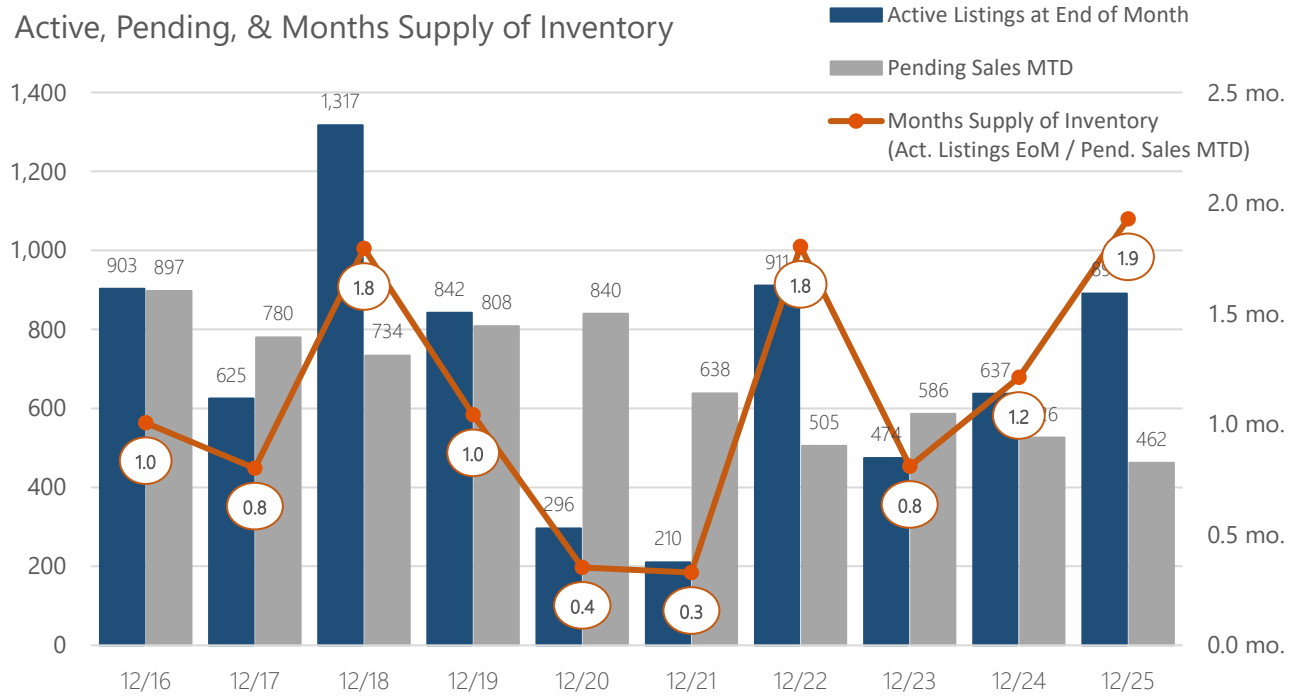
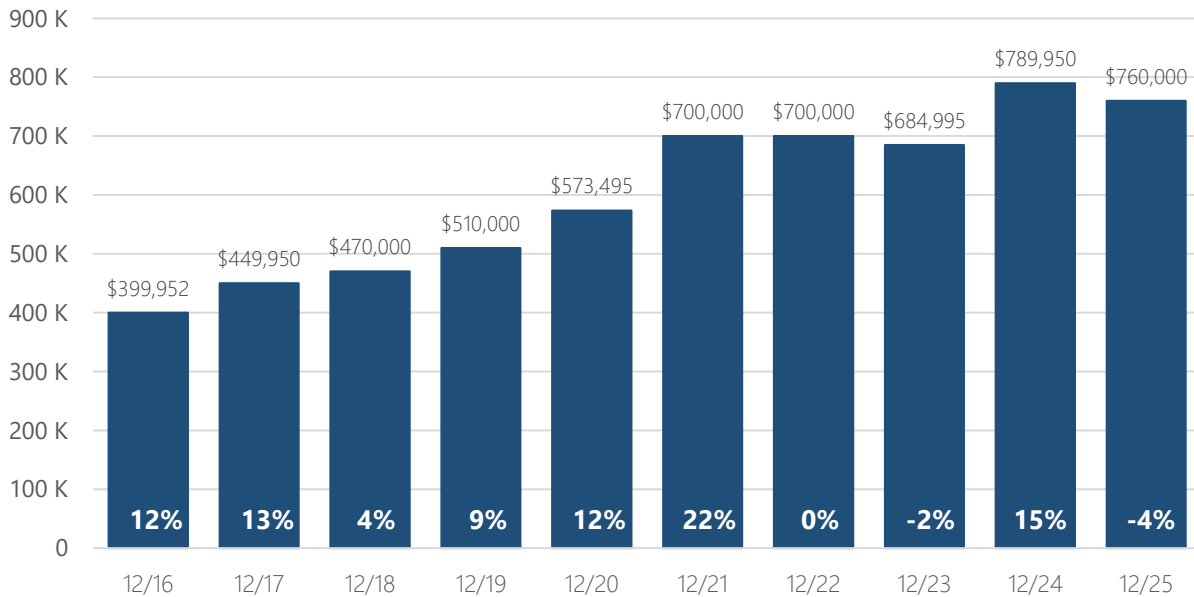


