Q2
2018

PACIFIC NORTHWEST MARKET REPORT

PUGET SOUND | SOUTHWEST WASHINGTON | OREGON

COLDWELL BANKER
BAIN

ABOUT COLDWELL BANKER BAIN

Coldwell Banker Bain is the #1 Coldwell Banker affiliate in the world with over $6 billion in volume in 2017, and has been helping people buy and sell homes in the Pacific Northwest since 1972. With 1,100+ brokers in 32 offices throughout Washington and Oregon, the company provides the full spectrum of services to buyers and sellers, with special expertise in the luxury realm. Additionally, the company has once again earned the national Coldwell Banker Chairman's Circle designation for outstanding performance in volume for 2017, ranking as a No. 1 network affiliate out of 3,000 offices in 48 countries. The company also provides services in property management, commercial real estate and real estate investment, and relocation management. Coldwell Banker Bain consistently ranks among the Top 20 Real Estate Companies in the nation as cited by Real Trends and RISMedia's Real Estate. For more information, visit coldwellbankerbain.com.

SECOND QUARTER NUMBERS

BELLEVUE, Wash. (July 17, 2018) – Coldwell Banker Bain, a leading provider of real estate brokerage services throughout Washington and Oregon, and a market leader in home sales in 2017,* releases its second-quarter market report providing a variety of statistics for the sale of homes in neighborhoods and counties throughout the Puget Sound region, as well as for segments including luxury and condos. The second-quarter report reflects activity between April 1, 2018 and June 30, 2018.*

Reflecting on the second-quarter numbers and feedback from brokers, **Mike Grady**, CB Bain President and COO, said, "While compared to last year the inventory increases are significant, the reality is that we still remain far below a balanced market of three to five months of inventory. Given we continue to see job growth in the region, we don't anticipate sharp decreases in inventories overall and expect only slight reduction of the pace of increasing prices for the balance of this year."

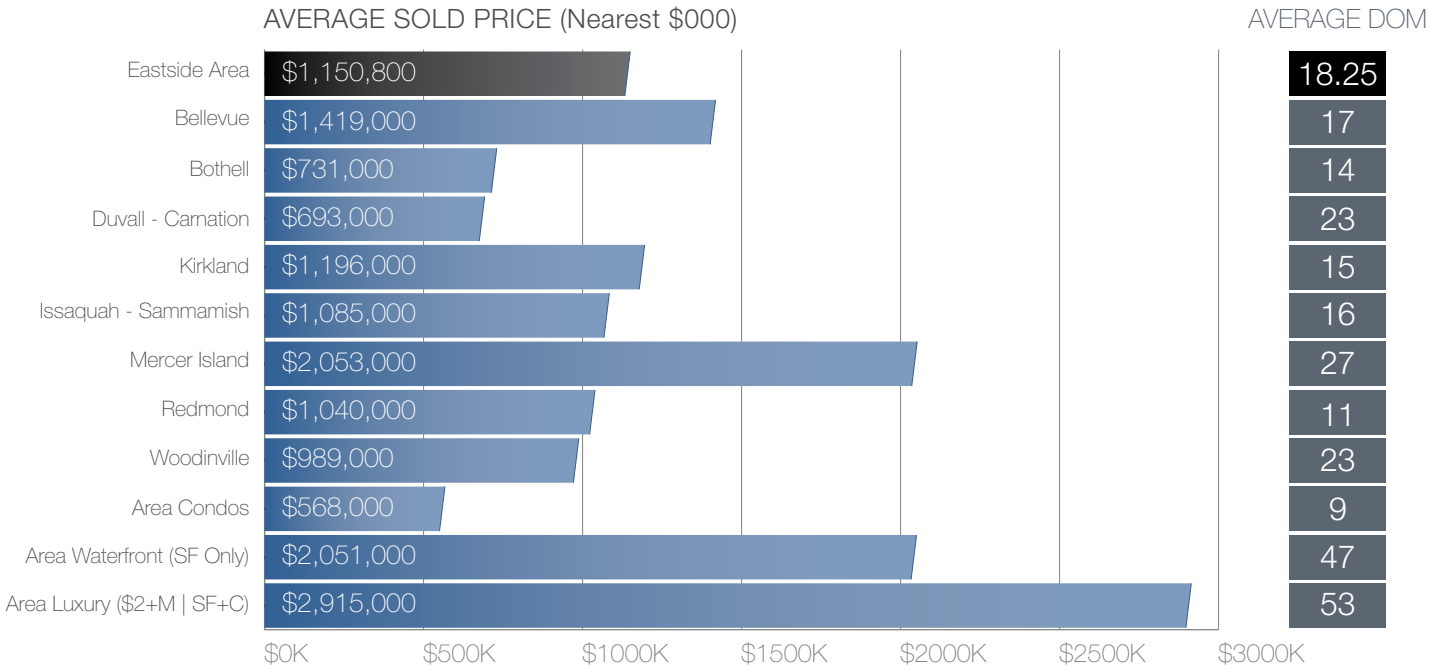
E.J. Bowlds, new Principal Managing Broker of the Coldwell Banker Bain of Bellevue office, said, "The number of listings on the Eastside continues to grow which will give some small relief to buyers who were disappointed this spring with extremely low numbers of listings and surging prices. However, even with aggregate standing inventory numbers up over 50% from mid-year 2017, we still have less than 1.5 months of inventory on the Eastside. Even with more homes to sell the number of pending (under contract but not closed) and closed sales fell 10.17% and 3.27% respectively from a year ago.

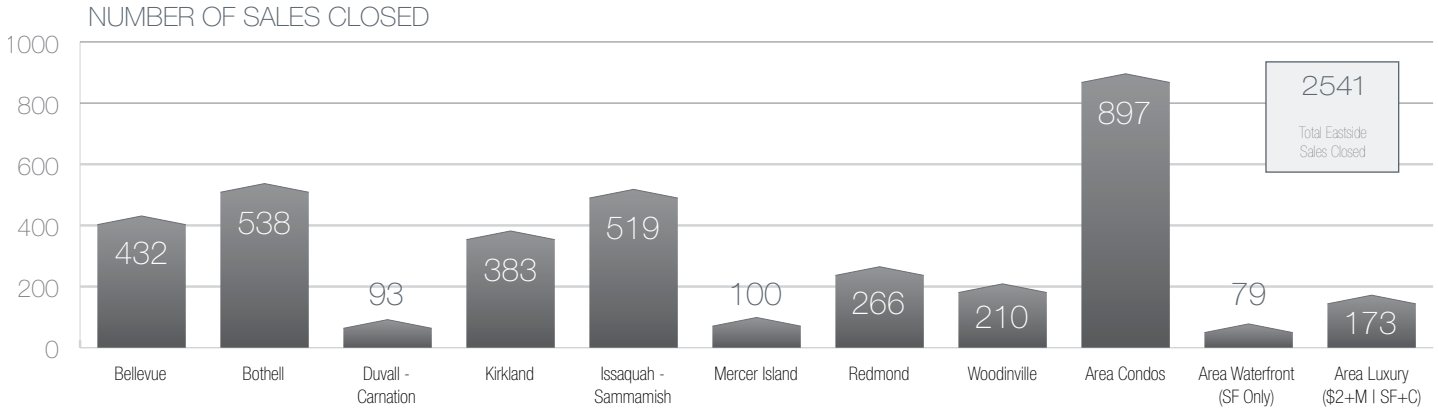
Median closed sales prices for homes on the Eastside were up over 10% in the second quarter which is somewhat lower than the Case-Schiller appreciation report, which for all of Puget Sound has been hovering near 12% for the past year plus. The median price for condominiums on the Eastside is up over 20% for the second straight quarter, up over 21% this quarter after being up over 25% in Q1. While true appreciation normally lags behind median closed sales prices, the condo market in the Eastside could still see final price rises for the year between 15 and 17%.

