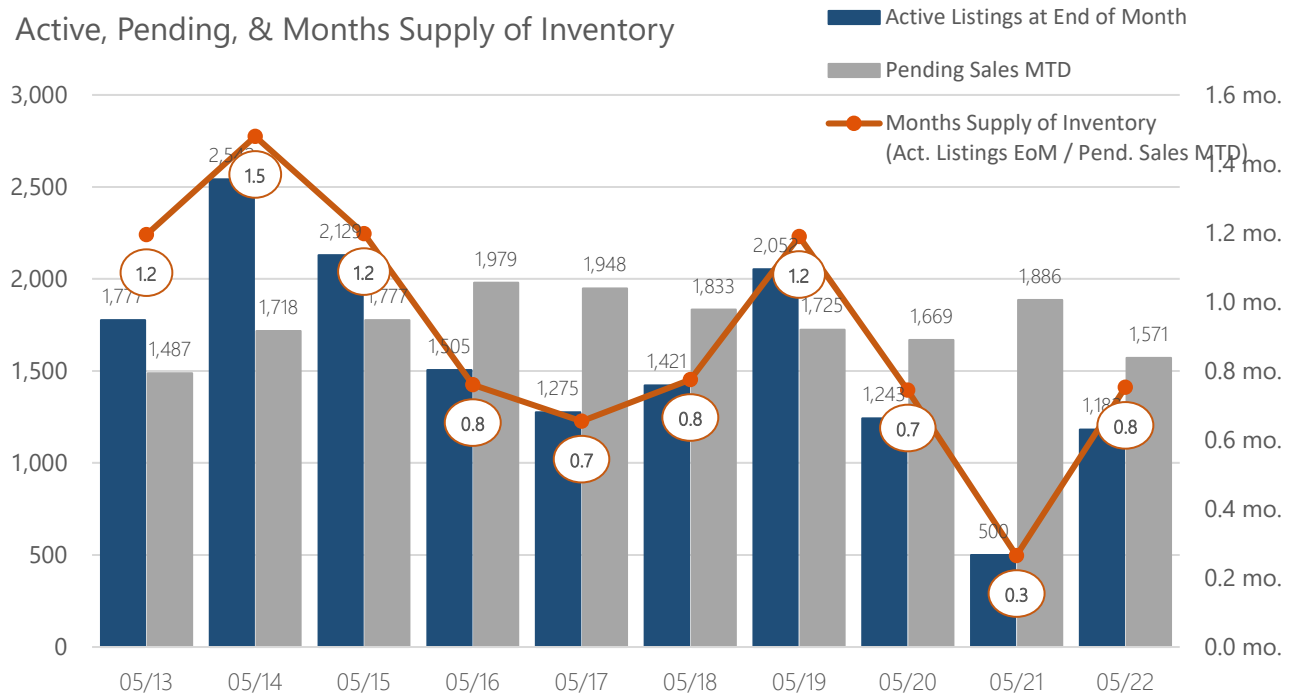
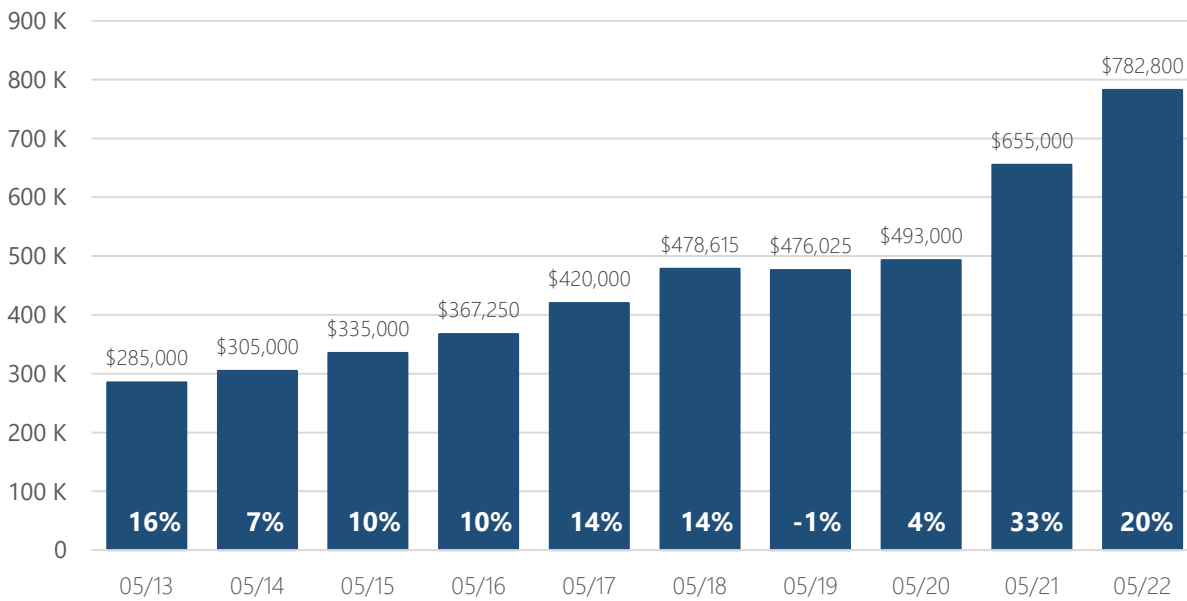


