West Seattle Market Report OCTOBER 2019

Data from NWMLS on October 21, 2019

Current Stats

- **270** Active
- **160** New
- **137** Pended
- **111** Sold

- **$828** Active (Average)
- **$650** Sold (Median)

- **35** Days on Market (Avg)
- **2** Months of Inventory
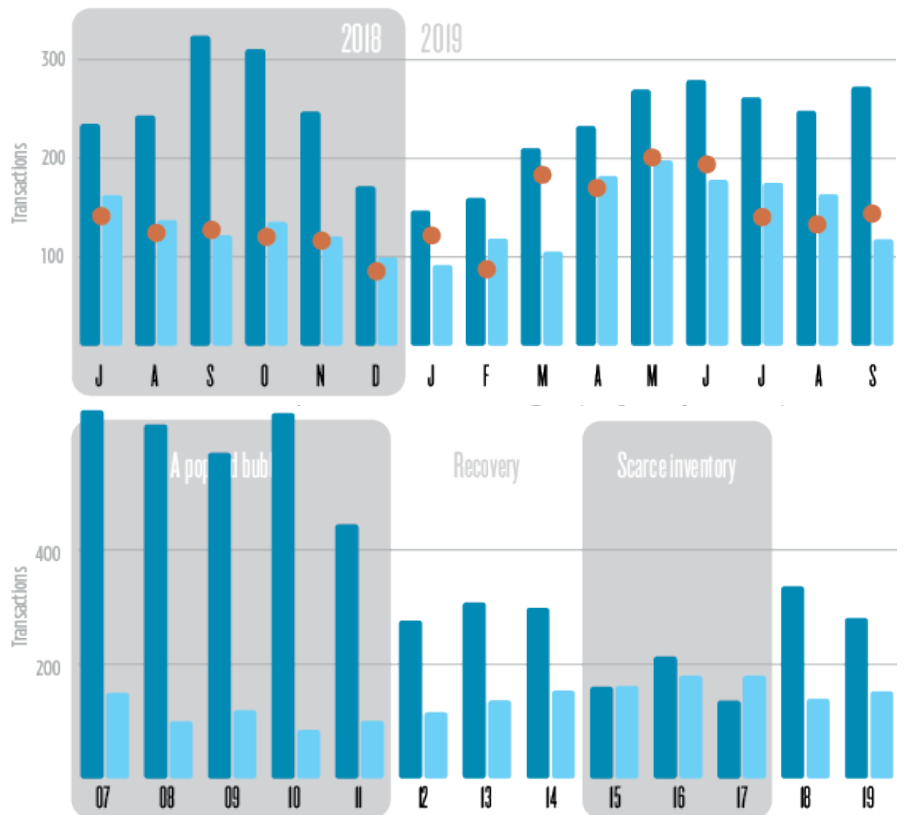
Supply & Demand Over Time

■ Sold ■ Active ● Pended

Lots of inventory.

Buyers have more options; homes are moving.

Is the new historical phase rising inventory?

July - September Averages.

Seattle Neighborhood Comparison

1 Northwest (Ballard, Greenwood)
322 active | 163 sold | DOM: 25
Median sold price: $750

2 Uptown (Queen Anne, Magnolia)
140 active | 60 sold | DOM: 33
Median sold price: $903

3 Central South (Beacon Hill, Georgetown)
85 active | 19 sold | DOM: 49
Median sold price: $560

4 West Seattle (and South Park)
270 active | 111 sold | DOM: 35
Median sold price: $650

5 Northeast (Laurelhurst, Ravenna)
205 active | 94 sold | DOM: 32
Median sold price: $813

6 Central (Capitol Hill, Madison Park)
176 active | 83 sold | DOM: 35
Median sold price: $915

7 Southeast (Mt. Baker, Seward Park)
125 active | 49 sold | DOM: 36
Median sold price: $619

8 Downtown (and Belltown)
No single family homes

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Windermere
REAL ESTATE

Wall Street Group
West Seattle

Seattle Market Report OCTOBER 2019

Data from NWMLS on October 21, 2019

Current Stats

1323 Active

976 New

689 Pended

579 Sold

$1.13 Active (Average)

$910 Sold (Median)

