

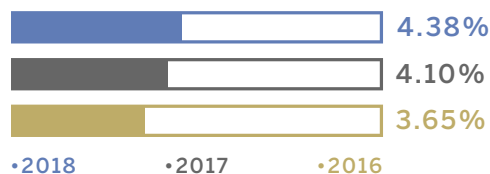
SEATTLE

# QUARTERLY MARKET UPDATE

Q4 OCTOBER–DECEMBER 2018

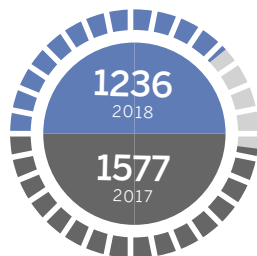
Though **inventory dipped** from the high of 2.1 months reported in the third quarter of 2018, it shifted dramatically on an annual basis, from the anemic figure of 0.4 months in the fourth quarter of 2017 to **1.5 months in Q4-2018**. A drop in the number of homes available for sale did not signal great changes in **median sales price** or **average price per square foot**, both of which held relatively steady from Q4-2017 to Q4-2018. The median sales price increased from \$775,000 to \$781,000, while the average price per square foot grew from \$435 to \$441.

The **average cumulative days on market** was just over **one month**, a sharp increase compared to the previous quarter's summer months (when seasonal sales increase). It also grew dramatically—by 73.7 percent—when contrasted against the final quarter of 2017, when homes sold in an average of 19 days.



## INTEREST RATES

30-year fixed rate for conventional mortgage loan



## HOMES SOLD

Q4-2018 vs. 2017  
↓(-21.6%)

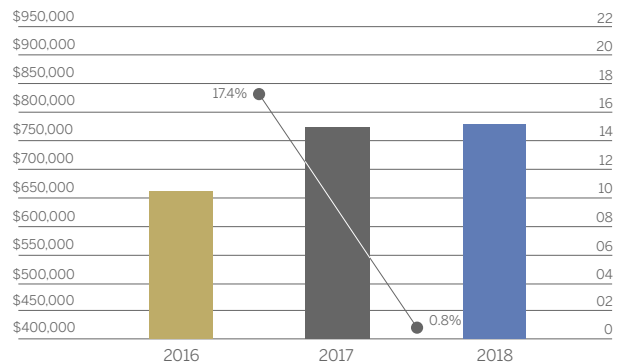


## AVERAGE PRICE PER SQ FT

Q4-2018 vs. 2017  
↑(1.2%)

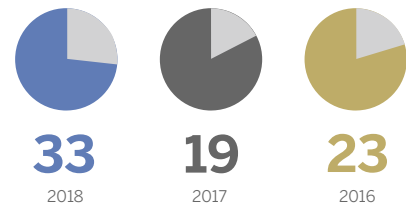
## \$781K MEDIAN SALES PRICE

Single-Family Homes Q4-2018



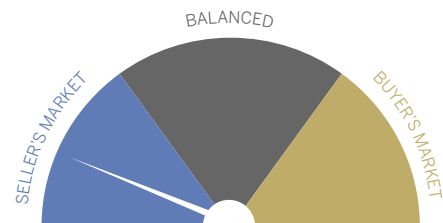
## MEDIAN SALES PRICE

Q4 2016–2018



## AVERAGE DAYS ON MARKET

Q4 2018–2016



## STATE OF THE MARKET

1.5 months of inventory  
(Based on Q4 housing inventory.)  
Seller's Market = 0 to 3 months inventory,  
Balanced Market = 3 to 6 months inventory,  
Buyer's Market = 6+ months inventory.)