

Special Real Estate Report

Q1 2020 | A NEW NORMAL



Metro Seattle Residential Real Estate Market



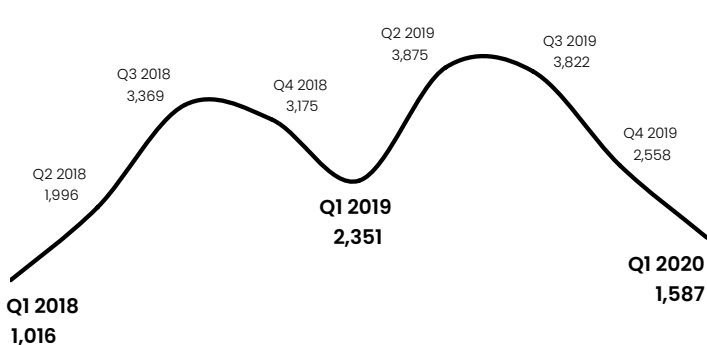
Before we take any time looking at numbers for Seattle real estate, it's important to STOP, and understand the health crisis impacting us all. The past weeks have challenged us to assess our lives and adjust to what will most certainly be a "new normal," as this pandemic slowly retreats. Health, safety, and security have taken on new meaning.

As we provide real estate data for the first quarter of 2020, we do so with a CLEAR understanding that business as usual no longer exists. As life events provide a needed sense of normalcy to our lives, our highest priority each day must be the health and safety of ourselves and those around us.

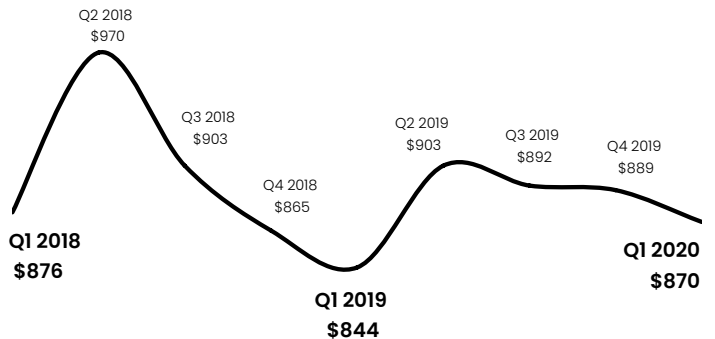
The word "home" has also taken on new meaning as it relates to security, stability, and even sanctuary. Yes, real estate is selling. However, we are beginning to see what will, undoubtedly, be an adjustment in the second quarter. Safety protocols, the use of technology, and practical experience are critical components required for success in today's market. That said, there is no "algorithm" to replace the human component needed in today's business.

It is the skill, experience, and integrity behind the advice we provide that allows us to achieve results with safety practices that are non-negotiable. Real Estate opportunities continue, I welcome any opportunity to discuss how to achieve your objectives with safety leading the conversation.

Total Inventory



Average Sales Price



① Ballard | Green Lake | Fremont

| | Q1 2019 | Q1 2020 | YoY% |
|---------------------|-----------|------------------|------|
| Sold Listings | 383 | 420 | 10% |
| Available Inventory | 558 | 343 | -39% |
| Average Sales Price | \$818,000 | \$860,333 | 5% |
| Days on Market | 43 | 34 | -20% |

② Maple Leaf | Ravenna | Wedgwood

| | Q1 2019 | Q1 2020 | YoY% |
|---------------------|-----------|------------------|------|
| Sold Listings | 190 | 214 | 13% |
| Available Inventory | 274 | 197 | -28% |
| Average Sales Price | \$916,333 | \$902,667 | -1% |
| Days on Market | 46 | 43 | -5% |

③ Magnolia | Queen Anne

| | Q1 2019 | Q1 2020 | YoY% |
|---------------------|-------------|--------------------|------|
| Sold Listings | 105 | 142 | 35% |
| Available Inventory | 278 | 175 | -37% |
| Average Sales Price | \$1,206,667 | \$1,165,667 | -3% |
| Days on Market | 59 | 35 | -40% |

④ Capitol Hill | Central District | Madrona

| | Q1 2019 | Q1 2020 | YoY% |
|---------------------|-------------|--------------------|------|
| Sold Listings | 169 | 203 | 20% |
| Available Inventory | 339 | 297 | -12% |
| Average Sales Price | \$1,114,667 | \$1,105,333 | -1% |
| Days on Market | 45 | 31 | -30% |

⑤ West Seattle

| | Q1 2019 | Q1 2020 | YoY% |
|---------------------|-----------|------------------|------|
| Sold Listings | 294 | 316 | 7% |
| Available Inventory | 501 | 286 | -43% |
| Average Sales Price | \$676,333 | \$746,667 | 10% |
| Days on Market | 47 | 42 | -11% |

⑥ Beacon Hill | Georgetown | North Beacon Hill

| | Q1 2019 | Q1 2020 | YoY% |
|---------------------|-----------|------------------|------|
| Sold Listings | 85 | 113 | 33% |
| Available Inventory | 170 | 117 | -31% |
| Average Sales Price | \$640,000 | \$614,667 | -4% |
| Days on Market | 57 | 48 | -16% |

