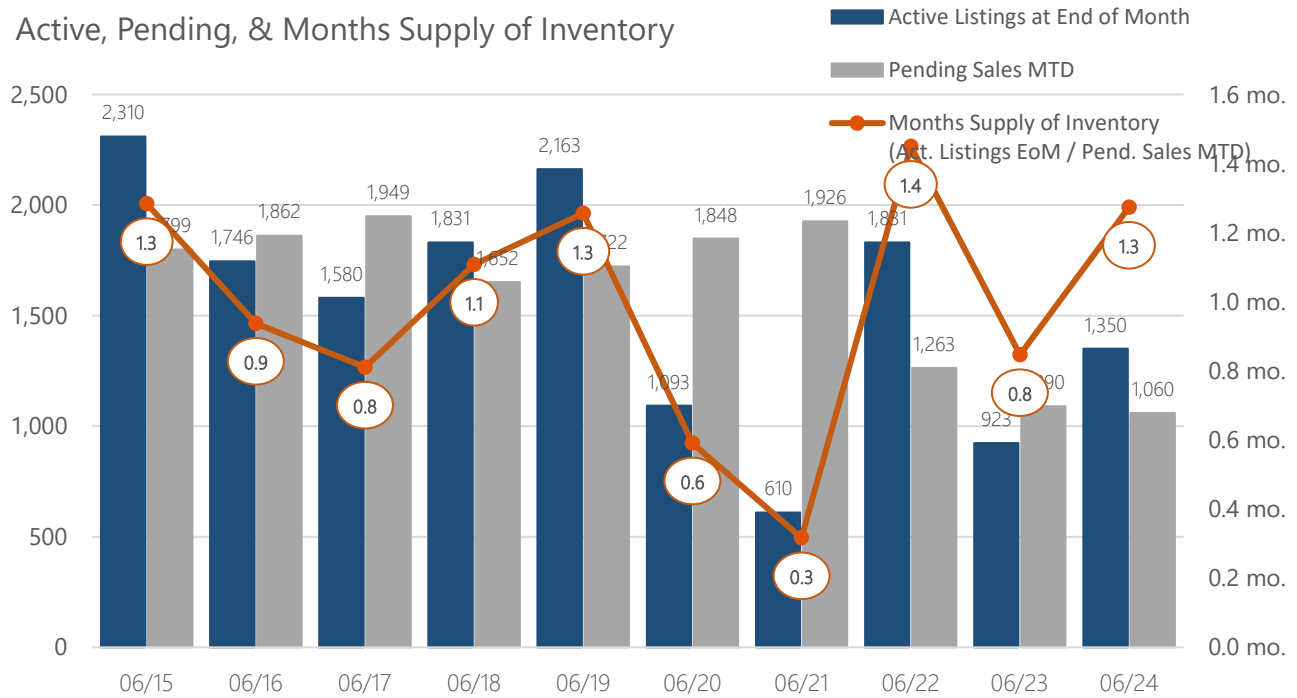
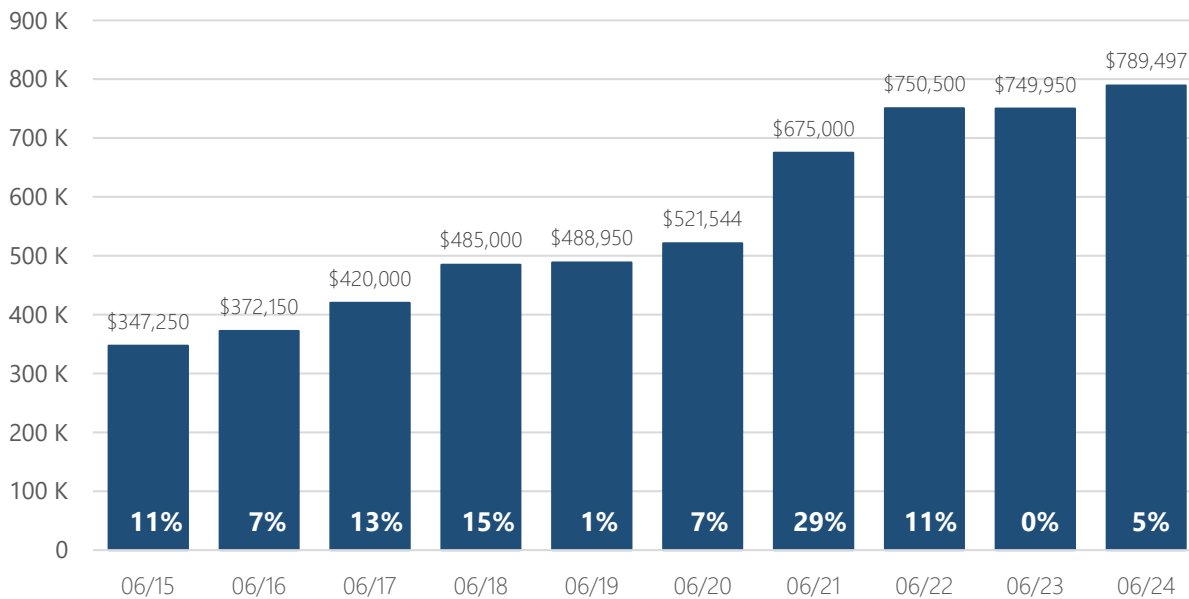


