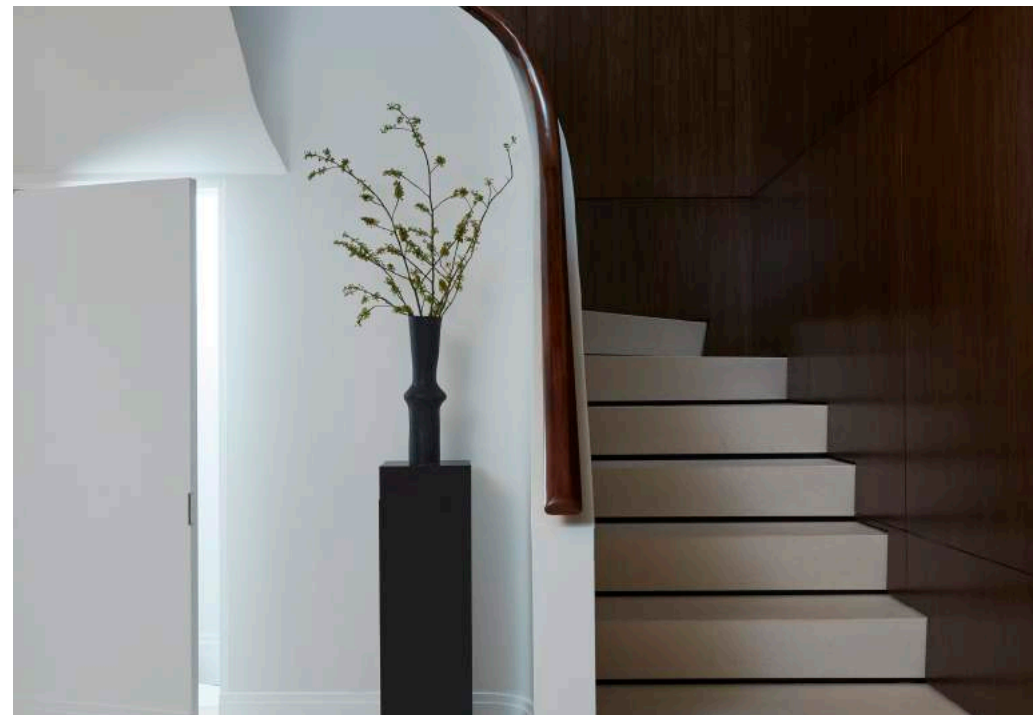


PACIFIC NORTHWEST

*Greater Seattle
–Q3 2021
Market Report*

Neighborhood Expertise— By the numbers



The market trends show that Washington State continues to persevere through the unexpected. Home prices have stayed consistent from last year and increased on the Eastside. Sales have bounced back and are outperforming the same time period in 2020. A strong fourth quarter is expected for the remainder of the year for Seattle and the Eastside. Compass brokers continue to guide new families to find their place here in the Pacific Northwest.





RESULTS ORIENTED

Since its arrival in the Evergreen State in 2018, Compass Washington has garnered a distinguished track record of success as King County's primary luxury brokerage.

Twelve
Offices

700+
Compass PNW Brokers

\$15.8B+
*Transactions since launching
Compass Washington**

No. 1
*Brokerage in King County
for average listing price***

13.5K+
*Closed transactions
since launching Compass
Washington**

\$37.5M
*Number one sale in
NWMLS history*

*Source via Trendgraphix May 2018-September 2021 **Source via BrokerMetrics, January 2021 - September 2021

A Letter to Our Clients

“Stay-at-home.” It’s a phrase that was at the top of our minds and all over the news for the past several months. With more time spent on video calls in our home offices, more meals cooked in our kitchens, and more walks around our neighborhoods, our homes have taken on new importance and our desire to feel at home has multiplied.

At Compass, we are in the home buying and selling business. It’s who we are. It inspires us, invigorates us, and helps us invest in our families, and yours. We are parents, friends, and caretakers too— homeschooling our kids in between virtual meetings, celebrating birthdays on front lawns, and visiting with

parents from afar. Parts of our lives will be forever changed. However, one thing that hasn’t changed is our commitment to helping our friends and neighbors find their place in the world. For us, our place in the world is right here, in the Greater Seattle area, and there’s nowhere else we’d rather call home.

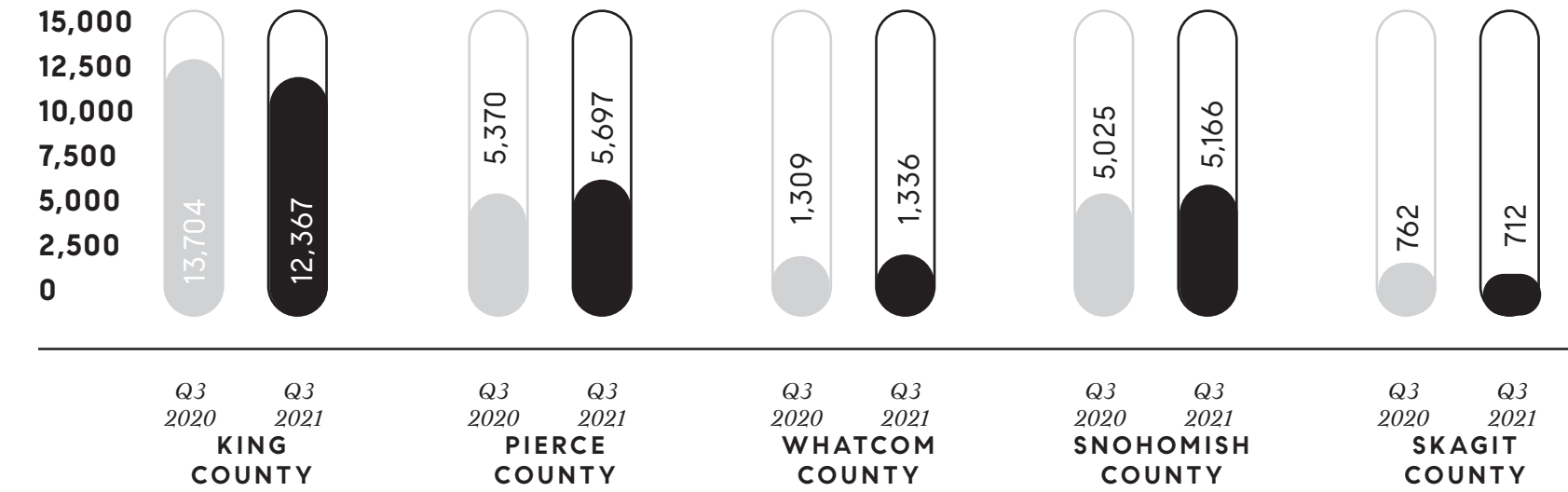
This report is designed to help you feel more informed about the state of the Greater Seattle Area real estate market. We’re here to help you map out plans for the future, guiding you with perspective honed by years of experience. Our goal is simple: to equip you to make a more informed decision as to where you call, “Home.”

View comprehensive neighborhood guides at compass.com/neighborhood-guides/seattle.

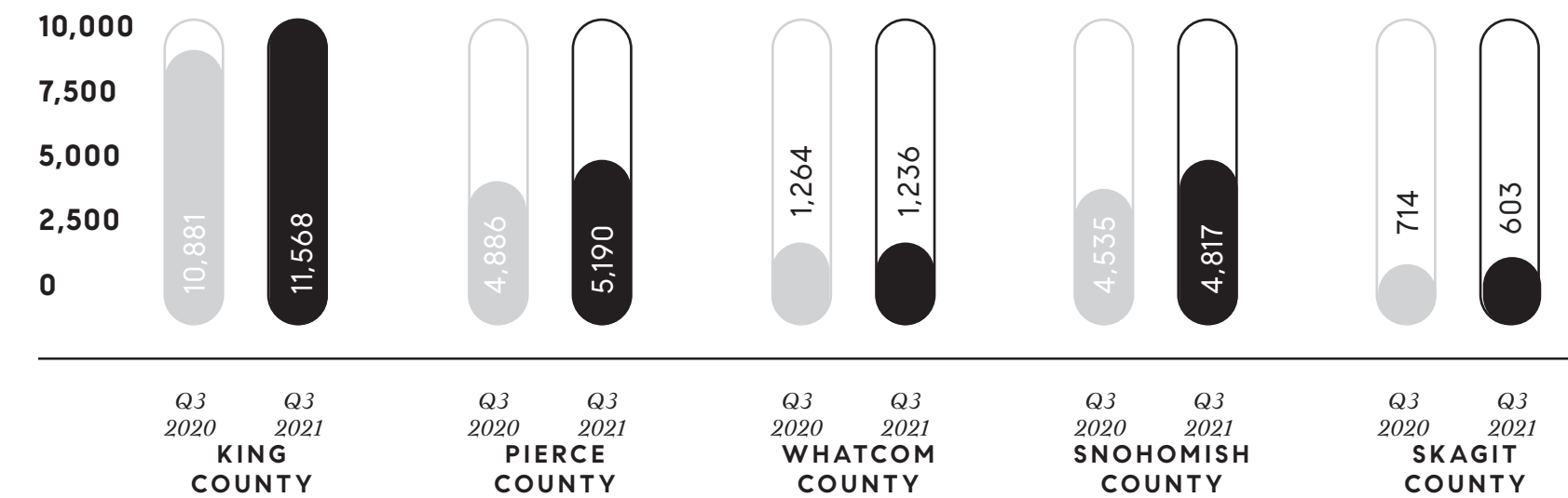




New Listings IN GREATER SEATTLE COUNTIES



New Solds IN GREATER SEATTLE COUNTIES



County Overview

The Greater Seattle Area had an exceptional Q3.

