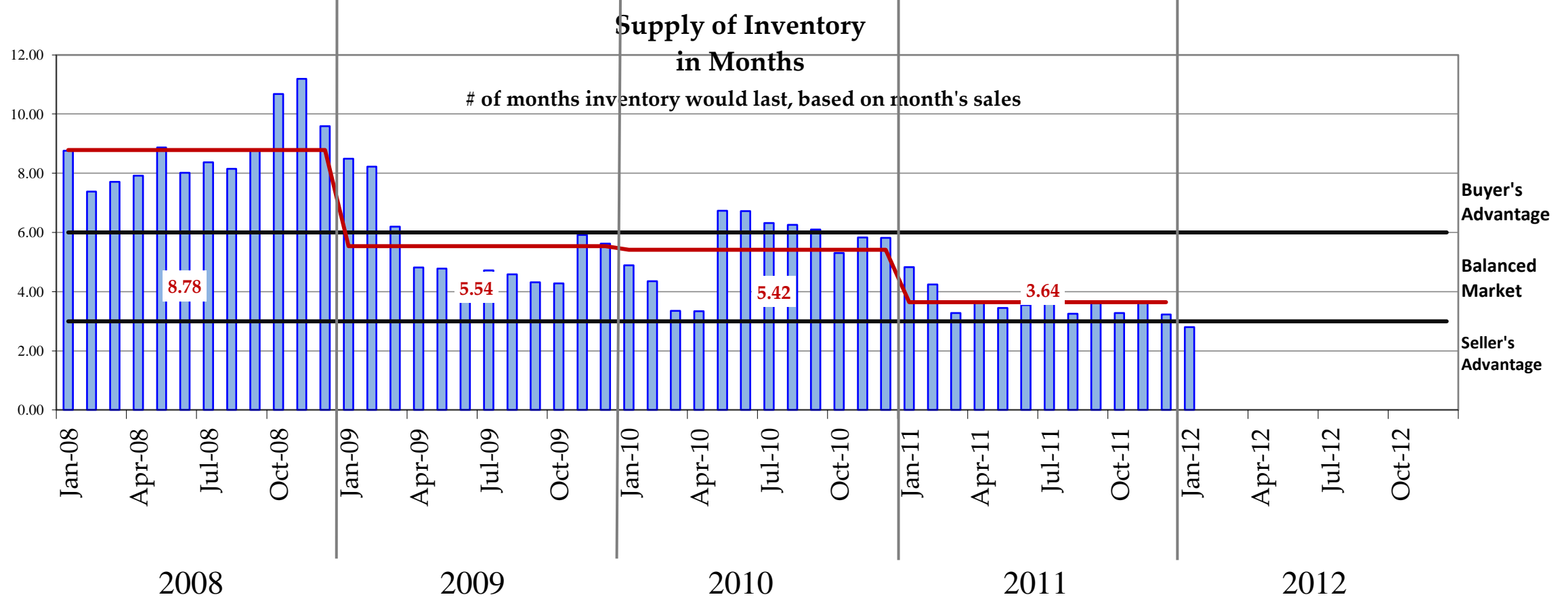
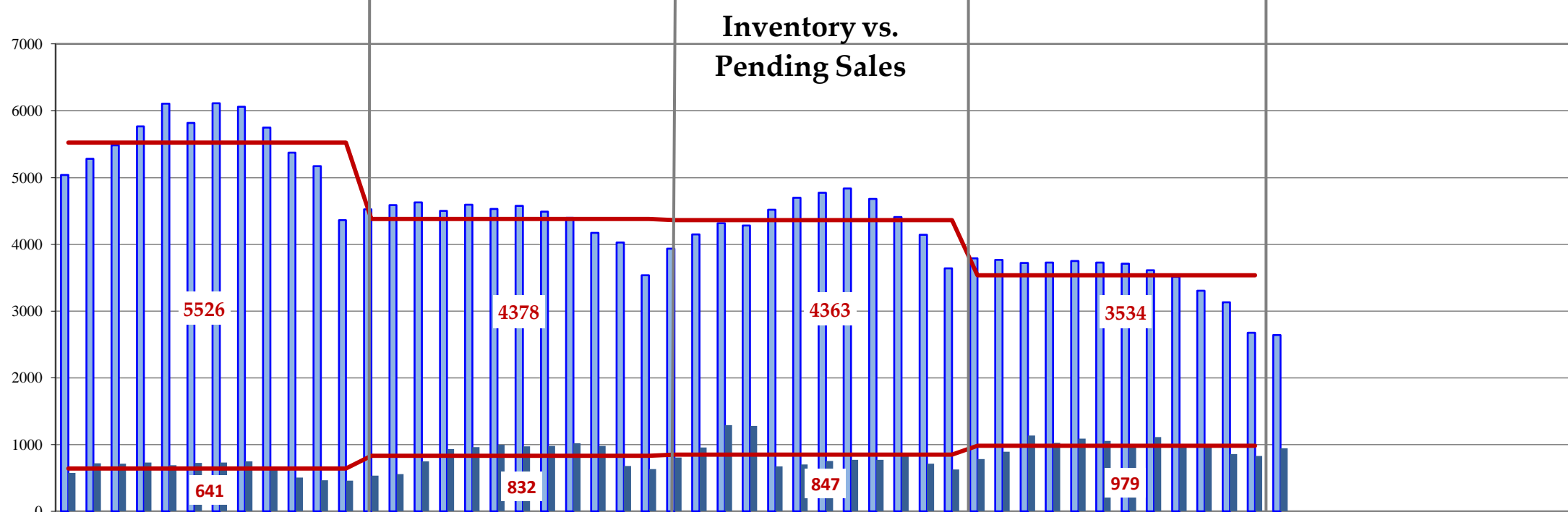
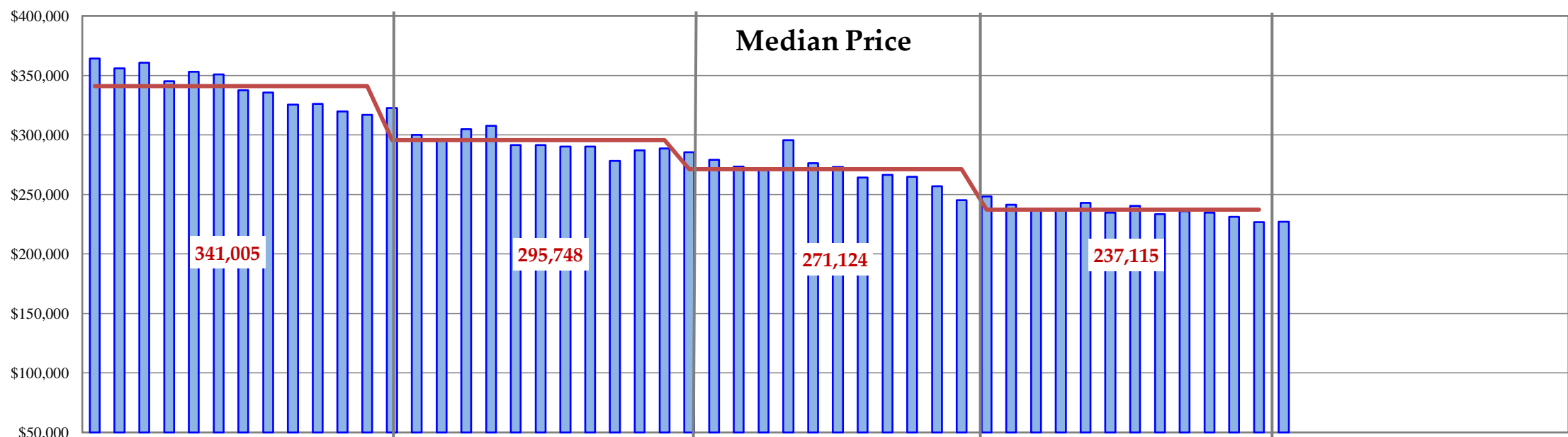