⑦ Columbia City | Mt Baker | Seward Park

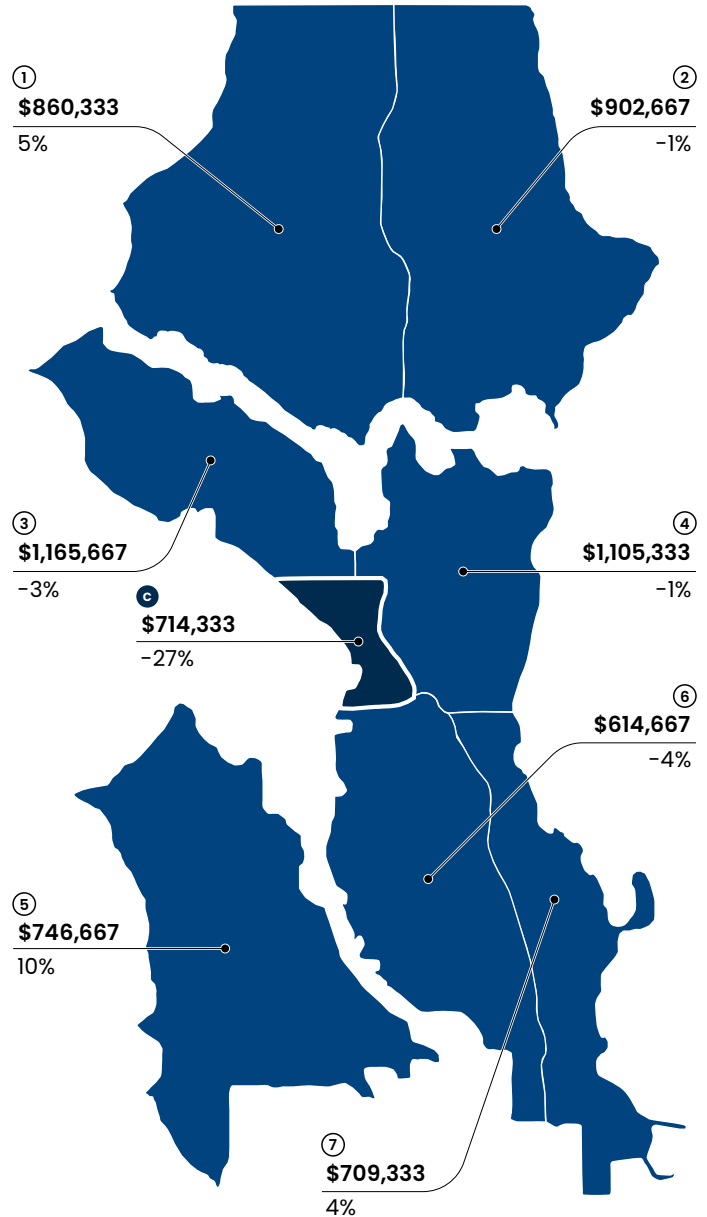
| | Q1 2019 | Q1 2020 | YoY% |
|---------------------|-----------|------------------|------|
| Sold Listings | 128 | 116 | -9% |
| Available Inventory | 231 | 172 | -26% |
| Average Sales Price | \$682,333 | \$709,333 | 4% |
| Days on Market | 51 | 42 | -18% |

Ⓒ Downtown Seattle Condos

| | Q1 2019 | Q1 2020 | YoY% |
|---------------------|-----------|------------------|------|
| Sold Listings | 91 | 258 | 184% |
| Available Inventory | 469 | 355 | -24% |
| Average Sales Price | \$977,333 | \$714,333 | -27% |
| Days on Market | 86 | 54 | -37% |
| Average PPSF | \$890 | \$854 | -4% |

