



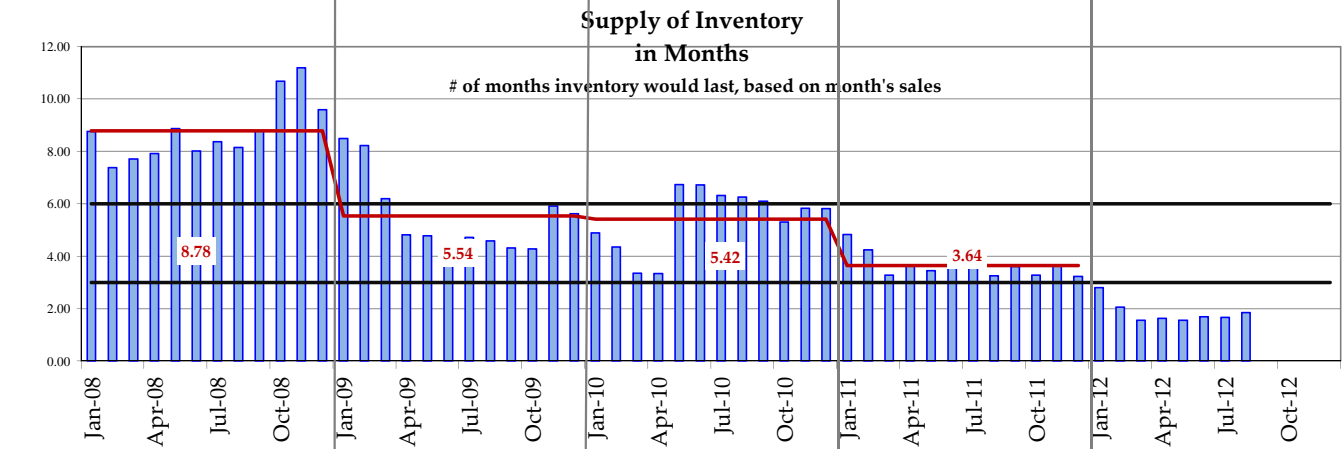
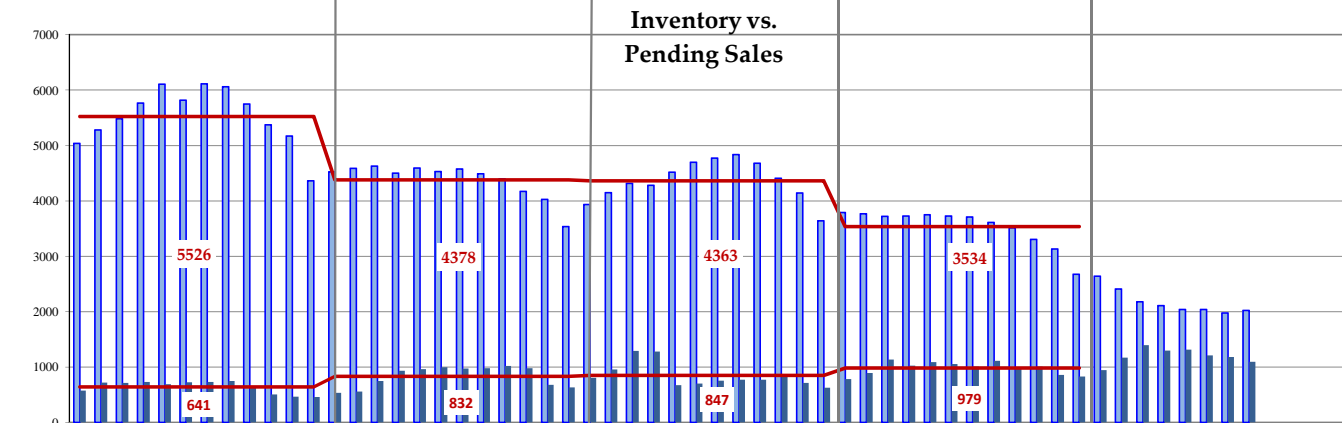
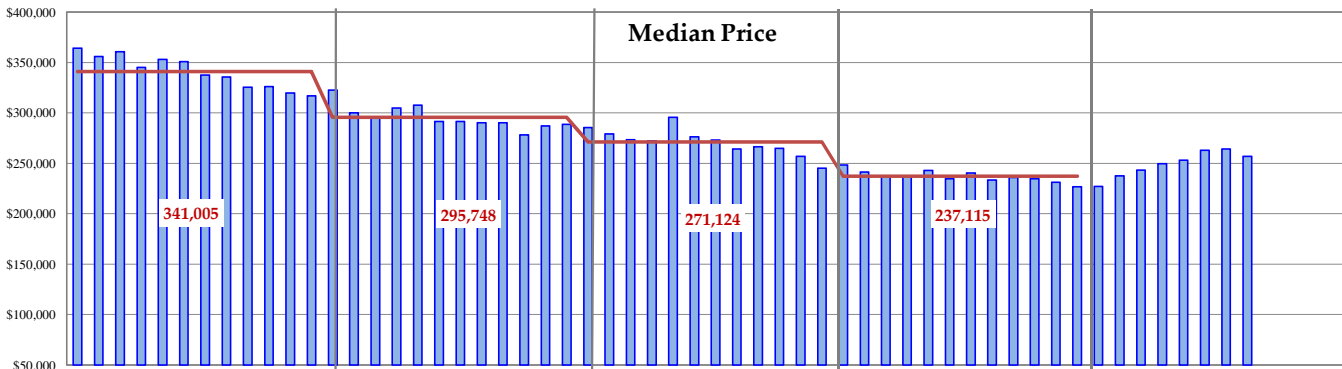
Snohomish County

