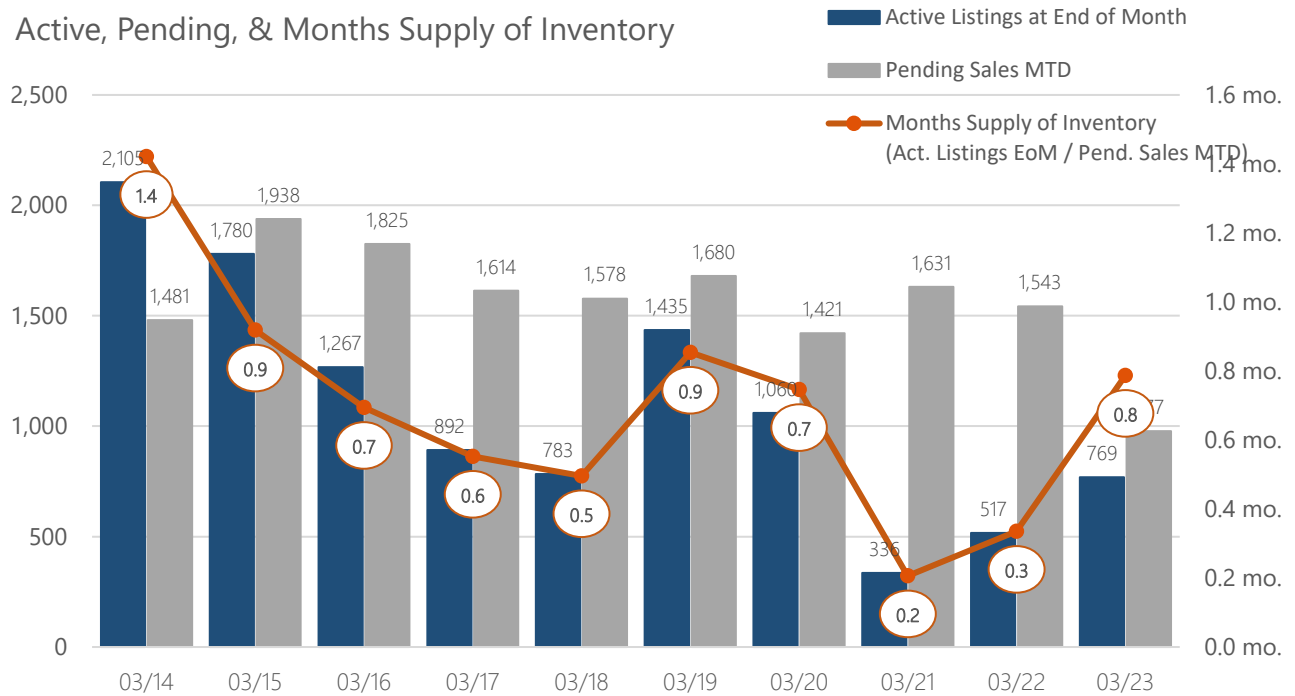
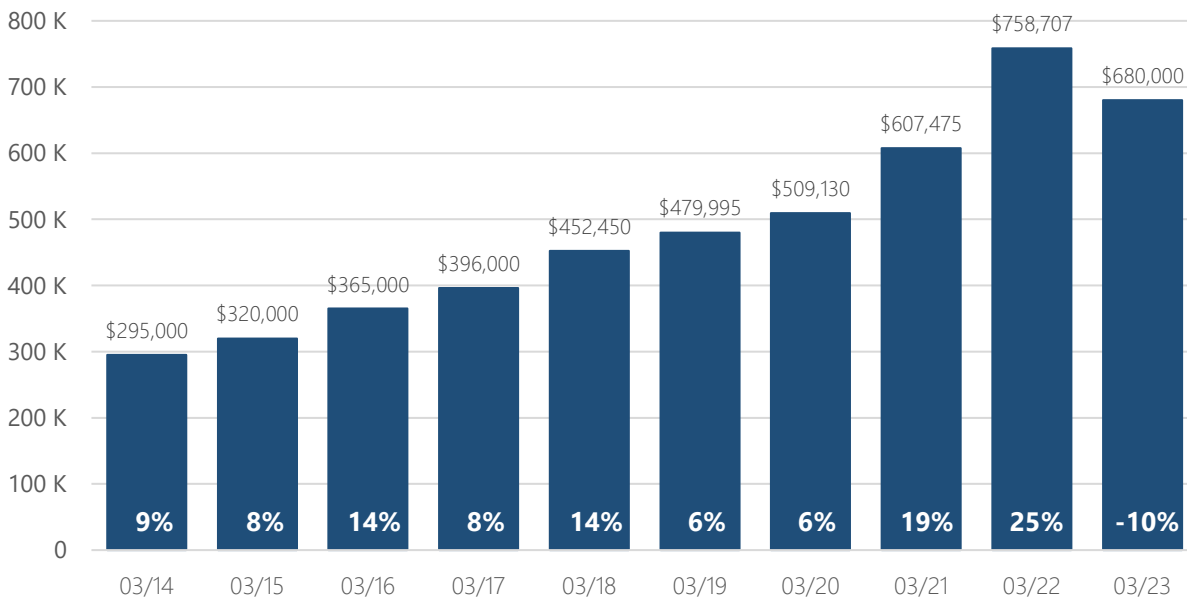


