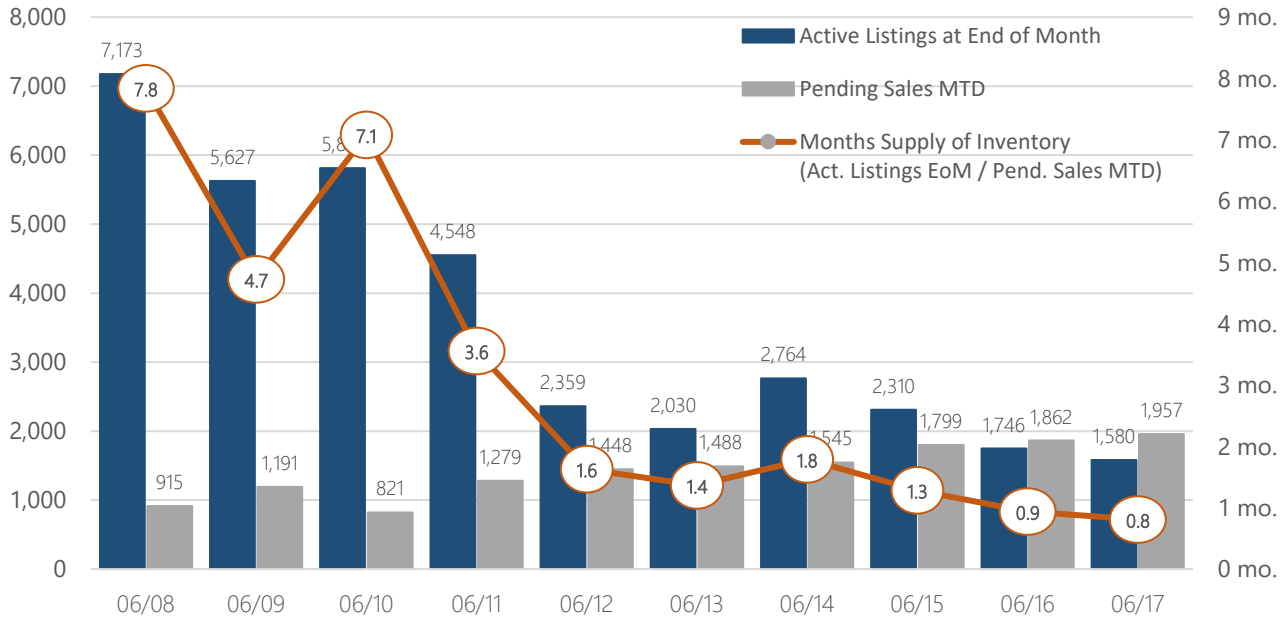
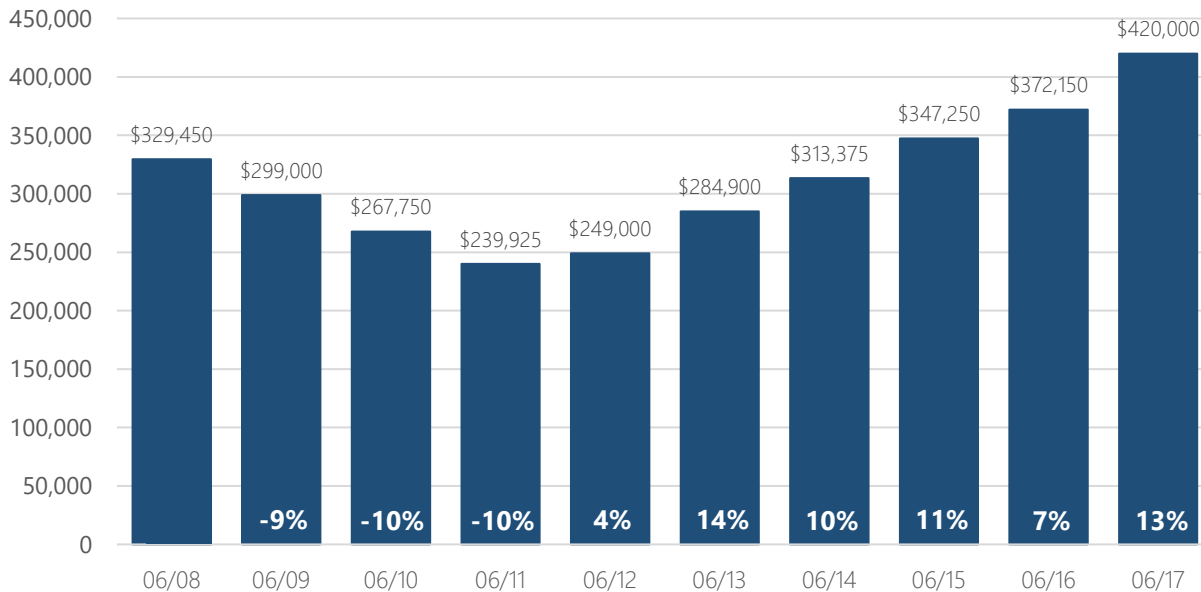