All Snohomish County
RESIDENTIAL ONLY

Active, Pending, & Months Supply of Inventory



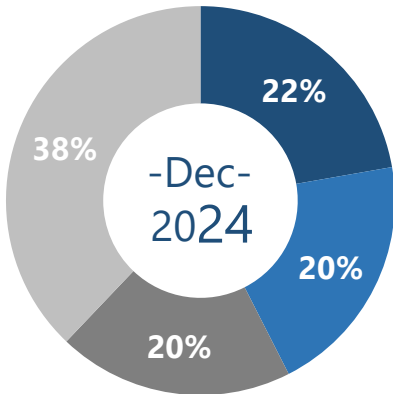
Median Closed Sales Price For Current Month Sold Properties



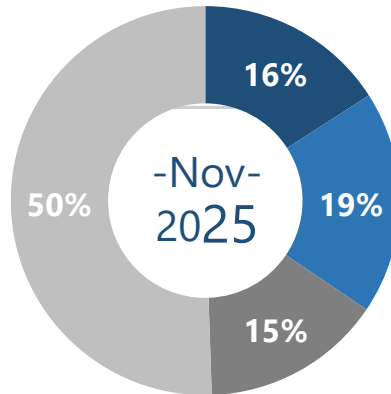
All Snohomish County

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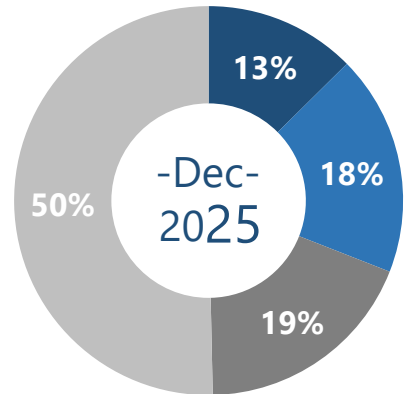
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD
ABOVE
LIST
PRICE



