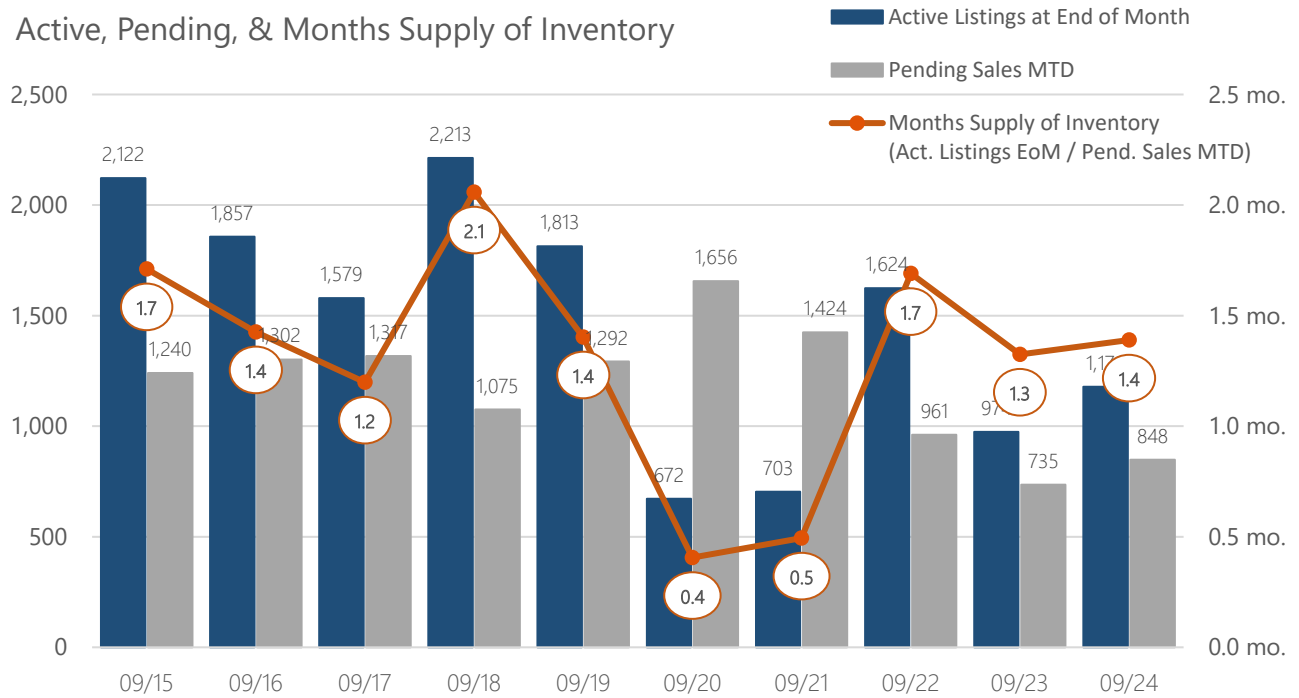
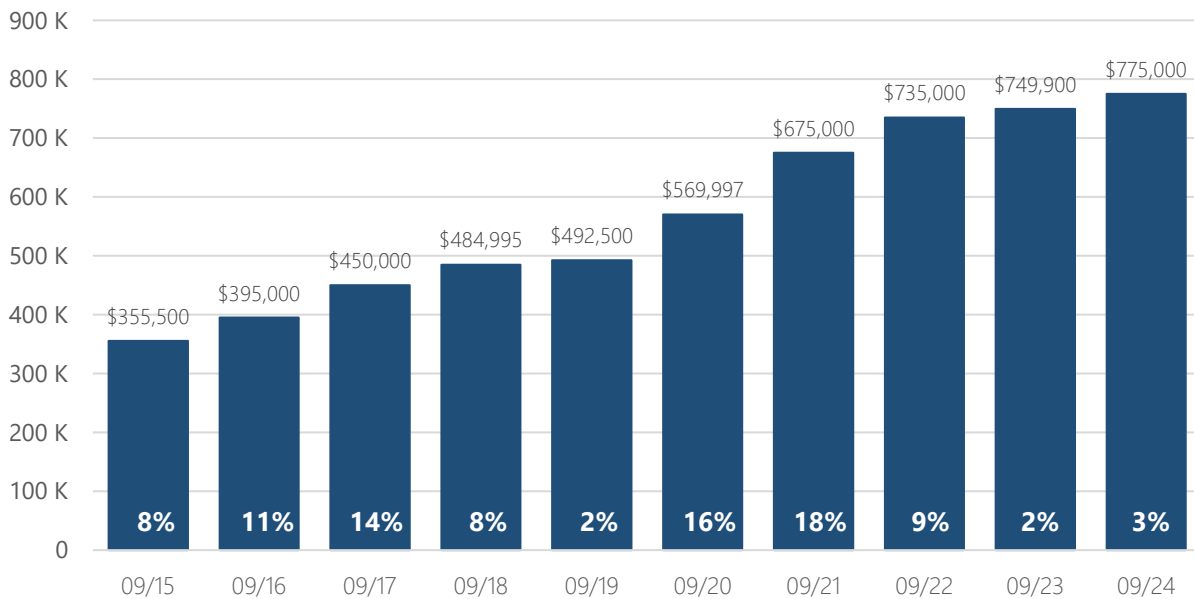


