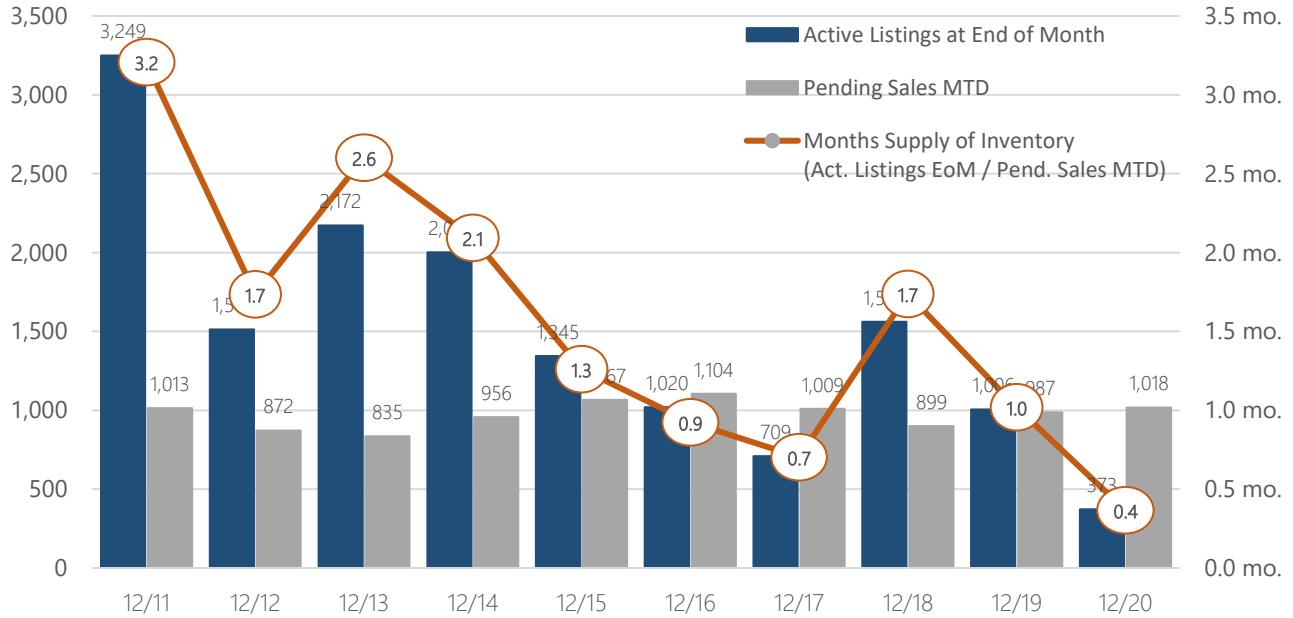
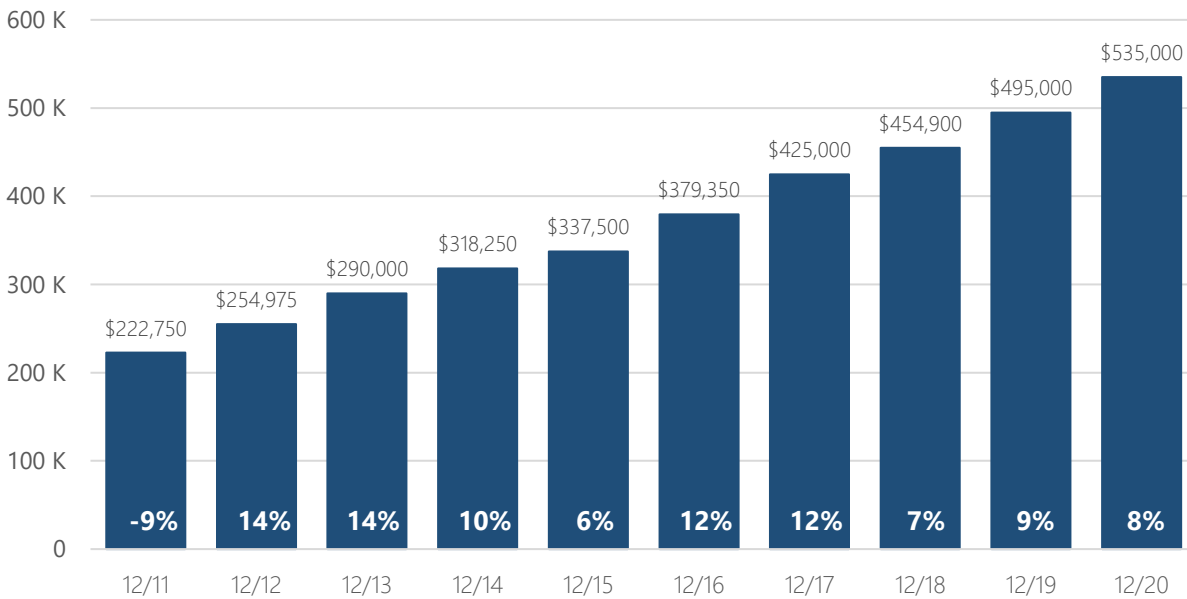


