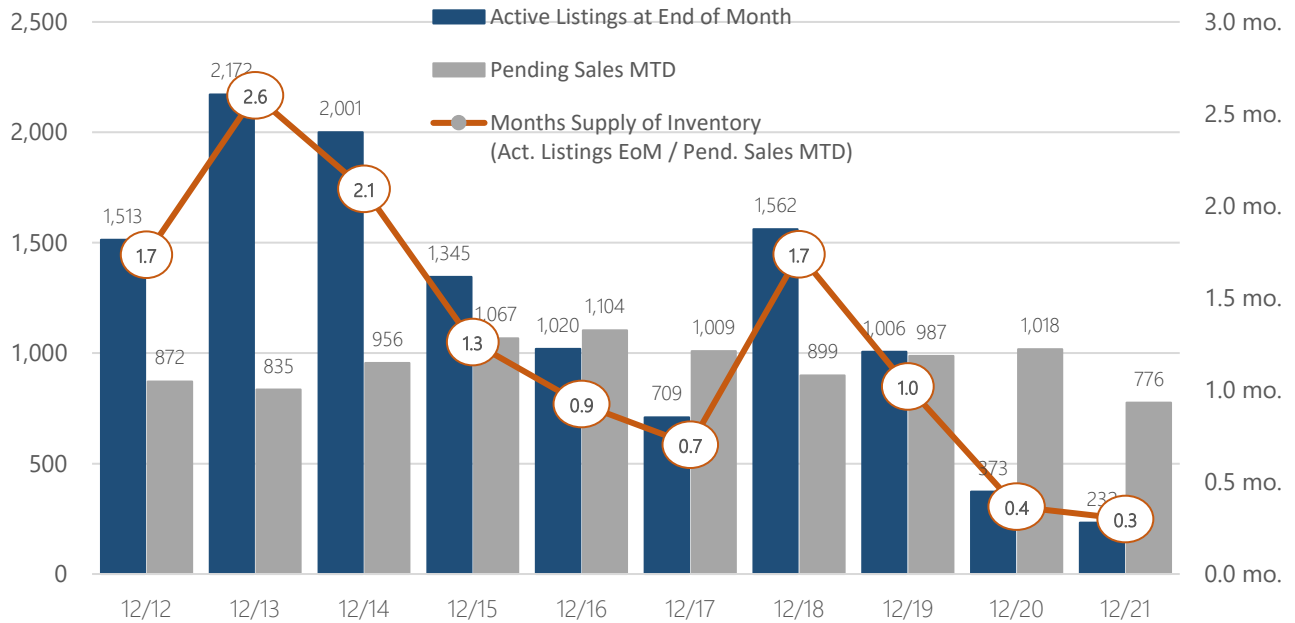
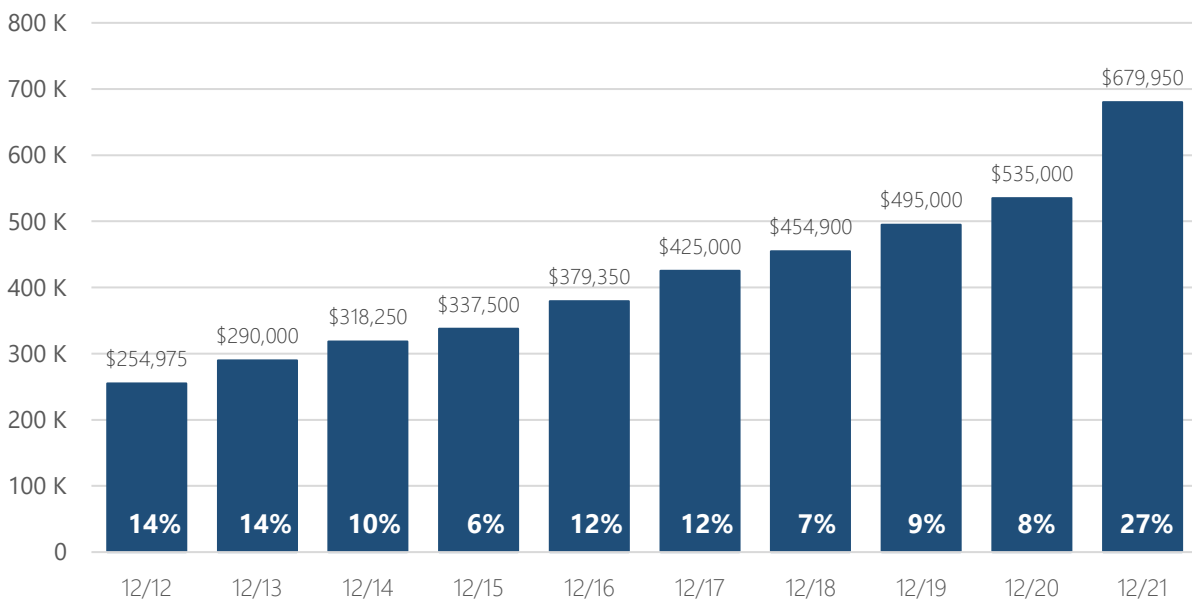


