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Northwest MLS brokers see signs of busy spring market despite slow January

A frigid first week of January, surges in coronavirus cases, and depleted inventory were among factors brokers from Northwest Multiple Listing Service cited for last month's slower than year-ago sales.

In newly released statistics for January, the MLS reported 6,350 pending sales of single family homes and condominiums during January, about 1,000 fewer than the same month a year ago for a drop of 14%. The year-over-year (YOY) number of closed sales also fell, dropping from 5,896 completed transactions to 5,085 for a decline of nearly 13.8%.

"When there's uncertainty, the default position for most sellers is to stay put, do nothing, and hunker down," suggested Mike Larson, managing broker at Compass Tacoma. He said many things are contributing to sellers' reluctance to put their homes on the market, "most notably, COVID, inflation, the economy, the holidays, and finding a replacement property. Security and certainty are more important than cashing in on record amounts of equity."

Broker-members added 5,927 new listings during January, nearly 1,000 fewer than the same month a year ago, but an improvement on December's volume of 4,617. Only five counties reported YOY gains in new listings.

Last month's pending sales outgained new listings to further shrink inventory. At month end the selection included a meager 3,092 active listings, down more than 30% from a year ago. There is about 2.5 weeks of supply (0.61 months) across the 26 counties served by Northwest MLS.

"The market remains virtually sold out, and there is a significant backlog of buyers looking for a home to purchase," reported J. Lennox Scott, chairman and CEO of John L. Scott Real Estate. With higher mortgage rates expected, he said buyers are more anxious to get a home, even during the inventory shortage.

"Given the market conditions, nearly all homes are going under contract within a week of being listed, and multiple offers are commonplace in price ranges where there is a shortage of available homes for sale," added Scott.

Last month's prices were up nearly 14.9% from a year ago, climbing from \$483,250 to \$555,000. Five counties reported price gains of 30% or more, led by Okanogan at 46.3%.

Condominium prices surged nearly 21% area-wide, rising from \$359,950 to \$435,000, while the number of new listings, active listings, pending sales and closed sales all declined from the same month last year.

"The market dipped slightly in January, mainly due to weather and concerns over the latest pandemic variant, but the general feeling is that it's going to be a good year," said John Deely, executive vice president of operations at Coldwell Banker Bain. Commenting on last year's record-setting volume of closings, he believes "rate increases during 2022 combined with the sunset of the pandemic will bring more sellers to the market."

Market Activity Summary for January 2022						
	Listings		Pending	Closing Sales		
	New Listings	Total Active		# of Closings	Average Price	Median Price
Single Family						
Homes & Condos						
King	2,083	761	2,009	1,557	\$892,935	\$720,000
Snohomish	867	241	901	734	\$747,134	\$686,792
Pierce	975	404	1,148	863	\$554,686	\$515,000
Total	3,925	1,406	4,058	3,154	\$731,585	\$640,597

2022's forecasted hottest housing markets

Originally posted on Puget Sound Business Journal, the highly competitive Bellevue-Seattle-Tacoma metro is likely to stay that way for at least another year, according to a recent study from Realtor.com that identified the 30 hottest markets for 2022. Our market landed at number 8 on the list. The study ranks metros based on the combined forecast of

year-over-year price growth plus increase in unit sales. The Seattle region came in high at 17.1%, reflecting a projected unit sales increase of 9.6% in 2022 and a price increase of 7.5%. The rankings found that projected growth could be found in markets all across the country, with a special focus on Midwestern cities. While the effects of the pandemic are still deeply felt in the housing industry, new options for remote work have opened up the possibility for buyers to decide where and how they really want to live - and in 2022, Bellevue and Seattle will be among the most desired locales in the country.

Breakouts! – Residential SOLD Average Jan. 2022 (King/Snohomish County) SOLD Average

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E.lake-Madison-Capital Hill (390)	\$1,065,030	\$1,166,441	-8.69%
Queen Anne-Magnolia (700)	\$1,148,282	\$1,085,843	5.75%
*Belltown-Downtown Seattle(701)	\$ 774,074	\$ 840,863	-7.94%
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Bellevue Downtown (520)	\$4,758,333	\$3,096,547	53.67%
Mercer Island (510)	\$3,785,000	\$2,996,388	26.32%
Bellevue South-Newcastle (500)	\$1,897,053	\$1,291,666	46.87%
Renton Highlands-Downtown (350)	\$ 931,255	\$ 692,950	34.39%
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Issaquah-Sammamish (540)	\$1,501,323	\$1,145,914	31.02%
Juanita-Bothell-Woodinville (600)	\$1,330,415	\$1,108,330	20.04%
Bothell North-Mill Creek (610)	\$1,064,926	\$ 827,440	28.70%
Edmonds-Lynnwood (730)	\$ 962,939	\$ 757,302	27.15%
Everett-Mukilteo-Snohomish (740)	\$ 808,998	\$ 610,871	32.43%

*Condominium SOLD Average

Big jump in Home seller profit

Home sellers across the country realized a median profit of \$94,092 on the typical sale in 2021, according to Attom Data Solutions.

That's up 45% from 2020 and 71% from two years ago as rapidly rising prices continued to provide a big boon to sellers nationwide. Last year's typical profit marked the highest since at least 2008, and profits rose in more than 90% of markets.