All Snohomish County
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



Median Closed Sales Price For Current Month Sold Properties

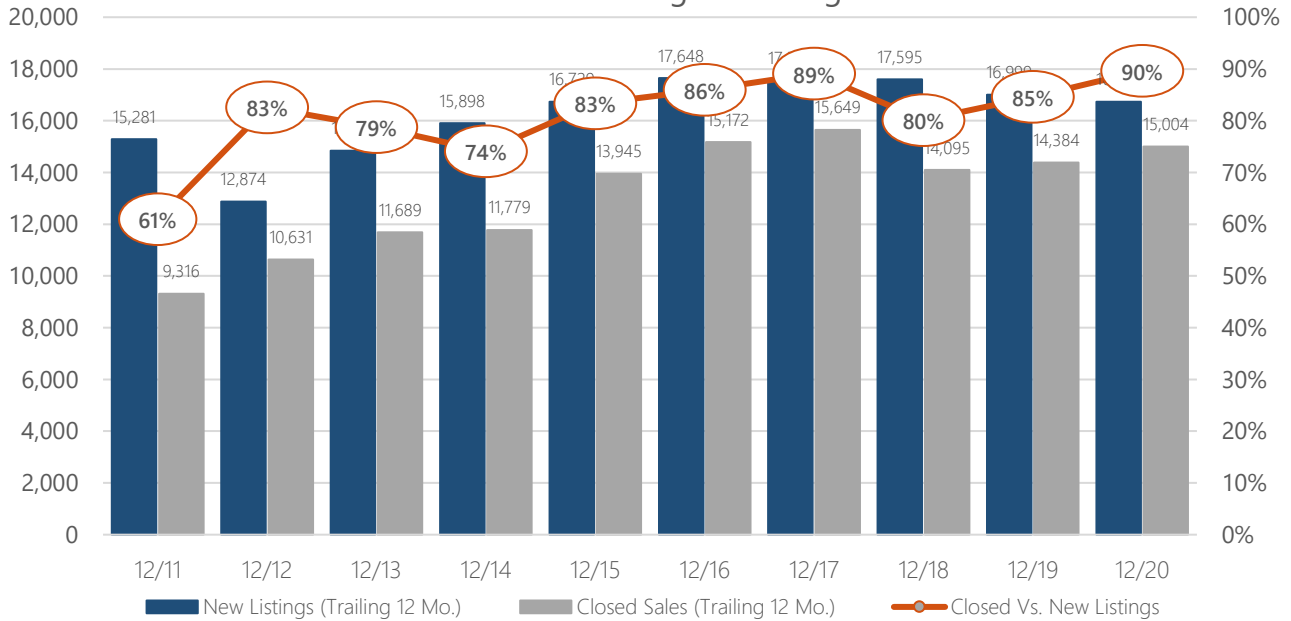


Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

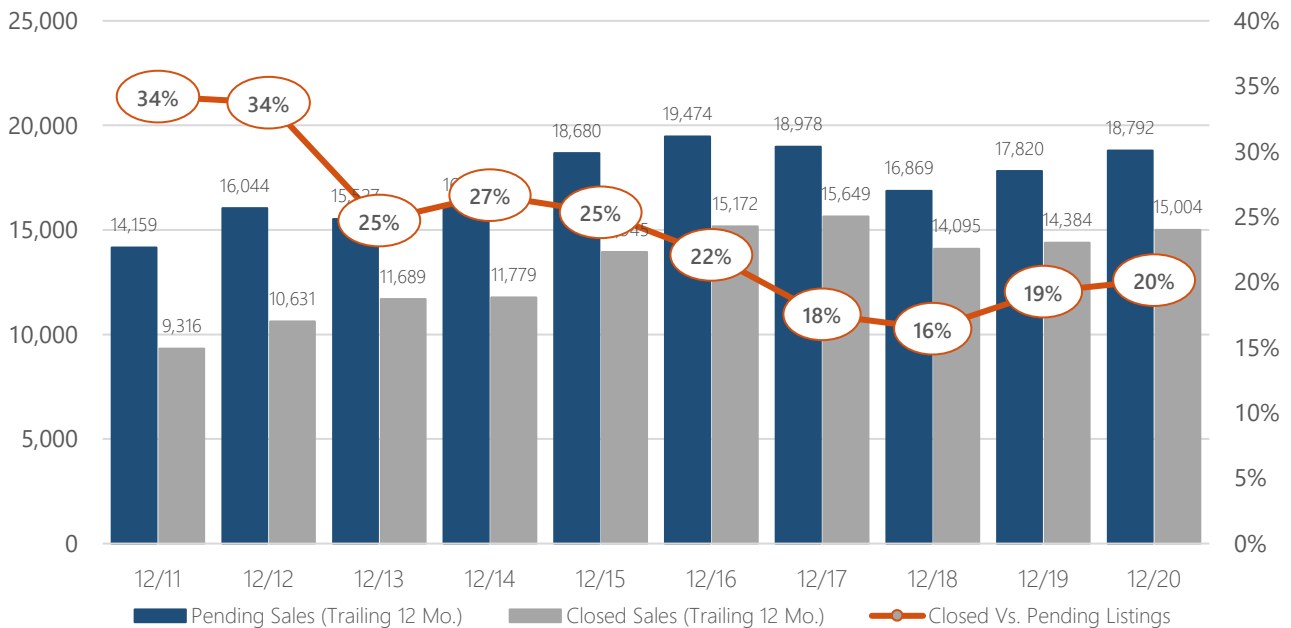
All Snohomish County RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