KING
COUNTY

\$770K

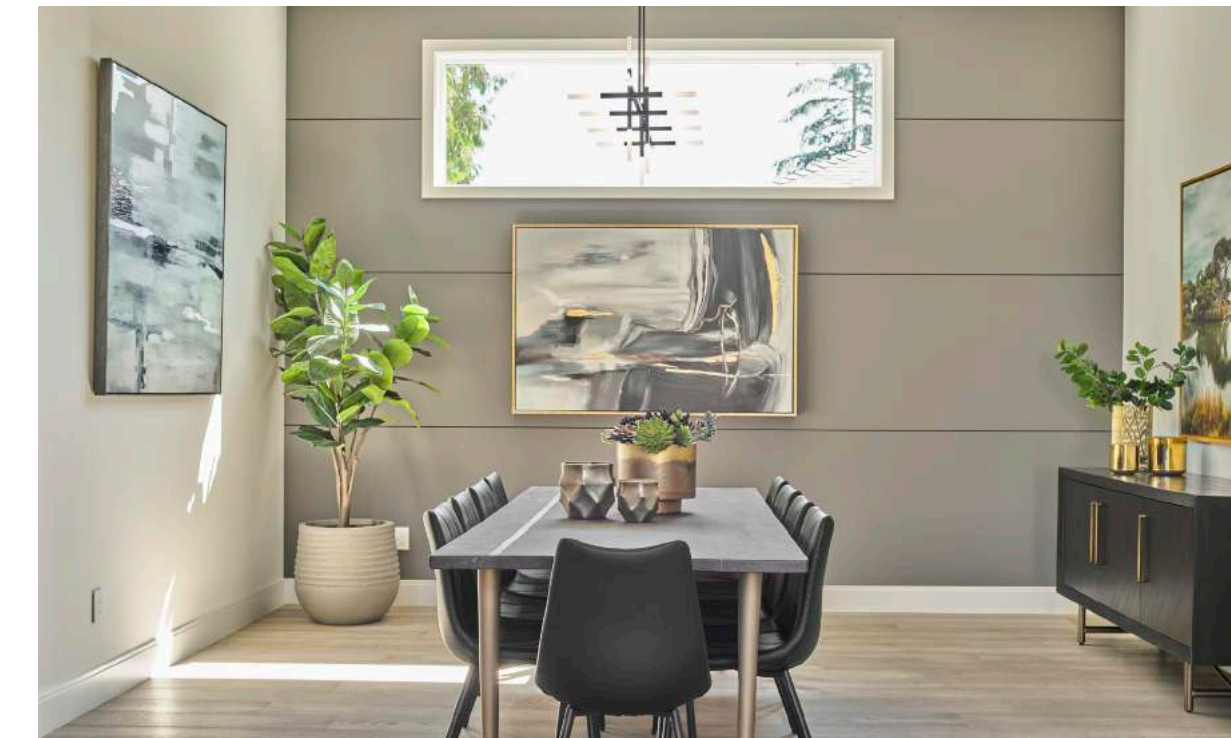
Median Sales Price

14

Average DOM

104.75%

Sold to List Price %



PIERCE
COUNTY

\$500K

Median Sales Price

12

Average DOM

103.20%

Sold to List Price %

SNOHOMISH
COUNTY

\$652K

Median Sales Price

10

Average DOM

104.83%

Sold to List Price %

WHATCOM
COUNTY

\$530K

Median Sales Price

19

Average DOM

102.84%

Sold to List Price %

SKAGIT
COUNTY

\$500K

Median Sales Price

16

Average DOM

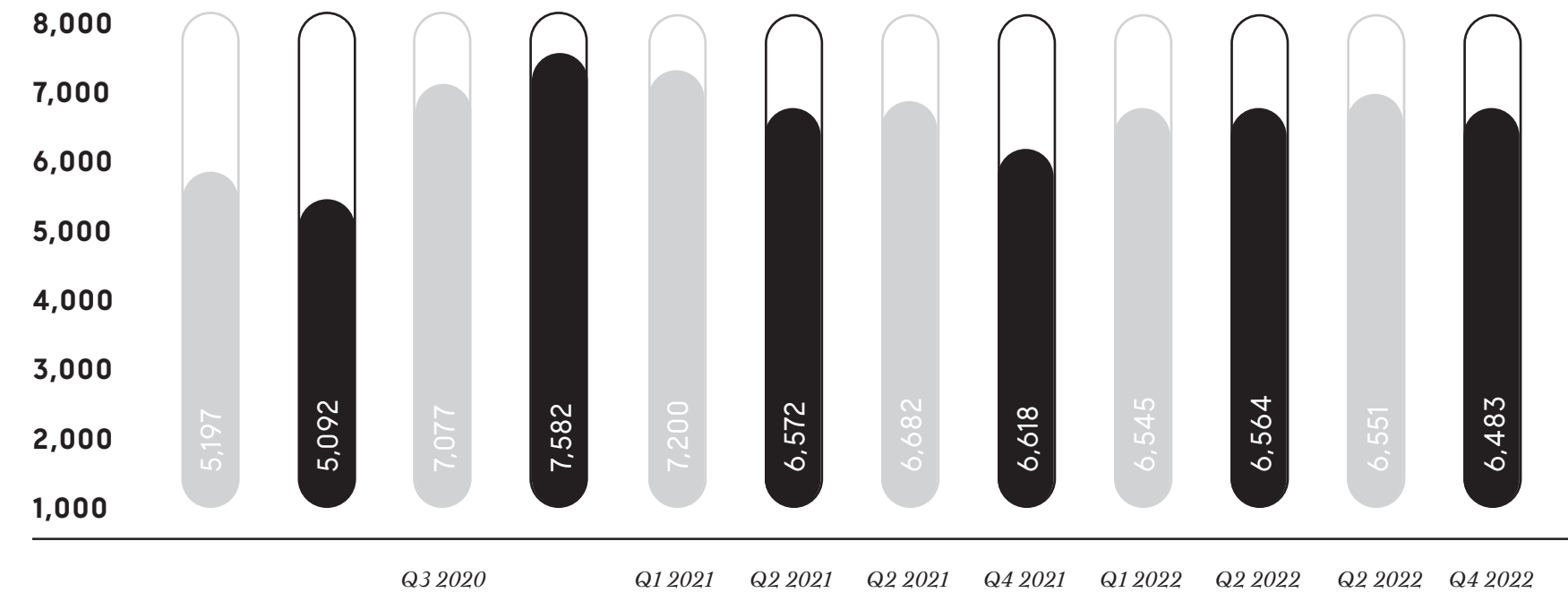
102.10%

Sold to List Price %



Fannie Mae U.S. Home Sales Forecast

Annual inflation, as measured by the Consumer Price Index, is expected to finish 2021 at 5.7 percent, up from the previously projected 5.4 percent, due primarily to elevated energy prices domestically and abroad.



Home Design Trends 2021



The moment a prospective buyer steps into a home, they begin to imagine it as their own. So it's no surprise that beautifully-designed and decorated houses sell faster. Whether you're getting ready to prepare your home for the market, or just want to make it a place that you can enjoy while spending more time there, here are 5 design trends for 2021 from the National Association of Realtors.

SIMPLISTIC LIFESTYLE

In design, the "less is more" mantra continues to gain popularity—which fits perfectly with the home staging mantra of "less is best." Clean lines in furniture and natural elements offer easy living and comfort.

BALANCED EARTH TONES

As people look for balance and calm in their lives, we will see a shift from cool to more warm, neutral, and earth tones. Don't be afraid to coat your walls, trim, and ceiling in all the same color to make a room feel chic and enveloping.

UNIQUE LIGHTING

Lighting in geometric shapes—from chandeliers to pendant lighting in the kitchen—is a rising trend to bring central focus to a space.

MIXED METALS

From brushed brass to copper, mixed metals are trending throughout interiors, including furniture accents, hardware, and backsplashes. Don't overdo it and mix too many variations - current trends encourage us to find balance.

