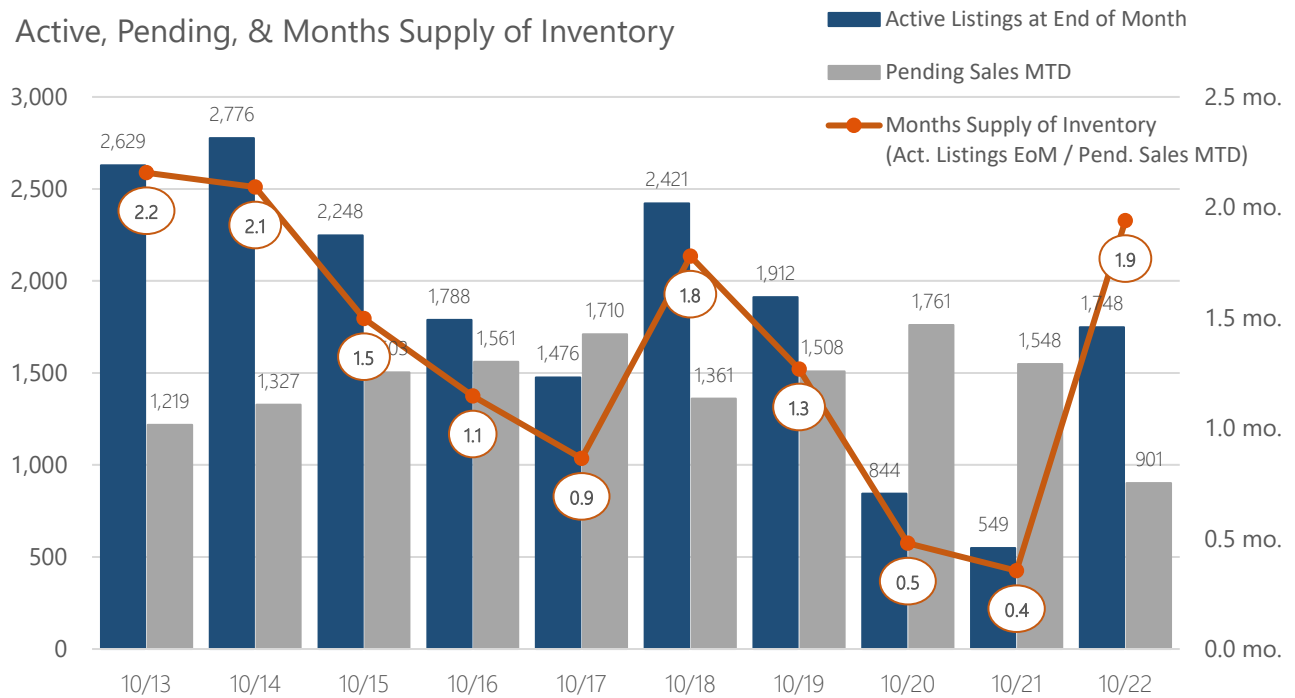
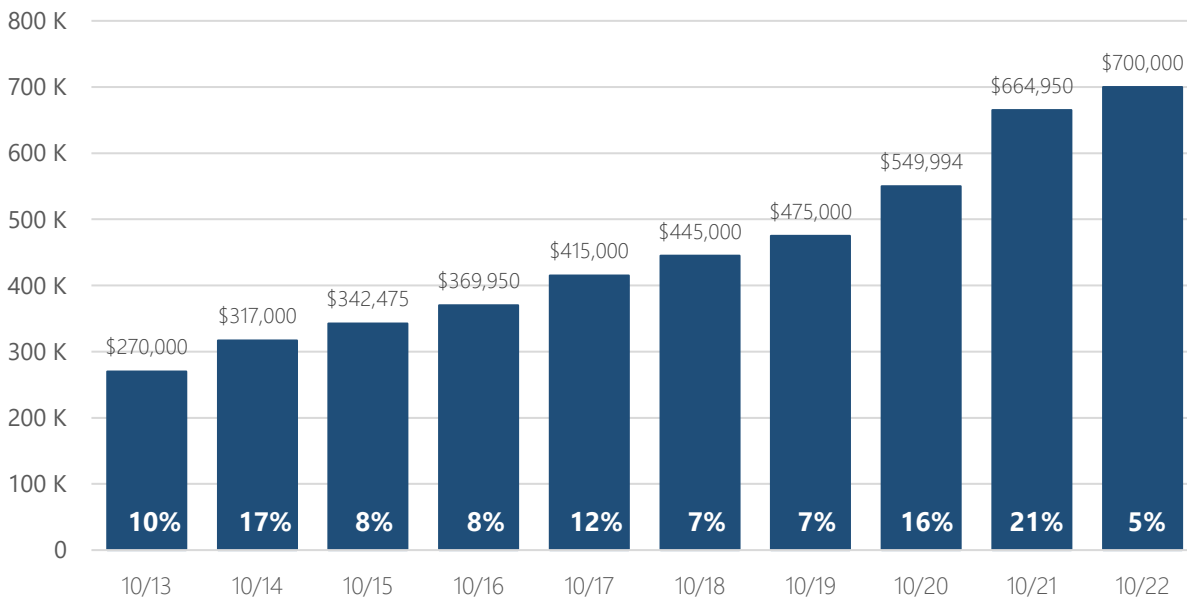


