

Quarterly Report

Q3 2019



Seattle Real Estate Market



Throughout the third quarter, metro Seattle real estate continued to see a more balanced and stable market. Available inventory was up 13%, and buyer demand remained strong, with sold listings up 8%, from last year; yet average sale price showed little change (-1%), giving further indication that buyers are much more diligent in their research before purchasing a home.

Skilled negotiation is a critical component in all aspects of a successful real estate transaction. It begins with marketing a property and concludes with a closed sale. With more data available to consumers today, the concept of value is being redefined when choosing an agent.

Listing agents leverage their experience and expertise to price, prepare, and market a home effectively. Realizing a timely sale at the best price is the objective.

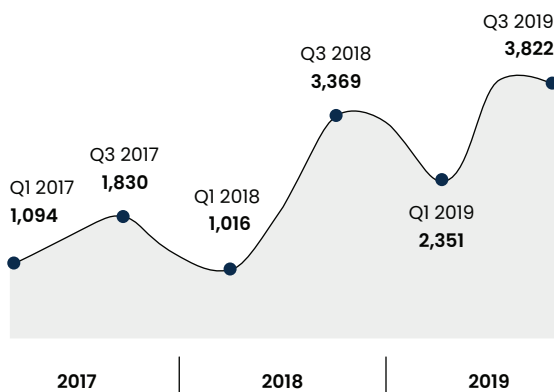
Buyers' agents bring market knowledge and experience to a successful negotiation by sorting through the vast and often conflicting real estate data available today.

Technology provides MORE - information, data, numbers, stats, and alerts to everyone - agents are skilled in combining data with market knowledge and experience to get the job done. Your goals will start the conversation, fact-based analysis provides a foundation, and effective communication brings us back to your objectives.

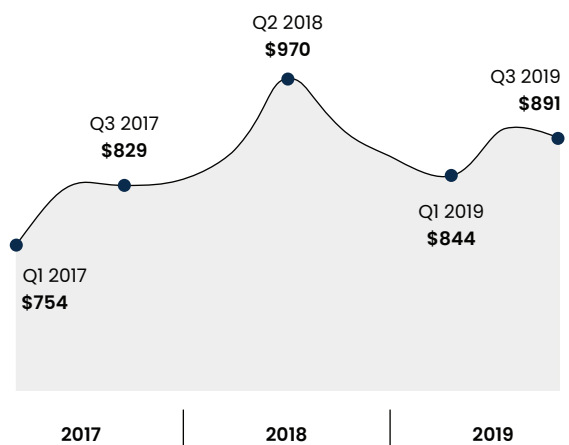
"Proof is in the performance."

Metro Seattle Residential

Total Inventory



Average Sales Price



Residential

① Ballard | Green Lake | Greenwood

	Q3 2018	Q3 2019	YoY%
Sold Listings	517	605	17%
Available Inventory	735	889	21%
Average Sale Price	\$857,333	\$833,000	-3%
Days on Market	16	29	83%

② Maple Leaf | Ravenna | Wedgwood

	Q3 2018	Q3 2019	YoY%
Sold Listings	330	331	0%
Available Inventory	458	584	28%
Average Sale Price	\$997,000	\$956,667	-4%
Days on Market	18	29	64%

③ Magnolia | Queen Anne

	Q3 2018	Q3 2019	YoY%
Sold Listings	178	213	20%
Available Inventory	398	375	-6%
Average Sale Price	\$1,234,000	\$1,159,667	-6%
Days on Market	21	41	91%

④ Capitol Hill | Central District | Judkins

	Q3 2018	Q3 2019	YoY%
Sold Listings	232	244	5%
Available Inventory	443	535	21%
Average Sale Price	\$1,217,333	\$1,203,000	-1%
Days on Market	20	37	85%

⑤ West Seattle

	Q3 2018	Q3 2019	YoY%
Sold Listings	403	439	9%
Available Inventory	794	774	-3%
Average Sale Price	\$718,333	\$714,333	-1%
Days on Market	23	29	29%

⑥ Beacon Hill | Georgetown | North Beacon Hill

	Q3 2018	Q3 2019	YoY%
Sold Listings	113	101	-11%
Available Inventory	214	258	21%
Average Sale Price	\$638,667	\$616,333	-3%
Days on Market	19	39	102%

