

Seattle Market Report January 2021

Data from NWMLS on January 13, 2021

December Stats

- 611** Active
- 503** New
- 602** Pended
- 757** Sold

- \$1.22M** Active (Average)
- \$799** Sold (Median)

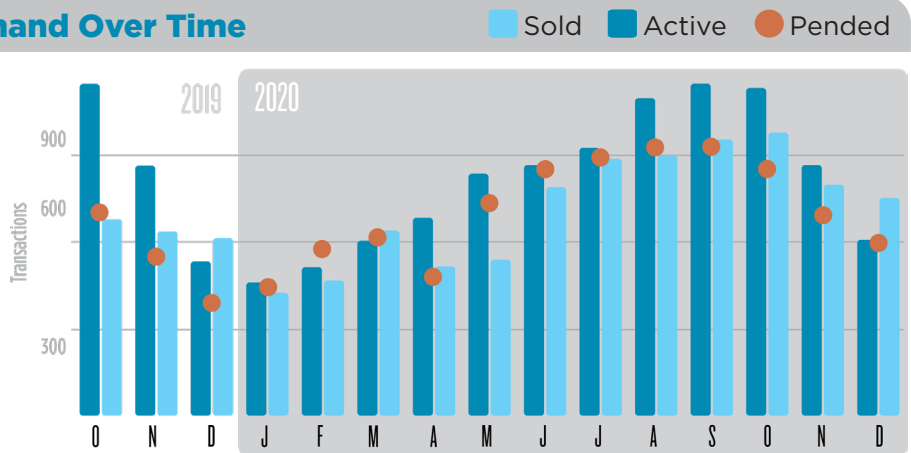
- 26** Days on Market (Avg)
- 1.0** Months of Inventory

Supply & Demand Over Time

Demand is very high.
 Sold and pending transactions lead active listings. The spring market will be screaming.

Recent Changes

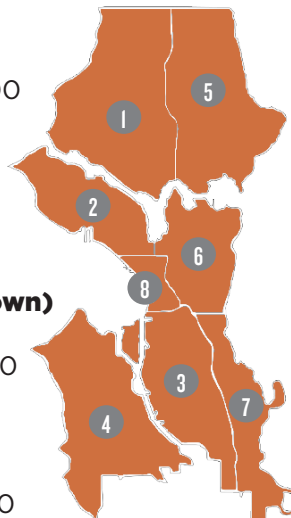
Short term comparisons may help clarify how the market is reacting to macro changes for those acting right now.



	December	January (1-13)
Months of Inventory	1.0	1.0
New Listings per day	16.2	18.4
Pendings per day	19.4	21.9
Average Days on Market	26	17.8
Sold/Original List Price (%)	98%	97%

Seattle Neighborhood Comparison (December 2020)

- 1 Northwest (Ballard, Greenwood)**
 110 active | 130 new | 139 pended
 Avg DOM: 20 | Median sold price: \$800
- 2 Uptown (Queen Anne, Magnolia)**
 78 active | 61 new | 87 pended
 Avg DOM: 19 | Median sold price: \$1m
- 3 Central South (Beacon Hill, Georgetown)**
 60 active | 26 new | 36 pended
 Avg DOM: 35 | Median sold price: \$650
- 4 West Seattle (and South Park)**
 95 active | 106 new | 139 pended
 Avg DOM: 27 | Median sold price: \$650



- 5 Northeast (Laurelhurst, Ravenna)**
 73 active | 63 new | 81 pended
 Avg DOM: 23 | Median sold price: \$850
- 6 Central (Capitol Hill, Madison Park)**
 123 active | 67 new | 74 pended
 Avg DOM: 34 | Median sold price: \$983
- 7 Southeast (Mt. Baker, Seward Park)**
 72 active | 50 new | 46 pended
 Avg DOM: 22 | Median sold price: \$698
- 8 Downtown (and Belltown)**
 No single family homes



DESIREE LOUGHLIN

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West Seattle Market Report January 2021

Data from NWMLS on January 13, 2021

December Stats

- 95** Active
- 106** New
- 139** Pended
- 169** Sold

- \$943** Active (Average)
- \$650** Sold (Median)

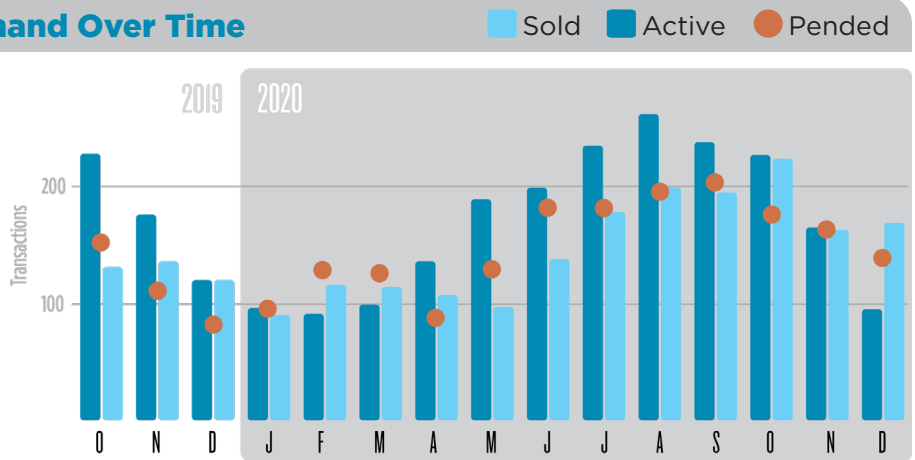
- 27** Days on Market (Avg)
- 0.7** Months of Inventory