All Snohomish County
RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



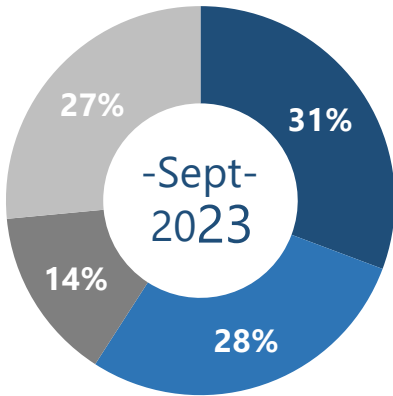
Median Closed Sales Price For Current Month Sold Properties



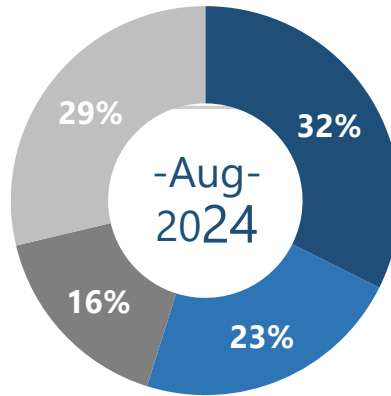
All Snohomish County

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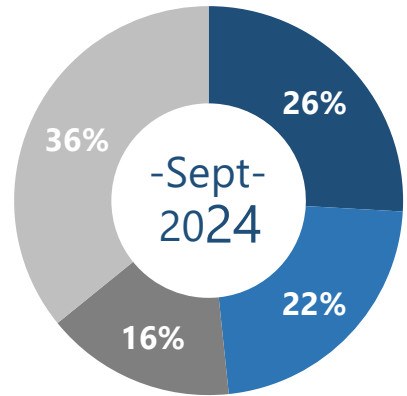
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD
ABOVE
LIST
PRICE