**All Snohomish County**  
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



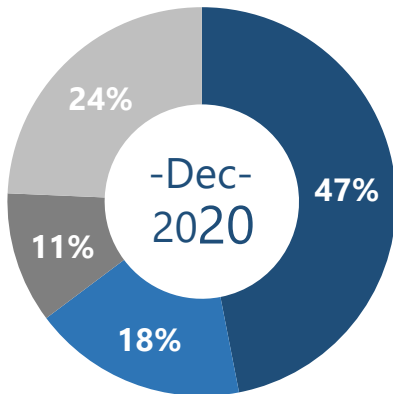
Median Closed Sales Price For Current Month Sold Properties



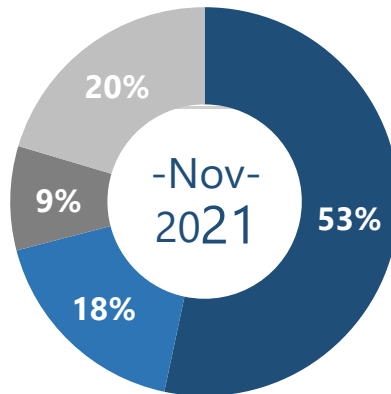
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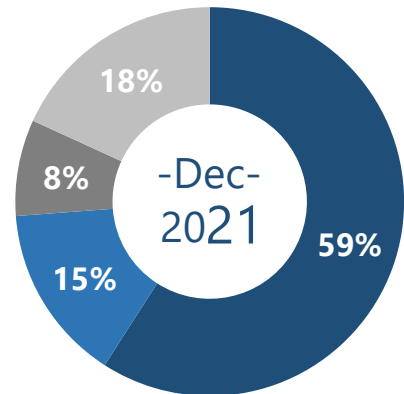
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



**SOLD ABOVE LIST PRICE**



**SOLD AT LIST PRICE**



**SOLD BELOW LIST PRICE**



**PRICE CHANGE BEFORE SALE**

DECEMBER 2021

|  |   | SOLD ABOVE LIST PRICE | SOLD AT LIST PRICE | SOLD BELOW LIST PRICE | PRICE CHANGE BEFORE SALE |
|--|---|-----------------------|--------------------|-----------------------|--------------------------|
| <b>AVERAGE DAYS ON MARKET</b>            | ▶ | 6                     | 14                 | 24                    | 44                       |
| <b>NUMBER OF SALES IN MONTH</b>          | ▶ | 686                   | 171                | 93                    | 211                      |
| <b>MEDIAN DIFFERENCE FROM LIST PRICE</b> | ▶ | 6%                    | 0%                 | -2%                   | N/A                      |