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Recent Changes

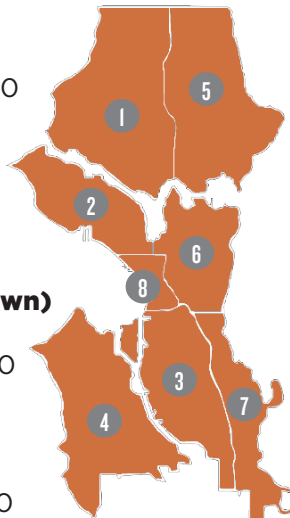
Short term comparisons may help clarify how the market is reacting to macro changes for those acting right now.



	December	January (1-13)
Months of Inventory	0.7	0.8
New Listings per day	3.4	3.9
Pendings per day	4.5	4.1
Average Days on Market	27	32
Sold/Original List Price (%)	98%	95%

Seattle Neighborhood Comparison (December 2020)

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 110 active | 130 new | 139 pended
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News you can use January 2020

Seattle homebuyers face tough market even in winter slowdown.

Heidi Groover, *Seattle Times*, January 8, 2020

Seattle's frenzied home sales market cooled off in December as prices stagnated and potential sellers held off on putting their homes on the market.

The median sale price for a single-family home ticked up about 1% from November in King and Snohomish counties and down about 1% in Pierce County, according to data released by the NWMLS.

That amounted to relative calm when compared to sharper ups and downs this spring and summer, like when prices in King County fell 6% between April and May then jumped 8% between May and June.

Across King, Pierce and Snohomish counties, sellers put fewer new homes on the market in December than in November, continuing a downward trend that started in August. In King County, new listings fell about 18% from November, though there were about 300 more newly listed homes than in December 2019.

Despite the pandemic's economic toll, home values are still up from 2019. The median home in King County sold for \$740,000 in December, up 10% from a year earlier. The median sale price reached \$573,495 in Snohomish County and \$439,000 in Pierce County, up 12% and 17%, respectively.

All over the region, buyers continue to clamor for homes in a "supply-starved" market, said Matthew Gardner, chief economist for Windermere Real Estate.

Seattle-area homes went to pending status (indicating the seller accepted an offer) after seven days on the market last month, compared to 18 days at the same time in 2019, according to Zillow...

Buyers continue to seek out more room inside and outside as they spend more time at home, real estate agents said...

All over the region, buyers continue to clamor for homes in a "supply-starved" market.

-Matthew Gardner

"They want space for their home office. They're looking for a place to put their Peloton, a home gym ... a yard for the dog they've always wanted to adopt," said Redfin agent Jessica Tolbert, who focuses on areas north of Seattle like Shoreline and Edmonds.

Homebuyers aren't necessarily moving very far. Among Seattle-area buyers with loans from the Department of Veterans Affairs, 52% moved to a less expensive ZIP code, but the vast majority of those remained in the Seattle metro area, according to data from Veterans United Home Loans.

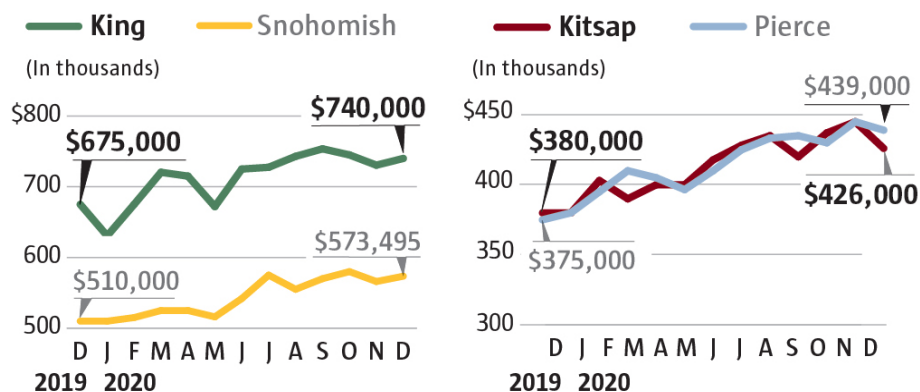
The market did see a hush typical of the winter season. New sales were down 19% in King County and 18% in Snohomish County compared to November.

Full article: SeattleTimes.com > Biz > Real Estate.

Home Price Activity

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

SINGLE-FAMILY HOMES (Includes town homes)



Source: Northwest Multiple Listing Service

THE SEATTLE TIMES



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DESIREE

DES' RECENT STATISTICAL PROFILE (2019-PRESENT)

17
Buyer Sales

Purchase price (Avg) **\$862**

Days on market (Avg) **11**

30
Listing Sales

Sold price (Avg) **\$813**

Sales/List Price % (Avg) **101.2%**

Testimony

Putting our house on the market has been an immense physical and emotional undertaking. We could not have done it without Desiree and her incredible team.