**All Snohomish County  
RESIDENTIAL & CONDOMINIUM**

Active, Pending, & Months Supply of Inventory

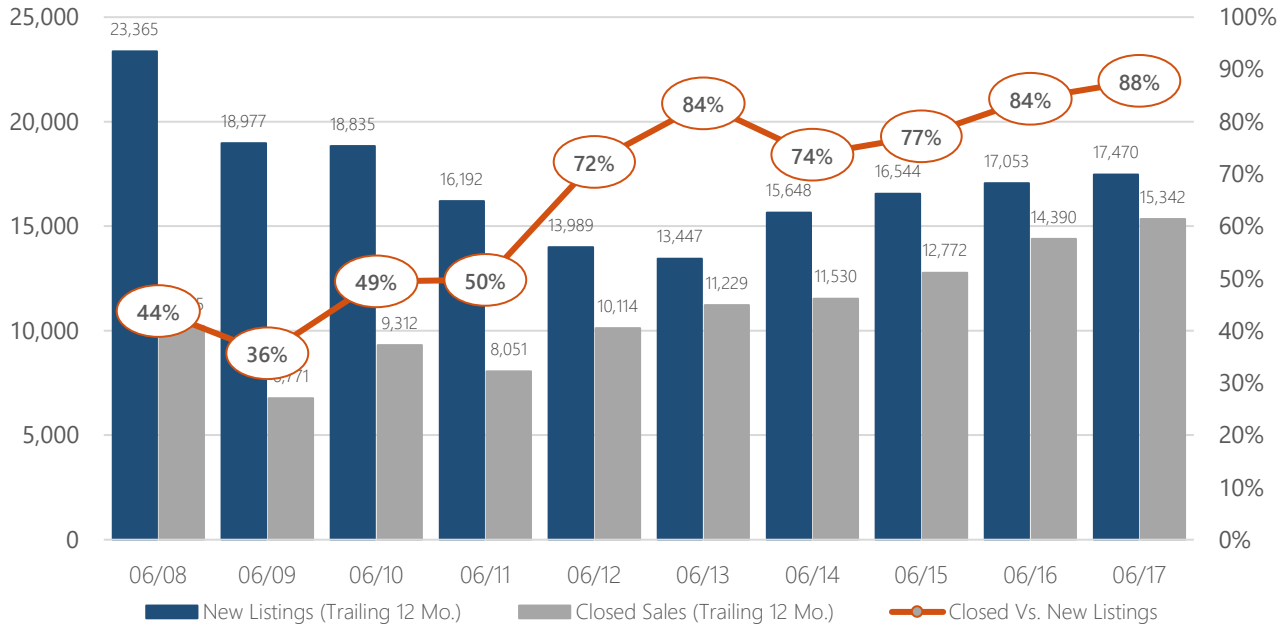


Median Closed Sales Price for Current Month Closings

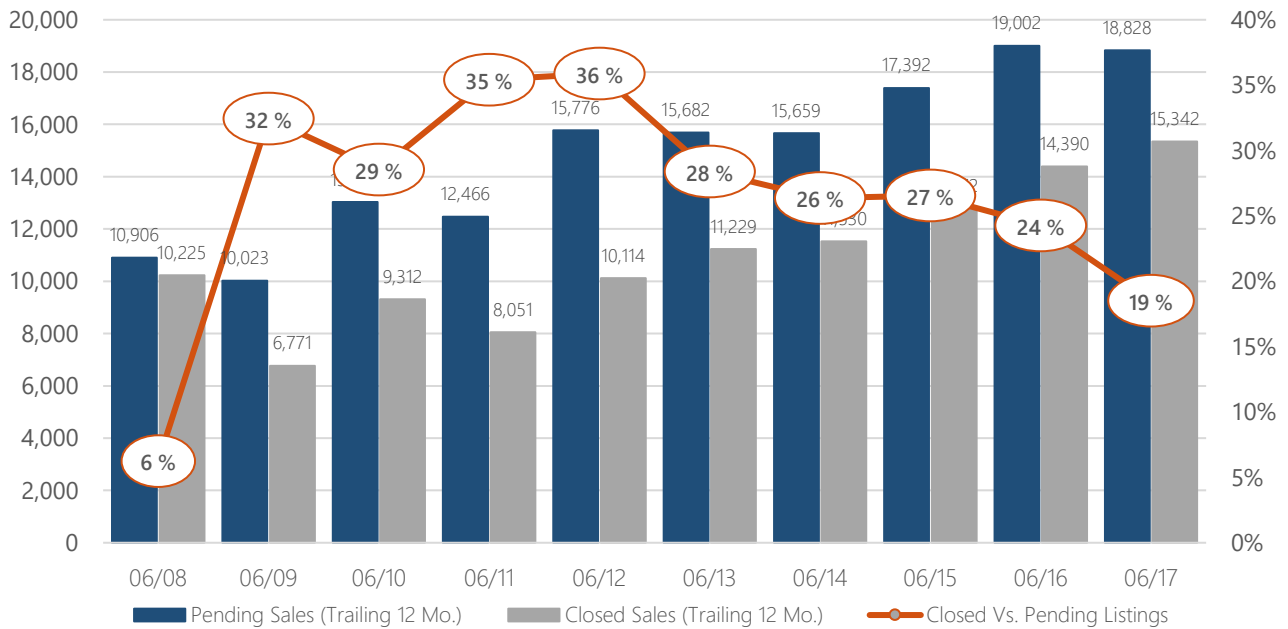


## All Snohomish County RESIDENTIAL & CONDOMINIUM

### What Are The Odds of Selling?



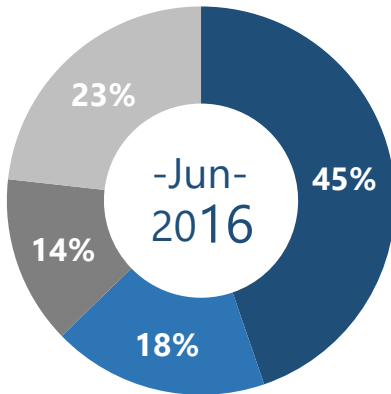
### Percentage of Pending Sales that do not Close



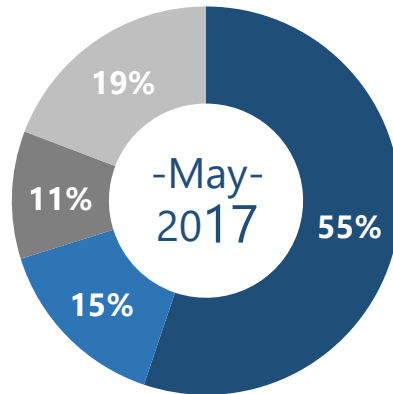
All Snohomish County

RESIDENTIAL & CONDOMINIUM

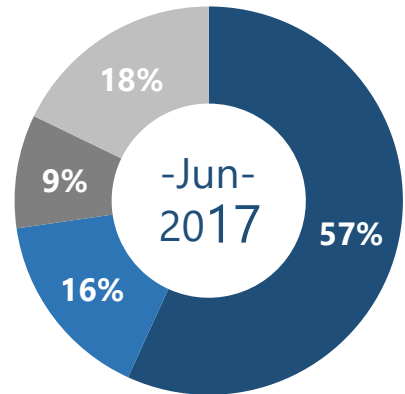
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



**SOLD ABOVE LIST PRICE**



**SOLD AT LIST PRICE**



**SOLD BELOW LIST PRICE**



**PRICE CHANGE BEFORE SALE**

JUNE 2017

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	7	12	19	55
NUMBER OF SALES IN MONTH	883	247	147	277
MEDIAN DIFFERENCE FROM LIST PRICE	4%	0%	-2%	N/A

