



PACIFIC NORTHWEST

*Greater Seattle  
Area—Q2 2020  
Market Report*

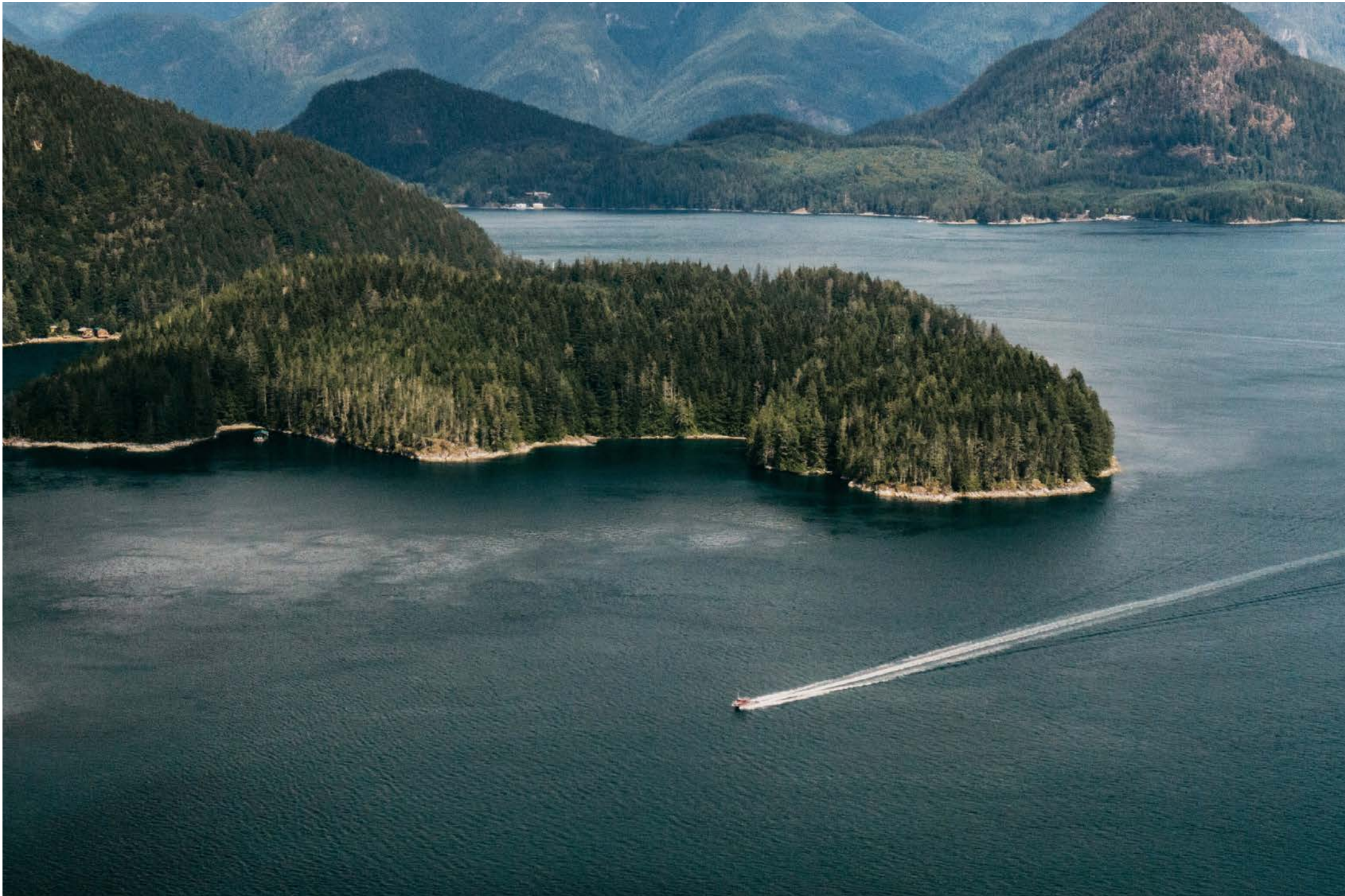
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# *Neighborhood Expertise— By the numbers*



Washington State has persevered through the unexpected. Despite difficult economic conditions caused by COVID-19, the local housing market has been agile. Home prices have stayed consistent in comparison to 2019, and have even slightly increased in some areas. Though sales have expectedly decreased in current conditions, a healthy return of new listings and sales is forecasted for Seattle and the Eastside for the remainder of the year. Compass brokers continue to guide new families to finding their place here in the Pacific Northwest, with their undeniable local expertise, market knowledge and passion for providing exceptional customer service.





