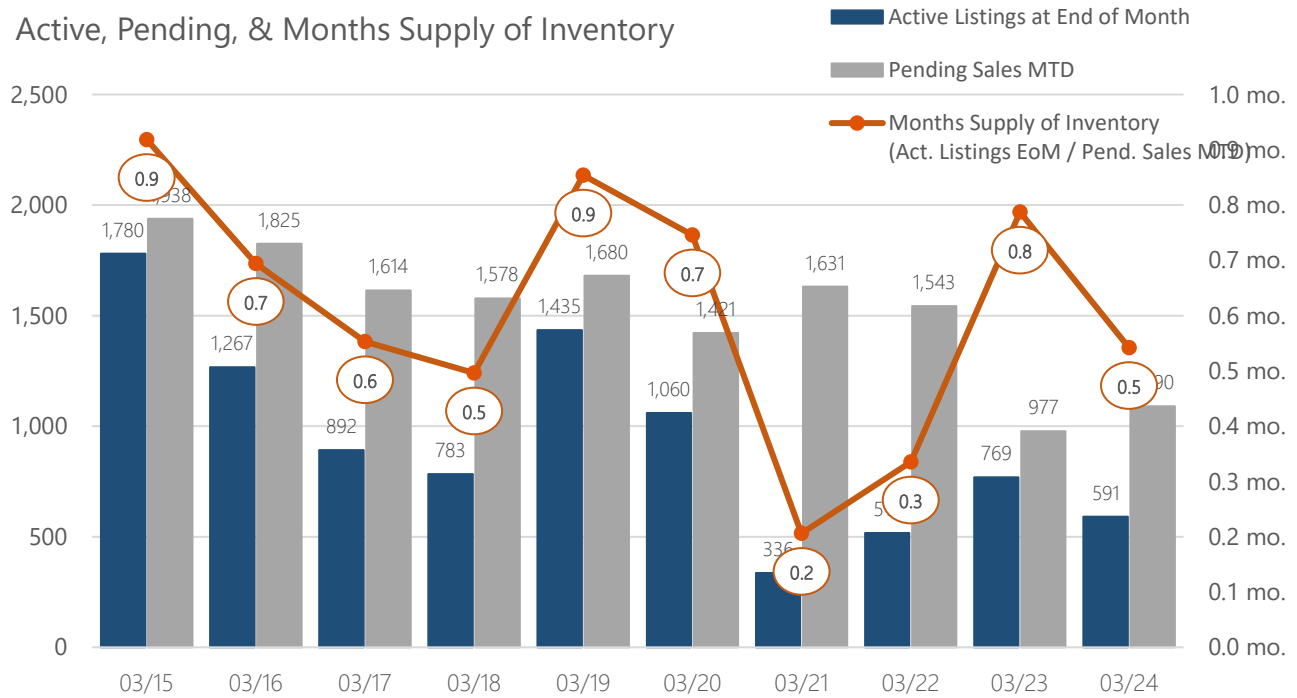
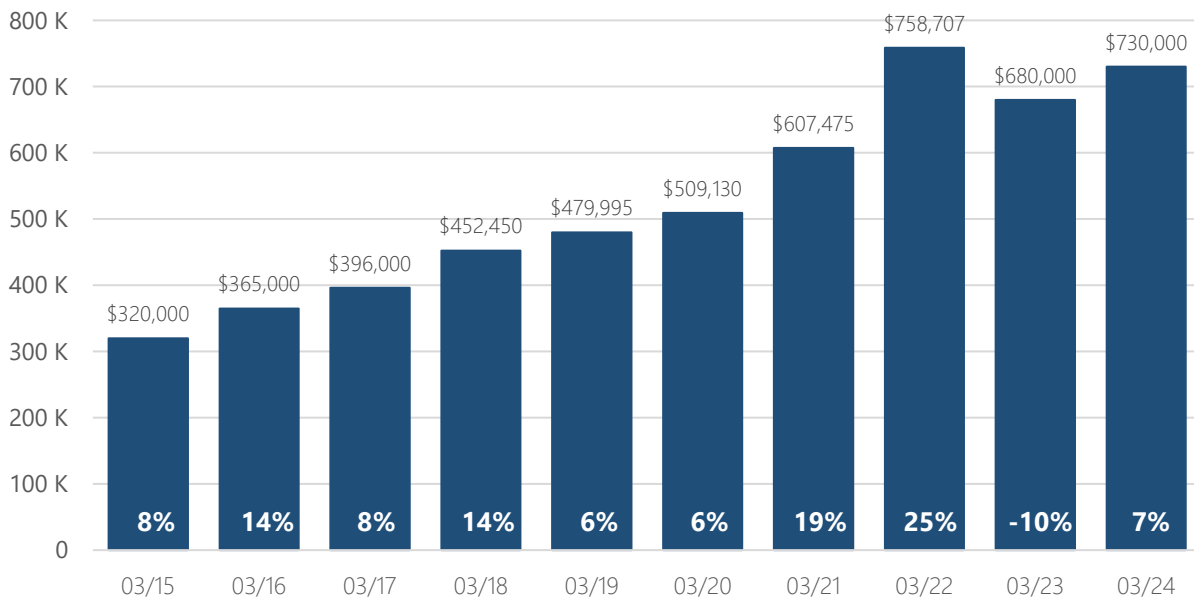