All Snohomish County
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



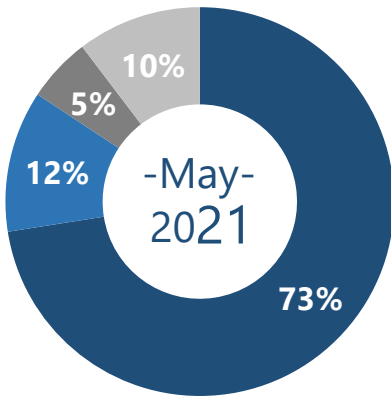
Median Closed Sales Price For Current Month Sold Properties



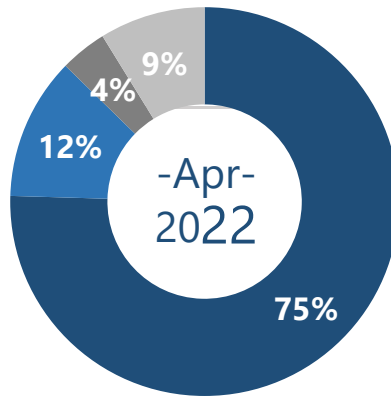
All Snohomish County

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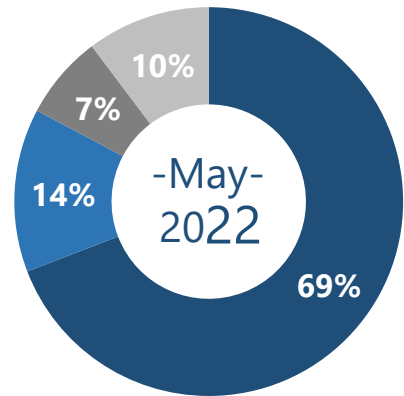
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD
ABOVE
LIST
PRICE



SOLD
AT
LIST
PRICE



SOLD
BELOW
LIST
PRICE



PRICE
CHANGE
BEFORE
SALE

MAY 2022

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	5	8	14	29
NUMBER OF SALES IN MONTH	▶	950	187	96	141
MEDIAN DIFFERENCE FROM LIST PRICE	▶	8%	0%	-3%	N/A

All Snohomish County
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price
based on Market Time

