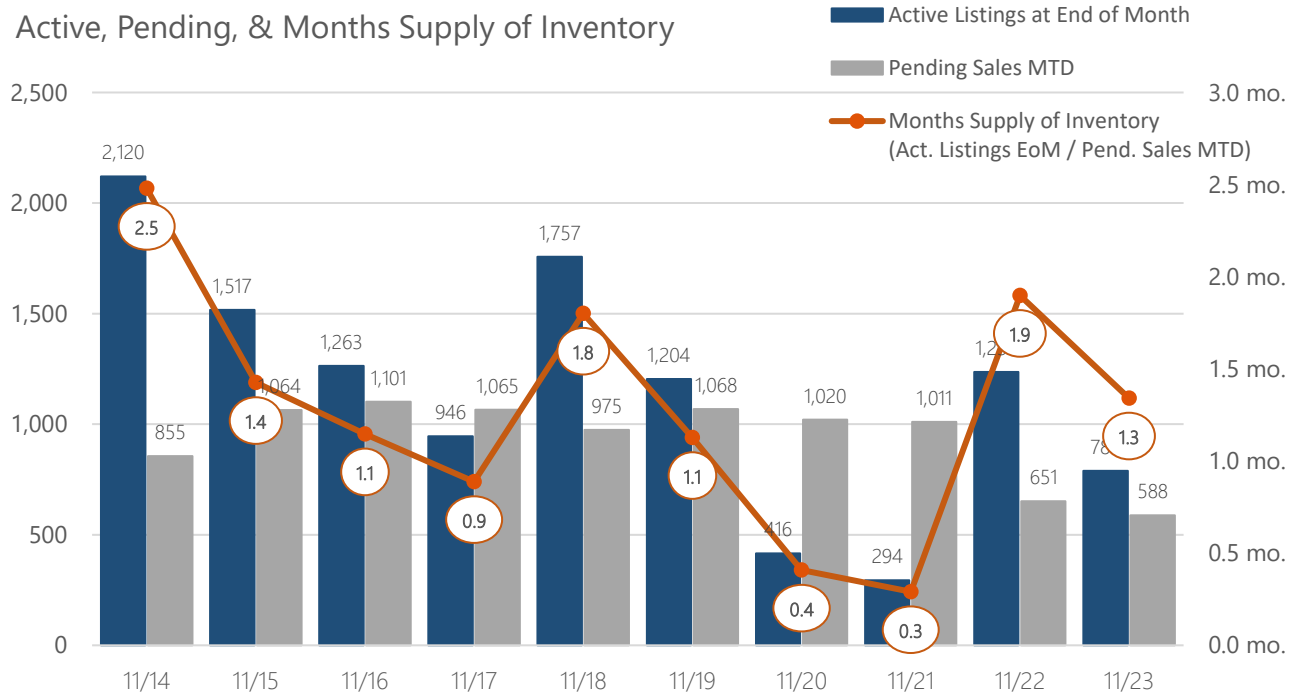
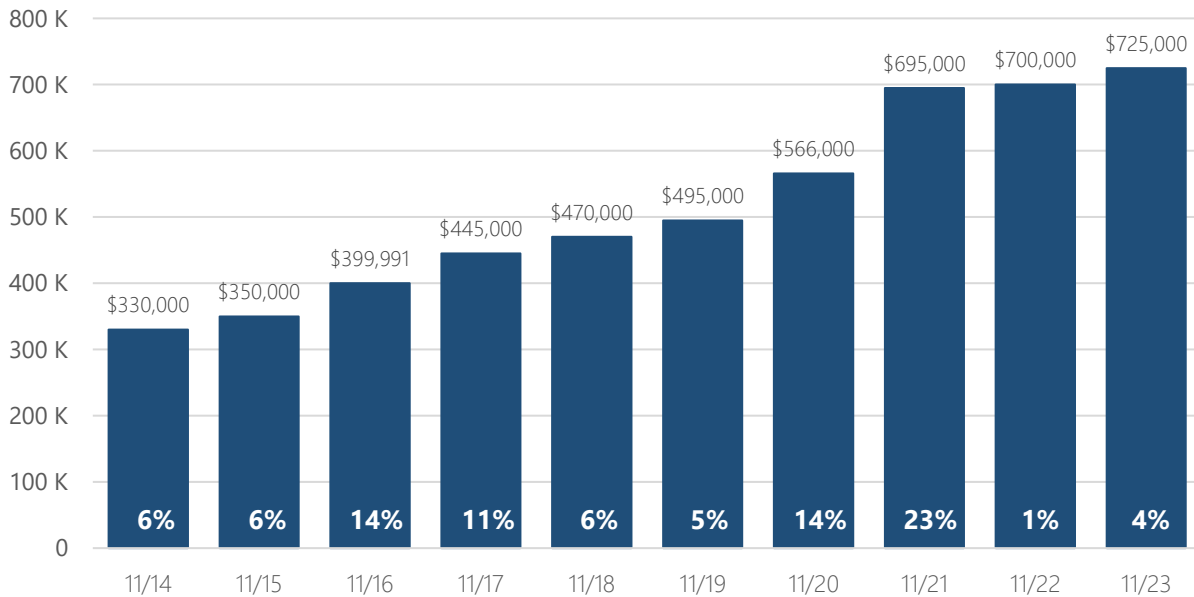


