



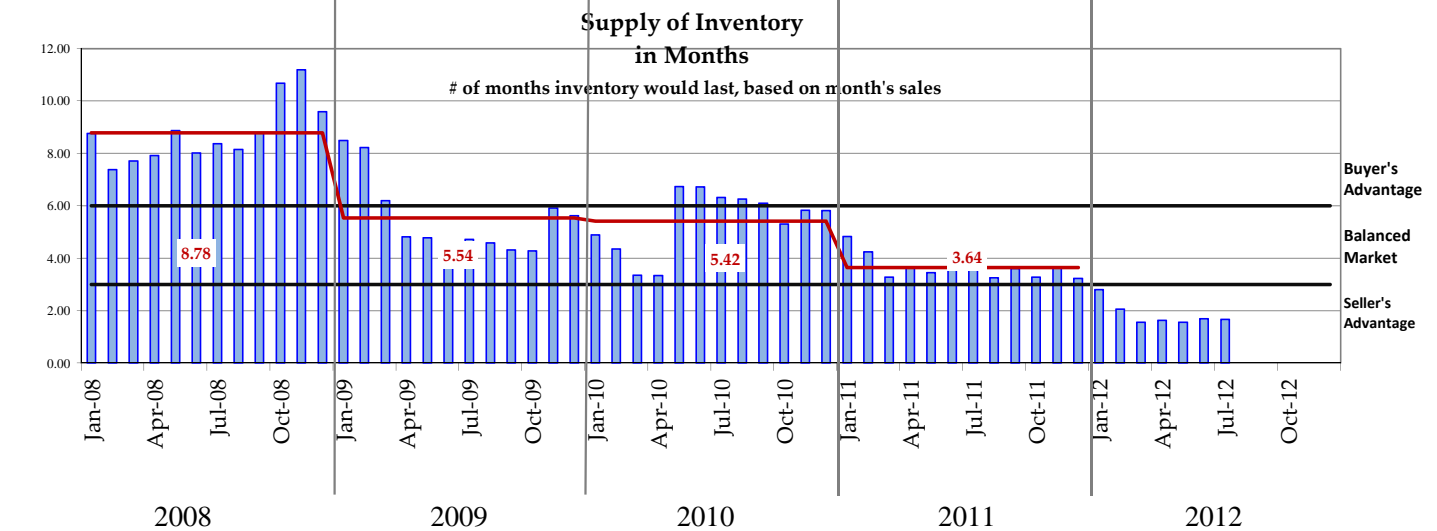
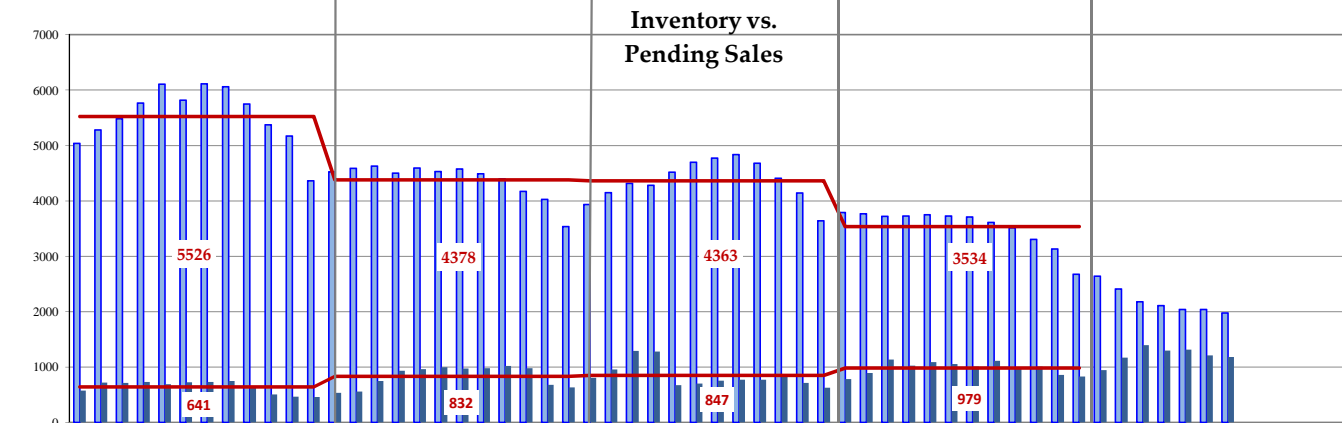
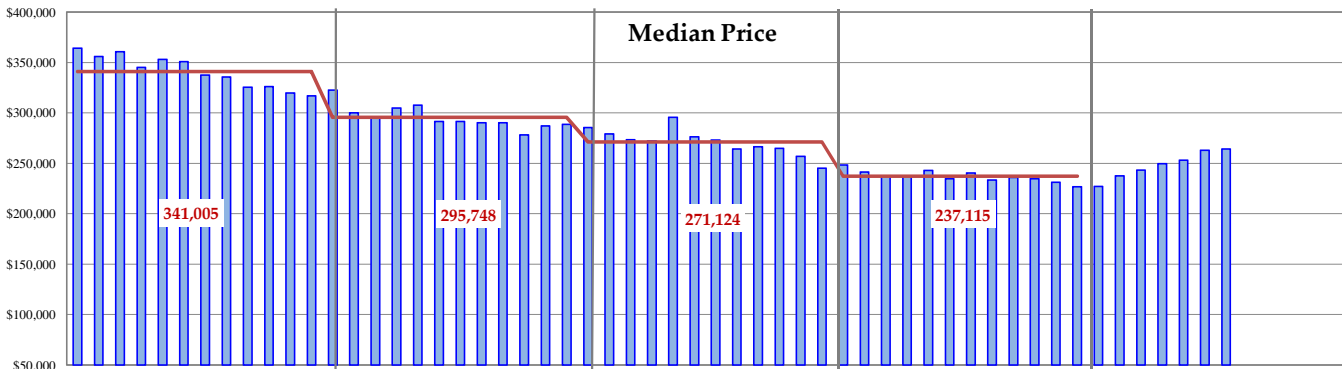
Snohomish County