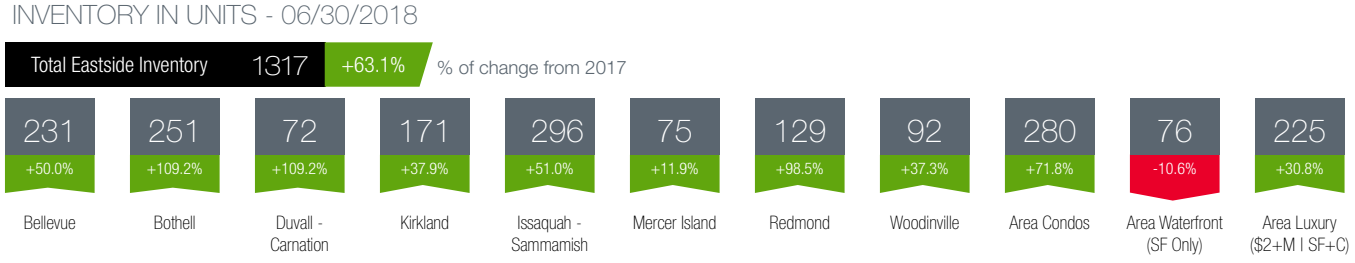
EASTSIDE AREA

Bellevue | Bothell | Duvall - Carnation | Kirkland | Issaquah - Sammamish | Mercer Island
Redmond | Woodinville

SINGLE FAMILY (SF), CONDO, WATERFRONT & LUXURY







John Deely, Principal Managing Broker for CB Bain's Lake Union, Madison Park and Magnolia offices, said, "Available inventory is increasing in all Seattle areas included in this report, except Magnolia. The same increase of inventory is being felt in most greater Seattle markets. Although this increase has made the available selection of properties better for buyers, it is still a sellers' market, though sellers are seeing more competition.

Market times are increasing with the luxury and waterfront markets and the latter is averaging close to 70 days on the market. Seattle's luxury residential, condo and waterfront markets are averaging just under $3 million with a slowing in the rate of price increase. We are seeing a decrease in multiple offers and fewer buyers participating in the bidding and a larger share of properties going past their offer review date with no offers in hand."

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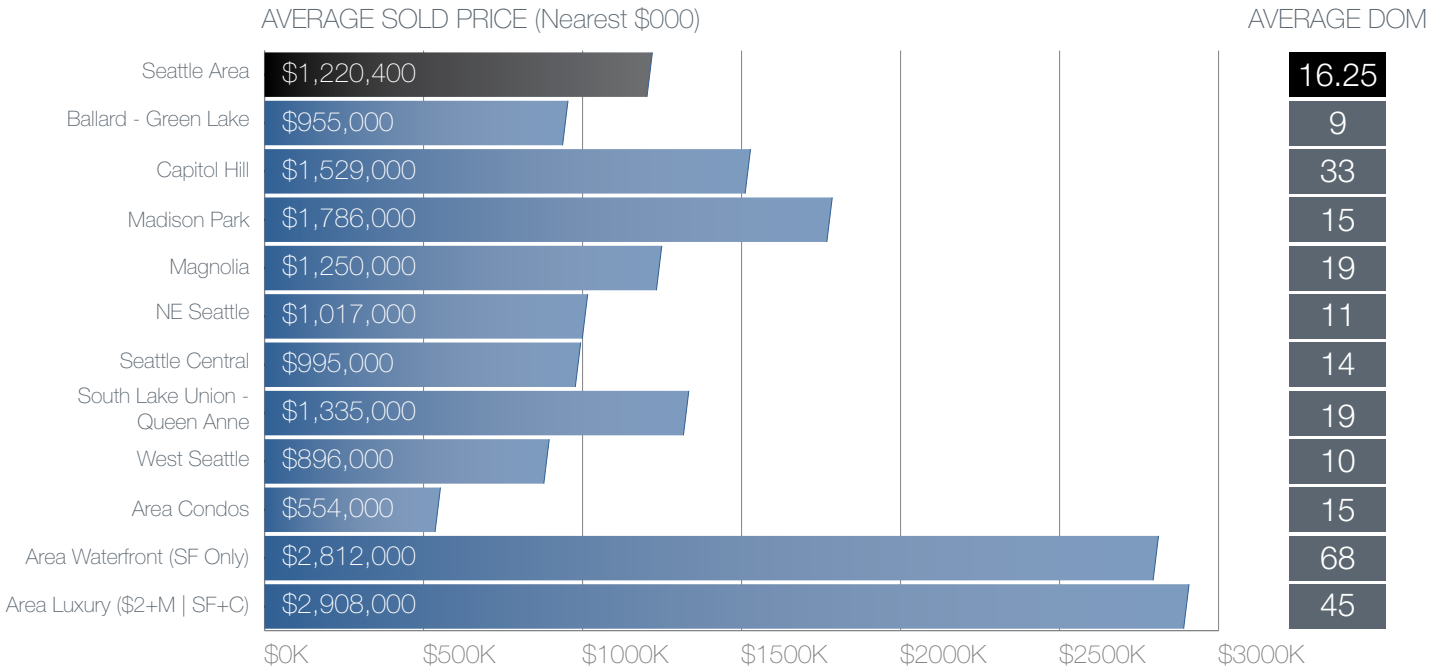
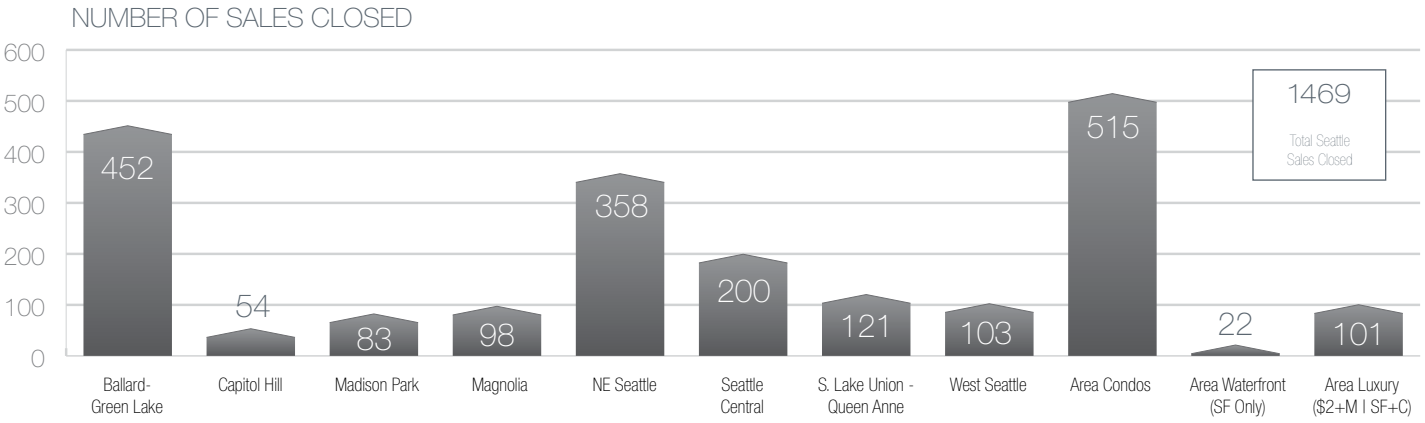
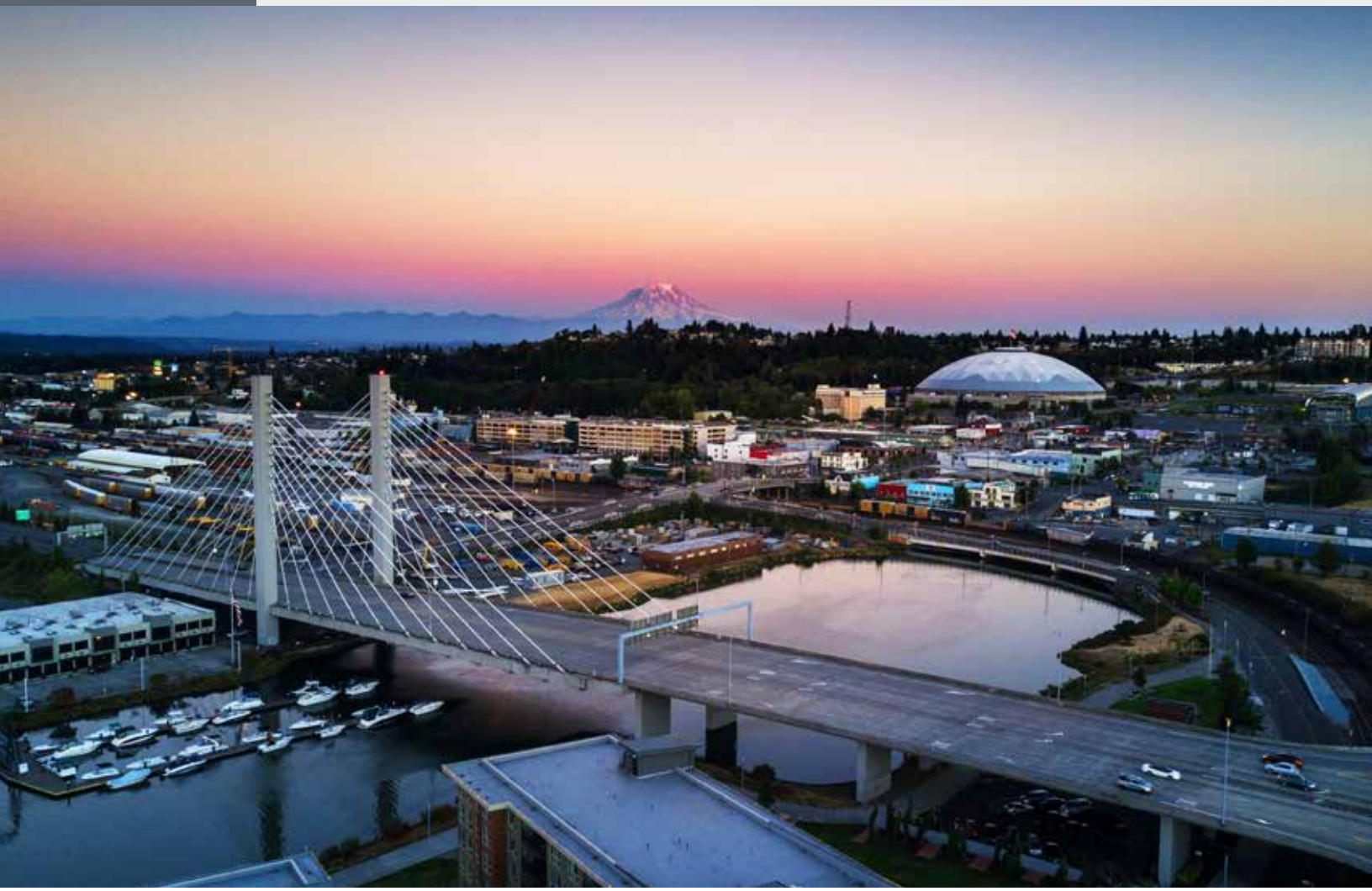
SEATTLE AREA

