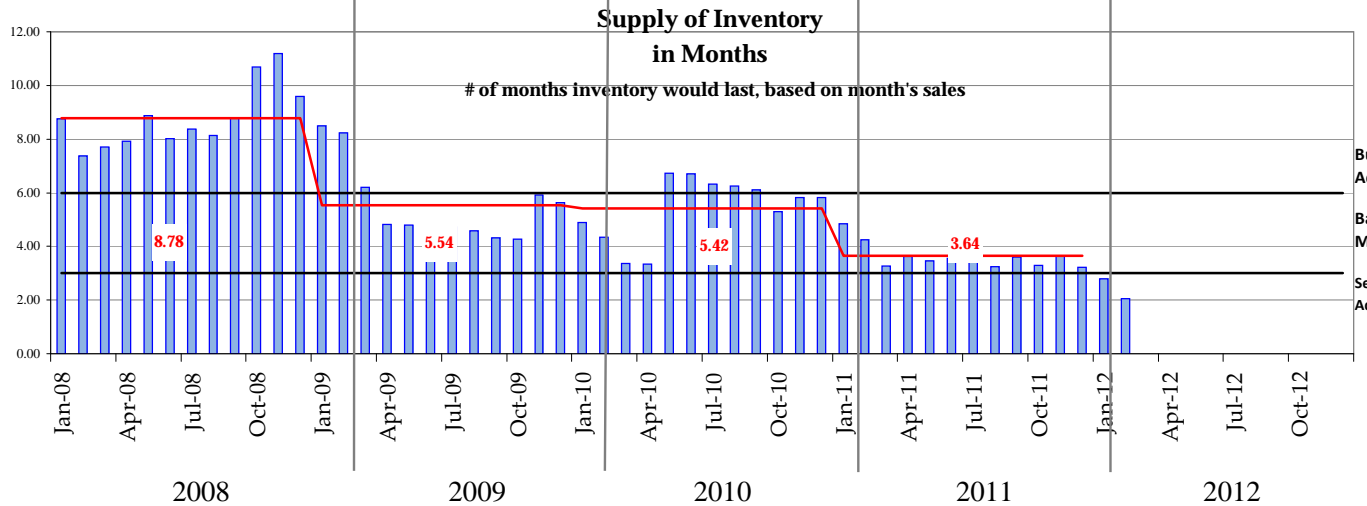
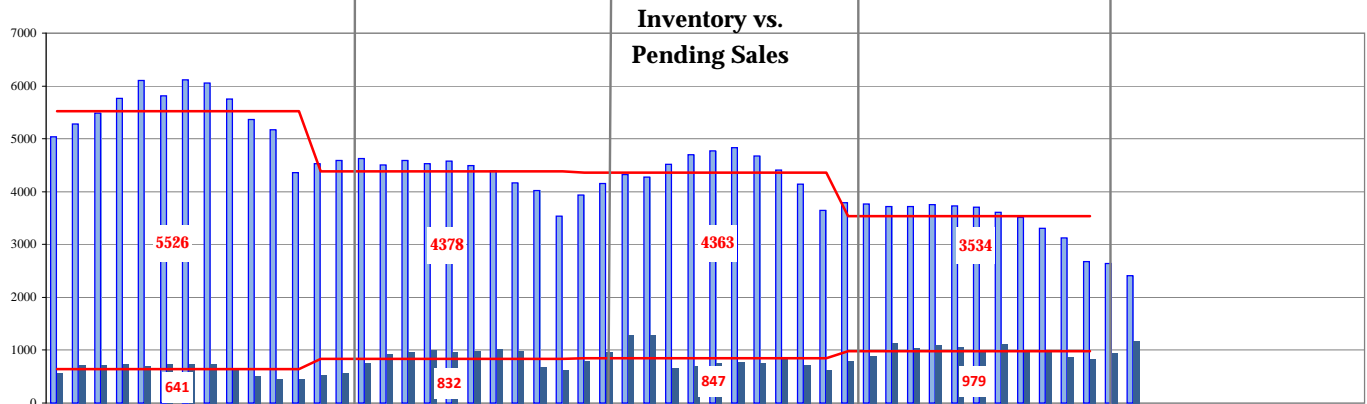
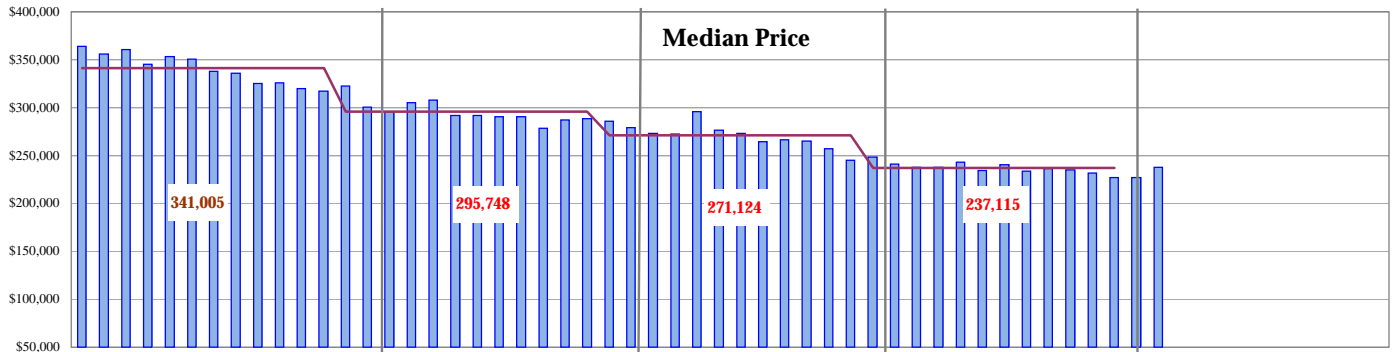