NWMLS Areas

610-770

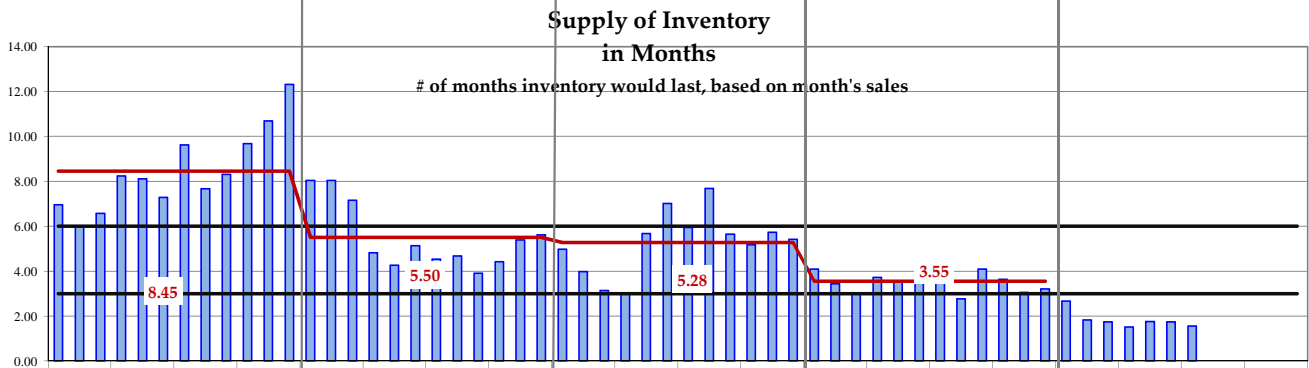
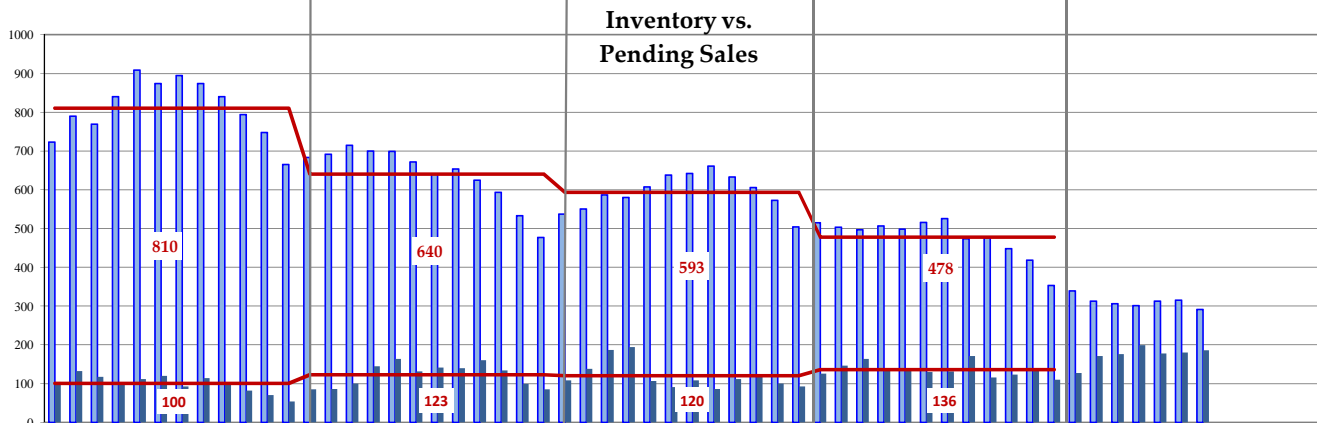
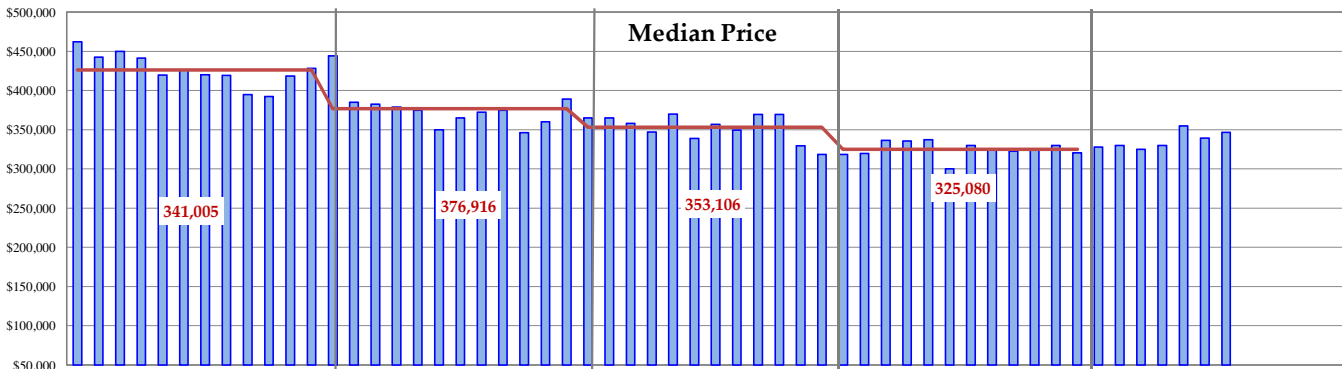
Residential Only

— Annual Average



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
July	264,409	240,376	10.00%	1,973	3,706	-46.76%	1182	1004	17.73%
						YTD	8510	6974	22.02%