All Snohomish County
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



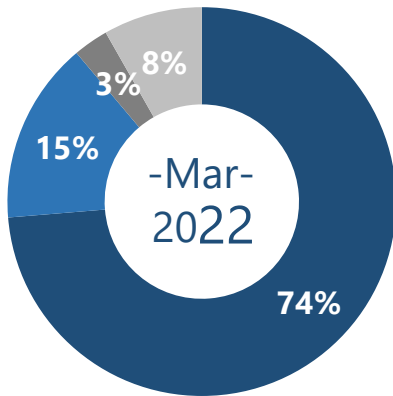
Median Closed Sales Price For Current Month Sold Properties



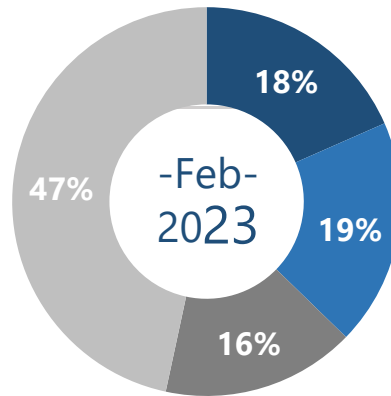
All Snohomish County

RESIDENTIAL & CONDOMINIUM

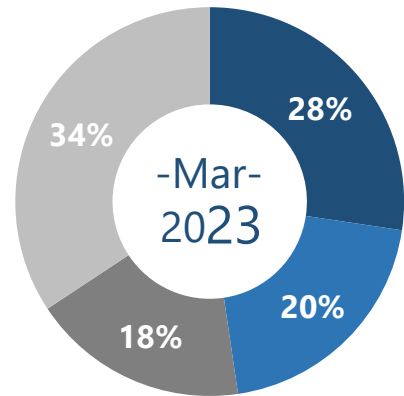
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



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 2023

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	8	18	26	93
NUMBER OF SALES IN MONTH	▶	229	170	151	287
MEDIAN DIFFERENCE FROM LIST PRICE	▶	3%	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%	446	53.3%
15 - 30	99.1%	100.0%	112	13.4%
31 - 60	97.9%	100.0%	101	12.1%
61 - 90	96.1%	99.3%	54	6.5%
90+	93.0%	99.0%	124	14.8%
Totals			837	100.0%