# MARKET UPDATE

Data Current Through: June, 2017

Area	Months Inventory		Area	Months Inventory	
	2016	2017		2016	2017
100	1.5	0.9	530	0.7	0.6
110	1.1	1.0	540	0.8	0.7
120	1.1	0.8	550	0.9	0.7
130	1.1	0.8	560	0.9	0.8
140	0.6	0.6	600	0.9	0.5
300	1.6	1.2	610	0.8	0.5
310	1.2	0.7	700	1.0	0.7
320	1.0	0.9	705	0.5	0.3
330	1.0	0.6	710	0.4	0.5
340	0.8	0.6	715	0.9	1.0
350	0.9	0.7	720	0.5	0.6
360	0.9	1.2	730	0.8	0.7
380	0.7	0.7	740	0.7	0.7
385	0.5	0.7	750	1.3	1.2
390	0.9	0.7	760	1.2	1.0
500	0.8	1.0	770	1.2	1.0
510	2.1	1.3	800	2.2	1.4
520	1.8	1.2			

0 - 3	3 - 6	6+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Months Supply of Inventory

•

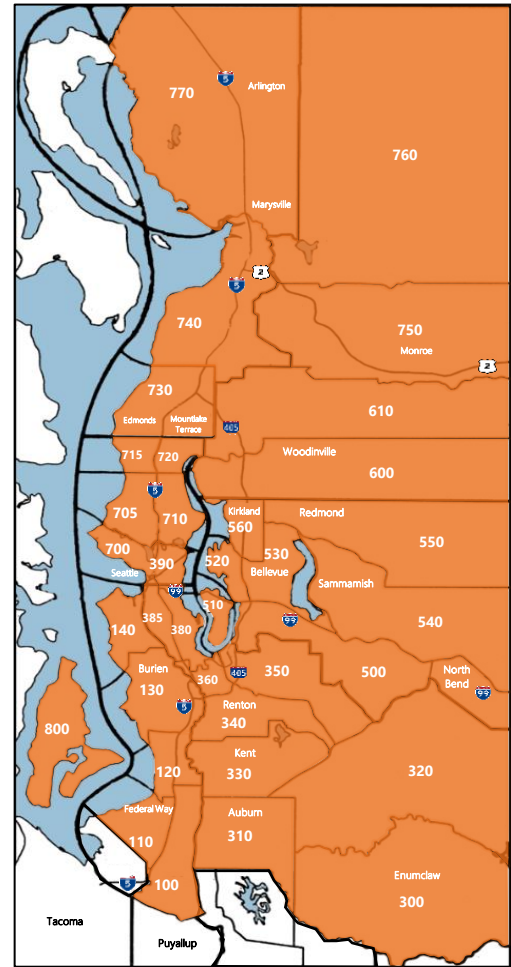
**CURRENT MONTH**

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KING & SNOHOMISH COUNTY

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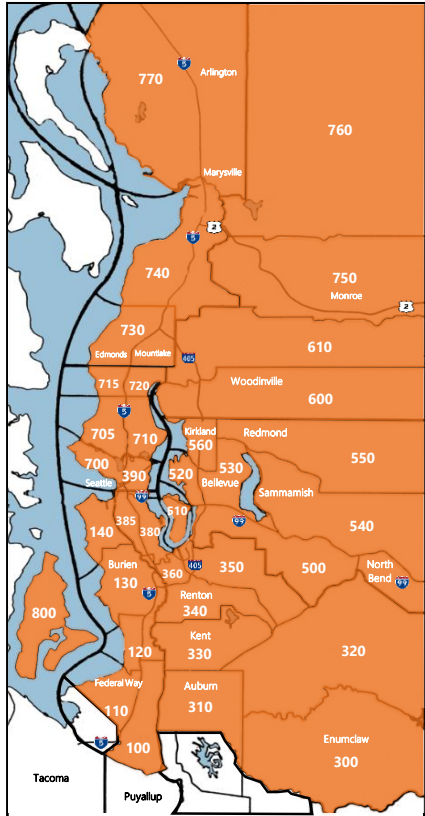
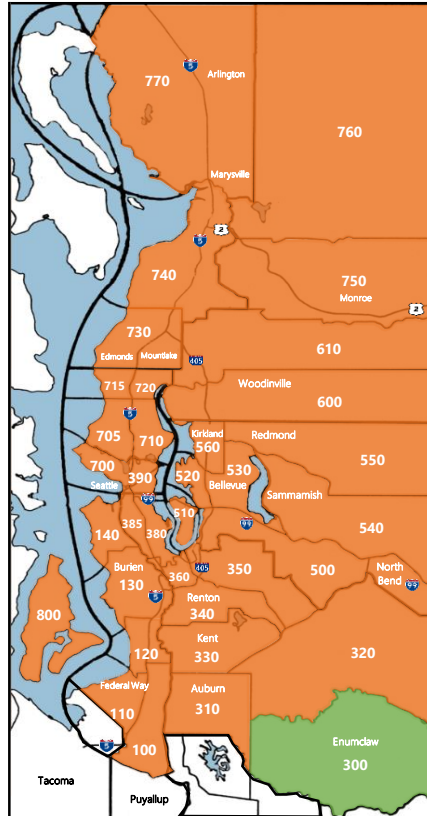
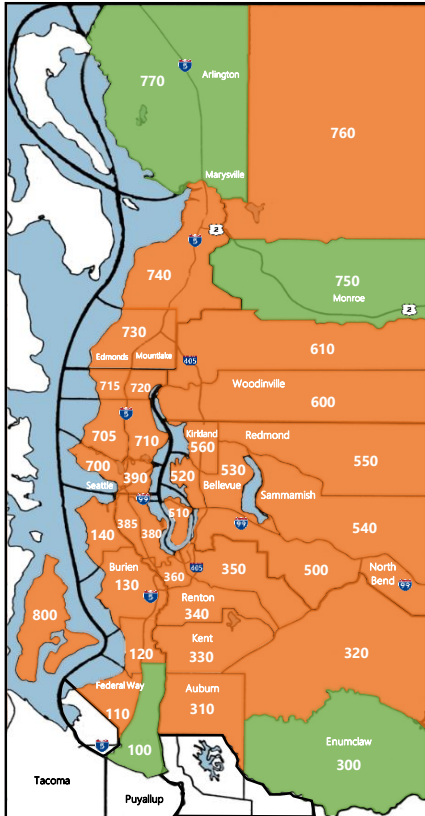
RESIDENTIAL & CONDOMINIUM