All Snohomish County
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



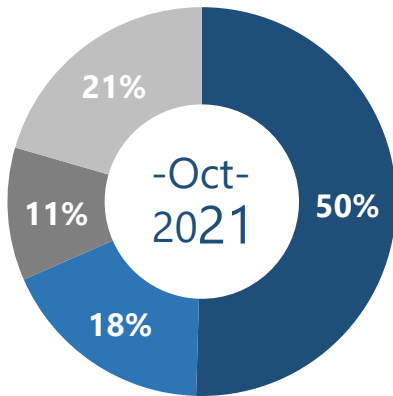
Median Closed Sales Price For Current Month Sold Properties



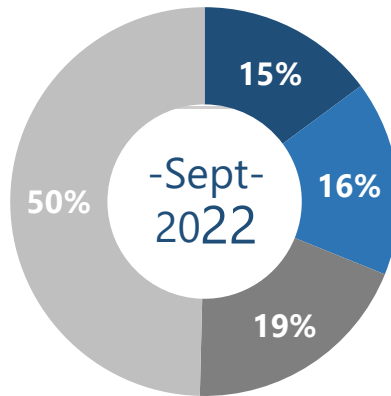
All Snohomish County

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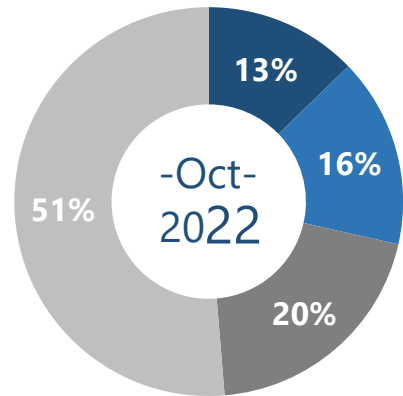
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

OCTOBER 2022

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	6	10	18	55
NUMBER OF SALES IN MONTH	122	151	193	491
MEDIAN DIFFERENCE FROM LIST PRICE	2%	0%	-3%	N/A

All Snohomish County
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price
based on Market Time