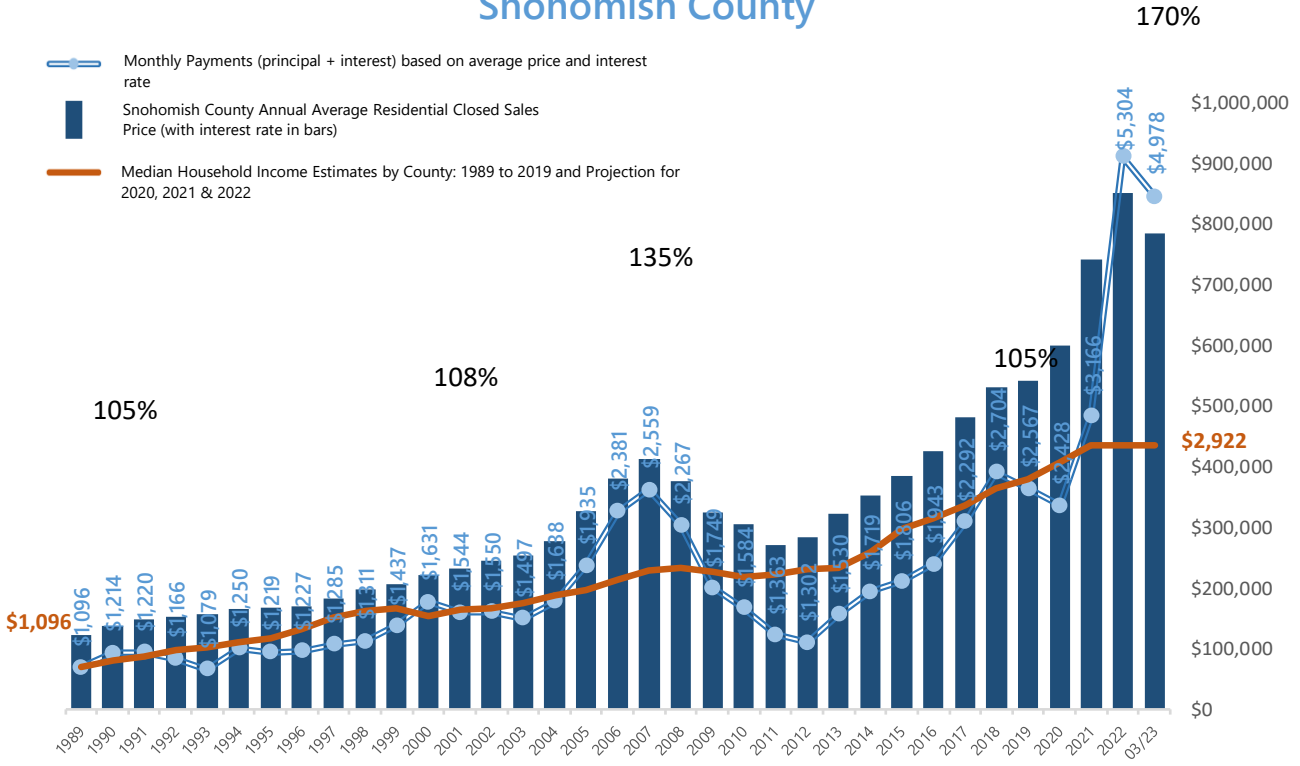
The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
March, 2023	\$680,000	6.54%	\$4,316
March, 2022	\$758,707	4.17%	\$3,697
	-\$78,707	2.37%	\$619 Per Month
			\$7,428 Per Year

