



SEATTLE WASHINGTON

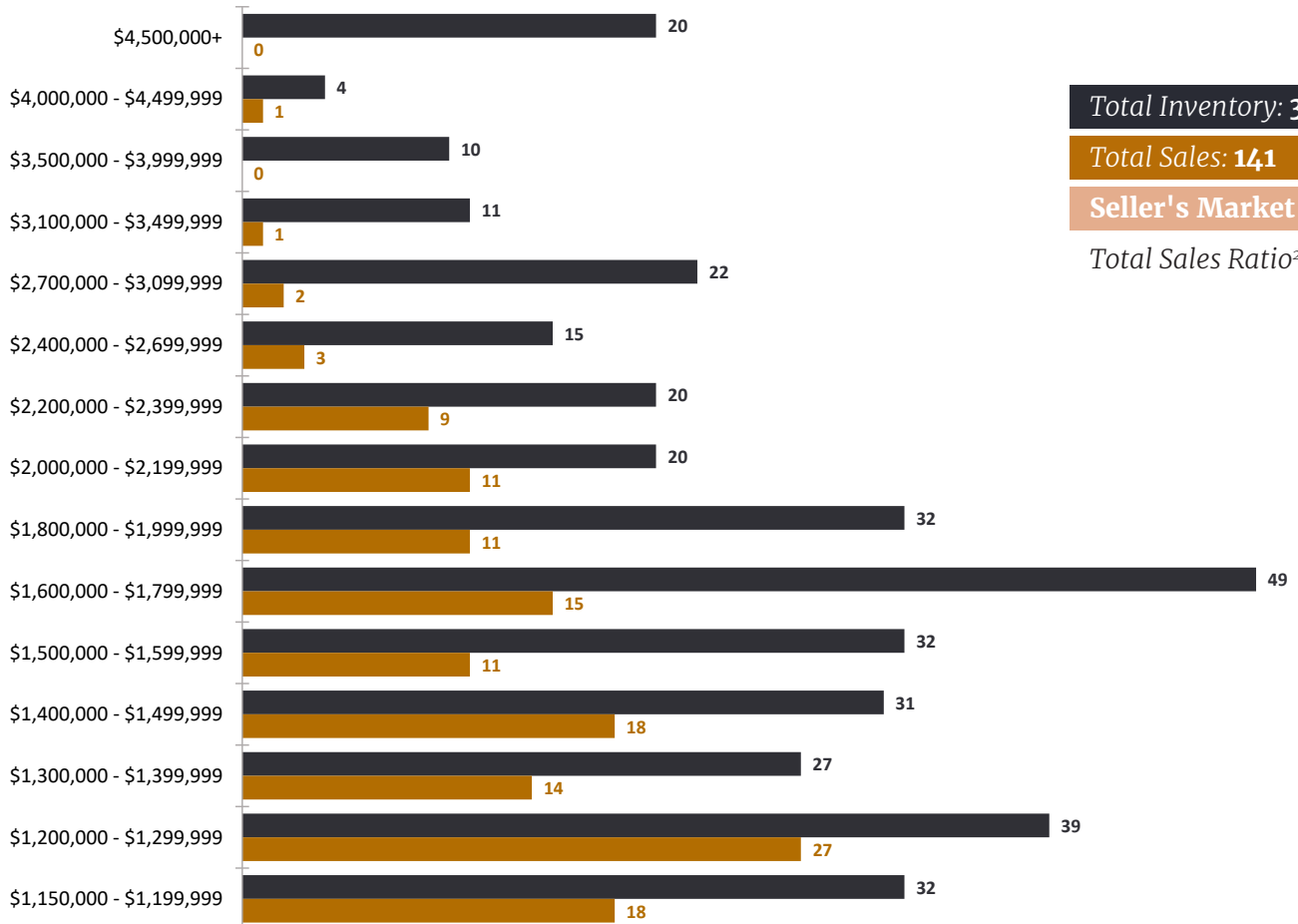
–June 2019–

INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MAY 2019

Inventory Sales

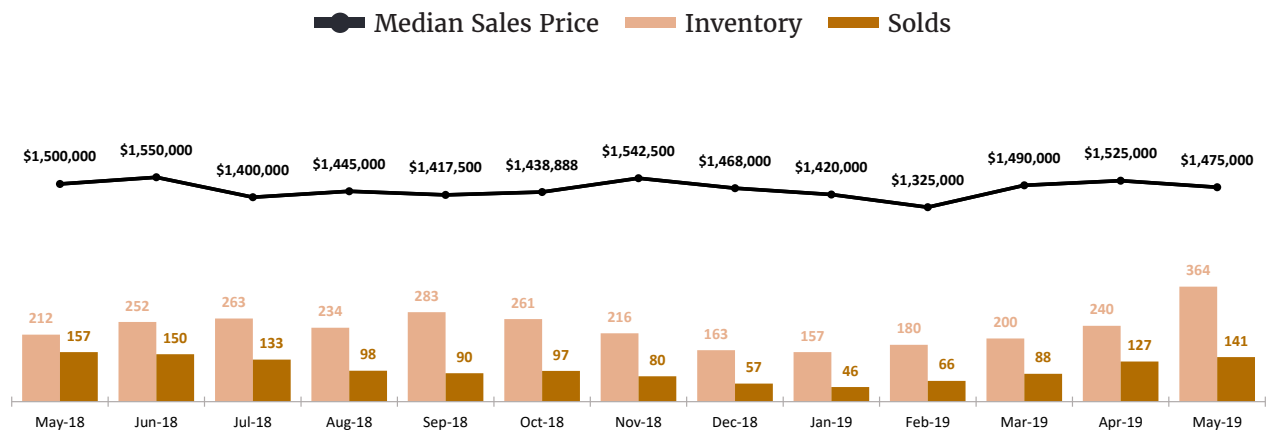
Luxury Benchmark Price¹: **\$1,150,000**Total Inventory: **364**Total Sales: **141**

Seller's Market

Total Sales Ratio²: **39%**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 1,999	\$1,217,500	3	3	8	27	30%
2,000 - 2,999	\$1,349,000	4	3	63	114	55%
3,000 - 3,999	\$1,580,000	4	4	51	121	42%
4,000 - 4,999	\$2,100,000	5	4	15	49	31%
5,000 - 5,999	\$3,017,500	5	4	2	24	8%
6,000+	\$4,400,000	4	5	1	27	4%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA

INVENTORY

April May
240 364

VARIANCE: 52%

SOLDS

April May
127 141

VARIANCE: 11%

SALES PRICE