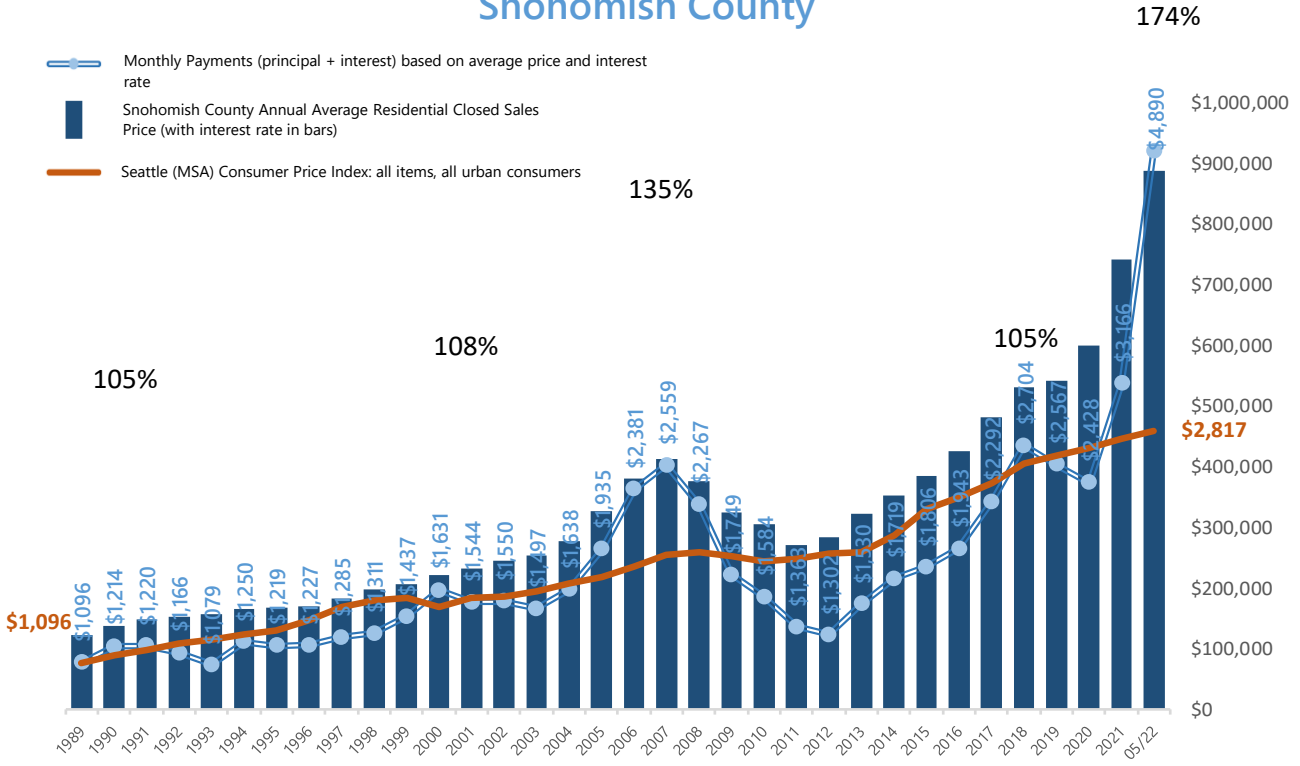
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	105.9%	105.6%	1242	90.4%
15 - 30	99.2%	100.0%	97	7.1%
31 - 60	97.5%	99.3%	22	1.6%
61 - 90	100.0%	100.0%	5	0.4%
90+	99.3%	100.0%	8	0.6%
Totals			1374	100.0%

The Cost of
Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
May, 2022	\$782,800	5.23%	\$4,313
May, 2021	\$655,000	2.96%	\$2,747
	\$127,800	2.27%	\$1,566 Per Month
			\$18,787 Per Year