All Snohomish County
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



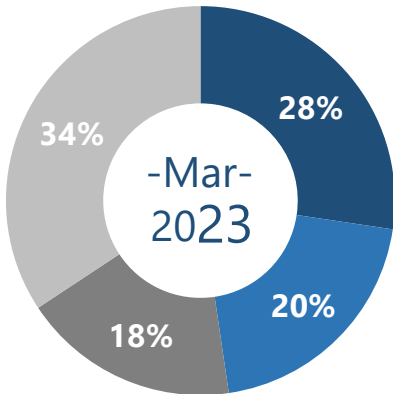
Median Closed Sales Price For Current Month Sold Properties



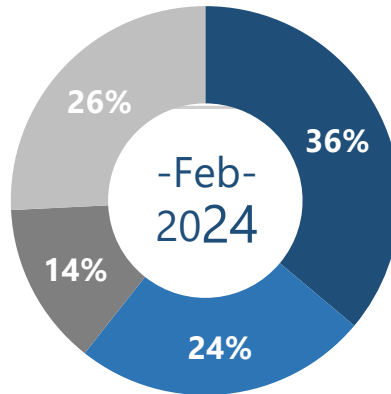
All Snohomish County

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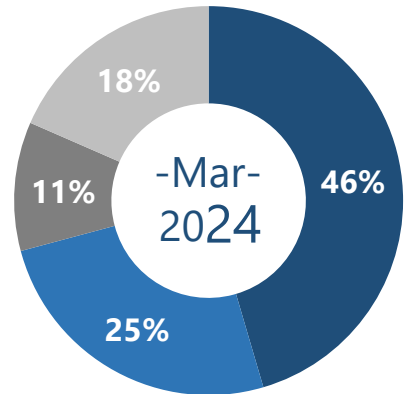
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD
ABOVE
LIST
PRICE



SOLD
AT
LIST
PRICE



SOLD
BELOW
LIST
PRICE



PRICE
CHANGE
BEFORE
SALE

MARCH 2024

		SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	▶	6	16	23	77
NUMBER OF SALES IN MONTH	▶	335	187	79	136
MEDIAN % FROM ORIGINAL LIST PRICE	▶	5%	0%	-2%	N/A

All Snohomish County
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price
based on Market Time