**All Snohomish County**  
RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



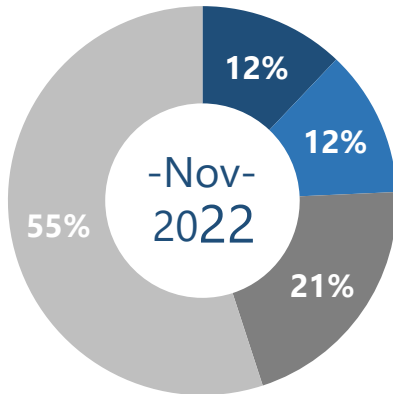
Median Closed Sales Price For Current Month Sold Properties



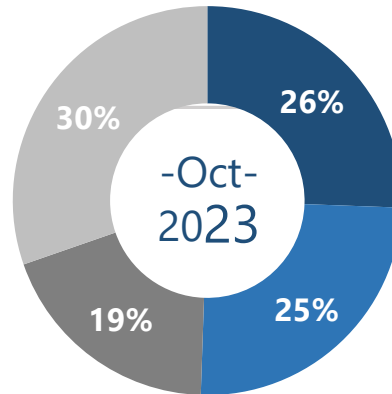
## All Snohomish County

RESIDENTIAL ONLY

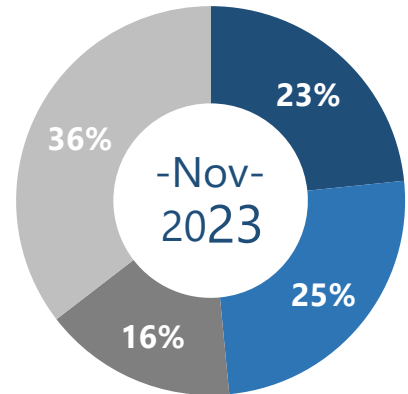
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



**SOLD  
ABOVE  
LIST  
PRICE**



**SOLD  
AT  
LIST  
PRICE**



**SOLD  
BELOW  
LIST  
PRICE**



**PRICE  
CHANGE  
BEFORE  
SALE**

### NOVEMBER 2023

		<b>7</b>	<b>14</b>	<b>20</b>	<b>51</b>
<b>AVERAGE DAYS ON MARKET</b>	▶				
<b>NUMBER OF SALES IN MONTH</b>	▶	<b>122</b>	<b>131</b>	<b>84</b>	<b>185</b>
<b>MEDIAN % FROM ORIGINAL LIST PRICE</b>	▶	<b>2%</b>	<b>0%</b>	<b>-3%</b>	<b>N/A</b>

