



Mariko Mitsui



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## Northwest MLS brokers not seeing much seasonal slowdown, say buyers still need to be bold

Historically soggy weather and the onset of holidays did not deter thousands of buyers and sellers during November, based on the latest report from Northwest Multiple Listing Service. Numbers for new listings, pending sales, and closed sales were comparable to year-ago totals, while prices rose a little more than 15%.

Northwest MLS figures show 8,571 pending sales across 26 counties last month, nearly matching the year-ago total of 8,584 mutually accepted offers. The 8,976 closed sales marked a slight improvement on twelve months ago when MLS members tallied 8,875 completed transactions (up 1.14%).

“Typically, we see a lull of sales activity during late fall and into early winter. While there are fewer transactions at this time of year, the intensity for each new listing going under contract is extremely high,” J. Lennox Scott, chairman and CEO of John L. Scott Real Estate remarked, noting there were substantially more homes going under contract (8,571) than there were new listings (6,455).

Area-wide, there were 4,621 active listings of single family homes and condominiums at month end, down nearly 29% from a year ago when there were 6,505 listings. The selection at month end amounted to about two weeks of supply (0.51 months). Five counties had even less supply: Snohomish (0.24 months), Thurston (0.35) King (0.38 months), Clark (0.39) and Pierce (0.44 months).

NWMLS board member John Deely, executive vice president of operations at Coldwell Banker Bain, observed King County prices, currently at \$740,000, have been trending downward since July when this year’s prices peaked at \$789,000. Total active listings are spiraling downward as well, with King County’s supply down 60% from a year ago, which he said “speaks to the continued inventory crunch.”

“To put this into further perspective, King County had only 1,149 active listings at the end of November – the lowest inventory I can remember – and a 90% decrease since November 2010 when there were 11,867 active listings,” Deely commented, adding, “This is hampering existing sellers from moving up. Baby boomers find themselves in large homes and not needing the space, but they are hesitant to sell without a place to go should they want to stay in the region.”

On a brighter note, Deely said new financing options are expected to develop during 2022. He mentioned the “modern bridge loan,” which would give homeowners the ability to sell their current residence after they’ve found and purchased their new home.

Looking ahead to 2022, Matthew Gardner, chief economist at Windermere Real Estate expects the pace of appreciation “to slow significantly” from levels seen this year. “In fact, I predict single family prices will increase by around 8% in King and Snohomish counties, and by almost 11% in Pierce County. Although still well above the long-term averages, affordability issues and modestly rising interest rates will take some of the steam out of the market in 2022,” he added.

for vehicular traffic sometime in mid-2022. The city closed the bridge in March 2020 after questions were raised about its structural integrity following the discovery of cracks in the bridge. The city had to decide if it wanted to erect a new bridge in its place or repair the existing bridge, which opened in 1984 and was projected to have a life of at least 40 years. The city opted to repair the bridge in order to open it sooner for the thousands of motorists who use it every day.

## Breakouts! – Residential SOLD Average Nov.2021 (King/Snohomish County) SOLD Average

Area (Area Code)	Average \$		2021 VS 2020
	Nov. 2021	Nov. 2020	
Auburn-Federal Way (110-310)	\$ 609,092	\$ 494,861	23.08%
Kent-Maple Valley (320-340)	\$ 727,775	\$ 576,901	26.15%
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SODO-Beacon Hill (380-385)	\$ 769,597	\$ 716,250	7.45%
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Issaquah-Sammamish (540)	\$1,385,294	\$1,093,548	26.68%
Juanita-Bothell-Woodinville (600)	\$1,230,852	\$ 963,048	27.81%
Bothell North-Mill Creek (610)	\$1,064,923	\$ 808,005	31.80%
Edmonds-Lynnwood (730)	\$ 872,260	\$ 694,086	25.67%
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\*Condominium SOLD Average

## Consumers gloomiest in a decade, but still a great time to sell

The chief finding from Fannie Mae's November National Housing Survey (NHS) was an increase in consumer pessimism. The company says respondents to the right track/wrong track question expressed the most downbeat attitude in 10 years. Seventy percent of those expressing an opinion about the direction of the economy said it was on the wrong track, a 5 point month-over-month increase. Only 22 percent chose the opposite answer.

Consumers still overwhelmingly think it is a good time to sell, with 74 percent making that claim.