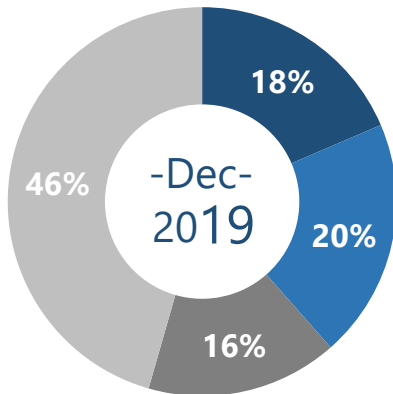
Percentage of Pending Sales that do not Close



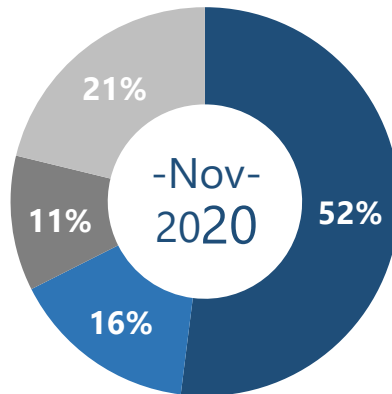
All Snohomish County

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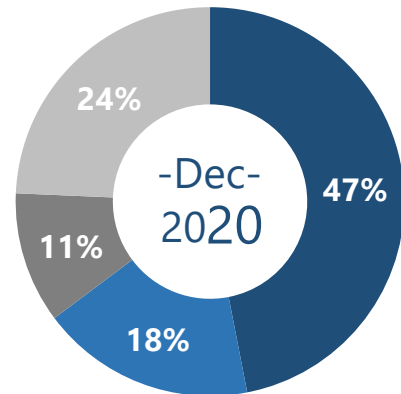
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH