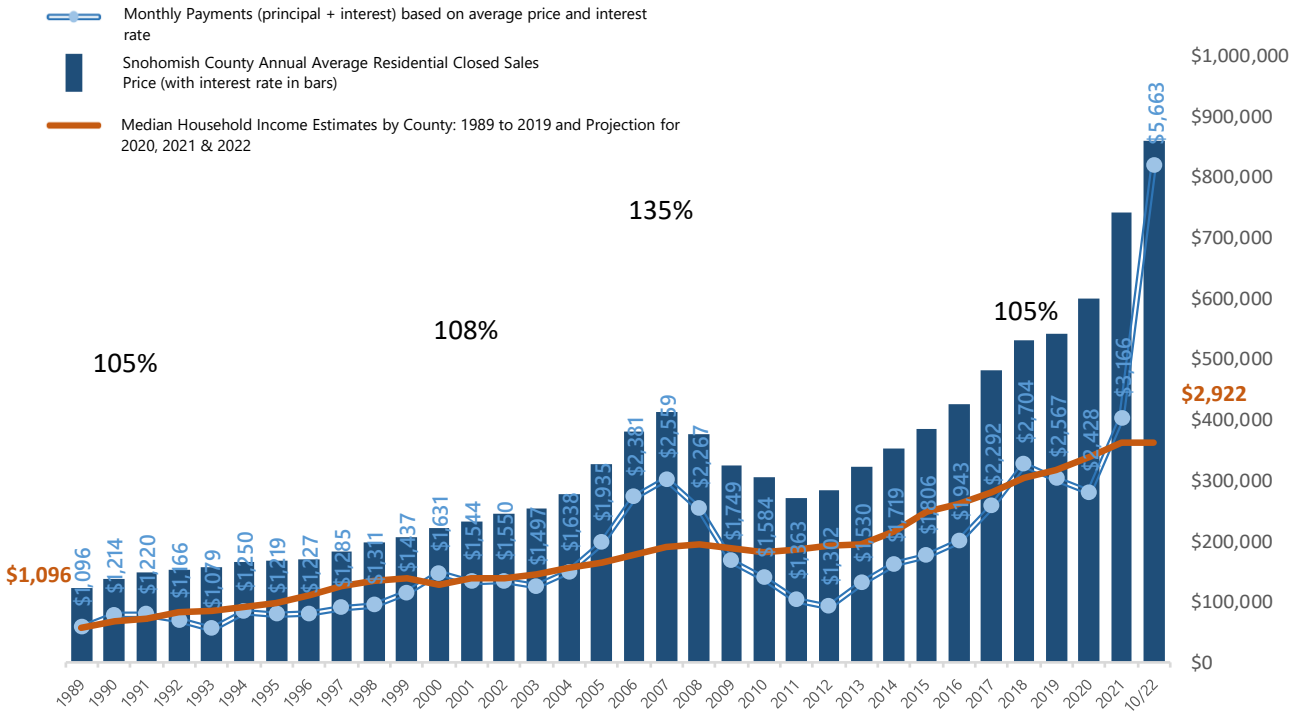
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	424	44.3%
15 - 30	96.4%	98.6%	180	18.8%
31 - 60	93.9%	98.1%	200	20.9%
61 - 90	88.8%	98.4%	110	11.5%
90+	86.1%	97.9%	43	4.5%
Totals			957	100.0%

The Cost of
Waiting a Year

	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
October, 2022	\$700,000	6.90%	\$4,610
October, 2021	\$664,950	3.07%	\$2,829
	\$35,050	3.83%	\$1,782 Per Month
			\$21,379 Per Year

