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Northwest MLS brokers report gains in new listings, closed sales, prices versus year ago

September's housing market remained "very active" to "frenzied" around Washington state with brokers reporting year-over-year (YOY) gains in new listings, closed sales, and prices. Brokers with Northwest Multiple Listing Service also detected growing stability in the condominium market.

A new report from Northwest MLS shows brokers added slightly more new listings last month (11,373) than a year ago (11,210). That volume, which includes single-family homes and condominiums, nearly matched the total for August (11,437), and barely outgained the number of pending sales (11,318) for the 26 counties in the report.

Compared to the same month a year ago, pending sales slipped about 6% (11,318 versus 12,053). Despite that drop, J. Lennox Scott, chairman and CEO of John L. Scott Real Estate, noted the number of mutually accepted offers in the Puget Sound region (King, Kitsap, Pierce and Snohomish counties) made last month the MLS' second-best September, based on records going back to 2003. Last year's 4-county total of 8,606 pending sales is the highest volume for that timeframe spanning nearly two decades.

Low inventory continues to pose challenges for buyers. At month end, Northwest MLS members reported 7,757 total active listings system-wide. That marked a slight improvement from August when there were 7,425 active listings, but it was a drop of nearly 14.8% from twelve months ago.

As of the end of September, there was about three weeks of supply (0.75 months), slightly better than August (0.70 months), but less than the same month a year ago (0.89 months). There has not been more than one month of supply since July 2020 when it reached 1.04 months.

"With decreases in active listings in King and Snohomish counties, price pressure may increase in urban areas of the region as people return to the city for work," suggested James Young, director of the Washington Center for Real Estate Research at the University of Washington.

One option for those wanting to live near urban job centers in anticipation of workplace reopenings may be condos.

"I'm happy to report that the Seattle-area condominium market, which was negatively impacted by COVID-19, has stabilized, reporting consistent increases in both sales and prices," noted Matthew Gardner, chief economist at Windermere Real Estate.

In King County, Northwest MLS figures for September show a 20% jump in the number of condos that closed during September compared to a year ago; within the Seattle map areas, closed sales were up more than 34%. (King County currently accounts for about 70% of condo inventory and 60% of condo closed sales.) Condo prices rose more than 8% countywide.

According to NWMLS data, a single-family home that sold in King County last month had a median selling price of \$825,600, while for condos it was \$466,501.

intends to sell or move into the property, or if an affidavit declares there are health and safety issues to the property created by the occupant. The moratorium on evictions was first enacted at the start of the pandemic to aid struggling tenants who lost income. The governor's office says they hope the one-month extension will give counties more time to get relief funds to renters.

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*Belltown-Downtown Seattle(701)	\$ 748,569	\$ 796,775	-6.05%
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Shoreline/Richmond Beach (715)	\$ 939,803	\$ 820,445	14.55%
Bellevue Downtown (520)	\$5,160,621	\$2,916,878	76.92%
Mercer Island (510)	\$3,185,879	\$2,111,437	50.89%
Bellevue South-Newcastle (500)	\$1,690,283	\$1,203,990	40.39%
Renton Highlands-Downtown (350)	\$ 777,831	\$ 736,434	5.62%
Microsoft-Bellevue East (530)	\$1,494,397	\$1,223,756	22.12%
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Issaquah-Sammamish (540)	\$1,402,463	\$1,056,702	32.72%
Juanita-Bothell-Woodinville (600)	\$1,209,314	\$ 995,612	21.46%
Bothell North-Mill Creek (610)	\$1,018,338	\$ 778,648	30.78%
Edmonds-Lynnwood (730)	\$ 829,724	\$ 703,214	17.99%
Everett-Mukilteo-Snohomish (740)	\$ 701,311	\$ 606,051	15.72%

*Condominium SOLD Average

Notable exception in sellers' experience in 2021

A new Consumer Housing Trends report from Zillow revealed that despite the blistering market for much of the year, most home seller experiences in 2021 were generally similar to past years. There was, however, one notable exception: Nearly a quarter of sellers reported getting four or more offers on their properties.

Twenty-four percent of sellers got at least four bids on their homes this year, up from 14% in 2020 and from an average of 15% over the past three years. The share of sellers who received three offers is also up, rising to 16% this year from 13% last year.