All Snohomish County
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



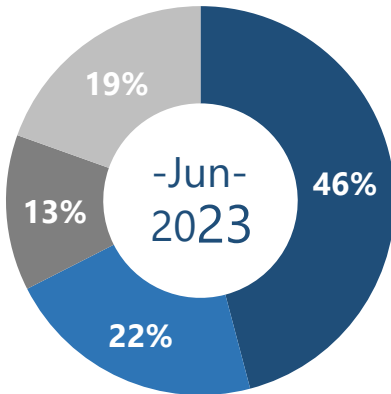
Median Closed Sales Price For Current Month Sold Properties



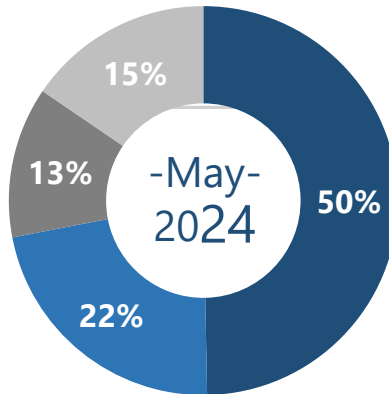
All Snohomish County

RESIDENTIAL & CONDOMINIUM

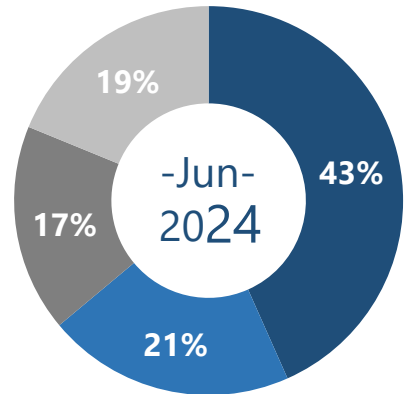
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



**SOLD
ABOVE
LIST
PRICE**



**SOLD
AT
LIST
PRICE**



**SOLD
BELOW
LIST
PRICE**



**PRICE
CHANGE
BEFORE
SALE**

JUNE 2024

**AVERAGE DAYS
ON MARKET**



6

9

21

45

**NUMBER OF SALES
IN MONTH**



417

198

166

181

**MEDIAN % FROM
ORIGINAL LIST PRICE**



4%

0%

-2%

N/A

All Snohomish County
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price
based on Market Time