## All Snohomish County

RESIDENTIAL ONLY

### Sales Price to List Price based on Market Time

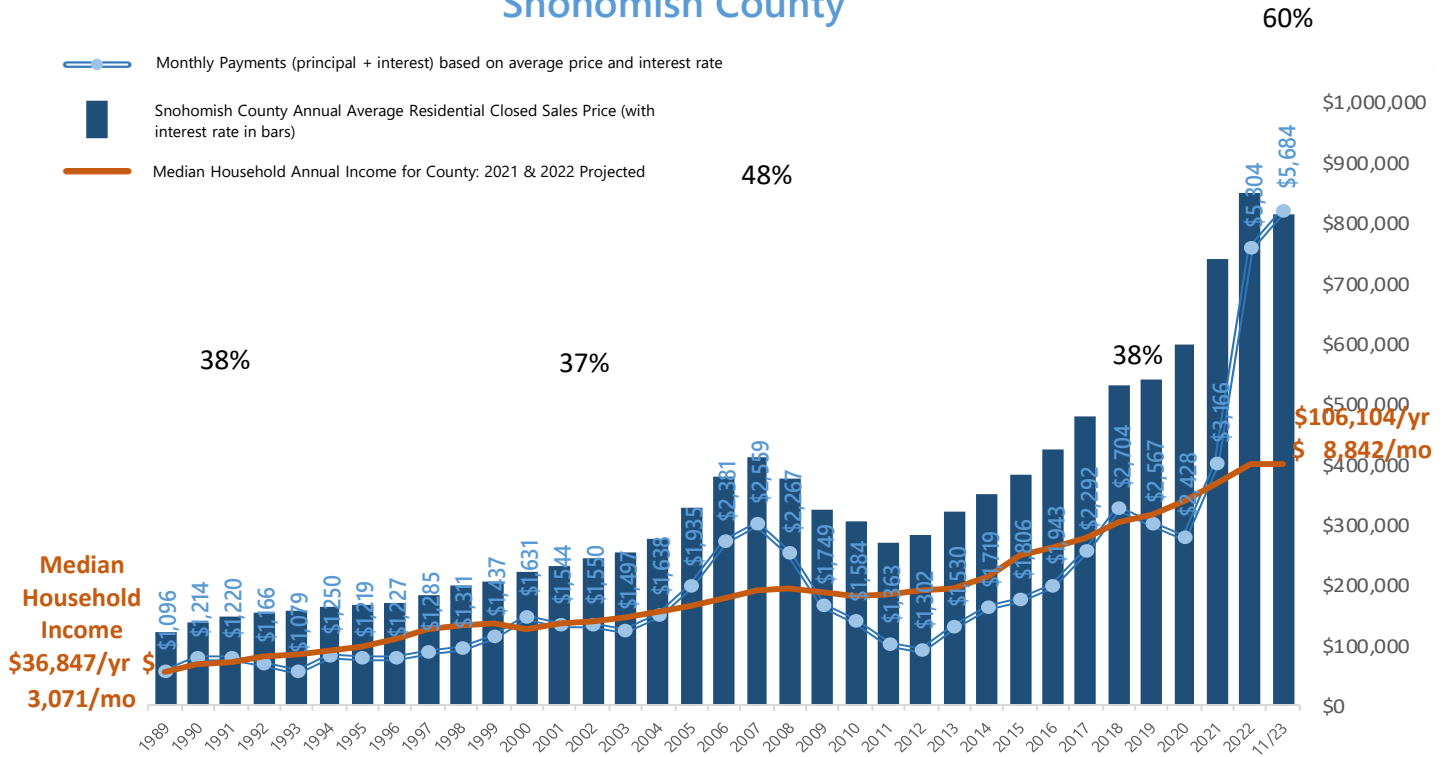
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	275	52.7%
15 - 30	97.4%	100.0%	99	19.0%
31 - 60	95.8%	100.0%	101	19.3%
61 - 90	95.9%	99.7%	28	5.4%
90+	92.7%	98.7%	19	3.6%
Totals			522	100.0%

### The Cost of Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
November, 2023	\$725,000	7.44%	\$5,040
November, 2022	\$700,000	6.81%	\$4,568
	<b>\$25,000</b>	<b>0.63%</b>	<b>\$471</b> Per Month
			<b>\$5,657</b> Per Year