SOLD
AT
LIST
PRICE



SOLD
BELOW
LIST
PRICE



PRICE
CHANGE
BEFORE
SALE

DECEMBER 2025

AVERAGE DAYS
ON MARKET



8

14

26

84

NUMBER OF SALES
IN MONTH



74

108

110

296

MEDIAN % FROM
ORIGINAL LIST PRICE



2%

0%

-3%

N/A

All Snohomish County

RESIDENTIAL ONLY

Sales Price to List Price based on Market Time

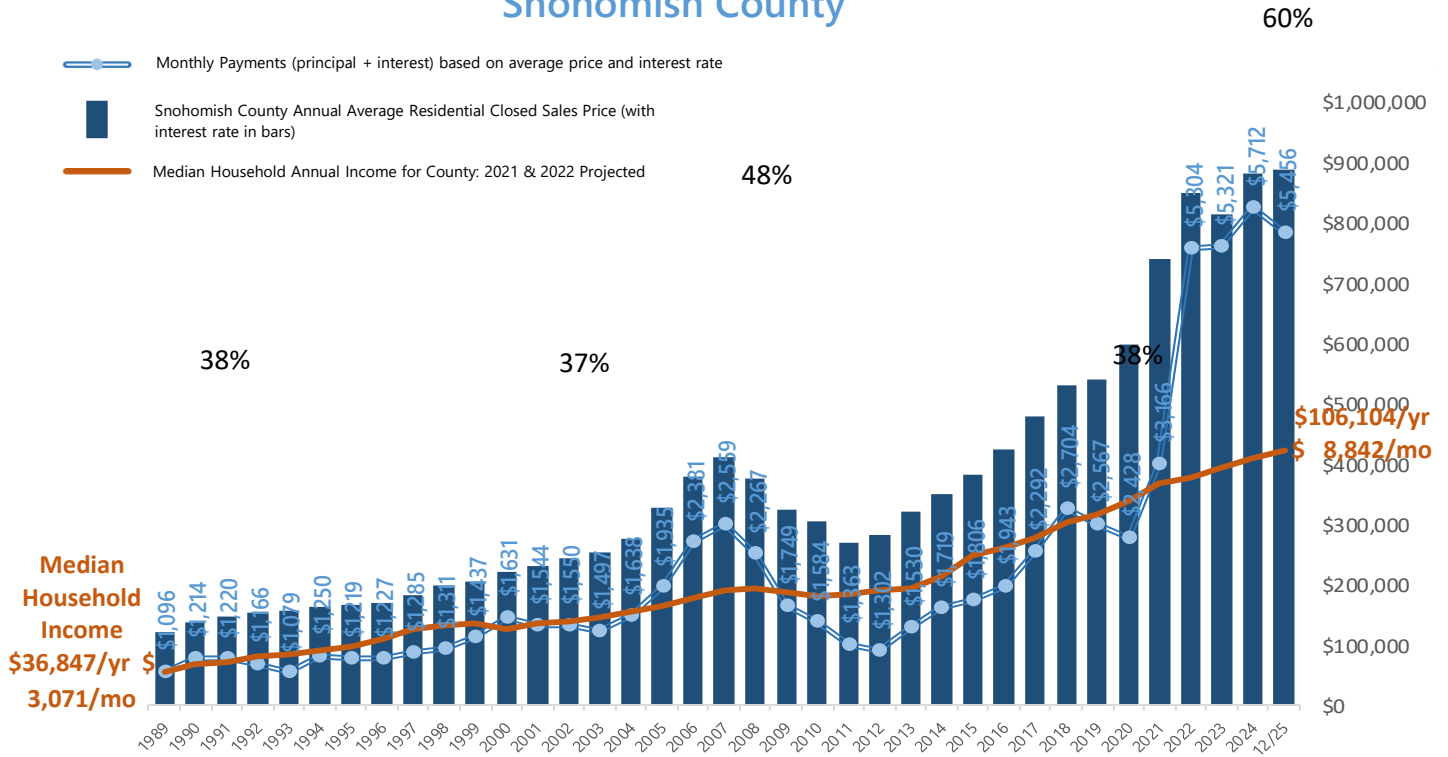
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	100.0%	100.0%	229	38.9%
15 - 30	98.2%	99.1%	98	16.7%
31 - 60	95.9%	98.8%	117	19.9%
61 - 90	94.8%	99.6%	68	11.6%
90+	90.1%	97.5%	76	12.9%
Totals			588	100.0%

The Cost of Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
December, 2025	\$760,000	6.19%	\$4,650
December, 2024	\$789,950	6.72%	\$5,108
	-\$29,950	-0.53%	-\$458 Per Month
			-\$5,496 Per Year