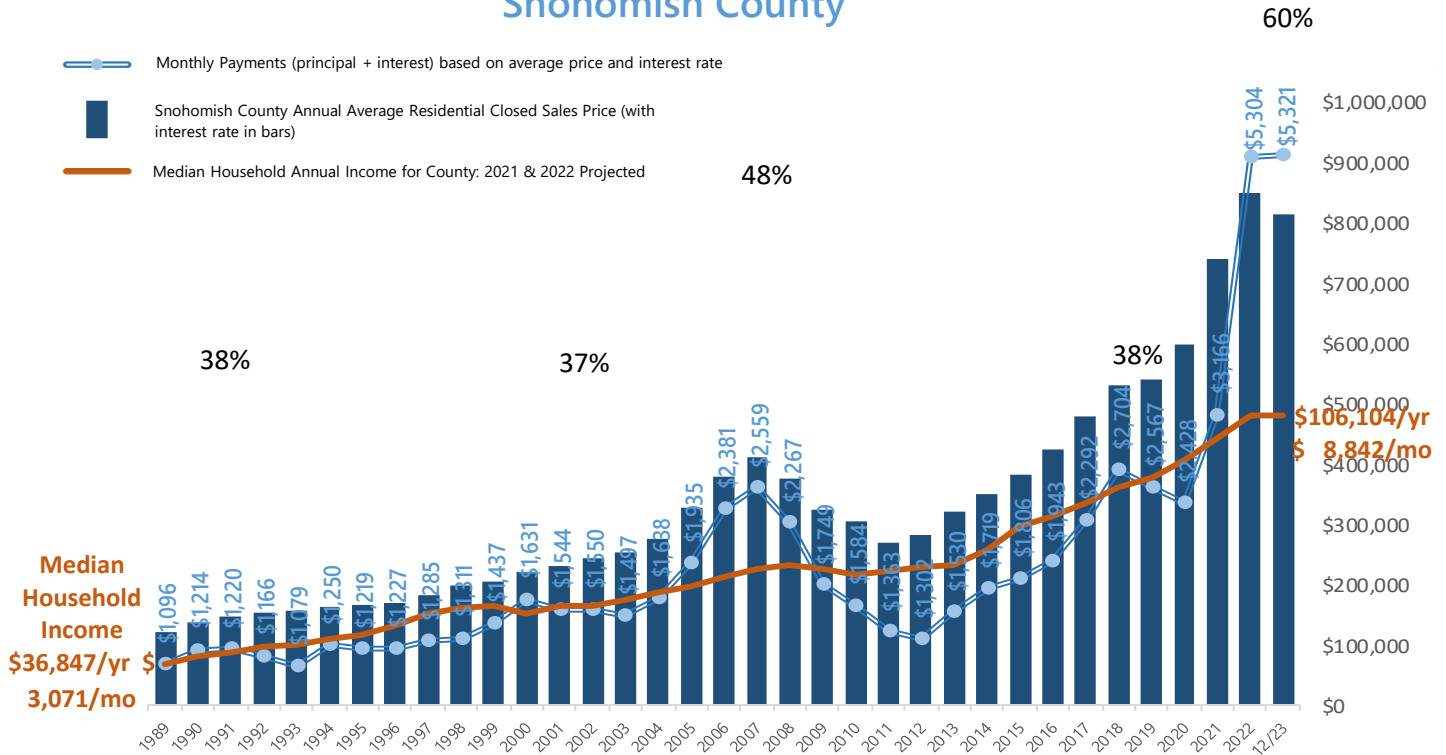
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	101.0%	100.9%	722	75.1%
15 - 30	98.1%	99.3%	139	14.4%
31 - 60	96.6%	98.7%	67	7.0%
61 - 90	89.2%	97.7%	12	1.2%
90+	94.3%	97.8%	22	2.3%
Totals			962	100.0%

The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
June, 2024	\$789,497	6.92%	\$5,210
June, 2023	\$749,950	6.71%	\$4,844
	\$39,547	0.21%	\$366 Per Month
			\$4,391 Per Year