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

# Monthly Payments Compared to Income Trendline Snohomish County



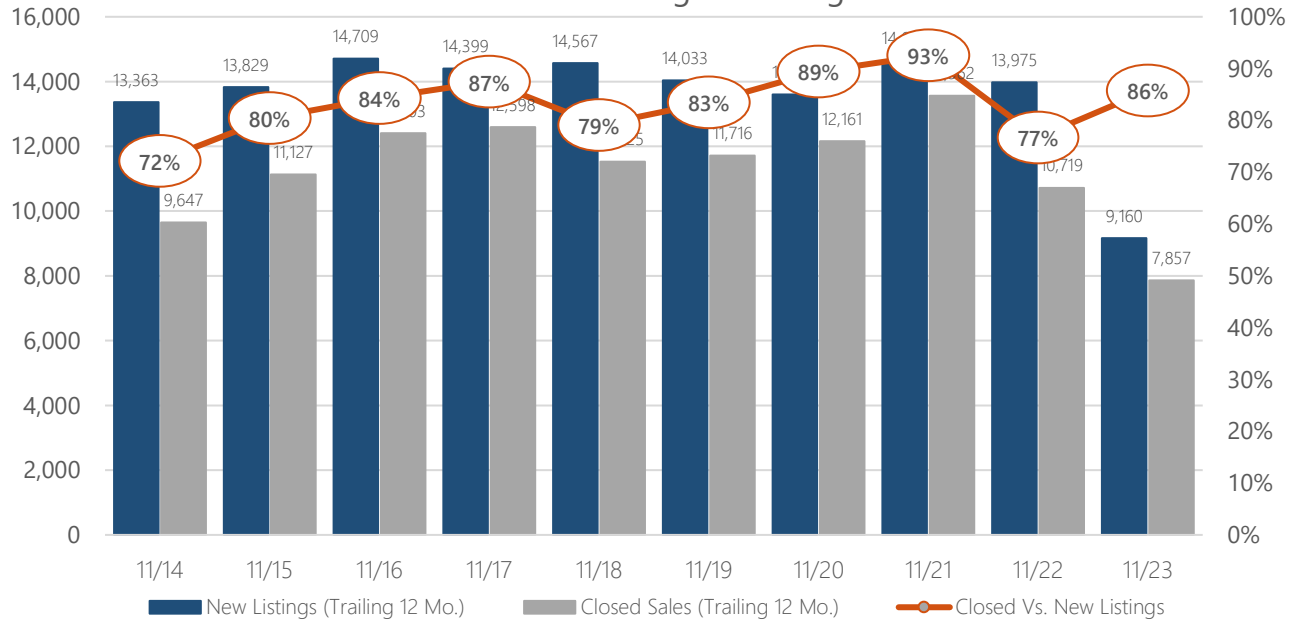
<p><b>A</b></p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p><b>B</b></p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p><b>C</b></p>	<p>Annual Median Household Income for County: 2021 &amp; 2022 Projected</p>	<p>Payments tend to rise above the County Median Household Income Line and then return to it.</p>
<p><b>D</b></p>	<p>Monthly payments divided by median income</p>	<p>Monthly cycle peaks shown</p>