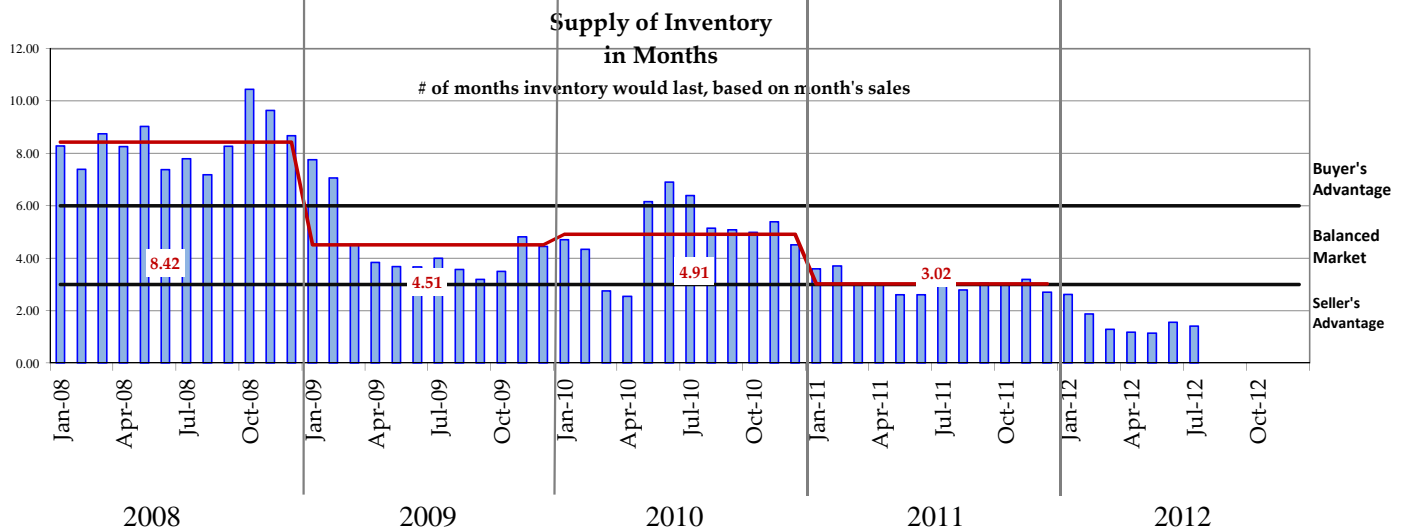
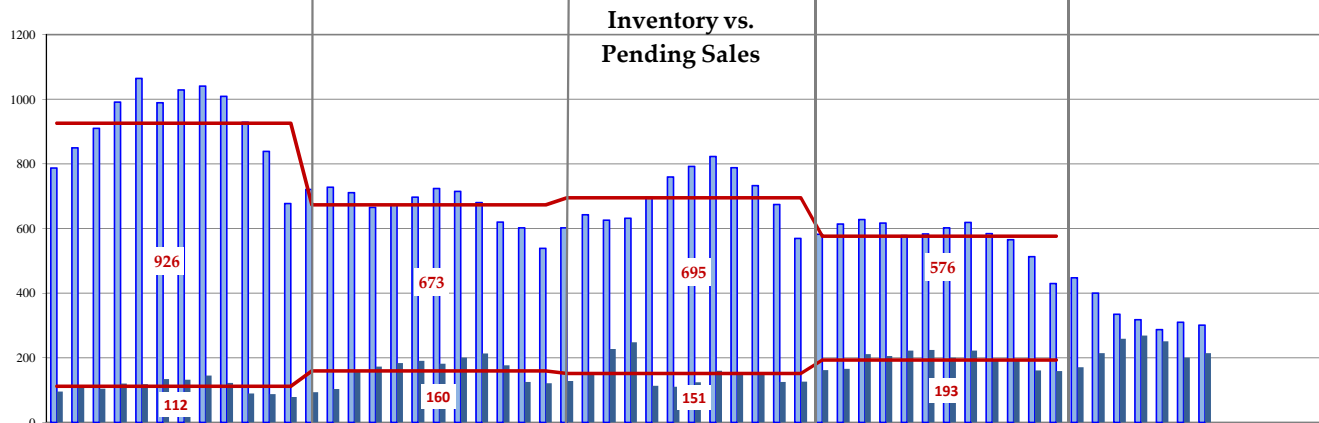
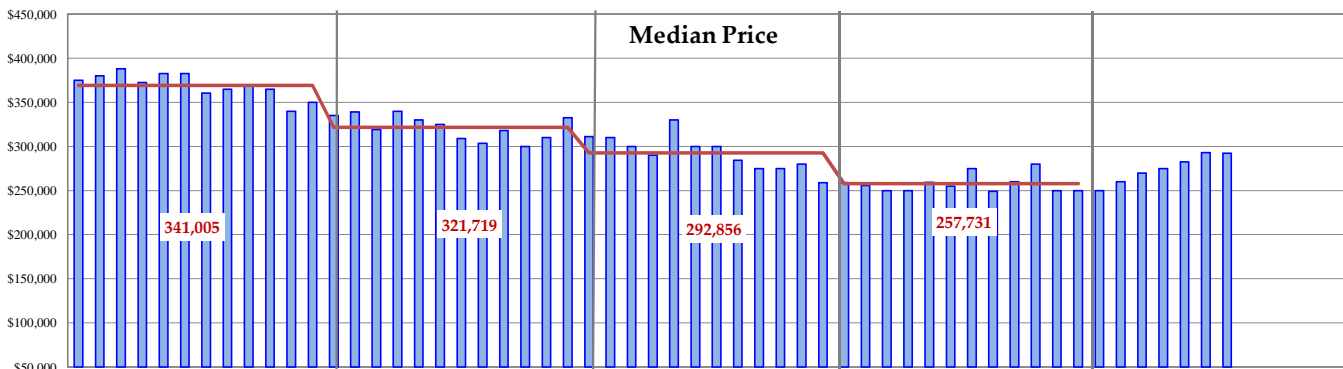
— Annual Average



Buyer's Advantage
Balanced Market
Seller's Advantage

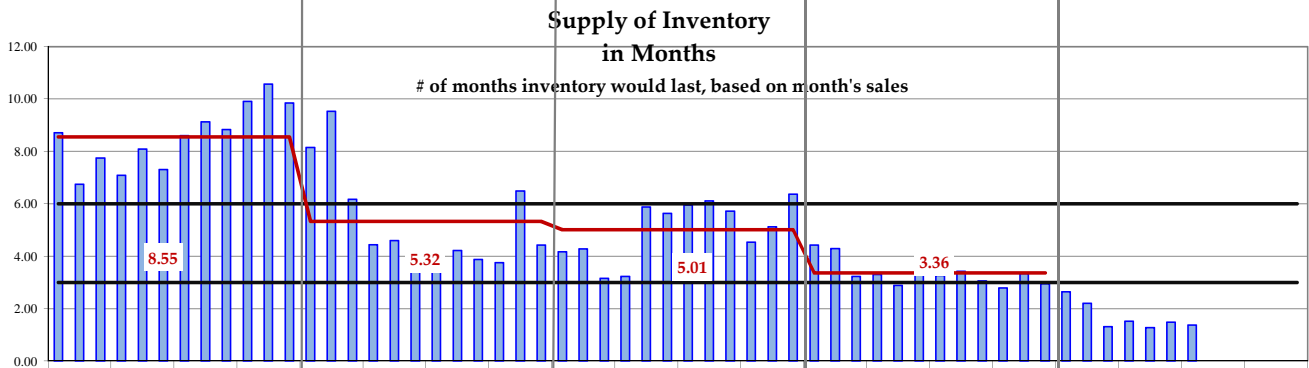
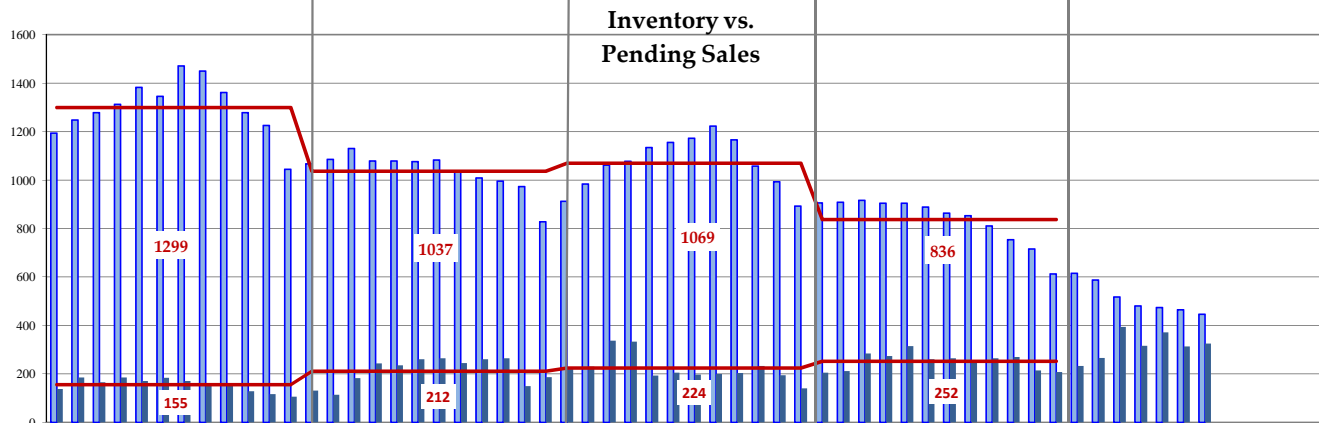
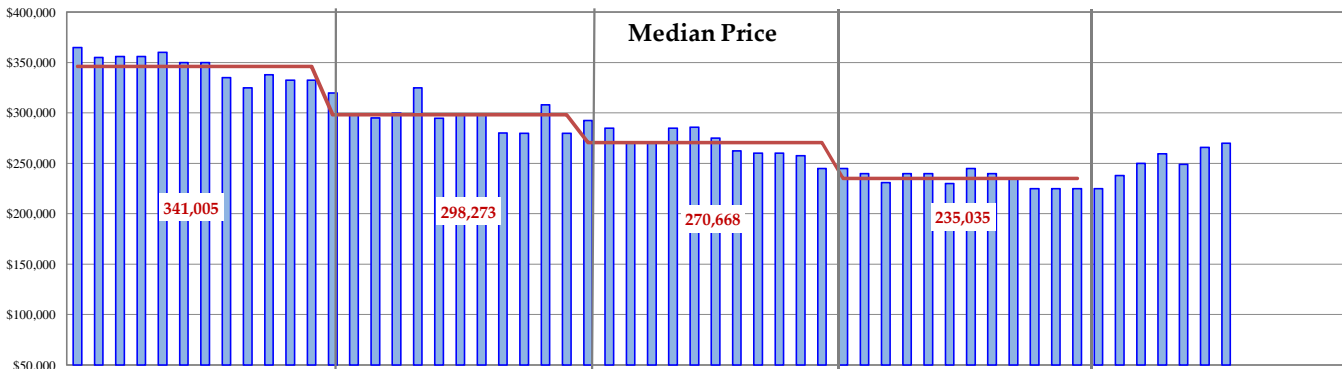
Month	Pending median list price This Year	Pending median list price Last Year	% change	Inventory This Year	Inventory Last Year	% change	Pending Units MTD This Year	Pending Units MTD Last Year	% change
July	346,500	329,950	5.02%	291	526	-44.68%	186	131	41.98%
						YTD	1217	973	25.08%