Monthly Payments Compared to Inflation Trendline

Snohomish County

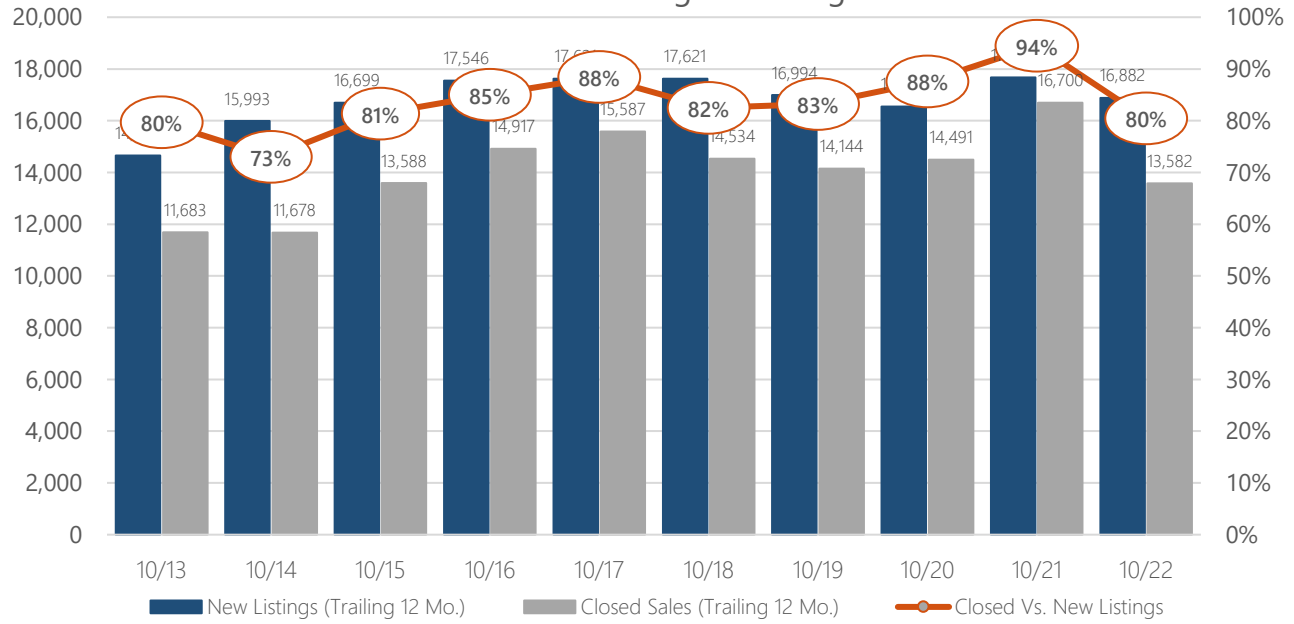


<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Median Household Income Estimates 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>

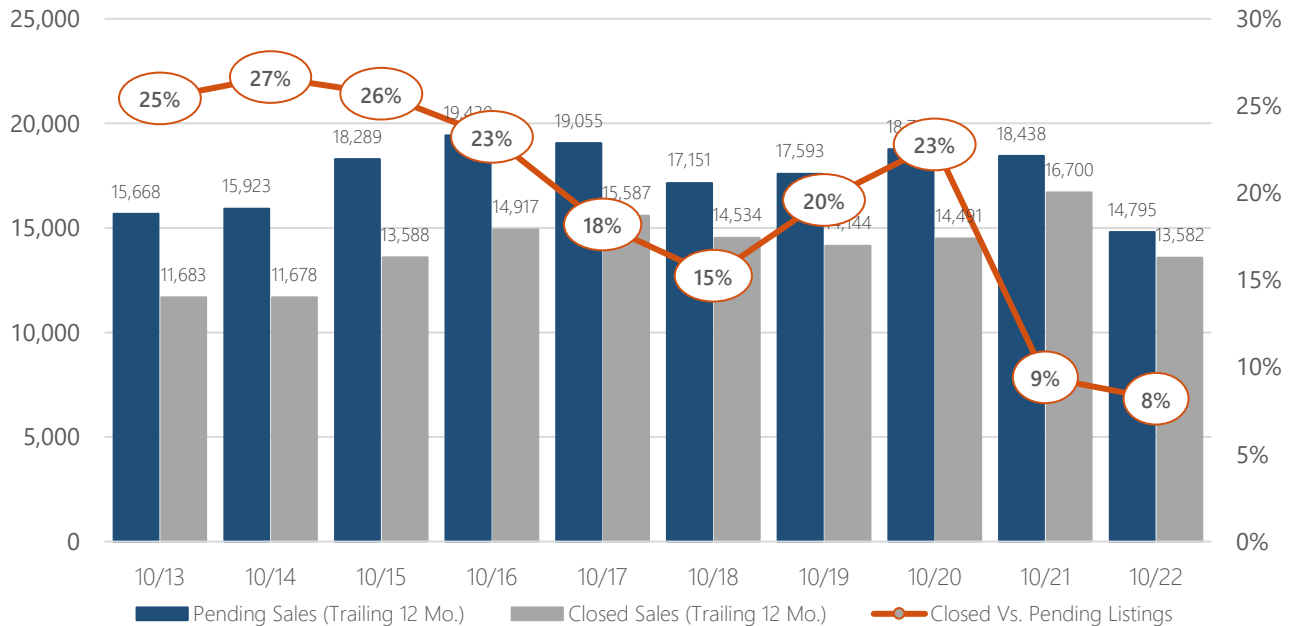
All Snohomish County RESIDENTIAL & CONDOMINIUM