NWMLS Areas

610-770

Residential Only

— Annual Average



Buyer's Advantage
Balanced Market
Seller's Advantage

2008

2009

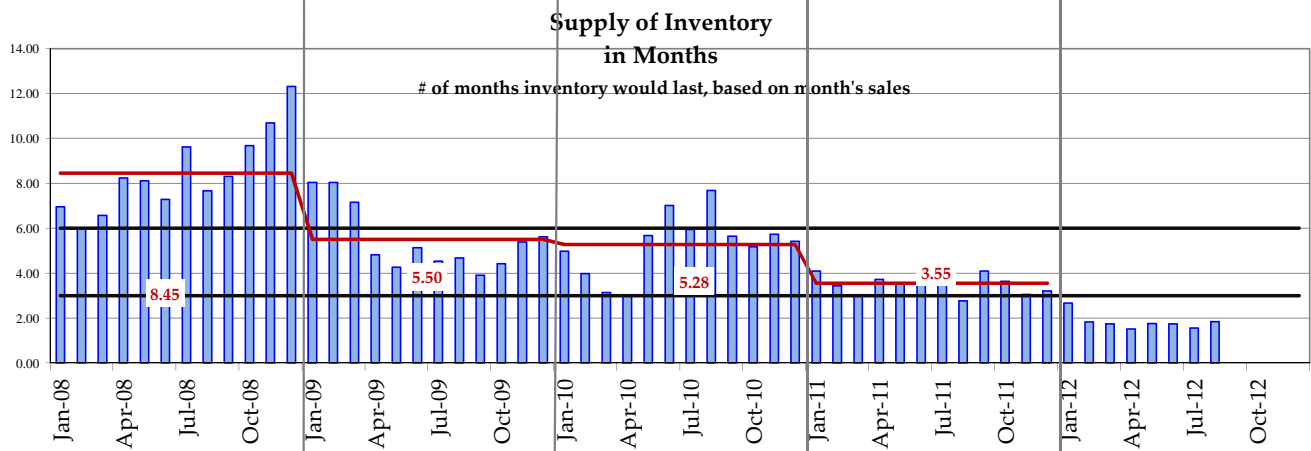
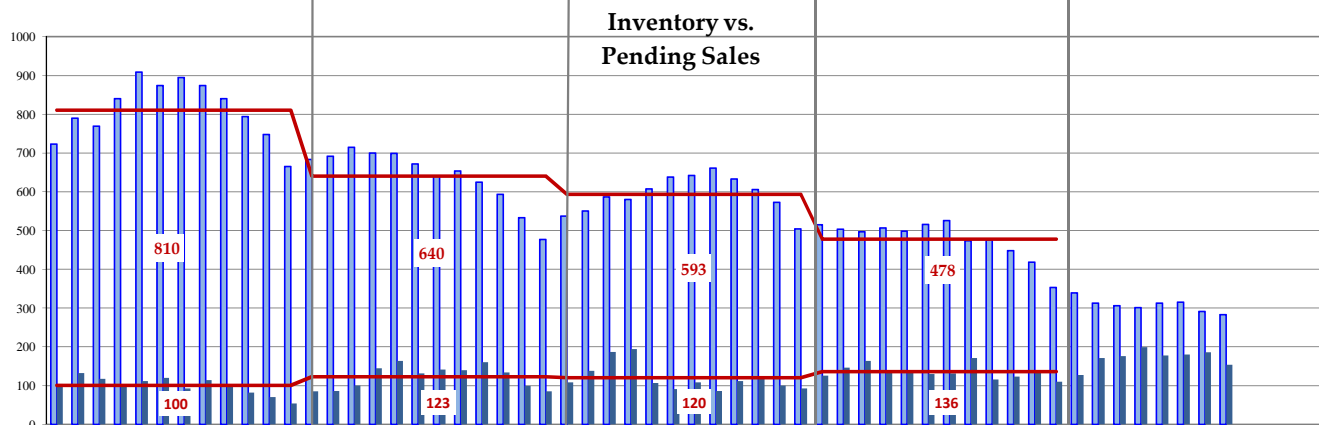
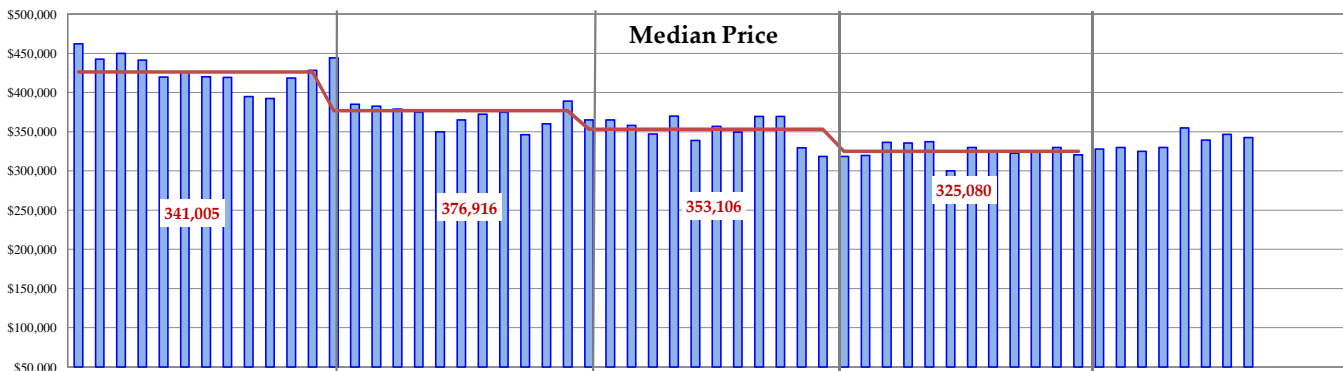
2010

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
August	256,911	233,604	9.98%	2,018	3,613	-44.15%	1094	1111	-1.53%
						YTD	9604	8085	18.79%

— 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
August	342,475	325,000	5.38%	283	474	-40.30%	154	171	-9.94%
						YTD	1371	1144	19.84%

— 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
August	277,500	249,000	11.45%	305	619	-50.73%	188	222	-15.32%
						YTD	1766	1612	9.55%