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

Monthly Payments Compared to Income Trendline Snohomish County



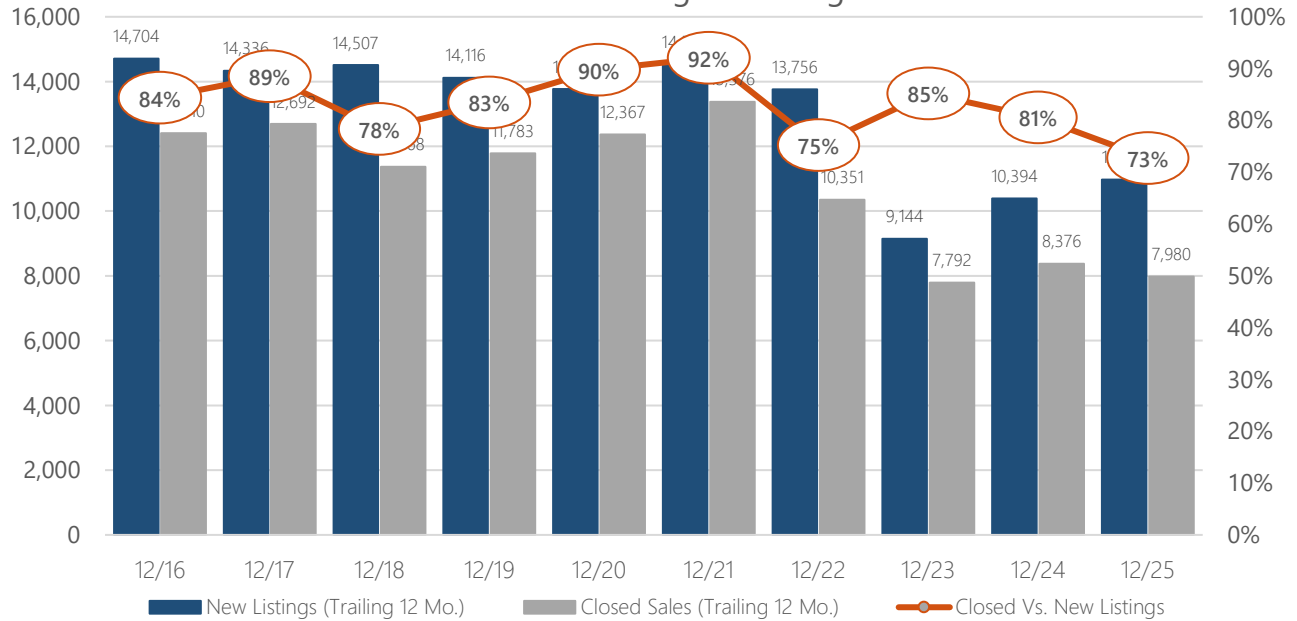
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Annual Median Household Income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