32 Days on Market (Avg)

1.9 Months of Inventory
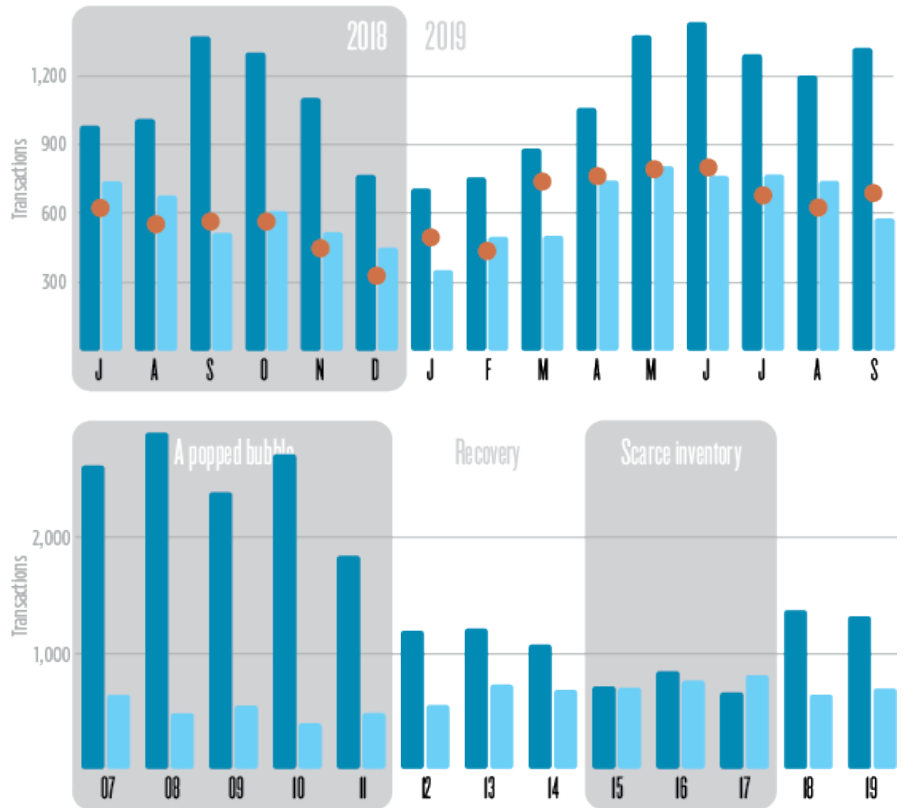
Supply & Demand Over Time

Sold ▪ Active ▪ Pended

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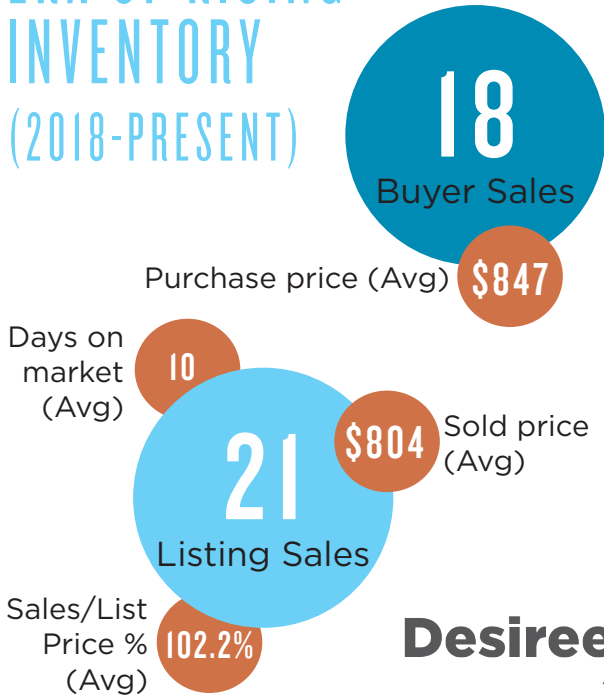
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DES' STATS FROM THE ERA OF RISING INVENTORY (2018-PRESENT)

