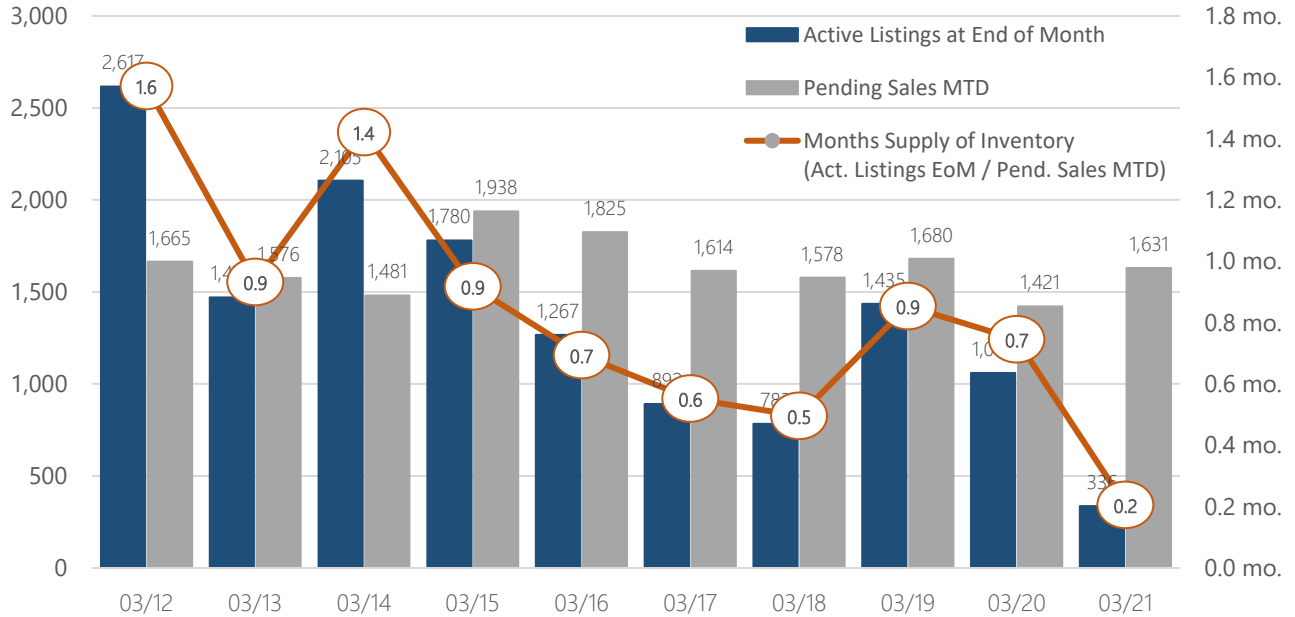
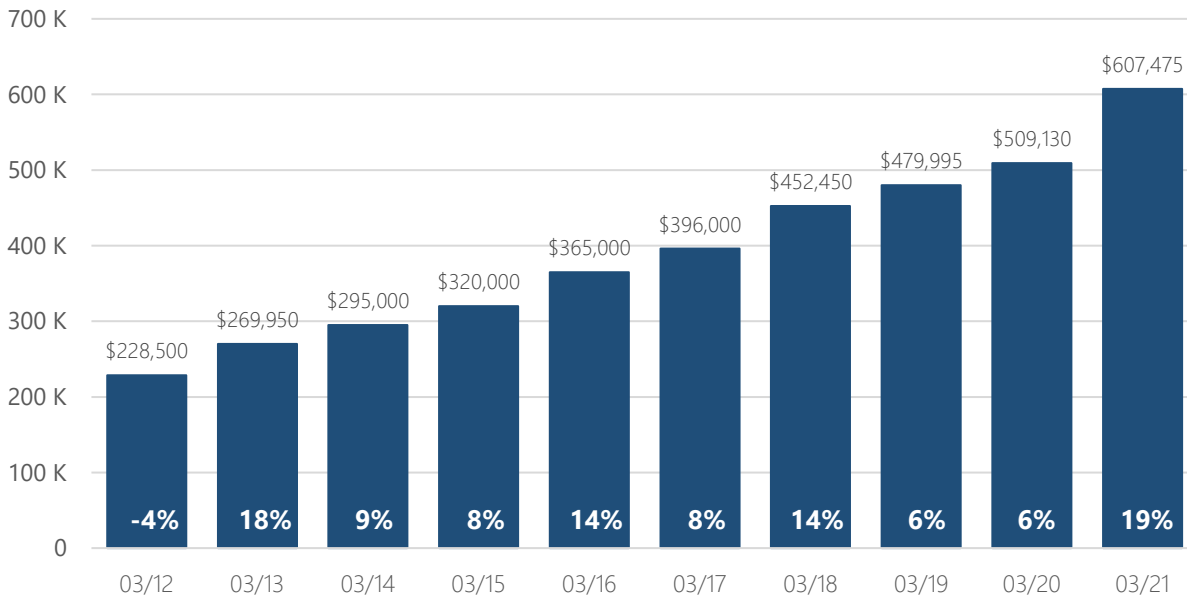