## All Snohomish County

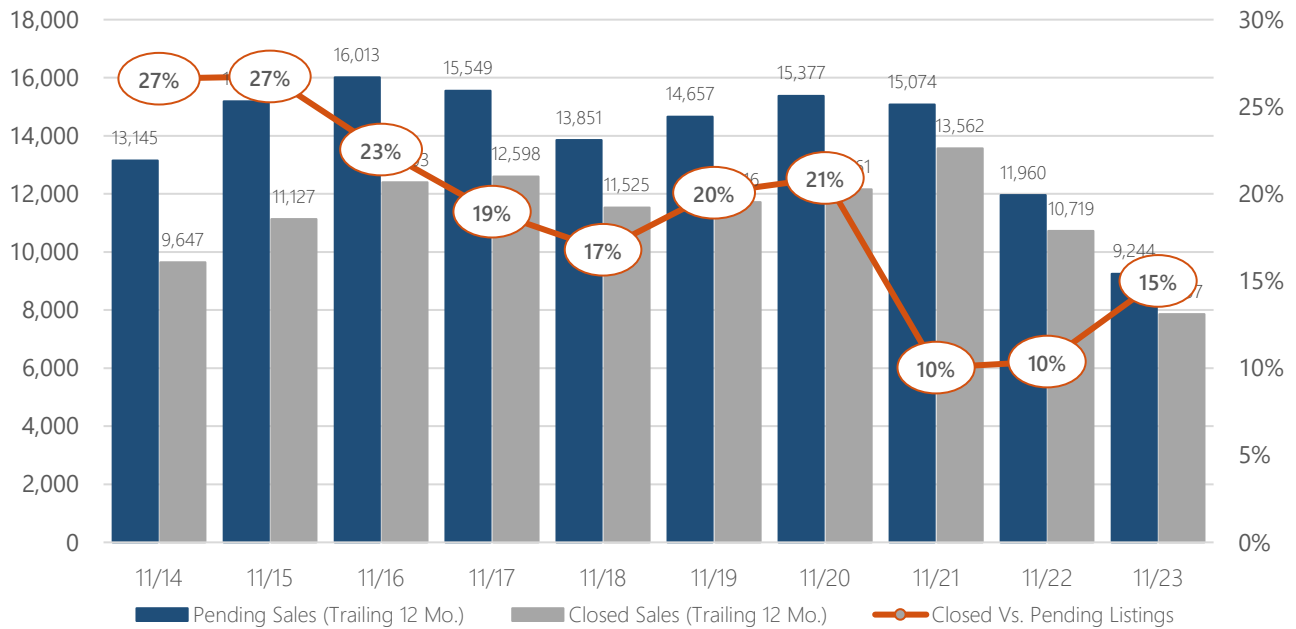
### RESIDENTIAL ONLY

#### 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

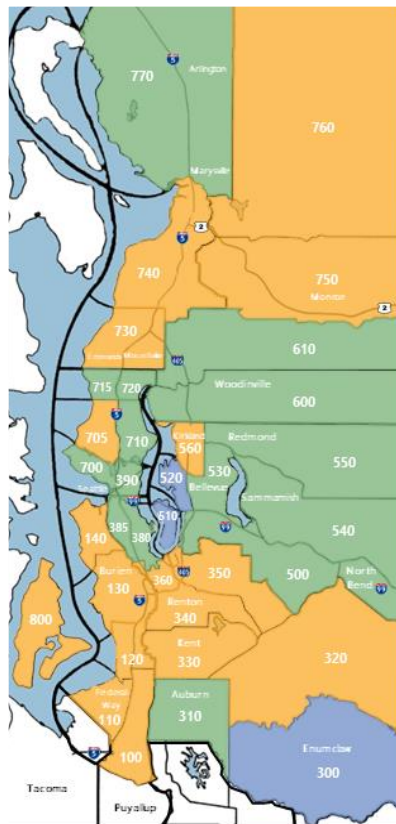
Area	Months Inventory			Area	Months Inventory		
	2021	2022	2023		2021	2022	2023
100	0.2	1.9	1.1	530	0.2	3.7	1.5
110	0.3	1.4	1.0	540	0.2	3.1	1.3
120	0.3	1.8	1.5	550	0.3	2.9	1.6
130	0.3	1.8	1.3	560	0.3	1.6	2.3
140	0.3	1.7	1.8	600	0.2	2.2	1.5
300	0.7	5.0	2.1	610	0.4	2.1	1.4
310	0.3	2.8	1.5	700	0.8	3.1	3.3
320	0.3	1.8	1.5	701	0.0	0.0	0.0
330	0.3	1.8	1.3	705	0.3	1.7	1.5
340	0.2	1.7	1.2	710	0.4	2.1	1.5
350	0.2	1.9	1.7	715	0.1	3.1	1.2
360	0.4	1.6	3.8	720	0.4	2.1	1.3
380	0.6	2.5	2.1	730	0.2	1.9	0.9
385	0.5	2.2	3.3	740	0.1	1.7	1.2
390	0.6	2.4	2.3	750	0.6	1.6	1.3
500	0.2	2.3	1.3	760	0.4	1.9	1.6
510	0.1	6.1	2.8	770	0.3	2.1	1.6
520	0.1	6.0	2.4	800	0.5	1.9	2.5

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

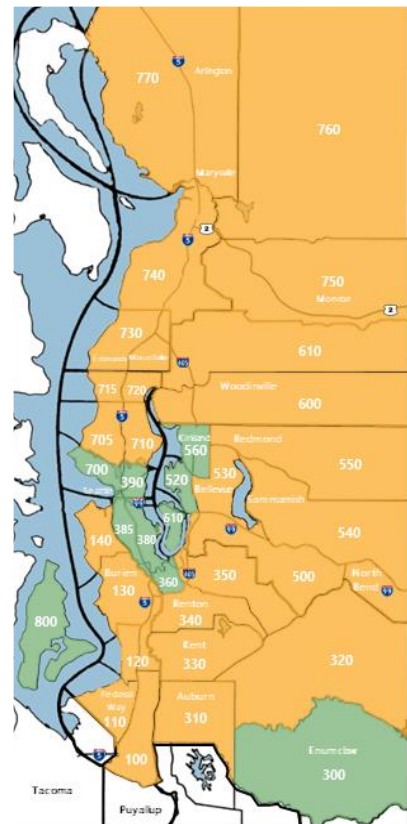
## 2 YEARS AGO



## 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

	November, 2023	November, 2022	Difference	% Change
Months Supply of Inventory	1.3	1.9	-0.6	-29%
Active Listings at End of Month	789	1,236	-447	-36%
Pending Sales MTD	588	651	-63	-10%
Pending Sales (Trailing 12 Months)	9,244	11,960	-2,716	-23%
Closed Sales MTD	525	637	-112	-18%
Closed Sales (Trailing 12 Months)	7,857	10,719	-2,862	-27%
Closed Sales Price (Median)	\$725,000	\$700,000	\$25,000	4%
30-Year-Fixed-Rate Mortgage Rate	7.4%	6.8%	0.6%	9%
Monthly Payments (P&I)	\$5,040	\$4,568	\$471	10%