SOLD
AT
LIST
PRICE



SOLD
BELOW
LIST
PRICE



PRICE
CHANGE
BEFORE
SALE

SEPTEMBER 2024

AVERAGE DAYS
ON MARKET



8

12

20

51

NUMBER OF SALES
IN MONTH



203

176

124

281

MEDIAN % FROM
ORIGINAL LIST PRICE



2%

0%

-3%

N/A

All Snohomish County

RESIDENTIAL ONLY

Sales Price to List Price based on Market Time

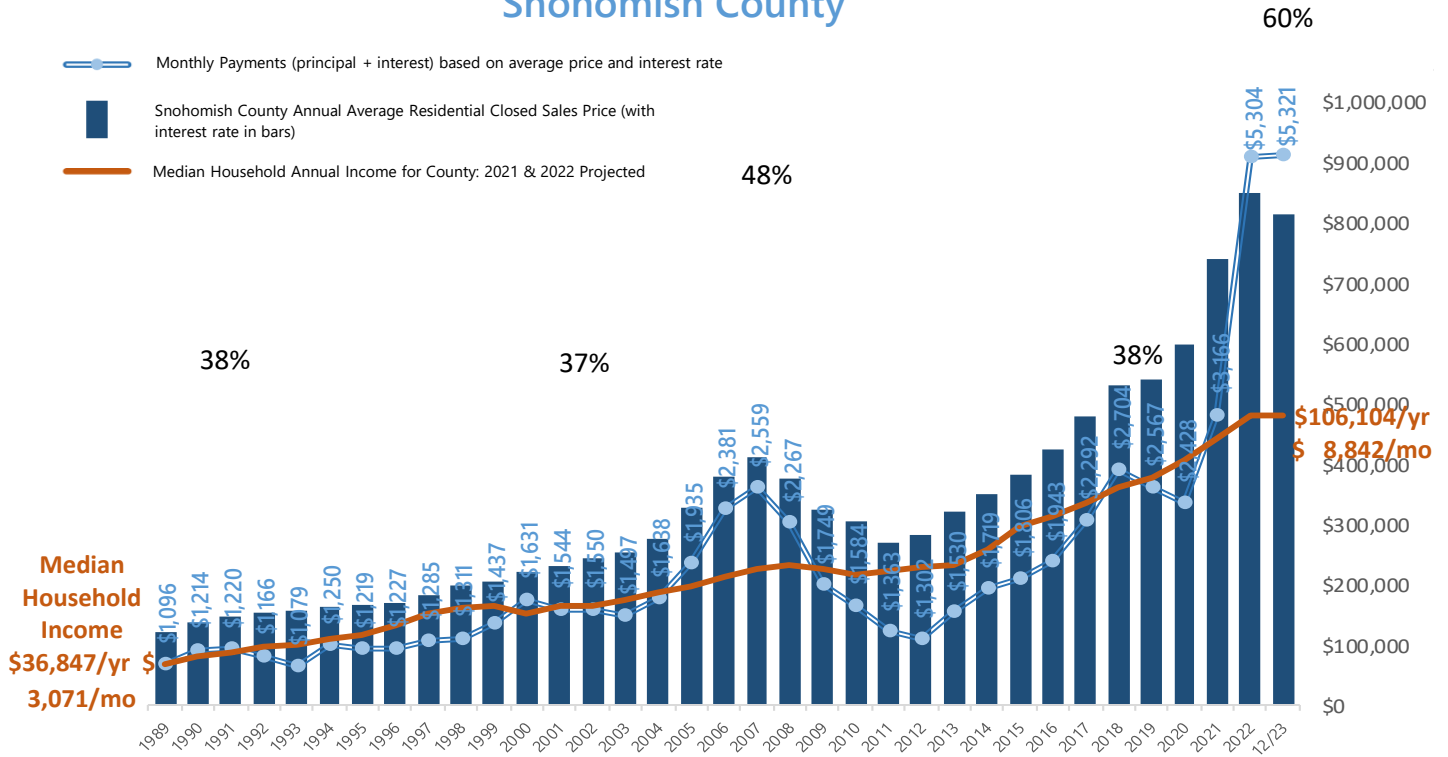
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	425	54.2%
15 - 30	97.5%	99.4%	154	19.6%
31 - 60	96.2%	99.4%	128	16.3%
61 - 90	94.1%	99.3%	52	6.6%
90+	88.4%	98.1%	25	3.2%
Totals			784	100.0%

The Cost of Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
September, 2024	\$775,000	6.18%	\$4,737
September, 2023	\$749,900	7.20%	\$5,090
	\$25,100	-1.02%	-\$354 Per Month
			-\$4,244 Per Year

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

Monthly Payments Compared to Income Trendline Snohomish County



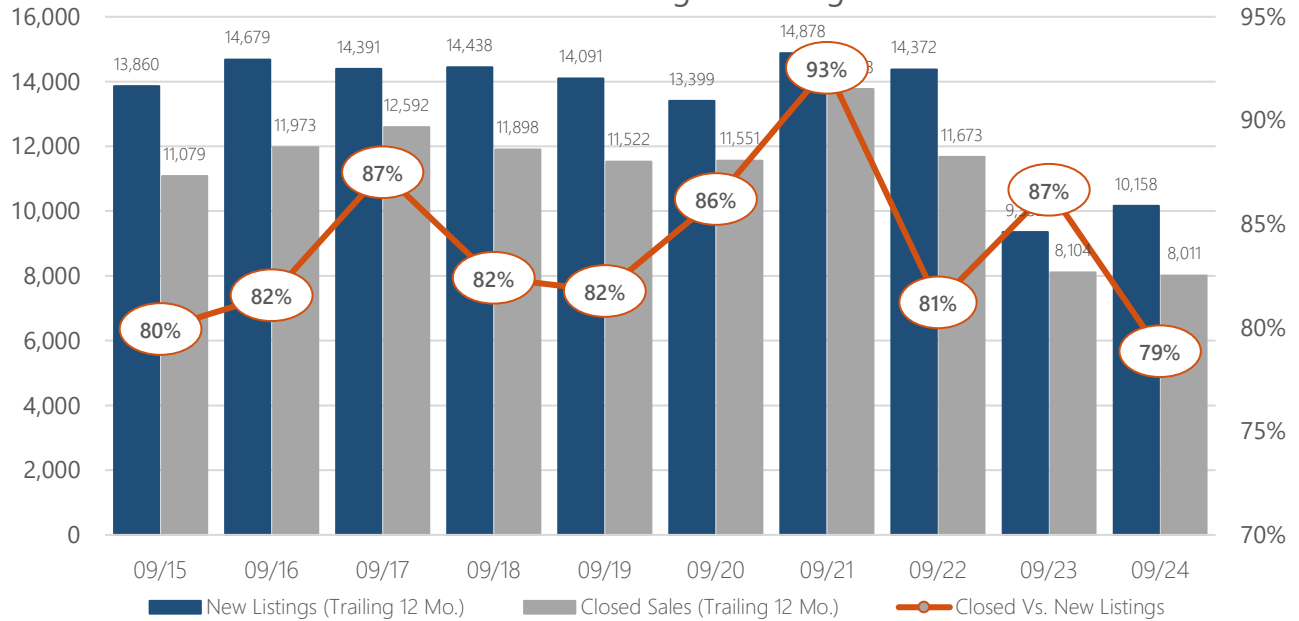
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Annual Median Household Income for County: 2021 & 2022 Projected</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 median income</p>	<p>Monthly cycle peaks shown</p>