COMPASS X PNW

*\*Source via Trendgraphix May 2018-January 2019 \*\*Source via Trendgraphix, \$3m+, 2019*

## RESULTS ORIENTED

Since establishing as a Washington Brokerage in 2018, Compass Washington has garnered a distinguished track record of success as King County's primary luxury brokerage.

12

*Offices*

560+

*Compass PNW Brokers*

\$7.8B+

*Transactions since launching  
Compass Washington\**

No. 1

*Brokerage in King County  
for high-end listings\*\**

7.9K+

*Closed transactions  
since launching Compass  
Washington\**

\$37.5M

*Number one sale in  
NWMLS history*

# *A Letter to Our Clients*

Stay-at-home.” It’s a phrase that’s been a newly adaptive lifestyle for the past several months, with home taking on a new meaning. With rooms being converted to home offices, kitchens becoming restaurants, and living rooms becoming gyms or schools, our homes have become full-encompassing environments and the importance of having a place that allows for all your needs has amplified.

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](https://compass.com/neighborhood-guides/seattle).

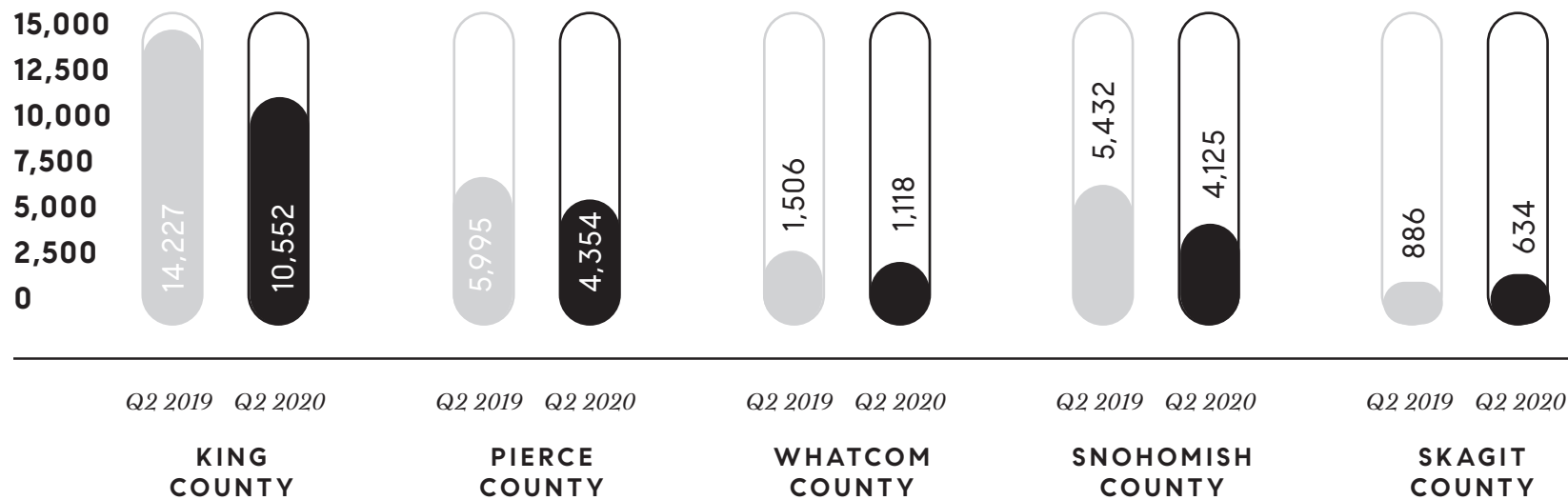






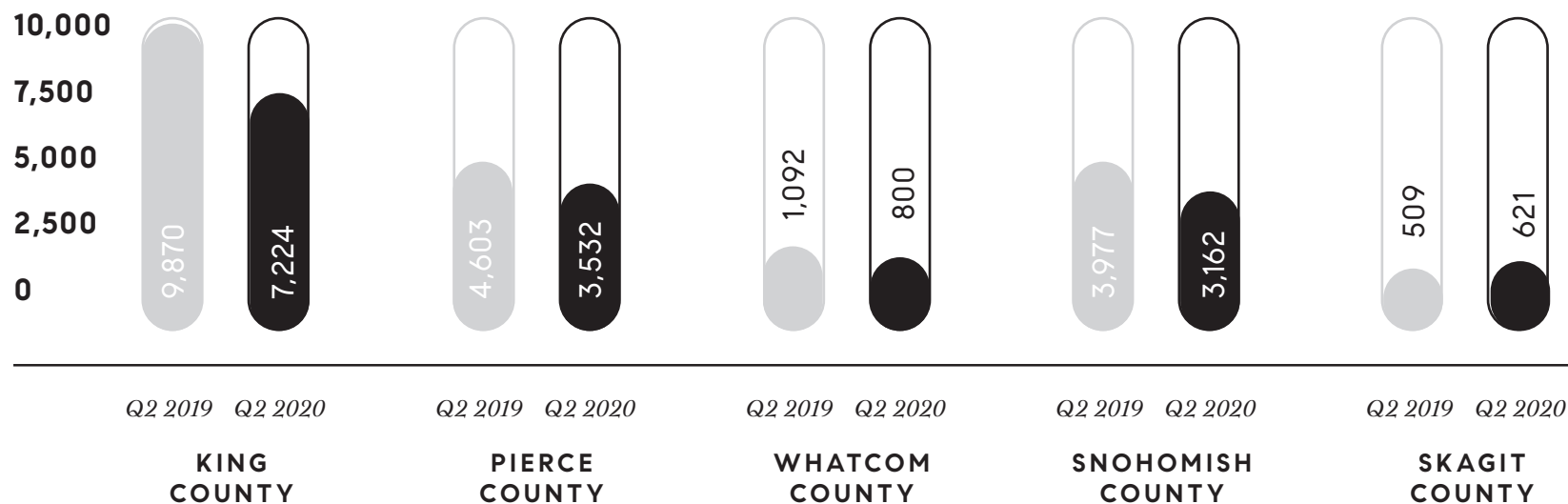
# New Listings

## IN GREATER SEATTLE COUNTIES



# New Solds

## IN GREATER SEATTLE COUNTIES



# County Overview

The Greater Seattle Area had an exceptional Q2.