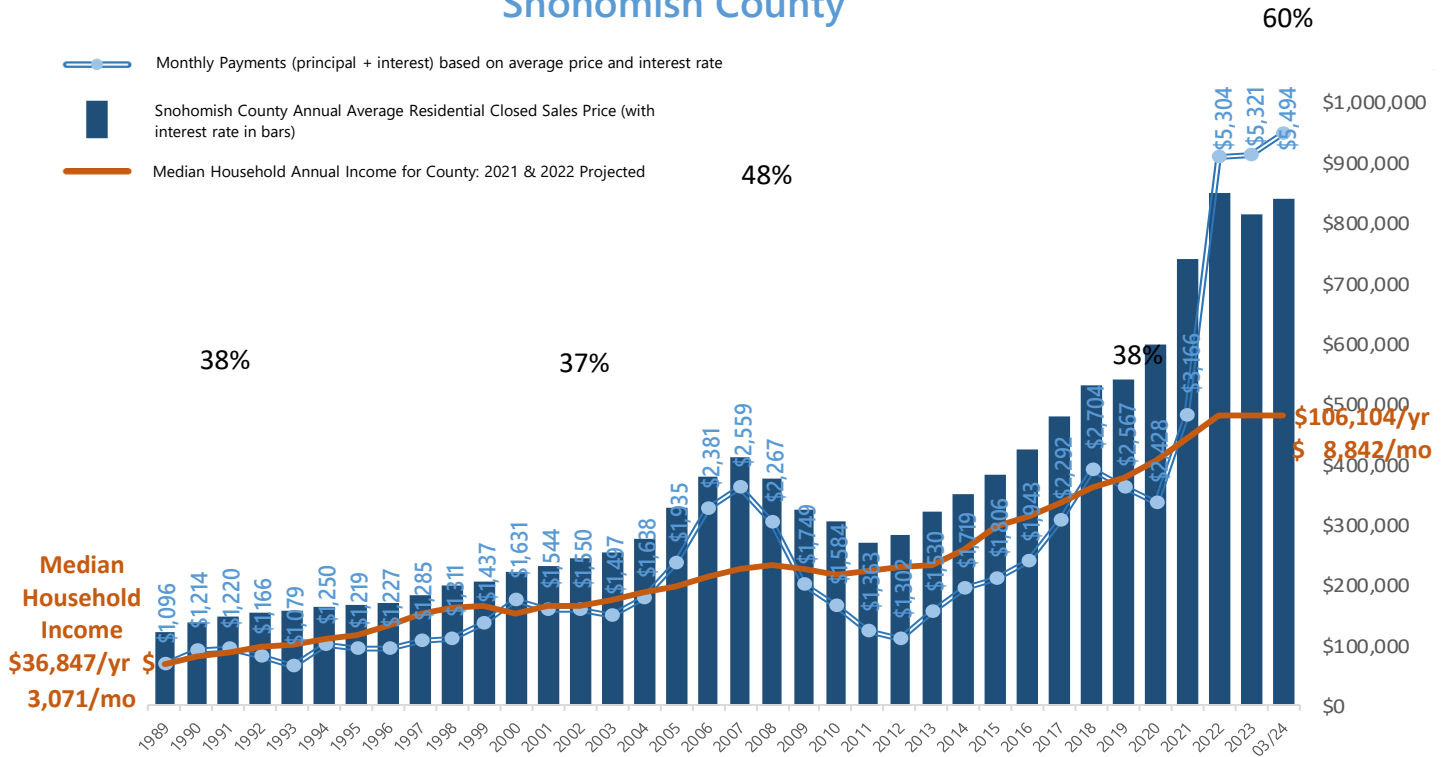
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	101.6%	101.4%	535	72.6%
15 - 30	100.0%	100.0%	78	10.6%
31 - 60	98.1%	100.0%	46	6.2%
61 - 90	98.2%	100.0%	30	4.1%
90+	97.2%	100.0%	48	6.5%
Totals			737	100.0%

The Cost of
Waiting a Year

	Median Price	Interest Rate* 30-Year-Fixed	P&I Principal & Interest
March, 2024	\$730,000	6.82%	\$4,769
March, 2023	\$680,000	6.54%	\$4,316
	\$50,000	0.28%	\$453 Per Month
			\$5,434 Per Year