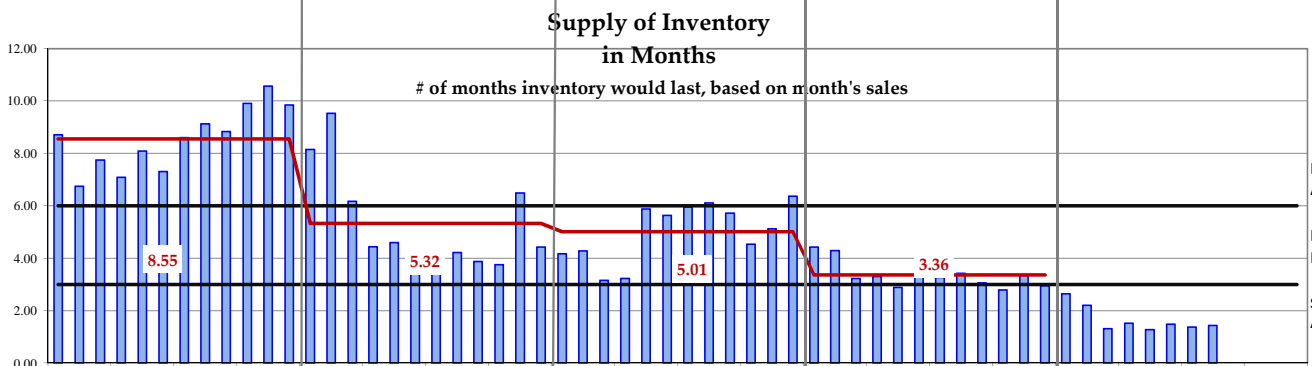
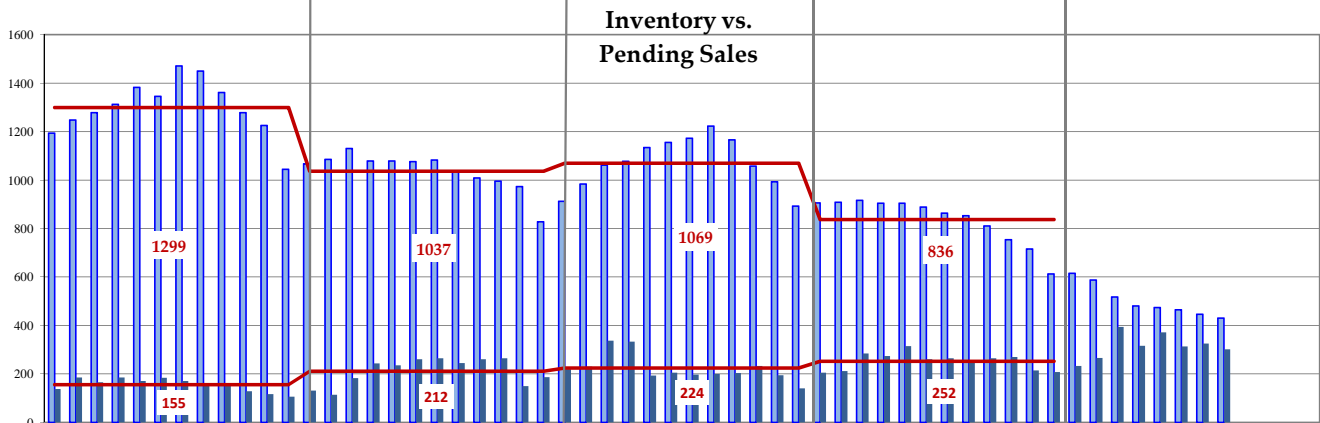
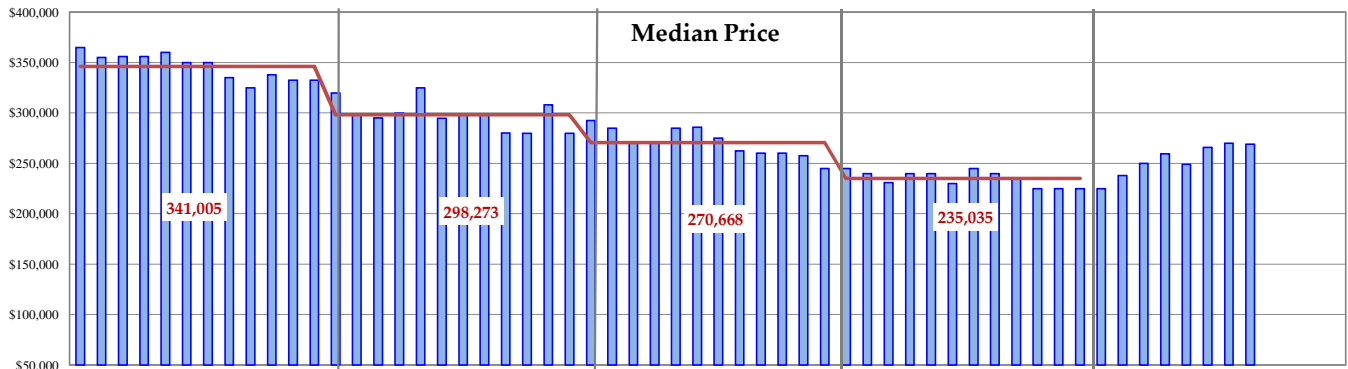
Snohomish County