Ballard - Green Lake | Capitol Hill | Madison Park | Magnolia | NE Seattle | Seattle Central
South Lake Union - Queen Anne | West Seattle

SINGLE FAMILY (SF), CONDO, WATERFRONT & LUXURY







Stephanie Callen, broker in CB Bain's Puyallup office, said, "Pierce County is now kickin' it with average time on market at 20 days! Sales prices have been rising for the last five months and the average sale price is now close to $400,000. For homes under $350,000, the average time on market is 12 days – a year ago it was 21 days. Buyers and agents need to be quick on the draw and energetic to keep up with the pace.

Even though there are more homes on the market, sellers are still receiving multiple offers and buyers are pulling out all the stops with contingencies, pre-inspections and escalations. Back-up offers are extremely common. Our veterans and active duty buyers are still at a disadvantage as it can take longer to get a loan and home appraisal on VA loans. In the Pierce County luxury market, the absorption rate is almost four months and prices are starting to soften. It is, however, nice to see buyers have a few more home choices in the heat of the summer."

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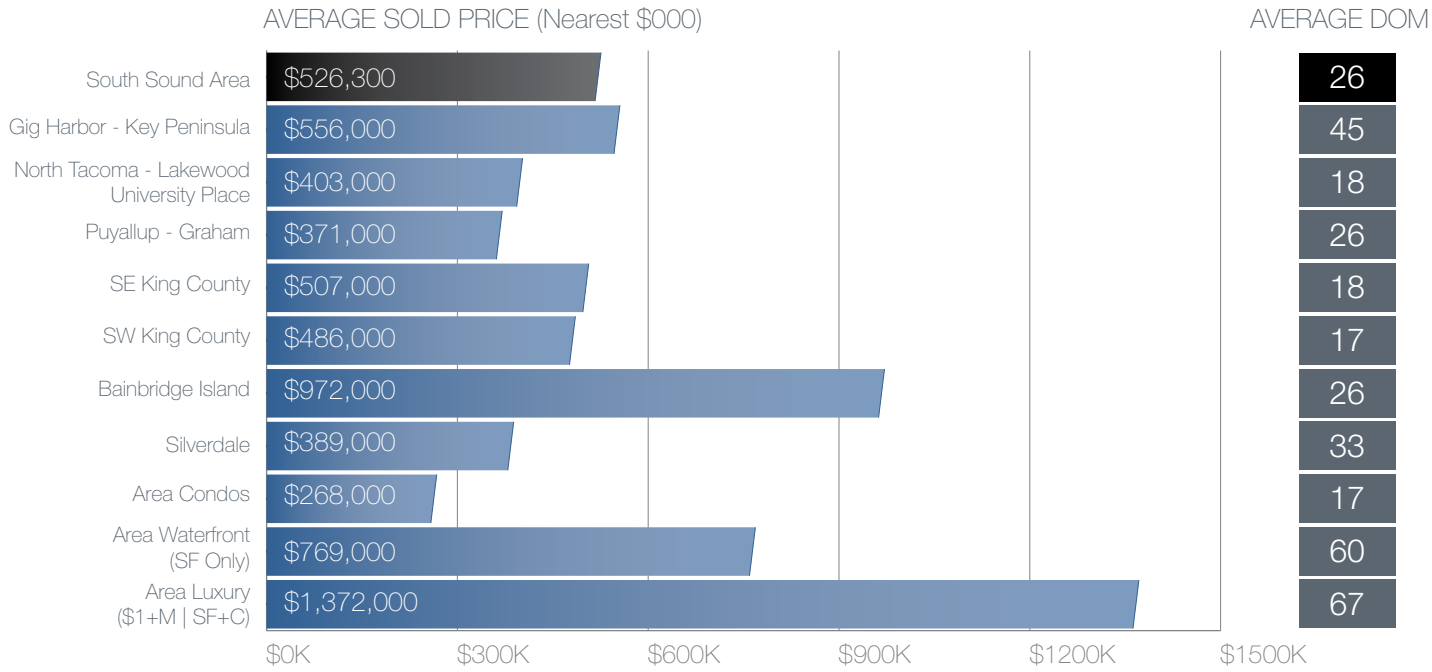
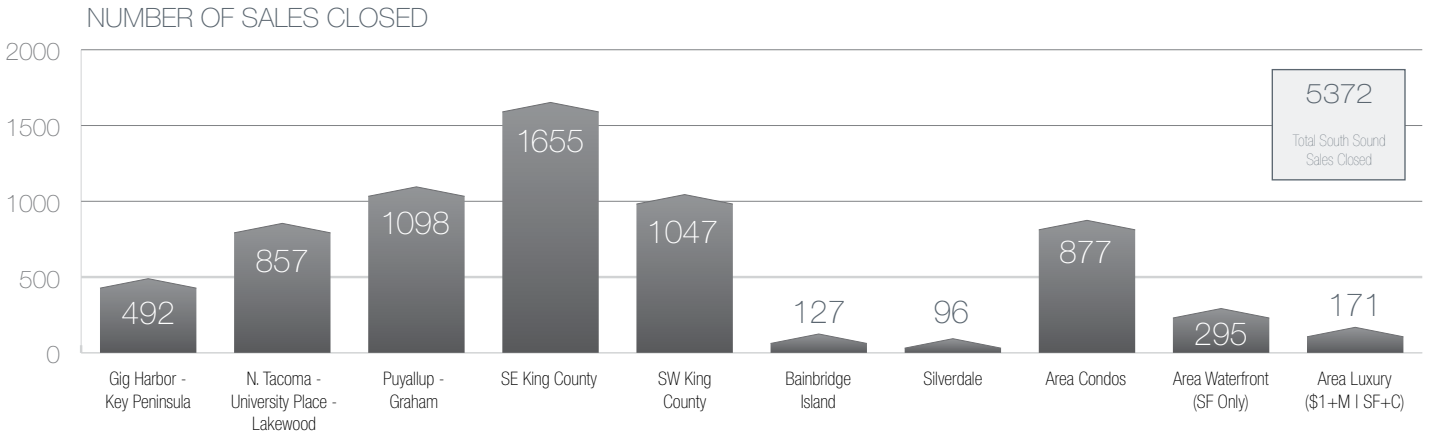
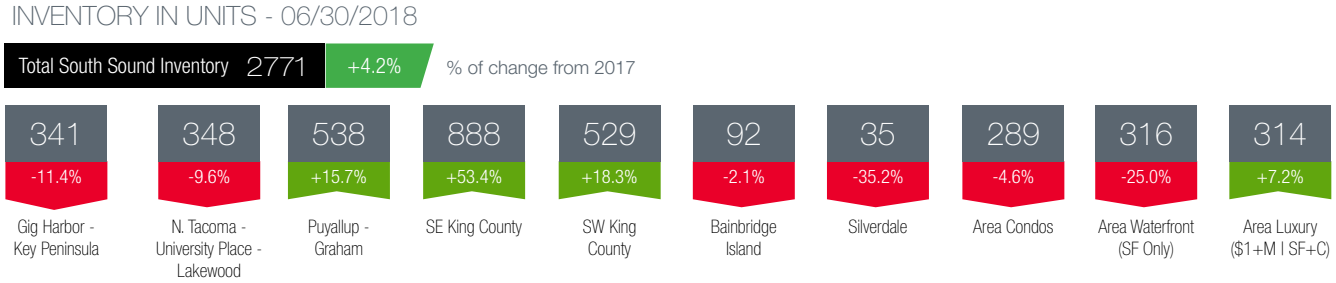
SOUTH SOUND AREA