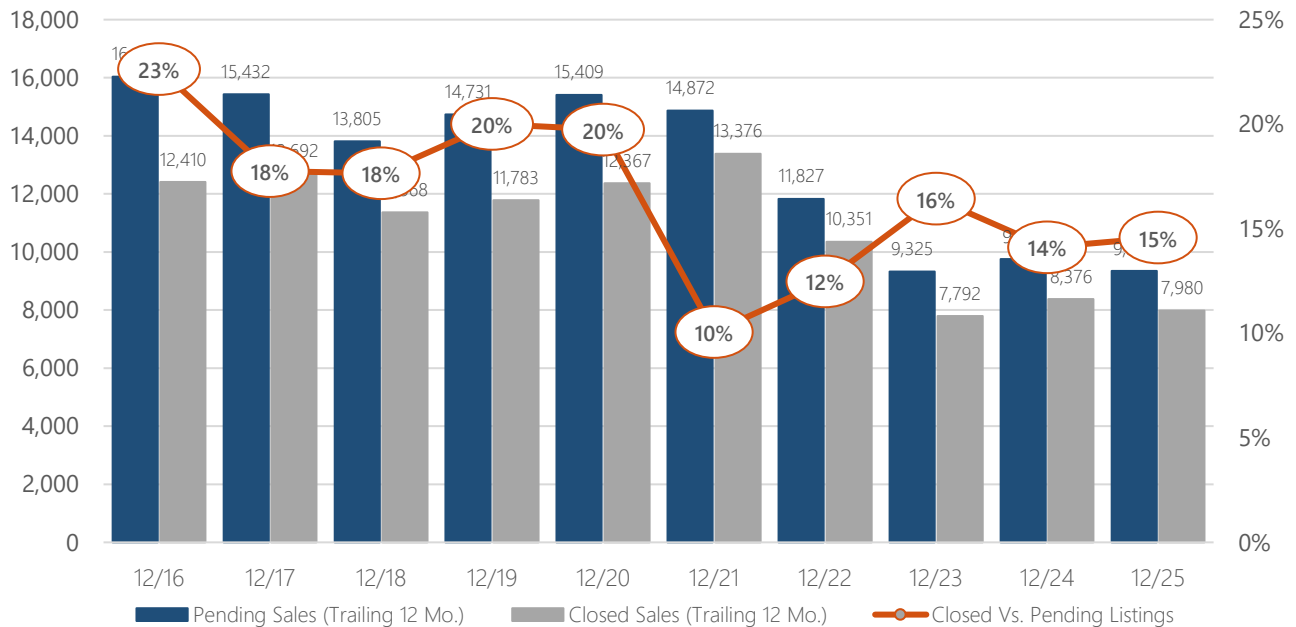
RESIDENTIAL ONLY

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		
	2023	2024	2025		2023	2024	2025
100	1.3	1.0	1.1	530	1.2	1.0	2.7
110	1.2	1.6	1.4	540	1.0	1.0	2.9
120	1.4	1.4	1.5	550	0.9	2.6	3.2
130	1.1	1.2	1.5	560	2.0	1.7	3.1
140	1.7	1.6	1.7	600	0.9	1.7	1.7
300	1.4	2.2	3.5	610	0.5	1.3	2.3
310	1.2	1.8	1.7	700	1.8	1.6	3.1
320	1.2	1.4	2.5	701	0.0	0.0	0.0
330	1.2	1.3	1.7	705	1.1	2.1	2.0
340	1.0	0.6	1.2	710	2.0	1.4	1.6
350	1.1	0.9	1.8	715	0.7	1.4	1.2
360	1.8	1.9	3.7	720	0.9	1.3	1.2
380	2.2	1.6	3.4	730	0.6	0.9	1.7
385	2.1	2.0	4.4	740	0.7	1.0	1.6
390	2.2	2.0	3.0	750	1.0	1.4	2.2
500	1.5	1.3	2.4	760	1.2	2.2	2.0
510	1.3	4.3	4.8	770	0.9	1.1	2.0
520	4.4	2.8	3.3	800	4.0	4.0	2.8

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

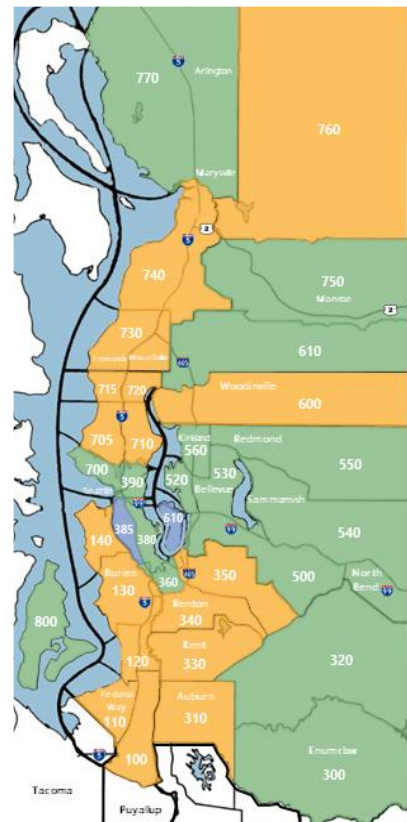
2 YEARS AGO



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

	December, 2025	December, 2024	Difference	% Change
Months Supply of Inventory	1.9	1.2	0.7	59%
Active Listings at End of Month	891	637	254	40%
Pending Sales MTD	462	526	-64	-12%
Pending Sales (Trailing 12 Months)	9,342	9,752	-410	-4%
Closed Sales MTD	593	609	-16	-3%
Closed Sales (Trailing 12 Months)	7,980	8,376	-396	-5%
Closed Sales Price (Median)	\$760,000	\$789,950	-\$29,950	-4%
30-Year-Fixed-Rate Mortgage Rate	6.2%	6.7%	-0.5%	-8%
Monthly Payments (P&I)	\$4,650	\$5,108	-\$458	-9%