April May
\$1.53m \$1.48m

VARIANCE: -3%

SALE PRICE PER SQFT.

April May
\$517 \$503

VARIANCE: -3%

SALE TO LIST PRICE RATIO

April May
100.00% 99.79%

VARIANCE: 0%

DAYS ON MARKET

April May
8 8

VARIANCE: 0%

SEATTLE MARKET SUMMARY | MAY 2019

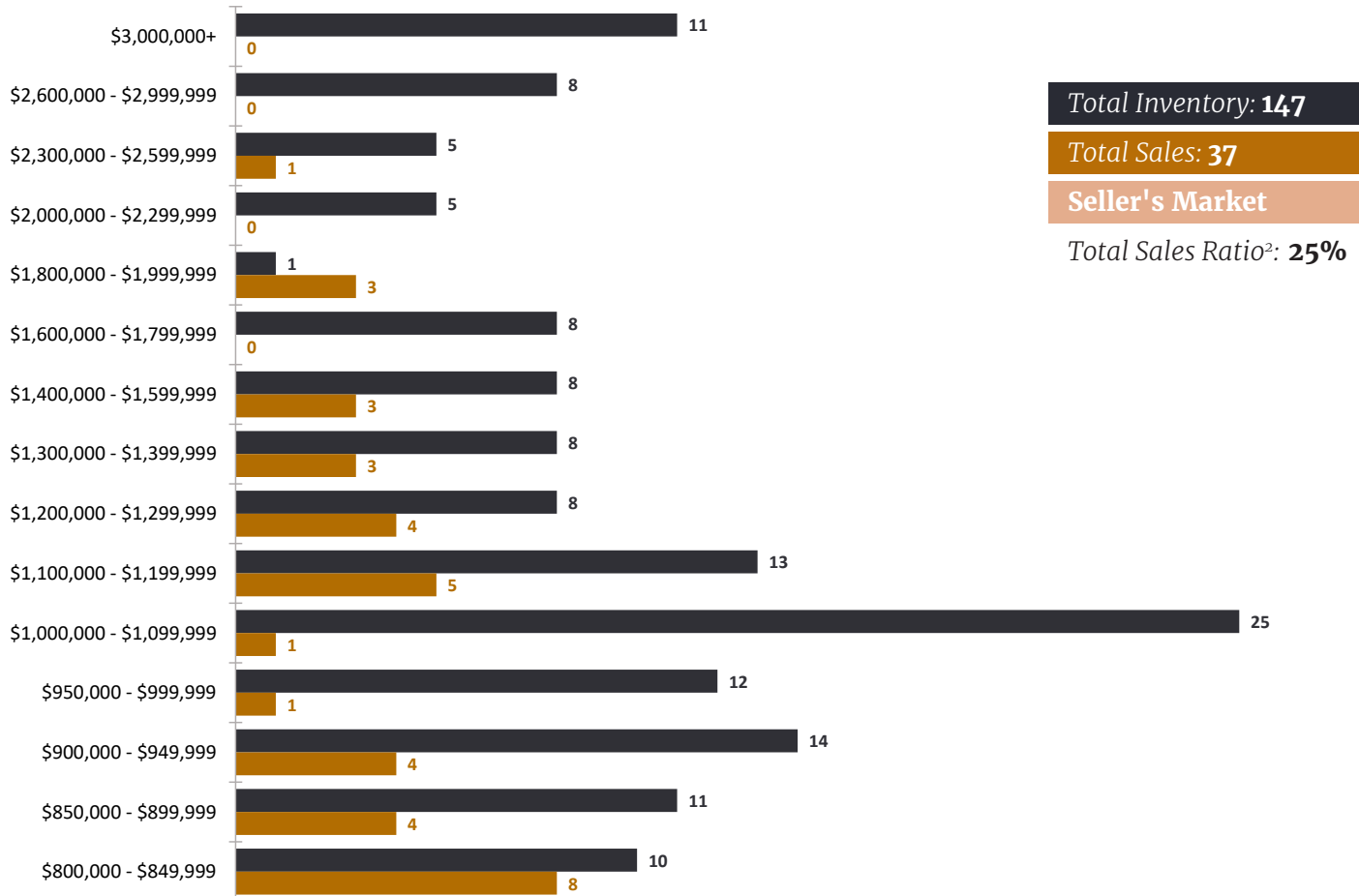
- The Seattle single-family luxury market is a **Seller's Market** with a **39% Sales Ratio**.
- Homes sold for a median of **99.79% of list price** in May 2019.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **69%**.
- The median luxury sales price for single-family homes has decreased to **\$1,475,000**.
- The median days on market for May 2019 was **8** days, remaining the same from April 2019.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