— Annual Average



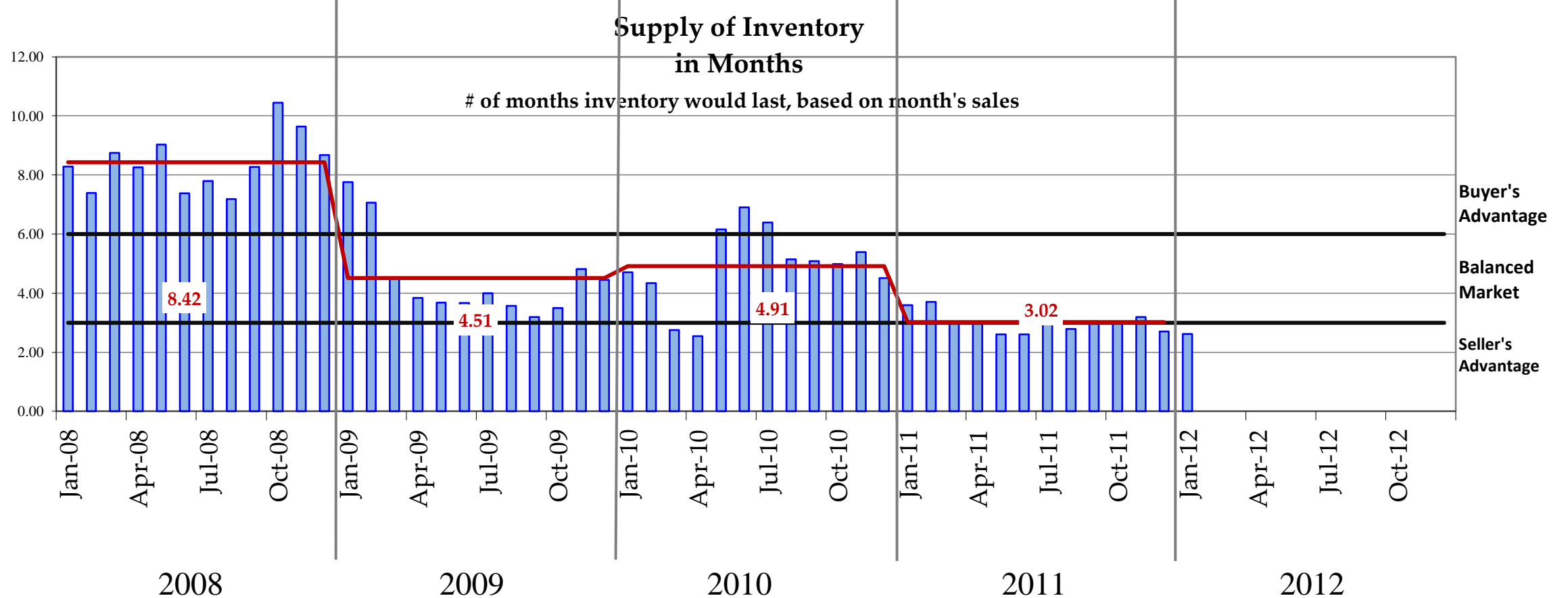
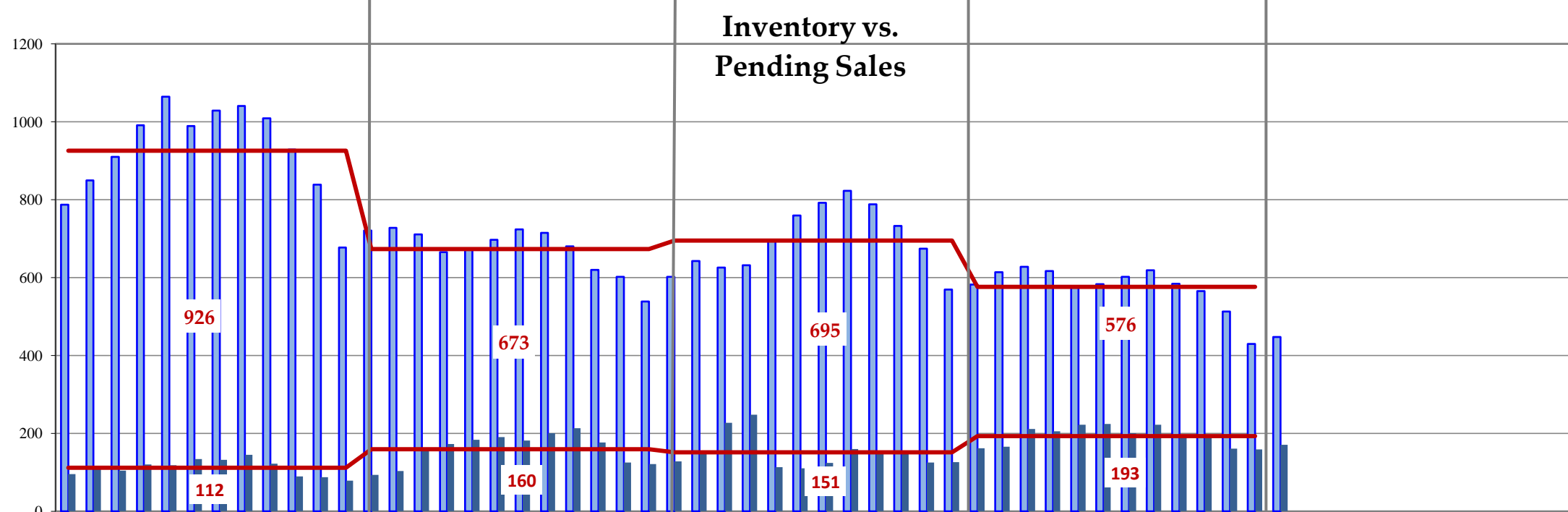
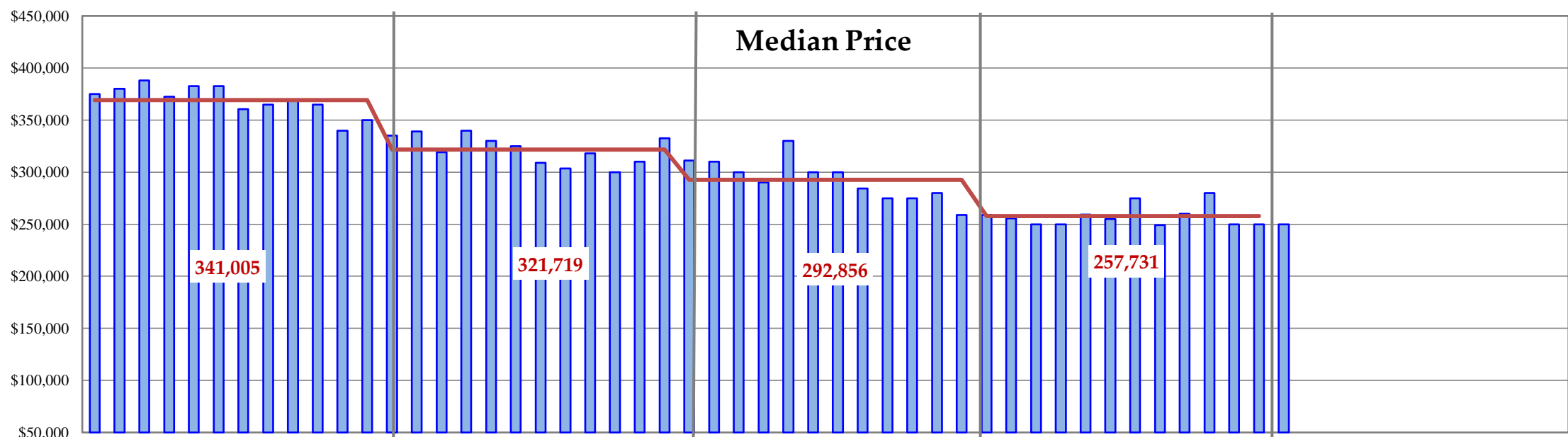
Month	Pending median list price This Year	Pending median list price Last Year	% change	Inventory This Year	Inventory Last Year	% change	Pending Units MTD This Year	Pending Units MTD Last Year	% change
January	227,089	248,487	-8.61%	2,638	3,789	-30.38%	943	784	20.28%
						YTD	943	784	20.28%