**All Snohomish County**  
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



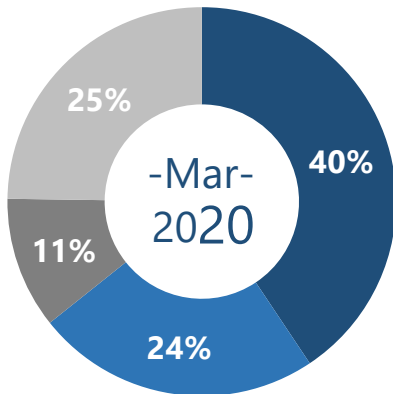
Median Closed Sales Price For Current Month Sold Properties



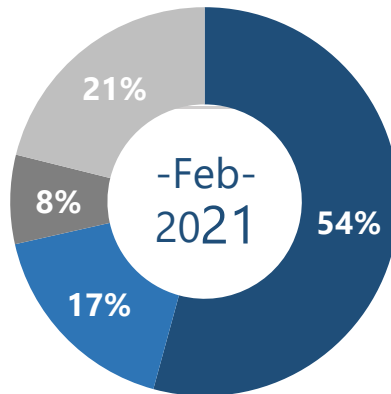
All Snohomish County

RESIDENTIAL & CONDOMINIUM

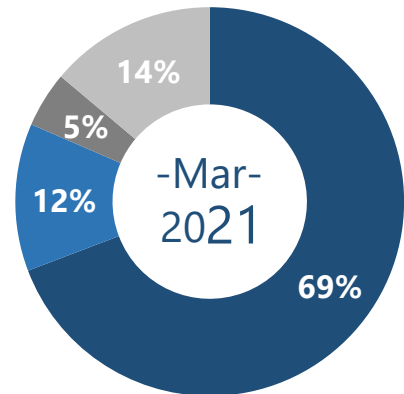
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



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 2021

		<b>SOLD ABOVE LIST PRICE</b>	<b>SOLD AT LIST PRICE</b>	<b>SOLD BELOW LIST PRICE</b>	<b>PRICE CHANGE BEFORE SALE</b>
<b>AVERAGE DAYS ON MARKET</b>	▶	5	13	30	43
<b>NUMBER OF SALES IN MONTH</b>	▶	823	146	55	165
<b>MEDIAN DIFFERENCE FROM LIST PRICE</b>	▶	11%	0%	-3%	N/A