## 3 YEARS AGO

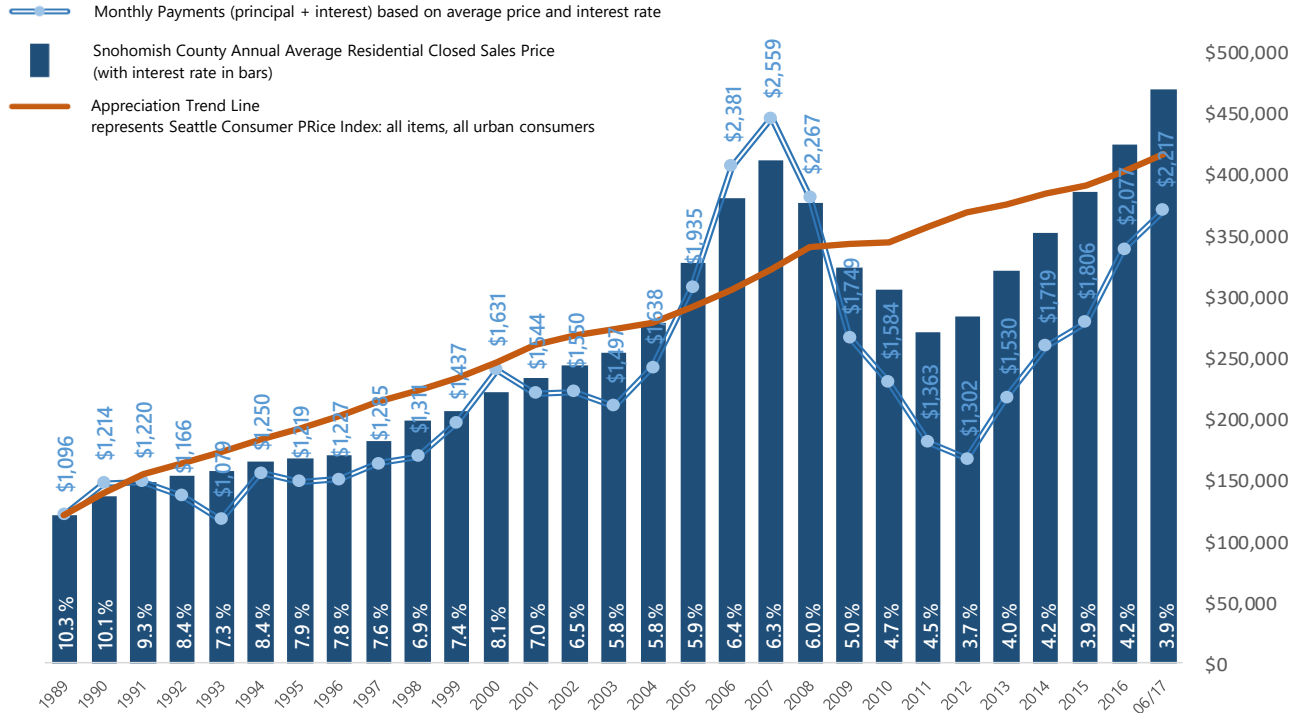
## 2 YEARS AGO

## 1 YEAR AGO



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.

