



## “August real estate activity described as both “robust and “stagnant”

The latest numbers from Northwest Multiple Listing Service show there are both cooler spots and hot spots, with the demand for housing and prices showing few signs of being extinguished.

Pending sales area-wide during August totaled 11,867 transactions, barely exceeding the number of new listings (11,781) added during the month. At month end, there were 15,987 total active listings in the MLS database, a shrinkage of 12.8 percent from a year ago.

Sparse inventory is a likely factor in the flat pending sales, with year-over-year pending sales for all areas down .09 percent (11,867 versus 11,878). Of the 23 counties in the Northwest MLS report, 15 had fewer mutually accepted offers last month compared to twelve months ago. Last month's total was up slightly from July's figure of 11,800.

Changing seasons will likely mean a drop-off in listing activity, noted J. Lennox Scott, who was upbeat on summer sales. "It's been our best summer ever for sales activity with June, July and August clocking in a record number of transactions," said Scott, the chairman and CEO of John L. Scott. He credits strong job growth and attractive interest rates ("the lowest they've been since last November") with propelling sales.

"It's still a frenzy market in the more affordable and mid-price ranges," he said, while also noting the luxury segment continues to outpace last year's market "in a huge way."

System-wide, 3,727 single family homes have sold for more than a million dollars during the first eight months of the year, surpassing last year's total of 2,456 such sales during the same time frame - a jump of nearly 52 percent.

With further drops in inventory likely during the fourth quarter, Scott and others expect sales will continue at a quick clip.

"As we head into fall, September and October will see new listing inventory drop by about 20 percent from the summer months, so the next two months will be the best opportunity for selection and availability for buyers to purchase a home," Scott suggests. "Starting in November, the number of new listings will drop by another 30 percent over the winter," he added.

Commenting on rising prices - up 8.3 percent across the MLS service area - Mike Grady, president and COO of Coldwell Banker Bain said, "Of course, that old law of supply and demand has its natural effect." The trend is consistent throughout the MLS service area, he noted, adding, "With King County prices escalating at such a fast rate (up 17 percent), the ripple effect will continue to push prices throughout the area, first in neighboring counties, then throughout the region."

Market Activity Summary for August 2017

	Listings		Pending	Closing Sales		
	New	Total		# of	Average	Median
Single Family	Listings	Active	Closings	Price	Price	
<b>King</b>	3,933	3,329	4,003	3,571	\$700,066	\$585,000
<b>Snohomish</b>	1,886	1,830	1,885	1,648	\$460,490	\$430,000
<b>Pierce</b>	1,959	2,555	2,123	1,763	\$341,579	\$306,000
<b>Total</b>	7,778	7,714	8,011	6,982	\$500,712	\$440,333

## The biggest company town in America

Amazon's extraordinary growth has turned Seattle into the biggest company town in America, according to a report by the *Seattle Times*. Amazon now occupies a mind-boggling 19 percent of all prime office space in the city, the most for any employer in a major U.S. city.

Amazon's footprint in Seattle is more than twice as large as any other company in any other big U.S. city. Amazon now occupies more office space than the next 40 biggest employers in the city combined. Its footprint of 8.1 million square feet is expected to grow to more than 12 million square feet within five years.

## Breakouts! – Residential SOLD Average

August 2017 (King/Snohomish/Pierce County) SOLD Average

Area (Area Code)	Average \$		2017 VS 2016
	August 2017	August 2016	
Auburn-Federal Way (110-310)	\$ 396,988	\$ 349,563	13.57%
Kent-Maple Valley (320-340)	\$ 464,793	\$ 410,510	13.22%
West Seattle (140)	\$ 636,971	\$ 599,913	6.18%
SODO-Beacon Hill (380-385)	\$ 691,692	\$ 558,203	23.91%
E.lake-Madison-Capital Hill (390)	\$ 1,134,931	\$ 863,910	31.37%
Queen Anne-Magnolia (700)	\$ 1,110,081	\$ 1,004,571	10.50%
*Belltown-Downtown Seattle(701)	\$ 745,905	\$ 951,758	-21.63%
Ballard-Greenlake (705)	\$ 836,867	\$ 675,937	23.81%
North Seattle (710)	\$ 894,846	\$ 735,474	21.67%
Shoreline/Richmond Beach (715)	\$ 706,741	\$ 530,087	33.33%
Bellevue Downtown (520)	\$ 3,360,915	\$ 2,463,804	36.41%
Mercer Island (510)	\$ 1,636,663	\$ 1,570,450	4.22%
Bellevue South-Newcastle (500)	\$ 1,030,364	\$ 860,038	19.80%
Renton Highlands-Downtown (350)	\$ 587,418	\$ 506,062	16.08%
Microsoft-Bellevue East (530)	\$ 928,224	\$ 819,709	13.24%
Kirkland Downtown (560)	\$ 1,180,566	\$ 981,403	20.29%
Redmond (550)	\$ 862,830	\$ 789,062	9.35%
Issaquah-Sammamish (540)	\$ 900,658	\$ 804,535	11.95%
Juanita-Bothell-Woodinville (600)	\$ 772,620	\$ 674,757	14.50%
Bothell North-Mill Creek (610)	\$ 658,471	\$ 562,228	17.12%
Edmonds-Lynnwood (730)	\$ 550,944	\$ 494,484	11.42%
Everett-Mukilteo-Snohomish (740)	\$ 480,308	\$ 434,386	10.57%

\*Condominium SOLD Average

## Read the Fine Print in Home Warranties

Research shows that 79% of home buyers consider a Home Warranty key in decision making.

But home warranties can vary widely.

For instance, “preexisting conditions” in your home are excluded from coverage. Common dilemmas, such as rust and corrosion are usually prohibited for the first 30 days. Mold? Not covered.

If you examine your home warranty carefully, you will see that you must call the warranty company BEFORE a breakdown is fixed and take pictures. This will help strengthen your claim.

So why a Home Warranty? A well-written warranty actually serves a very useful purpose as long as it is not a substitute for routine home maintenance. It is design for major repairs, not the everyday headaches.

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Weekly Primary Mortgage Market Survey® (PMMS®)				
September 8, 2017	30-Yr	30-Yr	15-Yr	5/1
Regional Breakdown	FNMA	FHA	FNMA	ARM
Average Rates	3.875%	3.25%	3.00%	3.00%
Fees & Points	*All loans are with a one point origination fee.			
APR	4.004%	4.512%	3.224%	3.122%

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

