

Seattle Market Watch | April 2018

Data from Northwest Multiple Listing Service April 9, 2018

Seattle March numbers

427	Properties for Sale	Change from Feb + 47%
564	Properties Sold	+ 36%
913	New Listings	+ 70%
15	Average Days on Market	- 6%
\$1,498	Average Active Price	- 9%
\$899	Average Sold Price	+ 1%
.6	Months of Inventory	Even

Sellers' Market

1

Balanced Market

3

Buyers' Market

6

Months of Inventory

Supply & Demand Trends

For Sale
Sold
Pending

Spring is bringing out the buyers (and the inventory)
Monthly data for Seattle, 2017 - 2018

Long view: Late winter is consistent three years running
January - March three month averages for Seattle, 2006 - 2018

Seattle Neighborhood Comparison (Single family homes in March)

NWMLS Area	Neighborhood	For Sale	Sold	Average Days on Market	Average Active Price	Average Sold Price
140	West Seattle	75	166	14	\$899	\$752
385	Central SW (Beacon Hill, Georgetown)	35	32	17	\$805	\$644
380	SE Seattle (Leschi, Mt. Baker, Seward Park)	45	70	26	\$949	\$785
390	Capitol Hill, Madison Park, Central District	79	66	15	\$2,464	\$1,145
700	Queen Anne, Magnolia	62	45	27	\$2,069	\$1,384
705	NW Seattle (Ballard, Green Lake, Greenwood)	77	152	7	\$1,169	\$857
710	NE Seattle (U District, Ravenna, Lake City)	54	74	13	\$1,638	\$942
	City of Seattle (140, 380, 385, 390, 700, 705, 710)	427	564	15	\$1,498	\$899

West Seattle Market Watch | April 2018

Data from Northwest Multiple Listing Service April 9, 2018

West Seattle March numbers

75	Properties for Sale	Change from Feb + 60%
166	Properties Sold	+ 70%
202	New Listings	+ 80%
14	Average Days on Market	- 30%
\$899	Average Active Price	Even
\$752	Average Sold Price	+ 3%
.5	Months of Inventory	Even

Sellers' Market	Balanced Market	Buyers' Market
1	3	6
Months of Inventory		

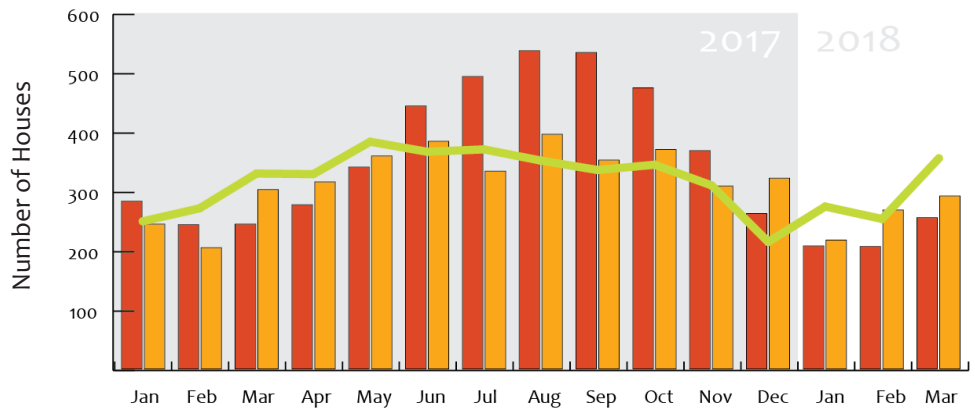
Supply & Demand Trends

For Sale

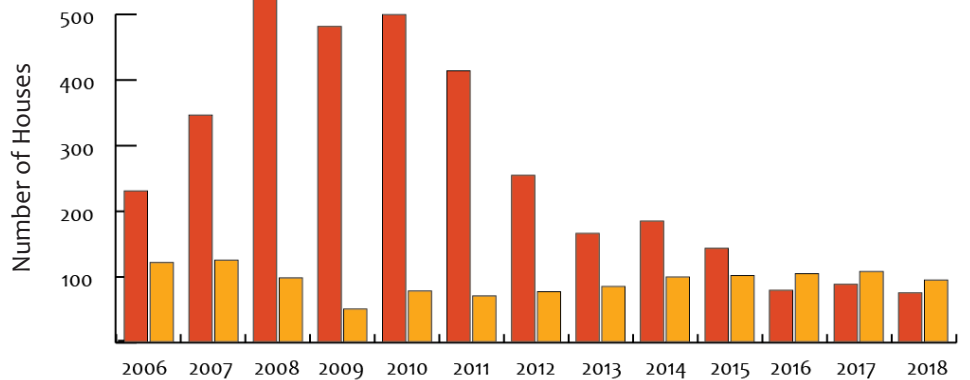
Sold

Pending

Spring is bringing out the buyers (and the inventory)
Monthly data for West Seattle, 2017 - 2018