**All Snohomish County**  
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price  
based on Market Time

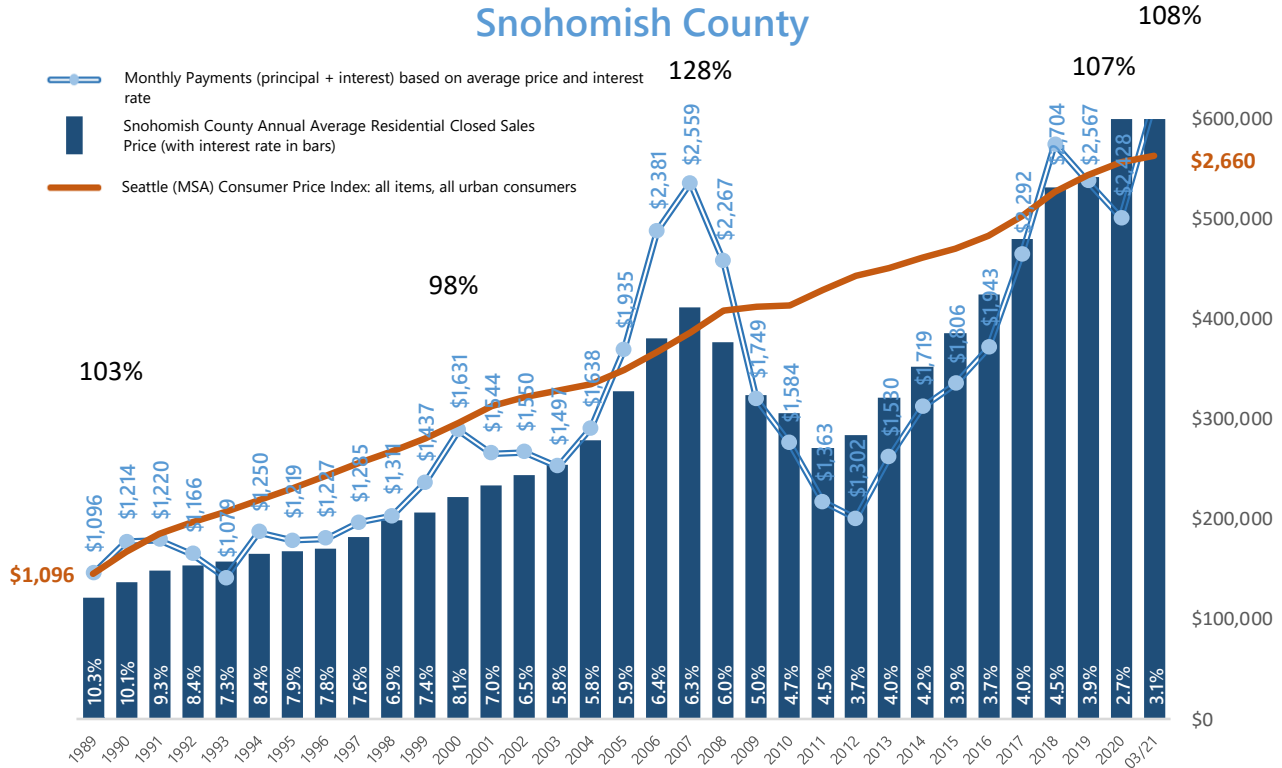
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	108.6%	107.8%	1037	87.2%
15 - 30	100.0%	100.0%	52	4.4%
31 - 60	98.8%	100.0%	44	3.7%
61 - 90	100.0%	100.0%	26	2.2%
90+	94.9%	100.0%	30	2.5%
Totals			1189	100.0%

The Cost of  
Waiting a Year

Snohomish County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
March, 2021	\$607,475	3.08%	\$2,587
March, 2020	\$509,130	3.45%	\$2,272
	<b>\$98,345</b>	<b>-0.37%</b>	<b>\$315</b> Per Month
			<b>\$3,785</b> Per Year

