

❖ TODD'S REAL E-NEWS ❖

June

2013

Real Estate Market Trends Summary

You Know your getting old when... the historical interest rate charts don't go back to where rates were at on our first home. They all still seem really low compared to the bargain 10.5% rate we started with! Currently interest rates have started to edge up which lowers the loan amount a buyer will qualify for when purchasing. Low rates have been a big part of the real estate "recovery" making the rent vs own cost comparison super attractive for first time home buyers and investors.

Snapshot: The real estate market is moving at a fast pace due to steady demand and low inventory. Prices are up significantly over all of Snohomish County. After 1.5 years now of rising prices the media, appraisers, bankers and sellers all have taken note. We are in a sellers market and not just for the first time homebuyer and investor properties either. All price points are seeing sales and nearly half of the sales in the county are above \$300K. Pending and closed sales are ahead of last years pace possibly due in part to the short sale process being improved and steamlined a bit. As prices go up more properties may come on the market by people who want to move but could not due to negative equity positions.

Unemployment in Snohomish county is one of the best indicators to watch if you want to know what is happening or going to happen in the real estate market. At the worst we had 11.4% unemployment in February of 2010. We currently are down to 5.7% from 7.8% in May of last year. All good signs for our neck of the woods!

Once again we are in a place where most buyers can't save fast enough to keep up with rising prices and homes appear to be getting more expensive as the months go by. If you know someone who would like to take advantage of todays market as a buyer or seller please call me. I can help position you to maximize your results.

QUOTE OF THE WEEK... "Saints are sinners who kept on going" --Robert Louis Stevenson, Scottish novelist, poet, and essayist

See Page 2 for market data and graph of current real estate activity for the south Everett area.

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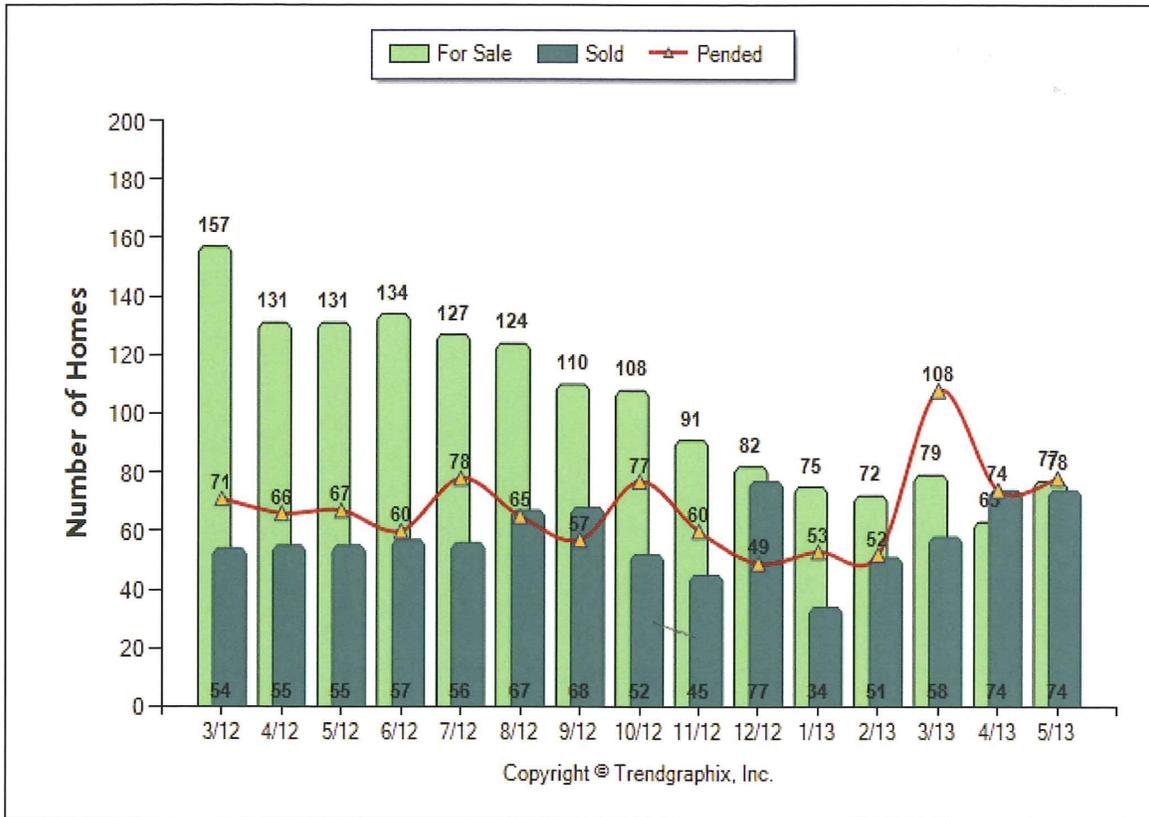
Facts and Trends™ - Published June 2013*



Location: ZIP 98208
 Property Types: Single Family Homes - All Property Statuses - All Properties - All Properties
 Price Range: \$0 - No Limit SQFT Range: 0 - No Limit Bedrooms: 0 - No Limit
 Full Baths: 0 - No Limit Half Baths: 0 - No Limit Year Built: 0 - No Limit

Number of Homes For Sale vs. Sold vs. Pended (Mar. 2012 - May 2013)

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Date	3/12	4/12	5/12	6/12	7/12	8/12	9/12	10/12	11/12	12/12	1/13	2/13	3/13	4/13	5/13
For Sale	157	131	131	134	127	124	110	108	91	82	75	72	79	63	77
New Listing	68	63	80	75	67	69	43	77	44	43	46	48	104	62	91
Sold	54	55	55	57	56	67	68	52	45	77	34	51	58	74	74
Pended	71	66	67	60	78	65	57	77	60	49	53	52	108	74	78
Months of Inventory (Closed Sales)	2.9	2.4	2.4	2.4	2.3	1.9	1.6	2.1	2	1.1	2.2	1.4	1.4	0.9	1
Months of Inventory (Pended Sales)	2.2	2	2	2.2	1.6	1.9	1.9	1.4	1.5	1.7	1.4	1.4	0.7	0.9	1
Absorption Rate (Closed Sales) %	34.4	42	42	42.5	44.1	54	61.8	48.1	49.5	93.9	45.3	70.8	73.4	117.5	96.1
Absorption Rate (Pended Sales) %	45.2	50.4	51.1	44.8	61.4	52.4	51.8	71.3	65.9	59.8	70.7	72.2	136.7	117.5	101.3
Avg. Active Price	290	301	301	316	323	323	332	326	340	352	344	331	350	342	338
Avg. Sold Price	261	262	275	290	282	267	296	295	281	294	317	289	346	279	315
Avg. Sq. Ft. Price	125	137	138	132	141	135	141	138	144	145	141	143	153	145	147
Sold/List Diff. %	99	100	99	101	100	99	100	99	100	100	99	100	100	101	101
Sold/Orig LP Diff. %	96	98	97	98	100	97	99	97	99	98	99	101	100	100	99
Days on Market	77	62	80	82	57	74	48	63	53	56	57	60	88	41	59
Avg CDOM	91	70	86	75	66	81	66	55	55	57	46	58	87	32	53
Median	260	260	287	277	269	260	281	296	280	305	299	290	348	272	300

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