— Annual Average



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
July	292,470	275,000	6.35%	301	602	-50.00%	214	200	7.00%
						YTD	1578	1390	13.53%

— Annual Average



Buyer's Advantage
Balanced Market
Seller's Advantage

2008

2009

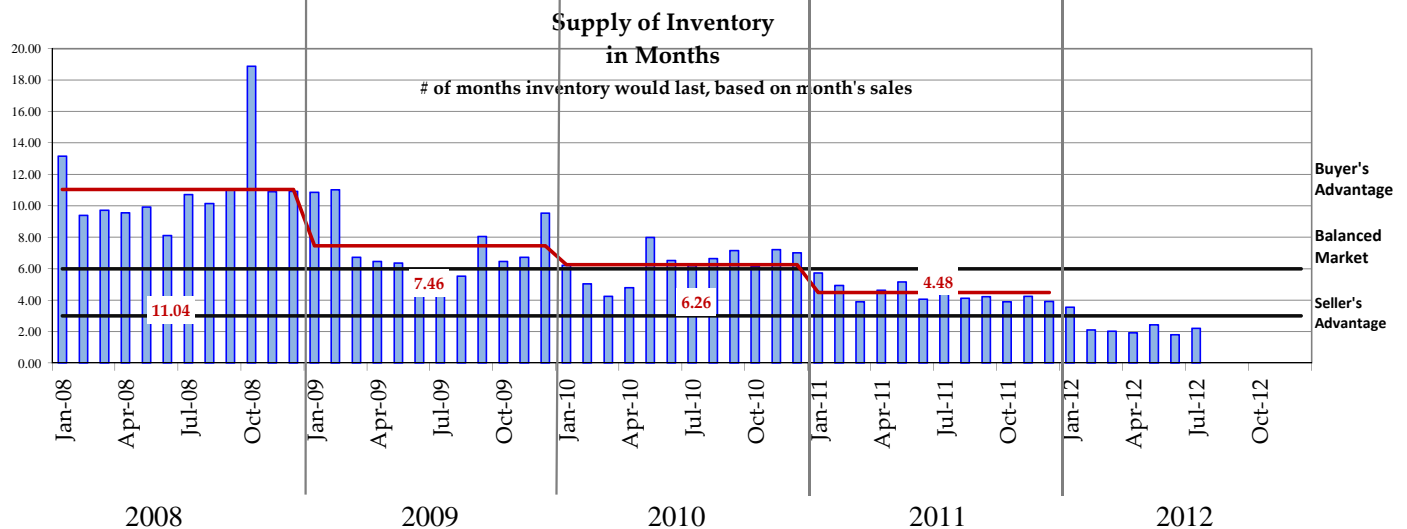
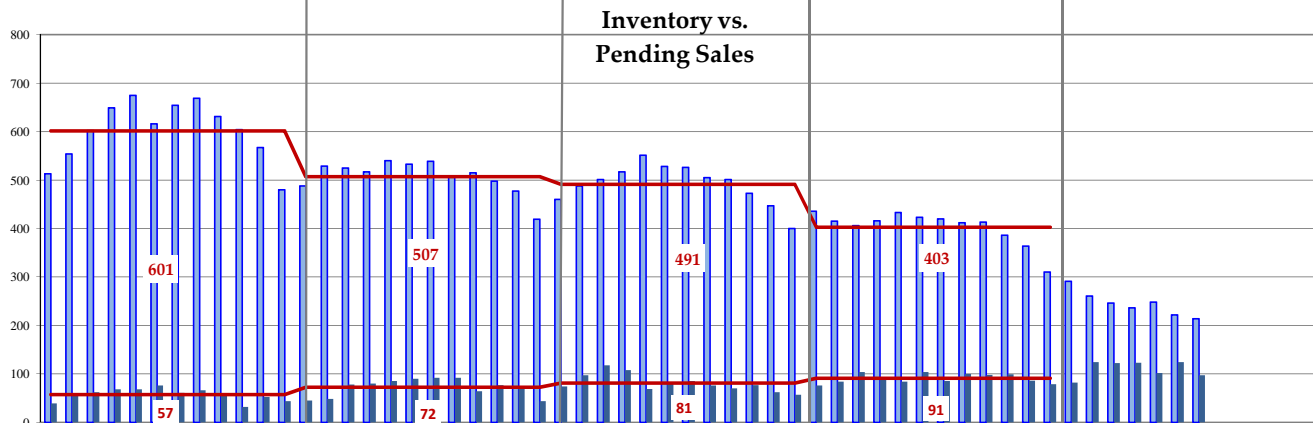
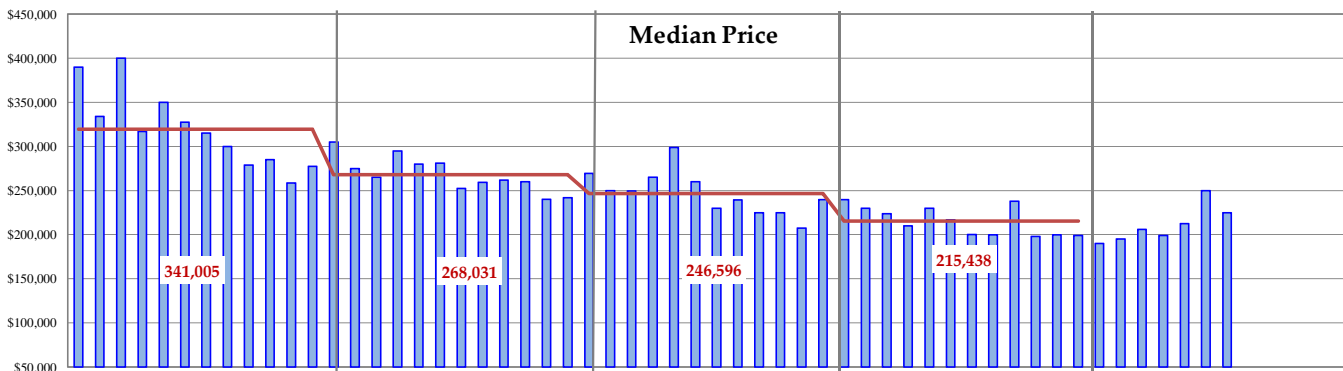
2010