18 Buyer Sales

Purchase price (Avg) **$847**

Days on market (Avg) **10**

21 Listing Sales

$804 Sold price (Avg)
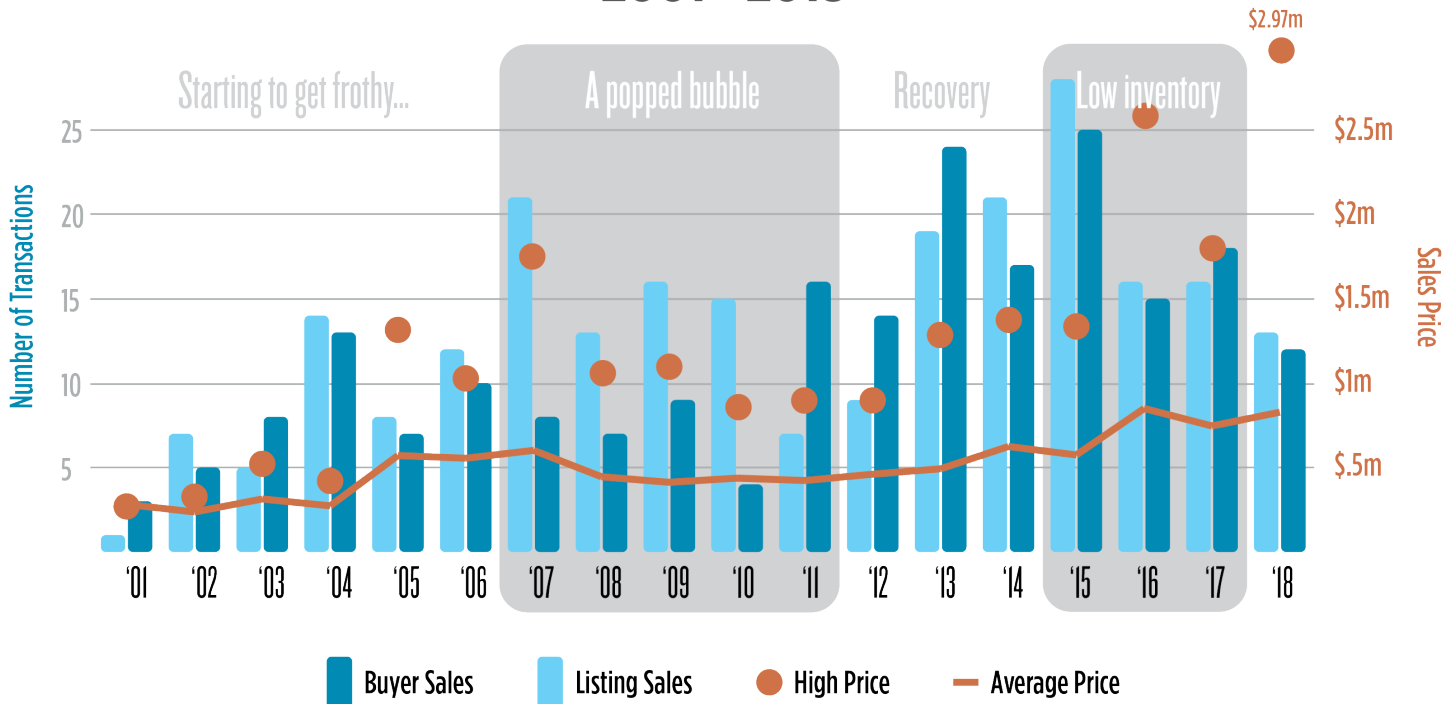
Sales/List Price % (Avg) **102.2%**

Testimony

Desiree is a true "all in one" agent with extensive knowledge of the industry and my neighborhood. She clearly communicated what improvements would yield the highest return, as well as market trends and timing. I was also surprised at her *other* skills--business acumen, negotiation, legal knowledge. (Desiree had to communicate with lawyers and didn't balk. My situation was very complicated.)

My home sold in one week above asking price in the first week of January! Desiree made a very emotional time in my life palatable and even pleasant. She was my listing agent, friend, business adviser, mediator, negotiator, counselor, and cheerleader.

I truly can't imagine anyone dissatisfied with choosing Desiree as their realtor. I almost wish I had another house to sell!

-Kristen Lundstrom

Desiree's Sales History
2001 - 2018

Starting to get frothy... A popped bubble Recovery Low inventory

$2.97m

Number of Transactions

Sales Price

$2.5m $2m $1.5m $1m $.5m

'01 '02 '03 '04 '05 '06 '07 '08 '09 '10 '11 '12 '13 '14 '15 '16 '17 '18

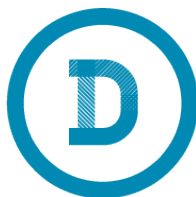■ Buyer Sales   ■ Listing Sales   ● High Price   — Average Price

18 Years in the biz

219 Career total listing sales

231 Career total buyer sales

Agent Comparison Worksheet--By the Numbers

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

2018 - present Jan 1, 2018 - Sept 30, 2019

Total sales	39		
Buyer sales	18		
Average buyer sold price	$847		
Listing sales	21		
Average listing sold price	$804		
Sold price/List price %	102.2%		
Average Days on Market	10		

2015 - present Jan 1, 2015 - Sept 30, 2019

Total sales	144		
Buyer sales	69		
Average buyer sold price	$745		
Listing sales	75		
Average listing sold price	$734		
Sold price/List price %	103.1%		
Average Days on Market	15		

Carreer Sales Jan 1, 2001 - Sept 30, 2019*

Total sales	450		
Buyer sales	231		
Listing sales	219		

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