All Snohomish County

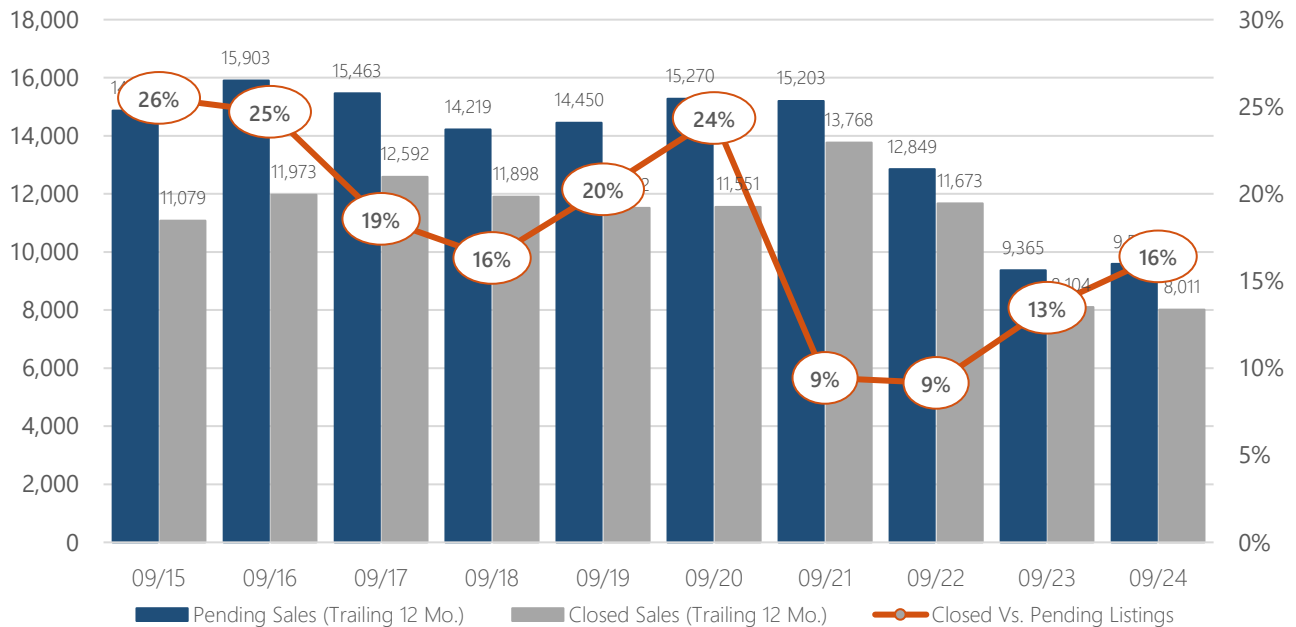
RESIDENTIAL ONLY

What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close

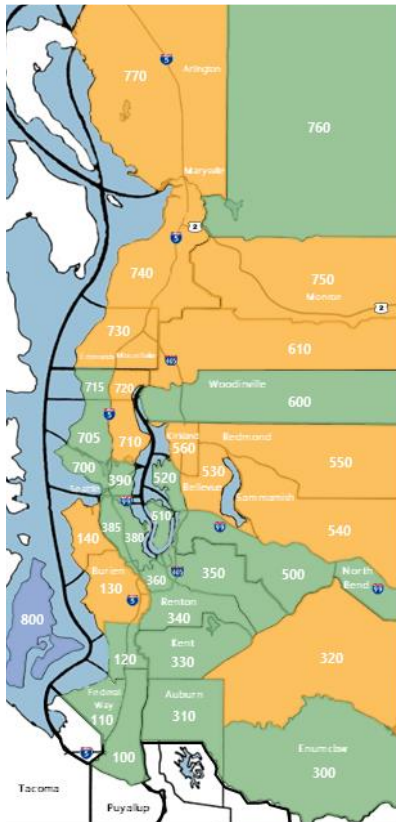


Months Supply
of
Inventory
•
**CURRENT
MONTH**
•
KING &
SNOHOMISH
COUNTY
•
RESIDENTIAL ONLY