**All Snohomish County**  
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price  
based on Market Time

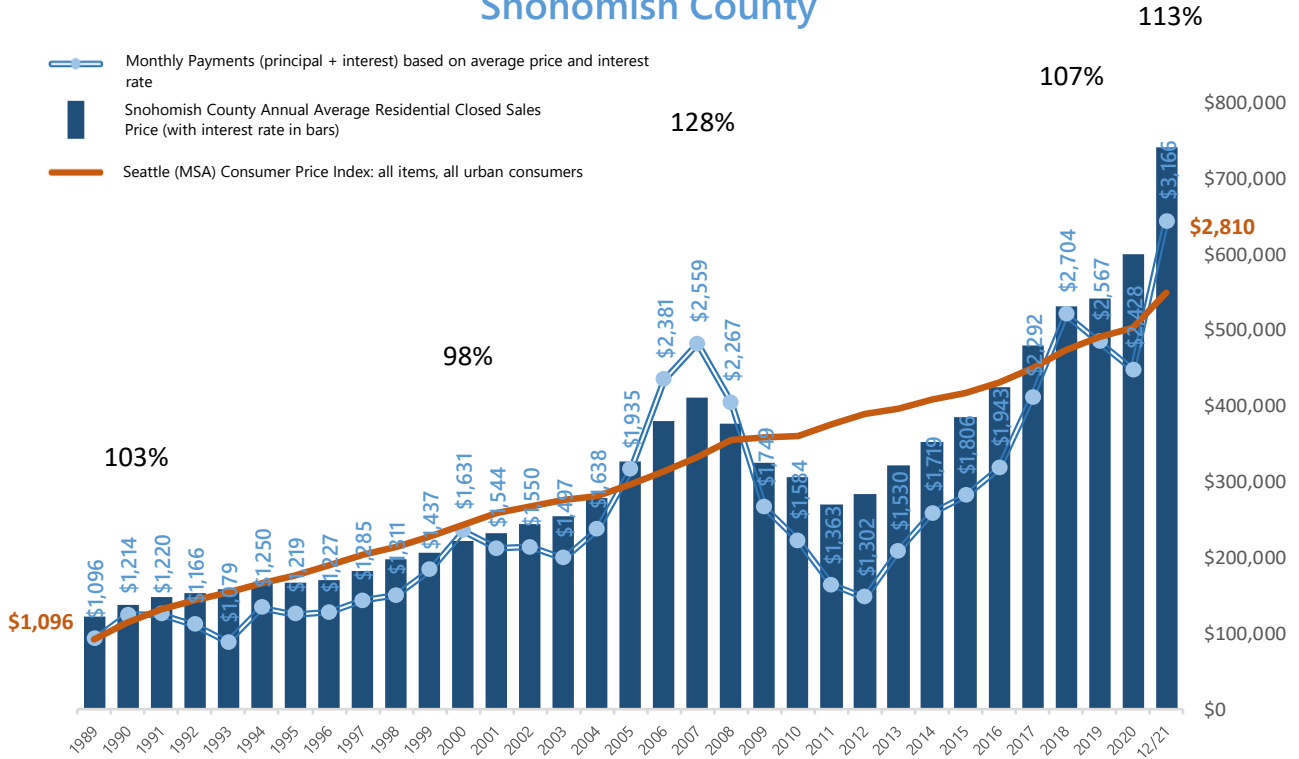
| Market Time (DOM) | Median SP to Original LP % | Median SP to Last LP % | Total Units | % of Total    |
|-------------------|----------------------------|------------------------|-------------|---------------|
| < 15              | 104.5%                     | 104.0%                 | 896         | 77.2%         |
| 15 - 30           | 100.0%                     | 100.0%                 | 123         | 10.6%         |
| 31 - 60           | 97.9%                      | 100.0%                 | 96          | 8.3%          |
| 61 - 90           | 94.5%                      | 98.2%                  | 19          | 1.6%          |
| 90+               | 93.6%                      | 97.6%                  | 27          | 2.3%          |
| <b>Totals</b>     |                            |                        | <b>1161</b> | <b>100.0%</b> |