Snohomish County
NWMLS Areas 610, 730,740,750,760,770 Residential Only

— Annual Average



Buyer's Advantage
Balanced Market
Seller's Advantage

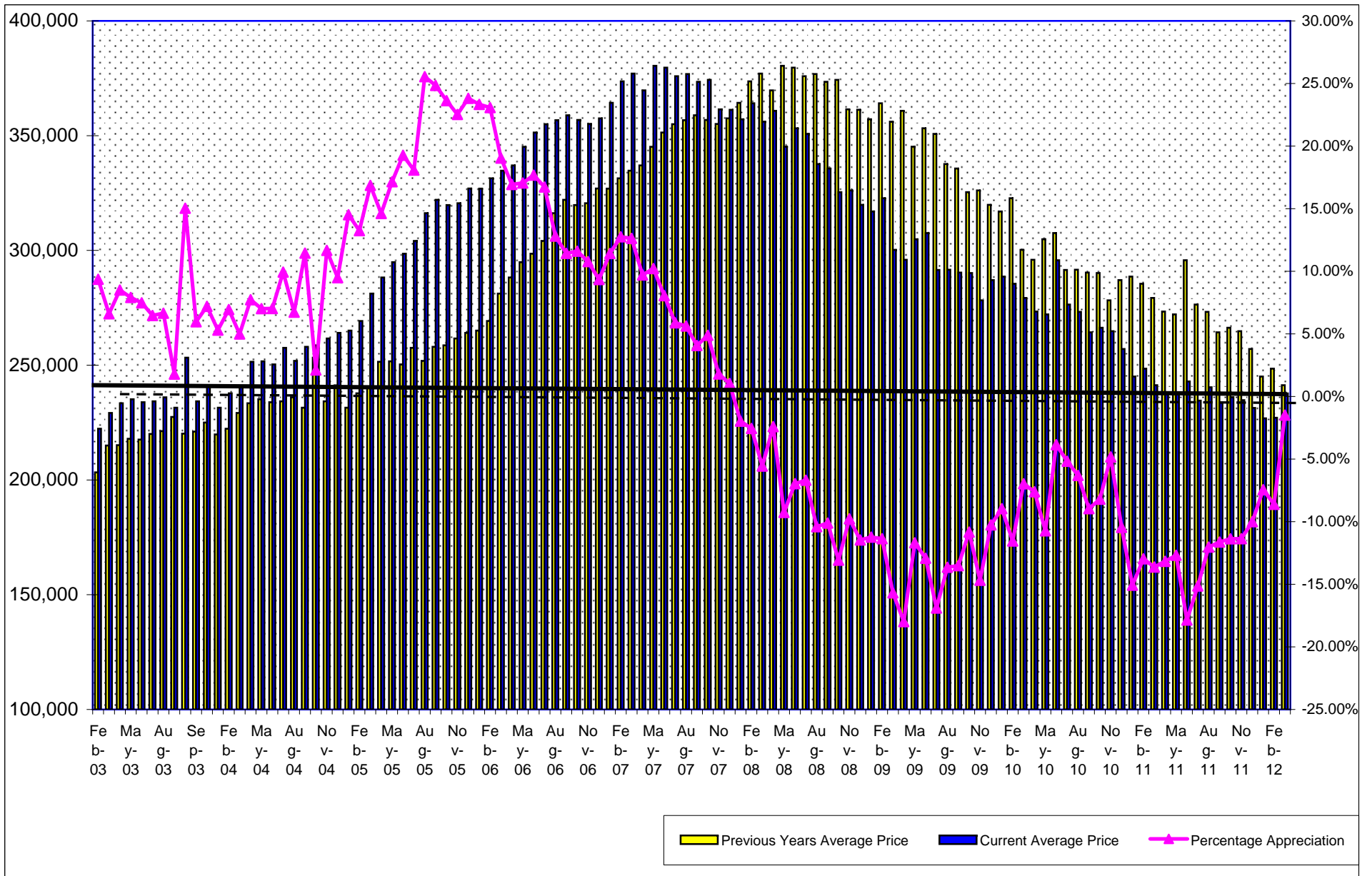
Month	Pending median list price This Year	Pending median list price Last Year	% change	Inventory This Year	Inventory Last Year	% change	Pending Units MTD This Year	Pending Units MTD Last Year	% change
February	237,695	241,285	-1.49%	2,407	3,767	-36.10%	1171	889	31.72%
						YTD	2114	1673	26.36%