Long view: Late winter is consistent three years running
January - March three month averages for West Seattle, 2006 - 2018



Seattle Neighborhood Comparison (Single family homes in March)

NWMLS Area	Neighborhood	For Sale	Sold	Average Days on Market	Average Active Price	Average Sold Price
140	West Seattle	75	166	14	\$899	\$752
385	Central SW (Beacon Hill, Georgetown)	35	32	17	\$805	\$644
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	City of Seattle (140, 380, 385, 390, 700, 705, 710)	427	564	15	\$1,498	\$899

Southwest Market Watch | April 2018

Data from Northwest Multiple Listing Service April 9, 2018

Southwest March numbers

257	Properties for Sale	Change from Feb + 24%
294	Properties Sold	+ 9%
410	New Listings	+ 49%
31	Average Days on Market	+ 3%
\$641	Average Active Price	- 3%
\$474	Average Sold Price	+ 2%
.7	Months of Inventory	- 13%

Sellers' Market	Balanced Market	Buyers' Market
1	3	6
Months of Inventory		

Supply & Demand Trends

For Sale
Sold
Pending

Spring is bringing out the buyers (and the inventory)
Monthly data for Southwest Neighborhoods, 2017 - 2018

Long view: Late winter is consistent three years running
January - March three month averages for Southwest, 2006 - 2018

Southwest Neighborhood Comparison (Single family homes in March)

NWMLS Area	Neighborhood	For Sale	Sold	Average Days on Market	Average Active Price	Average Sold Price
140	West Seattle	75	166	14	\$899	\$752
130	Burien, Normandy Park	82	94	29	\$684	\$526
120	Des Moines, Redondo	40	54	32	\$593	\$419
110	Dash Point, Federal Way	62	97	28	\$733	\$422
100	Jovita, West Auburn	39	75	27	\$576	\$470
360	Skyway	34	52	49	\$504	\$515
Southwest (130, 120, 110, 100, 360)		257	294	31	\$641	\$474
City of Seattle (140, 380, 385, 390, 700, 705, 710)		427	564	15	\$1,498	\$899

Home prices have risen fastest in South Seattle, as citywide median nears \$820,000

The biggest home-price increases have been in South Seattle, but every neighborhood has been affected: Citywide, the median price of a home last month was almost \$820,000, beating the old record by more than \$40,000...

Mike Rosenberg, *Seattle Times*, 4/5/18

South Seattle neighborhoods have taken the brunt of the region's biggest home-price increases, pricing some people out of an area that had long been an affordable option for those not making huge incomes...

In the first three months of 2012, the cost of a typical home in Southwest Seattle, which includes Sodo and Beacon Hill, was \$222,000. In the first few months of this year? \$661,000.

In Southeast Seattle, which includes Rainier Valley and Mount Baker, home costs have grown from \$275,000 to \$650,000 during that span.

In all, home prices nearly tripled in some southern neighborhoods since the bottom of the recession, while home values in the pricier central and northern parts of the city roughly doubled.

The figures come from the Northwest Multiple Listing Service, which on Thursday released its latest monthly home-sales report showing the region's homebuying market has, yet again, gotten even hotter.

Citywide, Seattle home prices topped \$800,000 for the first time. The median cost of a single-family house, now just under \$820,000, smashes the old record of \$777,000, which was set just one month prior.

South Seattle remains the most affordable option — if you can call it that — in the city. But median homes in South Seattle are now more expensive

than the typical house in pricey cities like Boston, Washington, D.C., Miami and Denver.

South Seattle homes are even 65% more expensive than they were right before the housing bubble burst a decade ago.

The housing market's effects on South Seattle have been well-documented: The black population has plummeted, gentrification fears have grown and development has transformed neighborhoods.

A big part of what's been lost is the promise of an affordable home inside the city limits for working-class people. Six years ago, the household income required to afford a mortgage on a home in South Seattle was about \$50,000; now, it's about \$130,000...

Who's moving

Math said he's noticed more young couples turning to South Seattle to get a single-family house as they prepare to have kids. Many buyers come down south after renting on Capitol Hill or the downtown area — places where people are less likely to have cars — and often want to be near the light-rail stations, he said...