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

Monthly Payments Compared to Income Trendline Snohomish County

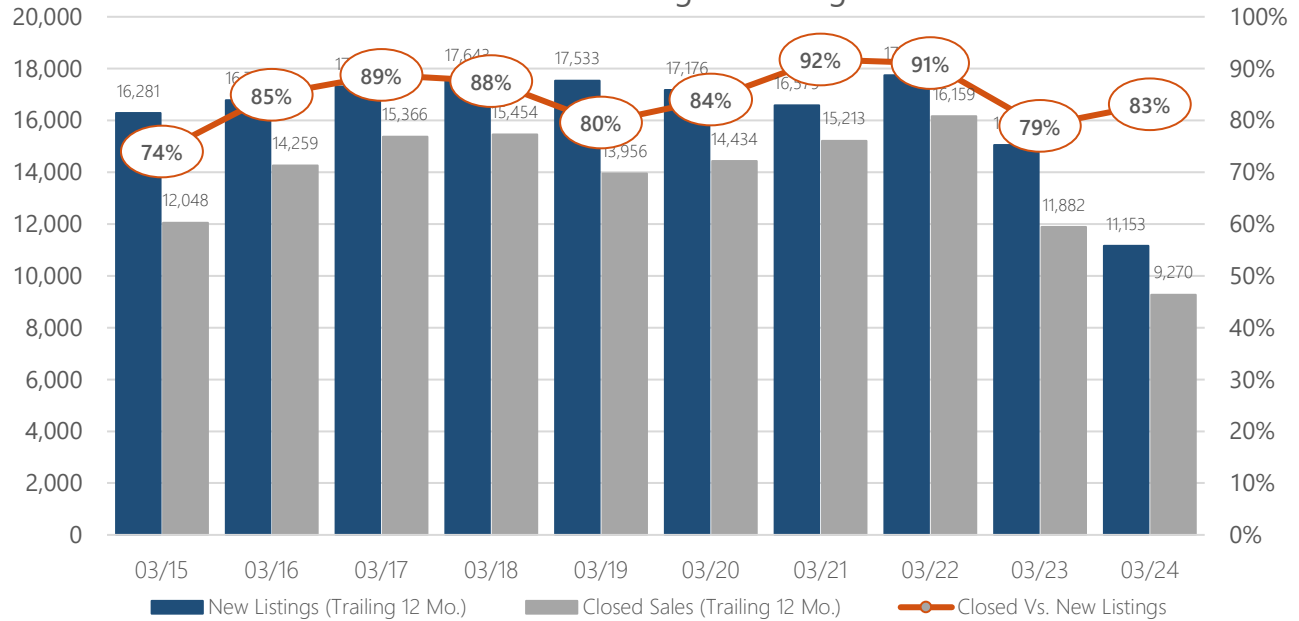


<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars)</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Annual Median Household Income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