Monthly Payments Compared to Inflation Trendline

Snohomish County

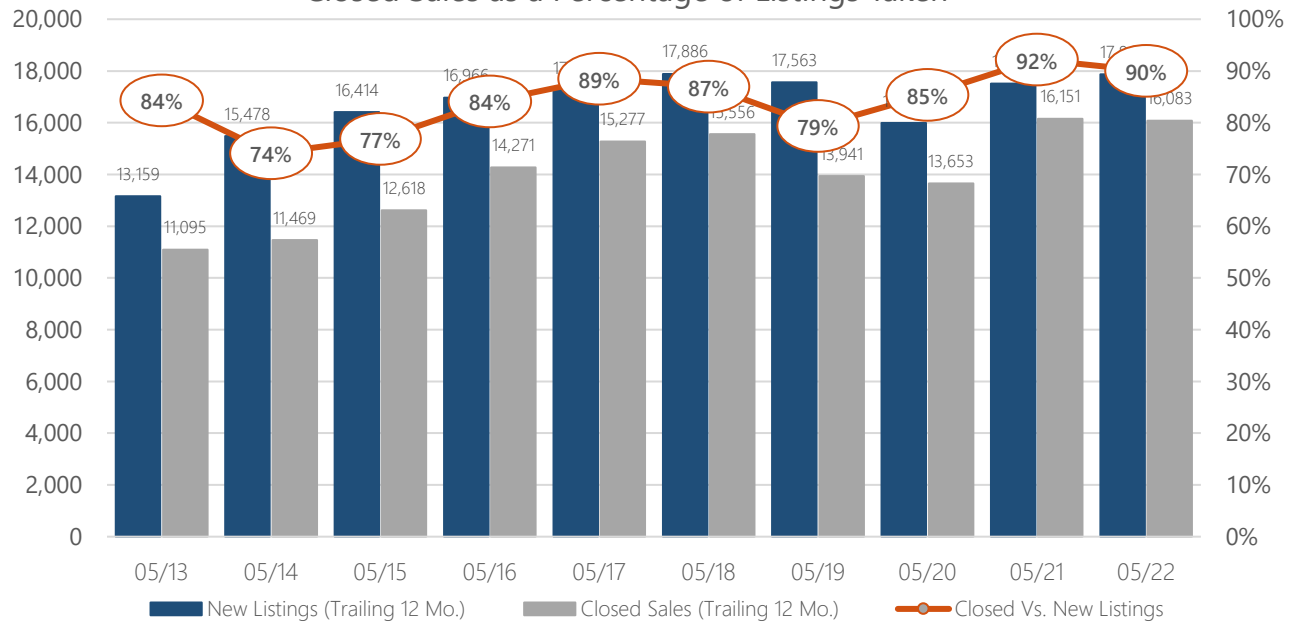


<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Median Household Income Estimates by County: 1989 to 2019 and Projection for 2020, 2021 & 2022</p>	<p>Payments tend to rise above the County Median Household Income Line and then return to it.</p>
<p>D</p>	<p>Monthly payments divided by inflation trendline</p>	<p>Cycle peaks and current year are shown</p>

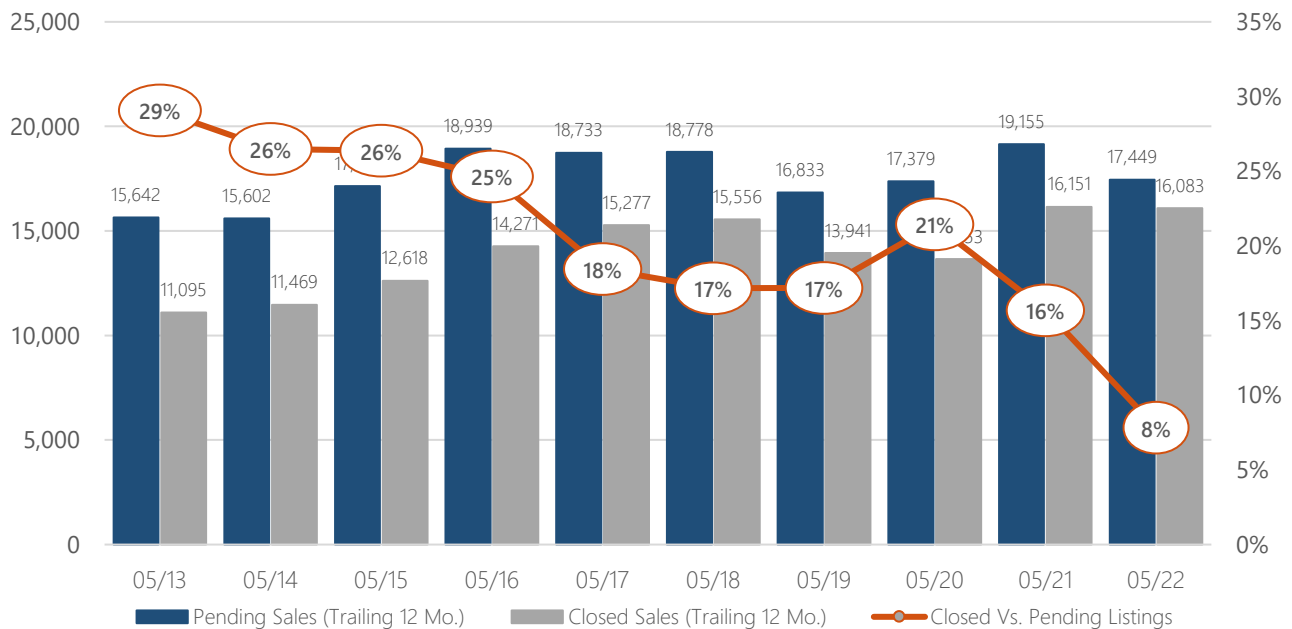
All Snohomish County RESIDENTIAL & CONDOMINIUM

