

22 Quarterly Market Report

Nothing compares.

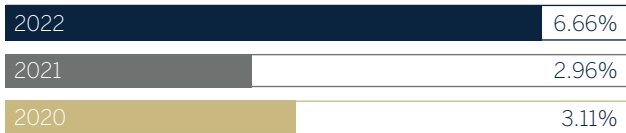
Seattle

Q3 JULY - SEPTEMBER 2022

There's no denying that the sold prices for Seattle single-family homes escalated to amazing heights in the first half of 2022. In the second quarter, the median sold price hit seven figures for the first time ever. But nothing gold can stay, as the poem goes, and while the market has cooled, so has the median sold price, to \$965K. There are nearly, but not quite twice as many homes for sale as there were in the heat of competition of Q3-2021, and the number of homes sold is down by almost 35%. Still, the average amount of time one of these homes is on market is just 17 days—compare that to 15 days in 2021 and 20 days in 2020. With inventory at 1.7 months, this is still a seller's market, but all those looking to make moves in their real estate journey, buyers and sellers alike, should work with their global real estate advisors as further price corrections in the market could be on the way, as well as consider a variety of financing options, whether the plan is to borrow or put significant cash down.

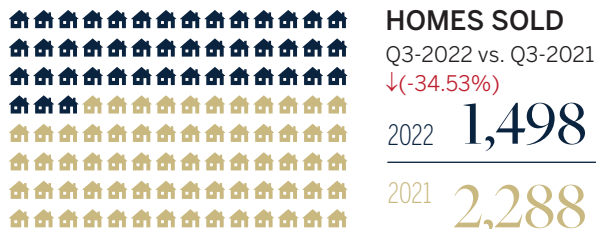
INTEREST RATES

30-year fixed rate for conventional mortgage loan
(Current and historic mortgage rates sourced from Caliber Home Loans)



AVERAGE DAYS ON MARKET

SHOWING DATA FOR Q3 OVER THE LAST THREE YEARS



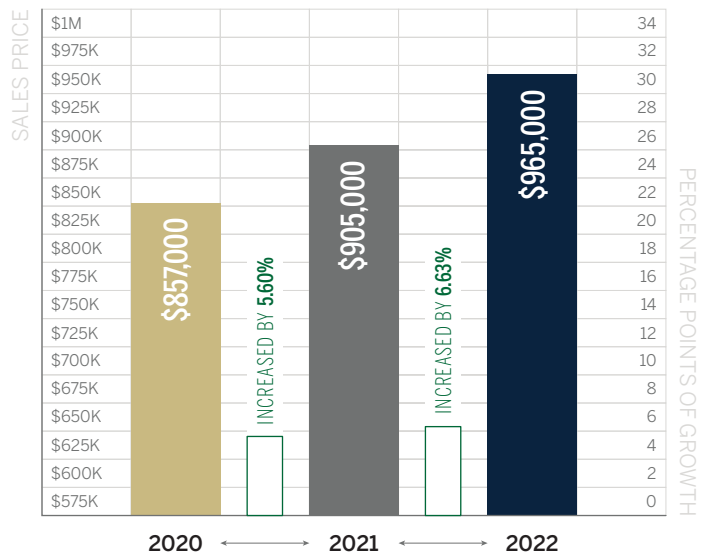
AVERAGE PRICE PER SQ. FT.

Q3-2022 vs. Q3-2021 ↑(4.11%)



\$965K

MEDIAN SALES PRICE
Single-Family Homes Q3-2022



STATE OF THE MARKET

1.7 months of inventory - Seller's Market

(Based on Q3-2022 housing inventory. Seller's Market = 0 to 3 months inventory, Neutral Market = 3 to 6 months inventory, Buyer's Market = 6+ months inventory)