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	0.4	0.2	1.7	530	1.0	0.3	2.4
110	0.5	0.2	1.4	540	0.4	0.2	2.4
120	0.7	0.5	1.4	550	0.6	0.2	3.1
130	0.7	0.6	1.5	560	1.1	0.4	1.7
140	1.3	0.7	1.7	600	0.6	0.3	2.0
300	0.5	0.6	1.5	610	0.5	0.4	2.4
310	0.6	0.4	1.8	700	2.2	1.2	2.7
320	0.5	0.4	1.3	701	7.2	2.9	9.6
330	0.6	0.4	2.1	705	1.1	0.6	2.0
340	0.6	0.4	2.0	710	1.3	0.5	1.6
350	0.5	0.4	1.4	715	1.1	0.5	3.0
360	0.8	0.9	2.1	720	0.6	0.5	1.0
380	1.0	0.7	2.6	730	0.6	0.2	1.5
385	1.7	0.8	3.2	740	0.4	0.3	2.2
390	2.4	1.2	2.9	750	0.6	0.4	1.9
500	0.6	0.3	2.0	760	0.5	0.4	2.3
510	1.1	0.4	2.8	770	0.4	0.5	1.7
520	1.1	0.4	4.1	800	1.7	1.3	1.2

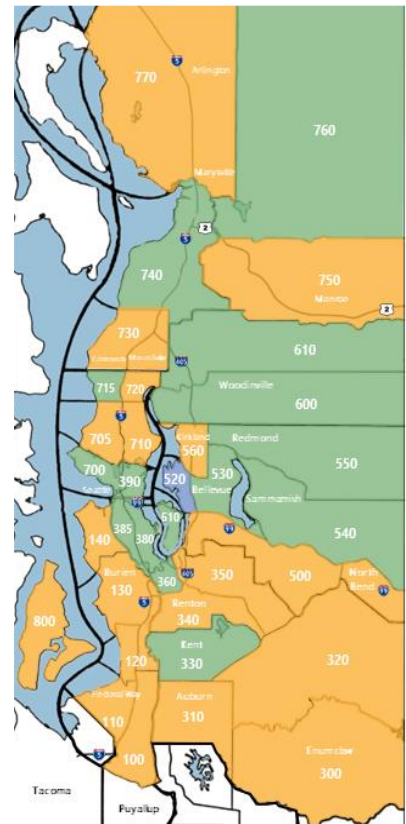
2 YEARS AGO



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

	October, 2022	October, 2021	Difference	% Change
Months Supply of Inventory	2.0	0.4	1.6	419%
Active Listings at End of Month	1,502	492	1,010	205%
Pending Sales MTD	754	1,283	-529	-41%
Pending Sales (Trailing 12 Months)	12,320	15,083	-2,763	-18%
Closed Sales MTD	788	1,268	-480	-38%
Closed Sales (Trailing 12 Months)	11,193	13,598	-2,405	-18%
Closed Sales Price (Median)	\$730,000	\$695,000	\$35,000	5%
30-Year-Fixed-Rate Mortgage Rate	6.9%	3.1%	3.8%	125%
Monthly Payments (P&I)	\$4,808	\$2,956	\$1,851	63%