The Cost of  
Waiting a Year

|                | Median Price     | Rate 30-Year-Fixed | P&I Principal & Interest   |
|----------------|------------------|--------------------|----------------------------|
| December, 2021 | \$679,950        | 3.10%              | \$2,903                    |
| December, 2020 | \$535,000        | 2.68%              | \$2,164                    |
|                | <b>\$144,950</b> | <b>0.42%</b>       | <b>\$739</b><br>Per Month  |
|                |                  |                    | <b>\$8,870</b><br>Per Year |

# Monthly Payments Compared to Inflation Trendline

## Snohomish County

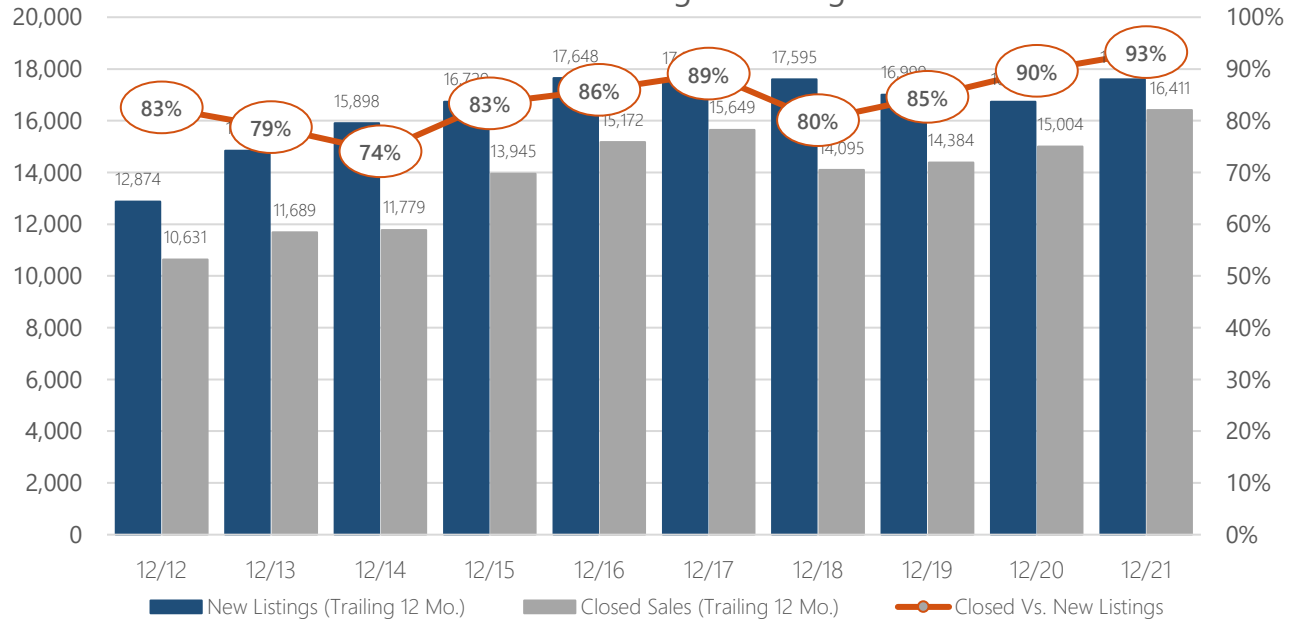


|                 |   |   |
|-----------------|---|---|
| <p><b>A</b></p> | <p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p> | <p>Two Factors for Payment</p>  |
| <p><b>B</b></p> | <p>Monthly payment based on purchase price and interest 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>                               |