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

Monthly Payments Compared to Income Trendline Snohomish County

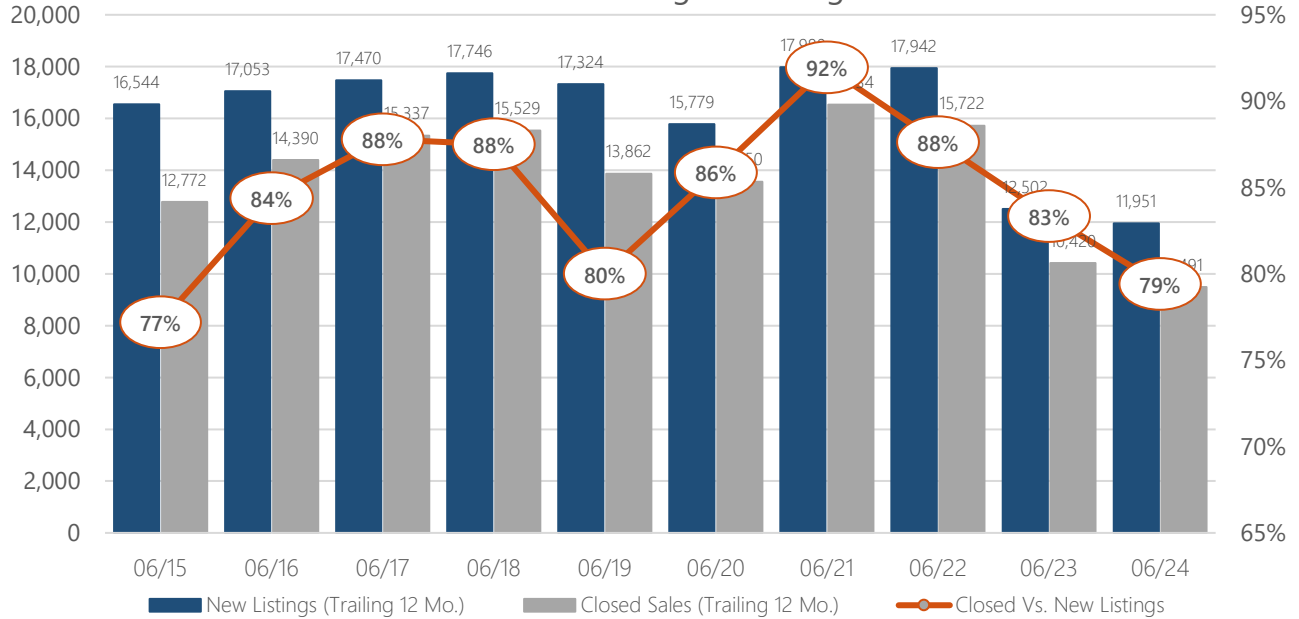


<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Annual Median Household Income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

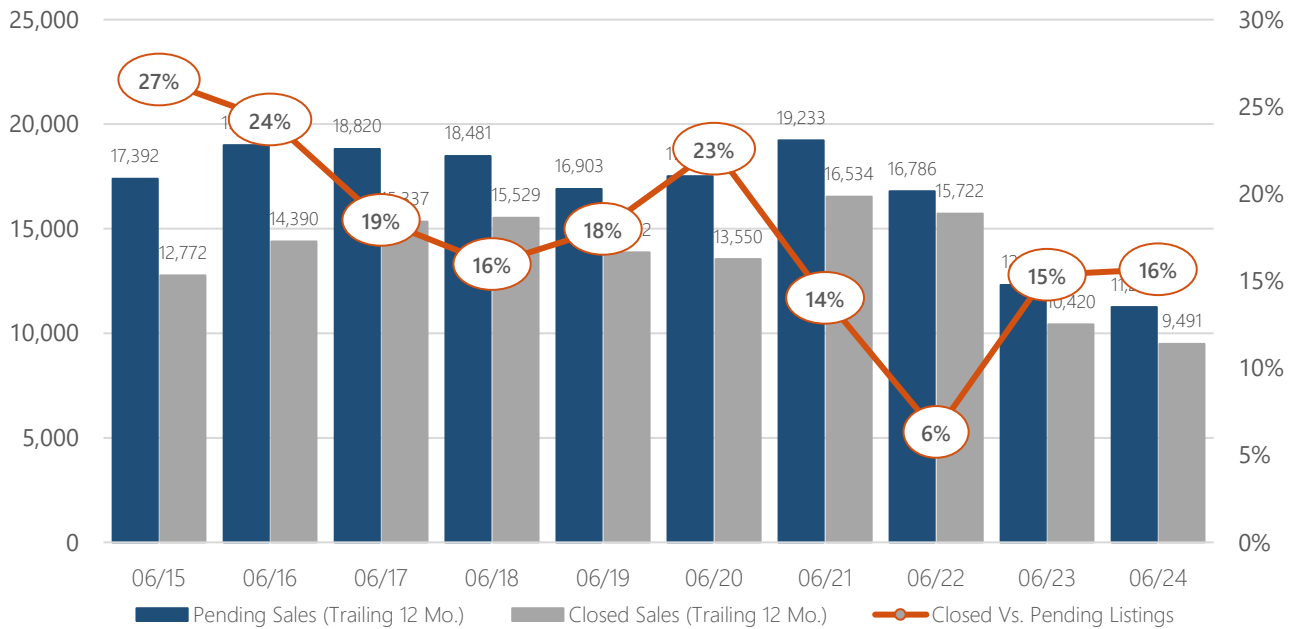
All Snohomish County RESIDENTIAL & CONDOMINIUM