2011

2012

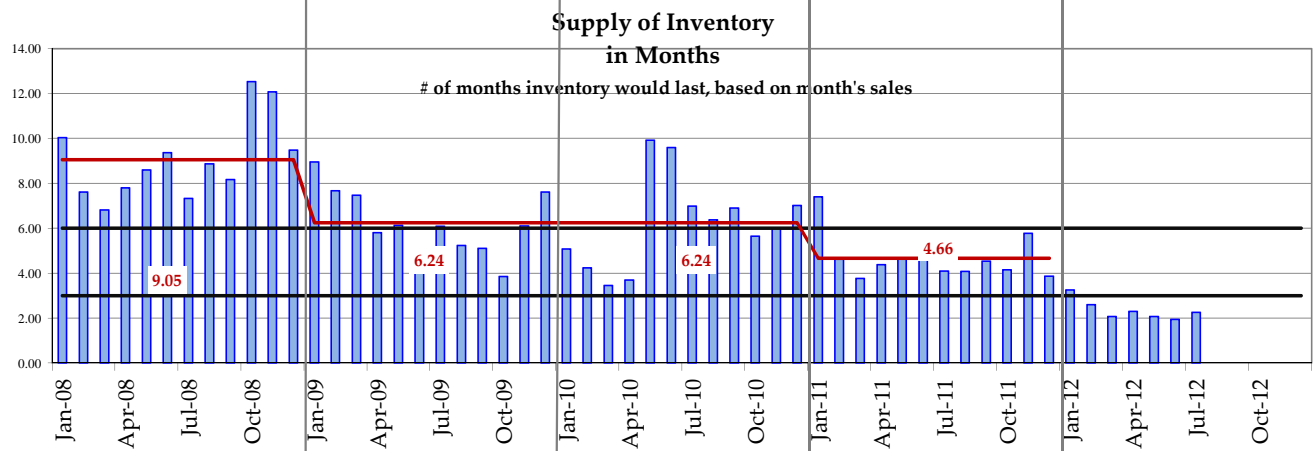
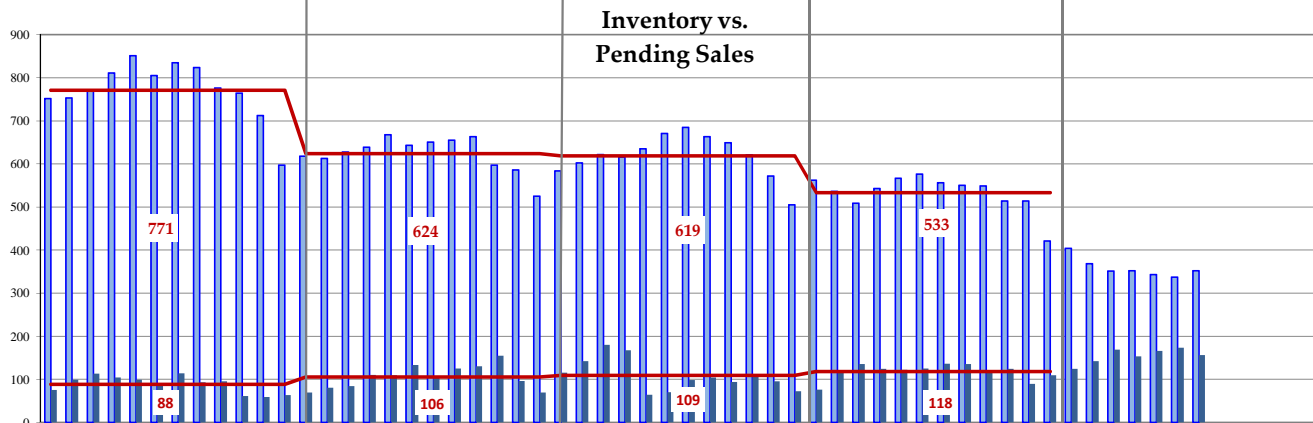
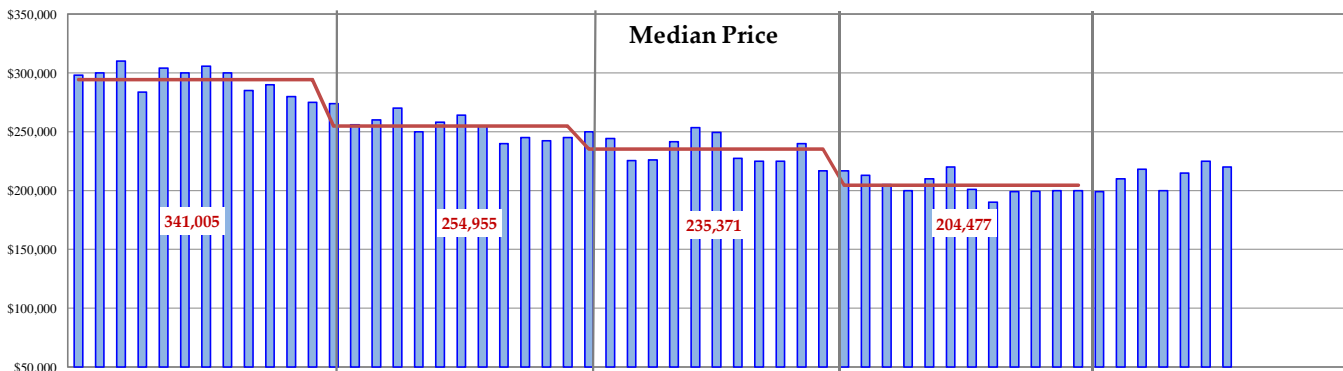
Month	Pending median list price This Year	Pending median list price Last Year	% change	Inventory This Year	Inventory Last Year	% change	Pending Units MTD This Year	Pending Units MTD Last Year	% change
July	269,950	244,975	10.19%	446	863	-48.32%	325	264	23.11%
						YTD	2218	1813	22.34%

— Annual Average



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
July	225,000	200,000	12.50%	214	420	-49.05%	97	85	14.12%
						YTD	774	627	23.44%