NWMLS 610-770 Summary Report

Residential Active and Pending Sales

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total For Entire Year	
2012															
#of Active Listings	2638	2407											2523	-33.23%	
# of Pending Listings	943	1171											2114	26.36%	
Average Median Pending \$	227,089	237,695											232,392	-5.10%	
Months Supply of Inventory	2.8	2.1											2.4	2.4	
2011															
#of Active Listings	3789	3767	3719	3724	3751	3727	3706	3613	3511	3301	3128	2676	3778	3534	A
# of Pending Listings	784	889	1135	1025	1087	1050	1004	1111	972	1006	858	828	1673	11749	T
Average Median Pending \$	248,487	241,285	237,422	237,639	242,935	234,578	240,376	233,604	236,066	234,768	231,367	226,852	244,886	236,744	TA
Months Supply of Inventory	4.8	4.2	3.3	3.6	3.5	3.5	3.7	3.3	3.6	3.3	3.6	3.2	25.4	3.6	TA
2010															
#of Active Listings	3935	4149	4318	4279	4518	4694	4770	4834	4679	4405	4140	3640	4042	4363	A
# of Pending Listings	805	954	1288	1280	671	699	755	772	767	831	710	626	1759	10158	T
Average Median Pending \$	285,502	279,324	273,414	272,167	295,737	276,414	273,228	264,336	266,341	264,855	257,076	245,097	282,413	272,697	TA
Months Supply of Inventory	4.9	4.3	3.4	3.3	6.7	6.7	6.3	6.3	6.1	5.3	5.8	5.8	29.8	5.2	TA
2009															
#of Active Listings	4526	4587	4625	4500	4592	4527	4573	4491	4394	4168	4024	3533	4557	4378	A
# of Pending Listings	533	558	747	934	960	997	970	980	1017	975	680	628	1091	9979	T
Average Median Pending \$	322,764	300,245	295,934	304,875	307,579	291,495	291,608	290,358	290,146	278,274	287,087	288,612	311,505	291,552	TA
Months Supply of Inventory	8.5	8.2	6.2	4.8	4.8	4.5	4.7	4.6	4.3	4.3	5.9	5.6	48.2	5.3	TA
2008															
#of Active Listings	5037	5283	5484	5763	6104	5819	6111	6058	5749	5371	5170	4362	5160	5526	A
# of Pending Listings	575	716	711	728	688	726	730	744	655	503	462	455	1291	7693	T
Average Median Pending \$	364,118	356,080	360,828	345,215	353,214	350,770	337,652	335,725	325,402	326,161	319,889	317,007	360,099	341,433	TA
Months Supply of Inventory	8.8	7.4	7.7	7.9	8.9	8.0	8.4	8.1	8.8	10.7	11.2	9.6	51.4	8.6	TA
2007															
#of Active Listings	3547	3655	4036	4502	4988	5382	5532	5922	5968	5822	5422	4617	3601	4949	A
# of Pending Listings	910	1124	1260	1274	1244	1117	1086	923	703	699	610	525	2034	11475	T
Average Median Pending \$	373,672	377,033	369,737	380,449	379,660	375,929	376,856	373,495	374,335	361,484	361,278	357,131	375,352	374,003	TA
Months Supply of Inventory	3.9	3.3	3.2	3.5	4.0	4.8	5.1	6.4	8.5	8.3	8.9	8.8	29.2	5.2	TA
2006															
#of Active Listings	2792	2791	2902	2976	3255	3483	3688	3804	4055	3993	3775	3128	2792	3387	A
# of Pending Listings	998	1187	1573	1526	1514	1460	1316	1321	1131	1133	877	763	2185	14799	T
Average Median Pending \$	331,411	334,755	337,025	345,173	351,361	355,026	356,759	358,899	356,875	355,110	357,547	364,300	333,083	355,068	TA
Months Supply of Inventory	2.8	2.4	1.8	2.0	2.1	2.4	2.8	2.9	3.6	3.5	4.3	4.1	18.6	2.7	TA
2005															
#of Active Listings	2762	2755	2662	2570	2734	2747	3012	3039	3163	3163	2832	2447	2759	2824	A