KING  
COUNTY

\$660K

*Median Sales Price*

20

*Average DOM*

100.38%

*Sold to List Price %*

PIERCE  
COUNTY

\$397.7K

*Median Sales Price*

24

*Average DOM*

100.78%

*Sold to List Price %*

WHATCOM  
COUNTY

\$404.5K

*Median Sales Price*

37

*Average DOM*

99.42%

*Sold to List Price %*



**SNOHOMISH  
COUNTY**

**\$505K**

*Median Sales Price*

**22**

*Average DOM*

**100.67%**

*Sold to List Price %*

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**SKAGIT  
COUNTY**

**\$400K**

*Median Sales Price*

**37**

*Average DOM*

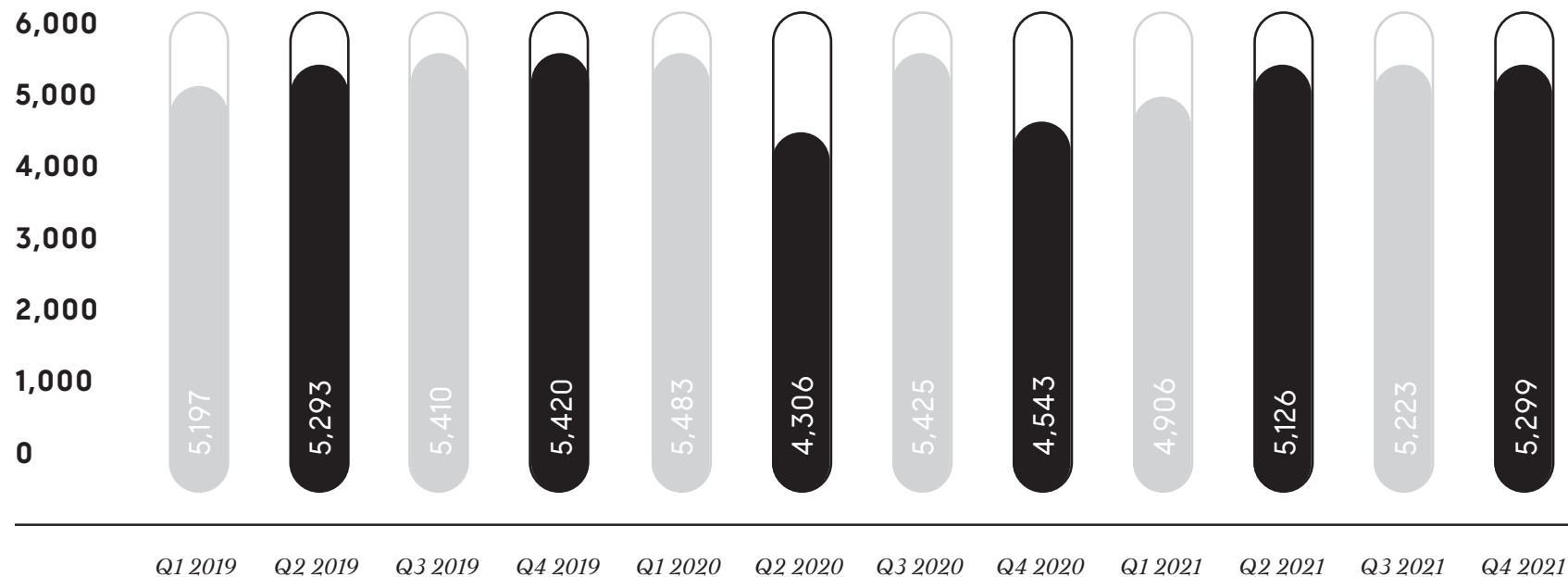
**99.59%**

*Sold to List Price %*



# Fannie Mae U.S. Home Sales Forecast

Experts believe that the housing market will rebound faster than previously forecasted. The Fannie Mae U.S Home Sales forecasts, estimated the housing growth would decline by 5.2% and readjusted it to 4.2% - indicating market health returning sooner than expected.



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# *Home Design Trends 2020*



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 2020 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 2020. Expect to see more spacious seating and lounging areas everywhere that encourage conversation and help drive interaction.

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# *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





COMPASS  
CONCIERGE

*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](https://compass.com/concierge)