### Condominium

	November, 2023	November, 2022	Difference	% Change
Months Supply of Inventory	1.3	1.8	-0.5	-28%
Active Listings at End of Month	153	216	-63	-29%
Pending Sales MTD	120	122	-2	-2%
Pending Sales (Trailing 12 Months)	1,842	2,384	-542	-23%
Closed Sales MTD	96	131	-35	-27%
Closed Sales (Trailing 12 Months)	1,553	2,292	-739	-32%
Closed Sales Price (Median)	\$521,209	\$507,500	\$13,709	3%
30-Year-Fixed-Rate Mortgage Rate	7.4%	6.8%	0.6%	9%
Monthly Payments (P&I)	\$3,623	\$3,312	\$311	9%

### Residential & Condominium

	November, 2023	November, 2022	Difference	% Change
Months Supply of Inventory	1.3	1.9	-0.5	-29%
Active Listings at End of Month	942	1,452	-510	-35%
Pending Sales MTD	708	773	-65	-8%
Pending Sales (Trailing 12 Months)	11,086	14,344	-3,258	-23%
Closed Sales MTD	621	768	-147	-19%
Closed Sales (Trailing 12 Months)	9,410	13,011	-3,601	-28%
Closed Sales Price (Median)	\$703,635	\$677,475	\$26,160	4%
30-Year-Fixed-Rate Mortgage Rates	7.4%	6.8%	0.6%	9%
Monthly Payments (P&I)	\$4,891	\$4,421	\$470	11%