Gig Harbor - Key Peninsula | North Tacoma - Lakewood - University Place | Puyallup - Graham
SE King County | SW King County | Bainbridge Island | Silverdale

SINGLE FAMILY (SF), CONDO, WATERFRONT & LUXURY







NORTH SOUND AREA (Snohomish, Skagit, Whatcom)

Michelle Van Tassell, Principal Managing Broker for CB Bain's Edmonds and Lynnwood offices, notes that the summer months have brought a shift to the Snohomish County market. "Time will only tell how much of a shift, but we are experiencing a window of opportunity for buyers reflected in a variety of ways: an increase in inventory over the same quarter last year, increased days on market in certain segments, and occasional price reductions as a result. Our buyers this quarter made less risky offers, with fewer above-list price offers; our sellers are carefully considering their initial pricing and the benefits to them when they provide buyers plenty of time and space for due diligence."

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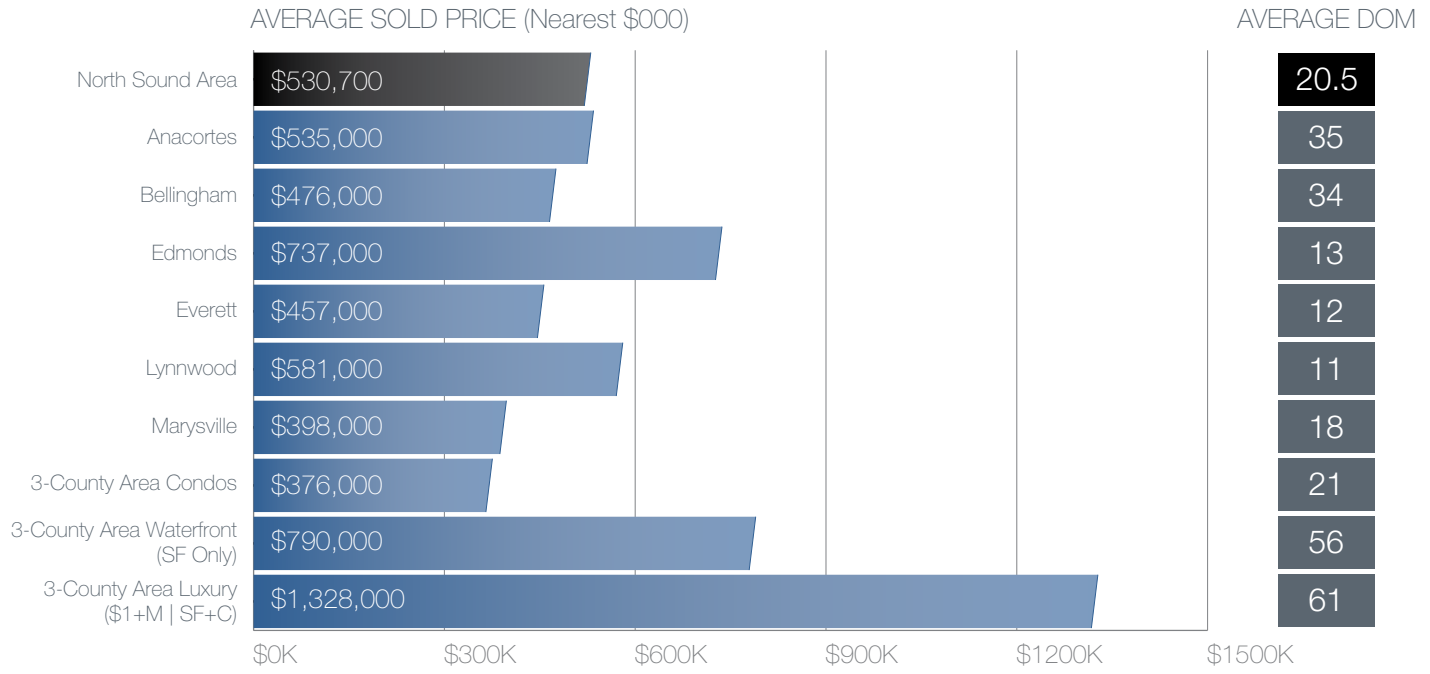
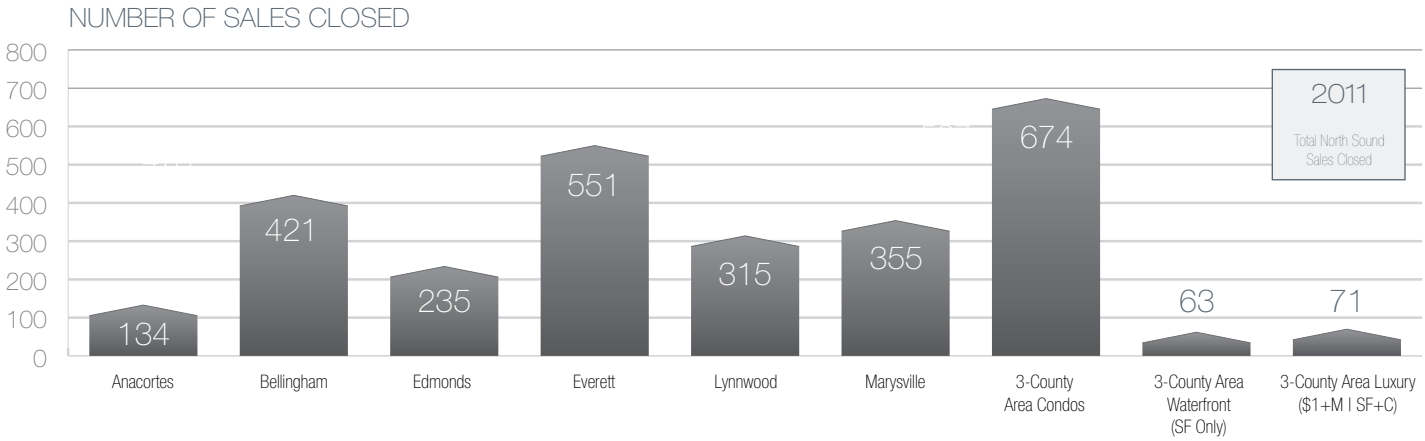
2018