CONVERSATIONAL PIECES

With ample time spent at home lately, "togetherness" is a keyword for 2021. Expect to see more spacious seating and lounging areas everywhere that encourage conversation and help drive interaction.

Glossary

CLOSED SALES

Figures for the current quarter are based on known closings recorded at the time the report is prepared.

AVERAGE SALE PRICE

The sum of all prices divided by the total number of properties.

MEDIAN PRICE

The middle price of a given data set.

AVERAGE DAYS ON MARKET

Calculated by how many properties entered contract during the quarter in the given period.

MONTHLY SUPPLY

An estimated time it would take to sell all current active listings based on the trailing 12-month sales rate.

% LIST PRICE TO CLOSED PRICE

Also known as the "Sale-to-List Ratio". This is the ratio of the final sale price of a home to its list price or asking price. The ratio is an indication of whether homes are selling above, at or below list prices. Figuring out this ratio is a simple two-step process: Divide the selling price by the asking price. Multiply the result by 100 to make it a percentage.

QUARTERS

- 1Q January 1 – March 31
- 2Q April 1 – June 30
- 3Q July 1 – September 30
- 4Q October 1 – December 31



*Maximize
the value of
your home.*



Compass Concierge helps you sell your home faster and for a higher price. From painting to flooring, Concierge transforms your home with zero upfront costs and no interest.

Get started at compass.com/concierge



FRESH PAINT

COSMETIC RENOVATIONS

STRATEGIC STAGING

UPDATED FLOORING



Virtual Agent Services

OFFERINGS INCLUDE

- Virtual Open Houses
- Interactive Home Tours
- Virtual Neighborhood Tour
- Video Mail
- Digital Listing Brochures
- Live Postcards
- Digital Insights
- Enhanced 3D Staging

At Compass, the health and safety of our agents, clients, staff, and the communities where they live, play, and work is our #1 priority. By pairing the industry's top agent talent with technology, we're able to make the home buying and selling experience intelligent and seamless. We are pleased to offer Compass VAS (virtual agent services) – an exclusive suite of marketing and transactional services available to all Compass clients.



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47.6473 -122.5448

*Bainbridge—
Breathtaking
Puget Sound and
Olympics views*

Close transactions are down from the same quarter last year as inventory remains scarce on the Island. With large lot sizes and community feel, Bainbridge is thriving coming out of COVID-19 with consistent growth in the median sale price.

BAINBRIDGE INSIGHTS

Growing housing market with soaring home values.

POPULATION

25,298

MEDIAN INCOME

\$115,230

SCHOOL DISTRICT

Bainbridge Island

201

Q3 2020 Sales

167

Q3 2021 Sales

↓16.9%

% Change

\$998,000

Q3 2020 Median Sales Price

\$1,075,000

Q3 2021 Median Sales Price

↑7.7%

% Change

30

Q3 2020 DOM

12

Q3 2021 DOM

↓60.0%

% Change





47.6096 -122.1962

*Bellevue—
Heart of the
Eastside, home to
booming tech*

Bellevue inventory had a significant increase, driving median home sale prices up significantly, as homeowners saw a rise in demand and future home values. With Expedia's departure, Amazon and Facebook have quickly found new homes in Bellevue, bringing their employees with them.

BELLEVUE INSIGHTS

Remains a strong sought after market with consistent growth in home values.

POPULATION

147,599

MEDIAN INCOME

\$112,283

SCHOOL DISTRICT

Bellevue

584

Q3 2020 Sales

713

Q3 2021 Sales

↑22.1%

% Change

\$1,050,000

Q3 2020 Median Sales Price

\$1,275,000

Q3 2021 Median Sales Price

↑21.4%

% Change

22

Q3 2020 DOM

12

Q3 2021 DOM

↓21.4%

% Change



48.7523 -122.4795

*Bellingham—
Abundant scenery
from the Salish
Sea to Mt. Baker*

Year over year home sales have decreased in the third quarter in Bellingham, while median home prices continue to rise. Continued home value appreciation paired with consistent buyer demand sets the stage for strong market performance for the remainder of 2021.

BELLINGHAM INSIGHTS

Significant strength in sales was seen among single-family homes in Bellingham.

POPULATION

90,665

MEDIAN INCOME

\$50,844

SCHOOL DISTRICT

Bellingham

603

Q3 2020 Sales

578

Q3 2021 Sales

↓4.1%

% Change

\$470,000

Q3 2020 Median Sales Price

\$575,000

Q3 2021 Median Sales Price

↑22.3%

% Change

29

Q3 2020 DOM

13

Q3 2021 DOM

↓55.2%

% Change





47.7599 -122.2046

*Bothell—
Popular suburban
neighborhood with
excellent schools*

Bothell continues to be a desirable relocation community. The community saw an increase in sales, as well as a significant bump in the median home sales price this last quarter. The area saw a significant drop in average days on market, indicating buyer demand is staying consistent.

BOTHELL INSIGHTS

The area continues to prove it's desirability with consumers.

POPULATION

46,657

MEDIAN INCOME

\$94,986

SCHOOL DISTRICT

Northshore

689

Q3 2020 Sales

757

Q3 2021 Sales

↑9.9%

% Change

\$690,000

Q3 2020 Median Sales Price

\$872,995

Q3 2021 Median Sales Price

↑26.5%

% Change

17

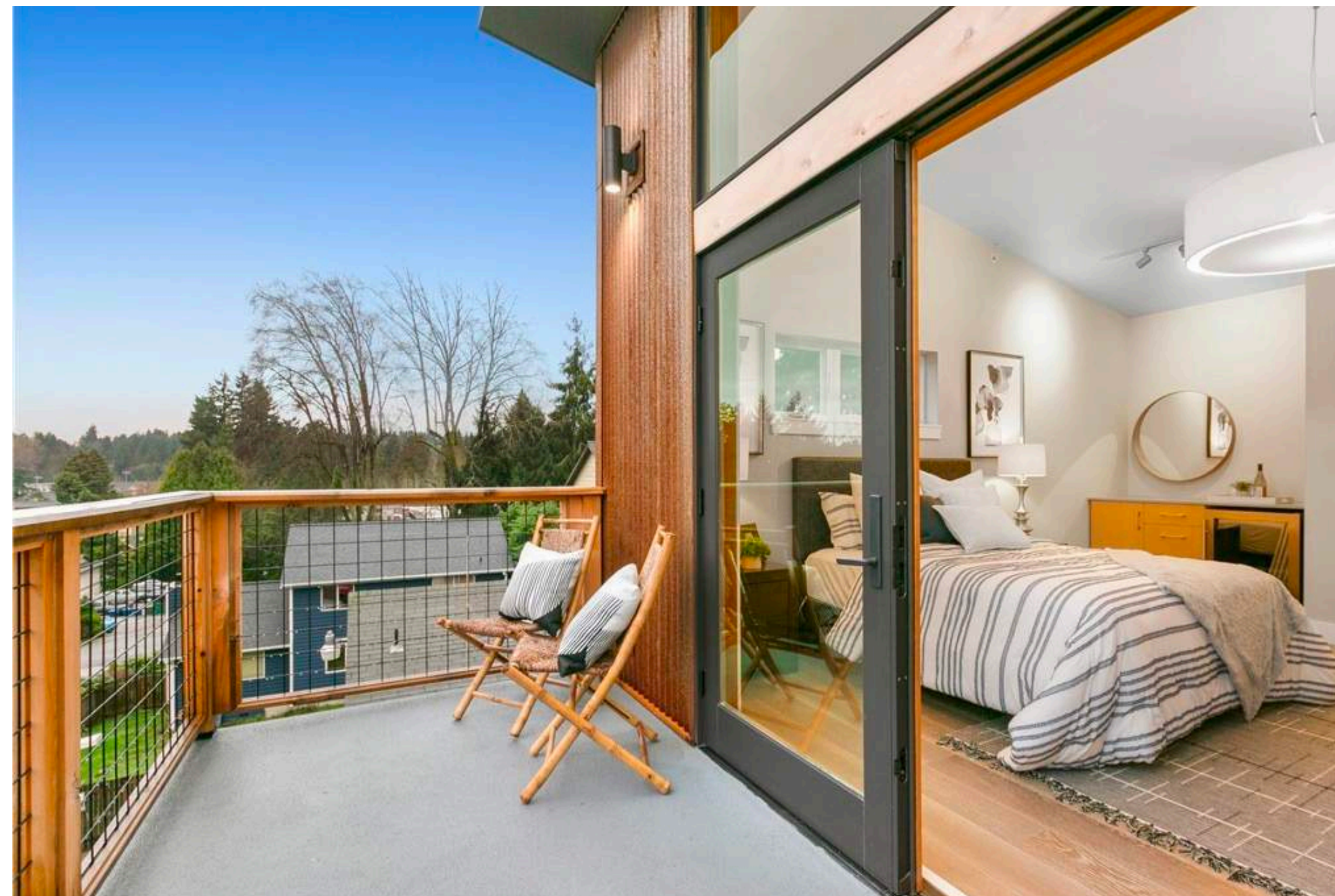
Q3 2020 DOM

10

Q3 2021 DOM

↓41.2%

% Change





47.4666 -122.3412

*Burien—
A treasured
community with a
rich heritage*

All signs point towards a real estate market rebound in the Burien area, with new buyer demand. The number of transactions increased from 2020, with a jump in the median sale price and an increase in NWMLS search of the Burien area.