NWMLS Areas

730

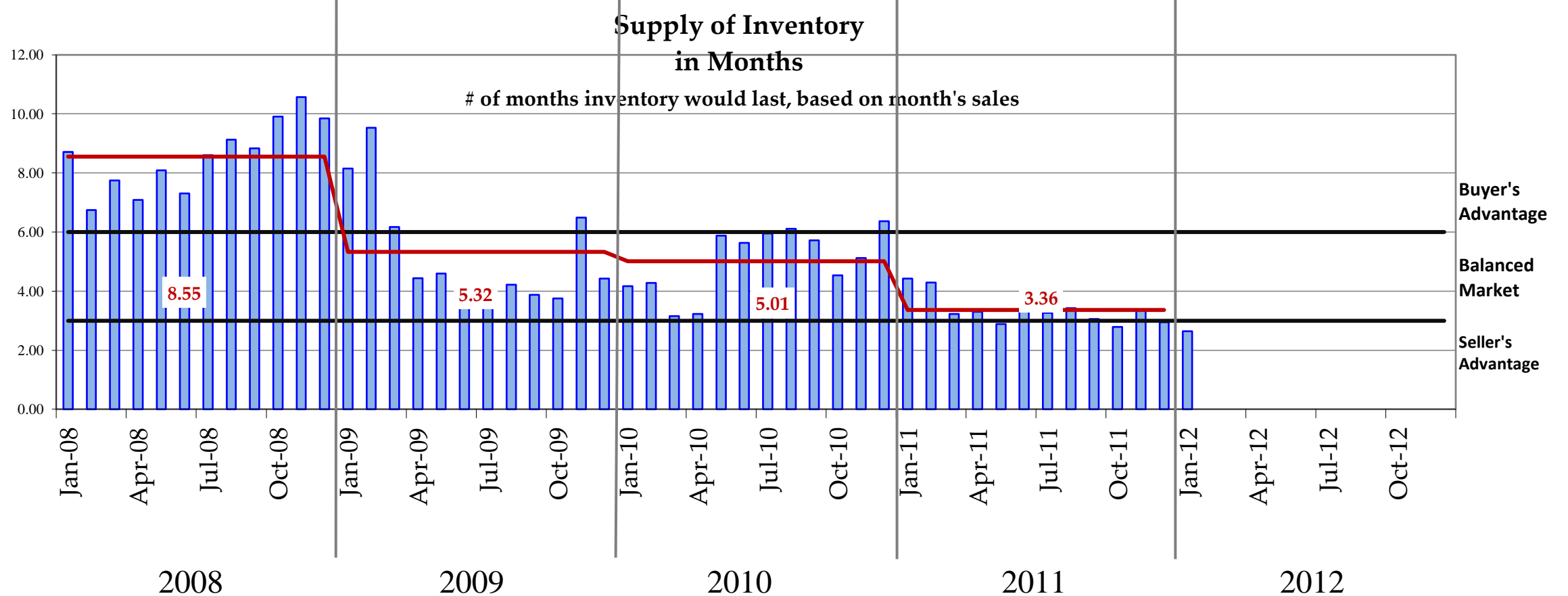
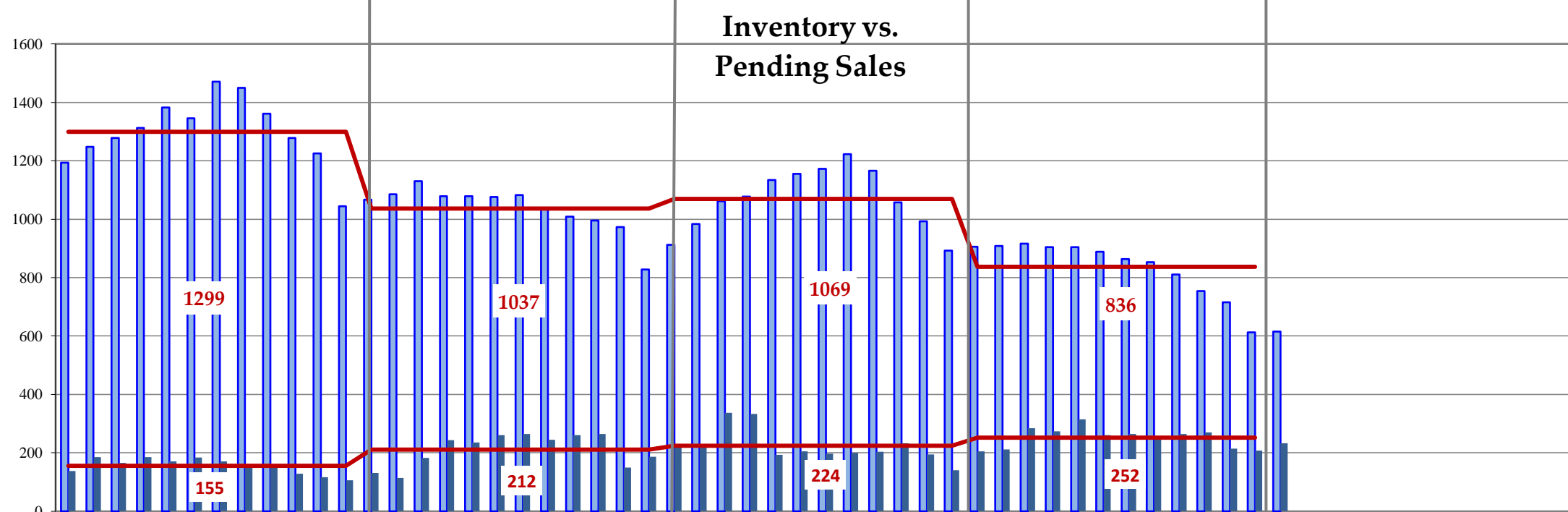
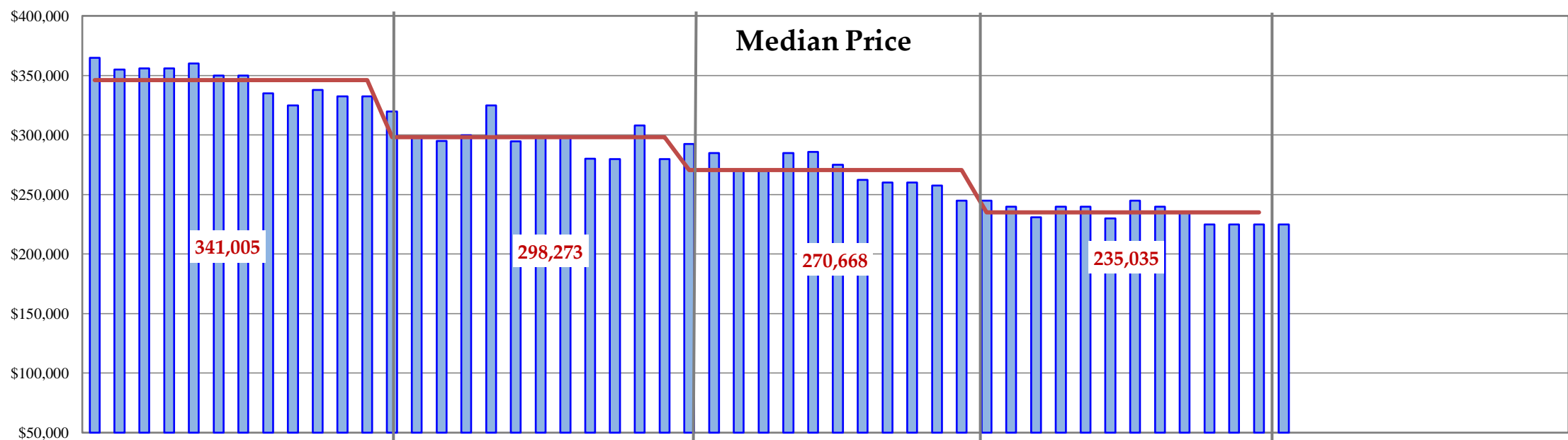
Residential Only