## Monthly Payments Vs. Appreciation Trendline Snohomish County (RESIDENTIAL ONLY)



### All Snohomish County RESIDENTIAL & CONDOMINIUM

#### The Cost of Waiting a Year

Snohomish County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
June, 2017	\$420,000	3.90%	\$1,981
June, 2016	\$372,150	3.57%	\$1,686
	<b>\$47,850</b>	<b>0.33%</b>	<b>\$295</b> Per Month <b>\$3,544</b> Per Year

#### 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	102.6%	102.4%	1,203	77.4%
15 - 30	98.7%	100.0%	187	12.0%
31 - 60	96.5%	99.5%	99	6.4%
61 - 90	100.0%	100.0%	28	1.8%
90+	95.8%	99.3%	37	2.4%
Totals			1,554	100.0%

**All Snohomish County**  
RESIDENTIAL & CONDOMINIUM

**2017**

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	141	133	159	140	144	154							871
\$250,000 to \$499,999	529	520	677	605	771	892							3,994
\$500,000 to \$749,999	229	214	268	295	389	397							1,792
\$750,000 to \$999,999	26	22	42	52	75	81							298
\$1,000,000 to \$1,499,999	12	9	15	19	21	26							102
\$1,500,000 to \$2,499,999	2	0	3	1	1	4							11
\$2,500,000 and above	1	0	0	0	0	0							1
<b>Grand Total</b>	<b>940</b>	<b>898</b>	<b>1,164</b>	<b>1,112</b>	<b>1,401</b>	<b>1,554</b>							<b>7,069</b>

**2016**

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	150	210	208	203	225	210	209	214	200	225	193	158	1,206
\$250,000 to \$499,999	491	492	677	735	837	939	940	935	913	836	774	709	4,171
\$500,000 to \$749,999	133	130	234	214	255	281	321	340	278	265	258	235	1,247
\$750,000 to \$999,999	16	10	20	37	41	47	40	36	37	36	36	33	171
\$1,000,000 to \$1,499,999	6	3	7	7	6	8	15	11	7	9	10	10	37
\$1,500,000 to \$2,499,999	2	3	0	0	7	2	2	6	3	1	2	2	14
\$2,500,000 and above	0	0	0	0	1	2	0	0	1	1	1	1	3
<b>Grand Total</b>	<b>798</b>	<b>848</b>	<b>1,146</b>	<b>1,196</b>	<b>1,372</b>	<b>1,489</b>	<b>1,527</b>	<b>1,542</b>	<b>1,439</b>	<b>1,373</b>	<b>1,274</b>	<b>1,148</b>	<b>6,849</b>

**YOY % CHANGE**

SALES PRICE	CLOSED SALES JAN	CLOSED SALES FEB	CLOSED SALES MAR	CLOSED SALES APR	CLOSED SALES MAY	CLOSED SALES JUN	CLOSED SALES JUL	CLOSED SALES AUG	CLOSED SALES SEPT	CLOSED SALES OCT	CLOSED SALES NOV	CLOSED SALES DEC	CLOSED SALES YTD
\$0 to \$249,999	-6%	-37%	-24%	-31%	-36%	-27%							-28%
\$250,000 to \$499,999	8%	6%	0%	-18%	-8%	-5%							-4%
\$500,000 to \$749,999	72%	65%	15%	38%	53%	41%							44%
\$750,000 to \$999,999	62%	120%	110%	41%	83%	72%							74%
\$1,000,000 to \$1,499,999	100%	200%	114%	171%	250%	225%							176%
\$1,500,000 to \$2,499,999	0%	-100%	0%	0%	-86%	100%							-21%
\$2,500,000 and above	0%	0%	0%	0%	-100%	-100%							-67%
<b>Grand Total</b>	<b>18%</b>	<b>6%</b>	<b>2%</b>	<b>-7%</b>	<b>2%</b>	<b>4%</b>							<b>3%</b>