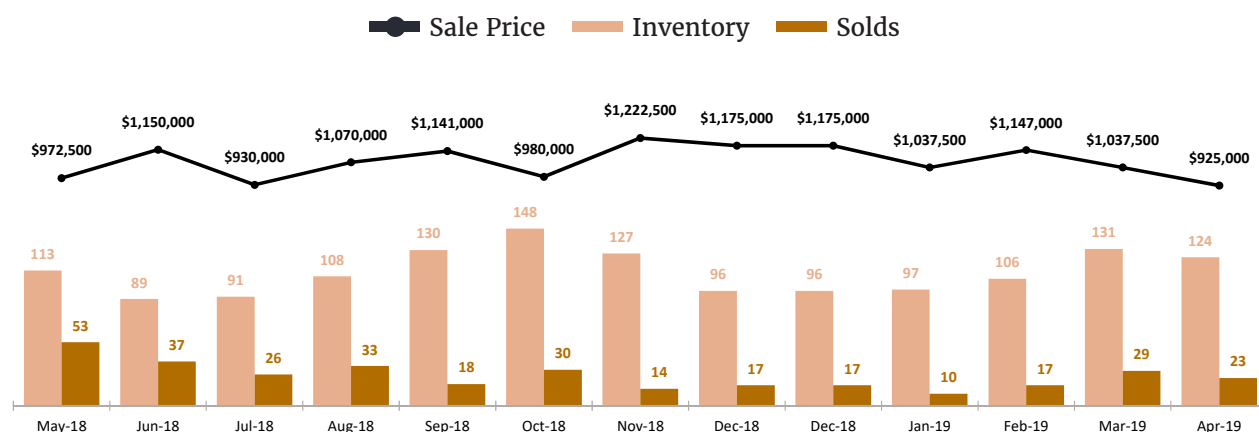
LUXURY INVENTORY VS. SALES | MAY 2019

Inventory Sales

Luxury Benchmark Price¹: **\$800,000**

Square Feet ³	Price	Beds	Baths	Sold	Inventory	Sales Ratio
-Range-	-Median Sold-	-Median Sold-	-Median Sold-	-Total-	-Total-	-Sold/Inventory-
0 - 999	\$829,000	2	1	1	14	7%
1,000 - 1,499	\$875,000	2	2	21	60	35%
1,500 - 1,999	\$1,260,000	2	2	9	47	19%
2,000 - 2,499	\$1,202,814	3	4	2	12	17%
2,500 - 2,999	\$1,550,000	3	3	3	5	60%
3,000+	\$1,388,127	5	4	1	9	11%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA

INVENTORY

April May
124 147

VARIANCE: 19%

SOLDS

April May
23 37

VARIANCE: 61%

SALES PRICE

April May
\$925k \$1.10m

VARIANCE: 19%

SALE PRICE PER SQFT.

April May
\$678 \$741

VARIANCE: 9%

SALE TO LIST PRICE RATIO

April May
98.35% 98.31%

VARIANCE: 0%

DAYS ON MARKET

April May
19 26

VARIANCE: 37%

SEATTLE MARKET SUMMARY | MAY 2019

- The Seattle attached luxury market is a **Seller's Market** with a **25% Sales Ratio**.
- Homes sold for a median of **98.31% of list price** in May 2019.
- The most active price band is **\$1,800,000–\$1,999,999**, where the sales ratio is **300%**.
- The median luxury sales price for attached homes has increased to **\$1,100,000**.
- The median days on market for May 2019 was **26** days, up from **19** in April 2019.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.