# Monthly Payments Compared to Inflation Trendline

## Snohomish County

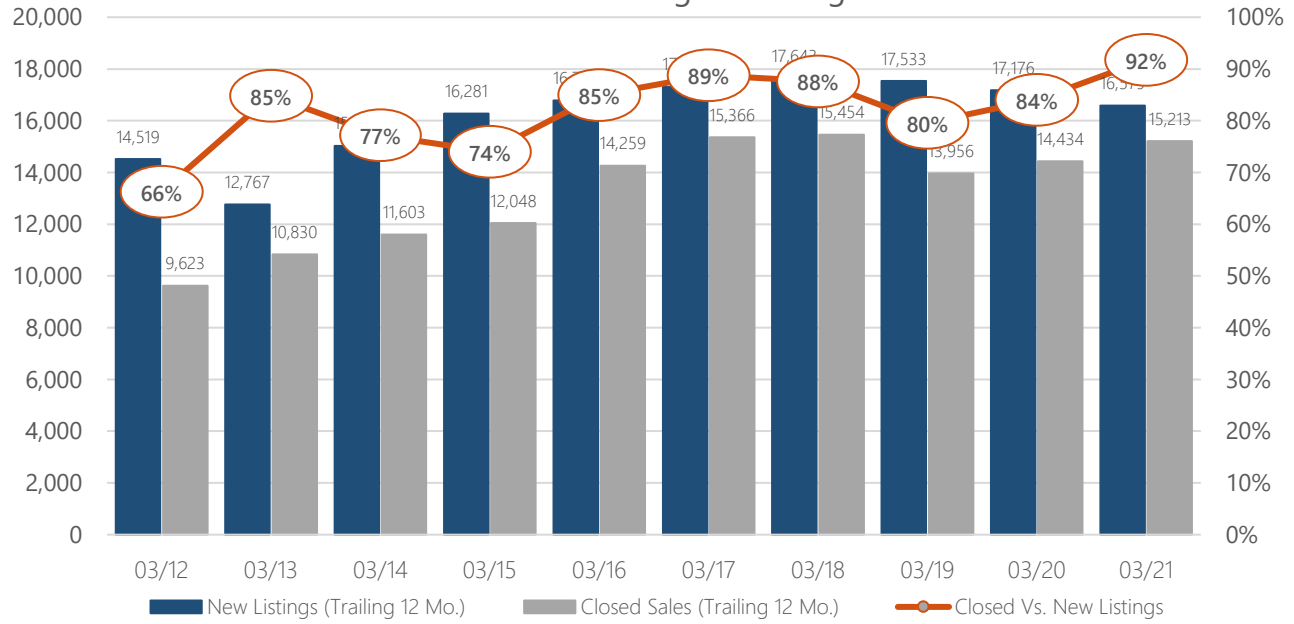


<p><b>A</b></p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p><b>B</b></p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p><b>C</b></p>	<p>Inflation trend line based on Seattle MSA CPI</p>	<p>Payments tend to rise above the inflation line and then return to it</p>
<p><b>D</b></p>	<p>Monthly payments divided by inflation trendline</p>	<p>Cycle peaks and current year are shown</p>

