



MLS Brokers Detecting Seasonal Slowdown in Some Areas But Expect Price Hikes to Continue in Much of Washington

"October will be the best month for selection and availability until late February," proclaimed J. Lennox Scott when commenting on the latest statistics from Northwest Multiple Listing Service.

MLS figures for September show inventory reached 1.7 months of supply at the end of the month, matching the year-to-date high in February. That level is still well below the 4-to-6 months of supply that many industry analysts use as an indicator of a balanced market.

Member-brokers in the 23 counties served by Northwest MLS added 10,120 new listings to inventory during September, slightly more than the number reported for the same month a year ago (10,029). At the end of the month there were 15,888 listings of single family homes and condos in the MLS database, a drop of 12.4 percent from a year ago when buyers could choose from 18,136 listings.

Brokers say strong job growth statewide is fueling demand for housing. Washington has added around 83,000 new jobs from August 2016 through August 2017 (not seasonally adjusted), according to the state Employment Security Department.

Like some other months this year, pending sales last month surpassed the number of new listings, putting pressure on prices. Year-over-year median prices for homes and condos surged 12 percent.

Brokers reported 10,348 mutually accepted offers system-wide last month, about the same number as a year ago (10,370), but last month's total was the fewest pending sales since February (8,209). For the four-county Puget Sound region, members notched 7,441 pending sales. That's the third best September for this area in the past 18 years, topped only by last year's total of 7,729 and the total for August 2005 when 7,561 pending sales occurred.

"The entire region is off the charts," remarked Mike Grady, president and COO of Coldwell Banker Bain, referencing the latest numbers from the Case-Shiller home price index. It shows Seattle area home prices have spiked 13.5 percent in the past year, well above second place Portland with its 7.6 percent average and more than twice the national average of 5.9 percent.

Northwest MLS figures show area-wide median prices are up more than 12 percent from a year ago, rising from \$340,000 to \$381,000.

September's median price for single family homes and condos in King County, at \$565,000, reflects a jump of more than 14 percent from a year ago, but it is a \$20,000 decline from August (down about 3.5 percent).

Market Activity Summary for September 2017						
Single Family Homes & Condos	Listings		Pending	Closing Sales		
	New Listings	Total Active		# of Closings	Average Price	Median Price
King	3,856	3,693	3,514	3,262	\$675,660	\$565,000
Snohomish	1,594	1,850	1,614	1,466	\$462,180	\$430,000
Pierce	1,669	2,556	1,775	519	\$351,306	\$315,000
Total	7,119	8,099	6,903	5,247	\$496,382	\$436,667

Projected revenue increase for WA state

Projected revenue for the state of Washington has increased by about \$288 million through the middle of 2019. Numbers released last month by the Office of Financial Management show the state's revenue collection will be up, partly because the state's economy performed

better than expected in June. Total revenue generated for the state's general fund budget for 2017-2019 is predicted to be about \$44 billion. In June lawmakers approved a two year, \$43.7 billion state operating budget. It spends \$1.8 billion on K-12 public schools over the next two years

Breakouts! – Residential SOLD Average

Area (Area Code)	September 2017 (King/Snohomish/Pierce County) SOLD Average		2017 VS 2016
	Average \$ Sept. 2017	Average \$ Sept. 2016	
Auburn-Federal Way (110-310)	\$ 414,094	\$ 340,989	21.44%
Kent-Maple Valley (320-340)	\$ 453,166	\$ 423,096	7.11%
West Seattle (140)	\$ 650,570	\$ 547,487	18.83%
SODO-Beacon Hill (380-385)	\$ 691,996	\$ 567,843	21.86%
E.lake-Madison-Capital Hill (390)	\$ 978,899	\$1,001,292	-2.24%
Queen Anne-Magnolia (700)	\$ 1,001,153	\$1,122,409	-10.80%
*Belltown-Downtown Seattle(701)	\$ 829,042	\$ 895,125	-7.38%
Ballard-Greenlake (705)	\$ 798,782	\$ 685,071	16.60%
North Seattle (710)	\$ 866,687	\$ 719,238	20.50%
Shoreline/Richmond Beach (715)	\$ 694,808	\$ 540,907	28.45%
Bellevue Downtown (520)	\$ 2,920,000	\$2,254,208	29.54%
Mercer Island (510)	\$ 1,678,688	\$1,627,657	3.14%
Bellevue South-Newcastle (500)	\$ 1,103,625	\$ 949,470	16.24%
Renton Highlands-Downtown (350)	\$ 571,348	\$ 487,911	17.10%
Microsoft-Bellevue East (530)	\$ 971,577	\$ 786,296	23.56%
Kirkland Downtown (560)	\$ 1,228,929	\$ 998,932	23.02%
Redmond (550)	\$ 860,975	\$ 779,240	10.49%
Issaquah-Sammamish (540)	\$ 948,954	\$ 823,120	15.29%
Juanita-Bothell-Woodinville (600)	\$ 722,334	\$ 668,629	8.03%
Bothell North-Mill Creek (610)	\$ 650,412	\$ 544,849	19.37%
Edmonds-Lynnwood (730)	\$ 581,403	\$ 499,119	16.49%
Everett-Mukilteo-Snohomish (740)	\$ 472,786	\$ 413,344	14.38%

*Condominium SOLD Average

Can USDA solve your home financing needs?

Most people think that the USDA simply regulates food safety. In Fact, the USDA also supports rural homeownership for the low to moderate income buyers through the Guaranteed Loan Program 101. Here are a few key features of the USDA program:

*Income eligible borrowers can obtain a no or low-down payment on a new or existing primary residence. Home must also meet location guidelines.

*Closing costs, repairs and reasonable expenses associated with the purchase may be rolled into the loan. Also, ovens, ranges, refrigerator etc.

*Financing can also cover assessments or the pro rata to install water, sewer, electricity or gas.

To learn more, contact me!

Gina Brown (NMLS#115337)
Mortgage Specialist /
Mortgage Capital Associates
425-766-5408
gina@gmgloan.com
www.loansbygina.com



Weekly Primary Mortgage Market Survey® (PMMS®)				
October 10, 2017	30-Yr	30-Yr	15-Yr	5/1
Regional Breakdown	FNMA	FHA	FNMA	ARM
Average Rates	3.875%	3.25%	3.125%	3.25%
Fees & Points	*All loans are with a one point origination fee.			
APR	4.001%	4.512%	3.224%	3.322%

** Owner Occupied / Single Family Residence
740 credit score and 20% down payment for conventional
640 credit score and 3.50% down payment for FHA