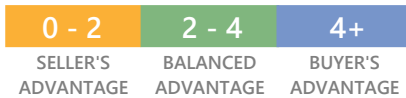


CURRENT MONTH

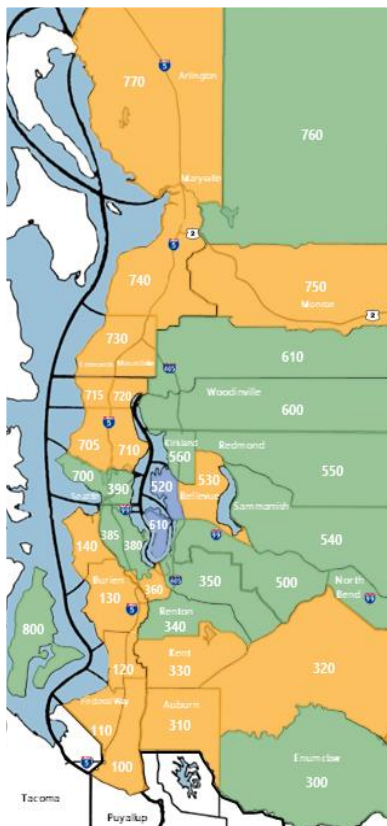
DECEMBER 2020	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	7	18	18	47
NUMBER OF SALES IN MONTH	658	250	153	341
MEDIAN DIFFERENCE FROM LIST PRICE	4%	0%	-2%	N/A

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

Area	Months Inventory			Area	Months Inventory		
	2018	2019	2020		2018	2019	2020
100	1.9	0.8	0.2	530	1.9	0.8	0.6
110	1.4	0.5	0.3	540	2.3	1.2	0.6
120	1.7	1.1	0.4	550	2.4	1.0	0.3
130	1.8	1.1	0.6	560	3.0	1.5	0.9
140	1.9	1.2	0.7	600	2.3	0.9	0.5
300	2.6	1.1	0.3	610	2.2	0.9	0.4
310	1.1	1.0	0.4	700	3.5	1.8	1.5
320	1.7	1.6	0.4	705	1.8	0.9	1.0
330	1.4	0.7	0.3	710	1.6	1.2	1.0
340	2.3	0.7	0.3	715	2.0	1.7	0.4
350	2.3	0.8	0.4	720	1.8	0.6	0.5
360	1.7	0.9	0.7	730	1.4	0.9	0.3
380	2.0	1.3	1.6	740	1.7	1.0	0.3
385	2.2	2.4	1.5	750	1.9	1.3	0.5
390	2.4	1.6	1.8	760		1.2	0.4
500	2.4	1.2	0.6	770	1.6	1.0	0.4
510	4.2	4.2	1.4	800	3.2	3.2	1.2
520	4.3	2.3	1.5				