The West saw the highest returns on investment, with 16 of the 20 metros with the highest ROIs in the country. Those cities included Boise (121% ROI); Spokane, Washington (86.5%); Bremerton, Washington (82.7%); Prescott, Arizona (81.2%); and Salem, Oregon (81.2%).

Weekly Primary Mortgage Market Survey® (PMMS®)				
February 7, 2022	30-Yr	30-Yr	15-Yr	5/1
Regional Breakdown	FNMA	FHA	FNMA	ARM
Average Rates	3.625%	3.00%	2.875%	-
Fees & Points	*All loans are with a one point origination fee.			
APR	3.744%	3.256%	3.085%	-

**** 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

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1月は低調も、春市場は活況の兆しを捉える NWMLSブローカー

NWMLSのブローカーは、1月の売上が前年より伸び悩んだ要因として、1月第1週の寒波、コロナ感染者の急増、そして在庫の枯渇を挙げた。

新たに発表された1月の統計データでは、MLSが報告した1月中の戸建て住宅およびコンドミニアムの販売契約件数は6,350戸で、去年同期より約1,000戸少ない14%の減少となった。また販売件数も前年比で13.8%近く減少し、5,896戸から5,085戸に落ち込んだ。

Compass Tacomaのマネージング・ブローカーMike Larson氏は「先行き不透明な状況では、大半の売り手は何もせずじっと耐え忍ぶものだ」と指摘する。同氏は、売り手が売却をためらう原因はさまざまであるとして、「特に、コロナ、インフレ、景気、ホリデーシーズン、そして住み替え先探しが挙げられる。記録的なエクイティを現金化するよりも、安全性と確実性の方が重要なのだ」と述べた。

1月にブローカーが新たに売り出した新規登録物件は5,927戸で、去年同期から1,000戸近く減少したが、12月の4,617戸からは改善した。新規登録物件が前年比で増加したのは、5つの郡のみであった。

1月の契約件数は新規登録物件を上回り、在庫はさらに縮小した。月末時点の売り出し中物件はわずかに3,092戸で、去年同期から30%以上も減少した。NWMLSが管轄する26郡全体の供給は約2.5週間分(0.61ヶ月分)であった。

John L. Scott Real Estate会長兼CEOのJ. Lennox Scott氏は「市場は依然として事実上の完売状態にあり、住宅購入を希望する買い手が相当数滞留している」と述べた。住宅ローン金利の上昇が予想されるため、在庫不足の最中でさえも、買い手の住宅購入意欲はさらに切実なものになっていると同氏は語る。

「このような市場環境のため、ほぼすべての住宅が売り出し後1週間以内に契約となり、売り出し中の住宅が不足している価格帯では、複数のオファーが当たり前になっている」とScott氏は付け加えた。

1月の価格は去年同期から14.9%近く上昇し、\$483,250から\$555,000に値上がりした。Okanoganの46.3%高を筆頭に、5つの郡では価格が30%以上伸びた。

エリア全体のコンドミニウム価格が\$359,950から\$435,000へと21%近く急騰した一方で、新規登録物件、売り出し中物件、販売契約件数、販売件数は、去年同期から軒並み減少した。

「1月の市場は、主に天候と最新のコロナ変異株に対する懸念から若干落ち込んだが、全体的には良い年になりそうだと感じている」と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のJohn Deely氏は述べた。昨年記録した史上最高の販売件数に対する見解として、同氏は「2022年中の金利上昇とコロナの沈静化が相まって、さらに多くの売り手が市場に出てくると考えている」と語った。

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2022年の注目住宅市場

原文記事はPuget Sound Business Journalに掲載されたものだが、Bellevue-Seattle-Tacoma都市圏の高い人気ぶりは少なくともあと1年は続く予想されていることが、Realtor.comが最近行った2022年の注目市場トップ30の調査で明らかになった。我々の市場はリストの8位にランクインした。本調査では、前年比の価格上昇率に販売戸数の増加率を加えた予測値に基づいて大都市をランク付けしている。シアトル地域は、2022年の販売戸数増加率9.6%、

価格上昇率7.5%という予測値を反映し、17.1%と高位置に付いた。このランキングでは、特に中西部の都市を中心に、全米の市場で成長が予測されることが明らかになった。コロナ禍は住宅産業にまだ根深い影響を与えているが、リモートワークという新しい選択肢により、買い手が本当に住みたい場所や生活スタイルを決める際の可能性が広がった。2022年に、ベルビューとシアトルは、いずれも全米で最も住みたい街のひとつに数えられることになるだろう。

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売り手の利益、大幅にアップ

Attom Data Solutionsによると、2021年に全米で行われた典型的な住宅売却において、売り手は中央値で\$94,092の利益を得ることが分かった。これは2020年から45%増、2年前からは71%増となり、急激な価格上昇が全米の売り手に大きな恩恵を与え続けている。昨年の典型的な利益は少なくとも2008年以降で最高となり、90%以上の市場で利益が増加した。

投資利益率が最も高かったのは米国西部で、全米のROI上位20都市中16都市が西部の都市だった。これらの都市には、アイダホ州Boise (ROI 121%)、ワシントン州Spokane (86.5%)、ワシントン州Bremerton (82.7%)、アリゾナ州Prescott (81.2%)、オレゴン州Salem (81.2%)などが含まれる。

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