NWMLS Areas

740

Residential Only

— Annual Average



Buyer's Advantage
Balanced Market
Seller's Advantage

2008

2009

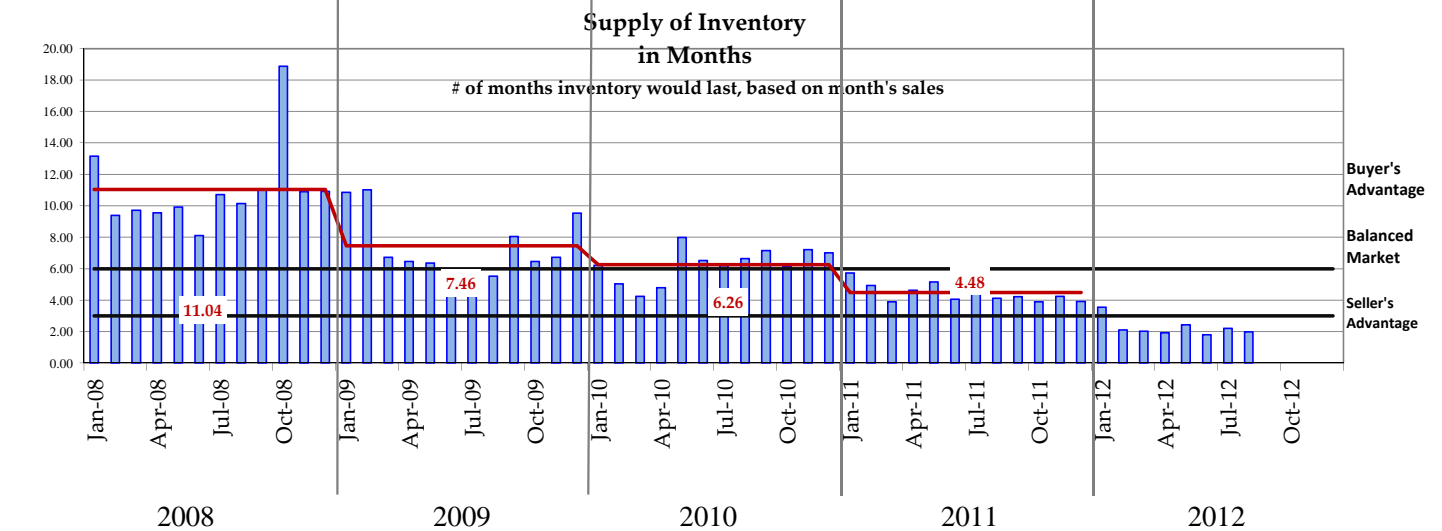
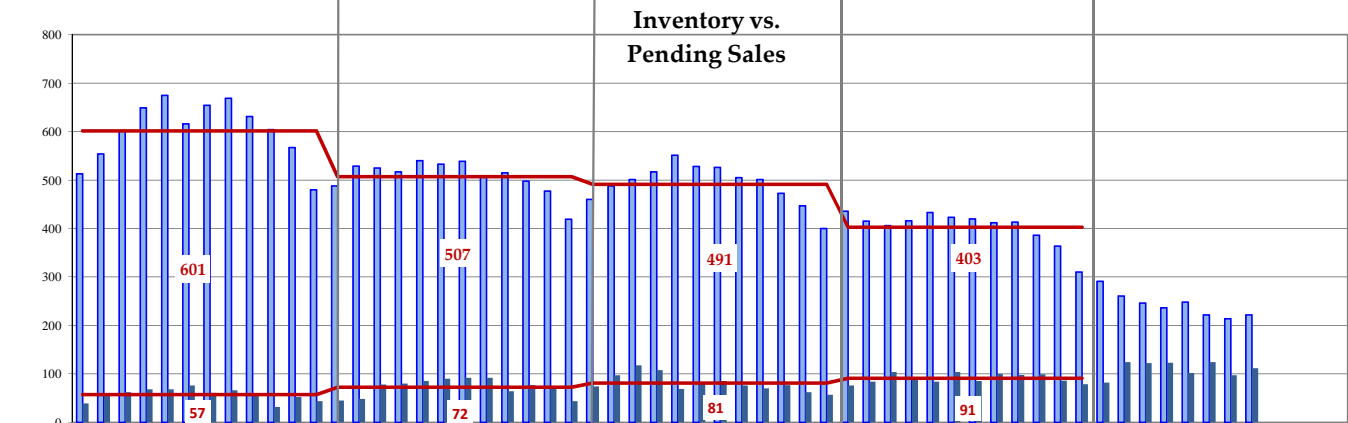
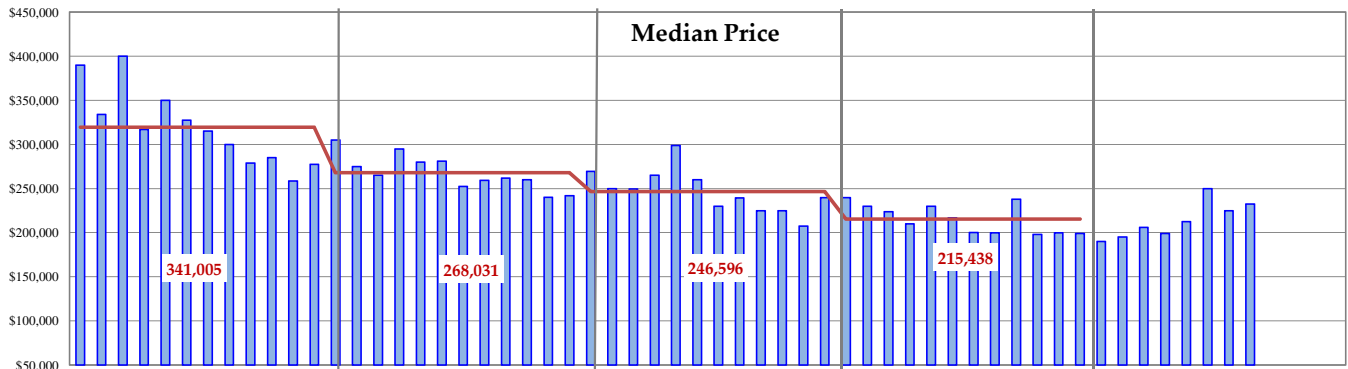
2010

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
August	268,950	239,950	12.09%	430	853	-49.59%	301	249	20.88%
						YTD	2519	2062	22.16%

— 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
August	232,450	199,950	16.25%	222	412	-46.12%	112	100	12.00%
						YTD	886	727	21.87%