Condominium

	December, 2025	December, 2024	Difference	% Change
Months Supply of Inventory	2.3	1.6	0.8	48%
Active Listings at End of Month	244	187	57	30%
Pending Sales MTD	105	119	-14	-12%
Pending Sales (Trailing 12 Months)	1,862	1,999	-137	-7%
Closed Sales MTD	113	144	-31	-22%
Closed Sales (Trailing 12 Months)	1,616	1,677	-61	-4%
Closed Sales Price (Median)	\$505,000	\$549,975	-\$44,975	-8%
30-Year-Fixed-Rate Mortgage Rate	6.2%	6.7%	-0.5%	-8%
Monthly Payments (P&I)	\$3,090	\$3,556	-\$466	-13%

Residential & Condominium

	December, 2025	December, 2024	Difference	% Change
Months Supply of Inventory	2.0	1.3	0.7	57%
Active Listings at End of Month	1,135	824	311	38%
Pending Sales MTD	567	645	-78	-12%
Pending Sales (Trailing 12 Months)	11,204	11,751	-547	-5%
Closed Sales MTD	706	753	-47	-6%
Closed Sales (Trailing 12 Months)	9,596	10,053	-457	-5%
Closed Sales Price (Median)	\$730,000	\$744,995	-\$14,995	-2%
30-Year-Fixed-Rate Mortgage Rates	6.2%	6.7%	-0.5%	-8%
Monthly Payments (P&I)	\$4,466	\$4,817	-\$351	-7%

All Snohomish County RESIDENTIAL ONLY

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	T	YTD % Change
2025	Active Listings (EOM)	706	754	864	1,048	1,440	1,646	1,731	1,684	1,634	1,588	1,236	891	40%	1,269	AVG	50%
	New Listings Taken in Month	765	693	1,027	1,082	1,451	1,188	1,106	952	976	891	485	354	-4%	10,970	YTD	6%
	# of Pending Transactions	688	650	888	857	978	848	880	845	839	764	643	462	-12%	9,342	YTD	-4%
	Months Supply of Inventory	1.0	1.2	1.0	1.2	1.5	1.9	2.0	2.0	1.9	2.1	1.9	1.9	59%	1.6	AVG	58%
	# of Closed Sales	451	533	639	696	773	796	780	733	700	713	573	593	-3%	7,980	YTD	-5%
	Median Closed Price	770,000	785,000	790,000	799,950	833,000	815,000	805,000	790,000	750,000	770,000	750,000	760,000	-4%	785,615	WA	0%
2024	Active Listings (EOM)	396	455	484	587	934	1,133	1,168	1,143	1,178	1,139	887	637	34%	845	AVG	11%
	New Listings Taken in Month	567	760	912	1,000	1,300	1,139	990	993	954	874	538	367	-10%	10,394	YTD	14%
	# of Pending Transactions	676	723	878	889	970	889	884	957	848	830	682	526	-10%	9,752	YTD	5%
	Months Supply of Inventory	0.6	0.6	0.6	0.7	1.0	1.3	1.3	1.2	1.4	1.4	1.3	1.2	50%	1.0	AVG	5%
	# of Closed Sales	473	551	613	694	765	825	771	825	787	781	682	609	15%	8,376	YTD	7%
	Median Closed Price	729,990	750,990	760,000	799,500	828,000	830,000	818,419	780,000	775,000	810,000	784,975	789,950	15%	789,197	WA	7%
2023	Active Listings (EOM)	760	582	660	653	698	820	847	914	974	934	789	474	-48%	759	AVG	-30%
	New Listings Taken in Month	598	609	846	791	984	1,033	944	940	856	698	522	323	-5%	9,144	YTD	-34%
	# of Pending Transactions	731	806	784	804	929	925	928	813	735	696	588	586	16%	9,325	YTD	-21%
	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	-55%	1.0	AVG	-16%
	# of Closed Sales	417	538	703	628	717	756	748	837	741	653	525	529	-11%	7,792	YTD	-25%
	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%	735,245	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	334%	1,089	AVG	138%
	New Listings Taken in Month	703	958	1,507	1,534	1,715	1,778	1,524	1,180	1,106	833	579	339	-39%	13,756	YTD	-5%
	# of Pending Transactions	733	932	1,298	1,251	1,335	1,067	1,090	1,250	961	754	651	505	-21%	11,827	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	448%	1.2	AVG	225%
	# of Closed Sales	609	556	987	1,075	1,167	1,160	944	908	926	788	637	594	-38%	10,351	YTD	-23%
	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	0%	760,928	WA	12%
2021	# of Active Listings	298	283	289	519	427	513	754	714	703	492	294	210	-29%	458	A	-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	10%	14,524	YTD	3%
	# of Pending Transactions	819	860	1,297	1,350	1,526	1,612	1,442	1,610	1,424	1,283	1,011	638	-24%	14,872	YTD	-3%
	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	-7%	0.4	A	-39%
	# of Closed Sales	735	662	946	1,035	1,169	1,375	1,378	1,363	1,372	1,268	1,111	962	-16%	13,376	T	8%
	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	22%	677,728	WA	24%