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		
	2020	2021	2022		2020	2021	2022
100	0.7	0.3	0.5	530	1.0	0.3	0.8
110	0.6	0.3	0.3	540	0.9	0.2	1.0
120	0.7	0.4	0.4	550	0.9	0.3	1.0
130	1.0	0.5	0.6	560	1.5	0.5	1.2
140	1.4	0.5	0.4	600	0.9	0.3	0.7
300	0.6	0.4	0.6	610	0.7	0.3	0.8
310	0.6	0.2	0.8	700	1.5	0.8	0.9
320	0.7	0.4	0.9	701	4.8	1.8	3.4
330	0.8	0.2	0.7	705	0.9	0.4	0.5
340	0.5	0.3	0.8	710	0.9	0.4	0.5
350	0.8	0.3	0.6	715	0.8	0.3	0.7
360	0.7	0.3	0.6	720	0.9	0.4	0.6
380	0.8	0.8	1.0	730	0.7	0.3	0.8
385	1.2	0.7	0.6	740	0.7	0.2	0.7
390	1.8	1.1	1.0	750	0.9	0.3	1.0
500	1.4	0.3	0.8	760	0.7	0.4	0.9
510	1.7	0.4	0.6	770	0.7	0.2	0.6
520	2.1	0.6	1.6	800	1.7	0.6	0.8

2 YEARS AGO



1 YEAR AGO



CURRENT YEAR



Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service. 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

	May, 2022	May, 2021	Difference	% Change
Months Supply of Inventory	0.8	0.3	0.5	183%
Active Listings at End of Month	1,057	427	630	148%
Pending Sales MTD	1,335	1,526	-191	-13%
Pending Sales (Trailing 12 Months)	14,569	15,541	-972	-6%
Closed Sales MTD	1,167	1,169	-2	0%
Closed Sales (Trailing 12 Months)	13,223	13,188	35	0%
Closed Sales Price (Median)	\$815,000	\$697,000	\$118,000	17%
30-Year-Fixed-Rate Mortgage Rate	5.2%	3.0%	2.3%	77%
Monthly Payments (P&I)	\$4,490	\$2,924	\$1,567	54%

Condominium

	May, 2022	May, 2021	Difference	% Change
Months Supply of Inventory	0.5	0.2	0.3	161%
Active Listings at End of Month	125	73	52	71%
Pending Sales MTD	236	360	-124	-34%
Pending Sales (Trailing 12 Months)	2,880	3,614	-734	-20%
Closed Sales MTD	227	300	-73	-24%
Closed Sales (Trailing 12 Months)	2,860	2,963	-103	-3%
Closed Sales Price (Median)	\$545,000	\$467,500	\$77,500	17%
30-Year-Fixed-Rate Mortgage Rate	5.2%	3.0%	2.3%	77%
Monthly Payments (P&I)	\$3,003	\$1,961	\$1,042	53%

Residential & Condominium

	May, 2022	May, 2021	Difference	% Change
Months Supply of Inventory	0.8	0.3	0.5	184%
Active Listings at End of Month	1,182	500	682	136%
Pending Sales MTD	1,571	1,886	-315	-17%
Pending Sales (Trailing 12 Months)	17,449	19,155	-1,706	-9%
Closed Sales MTD	1,394	1,469	-75	-5%
Closed Sales (Trailing 12 Months)	16,083	16,151	-68	0%
Closed Sales Price (Median)	\$782,800	\$655,000	\$127,800	20%
30-Year-Fixed-Rate Mortgage Rates	5.2%	3.0%	2.3%	77%
Monthly Payments (P&I)	\$4,313	\$2,747	\$1,566	57%