BURIEN INSIGHTS

Strong strength in transactions and demand, with a large jump in home values

POPULATION

51,908

MEDIAN INCOME

\$62,315

SCHOOL DISTRICT

Highline

151

Q3 2020 Sales

180

Q3 2021 Sales

↑19.2%

% Change

\$519,999

Q3 2020 Median Sales Price

\$563,000

Q3 2021 Median Sales Price

↑8.3%

% Change

21

Q3 2020 DOM

12

Q3 2021 DOM

↓42.9%

% Change





47.7422 -121.9855

Duvall— Close-knit community at the banks of the Snoqualmie River

Duvall was one of the least impacted areas with home closings remaining steady during the COVID-19 market changes. Median sales prices increased with a significant decrease in days on market. Inventory moved significantly quicker in Duvall compared to last year, with homes selling above asking price.

DUVALL INSIGHTS

Dramatic decrease in days on market with low inventory.

POPULATION

8,061

MEDIAN INCOME

\$156,205

SCHOOL DISTRICT

Riverview

83

Q3 2020 Sales

99

Q3 2021 Sales

↑13.9%

% Change

\$677,000

Q3 2020 Median Sales Price

\$825,000

Q3 2021 Median Sales Price

↑21.9%

% Change

18

Q3 2020 DOM

9

Q3 2021 DOM

↓50.0%

% Change





47.8059 -122.3685

*Edmonds—
Conveniently located
near water with a
small town vibe*

Edmonds continues to be a desirable location with niche shopping and restaurants, and proximity to the water. Median sales prices increased from the same quarter last year and homes continue to move very quickly, with fewer days on market.

EDMONDS INSIGHTS

Strong home values with dramatic decrease in days on market.

POPULATION

42,605

MEDIAN INCOME

\$87,693

SCHOOL DISTRICT

Edmonds

326

Q3 2020 Sales

315

Q3 2021 Sales

↓3.4%

% Change

\$672,475

Q3 2020 Median Sales Price

\$755,000

Q3 2021 Median Sales Price

↑12.3%

% Change

16

Q3 2020 DOM

9

Q3 2021 DOM

↓43.8%

% Change





47.9789 -122.2074

*Everett—
A blend of rich
traditions and strong
community ties*

Everett continues to show it is a robust real estate market with a significant increase in the median sales price. The city saw one of the largest decreases of days on market in the entire county and is expected to see a significant increase in transactions while median sales prices continue to rise.

EVERETT INSIGHTS

Momentous increase in median sales price.

POPULATION

111,262

MEDIAN INCOME

\$57,205

SCHOOL DISTRICT

Everett

767

Q3 2020 Sales

777

Q3 2021 Sales

↑1.3%

% Change

\$493,000

Q3 2020 Median Sales Price

\$560,000

Q3 2021 Median Sales Price

↑13.6%

% Change

19

Q3 2020 DOM

10

Q3 2021 DOM

↓47.4%

% Change





47.5673 -121.890

*Fall City &
Snoqualmie—
Mountain views
and rich preserved
community*

Fall City and Snoqualmie's real estate market saw a decrease in transactions from the year prior. Due to a lack of inventory, sellers are seeking top value and price for their homes leading to a surge in prices. Located near an abundance of skiing, hiking, and biking - the area continues to be a nature lover's oasis.

FALL CITY & SNOQUALMIE INSIGHTS

*Strength in top value for homes
while inventory remains low.*

POPULATION

13,752

MEDIAN INCOME

\$144,148

SCHOOL DISTRICT

Snoqualmie Valley

153

Q3 2020 Sales

119

Q3 2021 Sales

↓16%

% Change

\$862,722

*Q3 2020 Median
Sales Price*

\$1,031,750

*Q3 2021 Median
Sales Price*

↑19.6%

% Change

15

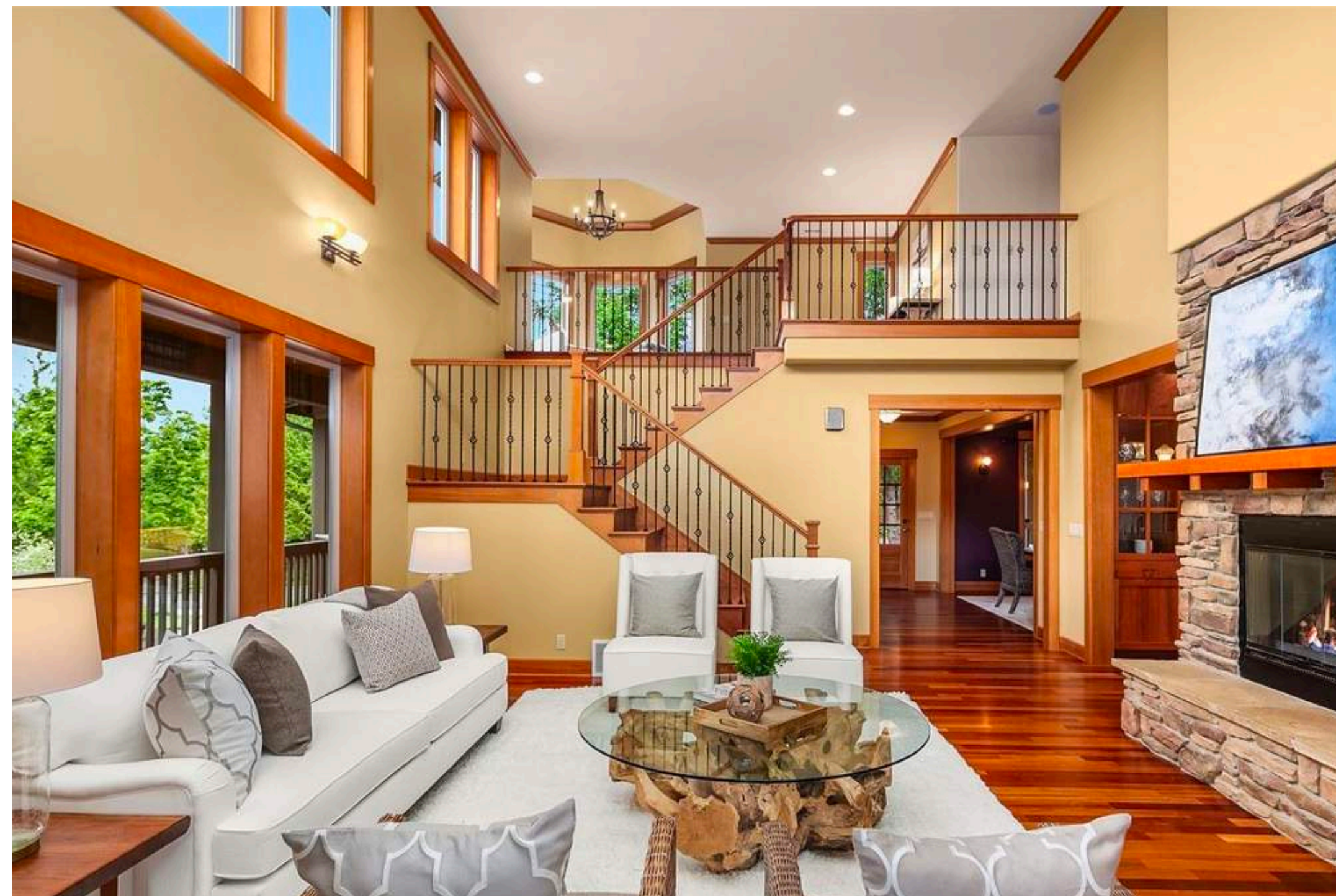
Q3 2020 DOM

9

Q3 2021 DOM

↓37.9%

% Change





47.5296 -122.0326

*Issaquah—
The cultural center
of the Eastside, alive
with art and music*

As the Eastside continues to flourish from the growth of major tech companies, Issaquah has benefited from economic growth. With an increase in transactions and a dramatic increase in the median sales price, the area experienced a significant decrease in days on market.

ISSAQUAH INSIGHTS

Powerful increase in sales and home values that continues to remain strong.