Average Sales Price

Q1 2019 vs Q1 2020



Metro Seattle Residential

\$870,333

Average Sales Price

+3%

vs Q1 2019

1,587

Available Inventory

-32%

vs Q1 2019

1,524

Sold Listings

+13%

vs Q1 2019

First, think. Second, believe. Third, dream. And finally, dare.
 - Walt Disney

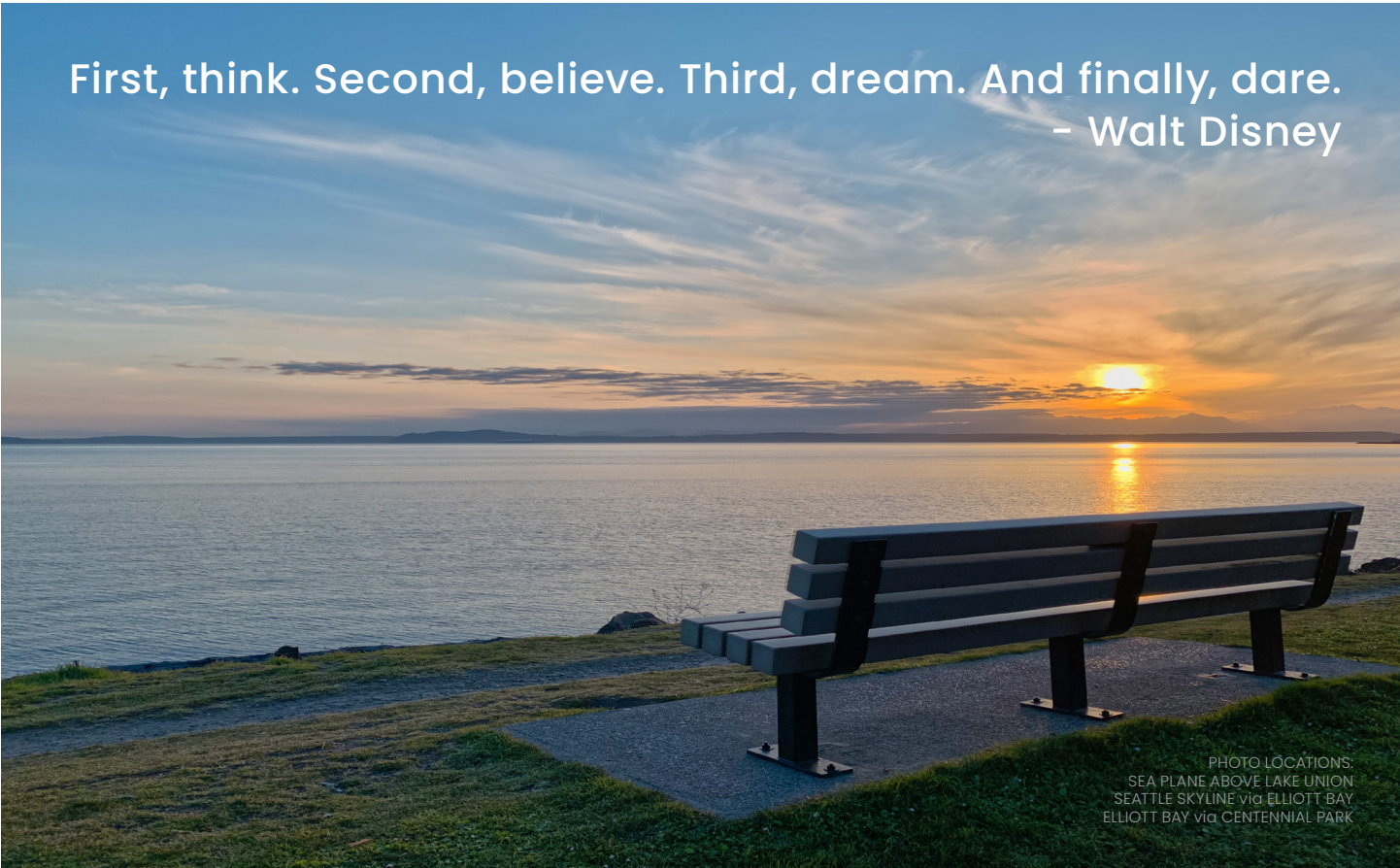
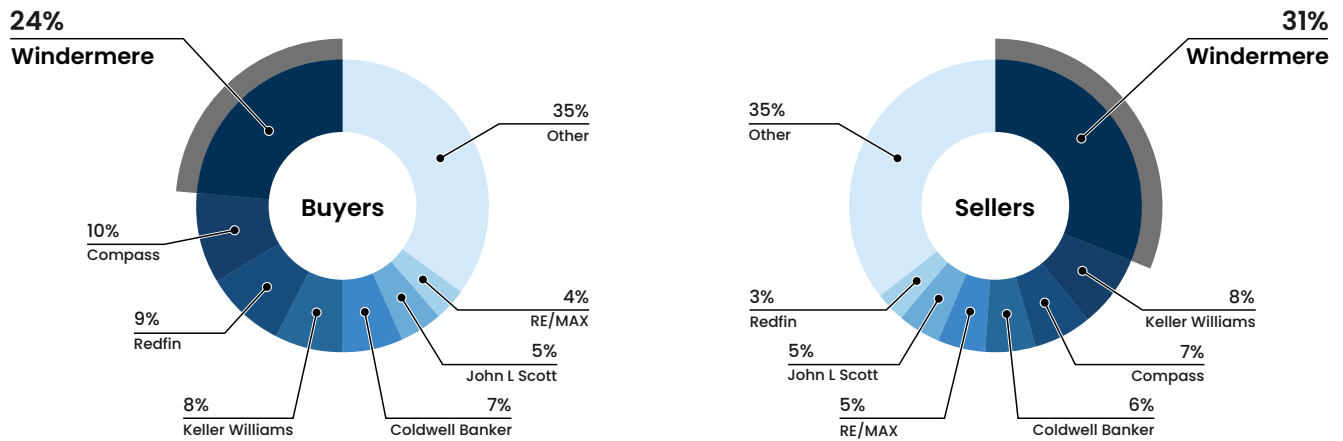


PHOTO LOCATIONS:
 SEA PLANE ABOVE LAKE UNION
 SEATTLE SKYLINE via ELLIOTT BAY
 ELLIOTT BAY via CENTENNIAL PARK

Market Share, Representing Buyers and Sellers Metro Seattle Area



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



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