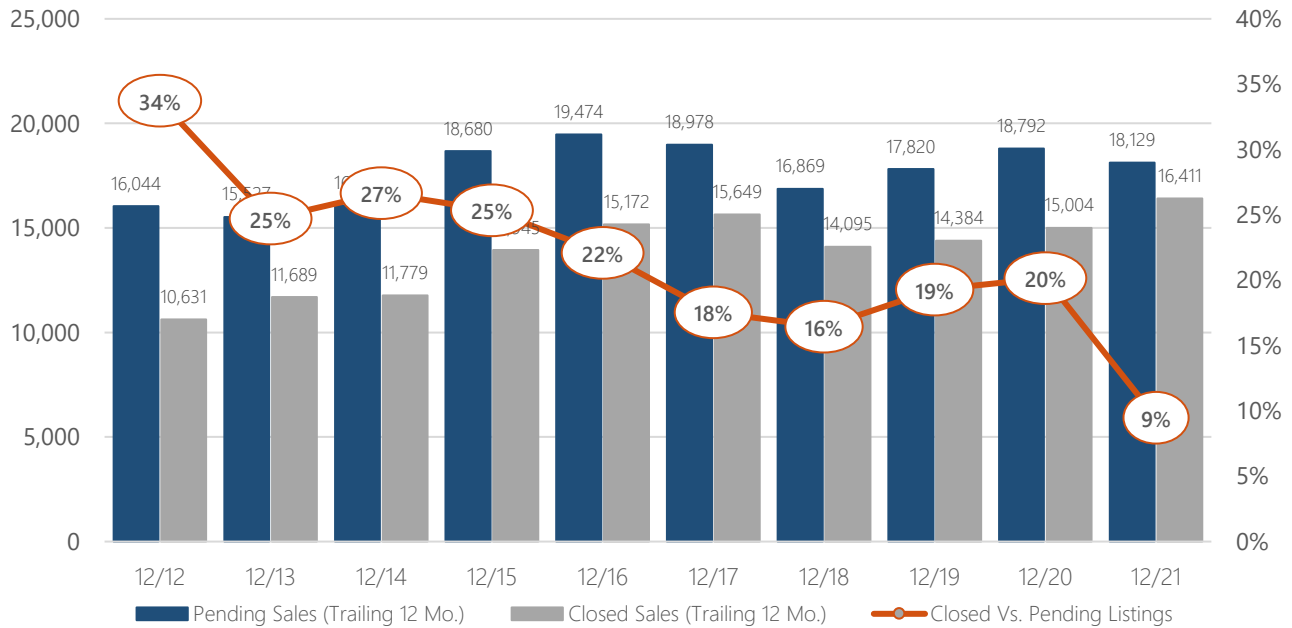
All Snohomish County  
RESIDENTIAL & CONDOMINIUM

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<br>ADVANTAGE | BALANCED<br>ADVANTAGE | BUYER'S<br>ADVANTAGE |

| Area | Months Inventory |      |      | Area | Months Inventory |      |      |
|------|------------------|------|------|------|------------------|------|------|
|      | 2019             | 2020 | 2021 |      | 2019             | 2020 | 2021 |
| 100  | 0.8              | 0.2  | 0.2  | 530  | 0.8              | 0.6  | 0.2  |
| 110  | 0.5              | 0.3  | 0.2  | 540  | 1.2              | 0.6  | 0.2  |
| 120  | 1.1              | 0.4  | 0.4  | 550  | 1.0              | 0.3  | 0.2  |
| 130  | 1.1              | 0.6  | 0.4  | 560  | 1.5              | 0.9  | 0.1  |
| 140  | 1.2              | 0.7  | 0.3  | 600  | 0.9              | 0.5  | 0.2  |
| 300  | 1.1              | 0.3  | 0.3  | 610  | 0.9              | 0.4  | 0.4  |
| 310  | 1.0              | 0.4  | 0.3  | 700  | 1.8              | 1.5  | 0.7  |
| 320  | 1.6              | 0.4  | 0.3  | 701  | 3.3              | 4.9  | 2.4  |
| 330  | 0.7              | 0.3  | 0.4  | 705  | 0.9              | 1.0  | 0.3  |
| 340  | 0.7              | 0.3  | 0.2  | 710  | 1.2              | 1.0  | 0.4  |
| 350  | 0.8              | 0.4  | 0.2  | 715  | 1.7              | 0.4  | 0.1  |
| 360  | 0.9              | 0.7  | 0.4  | 720  | 0.6              | 0.5  | 0.4  |
| 380  | 1.3              | 1.6  | 0.7  | 730  | 0.9              | 0.3  | 0.2  |
| 385  | 2.4              | 1.5  | 0.7  | 740  | 1.0              | 0.3  | 0.2  |
| 390  | 1.6              | 1.8  | 0.8  | 750  | 1.3              | 0.5  | 0.6  |
| 500  | 1.2              | 0.6  | 0.3  | 760  | 1.2              | 0.4  | 0.3  |
| 510  | 4.2              | 1.4  | 0.1  | 770  | 1.0              | 0.4  | 0.3  |
| 520  | 2.3              | 1.5  | 0.5  | 800  | 3.2              | 1.2  | 0.6  |