NORTH SOUND AREA (Snohomish, Skagit, Whatcom)

Bellingham | Edmonds | Everett | Lynnwood

SINGLE FAMILY (SF), CONDO, WATERFRONT & LUXURY





INVENTORY IN UNITS - 06/30/2018

Total North Sound Inventory 944 +10.2% % of change from 2017

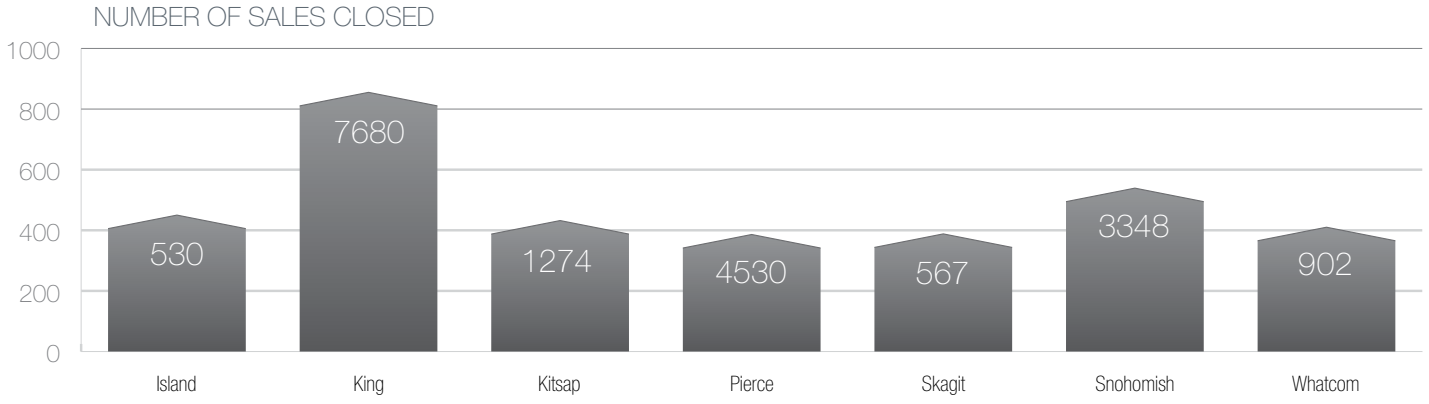
Anacortes	Bellingham	Edmonds	Everett	Lynnwood	Marysville	3-County Area Condos	3-County Area Waterfront (SF Only)	3-County Area Luxury ($1+M | SF+C)
132	228	109	194	152	129	176	77	103
+4.0%	-12.3%	+47.3%	+4.8%	+24.6%	-7.2%	-4.3%	+21.2%	+21.2%

PUGET SOUND AREA COUNTIES

PUGET SOUND AREA COUNTIES

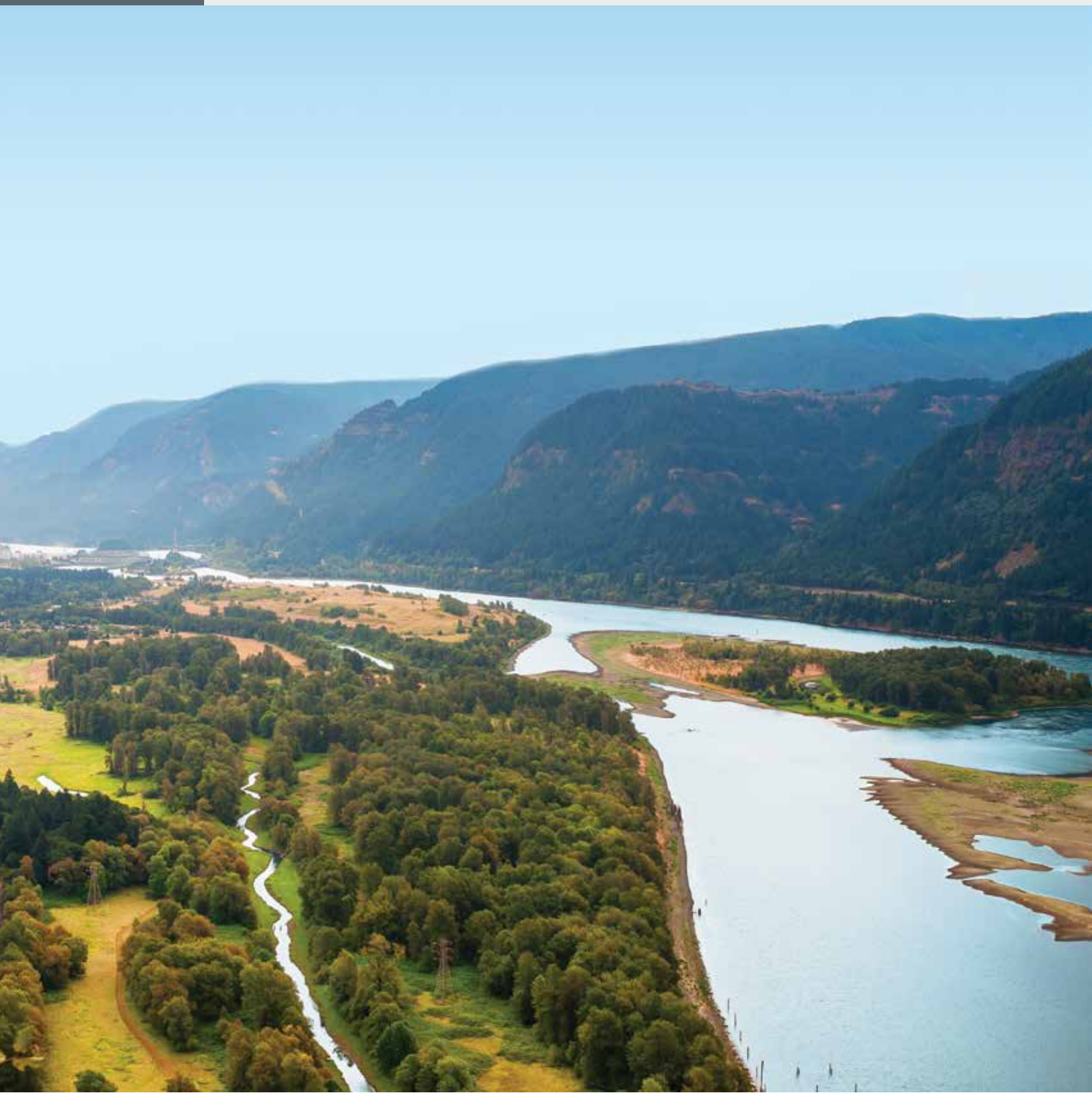
Island | King | Kitsap | Pierce | Skagit | Snohomish | Whatcom