Market Activity Summary for November 2021						
Single Family Homes & Condos	Listings		Pending	Closing Sales		
	New Listings	Total Active		# of Closings	Average Price	Median Price
King	2,068	1,149	2,791	3,045	\$946,823	\$740,000
Snohomish	951	325	1,224	1,339	\$724,822	\$658,505
Pierce	1,116	670	1,555	1,522	\$557,562	\$505,000
<b>Total</b>	<b>4,135</b>	<b>2,144</b>	<b>5,570</b>	<b>5,906</b>	<b>\$743,069</b>	<b>\$634,502</b>

## West Seattle Bridge to be opened in mid-2022

Mayor Jenny Durkan said that crews working to repair the West Seattle Bridge are on track to finish the project and have the bridge back open

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Weekly Primary Mortgage Market Survey® (PMMS®)				
December 9, 2021	30-Yr FNMA	30-Yr FHA	15-Yr FNMA	5/1 ARM
Regional Breakdown				
Average Rates	2.875%	2.250%	2.25%	-
Fees & Points	*All loans are with a one point origination fee.			
APR	2.989%	3.103%	2.456%	-

\*\*\*\* 5/1 ARM's are not pricing right now due to liquidity issues with the Forbearance due to COVID 19

\*\* Owner Occupied / Single Family Residence  
740 credit score and 20% down payment for conventional



三井まりこ オスタバーク 真理子

## 住宅販売の季節的な低迷はほぼ見られず、買い手は今後も大胆である必要があるとNWMLSブローカー

NWMLSが発表した最新レポートによると、11月は、歴史的な大雨とホリデーシーズンの始まりにも関わらず、何千人もの買い手や売り手が売買活動に励んだ。新規登録物件、販売契約件数、販売件数は去年同時期並だった一方で、価格は15%強上昇した。

NWMLSの数値によると、26郡全域における11月の販売契約件数は8,571戸で、去年同時期の双方合意済み契約数 8,584戸にほぼ並んだ。販売件数は8,976戸で、去年同時期の8,875戸からやや改善した(1.14%増)。

「例年は、晩秋から初冬にかけて販売活動が一服する。この時期は、売買件数は減るものの、新規登録物件が契約に至るまでの競争は非常に激しい」とJohn L. Scott Real Estate会長兼CEOのJ. Lennox Scott氏は述べ、契約件数(8,571戸)が新規登録物件(6,455戸)を大幅に上回ったことを指摘した。

エリア全体では、月末時点の戸建ておよびコンドミニアムの売り出し中物件は4,621戸で、去年同時期の6,505戸から29%減少した。月末時点の物件数は、約2週間分(0.51ヵ月)の供給に相当する。5つの郡の供給はそれ以下で、Snohomish郡は0.24ヶ月分、Thurston郡は0.35ヶ月分、King郡は0.38ヶ月分、Clark郡は0.39ヶ月分、Pierce郡は0.44ヶ月分にとどまった。

NWMLSの理事会メンバーで、Coldwell Banker Bainのオペレーション部門エグゼクティブ・バイス・プレジデントであるJohn Deely氏は、現在\$740,000となっているKing郡の価格は、今年ピークに達した7月の\$789,000以降、下落傾向にあると指摘した。売り出し中物件数も減少の一途をたどっており、King郡の供給量が去年同時期に比べて60%も減少している状況を、同氏は「在庫不足が続いていることを物語る」と評した。

「より大局的な見方をすると、King郡の11月末の売り出し中物件はわずか1,149戸で、これは私が記憶する限り最も少ない在庫であり、11,867戸だった2010年11月から90%も減少している」とDeely氏はコメントし、「これが既存の売り手の動きを妨げている。ベビーブーマー世代は、必要以上に大きな家に住んでいる。しかし、地元に残りたいと思ったときに、住み替え先がないと売却をためらってしまう」と述べた。

明るい話題として、Deely氏は、2022年中に新たな資金調達手段が開発される見込みであると語った。同氏は、新しい家を見つける購入後に現在の住居を売却できるようにする「モダン・ブリッジ・ローン」を挙げた。

2022年の展望について、Windermere Real EstateのチーフエコノミストであるMatthew Gardner氏は、価格上昇のペースは今年の水準から「大幅に鈍化する」と予想している。「実際のところ、戸建て住宅価格は、King郡とSnohomish郡で8%程度、Pierce郡で11%近く上昇すると予測している。依然として長期的な平均値を大きく上回るものの、値ごろ感の問題や緩やかな金利上昇により、2022年には市場がやや沈静化するだろう」と同氏は述べた。

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## West Seattle Bridge、2022年半ばに再開通へ

シアトル市のJenny Durkan市長は、West Seattle Bridgeの修復作業は順調に進んでおり、2022年半ばには車両通行が再開すると

発表した。橋に亀裂が見つかり構造上の問題が懸念されたことから、市は2020年3月に橋を閉鎖した。橋は1984年に開通し、最低40年間は利用可能と想定されていたが、新しい橋を建て替えるか、または既存の橋を修理するかについて、市は決断を迫られた。市は、毎日何千人ものドライバーが利用する橋を早期に開通させるために、橋の修理を選択した。

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## 消費者マインドは過去10年で最低も、家売るなら絶好の時期

ファニーメイ(連邦住宅抵当金庫)の11月全米住宅調査(NHS)から得られた主な知見は、悲観的な消費者意識が増加したことだ。同社によると、「景気は上向しているか、下向しているか」という質問に対し、回答者は過去10年間で最も悲観的な見方を示したという。景気の動向について意見を述べた人の70%が「景気は下向している」と回答しており、前月比で5ポイント上昇した。反対の回答を選んだのはわずか22%だった。消費者は、依然として圧倒的に「今が家の売り時」と考えており、74%がそのように回答している。

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