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

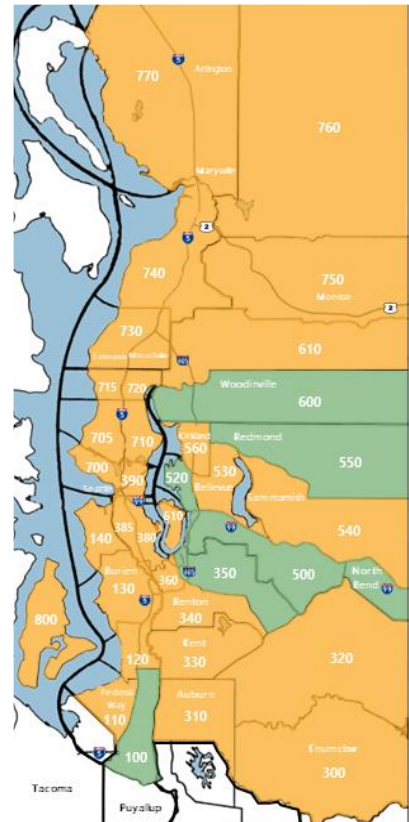
Area	Months Inventory			Area	Months Inventory		
	2022	2023	2024		2022	2023	2024
100	2.2	1.1	1.4	530	1.6	1.0	1.2
110	0.9	0.7	1.7	540	1.8	0.9	1.1
120	1.0	1.2	1.4	550	2.4	1.2	1.6
130	1.1	0.7	1.5	560	1.7	1.0	1.6
140	0.9	1.1	1.3	600	1.8	0.9	1.1
300	1.6	1.0	1.2	610	1.5	0.8	1.4
310	1.4	0.9	1.5	700	1.9	2.0	3.7
320	1.5	1.2	1.3	701	4.3	3.2	7.6
330	1.2	0.8	1.6	705	1.0	1.2	1.8
340	1.3	1.0	1.0	710	1.0	1.2	1.5
350	2.0	0.9	1.8	715	1.4	0.9	1.6
360	1.2	0.9	3.4	720	1.5	0.8	0.9
380	1.4	1.6	2.3	730	1.2	0.6	1.3
385	2.1	1.8	2.3	740	1.5	0.8	1.0
390	1.9	1.6	2.8	750	1.7	1.3	1.1
500	2.0	1.0	1.1	760	1.6	1.3	1.6
510	1.8	1.3	1.4	770	1.5	0.8	1.4
520	2.7	2.1	2.7	800	0.7	1.3	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

	June, 2024	June, 2023	Difference	% Change
Months Supply of Inventory	1.3	0.9	0.4	44%
Active Listings at End of Month	1,133	820	313	38%
Pending Sales MTD	889	925	-36	-4%
Pending Sales (Trailing 12 Months)	9,371	10,190	-819	-8%
Closed Sales MTD	825	756	69	9%
Closed Sales (Trailing 12 Months)	7,954	8,556	-602	-7%
Closed Sales Price (Median)	\$830,000	\$774,975	\$55,025	7%
30-Year-Fixed-Rate Mortgage Rate	6.9%	6.7%	0.2%	3%
Monthly Payments (P&I)	\$5,477	\$5,006	\$472	9%

Condominium

	June, 2024	June, 2023	Difference	% Change
Months Supply of Inventory	1.3	0.6	0.6	103%
Active Listings at End of Month	217	103	114	111%
Pending Sales MTD	171	165	6	4%
Pending Sales (Trailing 12 Months)	1,884	2,121	-237	-11%
Closed Sales MTD	161	154	7	5%
Closed Sales (Trailing 12 Months)	1,537	1,864	-327	-18%
Closed Sales Price (Median)	\$530,000	\$506,000	\$24,000	5%
30-Year-Fixed-Rate Mortgage Rate	6.9%	6.7%	0.2%	3%
Monthly Payments (P&I)	\$3,498	\$3,268	\$229	7%