## All Snohomish County

### Statistics To Know

#### Residential

	June, 2017	June, 2016	Difference	% Change
Months Supply of Inventory	0.9	1.0	0	-13%
Active Listings at End of Month	1,374	1,529	-155	-10%
Pending Sales MTD	1,609	1,558	51	3%
Pending Sales (Trailing 12 Months)	15,382	15,572	-190	-1%
Closed Sales MTD	1,238	1,223	15	1%
Closed Sales (Trailing 12 Months)	12,471	11,629	842	7%
Closed Sales Price (Median)	\$450,000	\$395,000	\$55,000	14%
30-Year-Fixed-Rate Mortgage Rate	3.9%	3.6%	0.3%	9%
Monthly Payments (P&I)	\$2,123	\$1,789	\$333	19%

#### Condominium

	June, 2017	June, 2016	Difference	% Change
Months Supply of Inventory	0.6	0.7	0	-17%
Active Listings at End of Month	206	217	-11	-5%
Pending Sales MTD	348	304	44	14%
Pending Sales (Trailing 12 Months)	3,446	3,430	16	0%
Closed Sales MTD	320	270	50	19%
Closed Sales (Trailing 12 Months)	2,871	2,761	110	4%
Closed Sales Price (Median)	\$288,975	\$257,500	\$31,475	12%
30-Year-Fixed-Rate Mortgage Rate	3.9%	3.6%	0.3%	9%
Monthly Payments (P&I)	\$1,363	\$1,166	\$197	17%

#### Residential & Condominium

	June, 2017	June, 2016	Difference	% Change
Months Supply of Inventory	0.8	0.9	0	-14%
Active Listings at End of Month	1,580	1,746	-166	-10%
Pending Sales MTD	1,957	1,862	95	5%
Pending Sales (Trailing 12 Months)	18,828	19,002	-174	-1%
Closed Sales MTD	1,558	1,493	65	4%
Closed Sales (Trailing 12 Months)	15,342	14,390	952	7%
Closed Sales Price (Median)	\$420,000	\$372,150	\$47,850	13%
30-Year-Fixed-Rate Mortgage Rates	3.9%	3.6%	0.3%	9%
Monthly Payments (P&I)	\$1,981	\$1,686	\$295	18%

**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							-10%	1,080	AVG	-24%
	# of Pending Transactions	1,238	1,296	1,614	1,527	1,948	1,957							5%	9,580	YTD	-6%
	Months Supply of Inventory	0.7	0.6	0.6	0.7	0.7	0.8							-14%	0.7	AVG	-20%
	# of Closed Sales	938	904	1,167	1,116	1,394	1,558							4%	7,077	YTD	2%
	Median Closed Price	380,000	387,250	396,000	416,668	420,000	420,000							13%	406,032	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	-24%	1,415	AVG	-29%
	# 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%	10,226	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	-27%	0.8	AVG	-32%
	# 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	9%	6,907	YTD	7%
	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	7%	359,403	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%	1,992	AVG	-15%
	# 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	16%	9,904	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	-28%	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	13%	6,462	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	11%	331,154	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	36%	2,341	AVG	42%
	# 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	4%	8,573	YTD	2%
	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	31%	1.7	AVG	40%
	# of Closed Sales	615	668	949	943	1,074	1,220	1,172	1,163	1,057	1,113	885	920	5%	5,469	YTD	-3%
	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%	298,189	WA	10%

**MONTHLY AVERAGES BASED ON HISTORICAL DATA | 2007 - 2016**

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	TT
Active Listings (EOM)	3,528	3,597	3,648	3,769	3,946	4,056	4,204	4,273	4,196	3,969	3,670	3,112	3,831	AVG
% of 12 Month Avg.	92%	94%	95%	98%	103%	106%	110%	112%	110%	104%	96%	81%		
# of Pending Transactions	1,038	1,180	1,471	1,443	1,420	1,379	1,335	1,313	1,175	1,185	978	854	14,771	T
% of 12 Month Avg.	84%	96%	120%	117%	115%	112%	108%	107%	95%	96%	79%	69%		
Months Supply of Inventory	3.4	3.0	2.5	2.6	2.8	2.9	3.1	3.3	3.6	3.4	3.8	3.6	3.2	AVG
% of 12 Month Avg.	107%	96%	78%	82%	88%	93%	99%	103%	113%	106%	119%	115%		
# of closed units	625	656	912	942	1,051	1,094	1,068	1,074	957	933	817	845	10,972	T
% of 12 Month Avg.	68%	72%	100%	103%	115%	120%	117%	117%	105%	102%	89%	92%		