# of Pending Listings	981	1271	1604	1538	1534	1705	1554	1688	1362	1246	1142	836	2252	16461	T
Average Median Pending \$	269,282	281,206	288,224	294,877	298,563	304,140	316,250	322,088	319,766	320,558	326,996	326,952	275,244	310,195	TA
Months Supply of Inventory	2.8	2.2	1.7	1.7	1.8	1.6	1.9	1.8	2.3	2.5	2.5	2.9	15.0	2.1	TA
2004															
#of Active Listings	3411	3422	3371	3318	3436	3533	1707	3525	3417	3250	3016	2353	3417	3147	A
# of Pending Listings	873	1108	1508	1411	1492	1457	1288	1363	1221	1203	1068	973	1981	14965	T
Average Median Pending \$	237,775	240,630	251,475	251,693	250,333	257,560	251,900	257,999	258,654	261,625	264,108	265,100	239,203	254,730	TA
Months Supply of Inventory	3.9	3.1	2.2	2.4	2.3	2.4	1.3	2.6	2.8	2.7	2.8	2.4	19.1	2.5	TA
2003															
#of Active Listings	3867	4042	3935	4002	4200	4153	4152	4163	3892	3755	3557	3088	3955	3901	A
# of Pending Listings	884	930	1295	1316	1263	1245	1386	1211	1166	1101	806	764	1814	13367	T
Average Median Pending \$	222,347	229,201	233,430	235,188	233,894	234,287	236,004	231,500	253,287	234,295	241,219	231,500	225,774	234,091	TA
Months Supply of Inventory	4.4	4.3	3.0	3.0	3.3	3.3	3.0	3.4	3.3	3.4	4.4	4.0	25.8	3.5	TA
2002															
#of Active Listings	3373	3479	3418	1357	3765	3923	4043	4167	4176	4079	3932	3291	3426	3584	A
# of Pending Listings	717	811	979	952	1060	862	949	1082	971	1006	847	734	1528	10970	T
Average Median List Price	203,312	255,231	215,141	217,943	217,619	220,046	221,279	227,437	220,181	221,098	225,025	219,847	229,271	220,114	TA
Months Supply of Inventory	4.7	4.3	3.5	1.4	3.6	4.6	4.3	3.9	4.3	4.1	4.6	4.5	28.1	3.9	TA

Snohomish County Historical Appreciation Graph



Graph developed using data provided by the Northwest Multiple Listing Service by Windermere Real Estate/M2, LLC. Information was not verified.



Snohomish Camano Island Residential Sales Profile Jan-Feb 2012

Solds Residential Snohomish				Actives Residential Snohomish			
Total Sales	906			Total Listings	2396		
Non-Distressed	269	29.69%		Non-Distressed	1028	42.90%	
New Construction	173	19.09%		New Construction	512	21.37%	
Short Sale	141	15.56%		Short Sale	571	23.83%	
REO	323	35.65%		REO	285	11.89%	
		100.00%				100.00%	
Solds Residential 610				Actives Residential 610			
Total Sales	117			Total Listings	264		
Non-Distressed	38	32.48%		Non-Distressed	93	35.23%	
New Construction	47	40.17%		New Construction	94	35.61%	
Short Sale	14	11.97%		Short Sale	48	18.18%	
REO	18	15.38%		REO	29	10.98%	
		100.00%				100.00%	
Solds Residential 730				Actives Residential 730			
Total Sales	164			Total Listings	401		
Non-Distressed	63	38.41%		Non-Distressed	177	44.14%	
New Construction	29	17.68%		New Construction	94	23.44%	
Short Sale	22	13.41%		Short Sale	90	22.44%	
REO	50	30.49%		REO	40	9.98%	
		100.00%				100.00%	
Solds Residential 740				Actives Residential 740			
Total Sales	237			Total Listings	591		
Non-Distressed	69	29.11%		Non-Distressed	254	42.98%	
New Construction	42	17.72%		New Construction	128	21.66%	
Short Sale	42	17.72%		Short Sale	134	22.67%	
REO	84	35.44%		REO	72	12.18%	
		100.00%				99.49%	