— 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
January	249,950	259,000	-3.49%	447	582	-23.20%	171	162	5.56%
						YTD	171	162	5.56%

— Annual Average



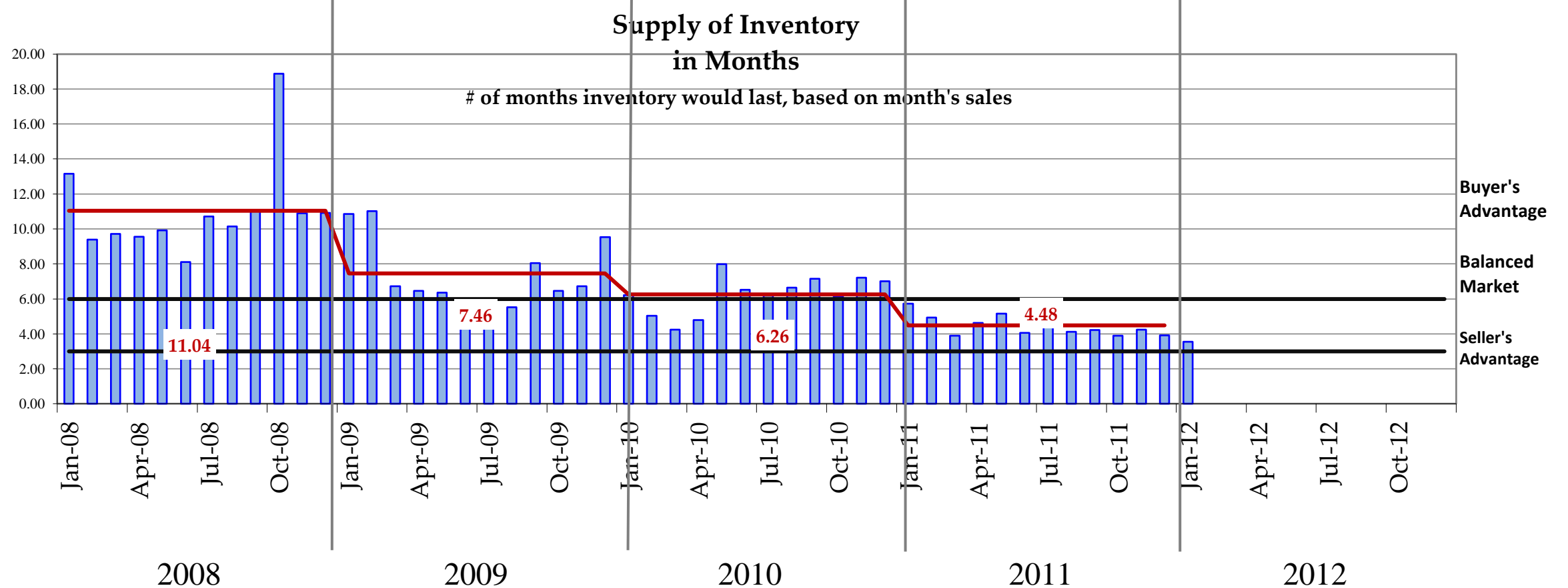
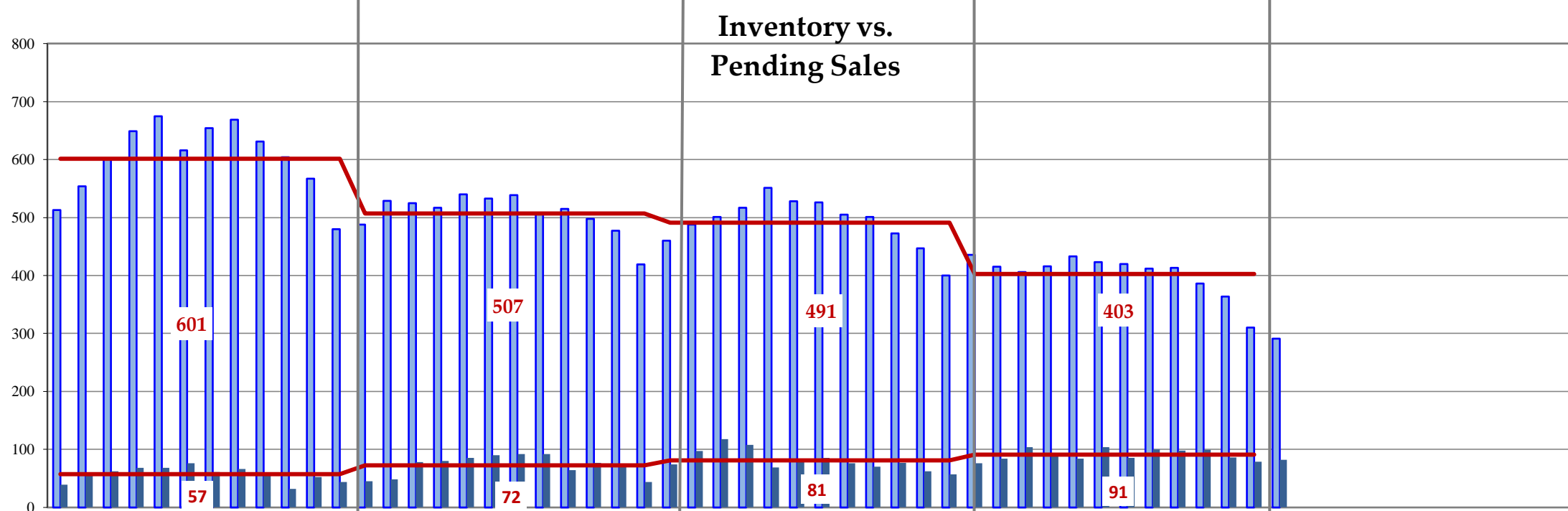
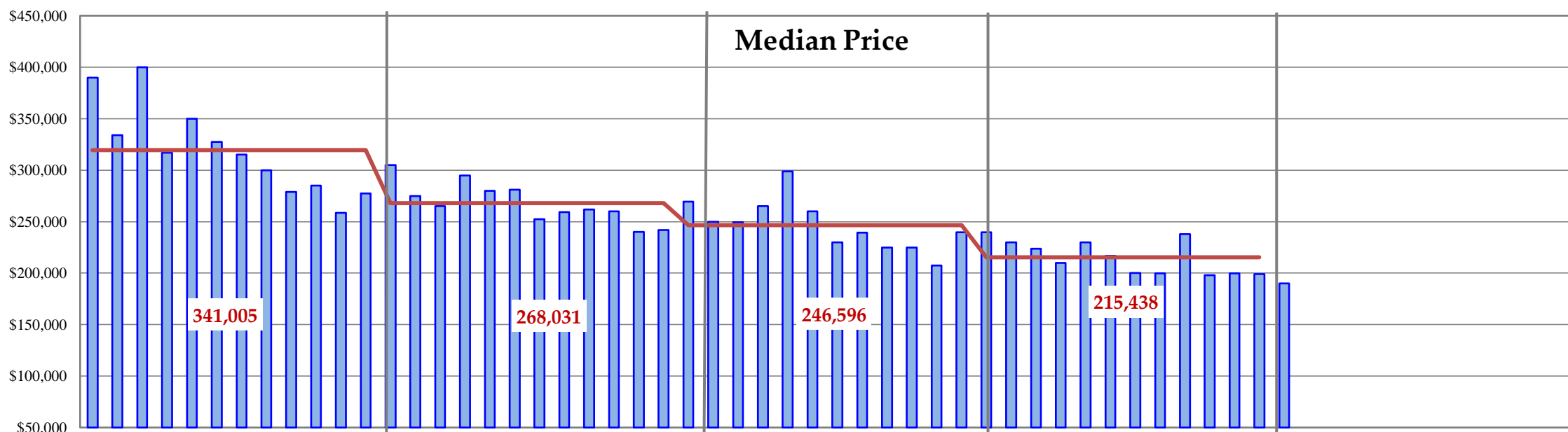
Month	Pending median list price This Year	Pending median list price Last Year	% change	Inventory This Year	Inventory Last Year	% change	Pending Units MTD This Year	Pending Units MTD Last Year	% change
January	225,000	244,975	-8.15%	615	906	-32.12%	233	205	13.66%
						YTD	233	205	13.66%

NWMLS Areas

750

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
January	189,925	239,900	-20.83%	291	436	-33.26%	82	76	7.89%
						YTD	82	76	7.89%

NWMLS Areas

760

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
January	199,000	216,750	-8.19%	404	562	-28.11%	124	76	63.16%
						YTD	124	76	63.16%