Residential & Condominium

	June, 2024	June, 2023	Difference	% Change
Months Supply of Inventory	1.3	0.8	0.4	50%
Active Listings at End of Month	1,350	923	427	46%
Pending Sales MTD	1,060	1,090	-30	-3%
Pending Sales (Trailing 12 Months)	11,255	12,311	-1,056	-9%
Closed Sales MTD	986	910	76	8%
Closed Sales (Trailing 12 Months)	9,491	10,420	-929	-9%
Closed Sales Price (Median)	\$789,497	\$749,950	\$39,547	5%
30-Year-Fixed-Rate Mortgage Rates	6.9%	6.7%	0.2%	3%
Monthly Payments (P&I)	\$5,210	\$4,844	\$366	8%

All Snohomish County RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2024	Active Listings (EOM)	476	573	591	717	1,106	1,350							46%	802	AVG	1%
	New Listings Taken in Month	683	931	1,114	1,218	1,541	1,353							13%	6,840	YTD	18%
	# of Pending Transactions	820	864	1,090	1,092	1,185	1,060							-3%	6,111	YTD	2%
	Months Supply of Inventory	0.6	0.7	0.5	0.7	0.9	1.3							50%	0.8	AVG	-2%
	# of Closed Sales	568	648	736	861	956	986							8%	4,755	YTD	3%
	Median Closed Price	700,000	715,000	730,000	738,000	785,000	789,497							5%	744,431	WA	7%
2023	Active Listings (EOM)	875	662	769	735	783	923	941	1,046	1,153	1,124	942	564	-50%	791	AVG	-3%
	New Listings Taken in Month	719	728	1,051	946	1,170	1,198	1,080	1,104	1,061	849	632	385	-14%	5,812	YTD	-40%
	# of Pending Transactions	886	967	977	988	1,112	1,090	1,072	956	886	829	708	693	-14%	6,020	YTD	-24%
	Months Supply of Inventory	1.0	0.7	0.8	0.7	0.7	0.8	0.9	1.1	1.3	1.4	1.3	0.8	-42%	0.8	AVG	32%
	# of Closed Sales	513	652	850	778	894	910	879	977	861	772	621	626	-33%	4,597	YTD	-32%
	Median Closed Price	645,000	664,975	680,000	703,827	720,000	749,950	717,691	700,000	715,000	700,322	703,635	675,000	0%	695,722	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	200%	814	AVG	75%
	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	4%	9,665	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	-34%	7,892	YTD	-15%
	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	358%	0.6	AVG	96%
	# of Closed Sales	734	710	1,238	1,284	1,394	1,366	1,149	1,100	1,146	957	768	703	-21%	6,726	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	11%	748,752	WA	21%
2021	Active Listings (EOM)	372	347	336	632	500	610	885	813	800	549	325	232	-44%	466	AVG	-56%
	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	30%	9,320	YTD	15%
	# 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	4%	9,235	YTD	5%
	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	-46%	0.3	AVG	-59%
	# 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	28%	7,415	YTD	26%
	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	29%	619,282	WA	23%
2020	# of Active Listings	969	797	1,060	1,243	1,243	1,093	1,095	1,024	888	844	527	373	-49%	1,068	A	-36%
	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	-23%	8,077	YTD	-16%
	# 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	7%	8,794	YTD	-3%
	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	-53%	0.7	A	-33%
	# of Closed Sales	783	859	1,083	896	920	1,344	1,504	1,492	1,596	1,734	1,380	1,413	-7%	5,885	T	-12%
	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	7%	502,036	WA	7%

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
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	18%	1,672	AVG	58%
	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	-12%	9,297	YTD	-3%
	# 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	4%	9,109	YTD	0%
	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	13%	1.1	AVG	63%
	# 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%	6,719	YTD	-3%
	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	1%	469,009	WA	1%
2018	Active Listings (EOM)	667	672	783	991	1,421	1,831	2,036	2,357	2,568	2,421	2,086	1,562	16%	1,061	AVG	-2%
	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	-7%	9,568	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	-15%	9,075	YTD	-5%
	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	37%	0.7	AVG	2%
	# 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	-2%	6,952	YTD	-2%
	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	15%	463,729	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	-10%	1,080	AVG	-24%
	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%	9,384	YTD	-2%
	# 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	5%	9,572	YTD	-6%
	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	-14%	0.7	AVG	-20%
	# 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	4%	7,072	YTD	2%
	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	13%	403,977	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%
	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	5%	9,562	YTD	4%
	# 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%	357,340	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%
	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	8%	9,238	YTD	8%
	# 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%	328,938	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%
	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	11%	8,592	YTD	10%
	# 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%	296,025	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 & CONDOMINIUM