POPULATION

39,378

MEDIAN INCOME

\$101,508

SCHOOL DISTRICT

Issaquah

348

Q3 2020 Sales

313

Q3 2021 Sales

↓10.1%

% Change

\$828,500

Q3 2020 Median Sales Price

\$949,990

Q3 2021 Median Sales Price

↑14.7%

% Change

25

Q3 2020 DOM

9

Q3 2021 DOM

↓54.0%

% Change





47.7580 -122.2481

*Kenmore—
Conveniently located,
rich in historical
roots of Seattle*

Kenmore continues to soar like the seaplanes as the city, and nearby Bothell, continue urban development with desirable shops and restaurants. The area proves to be a hotspot for buyers looking to relocate out of the city, with transactions going up with median sales price, and a drop on days on market.

KENMORE INSIGHTS

Highly sought after with strong sales prices.

POPULATION

23,093

MEDIAN INCOME

\$105,007

SCHOOL DISTRICT

Northshore

120

Q3 2020 Sales

118

Q3 2021 Sales

↓1.7%

% Change

\$722,500

Q3 2020 Median Sales Price

\$939,375

Q3 2021 Median Sales Price

↑30.0%

% Change

22

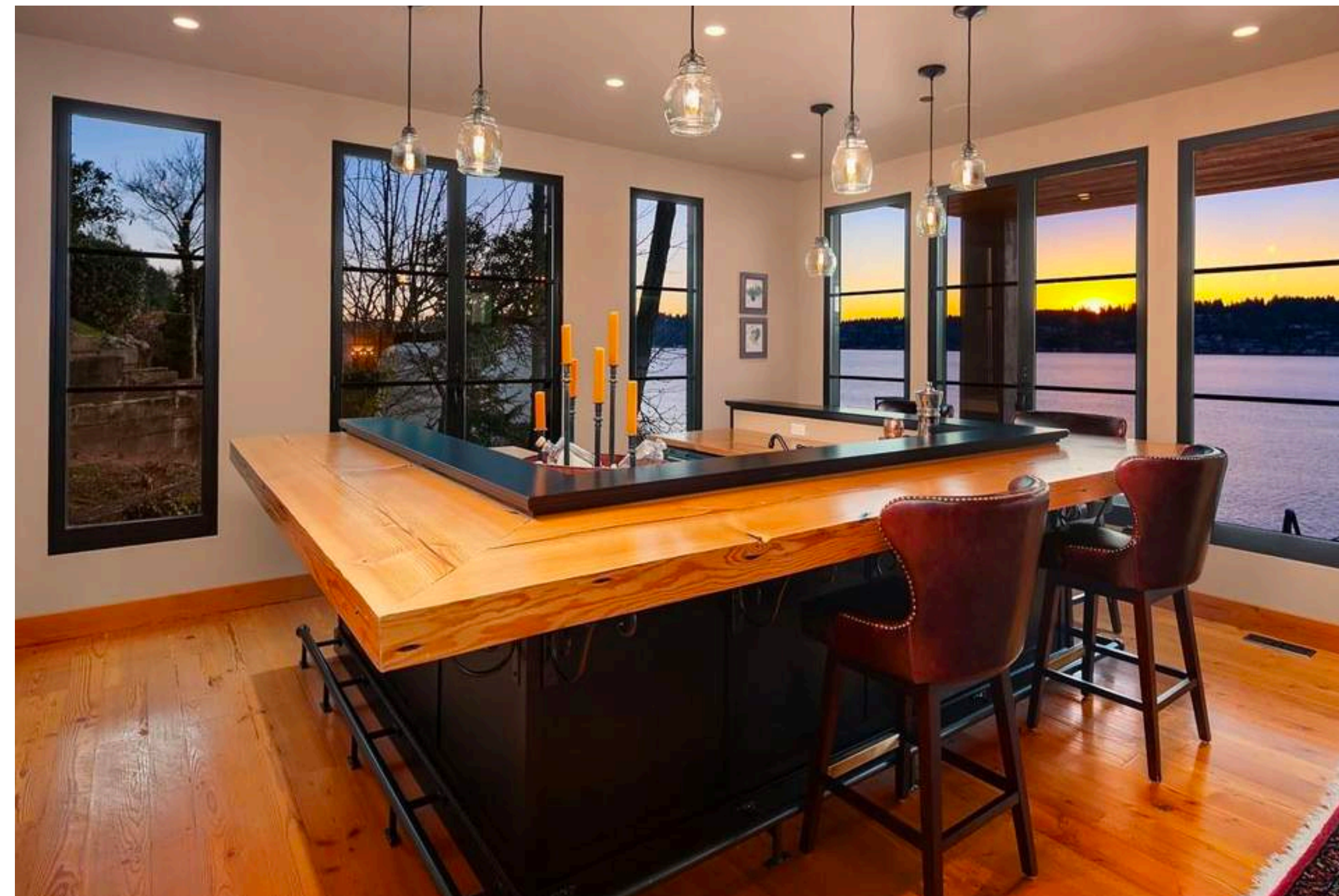
Q3 2020 DOM

8

Q3 2021 DOM

↓63.6%

% Change





47.3796 -122.2347

*Kent & Renton—
Forward thinking
communities built on
aviation, connection
and agriculture*

While inventory remains stable in the area, median home sales prices have risen significantly. Properties move quickly and a dramatic drop in days on market indicates that those moving to the area are serious buyers seeking new construction, desirable shopping at The Landing and proximity to Seattle.

KENT & RENTON INSIGHTS

Dramatic buyer demand leading to relocation opportunities from locals

POPULATION

231,771

MEDIAN INCOME

\$71,818

SCHOOL DISTRICT

Kent, Renton, and Issaquah

1,209 **1,356** **↑12.2%**
Q3 2020 Sales *Q3 2021 Sales* *% Change*

\$512,500 **\$623,000** **↑21.6%**
Q3 2020 Median Sales Price *Q3 2021 Median Sales Price* *% Change*

22 **11** **↓50.0%**
Q3 2020 DOM *Q3 2021 DOM* *% Change*



47.3796 -122.2347

*Kirkland—
Your charming
waterfront oasis
with a lovely
neighborhood feel*

Home sales dropped slightly for the third quarter compared to 2020, while the median sales price continues to rise with more tech jobs moving to the Eastside. With a large jump in closings and popular community reputation, Kirkland's home values will only continue to soar while moving quickly.

KIRKLAND INSIGHTS

Soaring home values and an ever evolving community.

POPULATION

89,557

MEDIAN INCOME

\$109,715

SCHOOL DISTRICT

Lake Washington

606

Q3 2020 Sales

596

Q3 2021 Sales

↓1.7%

% Change

\$884,000

Q3 2020 Median Sales Price

\$1,028,500

Q3 2021 Median Sales Price

↑16.3%

% Change

24

Q3 2020 DOM

12

Q3 2021 DOM

↓50.0%

% Change





47.8208 -122.3155

*Lynnwood—
Suburban hub with
abundant community
amenities*

With the expansion of Seattle's Light Rail system and transit center, Lynnwood is quickly becoming a market much like its surrounding neighbors. Despite the effects of COVID-19, Lynnwood saw a dramatic decrease in Days on Market and a significant increase in the median sales price.

LYNNWOOD INSIGHTS

Continued positive market trends driving high buyer demand.