Snohomish Camano Island Residential Sales Profile Jan-Feb 2012

Solds Residential 750			Actives Residential 750		
Total Sales	90		Total Listings	256	
Non-Distressed	27	30.00%	Non-Distressed	137	53.52%
New Construction	3	3.33%	New Construction	17	6.64%
Short Sale	20	22.22%	Short Sale	56	21.88%
REO	40	44.44%	REO	45	17.58%
		100.00%			99.61%
Sold Residential 760			Actives Residential 760		
Total Sales	103		totals	371	
Non-Distressed	24	23.30%	Non-Distressed	166	44.74%
New Construction	23	22.33%	New Construction	63	16.98%
Short Sale	14	13.59%	Short Sale	106	28.57%
REO	42	40.78%	REO	36	9.70%
		100.00%			100.00%
Solds Residential 770			Actives Residential 770		
Total Sales	195		totals	227	
Non-Distressed	48	24.62%	Non-Distressed	164	72.25%
New Construction	29	14.87%	New Construction	12	5.29%
Short Sale	29	14.87%	Short Sale	30	13.22%
REO	89	45.64%	REO	21	9.25%
		100.00%			100.00%
Solds Residential 780			Actives Residential 780		
Total Sales	32		totals	230	
Non-Distressed	13	40.63%	Non-Distressed	167	72.61%
New Construction	1	3.13%	New Construction	12	5.22%
Short Sale	4	12.50%	Short Sale	30	13.04%
REO	14	43.75%	REO	21	9.13%
		100.00%			100.00%



Statistics That You Must Know Areas 610-770

RESIDENTIAL				
	<u>February 2012</u>	<u>February 2011</u>	<u>Difference</u>	<u>% Change</u>
Months Supply of Inventory	2.06	4.24	-2.18	-51.5%
Total Active Listings	2407	3767	-1360	-36.1%
Average Active List Price	\$336,435	\$339,423	-\$2,988	-0.9%
Average Active Market Time	127	123	4	3.3%
Pending (Month to date)	1171	889	282	31.7%
Number of Closed Sales (YTD)	1081	848	233	27.5%
Average Closed Sales Price (YTD)	\$252,933	\$278,412	-\$25,479	-9.2%

CONDOMINIUM				
	<u>February 2012</u>	<u>February 2011</u>	<u>Difference</u>	<u>% Change</u>
Months Supply of Inventory	2.35	6.13	-3.77	-61.6%
Total Active Listings	518	962	-444	-46.2%
Average Active List Price	\$186,615	\$202,328	-\$15,713	-7.8%
Average Active Market Time	125	124	1	0.8%
Pending (Month to date)	220	157	63	40.1%
Number of Closed Sales (YTD)	210	179	31	17.3%
Average Closed Sale Price (YTD)	\$144,839	\$159,450	-\$14,611	-9.2%

Figures compiled using NWMLS data. Information has not been verified and is not published by the NWMLS.
NWMLS data for Areas 610-770



Where the Fish are Biting
 Snohomish County
 February 2012

RESIDENTIAL Closed Sales

Price	Non-Distressed Resale	Short Sale	Bank Owned	New Construction	Percentage of Closed Sales
\$0-\$199,999	18.64%	18.64%	58.18%	3.18%	39.43%
\$200,000-299,999	30.56%	16.11%	22.78%	30.56%	32.26%
\$300,000-\$399,999	40.18%	13.39%	15.18%	31.25%	20.07%
\$400,000-\$499,999	54.55%	6.06%	18.18%	21.21%	5.91%
\$500,000+	61.54%	7.69%	0.00%	30.77%	2.33%

Total Residential Listings

	Listings	Non-Distressed Resale	Short Sale	Bank Owned	New Construction
Active	2337	42.70%	24.48%	11.30%	21.52%
Pending	1822	18.83%	39.57%	20.20%	21.41%
Sold	558	29.93%	15.77%	34.41%	19.35%