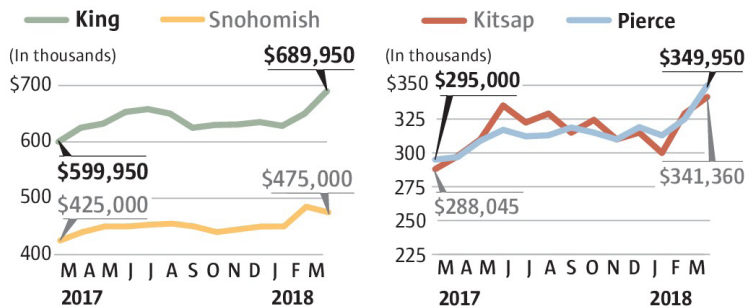
"Rainier Beach was just about the only neighborhood in Seattle we could buy a house in," Nostdal said, adding that he also liked the idea of being near light rail.

But that's not an option available to everyone. Even as the down payment required to buy a home in South Seattle has increased by tens of thousands of dollars, it's become harder to save up:

Home-price activity

Monthly median sales prices for single-family homes in the central Puget Sound region. Median means half sold for more, half sold for less.

SINGLE-FAMILY HOMES (Includes town homes)



Source: Northwest Multiple Listing Service

THE SEATTLE TIMES

Average apartment rents in the South End have hit \$1,680, up from \$1,070 six years prior, and have risen a bit faster than the regional average...

People who are priced out of the area often turn to the suburbs to the south — but there, again, is more bad news for buyers.

In Southwest King County, from Federal Way to Burien, median prices have grown even faster than in Seattle or the Eastside since 2012 and now sit at \$430,000. That's created a sort of domino effect where some people in South King County have moved toward Tacoma.

The Queen Anne/Magnolia area also had its priciest month ever. The typical home there sold for \$1.275 million, just nine months after the area reached \$1 million for the first time...

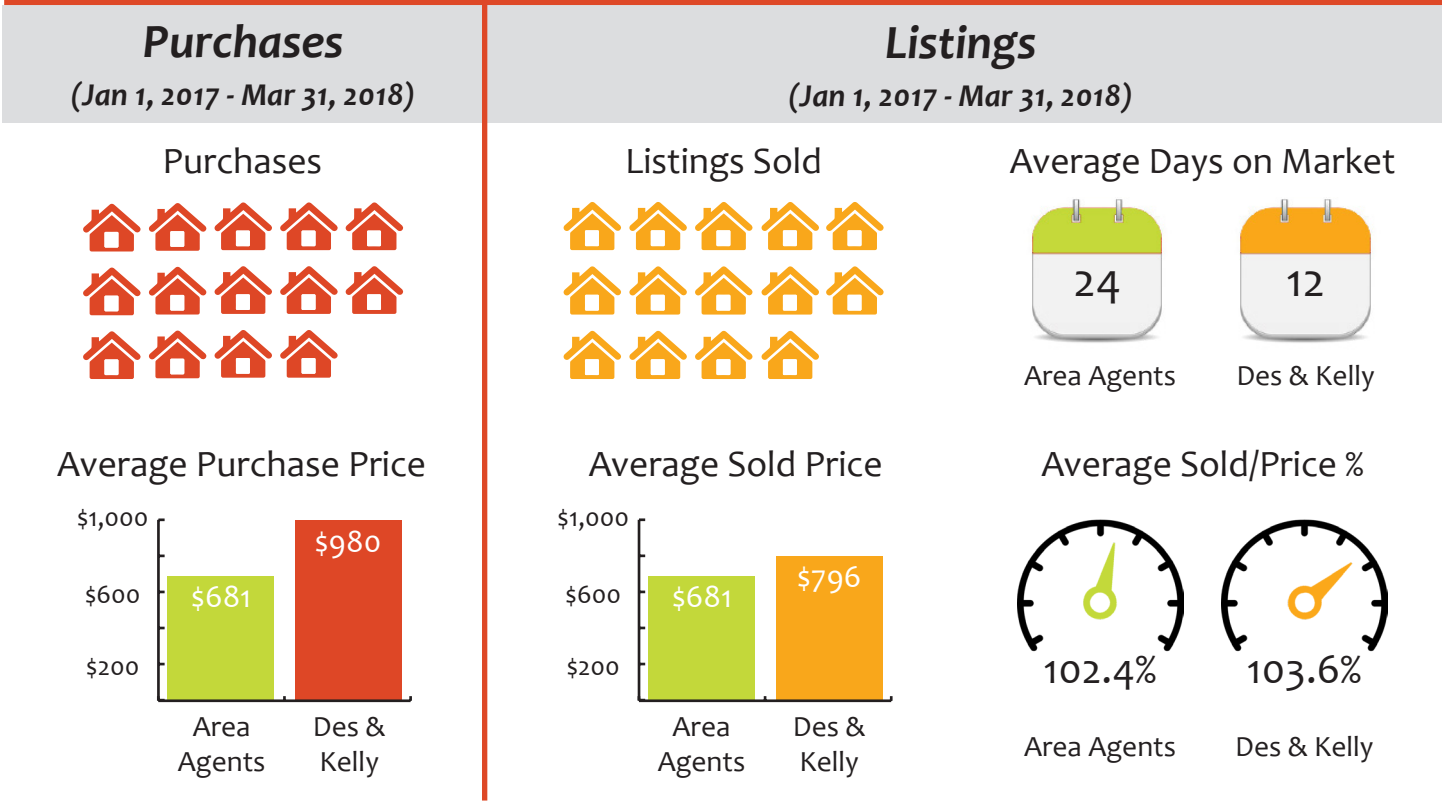
The number of homes for sale across King County dipped only a fraction of a percent after a half-decade of steep declines...