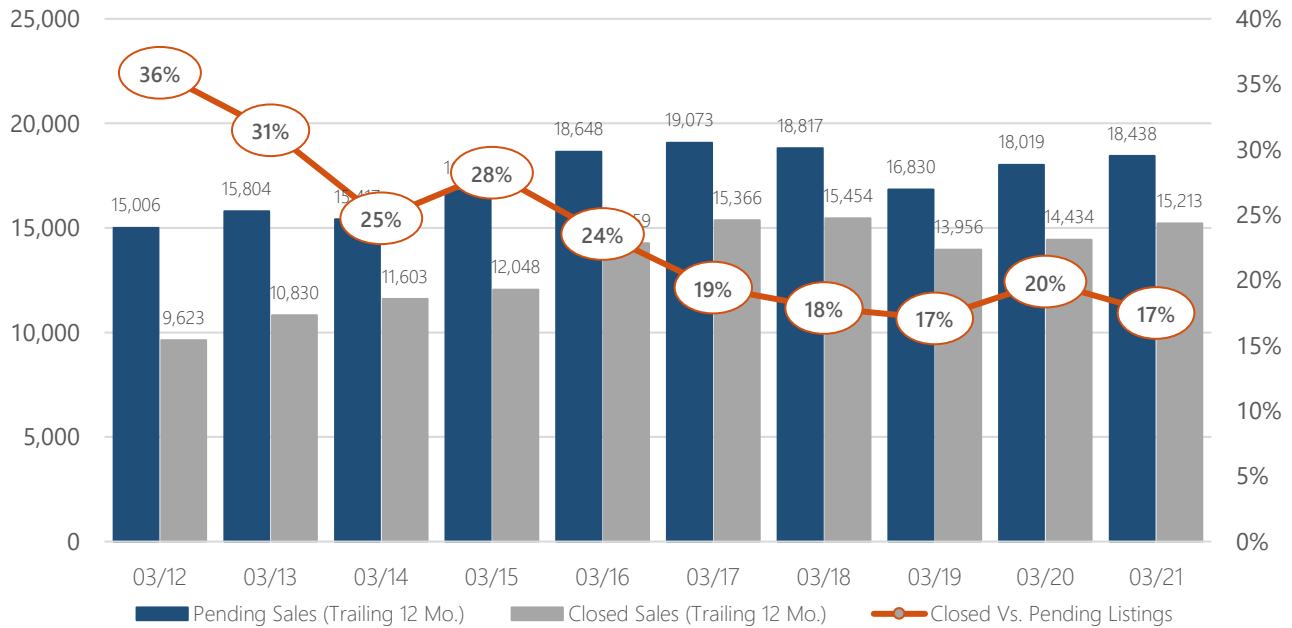
## All Snohomish County RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



## Percentage of Pending Sales that do not Close



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

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

Area	Months Inventory			Area	Months Inventory		
	2019	2020	2021		2019	2020	2021
100	1.0	0.5	0.1	530	0.8	0.5	0.3
110	0.6	0.5	0.1	540	1.3	0.9	0.2
120	0.8	0.8	0.3	550	1.2	1.0	0.2
130	1.1	0.7	0.4	560	1.3	1.4	0.5
140	0.9	0.8	0.5	600	1.1	0.8	0.2
300	0.8	1.4	0.4	610	1.1	0.7	0.2
310	0.9	0.8	0.1	700	1.5	1.6	0.9
320	1.1	0.7	0.3	701	3.4	3.7	2.0
330	0.8	0.7	0.2	705	1.0	0.7	0.5
340	1.0	0.7	0.2	710	1.2	0.7	0.5
350	1.5	1.0	0.2	715	1.6	1.2	0.2
360	1.1	0.8	0.3	720	1.2	0.7	0.3
380	1.0	1.1	0.6	730	0.7	0.7	0.2
385	1.1	0.9	0.7	740	0.8	0.7	0.1
390	1.7	1.6	1.0	750	1.0	0.8	0.2
500	1.2	1.1	0.3	760	0.9	0.8	0.3
510	3.1	1.5	0.6	770	0.7	0.7	0.2
520	1.6	2.3	0.7	800	1.7	1.9	0.9

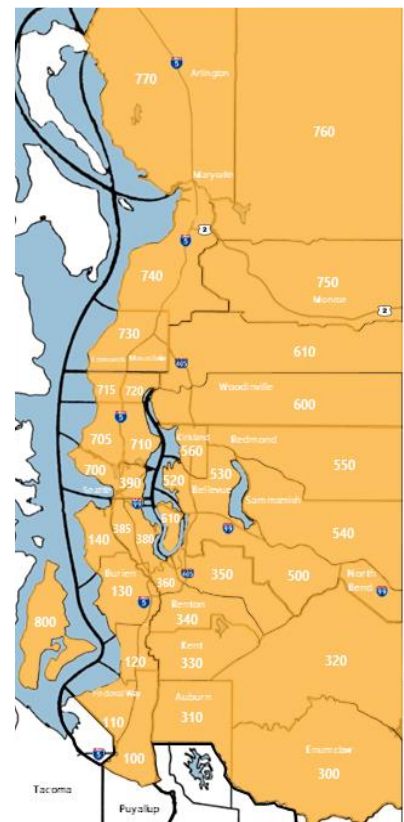
2 YEARS AGO



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.