* Per FreddieMac.com/pmms - Average of all weeks reported in calendar month

Monthly Payments Compared to Inflation Trendline

Snohomish County

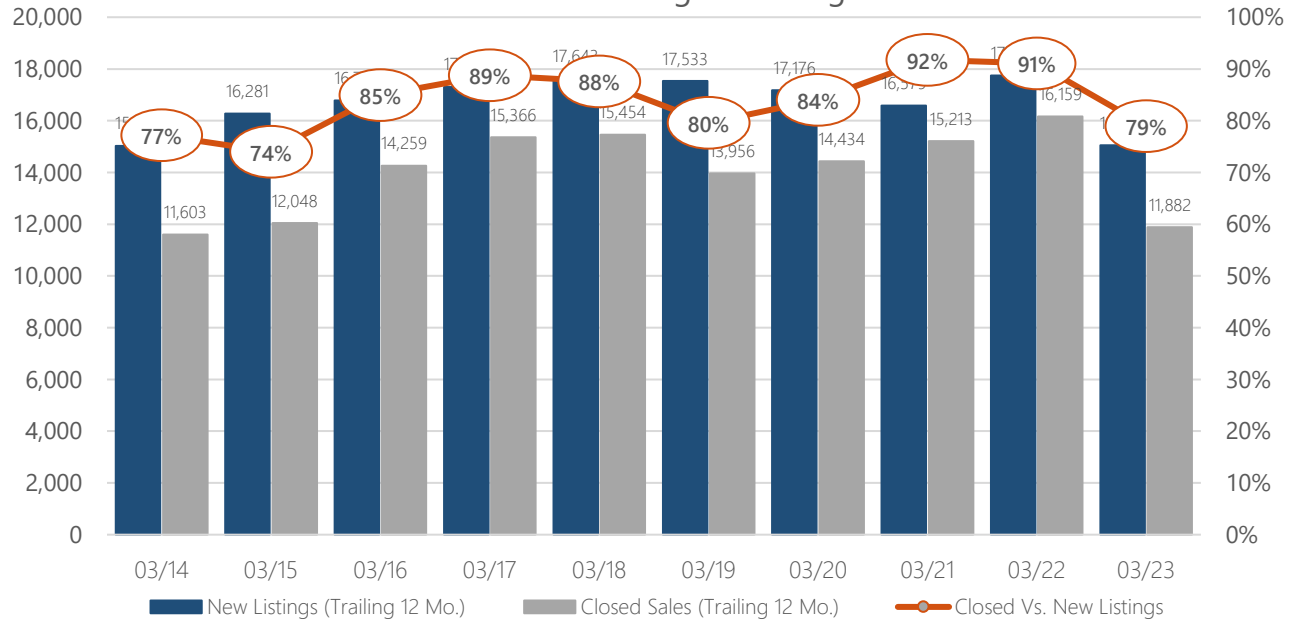


<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Median Household Income Estimates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

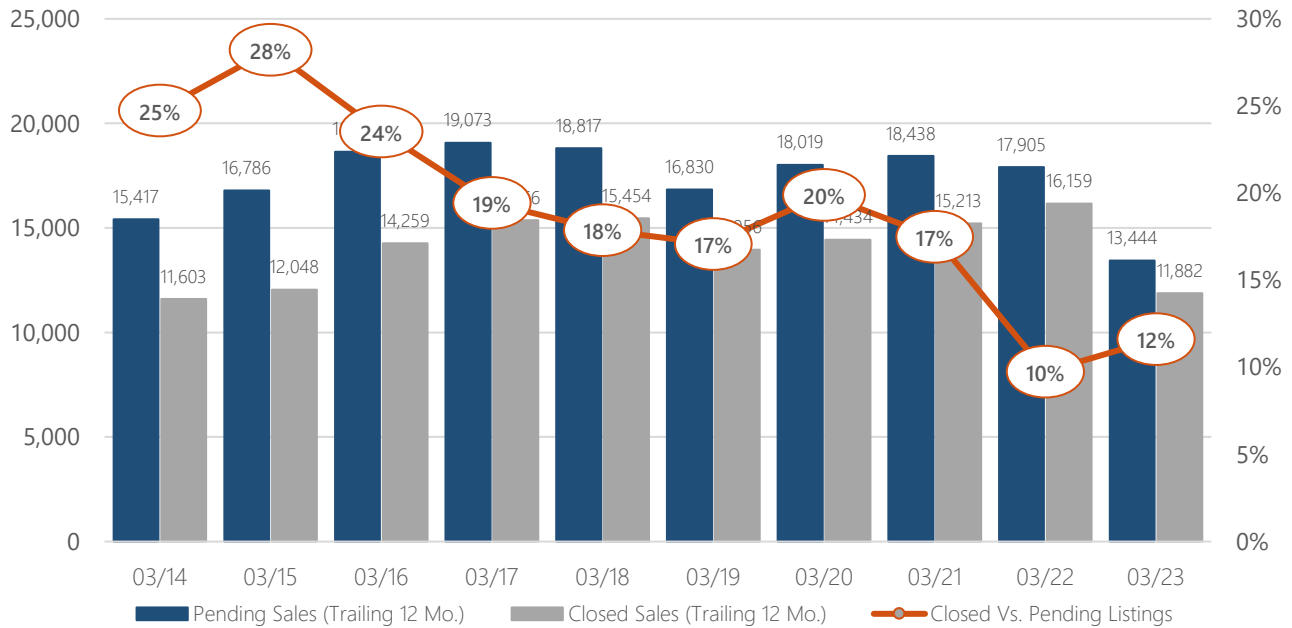
All Snohomish County RESIDENTIAL & CONDOMINIUM