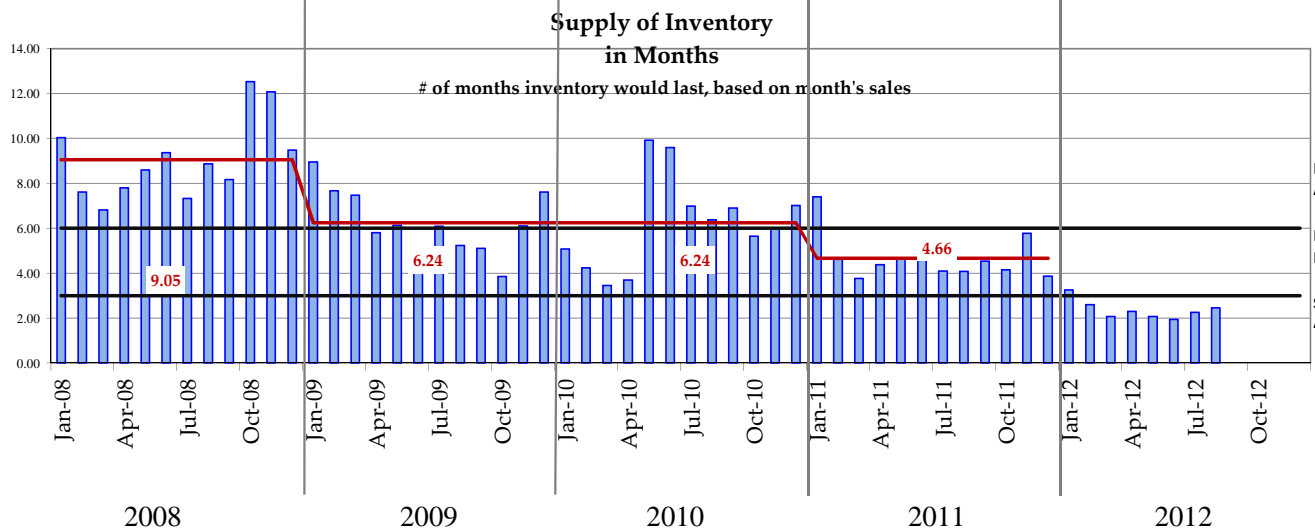
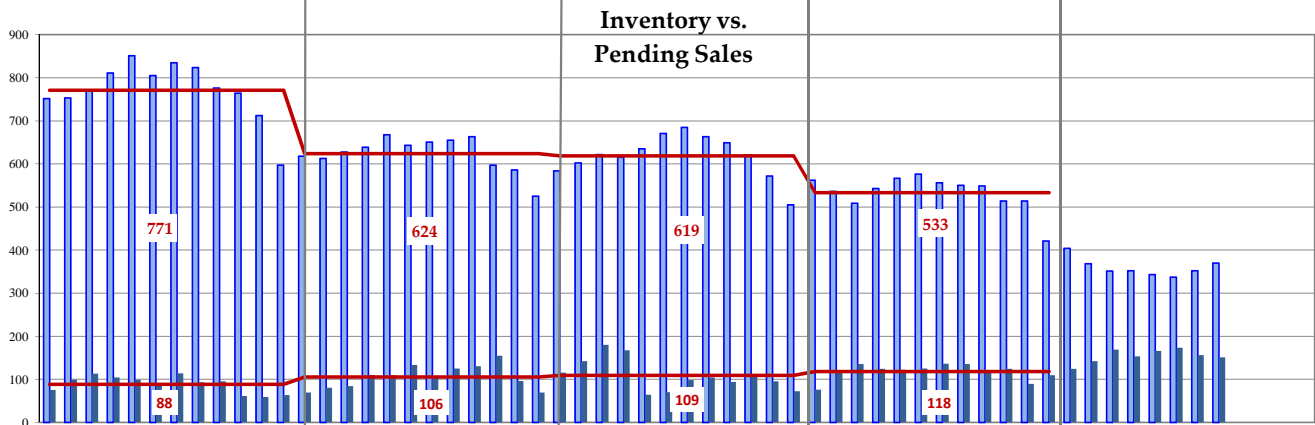
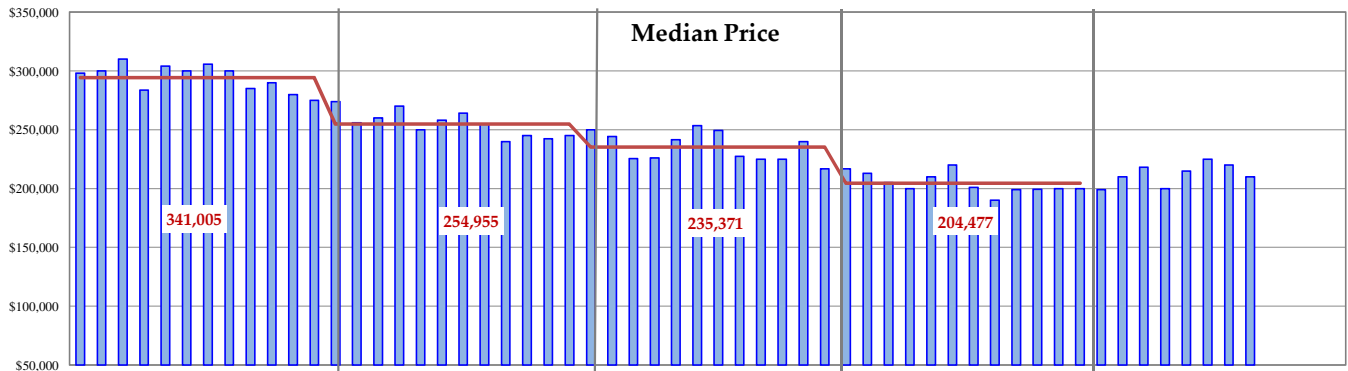
Snohomish County