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
2020	Active Listings (EOM)	805	675	886	1,049	1,015	873	876	799	672	652	416	296	-65%	751	AVG	-49%
	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	34%	13,772	YTD	-2%
	# 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%	15,409	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	-66%	0.6	AVG	-50%
	# of Closed Sales	651	682	871	747	775	1,124	1,253	1,213	1,318	1,438	1,147	1,148	22%	12,367	YTD	5%
	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	12%	547,225	WA	11%
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	-36%	1,470	AVG	5%
	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	19%	14,116	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	10%	14,731	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	-42%	1.2	AVG	-4%
	# of Closed Sales	574	672	901	966	1,141	1,215	1,127	1,234	1,036	1,057	918	942	8%	11,783	YTD	4%
	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	9%	494,584	WA	2%
2018	Active Listings (EOM)	588	604	679	870	1,246	1,609	1,768	2,024	2,213	2,087	1,757	1,317	111%	1,397	AVG	27%
	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	-12%	14,507	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	-6%	13,805	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	124%	1.2	AVG	47%
	# of Closed Sales	645	634	903	954	1,127	1,236	1,122	1,136	955	922	859	875	-15%	11,368	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	4%	485,002	WA	10%
2017	Active Listings (EOM)	786	744	790	897	1,118	1,374	1,529	1,597	1,579	1,263	946	625	-31%	1,104	AVG	-20%
	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	-11%	14,336	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	-13%	15,432	YTD	-4%
	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	-20%	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	10%	12,692	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	13%	440,556	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	-24%	1,379	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	-1%	14,704	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%	16,041	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	-26%	1.0	AVG	-26%
	# of Closed Sales	671	666	938	995	1,157	1,223	1,278	1,234	1,162	1,088	1,060	938	1%	12,410	YTD	10%
	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	12%	389,529	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	-31%	1,782	AVG	-18%
	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	3%	13,846	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	9%	15,263	YTD	15%
	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	-37%	1.4	AVG	-29%
	# of Closed Sales	560	623	881	1,024	1,082	1,154	1,156	1,156	1,018	943	775	931	23%	11,303	YTD	17%
	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%	352,437	WA	8%