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

Area			Months Inventory			Area			Months Inventory		
			2021	2022	2023				2021	2022	2023
100	0.1	0.4	0.6	530	0.3	0.3	0.9				
110	0.1	0.3	0.4	540	0.2	0.4	0.9				
120	0.3	0.3	0.6	550	0.2	0.4	1.0				
130	0.4	0.3	1.0	560	0.5	0.5	1.3				
140	0.5	0.3	0.8	600	0.2	0.4	0.9				
300	0.4	0.3	1.3	610	0.2	0.4	0.9				
310	0.1	0.4	0.5	700	0.9	0.5	1.4				
320	0.3	0.5	1.4	701	2.0	1.5	3.8				
330	0.2	0.3	0.8	705	0.5	0.3	1.0				
340	0.2	0.3	0.6	710	0.5	0.3	1.1				
350	0.2	0.2	0.7	715	0.2	0.2	1.5				
360	0.3	0.5	0.7	720	0.3	0.4	0.8				
380	0.6	0.5	1.5	730	0.2	0.3	0.8				
385	0.7	0.4	1.2	740	0.1	0.3	0.7				
390	1.0	0.6	1.7	750	0.2	0.3	0.7				
500	0.3	0.2	1.0	760	0.3	0.4	0.8				
510	0.6	0.3	1.7	770	0.2	0.4	0.9				
520	0.7	0.6	2.3	800	0.9	0.5	1.4				

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

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

	March, 2023	March, 2022	Difference	% Change
Months Supply of Inventory	0.8	0.4	0.5	139%
Active Listings at End of Month	660	457	203	44%
Pending Sales MTD	784	1,298	-514	-40%
Pending Sales (Trailing 12 Months)	11,185	14,859	-3,674	-25%
Closed Sales MTD	703	987	-284	-29%
Closed Sales (Trailing 12 Months)	9,857	13,185	-3,328	-25%
Closed Sales Price (Median)	\$724,000	\$800,000	-\$76,000	-10%
30-Year-Fixed-Rate Mortgage Rate	6.5%	4.2%	2.4%	57%
Monthly Payments (P&I)	\$4,595	\$3,898	\$697	18%

Condominium

	March, 2023	March, 2022	Difference	% Change
Months Supply of Inventory	0.6	0.2	0.3	131%
Active Listings at End of Month	109	60	49	82%
Pending Sales MTD	193	245	-52	-21%
Pending Sales (Trailing 12 Months)	2,259	3,046	-787	-26%
Closed Sales MTD	147	251	-104	-41%
Closed Sales (Trailing 12 Months)	2,025	2,974	-949	-32%
Closed Sales Price (Median)	\$495,000	\$555,000	-\$60,000	-11%
30-Year-Fixed-Rate Mortgage Rate	6.5%	4.2%	2.4%	57%
Monthly Payments (P&I)	\$3,142	\$2,704	\$437	16%

Residential & Condominium

	March, 2023	March, 2022	Difference	% Change
Months Supply of Inventory	0.8	0.3	0.5	135%
Active Listings at End of Month	769	517	252	49%
Pending Sales MTD	977	1,543	-566	-37%
Pending Sales (Trailing 12 Months)	13,444	17,905	-4,461	-25%
Closed Sales MTD	850	1,238	-388	-31%
Closed Sales (Trailing 12 Months)	11,882	16,159	-4,277	-26%
Closed Sales Price (Median)	\$680,000	\$758,707	-\$78,707	-10%
30-Year-Fixed-Rate Mortgage Rates	6.5%	4.2%	2.4%	57%
Monthly Payments (P&I)	\$4,316	\$3,697	\$619	17%

All Snohomish County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2023	Active Listings (EOM)	875	662	769										49%	769	AVG	120%
	New Listings Taken in Month	719	728	1,051										-41%	2,498	YTD	-34%
	# of Pending Transactions	886	967	977										-37%	2,830	YTD	-21%
	Months Supply of Inventory	1.0	0.7	0.8										135%	0.8	AVG	186%
	# of Closed Sales	513	652	850										-31%	2,015	YTD	-25%
	Median Closed Price	645,000	664,975	680,000										-10%	663,635	WA	-7%
2022	Active Listings (EOM)	241	290	517	822	1,182	1,831	2,160	1,901	1,873	1,748	1,452	1,068	54%	349	AVG	-1%
	New Listings Taken in Month	867	1,169	1,767	1,804	1,973	2,085	1,843	1,449	1,300	992	698	408	-5%	3,803	YTD	4%
	# of Pending Transactions	901	1,125	1,543	1,489	1,571	1,263	1,320	1,529	1,153	901	773	615	-5%	3,569	YTD	-6%
	Months Supply of Inventory	0.3	0.3	0.3	0.6	0.8	1.4	1.6	1.2	1.6	1.9	1.9	1.7	63%	0.3	AVG	-1%
	# of Closed Sales	734	710	1,238	1,284	1,394	1,366	1,149	1,100	1,146	957	768	703	4%	2,682	YTD	-9%
	Median Closed Price	686,792	700,250	758,707	800,000	782,800	750,500	737,500	700,000	700,000	700,000	677,475	679,000	25%	716,612	WA	23%
2021	Active Listings (EOM)	372	347	336	632	500	610	885	813	800	549	325	232	-68%	352	AVG	-63%
	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	3%	3,657	YTD	-4%
	# 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	15%	3,793	YTD	-9%
	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	-72%	0.3	AVG	-58%
	# 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	10%	2,934	YTD	8%
	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	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	-5%	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	# of Active Listings	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	A	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	6%	3,638	YTD	1%
	# 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	A	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	T	-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%