— Annual Average



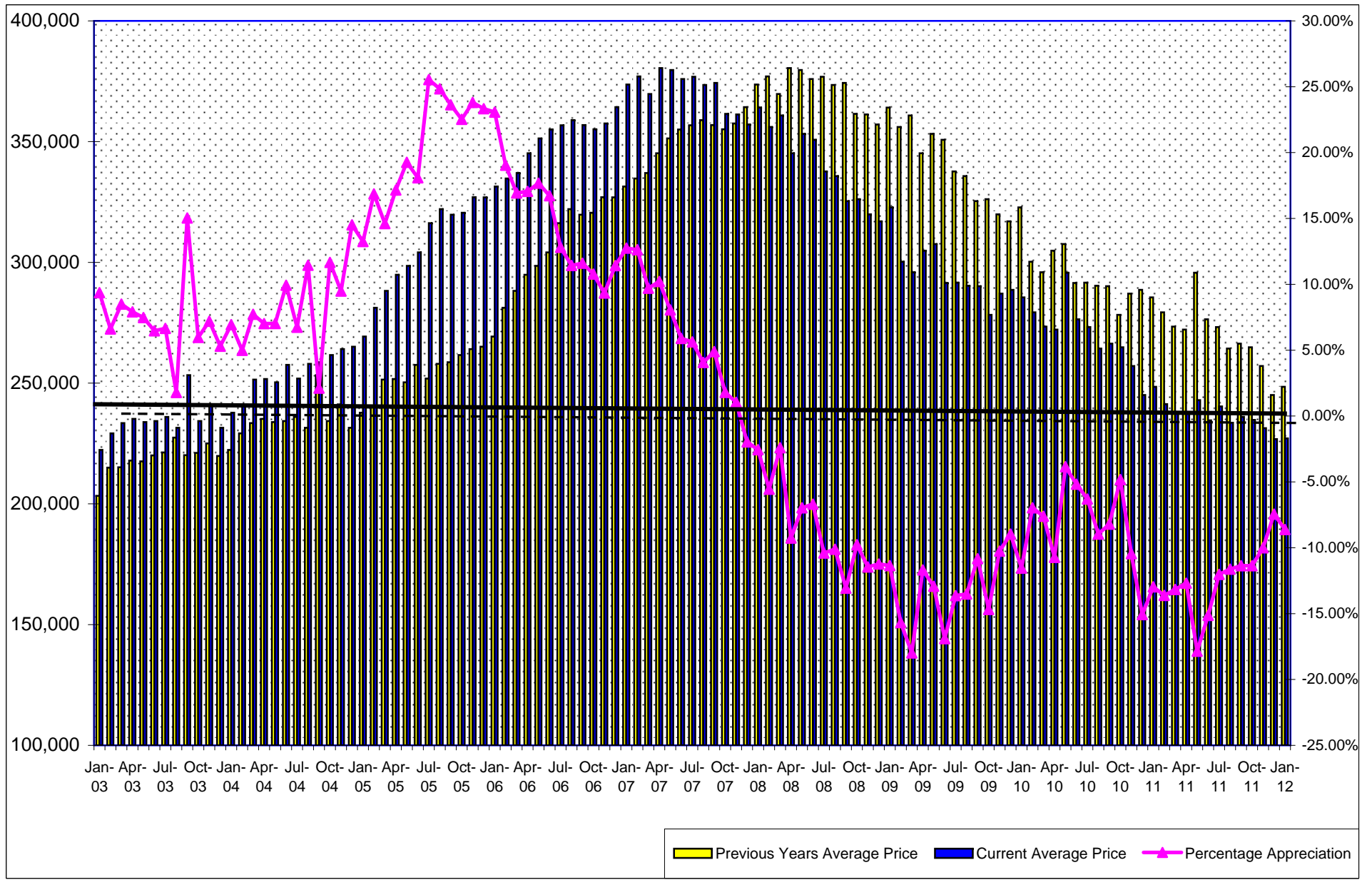
Month	Pending median list price This Year	Pending median list price Last Year	% change	Inventory This Year	Inventory Last Year	% change	Pending Units MTD This Year	Pending Units MTD Last Year	% change
January	179,995	199,995	-10.00%	542	788	-31.22%	206	139	48.20%
						YTD	206	139	48.20%