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 |

2015 - 2024

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	787	747	809	957	1,139	1,327	1,447	1,465	1,474	1,318	1,031	740	1,103	AVG
% of 12 Month Avg.	71%	68%	73%	87%	103%	120%	131%	133%	134%	119%	93%	67%		
New Listings Taken in Month	784	867	1,240	1,302	1,506	1,500	1,400	1,337	1,207	1,003	685	480	13,310	T
% of 12 Month Avg.	71%	78%	112%	117%	136%	135%	126%	121%	109%	90%	62%	43%		
# of Pending Transactions	896	971	1,255	1,216	1,379	1,349	1,302	1,326	1,185	1,127	923	718	13,646	T
% of 12 Month Avg.	79%	85%	110%	107%	121%	119%	114%	117%	104%	99%	81%	63%		
Months Supply of Inventory	0.9	0.8	0.6	0.8	0.8	1.0	1.1	1.1	1.2	1.2	1.1	1.0	1.0	AVG
% of 12 Month Avg.	90%	79%	66%	81%	85%	101%	114%	114%	128%	120%	115%	106%		
# of Closed Units	610	633	866	902	1,025	1,130	1,104	1,125	1,052	1,007	873	856	11,182	T
% of 12 Month Avg.	65%	68%	93%	97%	110%	121%	118%	121%	113%	108%	94%	92%		
Median Closed Price	527,288	538,780	557,400	578,725	582,590	589,443	583,274	571,451	568,289	570,477	563,097	563,634	566,204	AVG
% of 12 Month Avg.	93%	95%	98%	102%	103%	104%	103%	101%	100%	101%	99%	100%		

All Snohomish County

RESIDENTIAL ONLY

Closed Sales by Price by Month

2025

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	1	1	2	1	2	1	1	3	2	2	1	2	19
\$250,000 to \$499,999	26	31	29	17	25	33	46	31	50	50	44	33	415
\$500,000 to \$749,999	180	208	250	273	274	291	281	279	287	280	234	244	3,081
\$750,000 to \$999,999	129	144	192	179	228	214	221	203	186	190	152	169	2,207
\$1,000,000 to \$1,499,999	78	105	112	164	178	178	162	166	128	137	98	106	1,612
\$1,500,000 to \$2,499,999	30	32	50	54	56	56	55	44	44	39	33	29	522
\$2,500,000 and above	2	1	4	3	2	8	9	3	3	3	4	5	47
Grand Total	446	522	639	691	765	781	775	729	700	701	566	588	7,903

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	1	1	2	20
\$250,000 to \$499,999	44	42	46	55	35	37	40	42	40	46	46	32	505
\$500,000 to \$749,999	204	227	250	252	275	275	284	314	307	286	243	237	3,154
\$750,000 to \$999,999	124	152	162	180	228	250	219	242	237	216	207	160	2,377
\$1,000,000 to \$1,499,999	73	101	127	163	165	173	178	166	144	154	131	126	1,701
\$1,500,000 to \$2,499,999	17	25	27	40	55	57	46	47	48	64	38	46	510
\$2,500,000 and above	3	1	1	4	6	4	3	1	6	5	1	4	39
Grand Total	465	551	613	694	765	801	772	815	784	772	667	607	8,306

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	N/A	-67%	N/A	N/A	100%	-80%	-50%	0%	0%	100%	0%	0%	-5%
\$250,000 to \$499,999	-41%	-26%	-37%	-69%	-29%	-11%	15%	-26%	25%	9%	-4%	3%	-18%
\$500,000 to \$749,999	-12%	-8%	0%	8%	0%	6%	-1%	-11%	-7%	-2%	-4%	3%	-2%
\$750,000 to \$999,999	4%	-5%	19%	-1%	0%	-14%	1%	-16%	-22%	-12%	-27%	6%	-7%
\$1,000,000 to \$1,499,999	7%	4%	-12%	1%	8%	3%	-9%	0%	-11%	-11%	-25%	-16%	-5%
\$1,500,000 to \$2,499,999	76%	28%	85%	35%	2%	-2%	20%	-6%	-8%	-39%	-13%	-37%	2%
\$2,500,000 and above	-33%	0%	300%	-25%	-67%	100%	200%	200%	-50%	-40%	300%	25%	21%
Grand Total	-4%	-5%	4%	0%	0%	-2%	0%	-11%	-11%	-9%	-15%	-3%	-5%