POPULATION

38,511

MEDIAN INCOME

\$59,416

SCHOOL DISTRICT

Edmonds

504

Q3 2020 Sales

506

Q3 2021 Sales

↑0.4%

% Change

\$565,000

Q3 2020 Median Sales Price

\$670,000

Q3 2021 Median Sales Price

↑18.6%

% Change

24

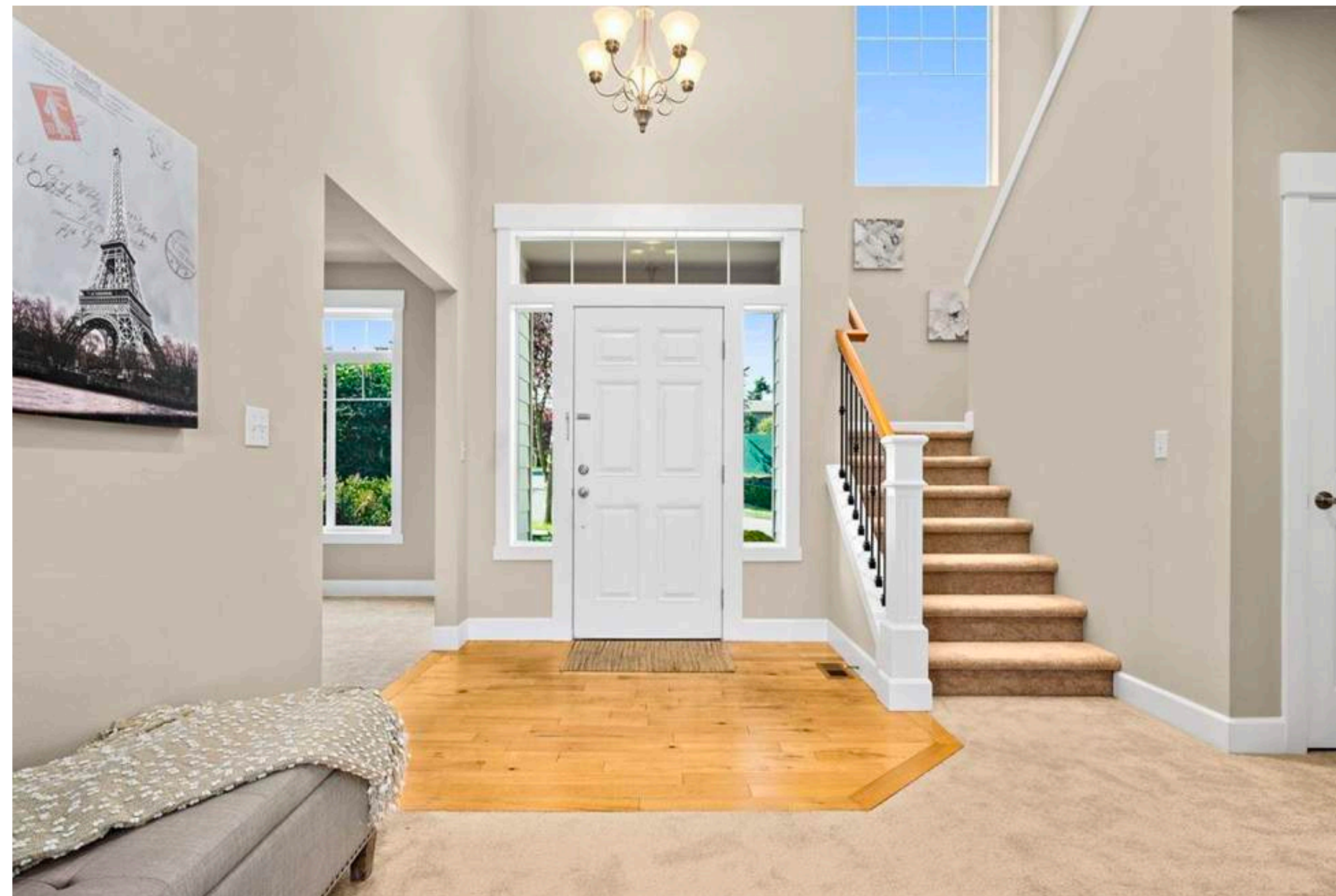
Q3 2020 DOM

9

Q3 2021 DOM

↓62.5%

% Change





47.3903 -122.0446

*Maple Valley—
Award-winning
suburban destination
for growing families*

With an increase of new construction in the area, transactions increased slightly, driving median sales prices up in the third quarter. This has been a trend in Maple Valley year over year. Days on market decreased as inventory from new construction was quickly purchased.

MAPLE VALLEY INSIGHTS

*Growing sought after community
with new construction on the rise.*

POPULATION

27,114

MEDIAN INCOME

\$107,299

SCHOOL DISTRICT

Tahoma

271

Q3 2020 Sales

276

Q3 2021 Sales

↑1.8%

% Change

\$589,900

*Q3 2020 Median
Sales Price*

\$720,000

*Q3 2021 Median
Sales Price*

↑22.1%

% Change

21

Q3 2020 DOM

14

Q3 2021 DOM

↓33.3%

% Change





47.5704 -122.2198

*Mercer Island—
Islander life just
outside the city*

Mercer Island continued to remain a strong community in the third quarter of 2021 compared to 2020. Home values continue to soar across waterfront and non-waterfront listings in the highly sought after community in Greater Seattle.

MERCER ISLAND INSIGHTS

Persevering market that shows strong promise to quickly grow in Q2.

POPULATION

25,976

MEDIAN INCOME

\$142,413

SCHOOL DISTRICT

Mercer Island

133

Q3 2020 Sales

137

Q3 2021 Sales

↑3.0%

% Change

\$1,645,000

Q3 2020 Median Sales Price

\$2,150,000

Q3 2021 Median Sales Price

↑30.7%

% Change

44

Q3 2020 DOM

14

Q3 2021 DOM

↓68.2%

% Change





47.6734 -122.1202

*Redmond—
Connected through
education, tech, and
inclusivity*

With tech startups continuing to pop up in Redmond and its convenient location near booming Bellevue tech, Redmond showed promising numbers despite the COVID-19 disruptions. Home prices remained stable while inventory went quickly, with a significant decrease in days on market.

REDMOND INSIGHTS

*Promising and proven market
that continues remain strong.*

POPULATION

67,678

MEDIAN INCOME

\$123,449

SCHOOL DISTRICT

Lake Washington

434

Q3 2020 Sales

514

Q3 2021 Sales

↑18.4%

% Change

\$900,000

*Q3 2020 Median
Sales Price*

\$1,200,000

*Q3 2021 Median
Sales Price*

↑33.3%

% Change

18

Q3 2020 DOM

9

Q3 2021 DOM

↓50.0%

% Change





47.6168 -122.0333

*Sammamish—
Thriving community
fueled by connection,
education and
nature*

Sammamish home prices continue to soar with new inventory coming to market. As pent-up demand for the area remains high, buyers are aggressive and abundant. A short commute to Bellevue and located near popular outdoor recreation, Sammamish continues to grow and thrive due to COVID-19 relocation conditions.

SAMMAMISH INSIGHTS

Growing market with proven results that continues to remain strong and persevere.

POPULATION

65,733

MEDIAN INCOME

\$165,318

SCHOOL DISTRICT

Lake Washington and Issaquah

373

Q3 2020 Sales

393

Q3 2021 Sales

↑5.4%

% Change

\$1,080,000

Q3 2020 Median Sales Price

\$1,440,000

Q3 2021 Median Sales Price

↑33.3%

% Change

18

Q3 2020 DOM

9

Q3 2021 DOM

↓50.0%

% Change





47.6060 -122.3351

*Seattle—
Metropolitan
oasis emerged in
the abundant
Puget Sound*

With the growth of Amazon and other major tech companies in Seattle, sales prices remained stable. As more relocation buyers continue to find their home in Seattle, the city continues to have strong buyer demand and inventory continues to rise as Seattle re-emerges from COVID-19.

SEATTLE INSIGHTS

*Dramatic rise in transactions
and stagnate home values.*

POPULATION

744,955

MEDIAN INCOME

\$85,562

SCHOOL DISTRICT

Seattle

3,718

Q3 2020 Sales

4,021

Q3 2021 Sales

↑8.1%

% Change

\$745,000

*Q3 2020 Median
Sales Price*

\$780,000

*Q3 2021 Median
Sales Price*

↑4.7%

% Change

20

Q3 2020 DOM

18

Q3 2021 DOM

↓10.0%

% Change



Inter-Seattle Neighborhoods



The market trends show that the outlying Seattle neighborhoods have persevered through the unexpected. Home prices have stayed consistent from last year and primarily rose or slightly decreased. Though sales have bounced back from this time last year with current conditions, a healthy return to new sales is forecasted for the charming neighborhoods around Seattle.



Alki—The best of Seattle's beachfront living

Even with the closing of the West Seattle Bridge, homes are selling slower, however sales prices are on the rise as buyers continue their desire to call this tight knit beachfront community home.

54

Q3 2020 Sales

47

Q3 2021 Sales

↓13.0%

% Change

\$785,000

Q3 2020 Median Sales Price

\$935,000

Q3 2021 Median Sales Price

↑19.1%

% Change

24

Q3 2020 DOM

25

Q3 2021 DOM

↑4.2%

% Change



Ballard—Trendy neighborhood with maritime history

The average sales price increased slightly in Ballard since last year, but demand remains high in this popular neighborhood, particularly in new construction condos and townhomes for first time home buyers.

177
Q3 2020 Sales

196
Q3 2021 Sales

↑10.7%
% Change

\$749,950
Q3 2020 Median Sales Price

\$780,000
Q3 2021 Median Sales Price

↑4.0%
% Change

18
Q3 2020 DOM

17
Q3 2021 DOM

↓5.6%
% Change



Beacon Hill—A Seattle community with relaxed pace

With a significant decrease in days on market, sales prices have risen with a new development boom in this largely residential area, South of the city.

86

Q3 2020 Sales

85

Q3 2021 Sales

↓1.2%

% Change

\$611,500

Q3 2020 Median
Sales Price

\$660,000

Q3 2021 Median
Sales Price

↑7.9%

% Change

17

Q3 2020 DOM

17

Q3 2021 DOM

0.0%

% Change



Capitol Hill— Vibrant with style all its own

Bustling with Seattle’s top rated restaurants, nightlife and boutique shopping, the Capitol Hill market has stayed robust with buyer demand for apartments and condos. Inventory remains low and prices are expected to continue to increase going into early 2022.