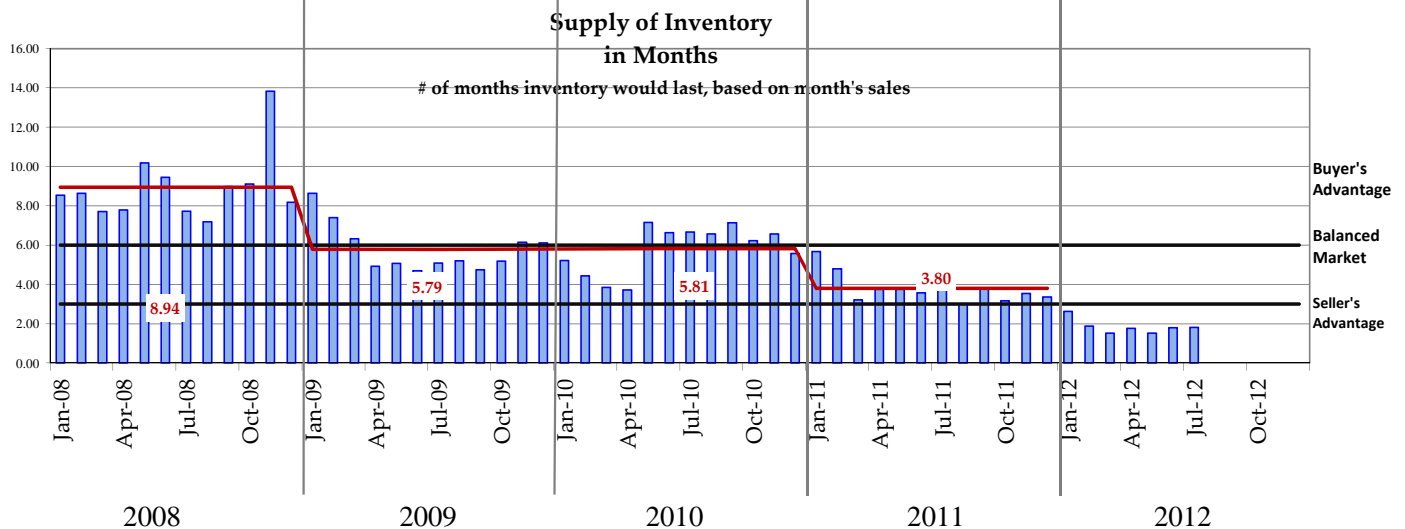
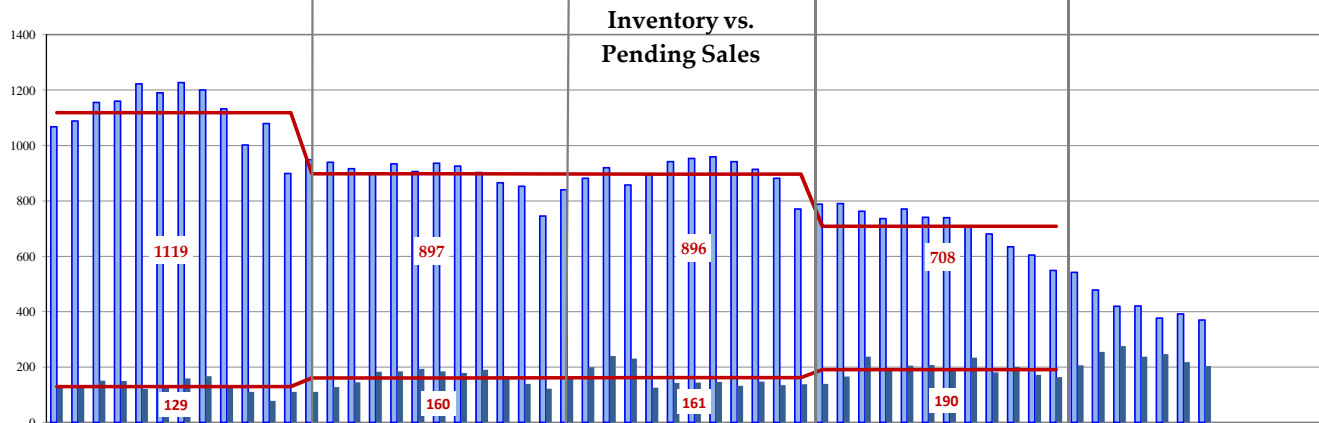
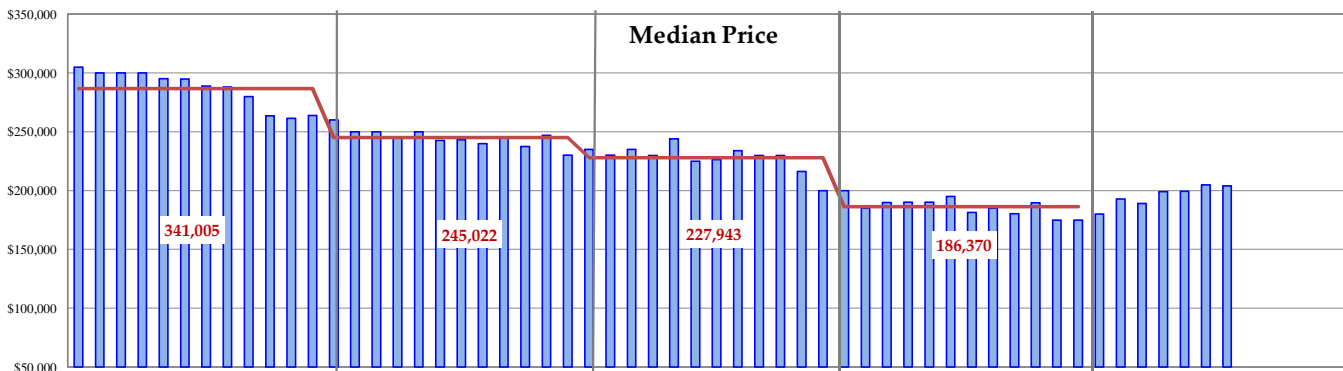
— Annual Average



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
July	220,000	200,875	9.52%	352	556	-36.69%	156	136	14.71%
						YTD	1083	834	29.86%

