

West Seattle Market Report April 2020

Data from NWMLS on April 13, 2020

Current Stats

- 99** Active
- 168** New
- 133** Pended
- 110** Sold

- \$879** Active (Average)
- \$700** Sold (Median)

- 20** Days on Market (Avg)
- .7** Months of Inventory

Supply & Demand Over Time

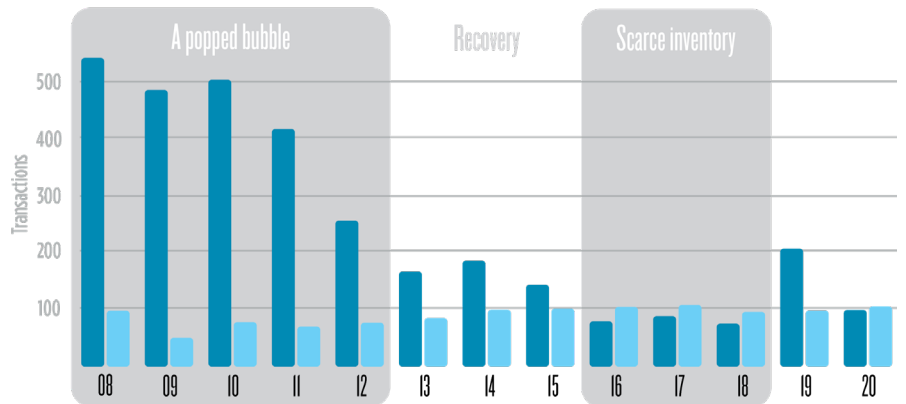
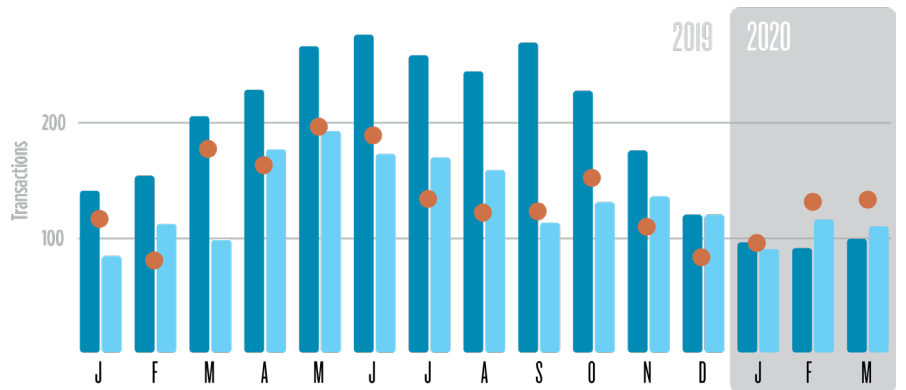
■ Sold ■ Active ● Pended

COVID pushed pause on March growth.

New listings slowed, but buyers are still active.

Scarce inventory is back. (But COVID limited new listings.)

Jan - Mar averages.



Seattle Neighborhood Comparison

- | | | |
|---|--|---|
| <p>1 Northwest (Ballard, Greenwood)
128 active 171 sold DOM: 17
Median sold price: \$815</p> <p>2 Uptown (Queen Anne, Magnolia)
79 active 56 sold DOM: 15
Median sold price: \$1,250</p> <p>3 Central South (Beacon Hill, Georgetown)
39 active 53 sold DOM: 37
Median sold price: \$606</p> <p>4 West Seattle (and South Park)
99 active 110 sold DOM: 20
Median sold price: \$700</p> | | <p>5 Northeast (Laurelhurst, Ravenna)
81 active 92 sold DOM: 22
Median sold price: \$867</p> <p>6 Central (Capitol Hill, Madison Park)
115 active 97 sold DOM: 23
Median sold price: \$976</p> <p>7 Southeast (Mt. Baker, Seward Park)
67 active 48 sold DOM: 31
Median sold price: \$705</p> <p>8 Downtown (and Belltown)
No single family homes</p> |
|---|--|---|



DESIREE LOUGHLIN

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Seattle Market Report April 2020

Data from NWMLS on April 13, 2020

Current Stats

- 608** Active
- 900** New
- 640** Pended
- 627** Sold

- \$1.2M** Active (Average)
- \$798** Sold (Median)