NWMLS Areas

760

Residential Only

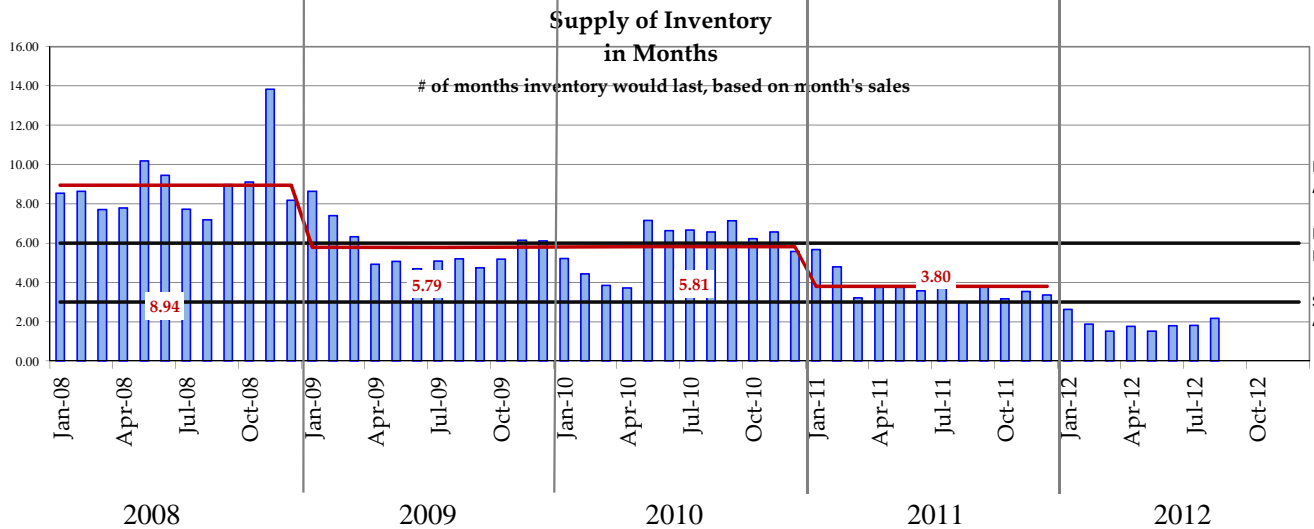
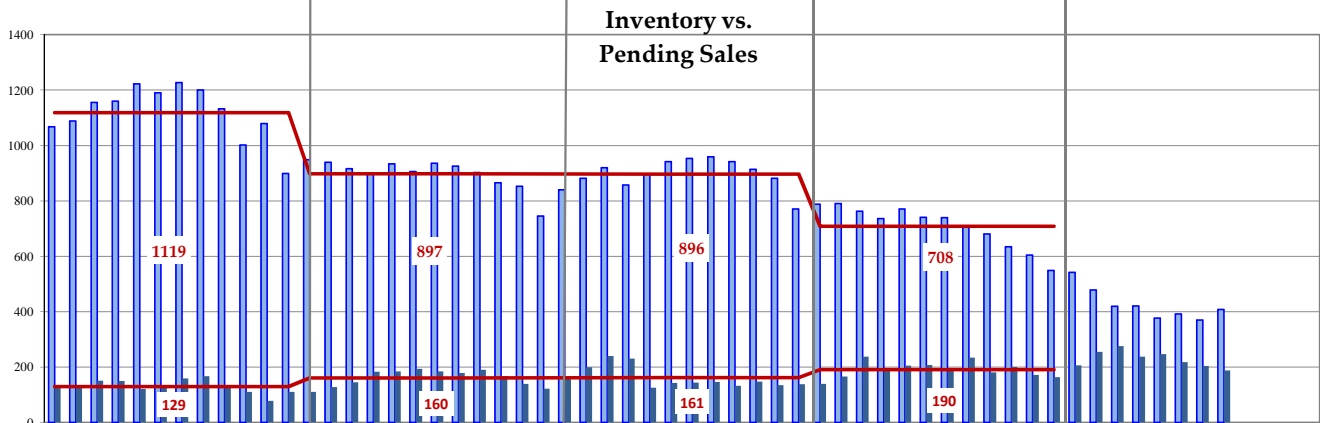
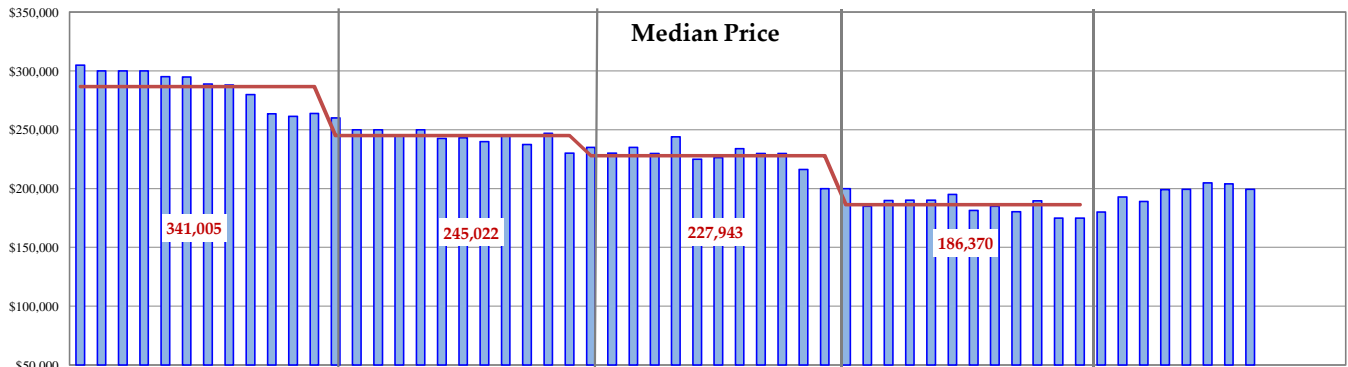
— Annual Average



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
August	209,950	190,000	10.50%	370	550	-32.73%	151	135	11.85%
						YTD	1234	969	27.35%

