

Realogics

Sotheby's
INTERNATIONAL REALTY

21 Quarterly Market Report

Nothing compares.

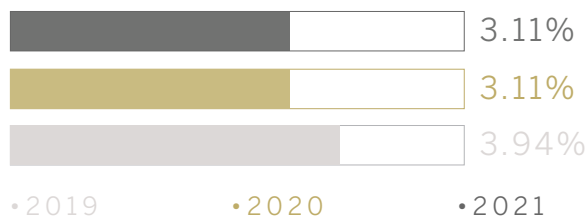
Seattle

Q4 OCTOBER - DECEMBER 2021

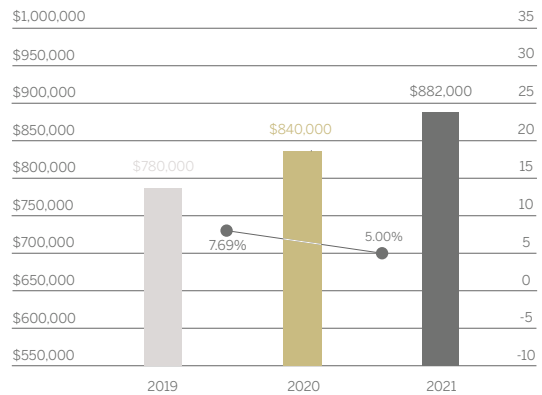
The Seattle market has been busy, but not enough to satisfy buyers. With only half a month of inventory available and the number of homes for sale down by almost 70 percent, it was the epitome of a seller's market. Year over year, the median sales price increased by only 5 percent, but it's the price per square foot that will likely lead to a lasting impact on sellers' listing prices. With an increase of nearly 18 percent, the price per square foot will impact the comparables that listing agents use to advise their clients on their home's listing price. And if inventory continues to stay low, with an expected buyer demand to remain steady, if not increase in the traditional spring selling season, the sellers will stay in the driver's seat, with the average days a home is on market at 17.

INTEREST RATES

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

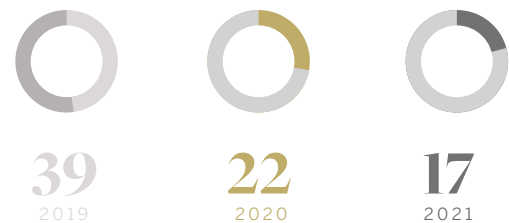


\$882K MEDIAN SALES PRICE
Single-Family Homes Q4-2021



AVERAGE DAYS ON MARKET

Q4 2019-2021



AVERAGE PRICE PER SQ. FT.

Q4-2021 vs. Q4-2020
↑(17.91%)

2021 **\$566**
2020 **\$480**

HOMES SOLD

Q4-2021 vs. Q4-2020
↓(-3.88%)



STATE OF THE MARKET

0.5 months of inventory - Seller's Market

(Based on Q4-2021 housing inventory. Seller's Market = 0 to 3 months inventory, Neutral Market = 3 to 6 months inventory, Buyer's Market = 6+ months inventory.)