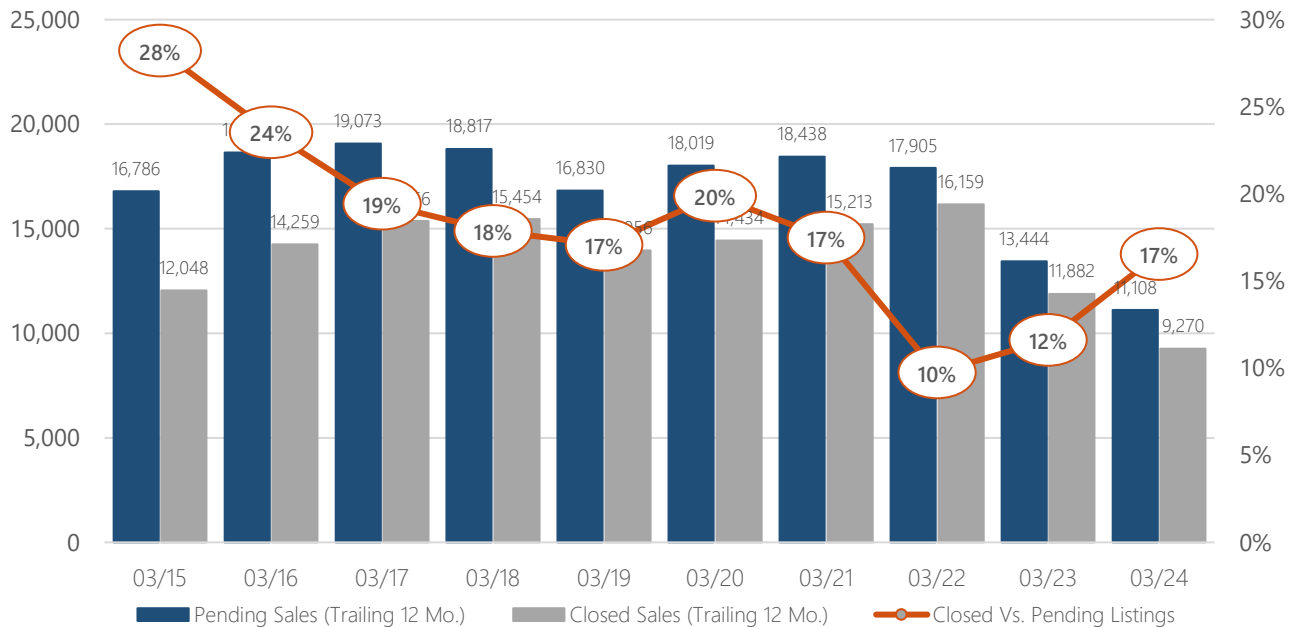
All Snohomish County RESIDENTIAL & CONDOMINIUM

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

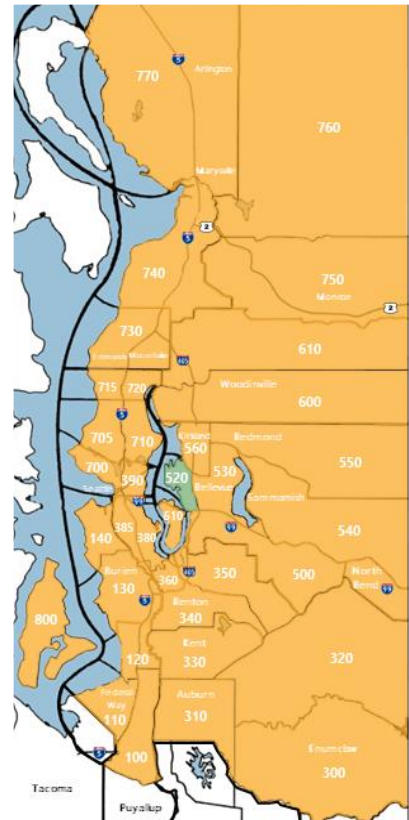
Area	Months Inventory			Area	Months Inventory		
	2022	2023	2024		2022	2023	2024
100	0.4	0.6	1.0	530	0.3	0.9	0.7
110	0.3	0.4	1.0	540	0.4	0.9	0.5
120	0.3	0.6	0.9	550	0.4	1.0	0.6
130	0.3	1.0	0.9	560	0.5	1.3	0.7
140	0.3	0.8	1.0	600	0.4	0.9	0.5
300	0.3	1.3	0.9	610	0.4	0.9	0.5
310	0.4	0.5	0.5	700	0.5	1.4	1.8
320	0.5	1.4	0.8	701	1.5	3.8	3.7
330	0.3	0.8	0.5	705	0.3	1.0	0.9
340	0.3	0.6	0.5	710	0.3	1.1	0.9
350	0.2	0.7	0.5	715	0.2	1.5	0.5
360	0.5	0.7	0.7	720	0.4	0.8	0.4
380	0.5	1.5	1.6	730	0.3	0.8	0.5
385	0.4	1.2	1.4	740	0.3	0.7	0.5
390	0.6	1.7	1.6	750	0.3	0.7	0.4
500	0.2	1.0	0.7	760	0.4	0.8	0.8
510	0.3	1.7	0.6	770	0.4	0.9	0.6
520	0.6	2.3	2.1	800	0.5	1.4	1.1