169 **218** **↑29.0%**
Q3 2020 Sales *Q3 2021 Sales* *% Change*

\$798,917 **\$715,314** **↓10.5%**
Q3 2020 Median Sales Price *Q3 2021 Median Sales Price* *% Change*

24 **34** **↑41.0%**
Q3 2020 DOM *Q3 2021 DOM* *% Change*



Central Area— Residential with perks of city life

Prices have increased slightly since last year as time on market has risen as buyers flock to Seattle's oldest surviving residential area. With increased new construction inventory, highly-funded community improvement projects and an increased single-family home inventory, buyers are considering Central Area as an option.

61

Q3 2020 Sales

62

Q3 2021 Sales

↑1.6%

% Change

\$720,000

Q3 2020 Median
Sales Price

\$747,500

Q3 2021 Median
Sales Price

↑3.8%

% Change

16

Q3 2020 DOM

21

Q3 2021 DOM

↑31.3%

% Change



Denny Triangle— Close to enough to walk to downtown

With an abundance of new high-rise condos and amenities, closed transactions skyrocketed in the Denny Triangle neighborhood. Home prices have dropped with an increase in days on market.

32 **47** **↑46.9%**
Q3 2020 Sales *Q3 2021 Sales* *% Change*

\$854,500 **\$635,000** **↓25.7%**
Q3 2020 Median Sales Price *Q3 2021 Median Sales Price* *% Change*

19 **34** **↑78.9%**
Q3 2020 DOM *Q3 2021 DOM* *% Change*



Downtown & Belltown—The heart of the city

In the heart of the hustle and bustle of downtown Seattle, closings saw a significant increase as Seattle moved back to a sense of normalcy. Median sales prices jumped a little bit while it is still highly sought after real estate.

61

Q3 2020 Sales

126

Q3 2021 Sales

↑106.6%

% Change

\$549,999

Q3 2020 Median Sales Price

\$602,925

Q3 2021 Median Sales Price

↑9.6%

% Change

32

Q3 2020 DOM

24

Q3 2021 DOM

↓25.0%

% Change



Eastlake & SLU— Surrounded by tech, connected to nature

Nestled in the heart of Seattle on the water makes Eastlake and South Lake Union one of the more popular areas for living. New listings remained stable from this same time period last year, as median sales prices rise and days on market drop.

55

Q3 2020 Sales

55

Q3 2021 Sales

0.0%

% Change

\$606,875

Q3 2020 Median
Sales Price

\$703,000

Q3 2021 Median
Sales Price

↑15.8%

% Change

32

Q3 2020 DOM

27

Q3 2021 DOM

↓17.2%

% Change



Fremont— Eccentric, sought- after neighborhood

While closings are slightly down in 2021, Fremont remains an in-demand neighborhood with a variety of living options. The inventory does not last long in Fremont, with a significant drop in days on market for listings.

70

Q3 2020 Sales

69

Q3 2021 Sales

↓1.4%

% Change

\$735,000

Q3 2020 Median
Sales Price

\$819,500

Q3 2021 Median
Sales Price

↑11.5%

% Change

18

Q3 2020 DOM

15

Q3 2021 DOM

↓16.7%

% Change



Laurelhurst—Luxury location with prime waterfront views

The average home price has decreased in this upscale waterfront community, with a decrease in inventory and a slight drop in a listing's time on the market. Laurelhurst remains a highly demanded community in Seattle.

24

Q3 2020 Sales

19

Q3 2021 Sales

↓20.8%

% Change

\$1,967,500

Q3 2020 Median Sales Price

\$1,723,000

Q3 2021 Median Sales Price

↓12.4%

% Change

16

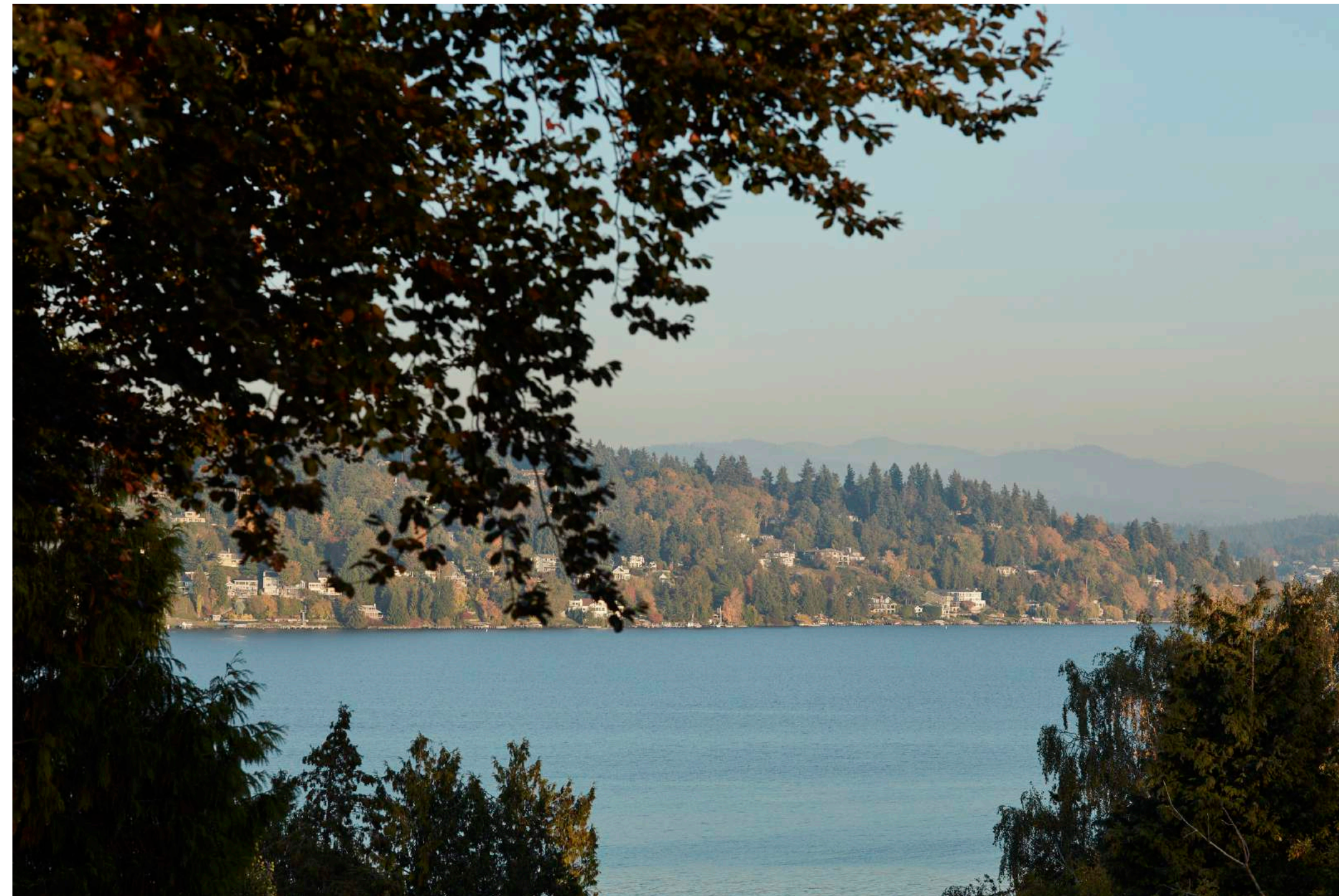
Q3 2020 DOM

14

Q3 2021 DOM

↓12.5%

% Change



Green Lake & Greenwood— Relaxed, family-friendly neighborhoods

These coveted neighborhoods remained more affordable in comparison to other Seattle neighborhoods during this quarter, with home prices staying consistent and inventory being available.

236 **207** **↓12.3%**
Q3 2020 Sales *Q3 2021 Sales* *% Change*

\$761,900 **\$761,238** **↓0.1%**
Q3 2020 Median Sales Price *Q3 2021 Median Sales Price* *% Change*

16 **13** **↓16.1%**
Q3 2020 DOM *Q3 2021 DOM* *% Change*



Leschi—Seattle's quintessential lakeside community

The median sales price in Leschi has increased slightly in the past year, with a variety of comfortable dwellings available from lakeside condos to charming bungalows.

37 28 ↓24.3%

Q3 2020 Sales *Q3 2021 Sales* *% Change*

\$1,130,000 \$1,205,500 ↑6.7%

Q3 2020 Median Sales Price *Q3 2021 Median Sales Price* *% Change*

22 25 ↑13.6%

Q3 2020 DOM *Q3 2021 DOM* *% Change*



Madison Park & Valley —Picturesque shores of Lake Washington

With consistent inventory in the third quarter of 2021, driving a large increase in the median sales price and declining days on market as Madison Valley continues to be a highly sought after community.