## All Snohomish County RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2023	Active Listings (EOM)	760	582	660	653	698	820	847	914	974	934	789		-36%	785	AVG	-29%
	New Listings Taken in Month	598	609	846	791	984	1,033	944	940	856	698	522		-10%	8,821	YTD	-34%
	# of Pending Transactions	731	806	784	804	929	925	928	813	735	696	588		-10%	8,739	YTD	-23%
	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		-29%	1.0	AVG	-10%
	# of Closed Sales	417	538	703	628	717	756	748	837	741	653	525		-18%	7,263	YTD	-26%
	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		4%	739,483	WA	-3%
2022	Active Listings (EOM)	217	248	457	722	1,057	1,606	1,858	1,625	1,624	1,502	1,236	911	320%	1,105	AVG	130%
	New Listings Taken in Month	703	958	1,507	1,534	1,715	1,778	1,524	1,180	1,106	833	579	339	-36%	13,417	YTD	-4%
	# of Pending Transactions	733	932	1,298	1,251	1,335	1,067	1,090	1,250	961	754	651	505	-36%	11,322	YTD	-20%
	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	553%	1.1	AVG	207%
	# of Closed Sales	609	556	987	1,075	1,167	1,160	944	908	926	788	637	594	-43%	9,757	YTD	-21%
	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	1%	766,005	WA	13%
2021	Active Listings (EOM)	298	283	289	519	427	513	754	714	703	492	294	210	-29%	481	AVG	-39%
	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	6%	13,966	YTD	7%
	# of Pending Transactions	819	860	1,297	1,350	1,526	1,612	1,442	1,610	1,424	1,283	1,011	638	-1%	14,234	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	-29%	0.4	AVG	-41%
	# of Closed Sales	735	662	946	1,035	1,169	1,375	1,378	1,363	1,372	1,268	1,111	962	-3%	12,414	YTD	11%
	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	23%	675,625	WA	24%
2020	Active Listings (EOM)	805	675	886	1,049	1,015	873	876	799	672	652	416	296	-65%	793	AVG	-48%
	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	-3%	13,088	YTD	-4%
	# 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	-4%	14,569	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	-64%	0.6	AVG	-49%
	# of Closed Sales	651	682	871	747	775	1,124	1,253	1,213	1,318	1,438	1,147	1,148	25%	11,219	YTD	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	14%	544,705	WA	10%
2019	# of Active Listings	1,236	1,149	1,209	1,339	1,736	1,841	1,845	1,829	1,813	1,597	1,204	842	-31%	1,527	A	9%
	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	5%	13,607	YTD	-2%
	# 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	10%	13,923	YTD	7%
	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	-37%	1.2	A	1%
	# of Closed Sales	574	672	901	966	1,141	1,215	1,127	1,234	1,036	1,057	918	942	7%	10,841	T	3%
	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	5%	493,133	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 ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2018	Active Listings (EOM)	588	604	679	870	1,246	1,609	1,768	2,024	2,213	2,087	1,757	1,317	86%	1,404	AVG	22%
	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	10%	14,081	YTD	2%
	# of Pending Transactions	954	956	1,296	1,303	1,486	1,371	1,336	1,185	1,075	1,134	975	734	-8%	13,071	YTD	-11%
	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	103%	1.2	AVG	40%
	# of Closed Sales	645	634	903	954	1,127	1,236	1,122	1,136	955	922	859	875	-16%	10,493	YTD	-10%
	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	6%	486,321	WA	11%
2017	Active Listings (EOM)	786	744	790	897	1,118	1,374	1,529	1,597	1,579	1,263	946	625	-25%	1,148	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	-8%	13,850	YTD	-2%
	# 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	-3%	14,652	YTD	-3%
	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	-23%	0.9	AVG	-18%
	# of Closed Sales	763	741	917	904	1,148	1,233	1,258	1,339	1,203	1,135	1,019	1,032	-4%	11,660	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	11%	439,681	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	-17%	1,423	AVG	-23%
	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	17%	14,155	YTD	6%
	# 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	3%	15,144	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	-20%	1.0	AVG	-27%
	# of Closed Sales	671	666	938	995	1,157	1,223	1,278	1,234	1,162	1,088	1,060	938	37%	11,472	YTD	11%
	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	14%	388,553	WA	10%
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	-28%	1,836	AVG	-17%
	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%	13,292	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	24%	14,394	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	-42%	1.4	AVG	-28%
	# of Closed Sales	560	623	881	1,024	1,082	1,154	1,156	1,156	1,018	943	775	931	4%	10,372	YTD	16%
	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	6%	351,922	WA	9%
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	1%	2,216	AVG	24%
	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	-9%	12,831	YTD	7%
	# of Pending Transactions	928	928	1,211	1,209	1,393	1,310	1,210	1,178	1,112	1,111	855	794	1%	12,445	YTD	1%
	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	0%	2.0	AVG	20%
	# of Closed Sales	492	544	766	764	858	991	971	977	889	927	743	755	7%	8,922	YTD	-2%
	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	6%	324,334	WA	10%
2013	Active Listings (EOM)	1,351	1,341	1,257	1,325	1,534	1,791	2,080	2,260	2,324	2,276	2,108	1,830	37%	1,786	AVG	-13%
	New Listings Taken in Month	836	867	1,084	1,168	1,340	1,335	1,339	1,207	1,078	1,002	749	532	13%	12,005	YTD	14%
	# of Pending Transactions	950	1,034	1,351	1,271	1,255	1,252	1,229	1,156	961	1,008	849	700	-8%	12,316	YTD	-3%
	Months Supply of Inventory	1.4	1.3	0.9	1.0	1.2	1.4	1.7	2.0	2.4	2.3	2.5	2.6	48%	1.7	AVG	-9%
	# of Closed Sales	580	566	794	848	966	969	964	958	860	877	692	725	1%	9,074	YTD	10%
	Median Closed Price	258,500	282,617	287,825	295,000	300,500	300,000	304,000	310,000	304,475	286,250	309,925	306,000	14%	295,168	WA	14%