Area	Months Inventory			Area	Months Inventory		
	2022	2023	2024		2022	2023	2024
100	2.9	1.6	1.5	530	1.4	1.3	1.1
110	2.2	1.3	1.4	540	1.9	1.4	1.3
120	2.2	1.5	2.0	550	1.6	1.5	1.3
130	1.6	1.7	1.7	560	1.5	2.0	1.7
140	1.9	1.3	1.6	600	2.1	1.6	1.6
300	3.2	1.4	1.9	610	1.4	1.4	1.3
310	2.1	1.2	1.5	700	2.1	2.1	2.1
320	1.8	2.1	1.7	701	0.0	0.0	0.0
330	2.0	1.2	1.8	705	2.0	1.8	1.6
340	2.3	1.2	1.8	710	1.9	1.5	1.6
350	2.0	1.1	1.4	715	2.4	1.5	1.5
360	2.7	0.8	1.8	720	1.8	1.3	1.4
380	2.0	2.7	2.2	730	1.2	1.0	1.2
385	2.1	2.3	3.2	740	1.7	1.3	1.3
390	2.5	2.4	2.3	750	2.0	1.3	1.7
500	2.0	1.6	1.2	760	2.4	1.7	1.9
510	2.9	1.2	2.1	770	1.9	1.4	1.3
520	3.3	2.7	3.7	800	4.3	1.3	4.4

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

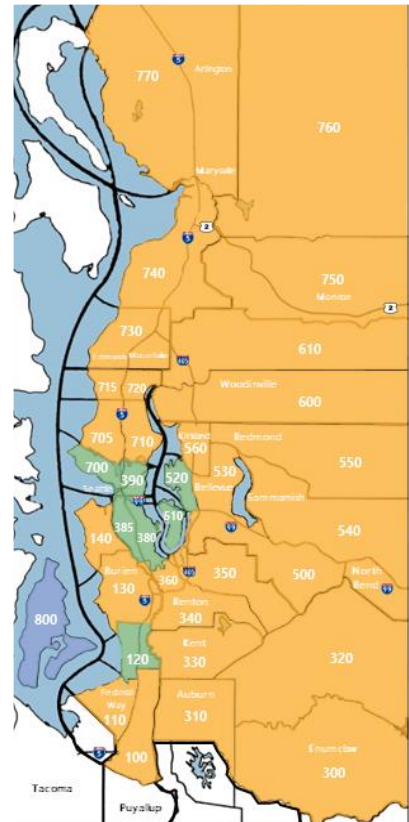
2 YEARS AGO



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

	September, 2024	September, 2023	Difference	% Change
Months Supply of Inventory	1.4	1.3	0.1	5%
Active Listings at End of Month	1,178	974	204	21%
Pending Sales MTD	848	735	113	15%
Pending Sales (Trailing 12 Months)	9,584	9,365	219	2%
Closed Sales MTD	787	741	46	6%
Closed Sales (Trailing 12 Months)	8,011	8,104	-93	-1%
Closed Sales Price (Median)	\$775,000	\$749,900	\$25,100	3%
30-Year-Fixed-Rate Mortgage Rate	6.2%	7.2%	-1.0%	-14%
Monthly Payments (P&I)	\$4,737	\$5,090	-\$354	-7%

Condominium

	September, 2024	September, 2023	Difference	% Change
Months Supply of Inventory	1.8	1.2	0.6	51%
Active Listings at End of Month	274	179	95	53%
Pending Sales MTD	153	151	2	1%
Pending Sales (Trailing 12 Months)	1,926	1,858	68	4%
Closed Sales MTD	111	120	-9	-8%
Closed Sales (Trailing 12 Months)	1,566	1,638	-72	-4%
Closed Sales Price (Median)	\$530,000	\$498,500	\$31,500	6%
30-Year-Fixed-Rate Mortgage Rate	6.2%	7.2%	-1.0%	-14%
Monthly Payments (P&I)	\$3,239	\$3,384	-\$145	-4%

Residential & Condominium

	September, 2024	September, 2023	Difference	% Change
Months Supply of Inventory	1.5	1.3	0.1	11%
Active Listings at End of Month	1,452	1,153	299	26%
Pending Sales MTD	1,001	886	115	13%
Pending Sales (Trailing 12 Months)	11,510	11,223	287	3%
Closed Sales MTD	898	861	37	4%
Closed Sales (Trailing 12 Months)	9,577	9,742	-165	-2%
Closed Sales Price (Median)	\$760,000	\$715,000	\$45,000	6%
30-Year-Fixed-Rate Mortgage Rates	6.2%	7.2%	-1.0%	-14%
Monthly Payments (P&I)	\$4,645	\$4,853	-\$208	-4%