SINGLE FAMILY (SF), CONDO



INVENTORY IN UNITS - 06/30/2018 % of change from 2017

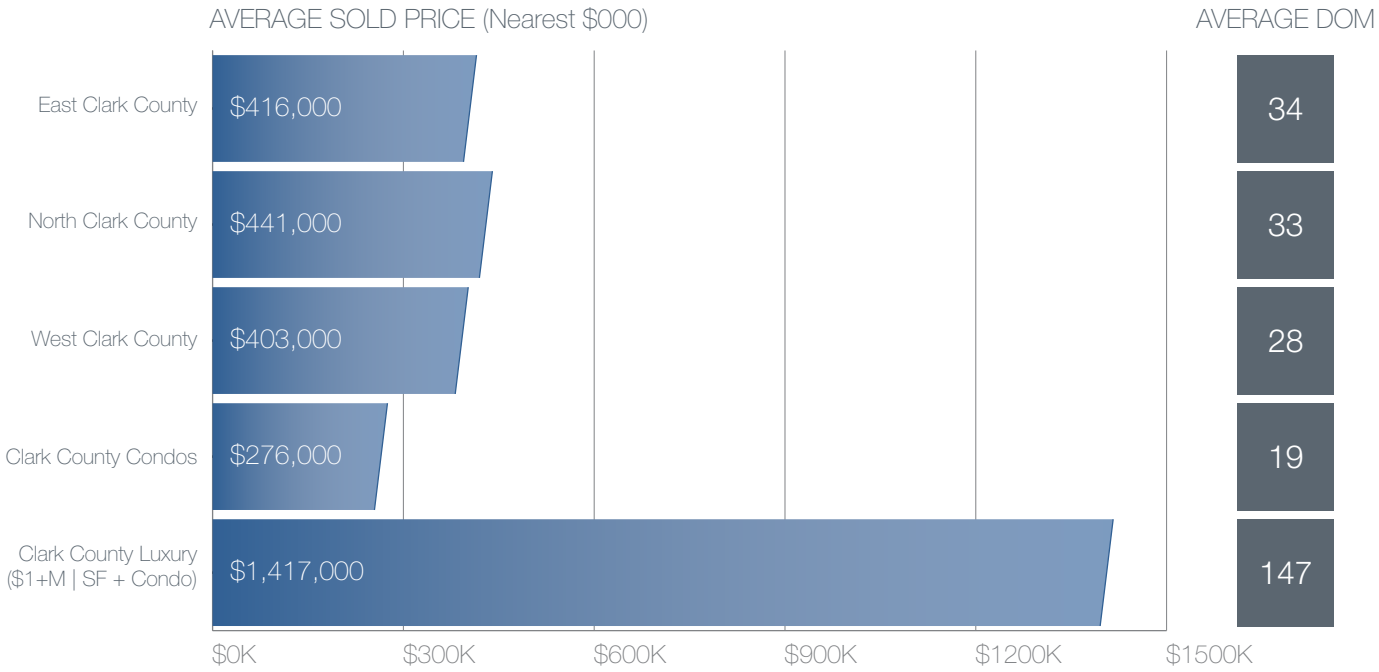
Island	King	Kitsap	Pierce	Skagit	Snohomish	Whatcom
333	3769	591	2123	432	1576	619
-25.0%	+44.0%	-20.0%	-3.3%	+3.8%	+15.4%	-15.2%

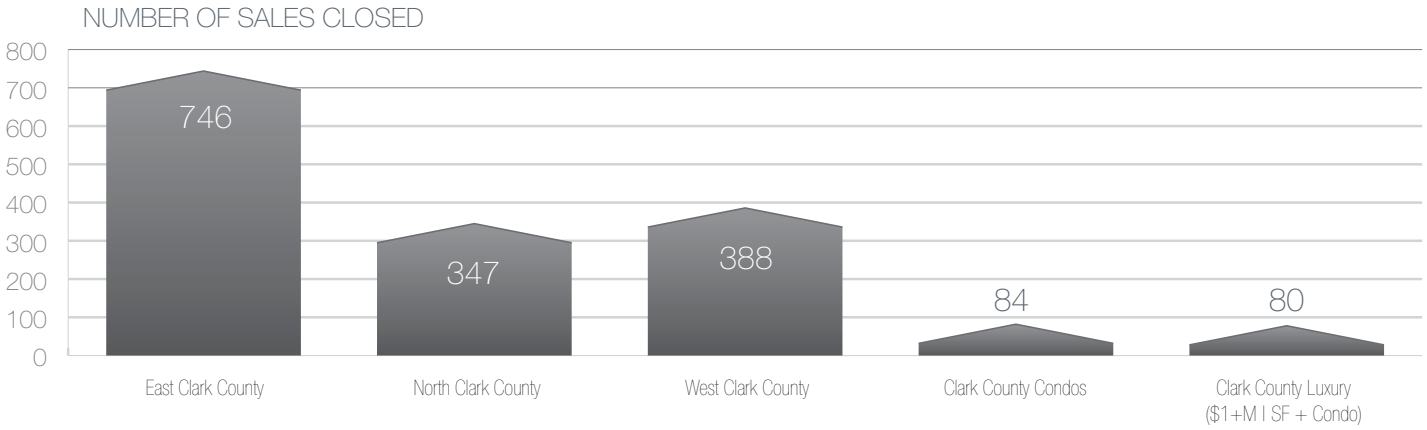


SOUTHWEST WASHINGTON

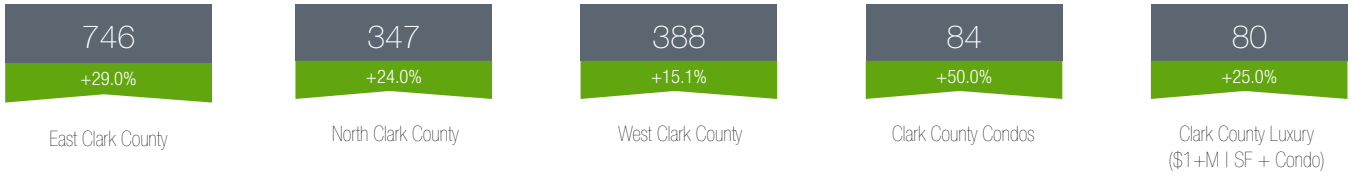
East Clark County | North Clark County | West Clark County