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

	March, 2024	March, 2023	Difference	% Change
Months Supply of Inventory	0.6	0.8	-0.3	-35%
Active Listings at End of Month	484	660	-176	-27%
Pending Sales MTD	878	784	94	12%
Pending Sales (Trailing 12 Months)	9,281	11,185	-1,904	-17%
Closed Sales MTD	613	703	-90	-13%
Closed Sales (Trailing 12 Months)	7,771	9,857	-2,086	-21%
Closed Sales Price (Median)	\$760,000	\$724,000	\$36,000	5%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.5%	0.3%	4%
Monthly Payments (P&I)	\$4,965	\$4,595	\$370	8%

Condominium

	March, 2024	March, 2023	Difference	% Change
Months Supply of Inventory	0.5	0.6	-0.1	-11%
Active Listings at End of Month	107	109	-2	-2%
Pending Sales MTD	212	193	19	10%
Pending Sales (Trailing 12 Months)	1,827	2,259	-432	-19%
Closed Sales MTD	123	147	-24	-16%
Closed Sales (Trailing 12 Months)	1,499	2,025	-526	-26%
Closed Sales Price (Median)	\$515,000	\$495,000	\$20,000	4%
30-Year-Fixed-Rate Mortgage Rate	6.8%	6.5%	0.3%	4%
Monthly Payments (P&I)	\$3,364	\$3,142	\$223	7%

Residential & Condominium

	March, 2024	March, 2023	Difference	% Change
Months Supply of Inventory	0.5	0.8	-0.2	-31%
Active Listings at End of Month	591	769	-178	-23%
Pending Sales MTD	1,090	977	113	12%
Pending Sales (Trailing 12 Months)	11,108	13,444	-2,336	-17%
Closed Sales MTD	736	850	-114	-13%
Closed Sales (Trailing 12 Months)	9,270	11,882	-2,612	-22%
Closed Sales Price (Median)	\$730,000	\$680,000	\$50,000	7%
30-Year-Fixed-Rate Mortgage Rates	6.8%	6.5%	0.3%	4%
Monthly Payments (P&I)	\$4,769	\$4,316	\$453	10%

