

Annual Report

2019





Metro Seattle Residential Real Estate Market

After years of declining inventory and aggressive price appreciation, 2019 brought a sense of balance to the market. Affordability issues led to moderation in prices as buyers pulled back to assess market conditions.

Although we are early in the 2020 selling season, the market is already showing strong demand for available properties. "Indicators point to a competitive beginning of the year, with multiple offers being the driving force. This competition will challenge the market until inventory levels improve," says Larry Johnson, General Manager Windermere Wall Street Group. "Seattle's continued job growth, is significantly outpacing inventory."

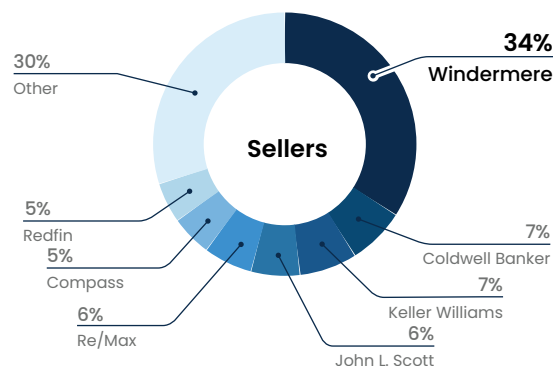
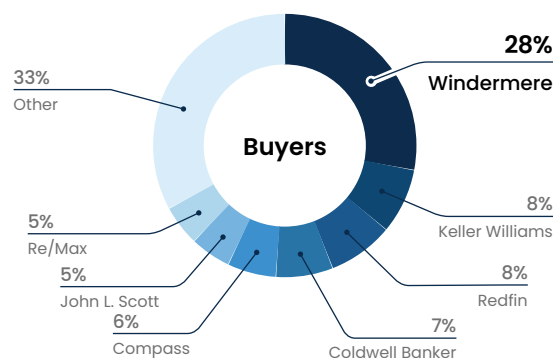
Success in today's market is critically tied to skilled negotiation and experience. Technology is providing MORE - information, data, numbers, stats, alerts and automated valuation estimates; and it's all available real-time, 24/7. Agents that are skilled in translating all available data and combining actual market experience are succeeding for their clients.

**Your goals + fact-based analysis + experience
= Your objective achieved!**

**\$40
million
raised since
1989**



Market Share of Company by Volume



Companies not shown represent less than 4%

Ballard | Green Lake | Fremont

	2017	2018	2019	2018 vs 2019 YoY%
Sold Listings	2,238	1,910	2,206	15%
Available Inventory	949	2,051	2,885	41%
Average Sale Price	\$801,833	\$864,333	\$836,000	-3%
Days on Market	14	16	32	94%

Maple Leaf | Ravenna | Wedgwood

	2017	2018	2019	2018 vs 2019 YoY%
Sold Listings	1,226	1,097	1,153	5%
Available Inventory	707	1,281	1,739	36%
Average Sale Price	\$874,833	\$976,667	\$945,083	-3%
Days on Market	16	19	33	72%

Magnolia | Queen Anne

	2017	2018	2019	2018 vs 2019 YoY%
Sold Listings	817	657	713	9%
Available Inventory	773	1,116	1,374	23%
Average Sale Price	\$1,089,333	\$1,242,250	\$1,203,917	-3%
Days on Market	23	31	42	37%

Capitol Hill | Central District | Madrona

	2017	2018	2019	2018 vs 2019 YoY%
Sold Listings	1,008	854	904	6%
Available Inventory	892	1,338	1,826	36%
Average Sale Price	\$1,067,250	\$1,222,250	\$1,201,917	-2%
Days on Market	23	24	39	66%

West Seattle

	2017	2018	2019	2018 vs 2019 YoY%
Sold Listings	1,811	1,502	1,661	11%
Available Inventory	1,191	2,108	2,572	22%
Average Sale Price	\$637,417	\$721,333	\$702,917	-3%
Days on Market	20	25	35	41%

Beacon Hill | Georgetown | North Beacon Hill

	2017	2018	2019	2018 vs 2019 YoY%
Sold Listings	451	423	437	3%
Available Inventory	405	645	911	41%
Average Sale Price	\$594,000	\$648,667	\$622,917	-4%
Days on Market	25	22	42	88%

Columbia City | Mt Baker | Seward Park

	2017	2018	2019	2018 vs 2019 YoY%
Sold Listings	845	637	619	-3%
Available Inventory	776	1,017	1,299	28%
Average Sale Price	\$676,083	\$724,667	\$764,583	6%
Days on Market	24	27	42	59%

Downtown Seattle

	2017	2018	2019	2018 vs 2019 YoY%
Sold Listings	549	556	484	-13%
Available Inventory	698	1,654	2,209	34%
Average Sale Price	\$816,333	\$863,500	\$875,833	1%
Days on Market	31	44	70	60%
Average PPSF	\$797	\$857	\$841	-2%