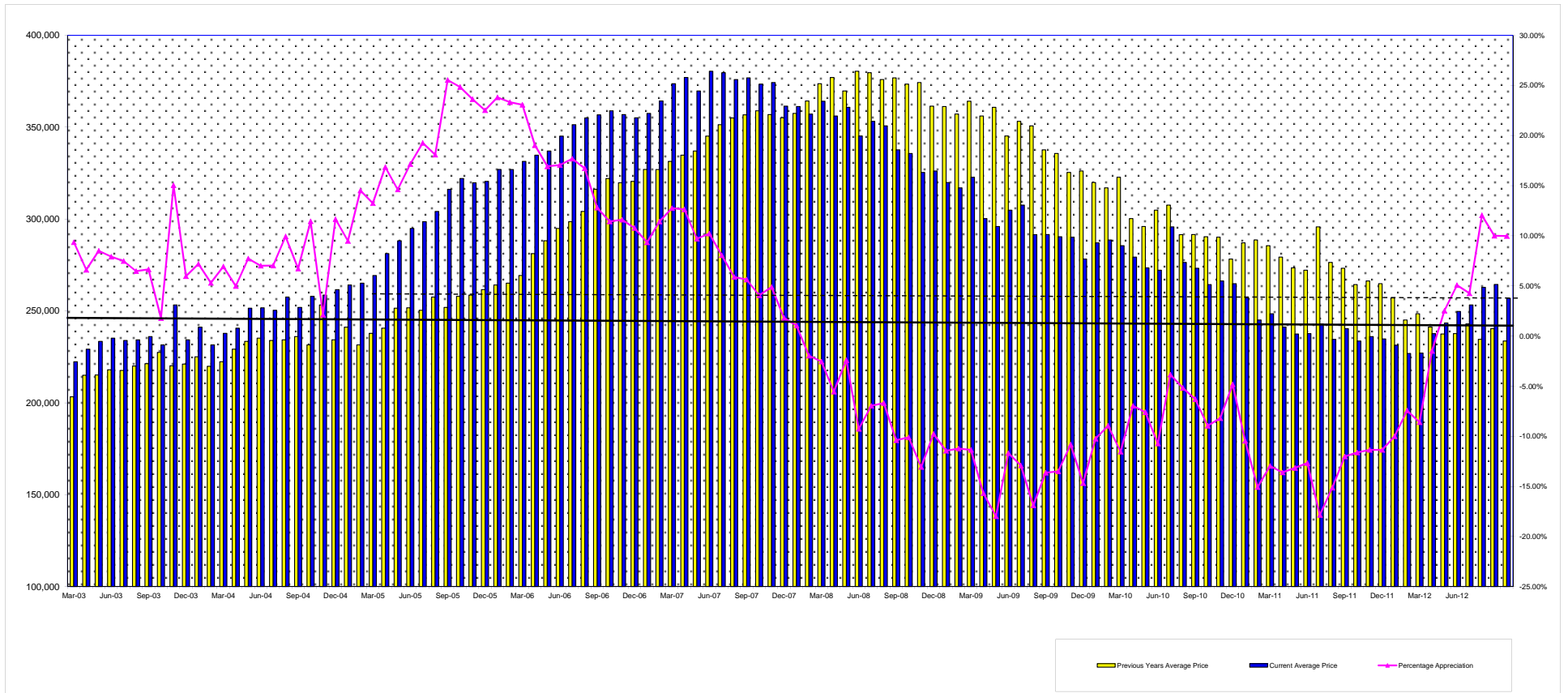
Graphs were created by Windermere Real Estate/M2, llc using Data from the NWMLS. Data was not verified.

— 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
August	199,250	184,995	7.71%	408	705	-42.13%	188	234	-19.66%
						YTD	1828	1571	16.36%

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 8/31/2012 by List Price	Months Supply of Inventory *	YTD % of the Market	
\$0 to \$199,999	182	205	222	199	224	220	210	205					1,667	360	1.76	30.66%	\$0 to \$199,999
\$200,000 to \$299,999	126	172	223	230	273	298	280	256					1,858	533	2.08	34.17%	\$200,000 to \$299,999
\$300,000 to \$399,999	80	106	138	105	176	185	207	194					1,191	448	2.31	21.91%	\$300,000 to \$399,999
\$400,000 to \$499,999	15	31	50	32	64	64	79	65					400	228	3.51	7.36%	\$400,000 to \$499,999
\$500,000 to \$599,999	10	8	20	24	31	35	27	26					181	143	5.50	3.33%	\$500,000 to \$599,999
\$600,000 to \$699,999	1	2	10	14	12	17	10	6					72	75	12.50	1.32%	\$600,000 to \$699,999
\$700,000 to \$799,999	1	1	5	1	1	6	4	9					28	58	6.44	0.51%	\$700,000 to \$799,999
\$800,000 to \$899,999	2	1	1	2	1	3	3	4					17	30	7.50	0.31%	\$800,000 to \$899,999
\$900,000 to \$999,999	-	-	1	1	-	1	2	1					6	18	18.00	0.11%	\$900,000 to \$999,999
\$1,000,000 to \$1,249,999	2	-	-	1	1	1	1	-					6	23		0.11%	\$1,000,000 to \$1,249,999
1,250,000 and up	1	1	3	-	1	1	1	3					11	53	17.67	0.20%	\$1,250,000 and up
Totals	420	527	673	609	784	831	824	769	-	-	-	-	5,437	1,969	2.56	100.00%	Totals

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 8/31/11 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	1,414	922	3.94	31.29%	\$0 to \$199,999
\$200,000 to \$299,999	145	166	213	217	215	229	232	250	240	225	217	232	1,667	1,100	4.40	36.89%	\$200,000 to \$299,999
\$300,000 to \$399,999	67	61	113	95	94	119	115	162	121	98	113	116	826	654	4.04	18.28%	\$300,000 to \$399,999
\$400,000 to \$499,999	26	26	43	29	38	60	47	63	50	46	46	46	332	388	6.16	7.35%	\$400,000 to \$499,999
\$500,000 to \$599,999	11	16	26	22	24	20	17	31	30	19	26	15	167	197	6.35	3.70%	\$500,000 to \$599,999
\$600,000 to \$699,999	6	7	7	12	7	10	3	2	5	8	7	9	54	96	48.00	1.19%	\$600,000 to \$699,999
\$700,000 to \$799,999	2	2	7	1	7	9	4	3	1	4	5	3	35	46	15.33	0.77%	\$700,000 to \$799,999
\$800,000 to \$899,999	-	2	-	2	1	2	2	1	1	1	1	-	10	37	37.00	0.22%	\$800,000 to \$899,999
\$900,000 to \$999,999	1	1	-	1	-	-	1	1	-	-	3	1	5	31	31.00	0.11%	\$900,000 to \$999,999
\$1,000,000 to \$1,249,999	1	-	-	1	-	-	-	2	1	-	1	1	4	24	12.00	0.09%	\$1,000,000 to \$1,249,999
1,250,000 and up	-	2	1	-	-	1	-	1	1	-	2	1	5	61	61.00	0.11%	\$1,250,000 and up
Totals	357	393	604	568	558	664	625	750	673	644	630	650	4,519	3,556	4.74	100.00%	Totals