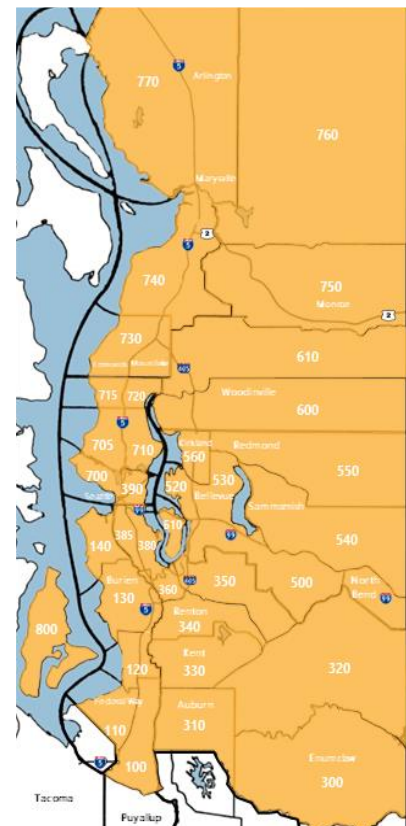
2 YEARS AGO



1 YEAR AGO

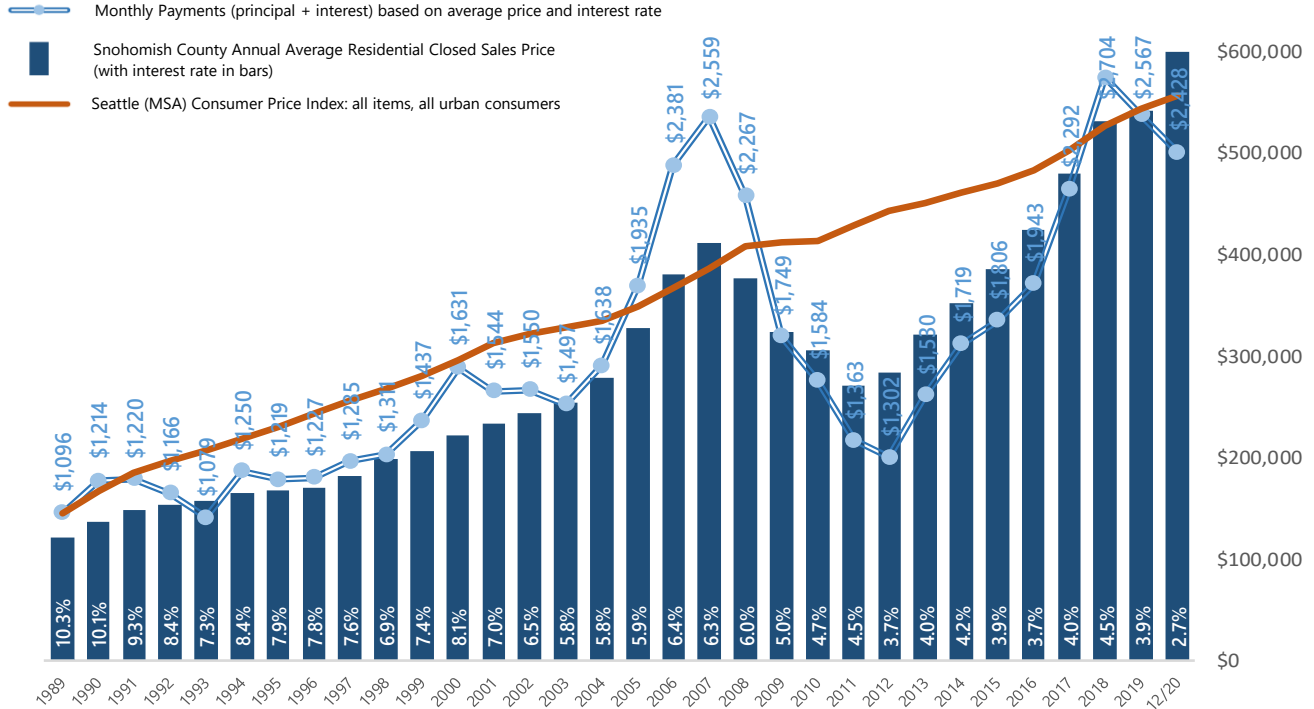


CURRENT YEAR



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



All Snohomish County

RESIDENTIAL & CONDOMINIUM

The Cost of Waiting a Year

Snohomish County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
December, 2020	\$535,000	2.68%	\$2,164
December, 2019	\$495,000	3.72%	\$2,284
	\$40,000	-1.04%	-\$120 Per Month -\$1,436 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	102.3%	102.0%	990	70.6%
15 - 30	99.9%	100.0%	182	13.0%
31 - 60	98.1%	100.0%	135	9.6%
61 - 90	95.9%	98.7%	50	3.6%
90+	98.8%	100.0%	45	3.2%
Totals			1402	100.0%