58

Q3 2020 Sales

58

Q3 2021 Sales

0.0%

% Change

\$941,250

Q3 2020 Median
Sales Price

\$1,220,250

Q3 2021 Median
Sales Price

↑29.6%

% Change

23

Q3 2020 DOM

17

Q3 2021 DOM

↓24.4%

% Change



Madrona— An oasis of quiet and comfort

Sale prices have increased in this quiet neighborhood on the shore of Lake Washington, with a large reduction of the time new listings are on the market and decreased sales.

51

Q3 2020 Sales

43

Q3 2021 Sales

↓15.7%

% Change

\$830,000

Q3 2020 Median Sales Price

\$960,000

Q3 2021 Median Sales Price

↑15.7%

% Change

21

Q3 2020 DOM

13

Q3 2021 DOM

↓38.1%

% Change



Magnolia—Traquil neighborhood that enjoys solutiude

Featuring some of the most stunning real estate and scenery in Seattle, Magnolia remains an oasis in the city. Inventory and sales prices are up as buyers seek a quieter and slower pace of life.

168

Q3 2020 Sales

171

Q3 2021 Sales

↑1.8%

% Change

\$940,000

Q3 2020 Median Sales Price

\$1,117,000

Q3 2021 Median Sales Price

↑18.8%

% Change

17

Q3 2020 DOM

14

Q3 2021 DOM

↓17.6%

% Change



Maple Leaf—A quaint and tight-knit community

Single-family bungalows and classic mid-century modern homes dominate this residential community. 2021 has brought stable inventory and higher sales prices, with time on market plummeting.

41

Q3 2020 Sales

68

Q3 2021 Sales

↑65.9%

% Change

\$900,000

Q3 2020 Median Sales Price

\$877,500

Q3 2021 Median Sales Price

↓2.5%

% Change

14

Q3 2020 DOM

11

Q3 2021 DOM

↓21.4%

% Change



Normandy Park— Waterfront community with ample greenery

This waterfront community continues to be a popular choice for families and retirees desiring to live south of Seattle. Home prices have soared since last year, and average days on market have dropped significantly.

38

Q3 2020 Sales

30

Q3 2021 Sales

↓21.1%

% Change

\$799,750

Q3 2020 Median
Sales Price

\$957,500

Q3 2021 Median
Sales Price

↑19.7%

% Change

22

Q3 2020 DOM

12

Q3 2021 DOM

↓45.5%

% Change



Phinney Ridge— Family-friendly on a perch over the city

Inventory has decreased and moves rapidly as buyers seek a mix of urban and suburban in Phinney Ridge, particularly among young families looking for extra space near the city.

70

Q3 2020 Sales

60

Q3 2021 Sales

↓14.3%

% Change

\$904,975

Q3 2020 Median Sales Price

\$1,054,900 ↑16.6%

Q3 2021 Median Sales Price

% Change

8

Q3 2020 DOM

9

Q3 2021 DOM

↑12.5%

% Change



Queen Anne— Picturesque with some of Seattle's best views

As rated a top ten neighborhood in Seattle, it's no surprise home buyers continue to flock to the classic single-family homes in Queen Anne. With a slight decrease in the median sales price, demand and sales is expected to continue through 2022.

227

Q3 2020 Sales

249

Q3 2021 Sales

↑9.7%

% Change

\$925,000

Q3 2020 Median
Sales Price

\$822,500

Q3 2021 Median
Sales Price

↓11.1%

% Change

27

Q3 2020 DOM

23

Q3 2021 DOM

↓14.8%

% Change



Rainier Beach— A community with pride in its diversity

Sales are down since last year for the primarily single-family homes of Rainier Beach. Prices have increased as well with a sharp decline in days on market, proving that this area provides excellent home value to interested buyers.

61

Q3 2020 Sales

49

Q3 2021 Sales

↓19.7%

% Change

\$632,049

Q3 2020 Median
Sales Price

\$651,276

Q3 2021 Median
Sales Price

↑3.0%

% Change

23

Q3 2020 DOM

16

Q3 2021 DOM

↓31.2%

% Change



Shoreline—Classic and convenient suburban living

Prices are on the rise with lowered days on market as Shoreline continues to be a highly attractive community to live in, especially as Seattle's cost of living and home prices continue to skyrocket.

92

Q3 2020 Sales

94

Q3 2021 Sales

↑2.2%

% Change

\$613,000

Q3 2020 Median Sales Price

\$721,440

Q3 2021 Median Sales Price

↑17.7%

% Change

17

Q3 2020 DOM

13

Q3 2021 DOM

↓23.5%

% Change



Wallingford— Small-town vibes with big-city perks

Though average days on market has slightly increased, prices and sales have remained relatively steady in this laid-back neighborhood with popular parks, boutique shops and convenient proximity to Seattle.

74 **77** **↑4.1%**
Q3 2020 Sales *Q3 2021 Sales* *% Change*

\$900,000 **\$911,000** **↑1.2%**
Q3 2020 Median Sales Price *Q3 2021 Median Sales Price* *% Change*

16 **19** **↑18.8%**
Q3 2020 DOM *Q3 2021 DOM* *% Change*



West Seattle— Laid-back restaurants and city views

Likely due to buyer uncertainty based around the West Seattle Bridge, prices are on the rise though days on market are lower. However, many people still consider West Seattle's self-sufficient attitude is an attractive draw for the community.

82

Q3 2020 Sales

104

Q3 2021 Sales

↑26.8%

% Change

\$605,870

*Q3 2020 Median
Sales Price*

\$673,750

*Q3 2021 Median
Sales Price*

↑11.2%

% Change

18

Q3 2020 DOM

16

Q3 2021 DOM

↓11.1%

% Change





47.9127 -122.0962

*Snohomish—
A close community
amongst beaches,
rolling hills and rich
farmlands*

The area continues to show strong market trends with its affordability and privacy. With a strong sense of community, Snohomish proves to be a sought after area in Greater Seattle as sales continue to rise with median sales pricing following suit.

SNOHOMISH INSIGHTS

*Stable market with high growth
for buyer demand.*

POPULATION

10,185

MEDIAN INCOME

\$66,209

SCHOOL DISTRICT

Snohomish

395

Q3 2020 Sales

437

Q3 2021 Sales

↑10.6%

% Change

\$637,000

*Q3 2020 Median
Sales Price*

\$813,075

*Q3 2021 Median
Sales Price*

↑27.6%

% Change

21

Q3 2020 DOM

10

Q3 2021 DOM

↓52.4%

% Change





47.2538 -122.4461

*Tacoma—
A vibrant and growing
city on the banks of
the Puget Sound*

Tacoma proves to be a hotspot for seeking buyers with low inventory, drop in days on market and rising median home prices. The pent up buyer demand is expected to continue as Seattle dwellers seek highly amenitized surrounding cities with water views.

TACOMA INSIGHTS

Pent up buyer demand with homes moving quickly and multiple offer situations.

POPULATION

216,279

MEDIAN INCOME

\$58,617

SCHOOL DISTRICT

Tahoma

1,399 **1,485** **↑6.1%**
Q3 2020 Sales *Q3 2021 Sales* *% Change*

\$375,000 **\$450,000** **↑20.0%**
Q3 2020 Median Sales Price *Q3 2021 Median Sales Price* *% Change*

18 **12** **↓33.3%**
Q3 2020 DOM *Q3 2021 DOM* *% Change*





47.7542 -122.1619

*Woodinville—
Unique wine country
community in arms-
reach of the city*

Homeowners are flocking to Woodinville as home sales continue to rise, with booming home values for the highly coveted neighborhoods that offer an abundant lifestyle and close community feel.

WOODINVILLE INSIGHTS

Strength in stability and opportunity for an increase in buyer demand.

POPULATION

12,815

MEDIAN INCOME

\$100,306

SCHOOL DISTRICT

Northshore

218

Q3 2020 Sales

246

Q3 2021 Sales

↑12.8%

% Change

\$910,500

Q3 2020 Median Sales Price

\$1,109,000

Q3 2021 Median Sales Price

↑21.8%

% Change

24

Q3 2020 DOM

9

Q3 2021 DOM

↓62.5%

% Change



Final Word

Now that you've seen all the data and the projected forecast for 2021, what do you think? We know, it's a lot to take in. But we're here to help. Hopefully, this begins to answer some of the questions you've had and reassures you about the strength of the market in the PNW.

We believe in the importance of home. Because where you call "Home" is more important than ever. And while the world around us doesn't quite look the same - our job description looks just as it did before this season. It's the job we signed up for, and in a time when jobs are precious, we take ours seriously. At Compass, our purpose is to help everyone find their place in the world. The place in this world we proudly call, "Home".



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