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										-23%	547	AVG	-29%
	New Listings Taken in Month	683	931	1,114										6%	2,728	YTD	9%
	# of Pending Transactions	820	864	1,090										12%	2,774	YTD	-2%
	Months Supply of Inventory	0.6	0.7	0.5										-31%	0.6	AVG	-27%
	# of Closed Sales	568	648	736										-13%	1,952	YTD	-3%
	Median Closed Price	700,000	715,000	730,000										7%	715,210	WA	8%
2023	Active Listings (EOM)	875	662	769	735	783	923	941	1,046	1,153	1,124	942	564	49%	769	AVG	120%
	New Listings Taken in Month	719	728	1,051	946	1,170	1,198	1,080	1,104	1,061	849	632	385	-37%	2,498	YTD	-34%
	# of Pending Transactions	886	967	977	988	1,112	1,090	1,072	956	886	829	708	693	-37%	2,830	YTD	-21%
	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	135%	0.8	AVG	186%
	# of Closed Sales	513	652	850	778	894	910	879	977	861	772	621	626	-31%	2,015	YTD	-25%
	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	-10%	663,635	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	54%	349	AVG	-1%
	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	11%	3,803	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	-5%	3,569	YTD	-6%
	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	63%	0.3	AVG	-1%
	# of Closed Sales	734	710	1,238	1,284	1,394	1,366	1,149	1,100	1,146	957	768	703	4%	2,682	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	25%	716,612	WA	23%
2021	Active Listings (EOM)	372	347	336	632	500	610	885	813	800	549	325	232	-68%	352	AVG	-63%
	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	3%	3,657	YTD	-4%
	# 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	15%	3,793	YTD	-9%
	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	-72%	0.3	AVG	-58%
	# 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	10%	2,934	YTD	8%
	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	19%	580,308	WA	17%
2020	# of Active Listings	969	797	1,060	1,243	1,243	1,093	1,095	1,024	888	844	527	373	-26%	942	A	-34%
	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	-2%	3,815	YTD	3%
	# 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	-15%	4,147	YTD	5%
	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	-13%	0.7	A	-39%
	# of Closed Sales	783	859	1,083	896	920	1,344	1,504	1,492	1,596	1,734	1,380	1,413	-2%	2,725	T	2%
	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	6%	496,330	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 & 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	83%	1,421	AVG	101%
	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	3%	3,638	YTD	-2%
	# 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	6%	3,948	YTD	-1%
	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	72%	1.1	AVG	109%
	# 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%	2,675	YTD	-5%
	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	6%	455,912	WA	2%
2018	Active Listings (EOM)	667	672	783	991	1,421	1,831	2,036	2,357	2,568	2,421	2,086	1,562	-12%	707	AVG	-19%
	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	3%	3,700	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	-2%	3,987	YTD	-4%
	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	-10%	0.5	AVG	-16%
	# 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	0%	2,814	YTD	-6%
	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	14%	446,702	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	-30%	873	AVG	-31%
	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	-5%	3,619	YTD	-9%
	# 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	-12%	4,148	YTD	-9%
	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	-20%	0.6	AVG	-25%
	# 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	1%	3,009	YTD	7%
	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	8%	387,860	WA	11%
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	-29%	1,259	AVG	-32%
	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	1%	3,960	YTD	1%
	# 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	-6%	4,549	YTD	-1%
	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	-24%	0.9	AVG	-33%
	# 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	8%	2,815	YTD	13%
	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	14%	348,691	WA	10%
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	-15%	1,859	AVG	-13%
	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	16%	3,904	YTD	11%
	# 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	31%	4,581	YTD	19%
	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	-35%	1.3	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%	2,501	YTD	12%
	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	8%	318,015	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	43%	2,137	AVG	41%
	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	8%	3,521	YTD	6%
	# 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	-6%	3,856	YTD	-3%
	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	52%	1.7	AVG	44%
	# of Closed Sales	615	668	949	943	1,074	1,220	1,172	1,163	1,057	1,113	885	920	2%	2,232	YTD	-4%
	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	9%	286,506	WA	12%

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										10
\$250,000 to \$499,999	92	86	102										280
\$500,000 to \$749,999	232	260	284										776
\$750,000 to \$999,999	134	166	181										481
\$1,000,000 to \$1,499,999	80	103	138										321
\$1,500,000 to \$2,499,999	17	25	29										71
\$2,500,000 and above	4	1	1										6
Grand Total	560	648	737										1,945

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	17
\$250,000 to \$499,999	118	148	146	117	136	130	124	139	126	111	89	110	412
\$500,000 to \$749,999	192	253	350	294	335	320	348	404	336	322	259	283	795
\$750,000 to \$999,999	118	151	185	196	238	253	202	248	218	212	154	134	454
\$1,000,000 to \$1,499,999	61	78	124	131	149	157	155	143	147	105	102	73	263
\$1,500,000 to \$2,499,999	17	13	28	19	28	41	35	28	21	18	9	16	58
\$2,500,000 and above	1	0	2	3	1	3	3	2	3	1	0	3	3
Grand Total	513	652	837	764	893	911	870	970	857	772	617	623	2,002

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-83%	-22%	0%										-41%
\$250,000 to \$499,999	-22%	-42%	-30%										-32%
\$500,000 to \$749,999	21%	3%	-19%										-2%
\$750,000 to \$999,999	14%	10%	-2%										6%
\$1,000,000 to \$1,499,999	31%	32%	11%										22%
\$1,500,000 to \$2,499,999	0%	92%	4%										22%
\$2,500,000 and above	300%	N/A	-50%										100%
Grand Total	9%	-1%	-12%										-3%