All Snohomish County RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2024	Active Listings (EOM)	396	455	484	587	934	1,133	1,168	1,143	1,178				21%	831	AVG	8%
	New Listings Taken in Month	567	760	912	1,000	1,300	1,139	990	993	954				11%	8,615	YTD	13%
	# of Pending Transactions	676	723	878	889	970	889	884	957	848				15%	7,714	YTD	3%
	Months Supply of Inventory	0.6	0.6	0.6	0.7	1.0	1.3	1.3	1.2	1.4				5%	1.0	AVG	2%
	# of Closed Sales	473	551	613	694	765	825	771	825	787				6%	6,304	YTD	4%
	Median Closed Price	729,990	750,990	760,000	799,500	828,000	830,000	818,419	780,000	775,000				3%	787,199	WA	6%
2023	Active Listings (EOM)	760	582	660	653	698	820	847	914	974	934	789	474	-40%	768	AVG	-27%
	New Listings Taken in Month	598	609	846	791	984	1,033	944	940	856	698	522	323	-24%	7,601	YTD	-37%
	# of Pending Transactions	731	806	784	804	929	925	928	813	735	696	588	586	-24%	7,455	YTD	-25%
	Months Supply of Inventory	1.0	0.7	0.8	0.8	0.8	0.9	0.9	1.1	1.3	1.3	1.3	0.8	-22%	0.9	AVG	-1%
	# of Closed Sales	417	538	703	628	717	756	748	837	741	653	525	529	-20%	6,085	YTD	-27%
	Median Closed Price	699,000	690,560	724,000	767,500	780,000	774,975	751,250	730,563	749,900	729,950	725,000	684,995	2%	742,101	WA	-4%
2022	Active Listings (EOM)	217	248	457	722	1,057	1,606	1,858	1,625	1,624	1,502	1,236	911	131%	1,046	AVG	109%
	New Listings Taken in Month	703	958	1,507	1,534	1,715	1,778	1,524	1,180	1,106	833	579	339	-20%	12,005	YTD	-1%
	# of Pending Transactions	733	932	1,298	1,251	1,335	1,067	1,090	1,250	961	754	651	505	-33%	9,917	YTD	-17%
	Months Supply of Inventory	0.3	0.3	0.4	0.6	0.8	1.5	1.7	1.3	1.7	2.0	1.9	1.8	242%	0.9	AVG	153%
	# of Closed Sales	609	556	987	1,075	1,167	1,160	944	908	926	788	637	594	-33%	8,332	YTD	-17%
	Median Closed Price	715,000	745,725	800,000	839,298	815,000	799,950	770,000	749,999	735,000	730,000	700,000	700,000	9%	776,405	WA	16%
2021	Active Listings (EOM)	298	283	289	519	427	513	754	714	703	492	294	210	5%	500	AVG	-41%
	New Listings Taken in Month	800	818	1,297	1,568	1,450	1,677	1,650	1,517	1,380	1,035	774	558	-3%	12,157	YTD	10%
	# of Pending Transactions	819	860	1,297	1,350	1,526	1,612	1,442	1,610	1,424	1,283	1,011	638	-14%	11,940	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	22%	0.4	AVG	-44%
	# of Closed Sales	735	662	946	1,035	1,169	1,375	1,378	1,363	1,372	1,268	1,111	962	4%	10,035	YTD	16%
	Median Closed Price	599,990	624,075	640,000	675,000	697,000	716,000	700,000	694,900	675,000	695,000	695,000	700,000	18%	671,153	WA	25%
2020	# of Active Listings	805	675	886	1,049	1,015	873	876	799	672	652	416	296	-63%	850	A	-45%
	New Listings Taken in Month	895	952	1,286	1,038	1,236	1,283	1,487	1,448	1,426	1,309	728	684	6%	11,051	YTD	-9%
	# of Pending Transactions	1,020	1,177	1,186	945	1,392	1,544	1,572	1,654	1,656	1,403	1,020	840	28%	12,146	YTD	5%
	Months Supply of Inventory	0.8	0.6	0.7	1.1	0.7	0.6	0.6	0.5	0.4	0.5	0.4	0.4	-71%	0.7	A	-45%
	# of Closed Sales	651	682	871	747	775	1,124	1,253	1,213	1,318	1,438	1,147	1,148	27%	8,634	T	-3%
	Median Closed Price	509,950	515,000	525,000	525,000	516,000	541,875	575,000	555,000	569,997	579,972	566,000	573,495	16%	537,979	WA	9%