Condominium

	October, 2022	October, 2021	Difference	% Change
Months Supply of Inventory	1.7	0.2	1.5	678%
Active Listings at End of Month	246	57	189	332%
Pending Sales MTD	147	265	-118	-45%
Pending Sales (Trailing 12 Months)	2,475	3,355	-880	-26%
Closed Sales MTD	169	242	-73	-30%
Closed Sales (Trailing 12 Months)	2,389	3,102	-713	-23%
Closed Sales Price (Median)	\$490,000	\$452,500	\$37,500	8%
30-Year-Fixed-Rate Mortgage Rate	6.9%	3.1%	3.8%	125%
Monthly Payments (P&I)	\$3,227	\$1,925	\$1,302	68%

Residential & Condominium

	October, 2022	October, 2021	Difference	% Change
Months Supply of Inventory	1.9	0.4	1.6	447%
Active Listings at End of Month	1,748	549	1,199	218%
Pending Sales MTD	901	1,548	-647	-42%
Pending Sales (Trailing 12 Months)	14,795	18,438	-3,643	-20%
Closed Sales MTD	957	1,510	-553	-37%
Closed Sales (Trailing 12 Months)	13,582	16,700	-3,118	-19%
Closed Sales Price (Median)	\$700,000	\$664,950	\$35,050	5%
30-Year-Fixed-Rate Mortgage Rates	6.9%	3.1%	3.8%	125%
Monthly Payments (P&I)	\$4,610	\$2,829	\$1,782	63%

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	1,831	2,160	1,901	1,873	1,748			218%	1,257	AVG	115%
New Listings Taken in Month	867	1,169	1,767	1,804	1,973	2,085	1,843	1,449	1,300	992			-21%	15,249	YTD	-4%
# of Pending Transactions	901	1,125	1,543	1,489	1,571	1,263	1,320	1,529	1,153	901			-42%	12,795	YTD	-21%
Months Supply of Inventory	0.3	0.3	0.3	0.6	0.8	1.4	1.6	1.2	1.6	1.9			447%	1.0	AVG	179%
# of Closed Sales	734	710	1,238	1,284	1,394	1,366	1,149	1,100	1,146	957			-37%	11,078	YTD	-20%
Median Closed Price	686,792	700,250	758,707	800,000	782,800	750,500	737,500	700,000	700,000	700,000			5%	733,625	WA	15%
2021																
Active Listings (EOM)	372	347	336	632	500	610	885	813	800	549	325	232	-35%	584	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	-12%	15,964	YTD	6%
# 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	-12%	16,129	YTD	-2%
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	-26%	0.4	AVG	-45%
# 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	-13%	13,907	YTD	14%
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	21%	638,172	WA	23%
2020																
Active Listings (EOM)	969	797	1,060	1,243	1,243	1,093	1,095	1,024	888	844	527	373	-56%	1,026	AVG	-44%
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	24%	15,027	YTD	-3%
# 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	17%	16,483	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	-62%	0.6	AVG	-46%
# of Closed Sales	783	859	1,083	896	920	1,344	1,504	1,492	1,596	1,734	1,380	1,413	37%	12,211	YTD	1%
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	16%	520,269	WA	10%
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	-21%	1,844	AVG	17%
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	-1%	15,482	YTD	-4%
# 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	11%	15,534	YTD	5%
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	-29%	1.2	AVG	11%
# 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	12%	12,104	YTD	0%
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	7%	470,933	WA	2%
2018																
# of Active Listings	667	672	783	991	1,421	1,831	2,036	2,357	2,568	2,421	2,086	1,562	64%	1,575	A	18%
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%	16,083	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	-20%	14,810	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	106%	1.1	A	35%
# 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	-21%	12,055	T	-8%
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%	461,308	WA	12%