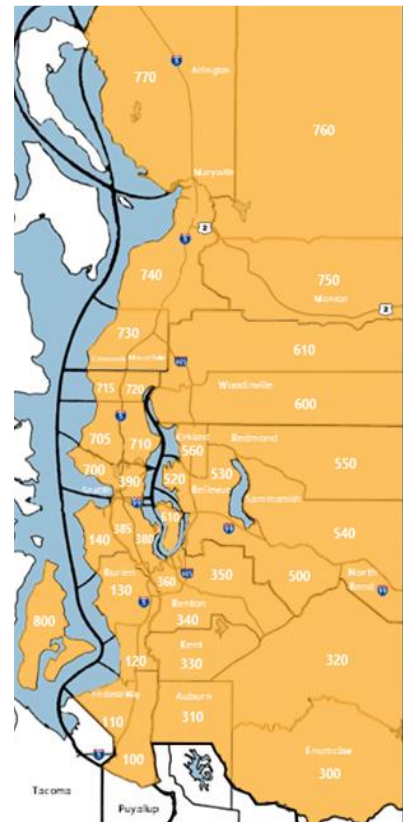
**2 YEARS AGO**



**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

|                                    | December, 2021 | December, 2020 | Difference | % Change |
|------------------------------------|----------------|----------------|------------|----------|
| Months Supply of Inventory         | 0.3            | 0.4            | 0.0        | -7%      |
| Active Listings at End of Month    | 210            | 296            | -86        | -29%     |
| Pending Sales MTD                  | 638            | 840            | -202       | -24%     |
| Pending Sales (Trailing 12 Months) | 14,872         | 15,409         | -537       | -3%      |
| Closed Sales MTD                   | 962            | 1,148          | -186       | -16%     |
| Closed Sales (Trailing 12 Months)  | 13,376         | 12,367         | 1,009      | 8%       |
| Closed Sales Price (Median)        | \$700,000      | \$573,495      | \$126,505  | 22%      |
| 30-Year-Fixed-Rate Mortgage Rate   | 3.1%           | 2.7%           | 0.4%       | 16%      |
| Monthly Payments (P&I)             | \$2,989        | \$2,320        | \$669      | 29%      |

### Condominium

|                                    | December, 2021 | December, 2020 | Difference | % Change |
|------------------------------------|----------------|----------------|------------|----------|
| Months Supply of Inventory         | 0.2            | 0.4            | -0.3       | -63%     |
| Active Listings at End of Month    | 22             | 77             | -55        | -71%     |
| Pending Sales MTD                  | 138            | 178            | -40        | -22%     |
| Pending Sales (Trailing 12 Months) | 3,257          | 3,383          | -126       | -4%      |
| Closed Sales MTD                   | 203            | 265            | -62        | -23%     |
| Closed Sales (Trailing 12 Months)  | 3,035          | 2,637          | 398        | 15%      |
| Closed Sales Price (Median)        | \$500,000      | \$365,000      | \$135,000  | 37%      |
| 30-Year-Fixed-Rate Mortgage Rate   | 3.1%           | 2.7%           | 0.4%       | 16%      |
| Monthly Payments (P&I)             | \$2,135        | \$1,477        | \$659      | 45%      |