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 ONLY

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2019 Active Listings (EOM)	1,236	1,149	1,209	1,339	1,736	1,841	1,845	1,829	1,813	1,597	1,204	842	-18%	1,555	AVG	21%
New Listings Taken in Month	899	739	1,358	1,468	1,800	1,480	1,400	1,364	1,260	1,085	754	509	-7%	11,768	YTD	-3%
# of Pending Transactions	1,009	842	1,385	1,408	1,462	1,433	1,380	1,396	1,292	1,248	1,068	808	20%	11,607	YTD	6%
Months Supply of Inventory	1.2	1.4	0.9	1.0	1.2	1.3	1.3	1.3	1.4	1.3	1.1	1.0	-32%	1.2	AVG	15%
# of Closed Sales	574	672	901	966	1,141	1,215	1,127	1,234	1,036	1,057	918	942	8%	8,866	YTD	2%
Median Closed Price	455,000	474,947	500,000	500,000	499,950	515,000	502,000	490,000	492,500	495,000	495,000	510,000	2%	492,716	WA	1%
2018 Active Listings (EOM)	588	604	679	870	1,246	1,609	1,768	2,024	2,213	2,087	1,757	1,317	40%	1,289	AVG	11%
New Listings Taken in Month	817	878	1,280	1,431	1,794	1,686	1,467	1,481	1,350	1,105	792	426	6%	12,184	YTD	1%
# of Pending Transactions	954	956	1,296	1,303	1,486	1,371	1,336	1,185	1,075	1,134	975	734	-18%	10,962	YTD	-10%
Months Supply of Inventory	0.6	0.6	0.5	0.7	0.8	1.2	1.3	1.7	2.1	1.8	1.8	1.8	72%	1.1	AVG	25%
# of Closed Sales	645	634	903	954	1,127	1,236	1,122	1,136	955	922	859	875	-21%	8,712	YTD	-8%
Median Closed Price	450,000	485,000	475,000	505,975	500,000	511,500	495,000	492,225	484,995	473,247	470,000	470,000	8%	489,471	WA	11%
2017 Active Listings (EOM)	786	744	790	897	1,118	1,374	1,529	1,597	1,579	1,263	946	625	-15%	1,157	AVG	-19%
New Listings Taken in Month	790	881	1,280	1,247	1,707	1,766	1,559	1,579	1,273	1,047	721	486	-7%	12,082	YTD	-3%
# of Pending Transactions	997	1,053	1,332	1,236	1,572	1,601	1,517	1,550	1,317	1,412	1,065	780	1%	12,175	YTD	-5%
Months Supply of Inventory	0.8	0.7	0.6	0.7	0.7	0.9	1.0	1.0	1.2	0.9	0.9	0.8	-16%	0.8	AVG	-17%
# of Closed Sales	763	741	917	904	1,148	1,233	1,258	1,339	1,203	1,135	1,019	1,032	4%	9,506	YTD	2%
Median Closed Price	410,000	412,500	425,000	440,000	450,000	450,000	453,085	455,000	450,000	440,000	445,000	449,950	14%	439,046	WA	13%
2016 Active Listings (EOM)	1,111	1,112	1,124	1,294	1,339	1,529	1,680	1,761	1,857	1,580	1,263	903	-12%	1,423	AVG	-24%
New Listings Taken in Month	863	1,080	1,339	1,524	1,576	1,616	1,542	1,493	1,362	980	780	549	23%	12,395	YTD	7%
# of Pending Transactions	1,006	1,213	1,505	1,521	1,655	1,558	1,483	1,510	1,302	1,290	1,101	897	5%	12,753	YTD	5%
Months Supply of Inventory	1.1	0.9	0.7	0.9	0.8	1.0	1.1	1.2	1.4	1.2	1.1	1.0	-17%	1.0	AVG	-28%
# of Closed Sales	671	666	938	995	1,157	1,223	1,278	1,234	1,162	1,088	1,060	938	14%	9,324	YTD	8%
Median Closed Price	378,950	359,000	385,000	375,000	389,950	395,000	405,000	400,000	395,000	386,599	399,991	399,952	11%	387,456	WA	11%
2015 Active Listings (EOM)	1,668	1,622	1,513	1,644	1,816	1,975	2,142	2,245	2,122	1,934	1,517	1,182	-18%	1,861	AVG	-16%
New Listings Taken in Month	907	996	1,290	1,422	1,501	1,538	1,433	1,372	1,103	1,064	666	554	-2%	11,562	YTD	4%
# of Pending Transactions	1,017	1,147	1,590	1,448	1,461	1,486	1,387	1,337	1,240	1,217	1,064	869	12%	12,113	YTD	16%
Months Supply of Inventory	1.6	1.4	1.0	1.1	1.2	1.3	1.5	1.7	1.7	1.6	1.4	1.4	-27%	1.4	AVG	-26%
# of Closed Sales	560	623	881	1,024	1,082	1,154	1,156	1,156	1,018	943	775	931	15%	8,654	YTD	19%
Median Closed Price	325,000	330,000	340,000	359,975	350,000	360,125	362,987	366,825	355,500	365,000	350,000	358,000	8%	350,620	WA	8%
2014 Active Listings (EOM)	1,800	1,801	1,780	1,965	2,206	2,388	2,614	2,720	2,593	2,390	2,120	1,722	12%	2,207	AVG	30%
New Listings Taken in Month	894	855	1,148	1,334	1,517	1,459	1,445	1,296	1,122	1,078	683	537	4%	11,070	YTD	8%
# of Pending Transactions	928	928	1,211	1,209	1,393	1,310	1,210	1,178	1,112	1,111	855	794	16%	10,479	YTD	0%
Months Supply of Inventory	1.9	1.9	1.5	1.6	1.6	1.8	2.2	2.3	2.3	2.2	2.5	2.2	-4%	1.9	AVG	28%
# of Closed Sales	492	544	766	764	858	991	971	977	889	927	743	755	3%	7,252	YTD	-3%
Median Closed Price	295,000	315,000	314,975	320,000	325,000	340,000	335,000	330,000	330,000	328,000	330,000	332,000	8%	323,276	WA	10%