- 22** Days on Market (Avg)
- 1** Months of Inventory

Supply & Demand Over Time

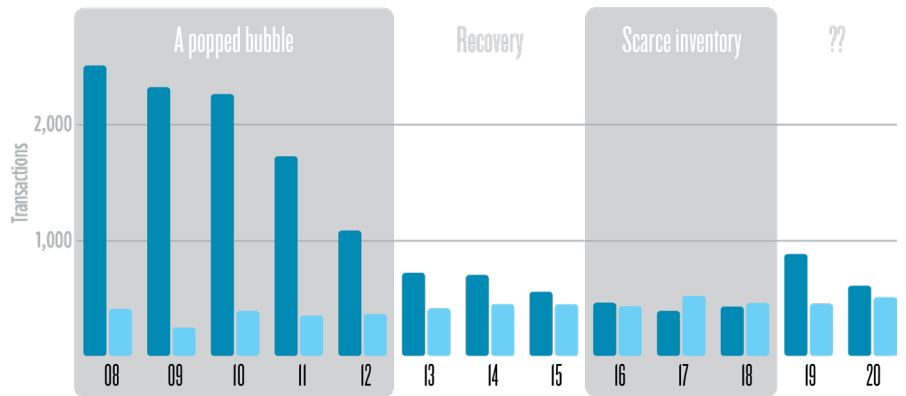
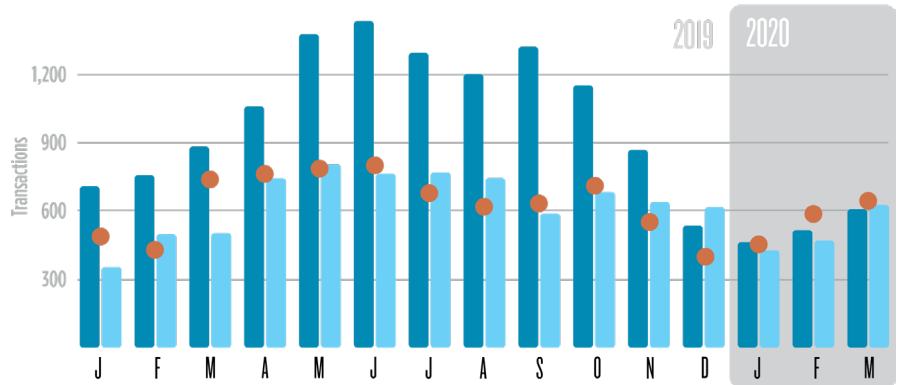
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DESIREE

DES' STATS FROM THE ERA OF RISING INVENTORY (2018-PRESENT)

22
Buyer Sales

Purchase price (Avg) **\$841**

Days on market (Avg) **11**

25
Listing Sales

Sold price (Avg) **\$779**

Sales/List Price % (Avg) **102.7%**

Testimony

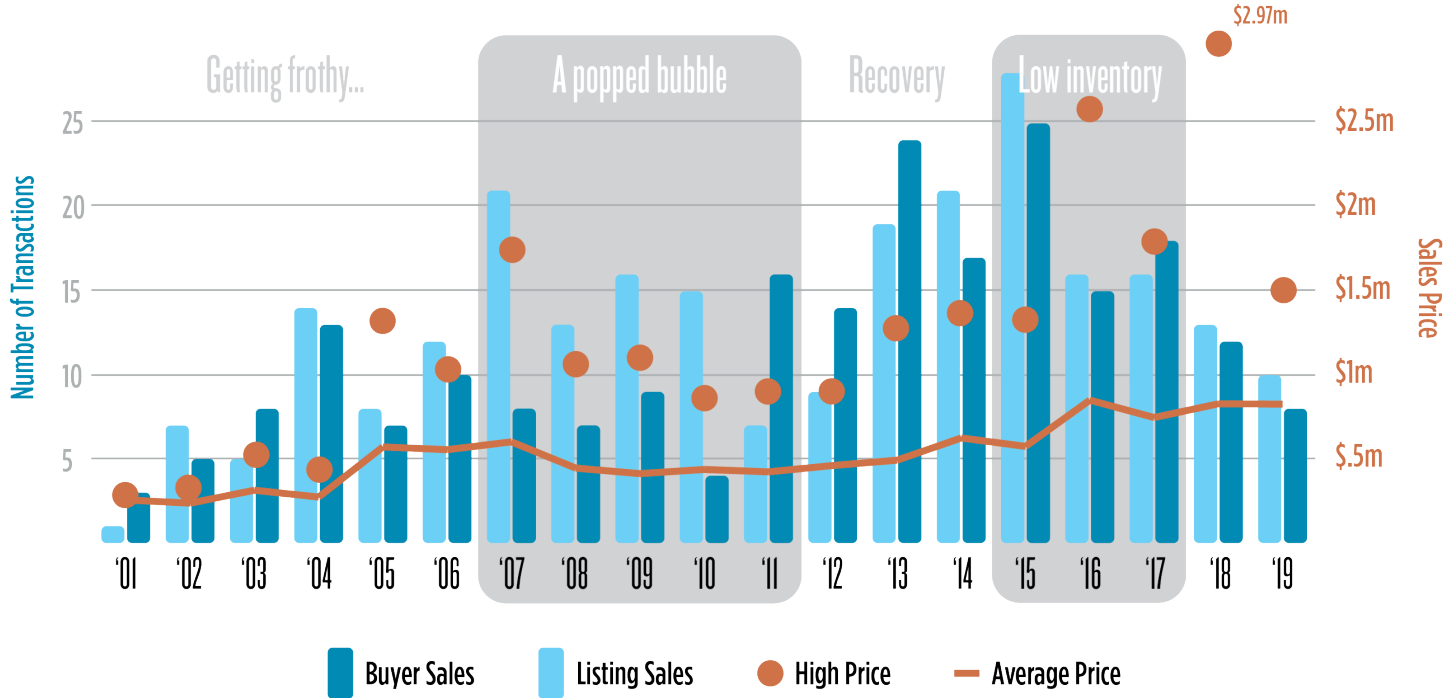
Desiree went above and beyond our needs when it came to selling our house. There were so many overwhelming details (getting the house ready, what to do, what *not* to do) and she just took care of them all.