— Annual Average



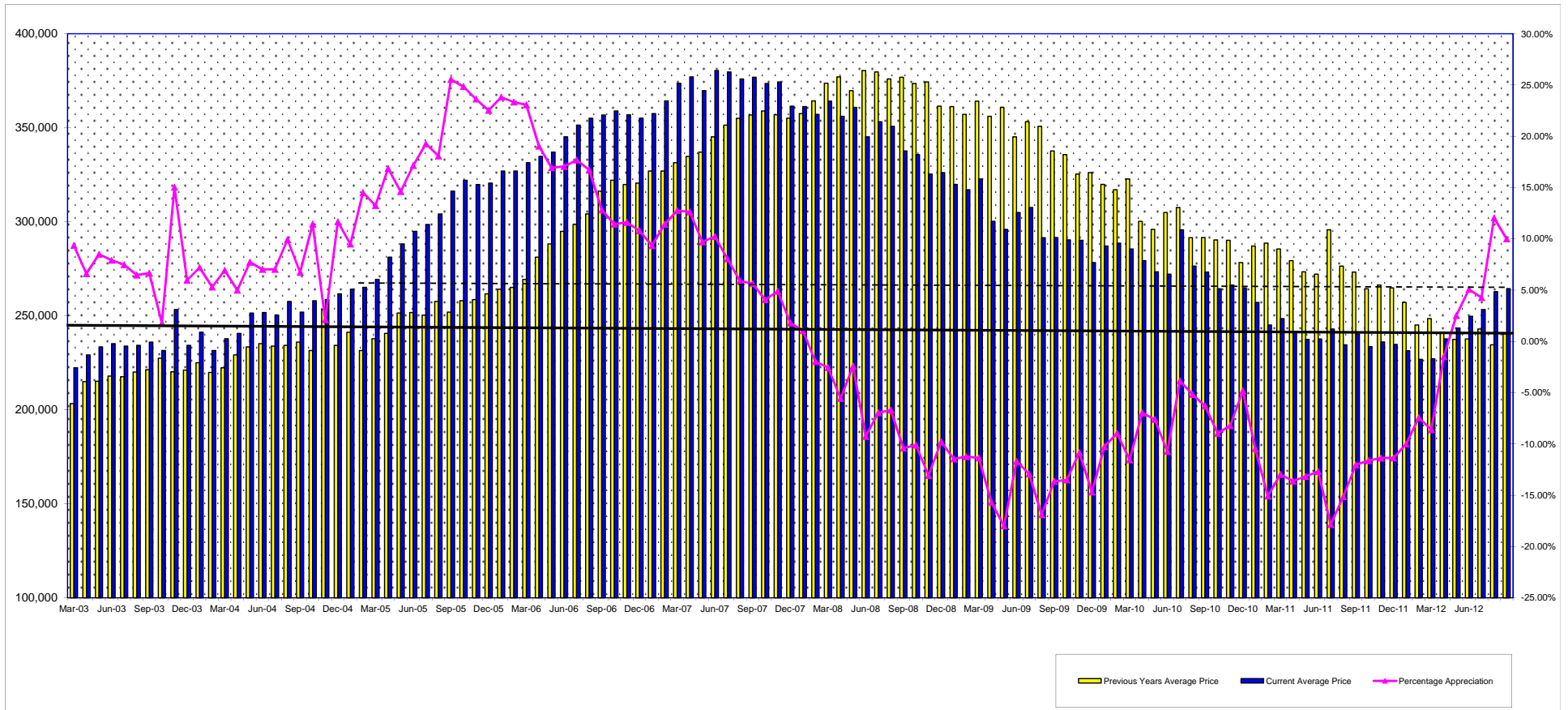
Month	Pending median list price This Year	Pending median list price Last Year	% change	Inventory This Year	Inventory Last Year	% change	Pending Units MTD This Year	Pending Units MTD Last Year	% change
July	203,995	181,500	12.39%	369	739	-50.07%	204	188	8.51%
						YTD	1640	1337	22.66%

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	542	478	419	420	376	391	369						428	-43.78%	
# of Pending Listings	206	254	275	237	246	218	204						1640	22.66%	
Average Median Pending \$	227,089	237,695	243,420	249,700	253,294	262,826	264,409						249,700	3.88%	
Months Supply of Inventory	2.6	1.9	1.5	1.8	1.5	1.8	1.8						1.8	1.8	
2011															
#of Active Listings	788	790	763	736	770	741	739	705	680	634	604	549	761	708	A
# of Pending Listings	139	165	237	196	205	207	188	234	180	200	171	163	1337	2285	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	240,376	236,744	TA
Months Supply of Inventory	5.7	4.8	3.2	3.8	3.8	3.6	3.9	3.0	3.8	3.2	3.5	3.4	6.4	3.7	TA
2010															
#of Active Listings	840	882	920	857	895	942	953	959	942	914	881	770	898	896	A
# of Pending Listings	161	199	239	230	125	142	143	146	132	147	134	138	1239	1936	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	276,414	272,697	TA
Months Supply of Inventory	5.2	4.4	3.8	3.7	7.2	6.6	6.7	6.6	7.1	6.2	6.6	5.6	8.7	5.6	TA
2009															
#of Active Listings	949	939	916	900	933	906	936	925	902	865	853	745	926	897	A
# of Pending Listings	110	127	145	183	184	193	184	178	190	167	139	122	1126	1922	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	300,245	291,552	TA
Months Supply of Inventory	8.6	7.4	6.3	4.9	5.1	4.7	5.1	5.2	4.7	5.2	6.1	6.1	9.6	5.6	TA
2008															
#of Active Listings	1068	1088	1155	1160	1222	1190	1227	1200	1132	1002	1079	899	1159	1119	A
# of Pending Listings	125	126	150	149	120	126	159	167	126	110	78	110	955	1546	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	353,214	341,433	TA
Months Supply of Inventory	8.5	8.6	7.7	7.8	10.2	9.4	7.7	7.2	9.0	9.1	13.8	8.2	14.1	8.7	TA
2007															
#of Active Listings	786	894	955	1048	1151	1208	1226	1290	1256	1234	1129	997	1038	1098	A
# of Pending Listings	164	214	241	229	240	208	207	197	158	154	131	89	1503	2232	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	376,856	374,003	TA
Months Supply of Inventory	4.8	4.2	4.0	4.6	4.8	5.8	5.9	6.5	7.9	8.0	8.6	11.2	8.8	5.9	TA
2006															
#of Active Listings	609	602	672	673	733	762	770	776	823	829	780	703	689	728	A
# of Pending Listings	203	241	306	310	287	289	257	307	238	241	169	165	1893	3013	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	345,173	355,068	TA
Months Supply of Inventory	3.0	2.5	2.2	2.2	2.6	2.6	3.0	2.5	3.5	3.4	4.6	4.3	4.6	2.9	TA
2005															
#of Active Listings	601	581	567	504	567	603	621	582	611	598	529	488	578	571	A
# of Pending Listings	225	286	329	316	314	345	349	357	246	244	234	153	2164	3398	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	294,877	310,195	TA
Months Supply of Inventory	2.7	2.0	1.7	1.6	1.8	1.7	1.8	1.6	2.5	2.5	2.3	3.2	3.2	2.0	TA
2004															
#of Active Listings	828	793	781	759	750	807	344	767	728	680	649	528	723	701	A
# of Pending Listings	177	235	333	308	330	292	285	269	241	242	238	242	1960	3192	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	251,475	254,730	TA
Months Supply of Inventory	4.7	3.4	2.3	2.5	2.3	2.8	1.2	2.9	3.0	2.8	2.7	2.2	4.3	2.6	TA
2003															
#of Active Listings	899	949	924	935	928	916	943	925	827	839	796	728	928	884	A
# of Pending Listings	198	204	275	286	300	256	304	260	262	222	179	157	1823	2903	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	233,894	234,091	TA
Months Supply of Inventory	4.5	4.7	3.4	3.3	3.1	3.6	3.1	3.6	3.2	3.8	4.4	4.6	5.8	3.7	TA
2002															
#of Active Listings	793	838	814	315	913	946	928	954	930	879	875	749	792	828	A
# of Pending Listings	132	147	218	210	240	191	212	226	201	262	192	142	1350	2373	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	217,943	220,114	TA
Months Supply of Inventory	6.0	5.7	3.7	1.5	3.8	5.0	4.4	4.2	4.6	3.4	4.6	5.3	7.4	4.2	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 County By Price
NWMLS Areas 610, 730-770
Residential Active Inventory and Closed Sales