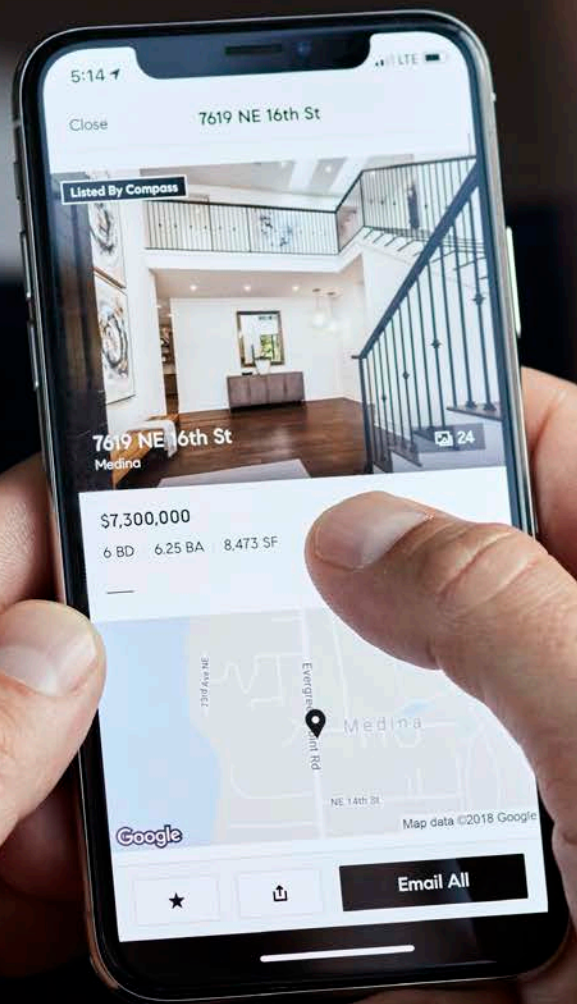


•  
FRESH PAINT

•  
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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47.6096 -122.1962

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

---

Bellevue inventory dropped significantly with a slight increase in median home sales prices, as home owners see 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**

*Bellevue continues to be a highly sought after community, with consistent growth in median sales price and demand.*

**POPULATION**

147,599

**MEDIAN INCOME**

\$112,283

**SCHOOL DISTRICT**

Bellevue

644

*Q2 2019 Sales*

376

*Q2 2020 Sales*

↓41.6%

*% Change*

\$924,975

*Q2 2019 Median Sales Price*

\$956,750

*Q2 2020 Median Sales Price*

↑3.4%

*% Change*

27

*Q2 2019 DOM*

18

*Q2 2020 DOM*

↓33.3%

*% Change*





48.7523 -122.4795

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

---

Year over year home sales have decreased in the second quarter in Bellingham, median home prices have increased. Continued home value appreciation paired with consistent buyer demand sets the stage for strong market performance for the remainder of 2020.

### BELLINGHAM INSIGHTS

*Bellingham is increasingly becoming a sought after community for previous city dwellers. Home values increased slightly but, the sales may have a more drastic increase as the year continues.*

### POPULATION

90,665

### MEDIAN INCOME

\$50,844

### SCHOOL DISTRICT

Bellingham

382

*Q2 2019 Sales*

287

*Q2 2020 Sales*

↓24.9%

*% Change*

\$438,000

*Q2 2019 Median Sales Price*

\$440,000

*Q2 2020 Median Sales Price*

↑0.5%

*% Change*

25

*Q2 2019 DOM*

24

*Q2 2020 DOM*

↓4.0%

*% Change*









47.7599 -122.2046

*Bothell—  
Popular suburban  
neighborhood with  
excellent schools*

---

Bothell continues to be a desirable relocation community. Despite a decrease in sales, there was an increase in median home sales price. The area saw a significant drop in average days on market, indicating buyer demand is staying strong.

**BOTHELL INSIGHTS**

*Bothell continues to be a desired community for city dwellers seeking a more affordable, yet abundant, lifestyle away from the city.*

**POPULATION**

46,657

**MEDIAN INCOME**

\$94,986

**SCHOOL DISTRICT**

Northshore

669

*Q2 2019 Sales*

451

*Q2 2020 Sales*

↓32.6%

*% Change*

\$639,950

*Q2 2019 Median Sales Price*

\$675,000

*Q2 2020 Median Sales Price*

↑5.5%

*% Change*

31

*Q2 2019 DOM*

16

*Q2 2020 DOM*

↓48.4%

*% Change*







47.4666 -122.3412

*Burien—  
A treasured  
community with a  
rich heritage*

---

All signs point towards a strong rebound in the Burien area. The number of transactions decreased from 2019 but, demand continues to remain strong with a jump in the median sales price and increase in NWMLS searches for the area.