### Residential & Condominium

|                                    | December, 2021 | December, 2020 | Difference | % Change |
|------------------------------------|----------------|----------------|------------|----------|
| Months Supply of Inventory         | 0.3            | 0.4            | -0.1       | -18%     |
| Active Listings at End of Month    | 232            | 373            | -141       | -38%     |
| Pending Sales MTD                  | 776            | 1,018          | -242       | -24%     |
| Pending Sales (Trailing 12 Months) | 18,129         | 18,792         | -663       | -4%      |
| Closed Sales MTD                   | 1,165          | 1,413          | -248       | -18%     |
| Closed Sales (Trailing 12 Months)  | 16,411         | 15,004         | 1,407      | 9%       |
| Closed Sales Price (Median)        | \$679,950      | \$535,000      | \$144,950  | 27%      |
| 30-Year-Fixed-Rate Mortgage Rates  | 3.1%           | 2.7%           | 0.4%       | 16%      |
| Monthly Payments (P&I)             | \$2,903        | \$2,164        | \$739      | 34%      |

## All Snohomish County RESIDENTIAL & CONDOMINIUM

|      |                             | JAN     | FEB     | MAR     | APR     | MAY     | JUN     | JUL     | AUG     | SEP     | OCT     | NOV     | DEC     | MTD %<br>Change | YTD<br>Summary | TT  | YTD %<br>Change |
|------|-----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------------|----------------|-----|-----------------|
| 2021 | Active Listings (EOM)       | 372     | 347     | 336     | 632     | 500     | 610     | 885     | 813     | 800     | 549     | 325     | 232     | -38%            | 533            | AVG | -43%            |
|      | New Listings Taken in Month | 1,018   | 1,045   | 1,594   | 1,898   | 1,757   | 2,008   | 1,963   | 1,779   | 1,651   | 1,251   | 951     | 682     | -15%            | 17,597         | YTD | 5%              |
|      | # of Pending Transactions   | 1,045   | 1,117   | 1,631   | 1,630   | 1,886   | 1,926   | 1,733   | 1,910   | 1,703   | 1,548   | 1,224   | 776     | -24%            | 18,129         | YTD | -4%             |
|      | Months Supply of Inventory  | 0.4     | 0.3     | 0.2     | 0.4     | 0.3     | 0.3     | 0.5     | 0.4     | 0.5     | 0.4     | 0.3     | 0.3     | -18%            | 0.3            | AVG | -43%            |
|      | # of Closed Sales           | 907     | 835     | 1,192   | 1,285   | 1,469   | 1,727   | 1,664   | 1,658   | 1,660   | 1,510   | 1,339   | 1,165   | -18%            | 16,411         | YTD | 9%              |
|      | Median Closed Price         | 554,990 | 576,050 | 607,475 | 630,000 | 655,000 | 675,000 | 675,000 | 667,410 | 650,000 | 664,950 | 658,505 | 679,950 | 27%             | 643,604        | WA  | 23%             |
| 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     | 3%              | 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     | 16%             | 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 | # of Active Listings        | 888     | 840     | 892     | 1,004   | 1,275   | 1,580   | 1,759   | 1,830   | 1,850   | 1,476   | 1,100   | 709     | -30%            | 1,267          | A   | -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     | -10%            | 17,562         | YTD | 5%              |
|      | # 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            | A   | -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         | T   | 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%             |



# MARKET UPDATE

December, 2021



## All Snohomish County RESIDENTIAL & CONDOMINIUM

|      |                             | JAN     | FEB     | MAR     | APR     | MAY     | JUN     | JUL     | AUG     | SEP     | OCT     | NOV     | DEC     | MTD %<br>Change | YTD<br>Summary | TT  | YTD %<br>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   | -24%            | 1,575          | AVG | -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     | -4%             | 17,648         | YTD | 5%              |
|      | # 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            | AVG | -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         | YTD | 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%             |
| 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 | -30%            |
|      | # 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%            |