Communication really sets her apart. She was clear and transparent about what we needed to do and what she was going to do. It honestly never felt like we needed to worry about anything. This is one of my biggest takeaways working with Desiree--she was always on top of things and had them taken care of when they needed to be!

My husband and I have worked with three other real estate agents in the past and we won't work with anyone else again. We will recommend her (and have!) to anyone who needs a real estate agent.

-Desirae Wilkerson

Desiree's Sales History 2001 - 2019



19
Years in the biz

223
Career total listing sales

235
Career total buyer sales

Seattle area's March home prices jumped, before coronavirus pandemic took hold.

Katherine Khashimova Long, *Seattle Times*, April 6, 2020

A deadly pandemic seemingly did little to slow down Western Washington's real estate markets in March, according to data from the NWMLS.

Before the coronavirus outbreak gathered force, home sales were gearing up to enter frenzy territory. Last month saw home price increases and sales activity reminiscent of early 2018's homebuying inferno.

But the March data doesn't tell the whole story. Many of the sales finalized in March were likely signed the previous month, before precautions to slow the spread of the pandemic resulted in a generalized business shutdown. And a drill-down into the data shows a rift between the first three weeks of the month, before Gov. Jay Inslee signed a statewide stay-at-home order, and the last week, after brokers were temporarily prevented from conducting business outside their home, and many clients began restricting their travel...

March's rosy numbers should not be taken to imply that the market is in for anything similar come April, said Windermere economist Matthew Gardner.

"You've got to put a massive asterisk on the side of these figures because of the events that happened during the course of March," he said. "We will get through this scenario. Hopefully, the state will start getting back to normal."

The governor's stay-at-home order made the property transactions in the first three weeks of March look very different from the last.

"We're certainly in unprecedented territory."

As soon as the statewide mandate went into effect, the number of new home listings in Seattle plummeted by 58.6% over the same week last year...

And pending sales — a category including many

properties sold in March but which will officially close in April — fell 15% last month in King County, compared to 2019.

Fewer homes went pending this March than at the same time in any of the five previous years, suggesting fewer buyers were eager to ink a deal amid March's climate of towering economic uncertainty...

James Young, the director of the University of Washington's Runstad Center for Real Estate Research...believes it's too early to say what's going to happen in local real estate markets.

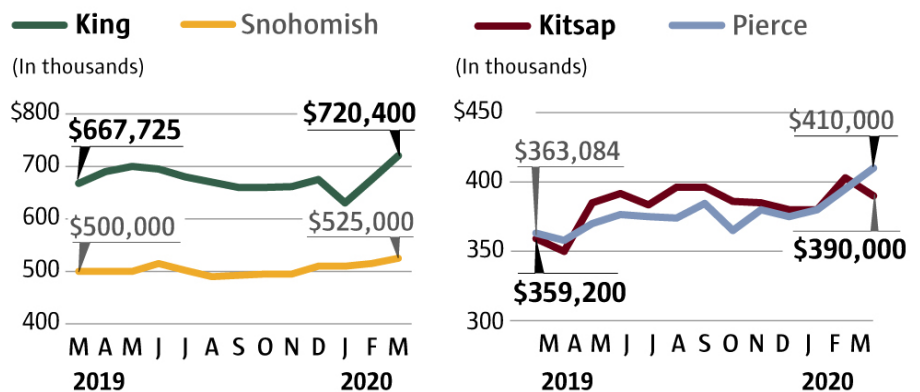
One thing is for sure: "We're certainly in unprecedented territory," he said.

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

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