All Snohomish County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2022	Active Listings (EOM)	241	290	517	822	1,182								136%	610	AVG	40%
	New Listings Taken in Month	867	1,169	1,767	1,804	1,973								12%	7,580	YTD	4%
	# of Pending Transactions	901	1,125	1,543	1,489	1,571								-17%	6,629	YTD	-9%
	Months Supply of Inventory	0.3	0.3	0.3	0.6	0.8								184%	0.4	AVG	42%
	# of Closed Sales	734	710	1,238	1,284	1,394								-5%	5,360	YTD	-6%
	Median Closed Price	686,792	700,250	758,707	800,000	782,800								20%	748,400	WA	23%
2021	Active Listings (EOM)	372	347	336	632	500	610	885	813	800	549	325	232	-60%	437	AVG	-59%
	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	13%	7,312	YTD	12%
	# 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	13%	7,309	YTD	5%
	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	-64%	0.3	AVG	-61%
	# 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	60%	5,688	YTD	25%
	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	33%	606,843	WA	22%
2020	Active Listings (EOM)	969	797	1,060	1,243	1,243	1,093	1,095	1,024	888	844	527	373	-39%	1,062	AVG	-32%
	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	-31%	6,533	YTD	-13%
	# 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%	6,946	YTD	-6%
	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	-37%	0.8	AVG	-28%
	# of Closed Sales	783	859	1,083	896	920	1,344	1,504	1,492	1,596	1,734	1,380	1,413	-34%	4,541	YTD	-14%
	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	4%	497,948	WA	7%
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	44%	1,574	AVG	74%
	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	0%	7,541	YTD	0%
	# 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%	7,387	YTD	0%
	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	53%	1.1	AVG	82%
	# 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	-2%	5,272	YTD	-3%
	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	-1%	464,806	WA	1%
2018	# of Active Listings	667	672	783	991	1,421	1,831	2,036	2,357	2,568	2,421	2,086	1,562	11%	907	A	-7%
	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	16%	7,573	YTD	-1%
	# 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	-6%	7,423	YTD	-3%
	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	18%	0.6	A	-7%
	# 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	2%	5,426	T	-2%
	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%	459,229	WA	15%

Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service.
AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

MARKET UPDATE

May, 2022



All Snohomish County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2017	Active Listings (EOM)	888	840	892	1,004	1,275	1,580	1,759	1,830	1,850	1,476	1,100	709	-15%	980	AVG	-27%
	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	13%	7,249	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	-2%	7,623	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	-14%	0.6	AVG	-21%
	# 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%	5,519	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	14%	400,612	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	-29%	1,349	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	4%	7,635	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	11%	8,364	YTD	3%
	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	-37%	0.8	AVG	-33%
	# 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%	5,414	YTD	6%
	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	10%	354,223	WA	9%
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	-16%	1,929	AVG	-15%
	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	1%	7,398	YTD	7%
	# 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	3%	8,105	YTD	15%
	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	-19%	1.2	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	22%	5,088	YTD	20%
	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	10%	325,022	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%	2,256	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	13%	6,882	YTD	10%
	# 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	16%	7,028	YTD	1%
	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	24%	1.6	AVG	42%
	# of Closed Sales	615	668	949	943	1,074	1,220	1,172	1,163	1,057	1,113	885	920	-5%	4,249	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	7%	292,298	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	-25%	1,571	AVG	-42%
	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	24%	6,245	YTD	5%
	# 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	-6%	6,953	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	-21%	1.1	AVG	-40%
	# of Closed Sales	713	673	932	1,020	1,131	1,159	1,141	1,143	1,032	1,041	833	871	13%	4,469	YTD	12%
	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%	266,231	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	-48%	2,715	AVG	-42%
	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	-9%	5,960	YTD	-15%
	# 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	20%	7,355	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	-57%	1.9	AVG	-53%
	# of Closed Sales	593	698	828	886	1,000	1,025	1,029	1,057	880	937	806	892	22%	4,005	YTD	19%
	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	7%	228,725	WA	-1%

Created by Windermere/East using information and statistics derived from Northwest Multiple Listing Service.

AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

All Snohomish County
RESIDENTIAL & CONDOMINIUM

MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2012 - 2021

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	1,440	1,376	1,375	1,517	1,683	1,849	2,000	2,076	2,066	1,860	1,534	1,193	1,664	AVG
% of 12 Month Avg.	87%	83%	83%	91%	101%	111%	120%	125%	124%	112%	92%	72%		
New Listings Taken in Month	1,060	1,102	1,496	1,582	1,792	1,771	1,717	1,644	1,471	1,272	893	648	16,448	T
% of 12 Month Avg.	77%	80%	109%	115%	131%	129%	125%	120%	107%	93%	65%	47%		
# of Pending Transactions	1,196	1,281	1,641	1,571	1,760	1,724	1,674	1,652	1,495	1,482	1,208	952	17,637	T
% of 12 Month Avg.	81%	87%	112%	107%	120%	117%	114%	112%	102%	101%	82%	65%		
Months Supply of Inventory	1.2	1.1	0.8	1.0	1.0	1.1	1.2	1.3	1.4	1.3	1.3	1.3	1.1	AVG
% of 12 Month Avg.	105%	94%	73%	84%	84%	94%	104%	110%	121%	110%	111%	110%		
# of Closed Units	761	788	1,066	1,102	1,251	1,387	1,377	1,401	1,285	1,271	1,087	1,101	13,876	T
% of 12 Month Avg.	66%	68%	92%	95%	108%	120%	119%	121%	111%	110%	94%	95%		
Median Closed Price	365,769	379,306	392,350	400,799	405,989	415,717	418,651	414,304	412,518	409,437	411,707	416,993	403,628	AVG
% of 12 Month Avg.	91%	94%	97%	99%	101%	103%	104%	103%	102%	101%	102%	103%		

All Snohomish County
RESIDENTIAL & CONDOMINIUM
Closed Sales by Price by Month
2022

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	8	11	6	3	7								35
\$250,000 to \$499,999	135	120	178	143	142								718
\$500,000 to \$749,999	270	258	455	411	461								1,855
\$750,000 to \$999,999	194	159	313	337	391								1,394
\$1,000,000 to \$1,499,999	102	125	250	285	293								1,055
\$1,500,000 to \$2,499,999	18	36	90	100	77								321
\$2,500,000 and above	0	1	8	5	3								17
Grand Total	727	710	1,300	1,284	1,374								5,395

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	122
\$250,000 to \$499,999	332	266	319	319	294	334	331	313	351	295	249	204	1,530
\$500,000 to \$749,999	358	327	495	524	601	693	681	709	696	619	574	485	2,305
\$750,000 to \$999,999	142	146	240	275	358	441	431	397	397	361	320	268	1,161
\$1,000,000 to \$1,499,999	40	60	87	124	169	178	174	176	165	158	142	156	480
\$1,500,000 to \$2,499,999	4	7	20	15	17	36	28	35	33	38	36	34	63
\$2,500,000 and above	0	1	1	1	3	3	1	5	1	3	3	3	6
Grand Total	905	824	1,189	1,279	1,470	1,704	1,661	1,658	1,658	1,492	1,339	1,161	5,667

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-72%	-35%	-78%	-86%	-75%								-71%
\$250,000 to \$499,999	-59%	-55%	-44%	-55%	-52%								-53%
\$500,000 to \$749,999	-25%	-21%	-8%	-22%	-23%								-20%
\$750,000 to \$999,999	37%	9%	30%	23%	9%								20%
\$1,000,000 to \$1,499,999	155%	108%	187%	130%	73%								120%
\$1,500,000 to \$2,499,999	350%	414%	350%	567%	353%								410%
\$2,500,000 and above	N/A	0%	700%	400%	0%								183%
Grand Total	-20%	-14%	9%	0%	-7%								-5%