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

March, 2023



All Snohomish County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
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	Active Listings (EOM)	888	840	892	1,004	1,275	1,580	1,759	1,830	1,850	1,476	1,100	709	-30%	873	AVG	-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	-5%	3,619	YTD	-9%
	# 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	AVG	-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	YTD	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%
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	-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	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%

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 |

2013 - 2022

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	1,148	1,113	1,165	1,350	1,563	1,796	1,988	2,034	2,035	1,839	1,504	1,149	1,557	AVG
% of 12 Month Avg.	74%	71%	75%	87%	100%	115%	128%	131%	131%	118%	97%	74%		
New Listings Taken in Month	1,037	1,106	1,552	1,637	1,863	1,854	1,787	1,670	1,503	1,275	883	630	16,796	T
% of 12 Month Avg.	74%	79%	111%	117%	133%	132%	128%	119%	107%	91%	63%	45%		
# of Pending Transactions	1,171	1,254	1,629	1,563	1,759	1,705	1,666	1,673	1,490	1,440	1,174	927	17,451	T
% of 12 Month Avg.	81%	86%	112%	107%	121%	117%	115%	115%	102%	99%	81%	64%		
Months Supply of Inventory	1.0	0.9	0.7	0.9	0.9	1.1	1.2	1.2	1.4	1.3	1.3	1.2	1.1	AVG
% of 12 Month Avg.	91%	82%	66%	80%	82%	98%	110%	113%	126%	118%	119%	115%		
# of Closed Units	775	789	1,107	1,142	1,291	1,421	1,389	1,406	1,311	1,273	1,083	1,082	14,068	T
% of 12 Month Avg.	66%	67%	94%	97%	110%	121%	119%	120%	112%	109%	92%	92%		
Median Closed Price	413,448	427,331	445,371	457,117	459,769	465,867	467,290	459,704	456,352	454,937	453,754	459,395	451,695	AVG
% of 12 Month Avg.	92%	95%	99%	101%	102%	103%	103%	102%	101%	101%	100%	102%		

All Snohomish County
RESIDENTIAL & CONDOMINIUM
Closed Sales by Price by Month
2023

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	6	9	2										17
\$250,000 to \$499,999	118	148	146										412
\$500,000 to \$749,999	192	253	350										795
\$750,000 to \$999,999	118	151	185										454
\$1,000,000 to \$1,499,999	61	78	124										263
\$1,500,000 to \$2,499,999	17	13	28										58
\$2,500,000 and above	1	0	2										3
Grand Total	513	652	837										2,002

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	4	3	25
\$250,000 to \$499,999	135	120	178	143	142	183	180	191	182	167	139	132	433
\$500,000 to \$749,999	270	258	455	411	461	473	401	411	446	381	331	281	983
\$750,000 to \$999,999	194	159	313	337	391	350	297	272	293	231	167	161	666
\$1,000,000 to \$1,499,999	102	125	250	285	293	270	209	179	175	150	108	96	477
\$1,500,000 to \$2,499,999	18	36	90	100	77	74	49	35	22	19	21	26	144
\$2,500,000 and above	0	1	8	5	3	5	2	2	3	2	0	4	9
Grand Total	727	710	1,300	1,284	1,374	1,362	1,145	1,099	1,151	957	770	703	2,737

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-25%	-18%	-67%										-32%
\$250,000 to \$499,999	-13%	23%	-18%										-5%
\$500,000 to \$749,999	-29%	-2%	-23%										-19%
\$750,000 to \$999,999	-39%	-5%	-41%										-32%
\$1,000,000 to \$1,499,999	-40%	-38%	-50%										-45%
\$1,500,000 to \$2,499,999	-6%	-64%	-69%										-60%
\$2,500,000 and above	N/A	-100%	-75%										-67%
Grand Total	-29%	-8%	-36%										-27%