**BURIEN INSIGHTS**

*Days on markets continue to decrease with demand continuously rising.*

**POPULATION**

51,908

**MEDIAN INCOME**

\$62,315

**SCHOOL DISTRICT**

Highline

164

*Q2 2019 Sales*

102

*Q2 2020 Sales*

↓37.8%

*% Change*

\$499,975

*Q2 2019 Median Sales Price*

\$511,500

*Q2 2020 Median Sales Price*

↑2.3%

*% Change*

28

*Q2 2019 DOM*

20

*Q2 2020 DOM*

↓28.6%

*% 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 closing staying steady despite difficult conditions and median sales prices raised 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

75

*Q2 2019 Sales*

68

*Q2 2020 Sales*

↓9.3%

*% Change*

\$646,000

*Q2 2019 Median Sales Price*

\$682,500

*Q2 2020 Median Sales Price*

↑5.7%

*% Change*

41

*Q2 2019 DOM*

23

*Q2 2020 DOM*


↓43.9%

*% 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.

**EDMONDS INSIGHTS**

*Strong home values with dramatic decrease in Days on Market.*

**POPULATION**

42,605

**MEDIAN INCOME**

\$87,693

**SCHOOL DISTRICT**

*Edmonds*

292

*Q2 2019 Sales*

196

*Q2 2020 Sales*

↓32.9%

*% Change*

\$598,944

*Q2 2019 Median Sales Price*

\$623,500

*Q2 2020 Median Sales Price*

↑4.1%

*% Change*

21

*Q2 2019 DOM*

16

*Q2 2020 DOM*

↓23.8%

*% Change*









47.9789 -122.2074

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

---

Though transactions slightly dropped, Everett continues to show it is a strong real estate market with a significant increase in 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

672

*Q2 2019 Sales*

498

*Q2 2020 Sales*

↓25.9%

*% Change*

\$410,000

*Q2 2019 Median Sales Price*

\$449,975

*Q2 2020 Median Sales Price*

↑9.8%

*% Change*

20

*Q2 2019 DOM*

17

*Q2 2020 DOM*

↓15.0%

*% Change*







47.5673 -121.890

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

---

Fall City and Snoqualmie real estate market remained stable with just one more transaction from the year prior. Due to a lack of inventory, sellers are seeking top value and price for their homes leading to a rise of days on market in the area. Located near an abundance of skiing, hiking, and biking - the area continues to be a nature lovers oasis.