Condo prices rocketed up again, too. The typical condo in Seattle sold for \$527,000 last month, up 22% in a year.

Read the full article: SeattleTimes.com > Biz/Tech > Real Estate.

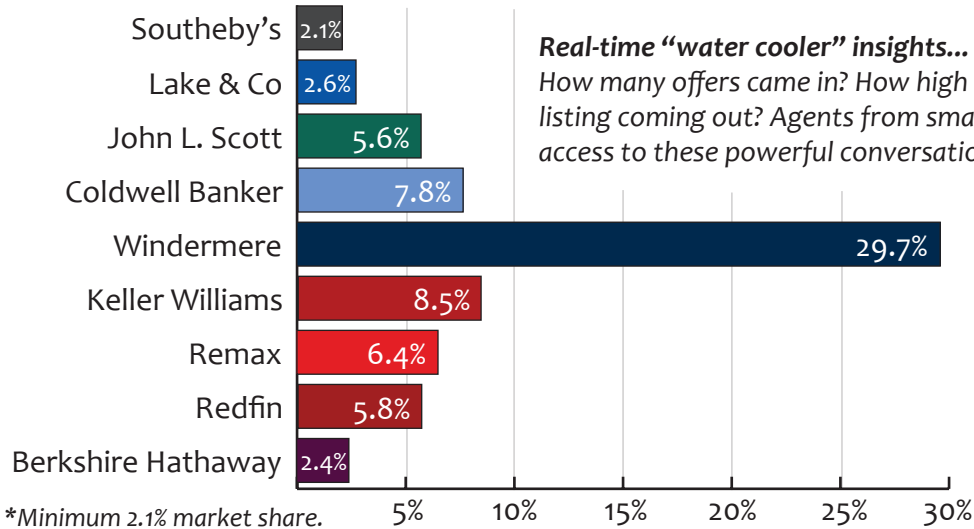
Our statistics make the case | April 2018

Data from Northwest Multiple Listing Service April 9, 2018



Top Seattle Brokerages by Market Share*

(Jan 1, 2017 - Mar 31, 2018)



Real-time "water cooler" insights...

How many offers came in? How high did it escalate? When is that new listing coming out? Agents from smaller, less active offices do not have access to these powerful conversations.



Carreer Numbers (2001 - 2018)

Years in the Biz



Listing Sales



Purchases



Windermere
REAL ESTATE

DesireeLoughlin.com



Agent Comparison Worksheet--By the Numbers

	Agent #1	Agent #2	Agent #3
Broker	Desiree Loughlin		
Assistant Broker	Kelly Malloy		
Brokerage	Windermere		
Transaction Coordinator	Rosina Geary		
Marketing Specialist	Joe Sullivan		
Year Licensed	2001		

2017 - present (Jan 1, 2017 - Mar 31, 2018)

Total sales	Area avg	28		
Buyer sales		14		
Average buyer sold price	\$681	\$980		
Listing sales		14		
Average listing sold price	\$681	\$796		
Sold price/List price %	102.4%	103.6%		
Average Days on Market	24	12		

2015 - present (Jan 1, 2015 - Mar 31, 2018)

Total sales	Area Avg	105		
Buyer sales		50		
Average buyer sold price	\$608	\$761		
Listing sales		55		
Average listing sold price	\$608	\$709		
Sold price/List price %	101.5%	103.3%		
Average Days on Market	29	16		

Carreer Sales (2001 -2018)*

Total sales	403		
Buyer sales	208		
Listing sales	195		

* NWMLS online data sets incomplete; more comprehensive statistics not feasible.