

# 22 Quarterly Market Report

Nothing compares.

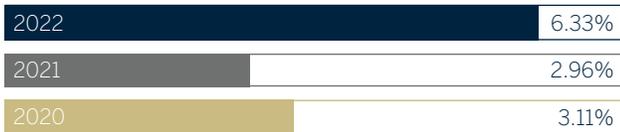
## Seattle

Q4 OCTOBER - DECEMBER 2022

Let's start with the drastic shift in numbers in Seattle's real estate market. The number of homes sold is down by nearly 50% compared to this time last year. The number of homes available for sale in Q4-2022 is up by 235% compared to Q4-2021. The average length of time a single-family home spends on the market is now about a month, compared to 17 days last year and 22 days the year before. The market has shifted, but in Seattle, homes are still in demand, and these numbers are much more reminiscent of our pre-pandemic statistics. The median sales price remained relatively flat year over year, and it's worth noting that there are two months of inventory. That's a significant uptick from the half-month available this time last year. But even with more homes on the market, the seller is still in the driver's seat—but expectations may need to be adjusted, including appropriate pricing, time on the market, and negotiating with a more empowered buyer.

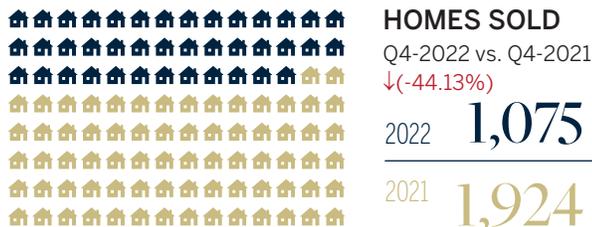
### INTEREST RATES

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 Q4 OVER THE LAST THREE YEARS



### AVERAGE PRICE PER SQ. FT.

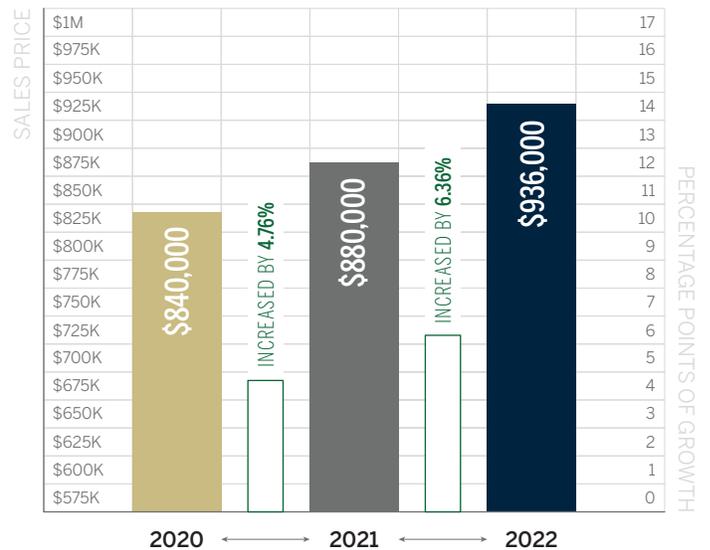
Q4-2022 vs. Q4-2021 ↓(-5.09%)



**\$936K**

### MEDIAN SALES PRICE

Single-Family Homes Q4-2022



### STATE OF THE MARKET

2.0 months of inventory - Seller's Market

(Based on Q4-2022 housing inventory. Seller's Market = 0 to 3 months inventory, Neutral Market = 3 to 6 months inventory, Buyer's Market = 6+ months inventory)