## All Snohomish County Statistics To Know

### Residential

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	0.2	0.7	-0.5	-70%
Active Listings at End of Month	289	886	-597	-67%
Pending Sales MTD	1,297	1,186	111	9%
Pending Sales (Trailing 12 Months)	15,002	14,878	124	1%
Closed Sales MTD	946	871	75	9%
Closed Sales (Trailing 12 Months)	12,506	11,840	666	6%
Closed Sales Price (Median)	\$640,000	\$525,000	\$115,000	22%
30-Year-Fixed-Rate Mortgage Rate	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$2,726	\$2,343	\$383	16%

### Condominium

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	0.1	0.7	-0.6	-81%
Active Listings at End of Month	47	174	-127	-73%
Pending Sales MTD	334	235	99	42%
Pending Sales (Trailing 12 Months)	3,436	3,141	295	9%
Closed Sales MTD	246	212	34	16%
Closed Sales (Trailing 12 Months)	2,707	2,594	113	4%
Closed Sales Price (Median)	\$417,000	\$386,000	\$31,000	8%
30-Year-Fixed-Rate Mortgage Rate	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$1,776	\$1,723	\$54	3%

### Residential & Condominium

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	0.2	0.7	-0.5	-72%
Active Listings at End of Month	336	1,060	-724	-68%
Pending Sales MTD	1,631	1,421	210	15%
Pending Sales (Trailing 12 Months)	18,438	18,019	419	2%
Closed Sales MTD	1,192	1,083	109	10%
Closed Sales (Trailing 12 Months)	15,213	14,434	779	5%
Closed Sales Price (Median)	\$607,475	\$509,130	\$98,345	19%
30-Year-Fixed-Rate Mortgage Rates	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$2,587	\$2,272	\$315	14%

## All Snohomish County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2021	Active Listings (EOM)	372	347	336										-68%	352	AVG	-63%
	New Listings Taken in Month	1,018	1,045	1,594										3%	3,657	YTD	-4%
	# of Pending Transactions	1,045	1,117	1,631										15%	3,793	YTD	-9%
	Months Supply of Inventory	0.4	0.3	0.2										-72%	0.3	AVG	-58%
	# of Closed Sales	907	835	1,192										10%	2,934	YTD	8%
	Median Closed Price	554,990	576,050	607,475										19%	580,308	WA	17%
2020	Active Listings (EOM)	969	797	1,060	1,243	1,243	1,093	1,095	1,024	888	844	527	373	-26%	942	AVG	-34%
	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	-15%	3,815	YTD	5%
	# 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	-15%	4,147	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	-13%	0.7	AVG	-39%
	# of Closed Sales	783	859	1,083	896	920	1,344	1,504	1,492	1,596	1,734	1,380	1,413	-2%	2,725	YTD	2%
	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	6%	496,330	WA	9%
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	83%	1,421	AVG	101%
	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	3%	3,638	YTD	-2%
	# 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	6%	3,948	YTD	-1%
	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	72%	1.1	AVG	109%
	# 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	-5%	2,675	YTD	-5%
	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	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	3%	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	# of Active Listings	888	840	892	1,004	1,275	1,580	1,759	1,830	1,850	1,476	1,100	709	-30%	873	A	-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	-4%	3,619	YTD	-7%
	# 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	A	-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	T	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%

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**



# MARKET UPDATE

March, 2021



## All Snohomish County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
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	
	# 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%
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%