SINGLE FAMILY (SF), CONDO & LUXURY





INVENTORY IN UNITS - 06/30/2018 % of change from 2017

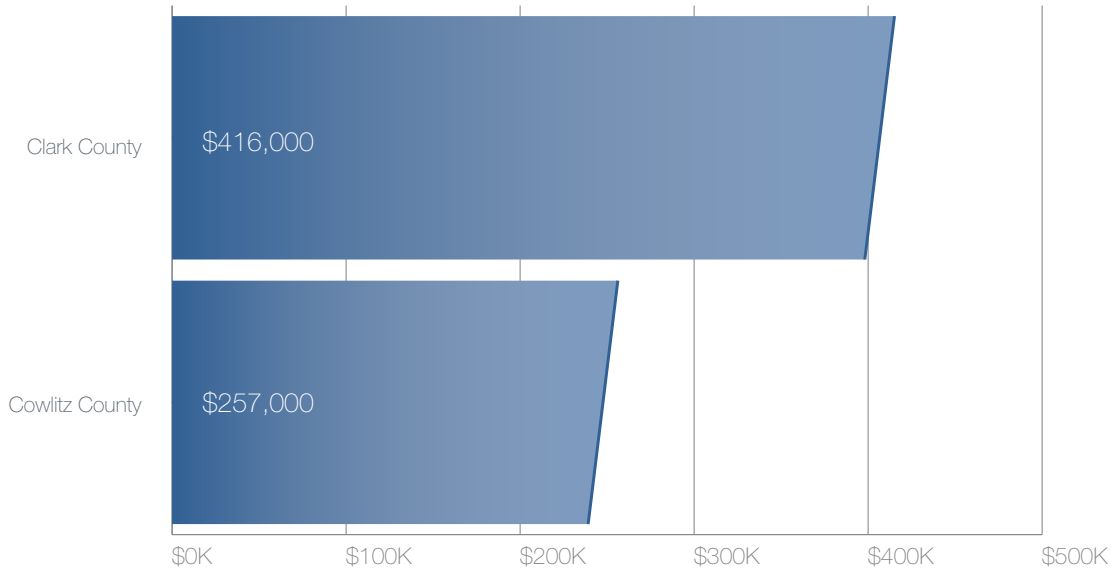


SOUTHWEST WASHINGTON COUNTIES

Clark County | Cowlitz County

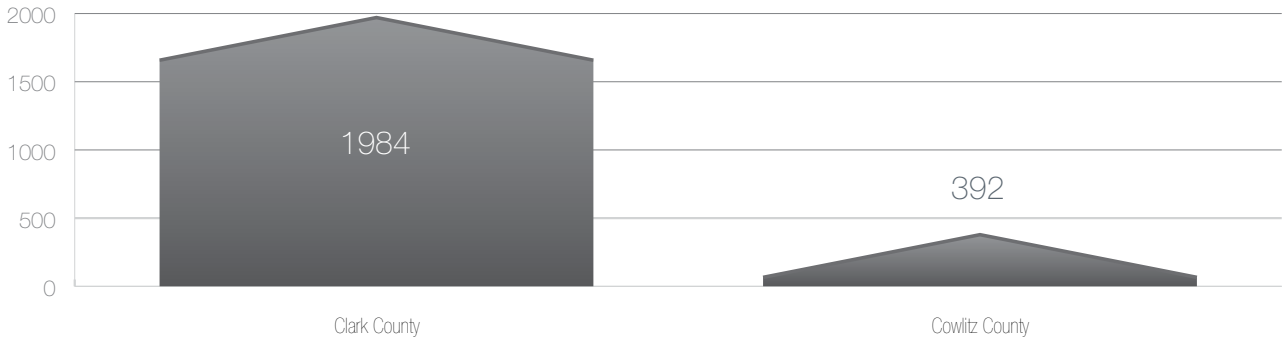
SINGLE FAMILY (SF), CONDO

AVERAGE SOLD PRICE (Nearest $000)

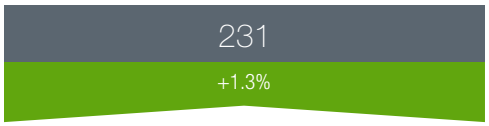


AVERAGE DOM

NUMBER OF SALES CLOSED



INVENTORY IN UNITS - 06/30/2018 % of change from 2017



"The Cowlitz County market is still hot, with many people moving here from Clark County and California because of affordability. Our average sales price is close to $240,000 which is about $100,000 less than in Vancouver. Our inventory is low -- maybe as low as we've seen since 2006. Prices are still going up, anywhere from 5% to 10% depending on the area compared to the same time last year. We anticipate this year and the next year will be very similar to 2017, as long as we can find inventory. Sellers are still worried if they sell their home that they won't be able to find another one to replace it," said **Kevin Stonelake**, Principal Managing Broker for CB Bain of Longview.

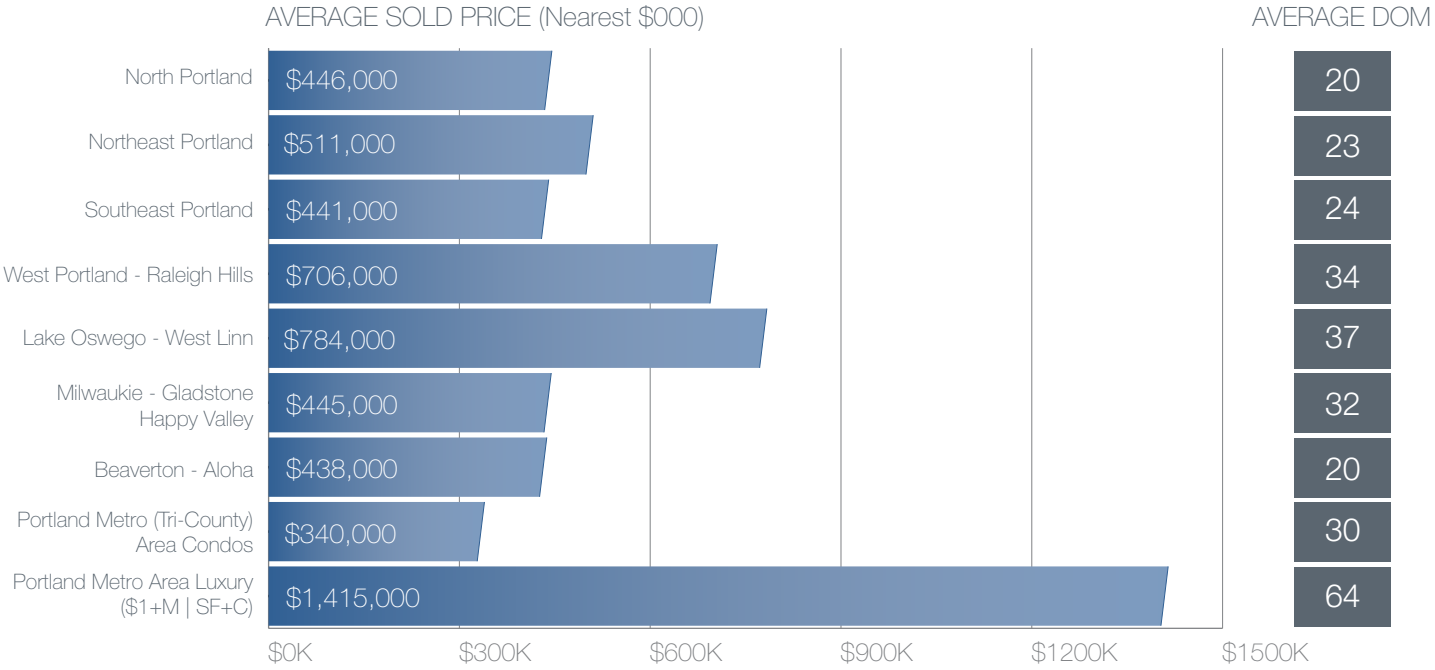
PORTLAND, Oregon (July 17, 2018) – Coldwell Banker Bain, a leading provider of real estate brokerage services throughout Washington and Oregon, and a market leader in home sales in 2017,* releases its second-quarter market report providing a variety of statistics for the sale of homes in neighborhoods and counties in SW Washington and Oregon, as well as for segments including luxury and condos. This second-quarter report reflects activity between April 1, 2018 and June 30, 2018.*