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												542	-23.47%	
	# of Pending Listings	206												206	-90.98%	
	Average Median Pending \$	227,089												227,089	-4.08%	
	Months Supply of Inventory	2.6												2.6	2.6	
2011	#of Active Listings	788	790	763	736	770	741	739	705	680	634	604	549	708	788	A
	# of Pending Listings	139	165	237	196	205	207	188	234	180	200	171	163	2285	139	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	236,744	248,487	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	3.7	3.7	TA
2010	#of Active Listings	840	882	920	857	895	942	953	959	942	914	881	770	896	840	A
	# of Pending Listings	161	199	239	230	125	142	143	146	132	147	134	138	1936	161	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	272,697	285,502	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	4.7	5.6	TA
2009	#of Active Listings	949	939	916	900	933	906	936	925	902	865	853	745	897	949	A
	# of Pending Listings	110	127	145	183	184	193	184	178	190	167	139	122	1922	110	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	291,552	322,764	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	4.8	5.6	TA
2008	#of Active Listings	1068	1088	1155	1160	1222	1190	1227	1200	1132	1002	1079	899	1119	1068	A
	# of Pending Listings	125	126	150	149	120	126	159	167	126	110	78	110	1546	125	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	341,433	364,118	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	7.4	8.7	TA
2007	#of Active Listings	786	894	955	1048	1151	1208	1226	1290	1256	1234	1129	997	1098	786	A
	# of Pending Listings	164	214	241	229	240	208	207	197	158	154	131	89	2232	164	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	374,003	373,672	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	4.9	5.9	TA
2006	#of Active Listings	609	602	672	673	733	762	770	776	823	829	780	703	728	609	A
	# of Pending Listings	203	241	306	310	287	289	257	307	238	241	169	165	3013	203	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	355,068	331,411	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	2.4	2.9	TA
2005	#of Active Listings	601	581	567	504	567	603	621	582	611	598	529	488	571	601	A
	# of Pending Listings	225	286	329	316	314	345	349	357	246	244	234	153	3398	225	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	310,195	269,282	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	1.7	2.0	TA
2004	#of Active Listings	828	793	781	759	750	807	344	767	728	680	649	528	701	828	A
	# of Pending Listings	177	235	333	308	330	292	285	269	241	242	238	242	3192	177	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	254,730	237,775	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	2.3	2.6	TA
2003	#of Active Listings	899	949	924	935	928	916	943	925	827	839	796	728	884	899	A
	# of Pending Listings	198	204	275	286	300	256	304	260	262	222	179	157	2903	198	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	234,091	222,347	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	3.1	3.7	TA
2002	#of Active Listings	793	838	814	315	913	946	928	954	930	879	875	749	828	793	A
	# of Pending Listings	132	147	218	210	240	191	212	226	201	262	192	142	2373	132	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	220,114	203,312	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	3.5	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 1/31/2012 by List Price	Months Supply of Inventory *	YTD % of the Market
\$0 to \$199,999	182												182	775	4.26	43.33%
\$200,000 to \$299,999	126												126	785	6.23	30.00%
\$300,000 to \$399,999	80												80	495	6.19	19.05%
\$400,000 to \$499,999	15												15	220	14.67	3.57%
\$500,000 to \$599,999	10												10	122	12.20	2.38%
\$600,000 to \$699,999	1												1	55	55.00	0.24%
\$700,000 to \$799,999	1												1	41	41.00	0.24%
\$800,000 to \$899,999	2												2	22	11.00	0.48%
\$900,000 to \$999,999	-												-	17		0.00%
\$1,000,000 to \$1,249,999	2												2	18	9.00	0.48%
1,250,000 and up	1												1	43	43.00	0.24%
Totals	420	-	-	-	-	-	-	-	-	-	-	-	420	2,593	6.17	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 10/31/10 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	98	821	8.38	27.45%
\$200,000 to \$299,999	145	166	213	217	215	229	232	250	240	225	217	232	145	1,545	10.66	40.62%
\$300,000 to \$399,999	67	61	113	95	94	119	115	162	121	98	113	116	67	893	13.33	18.77%
\$400,000 to \$499,999	26	26	43	29	38	60	47	63	50	46	46	46	26	448	17.23	7.28%
\$500,000 to \$599,999	11	16	26	22	24	20	17	31	30	19	26	15	11	207	18.82	3.08%
\$600,000 to \$699,999	6	7	7	12	7	10	3	2	5	8	7	9	6	103	17.17	1.68%
\$700,000 to \$799,999	2	2	7	1	7	9	4	3	1	4	5	3	2	74	37.00	0.56%
\$800,000 to \$899,999	-	2	-	2	1	2	2	1	1	1	1	-	-	36		0.00%
\$900,000 to \$999,999	1	1	-	1	-	-	1	1	-	-	3	1	1	19	19.00	0.28%
\$1,000,000 to \$1,249,999	1	-	-	1	-	-	-	2	1	-	1	1	1	25	25.00	0.28%
1,250,000 and up	-	2	1	-	-	1		1	1	-	2	1	-	67		0.00%
Totals	357	393	604	568	558	664	625	750	673	644	630	650	357	4,238	11.87	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%	-6%	-49%	58%
\$200,000 to \$299,999	-13%												-13%	-49%	-42%	-26%
\$300,000 to \$399,999	19%												19%	-45%	-54%	1%
\$400,000 to \$499,999	-42%												-42%	-51%	-15%	-51%
\$500,000 to \$599,999	-9%												-9%	-41%	-35%	-23%
\$600,000 to \$699,999	-83%												-83%	-47%	220%	-86%
\$700,000 to \$799,999	-50%												-50%	-45%	11%	-58%
\$800,000 to \$899,999														-39%		#DIV/0!
\$900,000 to \$999,000														-11%	#VALUE!	-100%
\$1,000,000 to \$1,249,999	100%												100%	-28%	-64%	70%
1,250,000 and up														-36%	#VALUE!	
Totals	18%												18%	-39%	-48%	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>January 2012</u>	<u>January 2011</u>	<u>Difference</u>	<u>% Change</u>
Months Supply of Inventory	2.79	4.83	-2.04	-42.2%
Total Active Listings	2638	3789	-1151	-30.4%
Average Active List Price	\$329,024	\$335,302	-\$6,278	-1.9%
Average Active Market Time	129	124	5	4.0%
Pending (Month to date)	945	784	161	20.5%
Number of Closed Sales (YTD)	487	438	49	11.2%
Average Closed Sales Price (YTD)	\$253,126	\$280,175	-\$27,049	-9.7%

CONDOMINIUM				
	<u>January 2012</u>	<u>January 2011</u>	<u>Difference</u>	<u>% Change</u>
Months Supply of Inventory	2.56	5.86	-3.30	-56.4%
Total Active Listings	524	902	-378	-41.9%
Average Active List Price	\$185,052	\$205,187	-\$20,135	-9.8%
Average Active Market Time	136	128	8	6.3%
Pending (Month to date)	205	154	51	33.1%
Number of Closed Sales (YTD)	106	95	11	11.6%
Average Closed Sale Price (YTD)	\$146,037	\$184,902	-\$38,865	-21.0%

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
Area 740
Fourth Quarter 2011

RESIDENTIAL Closed Sales

Price	Non-Distressed Resale	Short Sale	Bank Owned	New Construction	Percentage of Closed Sales
\$0-\$199,999	18.95%	22.63%	58.42%	1.58%	34.99%
\$200,000-299,999	55.44%	18.65%	25.91%	25.39%	35.54%
\$300,000-\$399,999	73.40%	7.45%	19.15%	29.79%	17.31%
\$400,000-\$499,999	66.67%	25.00%	8.33%	11.11%	6.63%
\$500,000+	70.00%	26.67%	3.33%	20.00%	5.52%

Total Residential Listings

	Non-Distressed Listings	Short Sale	Bank Owned	New Construction
Active	638	26.02%	11.44%	16.14%
Pending	253	49.01%	20.16%	13.44%
Sold	543	18.97%	33.70%	16.57%