% 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%	-12%					18%	-61%	-55%	-2%	\$0 to \$199,999
\$200,000 to \$299,999	-13%	4%	5%	6%	27%	30%	21%	2%					11%	-52%	-53%	-7%	\$200,000 to \$299,999
\$300,000 to \$399,999	19%	74%	22%	11%	87%	55%	80%	20%					44%	-31%	-43%	20%	\$300,000 to \$399,999
\$400,000 to \$499,999	-42%	19%	16%	10%	68%	7%	68%	3%					20%	-41%	-43%	0%	\$400,000 to \$499,999
\$500,000 to \$599,999	-9%	-50%	-23%	9%	29%	75%	59%	-16%					8%	-27%	-13%	-10%	\$500,000 to \$599,999
\$600,000 to \$699,999	-83%	-71%	43%	17%	71%	70%	233%	200%					33%	-22%	-74%	11%	\$600,000 to \$699,999
\$700,000 to \$799,999	-50%	-50%	-29%	0%	-86%	-33%	0%	200%					-20%	26%	-58%	-34%	\$700,000 to \$799,999
\$800,000 to \$899,999		-50%		0%	0%	50%		300%					70%	-19%	-80%	41%	\$800,000 to \$899,999
\$900,000 to \$999,999				0%			100%						20%	-42%	-42%	0%	\$900,000 to \$999,999
\$1,000,000 to \$1,249,999	100%			0%			#DIV/0!						50%	-4%		25%	\$1,000,000 to \$1,249,999
1,250,000 and up			200%			0%		200%					120%	-13%	-71%	83%	\$1,250,000 and up
Totals	18%	34%	11%	7%	0%	25%	32%	3%					20%	-45%	-46%	0%	Totals

* 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>August 2012</u>	<u>August 2011</u>	<u>Difference</u>	<u>% Change</u>
Months Supply of Inventory	1.84	3.25	-1.41	-43.3%
Total Active Listings	2018	3613	-1595	-44.1%
Average Active List Price	\$324,950	\$279,950	\$45,000	16.1%
Average Active Market Time	105	121	-16	-13.2%
Pending (Month to date)	1094	1111	-17	-1.5%
Number of Closed Sales (YTD)	6025	4986	1039	20.8%
Average Closed Sales Price (YTD)	\$294,783	\$273,885	\$20,898	7.6%

CONDOMINIUM				
	<u>August 2012</u>	<u>August 2011</u>	<u>Difference</u>	<u>% Change</u>
Months Supply of Inventory	1.32	3.79	-2.47	-65.2%
Total Active Listings	304	812	-508	-62.6%
Average Active List Price	\$217,884	\$195,078	\$22,806	11.7%
Average Active Market Time	98	118	-20	-16.9%
Pending (Month to date)	230	214	16	7.5%
Number of Closed Sales (YTD)	1091	1013	78	7.7%
Average Closed Sale Price (YTD)	\$160,525	\$164,052	-\$3,527	-2.1%

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

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	2175	2107	2041	2040	1973	2018				2175	-41.61%		
	# of Pending Listings	943	1171	1395	1297	1314	1208	1182	1094				9604	18.79%		
	Average Median Pending \$	227,089	237,695	243,420	249,700	253,294	262,826	264,409	256,911				251,497	5.23%		
	Months Supply of Inventory	2.8	2.1	1.6	1.6	1.6	1.7	1.7	1.8				1.8	1.8		
2011	#of Active Listings	3789	3767	3719	3724	3751	3727	3706	3613	3511	3301	3128	2676	3725	3534	A
	# of Pending Listings	784	889	1135	1025	1087	1050	1004	1111	972	1006	858	828	8085	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	239,008	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	3.7	3.6	TA
2010	#of Active Listings	3935	4149	4318	4279	4518	4694	4770	4834	4679	4405	4140	3640	4437	4363	A
	# of Pending Listings	805	954	1288	1280	671	699	755	772	767	831	710	626	7224	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	274,914	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	4.9	5.2	TA
2009	#of Active Listings	4526	4587	4625	4500	4592	4527	4573	4491	4394	4168	4024	3533	4553	4378	A
	# of Pending Listings	533	558	747	934	960	997	970	980	1017	975	680	628	6679	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	298,089	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	5.5	5.3	TA
2008	#of Active Listings	5037	5283	5484	5763	6104	5819	6111	6058	5749	5371	5170	4362	5707	5526	A
	# of Pending Listings	575	716	711	728	688	726	730	744	655	503	462	455	5618	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	351,992	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	8.1	8.6	TA
2007	#of Active Listings	3547	3655	4036	4502	4988	5382	5532	5922	5968	5822	5422	4617	4696	4949	A
	# of Pending Listings	910	1124	1260	1274	1244	1117	1086	923	703	699	610	525	8938	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	376,393	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	4.2	5.2	TA
2006	#of Active Listings	2792	2791	2902	2976	3255	3483	3688	3804	4055	3993	3775	3128	3211	3387	A
	# of Pending Listings	998	1187	1573	1526	1514	1460	1316	1321	1131	1133	877	763	10895	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	348,267	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	2.4	2.7	TA
2005	#of Active Listings	2762	2755	2662	2570	2734	2747	3012	3039	3163	3163	2832	2447	2785	2824	A
	# of Pending Listings	981	1271	1604	1538	1534	1705	1554	1688	1362	1246	1142	836	11875	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	296,720	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	1.9	2.1	TA
2004	#of Active Listings	3411	3422	3371	3318	3436	3533	1707	3525	3417	3250	3016	2353	3215	3147	A
	# of Pending Listings	873	1108	1508	1411	1492	1457	1288	1363	1221	1203	1068	973	10500	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	251,584	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	2.4	2.5	TA
2003	#of Active Listings	3867	4042	3935	4002	4200	4153	4152	4163	3892	3755	3557	3088	4064	3901	A
	# of Pending Listings	884	930	1295	1316	1263	1245	1386	1211	1166	1101	806	764	9530	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	233,662	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	3.4	3.5	TA
2002	#of Active Listings	3373	3479	3418	1357	3765	3923	4043	4167	4176	4079	3932	3291	3441	3584	A
	# of Pending Listings	717	811	979	952	1060	862	949	1082	971	1006	847	734	7412	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	218,995	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	3.7	3.9	TA