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 |

2011 - 2020

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	1,872	1,814	1,805	1,915	2,095	2,242	2,366	2,437	2,417	2,210	1,883	1,495	2,046	AVG
% of 12 Month Avg.	91%	89%	88%	94%	102%	110%	116%	119%	118%	108%	92%	73%		
New Listings Taken in Month	1,106	1,122	1,485	1,538	1,755	1,717	1,657	1,602	1,429	1,258	893	656	16,216	T
% of 12 Month Avg.	82%	83%	110%	114%	130%	127%	123%	119%	106%	93%	66%	49%		
# of Pending Transactions	1,186	1,274	1,615	1,531	1,703	1,659	1,622	1,594	1,441	1,450	1,190	976	17,240	T
% of 12 Month Avg.	83%	89%	112%	107%	119%	115%	113%	111%	100%	101%	83%	68%		
Months Supply of Inventory	1.6	1.4	1.1	1.3	1.2	1.4	1.5	1.5	1.7	1.5	1.6	1.5	1.4	AVG
% of 12 Month Avg.	110%	99%	78%	87%	86%	94%	101%	106%	117%	106%	110%	107%		
# of Closed Units	723	754	1,025	1,047	1,186	1,301	1,296	1,327	1,202	1,202	1,034	1,069	13,166	T
% of 12 Month Avg.	66%	69%	93%	95%	108%	119%	118%	121%	110%	110%	94%	97%		
Median Closed Price	334,170	344,526	355,303	360,299	363,489	372,209	373,651	370,763	370,358	365,056	368,851	371,273	362,496	AVG
% of 12 Month Avg.	92%	95%	98%	99%	100%	103%	103%	102%	102%	101%	102%	102%		

**All Snohomish County**  
RESIDENTIAL & CONDOMINIUM  
Closed Sales by Price by Month  
**2021**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	29	17	27										<b>73</b>
\$250,000 to \$499,999	332	266	319										<b>917</b>
\$500,000 to \$749,999	358	327	495										<b>1,180</b>
\$750,000 to \$999,999	142	146	240										<b>528</b>
\$1,000,000 to \$1,499,999	40	60	87										<b>187</b>
\$1,500,000 to \$2,499,999	4	7	20										<b>31</b>
\$2,500,000 and above	0	1	1										<b>2</b>
<b>Grand Total</b>	<b>905</b>	<b>824</b>	<b>1,189</b>										<b>2,918</b>

**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	<b>104</b>
\$250,000 to \$499,999	385	396	478	400	439	569	527	589	586	663	526	523	<b>1,259</b>
\$500,000 to \$749,999	261	320	430	342	332	539	630	612	671	672	515	571	<b>1,011</b>
\$750,000 to \$999,999	66	65	102	85	84	163	209	179	216	295	195	180	<b>233</b>
\$1,000,000 to \$1,499,999	29	23	31	29	20	36	55	50	56	64	43	70	<b>83</b>
\$1,500,000 to \$2,499,999	1	3	4	4	4	4	12	16	14	9	9	11	<b>8</b>
\$2,500,000 and above	1	0	0	0	0	0	1	3	0	1	1	2	<b>1</b>
<b>Grand Total</b>	<b>775</b>	<b>846</b>	<b>1,078</b>	<b>890</b>	<b>913</b>	<b>1,346</b>	<b>1,487</b>	<b>1,480</b>	<b>1,583</b>	<b>1,735</b>	<b>1,335</b>	<b>1,402</b>	<b>2,699</b>

**YOY % CHANGE**

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-9%	-56%	-18%										-30%
\$250,000 to \$499,999	-14%	-33%	-33%										-27%
\$500,000 to \$749,999	37%	2%	15%										17%
\$750,000 to \$999,999	115%	125%	135%										127%
\$1,000,000 to \$1,499,999	38%	161%	181%										125%
\$1,500,000 to \$2,499,999	300%	133%	400%										287%
\$2,500,000 and above	-100%	N/A	N/A										100%
<b>Grand Total</b>	<b>17%</b>	<b>-3%</b>	<b>10%</b>										<b>8%</b>