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 | TT  |
|-----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------------|-----|
| 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           | 21           | 28           | 19           | 15           | 23           | 15           | 18           | 15           | 11           | <b>238</b>    |
| \$250,000 to \$499,999     | 332        | 266        | 319          | 319          | 294          | 334          | 331          | 313          | 351          | 295          | 249          | 204          | <b>3,607</b>  |
| \$500,000 to \$749,999     | 358        | 327        | 495          | 524          | 601          | 693          | 681          | 709          | 696          | 619          | 574          | 485          | <b>6,762</b>  |
| \$750,000 to \$999,999     | 142        | 146        | 240          | 275          | 358          | 441          | 431          | 397          | 397          | 361          | 320          | 268          | <b>3,776</b>  |
| \$1,000,000 to \$1,499,999 | 40         | 60         | 87           | 124          | 169          | 178          | 174          | 176          | 165          | 158          | 142          | 156          | <b>1,629</b>  |
| \$1,500,000 to \$2,499,999 | 4          | 7          | 20           | 15           | 17           | 36           | 28           | 35           | 33           | 38           | 36           | 34           | <b>303</b>    |
| \$2,500,000 and above      | 0          | 1          | 1            | 1            | 3            | 3            | 1            | 5            | 1            | 3            | 3            | 3            | <b>25</b>     |
| <b>Grand Total</b>         | <b>905</b> | <b>824</b> | <b>1,189</b> | <b>1,279</b> | <b>1,470</b> | <b>1,704</b> | <b>1,661</b> | <b>1,658</b> | <b>1,658</b> | <b>1,492</b> | <b>1,339</b> | <b>1,161</b> | <b>16,340</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>449</b>    |
| \$250,000 to \$499,999     | 385        | 396        | 478          | 400        | 439        | 569          | 527          | 589          | 586          | 663          | 526          | 523          | <b>6,081</b>  |
| \$500,000 to \$749,999     | 261        | 320        | 430          | 342        | 332        | 539          | 630          | 612          | 671          | 672          | 515          | 571          | <b>5,895</b>  |
| \$750,000 to \$999,999     | 66         | 65         | 102          | 85         | 84         | 163          | 209          | 179          | 216          | 295          | 195          | 180          | <b>1,839</b>  |
| \$1,000,000 to \$1,499,999 | 29         | 23         | 31           | 29         | 20         | 36           | 55           | 50           | 56           | 64           | 43           | 70           | <b>506</b>    |
| \$1,500,000 to \$2,499,999 | 1          | 3          | 4            | 4          | 4          | 4            | 12           | 16           | 14           | 9            | 9            | 11           | <b>91</b>     |
| \$2,500,000 and above      | 1          | 0          | 0            | 0          | 0          | 0            | 1            | 3            | 0            | 1            | 1            | 2            | <b>9</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>14,870</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%       | -18%       | -46%       | -72%       | -26%       | -62%      | -42%        | -67%      | -76%        | -47%       |
| \$250,000 to \$499,999     | -14%       | -33%       | -33%       | -20%       | -33%       | -41%       | -37%       | -47%       | -40%      | -56%        | -53%      | -61%        | -41%       |
| \$500,000 to \$749,999     | 37%        | 2%         | 15%        | 53%        | 81%        | 29%        | 8%         | 16%        | 4%        | -8%         | 11%       | -15%        | 15%        |
| \$750,000 to \$999,999     | 115%       | 125%       | 135%       | 224%       | 326%       | 171%       | 106%       | 122%       | 84%       | 22%         | 64%       | 49%         | 105%       |
| \$1,000,000 to \$1,499,999 | 38%        | 161%       | 181%       | 328%       | 745%       | 394%       | 216%       | 252%       | 195%      | 147%        | 230%      | 123%        | 222%       |
| \$1,500,000 to \$2,499,999 | 300%       | 133%       | 400%       | 275%       | 325%       | 800%       | 133%       | 119%       | 136%      | 322%        | 300%      | 209%        | 233%       |
| \$2,500,000 and above      | -100%      | N/A        | N/A        | N/A        | N/A        | N/A        | 0%         | 67%        | N/A       | 200%        | 200%      | 50%         | 178%       |
| <b>Grand Total</b>         | <b>17%</b> | <b>-3%</b> | <b>10%</b> | <b>44%</b> | <b>61%</b> | <b>27%</b> | <b>12%</b> | <b>12%</b> | <b>5%</b> | <b>-14%</b> | <b>0%</b> | <b>-17%</b> | <b>10%</b> |