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

		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	-17%	1,339	AVG	-18%
	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	11%	16,024	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	10%	16,637	YTD	-2%
	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	-25%	0.8	AVG	-18%
	# 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	5%	13,170	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%	413,224	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	-20%	1,643	AVG	-24%
	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	-11%	16,051	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	4%	17,056	YTD	5%
	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	-23%	1.0	AVG	-28%
	# 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	16%	12,755	YTD	8%
	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	8%	365,920	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	-19%	2,162	AVG	-16%
	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	3%	15,234	YTD	6%
	# 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	13%	16,306	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	-29%	1.3	AVG	-27%
	# of Closed Sales	686	740	1,075	1,272	1,315	1,374	1,411	1,442	1,290	1,178	973	1,189	6%	11,783	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	8%	334,180	WA	10%
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	6%	2,589	AVG	29%
	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	4%	14,433	YTD	9%
	# 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	9%	14,078	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	-3%	1.9	AVG	24%
	# of Closed Sales	615	668	949	943	1,074	1,220	1,172	1,163	1,057	1,113	885	920	7%	9,974	YTD	0%
	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	17%	303,607	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	34%	2,010	AVG	-19%
	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	26%	13,281	YTD	16%
	# 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	-8%	13,682	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	46%	1.5	AVG	-16%
	# of Closed Sales	713	673	932	1,020	1,131	1,159	1,141	1,143	1,032	1,041	833	871	11%	9,985	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	10%	276,175	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	-52%	2,468	AVG	-45%
	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	-13%	11,497	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	8%	14,058	YTD	16%
	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	-55%	1.8	AVG	-53%
	# of Closed Sales	593	698	828	886	1,000	1,025	1,029	1,057	880	937	806	892	13%	8,933	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	11%	240,227	WA	4%

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	TT
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	7	7	9	30	7			95
\$250,000 to \$499,999	135	120	178	143	142	183	180	191	182	167			1,621
\$500,000 to \$749,999	270	258	455	411	461	473	401	411	446	381			3,967
\$750,000 to \$999,999	194	159	313	337	391	350	297	272	293	231			2,837
\$1,000,000 to \$1,499,999	102	125	250	285	293	270	209	179	175	150			2,038
\$1,500,000 to \$2,499,999	18	36	90	100	77	74	49	35	22	19			520
\$2,500,000 and above	0	1	8	5	3	5	2	2	3	2			31
Grand Total	727	710	1,300	1,284	1,374	1,362	1,145	1,099	1,151	957			11,109

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	212
\$250,000 to \$499,999	332	266	319	319	294	334	331	313	351	295	249	204	3,154
\$500,000 to \$749,999	358	327	495	524	601	693	681	709	696	619	574	485	5,703
\$750,000 to \$999,999	142	146	240	275	358	441	431	397	397	361	320	268	3,188
\$1,000,000 to \$1,499,999	40	60	87	124	169	178	174	176	165	158	142	156	1,331
\$1,500,000 to \$2,499,999	4	7	20	15	17	36	28	35	33	38	36	34	233
\$2,500,000 and above	0	1	1	1	3	3	1	5	1	3	3	3	19
Grand Total	905	824	1,189	1,279	1,470	1,704	1,661	1,658	1,658	1,492	1,339	1,161	13,840

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%	-63%	-53%	-61%	100%	-61%			-55%
\$250,000 to \$499,999	-59%	-55%	-44%	-55%	-52%	-45%	-46%	-39%	-48%	-43%			-49%
\$500,000 to \$749,999	-25%	-21%	-8%	-22%	-23%	-32%	-41%	-42%	-36%	-38%			-30%
\$750,000 to \$999,999	37%	9%	30%	23%	9%	-21%	-31%	-31%	-26%	-36%			-11%
\$1,000,000 to \$1,499,999	155%	108%	187%	130%	73%	52%	20%	2%	6%	-5%			53%
\$1,500,000 to \$2,499,999	350%	414%	350%	567%	353%	106%	75%	0%	-33%	-50%			123%
\$2,500,000 and above	N/A	0%	700%	400%	0%	67%	100%	-60%	200%	-33%			63%
Grand Total	-20%	-14%	9%	0%	-7%	-20%	-31%	-34%	-31%	-36%			-20%