Market Activity Summary for September 2021						
	Listings		Pending	Closing Sales		
	New Listings	Total Active		# of Closings	Average Price	Median Price
Single Family						
Homes & Condos						
King	3,995	2,391	3,765	3,500	\$961,790	\$745,000
Snohomish	1,651	800	1,703	1,660	\$702,514	\$650,000
Pierce	1,765	1,112	1,859	1,666	\$553,176	\$500,000
Total	7,411	4,303	7,327	6,826	\$739,160	\$631,667

Extension to the WA's eviction moratorium

Washington Gov. Jay Inslee announced a one-month extension to the state's eviction moratorium bridge. The moratorium bridge was set to expire at the end of September, but will now expire Oct. 31 at 11:59 p.m. As before, evictions are still allowed in cases where the landlord

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Weekly Primary Mortgage Market Survey® (PMMS®)				
October 8, 2021	30-Yr FNMA	30-Yr FHA	15-Yr FNMA	5/1 ARM
Regional Breakdown				
Average Rates	2.875%	2.250%	2.125%	-
Fees & Points	*All loans are with a one point origination fee.			
APR	2.995%	3.103%	2.342%	-

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

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740 credit score and 20% down payment for conventional



三井まりこ オスタバーク 真理子

新規登録物件、販売件数、住宅価格は前年比プラス、NWMLSブローカーが報告

9月の住宅市場は、ワシントン州全体で「非常に活発」から「熱狂的」な状態が続き、ブローカーからは新規登録物件、販売件数、価格が前年比で増加したことが報告された。またNWMLSのブローカーは、コンドミニウム市場の安定性の高まりも察知した。

NWMLSの新たなレポートによると、ブローカーが9月に新たに売り出した新規登録物件は、去年同時期の11,210戸をやや上回る11,373戸。戸建て住宅とコンドミニウムを含むこの数字は、8月の11,437戸にほぼ匹敵し、レポートで報告された26郡の販売契約件数11,318戸をわずかに上回った。

去年と同じ時期に比べ、契約件数は12,053戸から11,318戸へと約6%減少した。この減少にも関わらず、Puget Sound地域（King郡、Kitsap郡、Pierce郡、Snohomish郡）の9月の双方合意済み契約件数は、2003年以降の9月期の記録としては2番目に高い実績であったとJohn L. Scott Real Estate会長兼CEOのJ. Lennox Scott氏は指摘する。昨年4郡の契約件数8,606戸が、20年近くにわたる同期間中の最高記録である。

在庫不足は、買い手にとって引き続き課題となっている。月末時点でNWMLSのブローカーが報告したシステム全体の売り出し中物件は7,757戸。8月の売り出し中物件7,425戸からはやや増加したものの、去年同時期に比べ14.8%近く減少した。

9月末時点の在庫月数は約3週間分（0.75ヶ月）で、8月の0.70ヶ月からはやや改善したが、去年同時期の0.89ヶ月を下回った。在庫月数が1.04ヶ月分に達した2020年7月以降、供給が1ヶ月分に届かない状況が続いている。

ワシントン大学のWashington Center for Real Estate Researchのディレクター、James Young氏は「King郡とSnohomish郡では売り出し中物件が減少しているため、出社再開で人々が都市部に戻るにつれて、この地域の都市部で価格圧力が高まる可能性がある」と指摘した。

職場の出社再開に備えて都市部の近くに住みたいという人には、コンドミニウムが選択肢の一つになるかもしれない。

「嬉しいことに、シアトル地域のコンドミニウム市場は、コロナ禍の打撃を受けたものの今は安定しており、販売件数、価格ともに着実な伸びが報告されている」と語るのは、Windermere Real Estateのチーフエコノミスト、Matthew Gardner氏。

NWMLSの9月期のデータによると、King郡では、9月に販売されたコンドミニウム戸数が去年同時期に比べ20%増と大幅に伸びた。シアトル市内では、販売件数が34%以上も増加した。（King郡は現在、コンドミニウムの在庫の7割、および販売件数の6割を占めている。）コンドミニウムの価格は、全米で8%以上伸びた。

NWMLSのデータによると、King郡で8月に販売された戸建て住宅の中央価格帯は\$825,600、一方でコンドミニウムは\$466,501となっている。

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家賃滞納者に対する強制退去猶予措置が延長に

ワシントン州のJay Inslee知事は、同州の（家賃滞納者に対する）強制退去猶予措置の1ヶ月延長を発表した。この猶予措置は9月末に失効予定だったが、新たな失効日時は10月31日午後11時59分になった。これまで通り、家主が物件の売却や入居を予定している

場合や、入居者によって物件に健康上や安全上の問題が生じていると宣誓供述書で宣言された場合には、引き続き強制退去が認められる。強制退去に対する猶予措置は、新型コロナウイルス感染拡大の開始時に、収入を失った借入者の苦境を支援するために初めて導入された。知事室は、この1ヶ月間の延長により、各郡が救済基金を借り主に行き渡らせるための時間的猶予を確保できるよう期待していると述べている。

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2021年に売り手が経験した注目すべき例外

Zillowが新たに発表したConsumer Housing Trends Reportによると、市場はほぼ年間を通じて怒涛の勢いだったにも関わらず、2021年に住宅を売却した売り手の大半は、過去の年とおおむね同じような経験をしていたことが明らかになった。ただし、注目すべき例外が一つある。それは、売り手の4分の1近くが、物件に4件以上のオファーがあったと回答したことだ。

今年、マイホームに少なくとも4件の入札があった売り手は24%にのぼり、2020年の14%、および過去3年間の平均値15%を上回った。3件のオファーを受けた売り手の割合も上昇し、昨年の13%から今年は16%に伸びた。

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