,518	4,694	4,770	4,834	4,679	4,405	4,140	3,640	6%	4,464	AVG	-2%
	New Listings Taken in Month	1,596	1,429	1,653	1,513	1,167	1,237	1,288	1,187	1,140	1,066	853	720	-10%	12,210	YTD	1%
	# of Pending Transactions	805	954	1,288	1,280	671	699	755	772	767	831	710	626	-25%	7,991	YTD	4%
	Months Supply of Inventory	4.9	4.3	3.4	3.3	6.7	6.7	6.3	6.3	6.1	5.3	5.8	5.8	41%	5.3	AVG	-5%
	# of Closed Sales	411	472	686	749	713	751	628	548	543	504	499	588	-14%	5,501	YTD	19%
	Median Closed Price	279,995	280,000	279,950	280,000	279,950	279,500	285,000	267,972	272,320	269,995	260,000	265,250	-8%	278,380	WA	-9%

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 ONLY

MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2010 - 2019

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	1,890	1,870	1,856	1,944	2,131	2,297	2,411	2,490	2,458	2,255	1,972	1,608	2,099	AVG
% of 12 Month Avg.	90%	89%	88%	93%	102%	109%	115%	119%	117%	107%	94%	77%		
New Listings Taken in Month	977	964	1,270	1,341	1,462	1,441	1,356	1,311	1,157	1,019	748	544	13,588	T
% of 12 Month Avg.	86%	85%	112%	118%	129%	127%	120%	116%	102%	90%	66%	48%		
# of Pending Transactions	940	1,019	1,349	1,300	1,336	1,297	1,248	1,229	1,105	1,135	947	775	13,679	T
% of 12 Month Avg.	82%	89%	118%	114%	117%	114%	110%	108%	97%	100%	83%	68%		
Months Supply of Inventory	2.0	1.8	1.4	1.5	1.6	1.8	1.9	2.0	2.2	2.0	2.1	2.1	1.9	AVG
% of 12 Month Avg.	108%	98%	74%	80%	85%	95%	103%	108%	119%	106%	112%	111%		
# of Closed Units	562	592	815	854	973	1,037	1,008	1,025	913	892	793	822	10,286	T
% of 12 Month Avg.	66%	69%	95%	100%	114%	121%	118%	120%	106%	104%	92%	96%		
Median Closed Price	333,645	341,981	350,265	356,400	359,753	366,613	365,429	362,982	360,710	354,009	357,492	360,971	355,854	AVG
% of 12 Month Avg.	94%	96%	98%	100%	101%	103%	103%	102%	101%	99%	100%	101%		

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