All Snohomish County
RESIDENTIAL & CONDOMINIUM
 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	32	39	33	30	34	35	53	31	40	31	46	45	449
\$250,000 to \$499,999	385	396	478	400	439	569	527	589	586	663	526	523	6,081
\$500,000 to \$749,999	261	320	430	342	332	539	630	612	671	672	515	571	5,895
\$750,000 to \$999,999	66	65	102	85	84	163	209	179	216	295	195	180	1,839
\$1,000,000 to \$1,499,999	29	23	31	29	20	36	55	50	56	64	43	70	506
\$1,500,000 to \$2,499,999	1	3	4	4	4	4	12	16	14	9	9	11	91
\$2,500,000 and above	1	0	0	0	0	0	1	3	0	1	1	2	9
Grand Total	775	846	1,078	890	913	1,346	1,487	1,480	1,583	1,735	1,335	1,402	14,870

2019

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	55	49	62	66	61	47	65	76	66	60	52	37	696
\$250,000 to \$499,999	420	465	540	596	694	704	672	752	648	649	586	558	7,284
\$500,000 to \$749,999	189	232	372	401	452	511	476	488	393	405	390	425	4,734
\$750,000 to \$999,999	41	63	104	102	120	124	128	115	109	106	70	90	1,172
\$1,000,000 to \$1,499,999	14	13	23	31	35	46	28	36	25	35	24	33	343
\$1,500,000 to \$2,499,999	1	4	0	3	5	6	4	6	4	7	4	4	48
\$2,500,000 and above	0	1	1	1	1	2	0	1	1	2	1	1	12
Grand Total	720	827	1,102	1,200	1,368	1,440	1,373	1,474	1,246	1,264	1,127	1,148	14,289

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-42%	-20%	-47%	-55%	-44%	-26%	-18%	-59%	-39%	-48%	-12%	22%	-35%
\$250,000 to \$499,999	-8%	-15%	-11%	-33%	-37%	-19%	-22%	-22%	-10%	2%	-10%	-6%	-17%
\$500,000 to \$749,999	38%	38%	16%	-15%	-27%	5%	32%	25%	71%	66%	32%	34%	25%
\$750,000 to \$999,999	61%	3%	-2%	-17%	-30%	31%	63%	56%	98%	178%	179%	100%	57%
\$1,000,000 to \$1,499,999	107%	77%	35%	-6%	-43%	-22%	96%	39%	124%	83%	79%	112%	48%
\$1,500,000 to \$2,499,999	0%	-25%	N/A	33%	-20%	-33%	200%	167%	250%	29%	125%	175%	90%
\$2,500,000 and above	N/A	-100%	-100%	-100%	-100%	-100%	N/A	200%	-100%	-50%	0%	100%	-25%
Grand Total	8%	2%	-2%	-26%	-33%	-7%	8%	0%	27%	37%	18%	22%	4%

All Snohomish County Statistics To Know Residential

	December, 2020	December, 2019	Difference	% Change
Months Supply of Inventory	0.4	1.0	-0.7	-66%
Active Listings at End of Month	296	842	-546	-65%
Pending Sales MTD	840	808	32	4%
Pending Sales (Trailing 12 Months)	15,409	14,731	678	5%
Closed Sales MTD	1,148	942	206	22%
Closed Sales (Trailing 12 Months)	12,367	11,783	584	5%
Closed Sales Price (Median)	\$573,495	\$510,000	\$63,495	12%
30-Year-Fixed-Rate Mortgage Rate	2.7%	3.7%	-1.0%	-28%
Monthly Payments (P&I)	\$2,320	\$2,353	-\$33	-1%

Condominium

	December, 2020	December, 2019	Difference	% Change
Months Supply of Inventory	0.4	0.9	-0.5	-53%
Active Listings at End of Month	77	164	-87	-53%
Pending Sales MTD	178	179	-1	-1%
Pending Sales (Trailing 12 Months)	3,383	3,089	294	10%
Closed Sales MTD	265	210	55	26%
Closed Sales (Trailing 12 Months)	2,637	2,601	36	1%
Closed Sales Price (Median)	\$365,000	\$387,000	-\$22,000	-6%
30-Year-Fixed-Rate Mortgage Rate	2.7%	3.7%	-1.0%	-28%
Monthly Payments (P&I)	\$1,477	\$1,786	-\$309	-17%