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 |

2013 - 2022

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	986	958	998	1,162	1,349	1,550	1,715	1,757	1,750	1,577	1,286	984	1,339	AVG
% of 12 Month Avg.	74%	72%	75%	87%	101%	116%	128%	131%	131%	118%	96%	73%		
New Listings Taken in Month	840	902	1,287	1,373	1,564	1,562	1,485	1,394	1,246	1,054	723	517	13,947	T
% of 12 Month Avg.	72%	78%	111%	118%	135%	134%	128%	120%	107%	91%	62%	45%		
# of Pending Transactions	943	1,014	1,345	1,294	1,454	1,423	1,365	1,383	1,234	1,186	966	757	14,364	T
% of 12 Month Avg.	79%	85%	112%	108%	121%	119%	114%	116%	103%	99%	81%	63%		
Months Supply of Inventory	1.0	0.9	0.7	0.9	0.9	1.1	1.3	1.3	1.4	1.3	1.3	1.3	1.1	AVG
% of 12 Month Avg.	93%	84%	66%	80%	82%	96%	111%	113%	126%	118%	118%	115%		
# of Closed Units	628	635	890	931	1,059	1,168	1,145	1,152	1,074	1,044	896	890	11,513	T
% of 12 Month Avg.	65%	66%	93%	97%	110%	122%	119%	120%	112%	109%	93%	93%		
Median Closed Price	439,739	454,386	469,280	483,525	484,340	492,945	490,207	484,395	479,247	477,907	476,092	479,940	476,000	AVG
% of 12 Month Avg.	92%	95%	99%	102%	102%	104%	103%	102%	101%	100%	100%	101%		

## All Snohomish County

### RESIDENTIAL ONLY

#### 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	2	6	2	3	5	5	2	3	1	2	3		<b>34</b>
\$250,000 to \$499,999	61	72	71	51	51	55	57	67	70	50	48		<b>653</b>
\$500,000 to \$749,999	172	238	298	244	278	284	303	363	303	293	226		<b>3,002</b>
\$750,000 to \$999,999	105	134	166	171	208	216	189	229	202	189	141		<b>1,950</b>
\$1,000,000 to \$1,499,999	60	75	124	124	146	153	153	139	137	100	95		<b>1,306</b>
\$1,500,000 to \$2,499,999	17	13	28	19	27	40	33	28	20	18	9		<b>252</b>
\$2,500,000 and above	0	0	2	3	1	3	3	2	3	1	0		<b>18</b>
<b>Grand Total</b>	<b>417</b>	<b>538</b>	<b>691</b>	<b>615</b>	<b>716</b>	<b>756</b>	<b>740</b>	<b>831</b>	<b>736</b>	<b>653</b>	<b>522</b>		<b>7,215</b>

### 2022

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	1	5	1	0	5	4	4	3	4	3	1	1	<b>31</b>
\$250,000 to \$499,999	79	50	77	63	56	85	83	93	88	83	77	75	<b>834</b>
\$500,000 to \$749,999	237	225	373	348	394	413	347	358	377	336	290	259	<b>3,698</b>
\$750,000 to \$999,999	169	131	272	303	351	322	268	247	252	205	147	137	<b>2,667</b>
\$1,000,000 to \$1,499,999	99	113	222	257	265	254	187	170	164	140	103	92	<b>1,974</b>
\$1,500,000 to \$2,499,999	17	31	85	98	77	73	49	34	22	19	20	26	<b>525</b>
\$2,500,000 and above	0	1	8	5	3	5	2	2	3	2	0	4	<b>31</b>
<b>Grand Total</b>	<b>602</b>	<b>556</b>	<b>1,038</b>	<b>1,074</b>	<b>1,151</b>	<b>1,156</b>	<b>940</b>	<b>907</b>	<b>910</b>	<b>788</b>	<b>638</b>	<b>594</b>	<b>9,760</b>

### YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	100%	20%	100%	N/A	0%	25%	-50%	0%	-75%	-33%	200%		10%
\$250,000 to \$499,999	-23%	44%	-8%	-19%	-9%	-35%	-31%	-28%	-20%	-40%	-38%		-22%
\$500,000 to \$749,999	-27%	6%	-20%	-30%	-29%	-31%	-13%	1%	-20%	-13%	-22%		-19%
\$750,000 to \$999,999	-38%	2%	-39%	-44%	-41%	-33%	-29%	-7%	-20%	-8%	-4%		-27%
\$1,000,000 to \$1,499,999	-39%	-34%	-44%	-52%	-45%	-40%	-18%	-18%	-16%	-29%	-8%		-34%
\$1,500,000 to \$2,499,999	0%	-58%	-67%	-81%	-65%	-45%	-33%	-18%	-9%	-5%	-55%		-52%
\$2,500,000 and above	N/A	-100%	-75%	-40%	-67%	-40%	50%	0%	0%	-50%	N/A		-42%
<b>Grand Total</b>	<b>-31%</b>	<b>-3%</b>	<b>-33%</b>	<b>-43%</b>	<b>-38%</b>	<b>-35%</b>	<b>-21%</b>	<b>-8%</b>	<b>-19%</b>	<b>-17%</b>	<b>-18%</b>		<b>-26%</b>