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)	1,080	1,026	1,094	1,271	1,463	1,685	1,846	1,882	1,884	1,689	1,353	988	1,438	AVG
% of 12 Month Avg.	75%	71%	76%	88%	102%	117%	128%	131%	131%	117%	94%	69%		
New Listings Taken in Month	1,007	1,076	1,529	1,596	1,824	1,820	1,737	1,638	1,481	1,238	856	603	16,404	T
% of 12 Month Avg.	74%	79%	112%	117%	133%	133%	127%	120%	108%	91%	63%	44%		
# of Pending Transactions	1,145	1,228	1,569	1,512	1,722	1,666	1,626	1,628	1,464	1,401	1,144	912	17,015	T
% of 12 Month Avg.	81%	87%	111%	107%	121%	117%	115%	115%	103%	99%	81%	64%		
Months Supply of Inventory	0.9	0.8	0.7	0.8	0.8	1.0	1.1	1.2	1.3	1.2	1.2	1.1	1.0	AVG
% of 12 Month Avg.	93%	82%	68%	82%	83%	99%	111%	113%	126%	118%	116%	106%		
# of Closed Units	755	787	1,098	1,117	1,267	1,396	1,363	1,389	1,294	1,246	1,062	1,058	13,832	T
% of 12 Month Avg.	65%	68%	95%	97%	110%	121%	118%	121%	112%	108%	92%	92%		
Median Closed Price	454,353	467,828	486,376	500,000	503,269	512,372	509,959	500,204	499,357	497,969	495,318	497,895	493,742	AVG
% of 12 Month Avg.	92%	95%	99%	101%	102%	104%	103%	101%	101%	101%	100%	101%		

All Snohomish County
RESIDENTIAL & CONDOMINIUM
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	1	7	2	1	5	10							26
\$250,000 to \$499,999	92	86	102	126	108	108							622
\$500,000 to \$749,999	232	260	284	308	322	321							1,727
\$750,000 to \$999,999	134	166	181	205	272	276							1,234
\$1,000,000 to \$1,499,999	80	103	138	176	187	185							869
\$1,500,000 to \$2,499,999	17	25	29	41	56	57							225
\$2,500,000 and above	4	1	1	4	6	5							21
Grand Total	560	648	737	861	956	962							4,724

2023

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	6	9	2	4	6	7	3	6	6	3	4	4	34
\$250,000 to \$499,999	118	148	146	117	136	130	124	139	126	111	89	110	795
\$500,000 to \$749,999	192	253	350	294	335	320	348	404	336	322	259	283	1,744
\$750,000 to \$999,999	118	151	185	196	238	253	202	248	218	212	154	134	1,141
\$1,000,000 to \$1,499,999	61	78	124	131	149	157	155	143	147	105	102	73	700
\$1,500,000 to \$2,499,999	17	13	28	19	28	41	35	28	21	18	9	16	146
\$2,500,000 and above	1	0	2	3	1	3	3	2	3	1	0	3	10
Grand Total	513	652	837	764	893	911	870	970	857	772	617	623	4,570

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-83%	-22%	0%	-75%	-17%	43%							-24%
\$250,000 to \$499,999	-22%	-42%	-30%	8%	-21%	-17%							-22%
\$500,000 to \$749,999	21%	3%	-19%	5%	-4%	0%							-1%
\$750,000 to \$999,999	14%	10%	-2%	5%	14%	9%							8%
\$1,000,000 to \$1,499,999	31%	32%	11%	34%	26%	18%							24%
\$1,500,000 to \$2,499,999	0%	92%	4%	116%	100%	39%							54%
\$2,500,000 and above	300%	N/A	-50%	33%	500%	67%							110%
Grand Total	9%	-1%	-12%	13%	7%	6%							3%