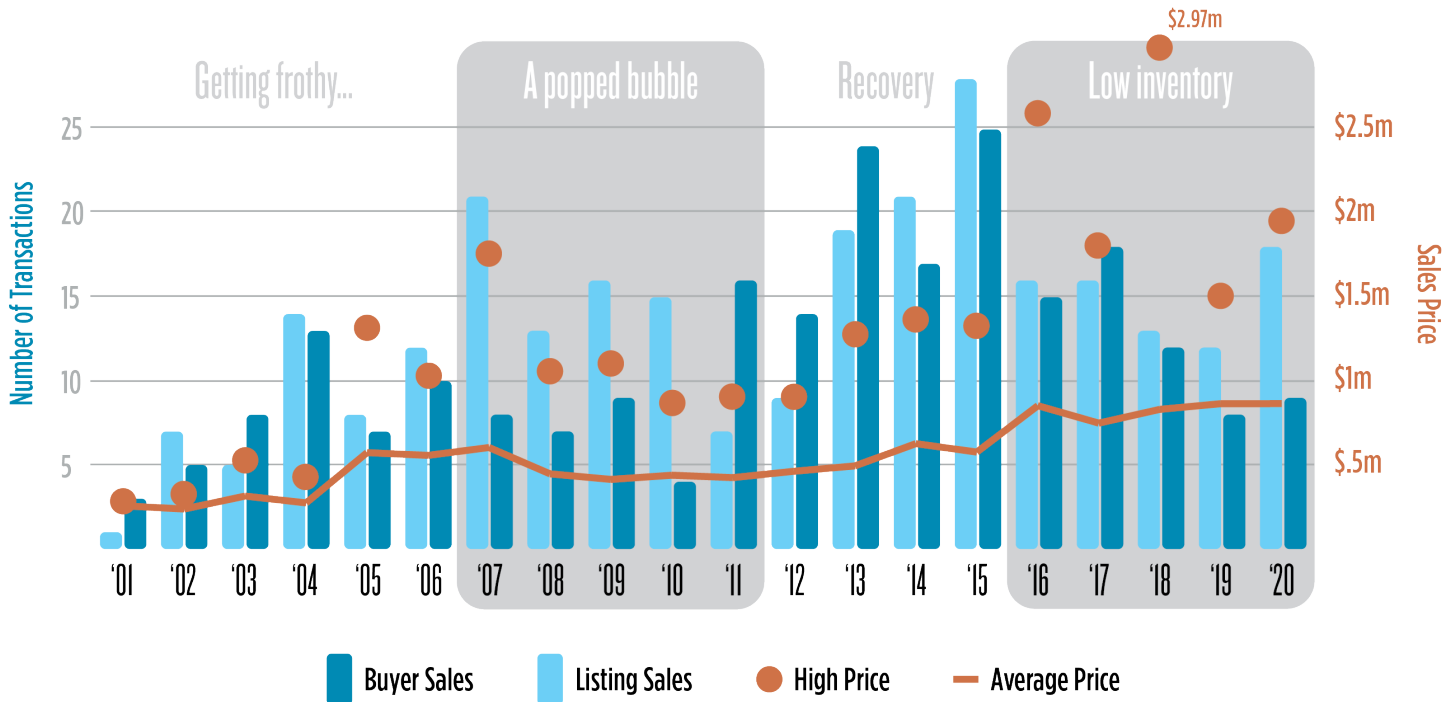
Des provided the honest feedback, gentle encouragement, and boundless energy that were necessary for us to even consider starting this process.

Looking back, it is hard to believe that we got to the point where we were ready and willing to part with our special home.

Forgive the hyperbole, but it feels like we climbed a mountain and Des was our guide. Our sincerest thanks to Des, Joe and their entire team.

-Justin & Jody O'Brien, 2021

Desiree's Sales History 2001 - 2020



19

Years in the biz

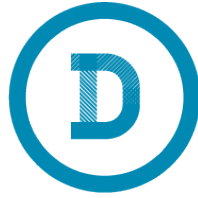
271

Career total listing sales

232

Career total buyer sales

Agent Comparison Worksheet--By the Numbers



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

2019 - present Jan 1, 2019 - Dec 31, 2020

Total sales	47		
Buyer sales	17		
Average buyer sold price	\$862		
Listing sales	30		
Average listing sold price	\$813		
Sold price/List price %	101.2%		
Average Days on Market	12		

2015 - 2018 Jan 1, 2015 - Nov 30, 2020

Total sales	128		
Buyer sales	62		
Average buyer sold price	\$742		
Listing sales	66		
Average listing sold price	\$713		
Sold price/List price %	103.3%		
Average Days on Market	15		

Career Sales Jan 1, 2001 - present*

Total sales	503		
Buyer sales	232		
Listing sales	271		

* Older NWMLS online data sets are incomplete; more detailed statistics are not feasible.