Residential & Condominium

	December, 2020	December, 2019	Difference	% Change
Months Supply of Inventory	0.4	1.0	-0.7	-64%
Active Listings at End of Month	373	1,006	-633	-63%
Pending Sales MTD	1,018	987	31	3%
Pending Sales (Trailing 12 Months)	18,792	17,820	972	5%
Closed Sales MTD	1,413	1,152	261	23%
Closed Sales (Trailing 12 Months)	15,004	14,384	620	4%
Closed Sales Price (Median)	\$535,000	\$495,000	\$40,000	8%
30-Year-Fixed-Rate Mortgage Rates	2.7%	3.7%	-1.0%	-28%
Monthly Payments (P&I)	\$2,164	\$2,284	-\$120	-5%

All Snohomish County
RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2020	Active Listings (EOM)	969	797	1,060	1,243	1,243	1,093	1,095	1,024	888	844	527	373	-63%	930	AVG	-47%
	New Listings Taken in Month	1,108	1,165	1,542	1,224	1,494	1,544	1,817	1,766	1,741	1,626	904	806	32%	16,737	YTD	-2%
	# of Pending Transactions	1,261	1,465	1,421	1,130	1,669	1,848	1,930	2,001	1,997	1,761	1,291	1,018	3%	18,792	YTD	5%
	Months Supply of Inventory	0.8	0.5	0.7	1.1	0.7	0.6	0.6	0.5	0.4	0.5	0.4	0.4	-64%	0.6	AVG	-48%
	# of Closed Sales	783	859	1,083	896	920	1,344	1,504	1,492	1,596	1,734	1,380	1,413	23%	15,004	YTD	4%
	Median Closed Price	485,000	494,263	509,130	507,500	493,000	521,544	546,450	534,999	550,000	549,994	538,475	535,000	8%	523,091	WA	11%
2019	Active Listings (EOM)	1,452	1,375	1,435	1,554	2,052	2,163	2,164	2,181	2,156	1,912	1,436	1,006	-36%	1,741	AVG	8%
	New Listings Taken in Month	1,101	914	1,623	1,746	2,157	1,756	1,698	1,651	1,520	1,316	906	611	10%	16,999	YTD	-3%
	# of Pending Transactions	1,239	1,029	1,680	1,714	1,725	1,722	1,707	1,664	1,546	1,508	1,299	987	10%	17,820	YTD	6%
	Months Supply of Inventory	1.2	1.3	0.9	0.9	1.2	1.3	1.3	1.3	1.4	1.3	1.1	1.0	-41%	1.2	AVG	-1%
	# of Closed Sales	725	843	1,107	1,201	1,396	1,447	1,376	1,486	1,255	1,268	1,128	1,152	13%	14,384	YTD	2%
	Median Closed Price	430,000	454,995	479,995	479,000	476,025	488,950	480,000	470,000	470,000	475,000	471,747	495,000	9%	473,102	WA	3%
2018	Active Listings (EOM)	667	672	783	991	1,421	1,831	2,036	2,357	2,568	2,421	2,086	1,562	120%	1,616	AVG	28%
	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	-14%	17,595	YTD	0%
	# 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	-11%	16,869	YTD	-11%
	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	147%	1.2	AVG	50%
	# 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	-18%	14,095	YTD	-10%
	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	7%	459,856	WA	11%
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%	1,267	AVG	-20%
	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	-7%	17,562	YTD	0%
	# 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	-9%	18,978	YTD	-3%
	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	-24%	0.8	AVG	-19%
	# 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%	15,649	YTD	3%
	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	12%	415,673	WA	13%
2016	# of Active Listings	1,267	1,244	1,267	1,462	1,505	1,746	1,969	2,047	2,133	1,788	1,451	1,020	-24%	1,575	A	-23%
	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%	17,648	YTD	11%
	# 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	3%	19,474	YTD	4%
	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	-27%	1.0	A	-27%
	# 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	-4%	15,172	T	9%
	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	12%	368,283	WA	10%