Q4 2019

PHOTO LOCATION
Space Needle
Seattle Central Library

① Ballard | Green Lake | Fremont

	Q4 2018	Q4 2019	YoY%
Sold Listings	434	562	29%
Available Inventory	728	554	-24%
Average Sale Price	\$824,000	\$818,667	-1%
Days on Market	28	33	17%

② Maple Leaf | Ravenna | Wedgwood

	Q4 2018	Q4 2019	YoY%
Sold Listings	254	304	20%
Available Inventory	408	342	-16%
Average Sale Price	\$895,667	\$923,000	3%
Days on Market	31	37	20%

③ Magnolia | Queen Anne

	Q4 2018	Q4 2019	YoY%
Sold Listings	153	163	7%
Available Inventory	340	275	-19%
Average Sale Price	\$1,188,667	\$1,250,667	5%
Days on Market	45	47	5%

④ Capitol Hill | Central District | Madrona

	Q4 2018	Q4 2019	YoY%
Sold Listings	189	236	25%
Available Inventory	413	381	-8%
Average Sale Price	\$1,207,667	\$1,307,667	8%
Days on Market	38	42	11%

⑤ West Seattle

	Q4 2018	Q4 2019	YoY%
Sold Listings	335	382	14%
Available Inventory	719	524	-27%
Average Sale Price	\$690,333	\$693,000	0%
Days on Market	38	37	-3%

⑥ Beacon Hill | Georgetown | North Beacon Hill

	Q4 2018	Q4 2019	YoY%
Sold Listings	82	125	52%
Available Inventory	218	228	5%
Average Sale Price	\$613,000	\$609,000	-1%
Days on Market	34	41	18%

⑦ Columbia City | Mt Baker | Seward Park

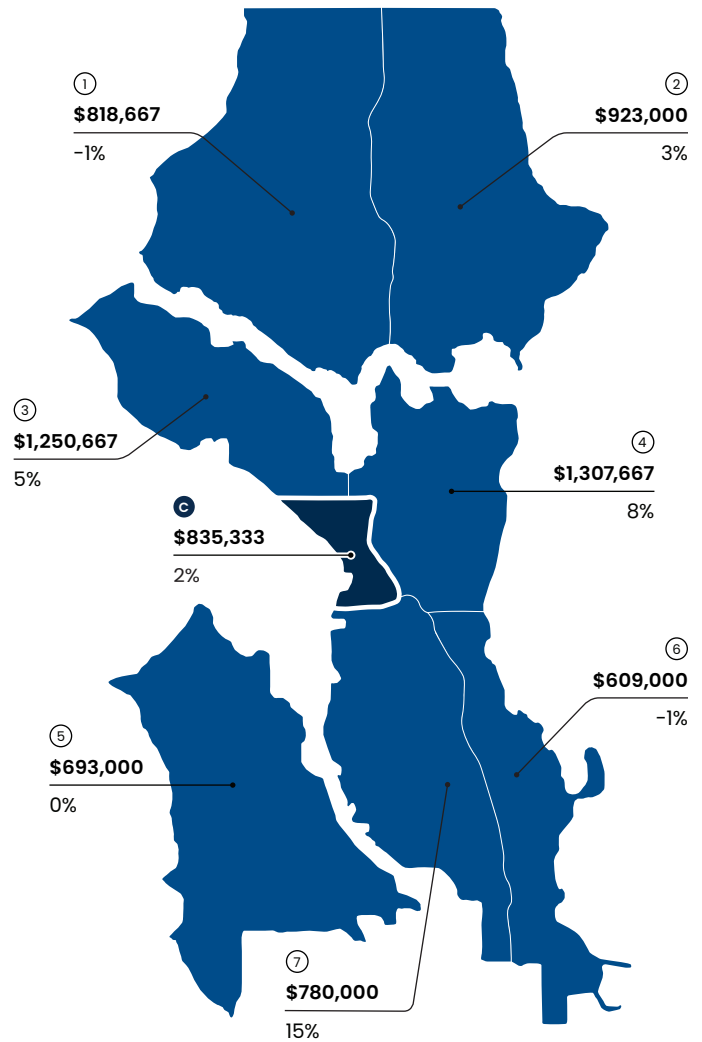
	Q4 2018	Q4 2019	YoY%
Sold Listings	132	149	13%
Available Inventory	349	254	-27%
Average Sale Price	\$677,667	\$780,000	15%
Days on Market	38	48	26%

③ Downtown Seattle

	Q4 2018	Q4 2019	YoY%
Sold Listings	98	114	16%
Available Inventory	556	495	-11%
Average Sale Price	\$822,667	\$835,333	2%
Days on Market	64	67	4%
Average PPSF	\$830	\$793	-4%

Average Sales Price

Q4 2018 vs Q4 2019



Metro Seattle Residential

\$890,000

Average Sales Price

+3%

vs Q4 2018

2,558

Available Inventory

-19%

vs Q4 2018

1,921

Sold Listings

+22%

vs Q4 2018



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