⑦ Columbia City | Mt Baker | Seward Park

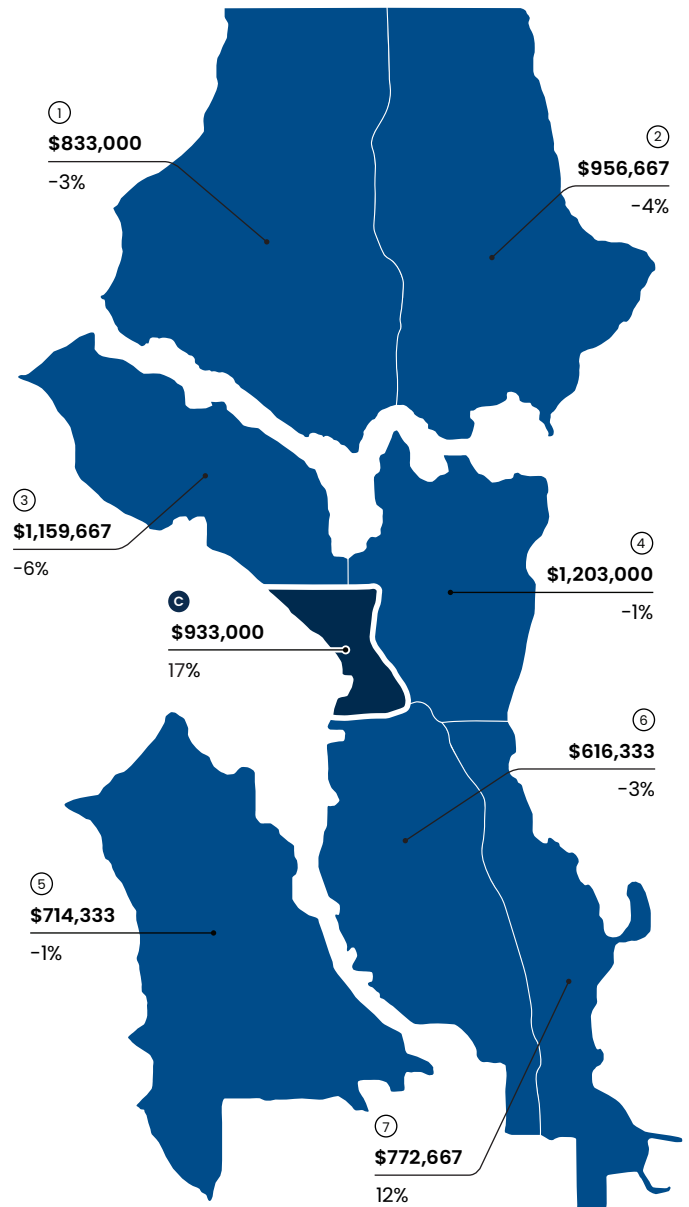
	Q3 2018	Q3 2019	YoY%
Sold Listings	161	159	-1%
Available Inventory	327	407	24%
Average Sale Price	\$688,000	\$772,667	12%
Days on Market	19	40	114%

Ⓒ Downtown Seattle

	Q3 2018	Q3 2019	YoY%
Sold Listings	128	135	5%
Available Inventory	484	601	24%
Average Sale Price	\$796,000	\$933,000	17%
Days on Market	34	73	113%
Average PPSF	\$808	\$908	12%

Average Sales Price

Q3 2018 vs Q3 2019



Metro Seattle Residential

\$890,667

Average Sales Price

-1%

vs Q3 2018

3,822

Available Inventory

+13%

vs Q3 2018

2,092

Sold Listings

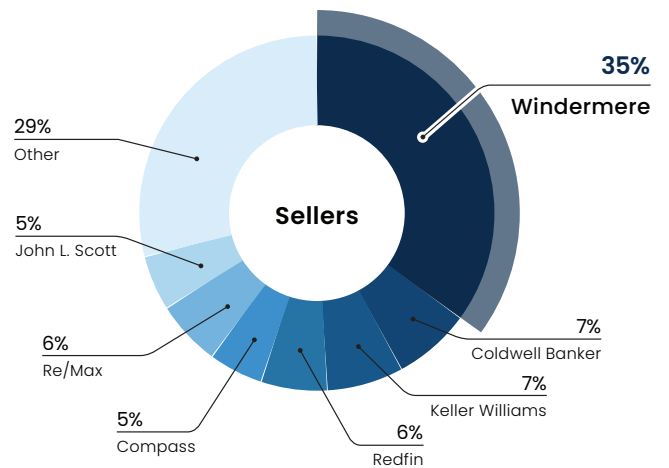
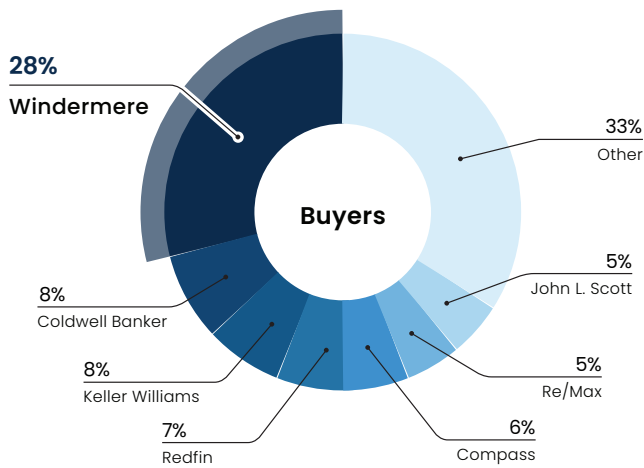
+8%

vs Q3 2018



PHOTO LOCATION
Pioneer Square
Duwamish Waterway

Market Share of Company by Volume Metro Seattle Area



Companies not shown represent less than 4% of buyers and sellers



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