## All Snohomish County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	π	YoY % Change
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	-14%	1,647	AVG	-38%
	# 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	3%	8,441	YTD	-4%
	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	-16%	1.2	AVG	-36%
	# of Closed Sales	713	673	932	1,020	1,131	1,159	1,141	1,143	1,032	1,041	833	871	13%	5,628	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	14%	271,471	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%	2,655	AVG	-43%
	# 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	13%	8,803	YTD	23%
	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	-54%	1.9	AVG	-53%
	# of Closed Sales	593	698	828	886	1,000	1,025	1,029	1,057	880	937	806	892	18%	5,030	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	4%	234,062	WA	0%
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	-22%	4,641	AVG	-14%
	# 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	56%	7,186	YTD	6%
	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	-50%	4.0	AVG	-23%
	# of Closed Sales	533	494	785	734	820	866	851	916	837	828	806	846	-4%	4,232	YTD	-6%
	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	-10%	233,391	WA	-13%
2010	Active Listings (EOM)	4,901	5,177	5,383	5,357	5,621	5,813	5,908	5,989	5,768	5,455	5,129	4,538	3%	5,375	AVG	-5%
	# of Pending Transactions	949	1,133	1,532	1,529	790	821	870	906	895	968	854	787	-31%	6,754	YTD	19%
	Months Supply of Inventory	5.2	4.6	3.5	3.5	7.1	7.1	6.8	6.6	6.4	5.6	6.0	5.8	50%	5.2	AVG	-19%
	# of Closed Sales	495	574	813	869	852	898	727	642	615	579	572	684	21%	4,501	YTD	42%
	Median Closed Price	267,995	269,000	268,000	273,000	272,000	267,750	270,000	260,000	261,353	260,000	254,975	245,700	-10%	269,800	WA	-10%
2009	Active Listings (EOM)	5,595	5,697	5,739	5,592	5,656	5,627	5,659	5,559	5,445	5,171	5,063	4,436	-22%	5,651	AVG	-17%
	# of Pending Transactions	668	663	865	1,111	1,160	1,191	1,164	1,189	1,222	1,197	787	719	30%	5,658	YTD	8%
	Months Supply of Inventory	8.4	8.6	6.6	5.0	4.9	4.7	4.9	4.7	4.5	4.3	6.4	6.2	-40%	6.4	AVG	-19%
	# of Closed Sales	359	374	485	535	666	745	858	791	755	825	803	779	1%	3,164	YTD	-27%
	Median Closed Price	295,000	301,750	304,950	290,000	299,950	299,000	292,000	285,000	282,000	280,000	274,950	280,000	-9%	298,461	WA	-10%
2008	Active Listings (EOM)	5,979	6,434	6,801	7,156	7,472	7,173	7,459	7,360	7,070	6,760	6,413	5,376	16%	6,836	AVG	36%
	# of Pending Transactions	728	912	911	902	883	915	883	929	813	626	567	547	-37%	5,251	YTD	-38%
	Months Supply of Inventory	8.2	7.1	7.5	7.9	8.5	7.8	8.4	7.9	8.7	10.8	11.3	9.8	83%	7.8	AVG	121%
	# of Closed Sales	579	582	828	732	883	739	719	763	692	613	383	437	-48%	4,343	YTD	-38%
	Median Closed Price	344,500	329,950	335,000	330,000	329,950	329,450	332,500	320,000	318,000	317,000	310,000	307,000	-7%	332,776	WA	-7%
2007	Active Listings (EOM)	4,063	4,200	4,673	5,224	5,753	6,194	6,408	6,841	6,968	6,857	6,413	5,468	0%	5,018	AVG	0%
	# of Pending Transactions	1,116	1,361	1,542	1,552	1,509	1,443	1,342	1,151	872	894	760	636	0%	8,523	YTD	0%
	Months Supply of Inventory	3.6	3.1	3.0	3.4	3.8	4.3	4.8	5.9	8.0	7.7	8.4	8.6	0%	3.5	AVG	0%
	# of Closed Sales	869	906	1,269	1,218	1,378	1,418	1,261	1,280	977	847	835	682	0%	7,058	YTD	0%
	Median Closed Price	348,000	334,700	359,950	349,950	383,558	355,000	348,250	352,475	344,500	352,874	335,000	339,675	0%	357,126	WA	0%