

Northwest MLS brokers say September's home sales reached highest level since June 2018

Northwest Multiple Listing Service brokers completed 10,175 sales transactions during September – the highest monthly volume since June 2018 when MLS members reported 10,072 closed sales. September's closings also marked a jump of nearly 28% from the same month a year ago, according to the latest statistical summary from the MLS.

"I believe this significant increase speaks to sellers becoming much more confident and buyers competing more effectively, most likely due to low interest rates," remarked Mike Grady, president and COO at Coldwell Banker Bain. "It's as if we just completed our typical 'spring' market," he added.

The new report from Northwest MLS showed a sharp year-over-year (YOY) drop in inventory (down 43% from a year ago), a robust increase (23%) in pending sales (mutually accepted offers), and a sizeable surge (19%) in prices for single family homes and condos combined.

Impacts of the coronavirus pandemic on the housing market are prevalent, according to several Northwest MLS representatives who commented on last month's activity.

"COVID-19 has made many reflect on what their home means to them," remarked J. Lennox Scott, chairman and CEO of John L. Scott Real Estate. "As a result, many people are looking to create that ideal place to call home. We are seeing a rotation of home ownership, whether that means refinancing, remodeling, or moving."

James Young, director of the Washington Center for Real Estate Research at the University of Washington, also commented on shifting desires. "People working from home, especially those with kids being schooled at home, seek both space and value. Those who already have a home have little incentive to leave." He described the current scenario of "too much demand and limited supply" coupled with low interest rates as "the perfect price storm."

Brokers added 11,210 new listings to inventory during September, a healthy increase from a year ago when they added 9,435 for a YOY gain of 18.1%. Compared to August, the volume declined by 733 listings (down about 6%).

At the end of September, the supply totaled 9,099 active listings, well below the year-ago selection of 15,982 listings (down 43%), and the lowest level since February.

The median price for homes and condos that sold last month across the Northwest MLS market area was \$499,950, a hefty 19% jump from the year-ago figure of \$420,000. San Juan County had the highest median price at \$850,000, followed by King County at \$698,230.

For single family homes only (excluding condos), last month's median price system wide was \$519,864. In King County, the median price for single family homes was \$753,600. Within King County, where NWMLS tracks 30 sub-areas, six of these areas had median prices over \$1 million; five of those areas were on the Eastside.

Market Activity Summary for September 2020						
Category	Listings		Pending	Closing Sales		
	New Listings	Total Active		# of Closings	Average Price	Median Price
Single Family	4,371	3,970	4,153	3,535	\$849,073	\$698,230
Homes & Condos	1,741	888	1,997	1,596	\$596,331	\$550,000
King	1,591	1,001	1,892	1,590	\$482,189	\$428,750
Snohomish	7,703	5,859	8,042	6,721	\$642,531	\$558,993
Pierce						
Total	7,703	5,859	8,042	6,721	\$642,531	\$558,993

2021 Color of the year "Urbane Bronze"

Paint company Sherwin-Williams on Tuesday announced its 2021 color of the year: "urbane bronze." The hue is said to instill calmness and has ties to nature, Sherwin-Williams says. The color trends of 2020 ushered in a return to bolder hues, moving away from the popularity of cooler

neutrals that dominated most of the 2010s. Now, Sherwin-Williams describes the 2021 choice as "bold and understated at the same time. "Urbane bronze" can work inside or out in a home, used as a primary or accent color in bedrooms, living rooms, dens, or home offices, Sherwin-Williams says.

Breakouts! – Residential SOLD Average

Area (Area Code)	Average \$		2020 VS 2019
	Sept. 2020	Sept. 2019	
Auburn-Federal Way (110-310)	\$ 520,251	\$ 434,885	19.63%
Kent-Maple Valley (320-340)	\$ 576,427	\$ 505,194	14.10%
West Seattle (140)	\$ 753,317	\$ 710,335	6.05%
SODO-Beacon Hill (380-385)	\$ 762,733	\$ 670,029	13.84%
E.lake-Madison-Capital Hill (390)	\$ 1,252,281	\$ 1,212,369	3.29%
Queen Anne-Magnolia (700)	\$ 1,315,092	\$ 1,015,251	29.53%
*Belltown-Downtown Seattle(701)	\$ 796,776	\$ 648,635	22.84%
Ballard-Greenlake (705)	\$ 909,004	\$ 817,656	11.17%
North Seattle (710)	\$ 1,154,931	\$ 1,099,273	5.06%
Shoreline/Richmond Beach (715)	\$ 820,446	\$ 679,537	20.74%
Bellevue Downtown (520)	\$ 2,916,879	\$ 2,345,154	24.38%
Mercer Island (510)	\$ 2,111,438	\$ 2,234,113	-5.49%
Bellevue South-Newcastle (500)	\$ 1,203,991	\$ 1,086,485	10.82%
Renton Highlands-Downtown (350)	\$ 736,435	\$ 561,562	31.14%
Microsoft-Bellevue East (530)	\$ 1,223,756	\$ 1,110,894	10.16%
Kirkland Downtown (560)	\$ 1,682,493	\$ 1,325,517	26.93%
Redmond (550)	\$ 1,056,122	\$ 969,874	8.89%
Issaquah-Sammamish (540)	\$ 1,056,702	\$ 934,650	13.06%
Juanita-Bothell-Woodinville (600)	\$ 995,612	\$ 881,501	12.95%
Bothell North-Mill Creek (610)	\$ 778,648	\$ 708,056	9.97%
Edmonds-Lynnwood (730)	\$ 703,214	\$ 623,061	12.86%
Everett-Mukilteo-Snohomish (740)	\$ 606,052	\$ 534,715	13.34%

*Condominium SOLD Median

July's Home Prices Increase by 5.5%, Breaking a Two-Year Record

Entry-level priced homes, which continue to be in short supply, are helping to drive strong price gains. CoreLogic says home prices nationwide, including distressed sales, increased year over year by 5.5 percent in July 2020 and were up 1.2 percent compared to the previous month. The annual increase was the fastest in nearly two years.

The company said the "one-two punch of strong purchase demand - bolstered by falling mortgage rates, which dipped below 3 percent for the first time ever in July - and further constriction of for-sale inventory has driven upward pressure on home price appreciation."

Weekly Primary Mortgage Market Survey® (PMMS®)				
October 16, 2020	30-Yr	30-Yr	15-Yr	5/1
Regional Breakdown	FNMA	FHA	FNMA	ARM
Average Rates	2.625%	2.75%	2.250%	-
Fees & Points	*All loans are with a one point origination fee.			
APR	2.753%	3.016%	2.484%	-

**** 5/1 ARM's are not pricing right now due to liquidity issues with the Forbearance due to COVID 19

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

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