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 ONLY

MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2014 - 2023

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	927	882	939	1,095	1,266	1,453	1,591	1,623	1,615	1,443	1,154	848	1,236	AVG
% of 12 Month Avg.	75%	71%	76%	89%	102%	118%	129%	131%	131%	117%	93%	69%		
New Listings Taken in Month	817	877	1,263	1,336	1,528	1,532	1,445	1,367	1,224	1,023	700	497	13,607	T
% of 12 Month Avg.	72%	77%	111%	118%	135%	135%	127%	121%	108%	90%	62%	44%		
# of Pending Transactions	921	991	1,288	1,248	1,421	1,391	1,335	1,348	1,211	1,155	940	745	13,994	T
% of 12 Month Avg.	79%	85%	110%	107%	122%	119%	114%	116%	104%	99%	81%	64%		
Months Supply of Inventory	1.0	0.9	0.7	0.9	0.9	1.0	1.2	1.2	1.3	1.2	1.2	1.1	1.1	AVG
% of 12 Month Avg.	94%	84%	68%	82%	84%	98%	112%	113%	125%	117%	115%	107%		
# of Closed Units	612	632	881	909	1,034	1,147	1,124	1,140	1,062	1,022	879	871	11,312	T
% of 12 Month Avg.	65%	67%	93%	96%	110%	122%	119%	121%	113%	108%	93%	92%		
Median Closed Price	483,789	495,181	512,898	530,775	532,290	540,443	534,932	526,451	523,789	522,277	517,599	517,839	519,855	AVG
% of 12 Month Avg.	93%	95%	99%	102%	102%	104%	103%	101%	101%	100%	100%	100%		

All Snohomish County

RESIDENTIAL ONLY

Closed Sales by Price by Month

2024

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	0	3	0	0	1	5	2	3	2				16
\$250,000 to \$499,999	44	42	46	55	35	37	40	42	40				381
\$500,000 to \$749,999	204	227	250	252	275	275	284	314	307				2,388
\$750,000 to \$999,999	124	152	162	180	228	250	219	242	237				1,794
\$1,000,000 to \$1,499,999	73	101	127	163	165	173	178	166	144				1,290
\$1,500,000 to \$2,499,999	17	25	27	40	55	57	46	47	48				362
\$2,500,000 and above	3	1	1	4	6	4	3	1	6				29
Grand Total	465	551	613	694	765	801	772	815	784				6,260

2023

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	2	6	2	3	5	5	2	3	1	2	3	3	29
\$250,000 to \$499,999	61	72	71	51	51	55	57	67	70	50	48	68	555
\$500,000 to \$749,999	172	238	298	244	278	284	303	363	303	293	226	248	2,483
\$750,000 to \$999,999	105	134	166	171	208	216	189	229	202	189	141	121	1,620
\$1,000,000 to \$1,499,999	60	75	124	124	146	153	153	139	137	100	95	68	1,111
\$1,500,000 to \$2,499,999	17	13	28	19	27	40	33	28	20	18	9	15	225
\$2,500,000 and above	0	0	2	3	1	3	3	2	3	1	0	3	17
Grand Total	417	538	691	615	716	756	740	831	736	653	522	526	6,040

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-100%	-50%	-100%	-100%	-80%	0%	0%	0%	100%				-45%
\$250,000 to \$499,999	-28%	-42%	-35%	8%	-31%	-33%	-30%	-37%	-43%				-31%
\$500,000 to \$749,999	19%	-5%	-16%	3%	-1%	-3%	-6%	-13%	1%				-4%
\$750,000 to \$999,999	18%	13%	-2%	5%	10%	16%	16%	6%	17%				11%
\$1,000,000 to \$1,499,999	22%	35%	2%	31%	13%	13%	16%	19%	5%				16%
\$1,500,000 to \$2,499,999	0%	92%	-4%	111%	104%	43%	39%	68%	140%				61%
\$2,500,000 and above	N/A	N/A	-50%	33%	500%	33%	0%	-50%	100%				71%
Grand Total	12%	2%	-11%	13%	7%	6%	4%	-2%	7%				4%