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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	-33%	2,059	AVG	-19%
	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	6%	16,729	YTD	5%
	# 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	12%	18,680	YTD	16%
	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	-40%	1.3	AVG	
	# of Closed Sales	686	740	1,075	1,272	1,315	1,374	1,411	1,442	1,290	1,178	973	1,189	29%	13,945	YTD	18%
	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	6%	334,086	WA	9%
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	-8%	2,530	AVG	23%
	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%	15,898	YTD	7%
	# 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	14%	16,061	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	-20%	1.9	AVG	15%
	# of Closed Sales	615	668	949	943	1,074	1,220	1,172	1,163	1,057	1,113	885	920	6%	11,779	YTD	1%
	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	10%	305,753	WA	10%
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%	2,061	AVG	-12%
	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	14%	14,841	YTD	15%
	# 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%	15,527	YTD	-3%
	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	50%	1.7	AVG	-5%
	# of Closed Sales	713	673	932	1,020	1,131	1,159	1,141	1,143	1,032	1,041	833	871	-2%	11,689	YTD	10%
	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	14%	278,402	WA	15%
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	-53%	2,329	AVG	-47%
	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	-24%	12,874	YTD	-16%
	# 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	-14%	16,044	YTD	13%
	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	-46%	1.8	AVG	-53%
	# of Closed Sales	593	698	828	886	1,000	1,025	1,029	1,057	880	937	806	892	5%	10,631	YTD	14%
	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	14%	243,005	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	-28%	4,353	AVG	-20%
	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	-17%	15,281	YTD	-16%
	# 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	29%	14,159	YTD	18%
	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	-44%	3.7	AVG	-34%
	# of Closed Sales	533	494	785	734	820	866	851	916	837	828	806	846	24%	9,316	YTD	12%
	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	-9%	230,020	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	2%	5,420	AVG	0%
	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	-1%	18,137	YTD	-2%
	# of Pending Transactions	949	1,133	1,532	1,529	790	821	870	906	895	968	854	787	9%	12,034	YTD	1%
	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	-7%	5.7	AVG	-1%
	# of Closed Sales	495	574	813	869	852	898	727	642	615	579	572	684	-12%	8,320	YTD	4%
	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%	264,371	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 & CONDOMINIUM

MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2010 - 2019

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	2,265	2,252	2,237	2,327	2,533	2,714	2,847	2,933	2,905	2,671	2,343	1,912	2,495	AVG
% of 12 Month Avg.	91%	90%	90%	93%	102%	109%	114%	118%	116%	107%	94%	77%		
New Listings Taken in Month	1,188	1,181	1,531	1,604	1,744	1,712	1,630	1,571	1,395	1,225	908	667	16,356	T
% of 12 Month Avg.	87%	87%	112%	118%	128%	126%	120%	115%	102%	90%	67%	49%		
# of Pending Transactions	1,154	1,241	1,626	1,571	1,615	1,557	1,516	1,484	1,331	1,371	1,146	953	16,565	T
% of 12 Month Avg.	84%	90%	118%	114%	117%	113%	110%	108%	96%	99%	83%	69%		
Months Supply of Inventory	2.0	1.8	1.4	1.5	1.6	1.7	1.9	2.0	2.2	1.9	2.0	2.0	1.8	AVG
% of 12 Month Avg.	107%	99%	75%	81%	86%	95%	103%	108%	119%	106%	112%	110%		
# of Closed Units	695	725	998	1,044	1,180	1,256	1,218	1,242	1,104	1,087	953	996	12,498	T
% of 12 Month Avg.	67%	70%	96%	100%	113%	121%	117%	119%	106%	104%	91%	96%		
Median Closed Price	312,470	322,000	331,190	336,849	341,389	346,830	346,006	343,263	341,493	336,057	340,501	342,343	336,699	AVG
% of 12 Month Avg.	93%	96%	98%	100%	101%	103%	103%	102%	101%	100%	101%	102%		

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