2012																
Sales Price	Closed Sales January	Closed Sales February	Closed Sales March	Closed Sales April	Closed Sales May	Closed Sales June	Closed Sales July	Closed Sales August	Closed Sales September	Closed Sales October	Closed Sales November	Closed Sales December	YTD Closed Sales Total	Active on 7/31/2012 by List Price	Months Supply of Inventory *	YTD % of the Market
\$0 to \$199,999	182	205	222	199	224	220	210						1,462	369	1.76	31.32%
\$200,000 to \$299,999	126	172	223	230	273	298	280						1,602	518	1.85	34.32%
\$300,000 to \$399,999	80	106	138	105	176	185	207						997	442	2.14	21.36%
\$400,000 to \$499,999	15	31	50	32	64	64	79						335	219	2.77	7.18%
\$500,000 to \$599,999	10	8	20	24	31	35	27						155	149	5.52	3.32%
\$600,000 to \$699,999	1	2	10	14	12	17	10						66	81	8.10	1.41%
\$700,000 to \$799,999	1	1	5	1	1	6	4						19	56	14.00	0.41%
\$800,000 to \$899,999	2	1	1	2	1	3	3						13	34	11.33	0.28%
\$900,000 to \$999,999	-	-	1	1	-	1	2						5	16	8.00	0.11%
\$1,000,000 to \$1,249,999	2	-	-	1	1	1	1						6	22	22.00	0.13%
1,250,000 and up	1	1	3	-	1	1	1						8	57	57.00	0.17%
Totals	420	527	673	609	784	831	824	-	-	-	-	-	4,668	1,963	2.38	100.00%

2011																
Sales Price	Closed Sales January	Closed Sales February	Closed Sales March	Closed Sales April	Closed Sales May	Closed Sales June	Closed Sales July	Closed Sales August	Closed Sales September	Closed Sales October	Closed Sales November	Closed Sales December	YTD Closed Sales Total	Active on 7/31/11 by List Price	Months Supply of Inventory *	YTD % of the Market
\$0 to \$199,999	98	110	194	188	172	214	204	234	223	243	209	226	1,180	953	4.67	31.31%
\$200,000 to \$299,999	145	166	213	217	215	229	232	250	240	225	217	232	1,417	1,098	4.73	37.60%
\$300,000 to \$399,999	67	61	113	95	94	119	115	162	121	98	113	116	664	675	5.87	17.62%
\$400,000 to \$499,999	26	26	43	29	38	60	47	63	50	46	46	46	269	390	8.30	7.14%
\$500,000 to \$599,999	11	16	26	22	24	20	17	31	30	19	26	15	136	203	11.94	3.61%
\$600,000 to \$699,999	6	7	7	12	7	10	3	2	5	8	7	9	52	92	30.67	1.38%
\$700,000 to \$799,999	2	2	7	1	7	9	4	3	1	4	5	3	32	59	14.75	0.85%
\$800,000 to \$899,999	-	2	-	2	1	2	2	1	1	1	1	-	9	43	21.50	0.24%
\$900,000 to \$999,999	1	1	-	1	-	-	1	1	-	-	3	1	4	29	29.00	0.11%
\$1,000,000 to \$1,249,999	1	-	-	1	-	-	-	2	1	-	1	1	2	26		0.05%
1,250,000 and up	-	2	1	-	-	1		1	1	-	2	1	4	58		0.11%
Totals	357	393	604	568	558	664	625	750	673	644	630	650	3,769	3,626	5.80	100.00%

% Change																
Sales Price	Closed Sales January	Closed Sales February	Closed Sales March	Closed Sales April	Closed Sales May	Closed Sales June	Closed Sales July	Closed Sales August	Closed Sales September	Closed Sales October	Closed Sales November	Closed Sales December	YTD Total	Active by List Price	Months Supply of Inventory *	% of the Market
\$0 to \$199,999	86%	86%	14%	6%	30%	3%	3%						24%	-61%	-62%	0%
\$200,000 to \$299,999	-13%	4%	5%	6%	27%	30%	21%						13%	-53%	-61%	-9%
\$300,000 to \$399,999	19%	74%	22%	11%	87%	55%	80%						50%	-35%	-64%	21%
\$400,000 to \$499,999	-42%	19%	16%	10%	68%	7%	68%						25%	-44%	-67%	1%
\$500,000 to \$599,999	-9%	-50%	-23%	9%	29%	75%	59%						14%	-27%	-54%	-8%
\$600,000 to \$699,999	-83%	-71%	43%	17%	71%	70%	233%						27%	-12%	-74%	2%
\$700,000 to \$799,999	-50%	-50%	-29%	0%	-86%	-33%	0%						-41%	-5%	-5%	-52%
\$800,000 to \$899,999		-50%		0%	0%	50%							44%	-21%	-47%	17%
\$900,000 to \$999,999				0%			100%						25%	-45%	-72%	1%
\$1,000,000 to \$1,249,999	100%			0%			#DIV/0!						200%	-15%		142%
1,250,000 and up			200%			0%							100%	-2%		
Totals	18%	34%	11%	7%	0%	25%	32%						24%	-46%	-59%	0%

* Months supply of inventory is calculated by dividing Active Inventory by the number of closed sales for the last month, rounded to the nearest month.



Statistics That You Must Know Areas 610-770

RESIDENTIAL				
	<u>July 2012</u>	<u>July 2011</u>	<u>Difference</u>	<u>% Change</u>
Months Supply of Inventory	1.67	3.69	-2.02	-54.8%
Total Active Listings	1973	3706	-1733	-46.8%
Average Active List Price	\$400,754	\$348,505	\$52,249	15.0%
Average Active Market Time	105	119	-14	-11.8%
Pending (Month to date)	1182	1004	178	17.7%
Number of Closed Sales (YTD)	5128	4219	909	21.5%
Average Closed Sales Price (YTD)	\$274,930	\$272,471	\$2,459	0.9%

CONDOMINIUM				
	<u>July 2012</u>	<u>July 2011</u>	<u>Difference</u>	<u>% Change</u>
Months Supply of Inventory	1.39	4.14	-2.74	-66.3%
Total Active Listings	304	840	-536	-63.8%
Average Active List Price	\$217,427	\$196,302	\$21,125	10.8%
Average Active Market Time	98	117	-19	-16.2%
Pending (Month to date)	218	203	15	7.4%
Number of Closed Sales (YTD)	931	864	67	7.8%
Average Closed Sale Price (YTD)	\$163,793	\$191,406	-\$27,613	-14.4%

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