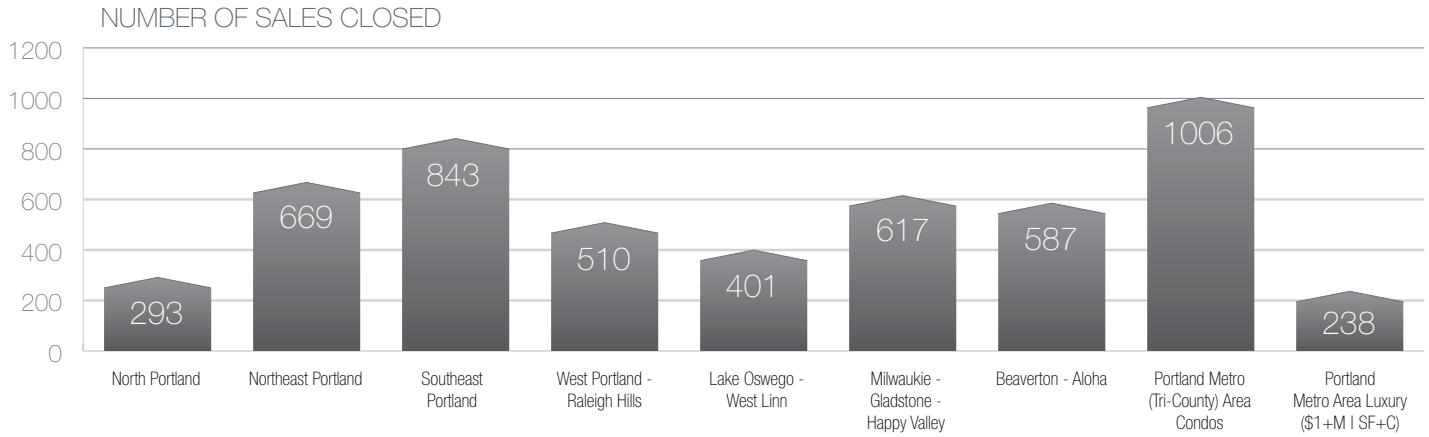
Ward Spears, CB Bain's Oregon Regional Manager, said, "A new factor in the mix is the increase in mortgage rates that has somewhat impacted affordability. While interest rates remain low by historical standards, generally home buyers have become accustomed to a very low cost of financing that has been surprisingly stable for a number of years. The market remains friendly to "well-prepared" sellers, as we're seeing an increase in price reductions which affects sellers who don't take the time to properly price their home or prepare its condition for sale. As we see a slight shift in the market, choosing an agent who can help with this process is more important than ever."

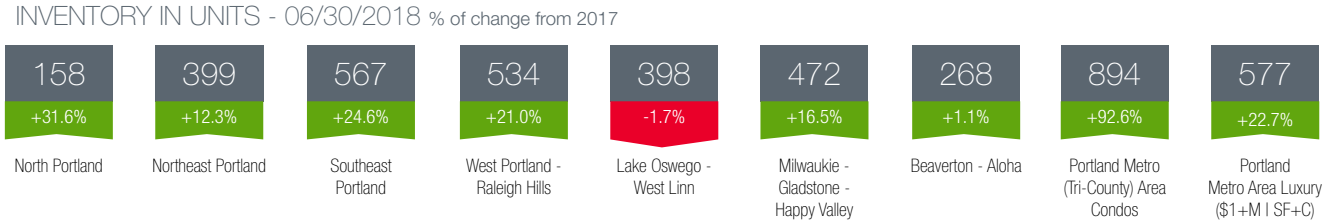
PORTLAND OREGON REGION

Beaverton -Aloha | Lake Oswego - West Linn | Milwaukie - Gladstone - Happy Valley | North Portland
Northeast Portland | Southeast Portland | West Portland - Raleigh Hills

SINGLE FAMILY (SF), CONDO, & LUXURY







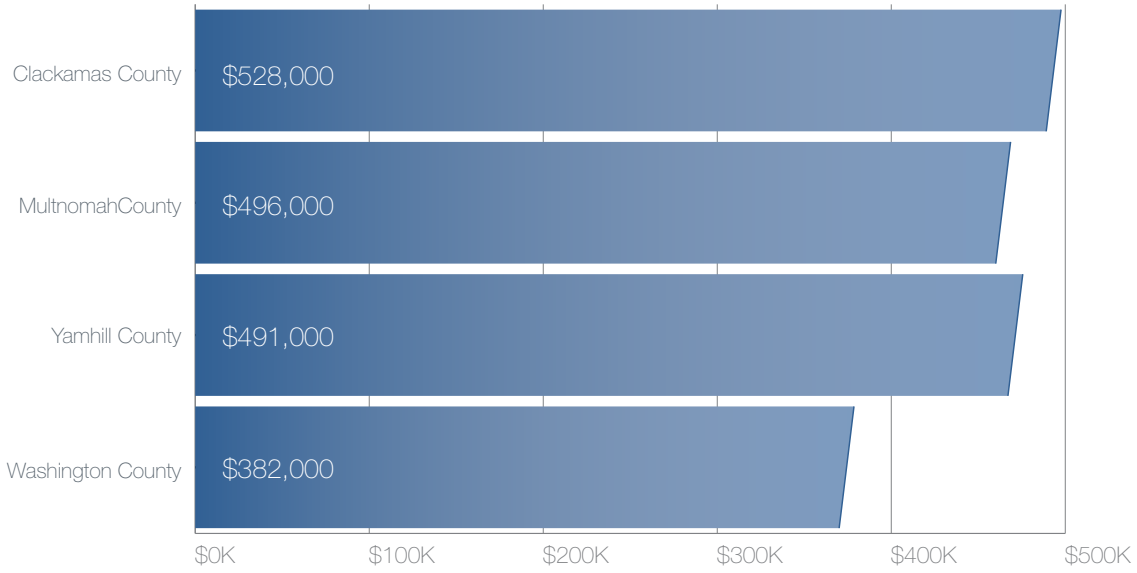
Ward Spears, principal managing broker of the CB Bain of Lake Oswego office, said, "While the real estate market in the communities that surround Lake Oswego remain friendly to well-prepared sellers, we have seen a little softening from the feverish pace of the recent past. In part, this can be attributed to seasonality, historically home buyers who are concerned about closing before the school year begins prefer to not wait until the last minute to decide on a home and move in before the start of the school year."

OREGON REGION COUNTIES

Clackamass County | Multnomah County | Yamhill County | Washington County

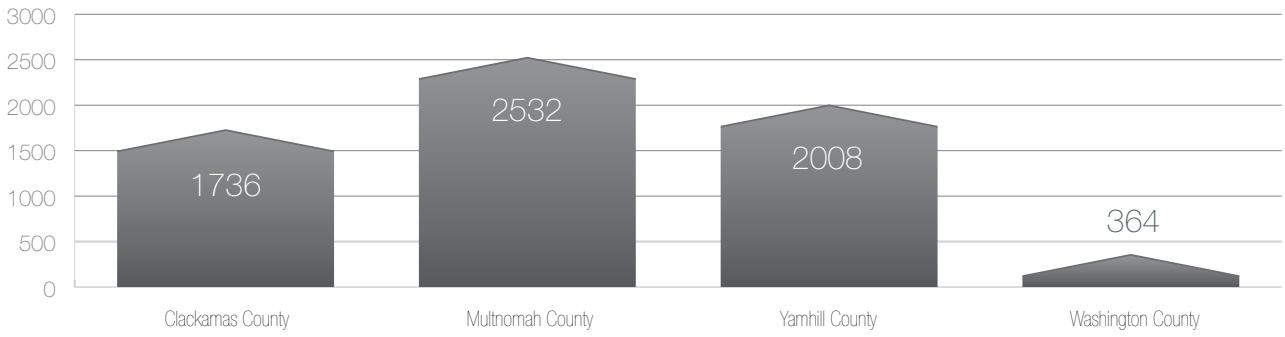
SINGLE FAMILY (SF), CONDO

AVERAGE SOLD PRICE (Nearest $000)



AVERAGE DOM

NUMBER OF SALES CLOSED



INVENTORY IN UNITS - 06/30/2018 % of change from 2017

"Our market in Clackamas County remained strong in the second quarter and is ramping up for the third. New construction seems to be in popular demand starting around $450,000," said **Penny Yaw**, Principal Managing Broker of CB Bain's Oregon City office.

COLDWELL BANKER BAIN

*Information and statistics derived by CB Bain from the Northwest Multiple Listing Service (NWMLS) each quarter. Statistics not compiled or published by the NWMLS.