**FALL CITY & SNOQUALMIE INSIGHTS**

*Top value for homes while  
inventory remains low.*

**POPULATION**

13,752

**MEDIAN INCOME**

\$144,148

**SCHOOL DISTRICT**

*Snoqualmie Valley*

131

*Q2 2019 Sales*

108

*Q2 2020 Sales*

↓17.56%

*% Change*

\$739,888

*Q2 2019 Median  
Sales Price*

\$824,432

*Q2 2020 Median  
Sales Price*

↑11.4%

*% Change*

32

*Q2 2019 DOM*

24

*Q2 2020 DOM*

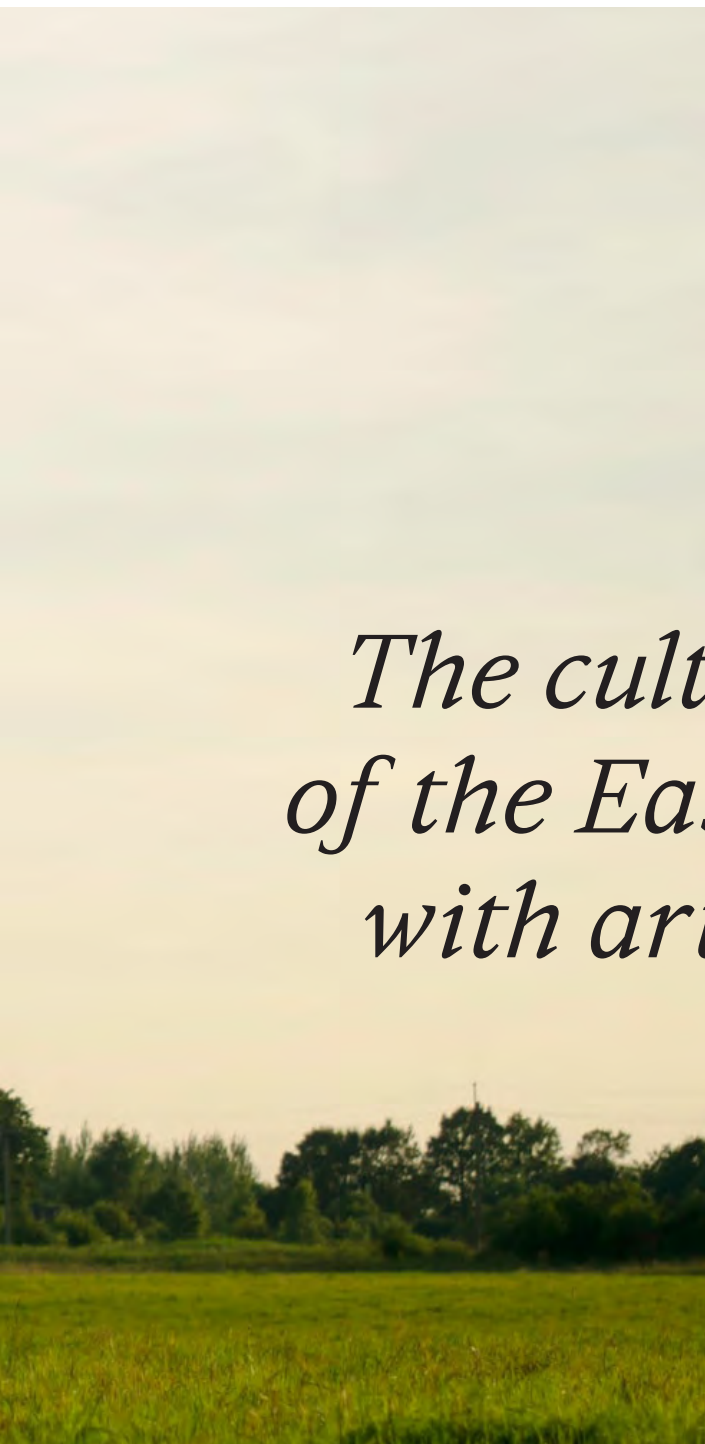
↓23.8%

*% 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 the economic growth as much as any city. With a decrease in transactions and a dramatic increase in median sales price, the area experienced a significant decrease in days on market proving that as we crawl out of the effects of COVID-19, the Issaquah market will remain strong and better than ever.

**ISSAQUAH INSIGHTS**

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

**POPULATION**

39,378

**MEDIAN INCOME**

\$101,508

**SCHOOL DISTRICT**

Issaquah

**345**

*Q2 2019 Sales*

**204**

*Q2 2020 Sales*

**↓40.9%**

*% Change*

**\$685,000**

*Q2 2019 Median Sales Price*

**\$800,000**

*Q2 2020 Median Sales Price*

**↑16.8%**

*% Change*

**33**

*Q2 2019 DOM*

**30**

*Q2 2020 DOM*


**↓9.1%**

*% 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 hot spot for buyers looking to relocate out of the city, with transactions going up in median sales price, and a dramatic drop on days on market.

**KENMORE INSIGHTS**

*Highly sought after with strong sales prices.*

**POPULATION**

23,093

**MEDIAN INCOME**

\$105,007

**SCHOOL DISTRICT**

Northshore

97

*Q2 2019 Sales*

82

*Q2 2020 Sales*

↓15.5%

*% Change*

\$699,000

*Q2 2019 Median Sales Price*

\$774,500

*Q2 2020 Median Sales Price*

↑10.8%

*% Change*

25

*Q2 2019 DOM*

17

*Q2 2020 DOM*

↓32%

*% 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 slightly. Properties move quickly and a dramatic drop in days on market indicate that those moving to the area are serious buyers.

**KENT & RENTON INSIGHTS**

*Increased demand from serious relocation buyers.*

**POPULATION**

231,771

**MEDIAN INCOME**

\$71,818

**SCHOOL DISTRICT**

*Kent, Renton, and Issaquah*

**1,140**

*Q2 2019 Sales*

**807**

*Q2 2020 Sales*

**↓29.21%**

*% Change*

**\$464,000**

*Q2 2019 Median Sales Price*

**\$487,500**

*Q2 2020 Median Sales Price*

**↑5%**

*% Change*

**29**

*Q2 2019 DOM*

**18**

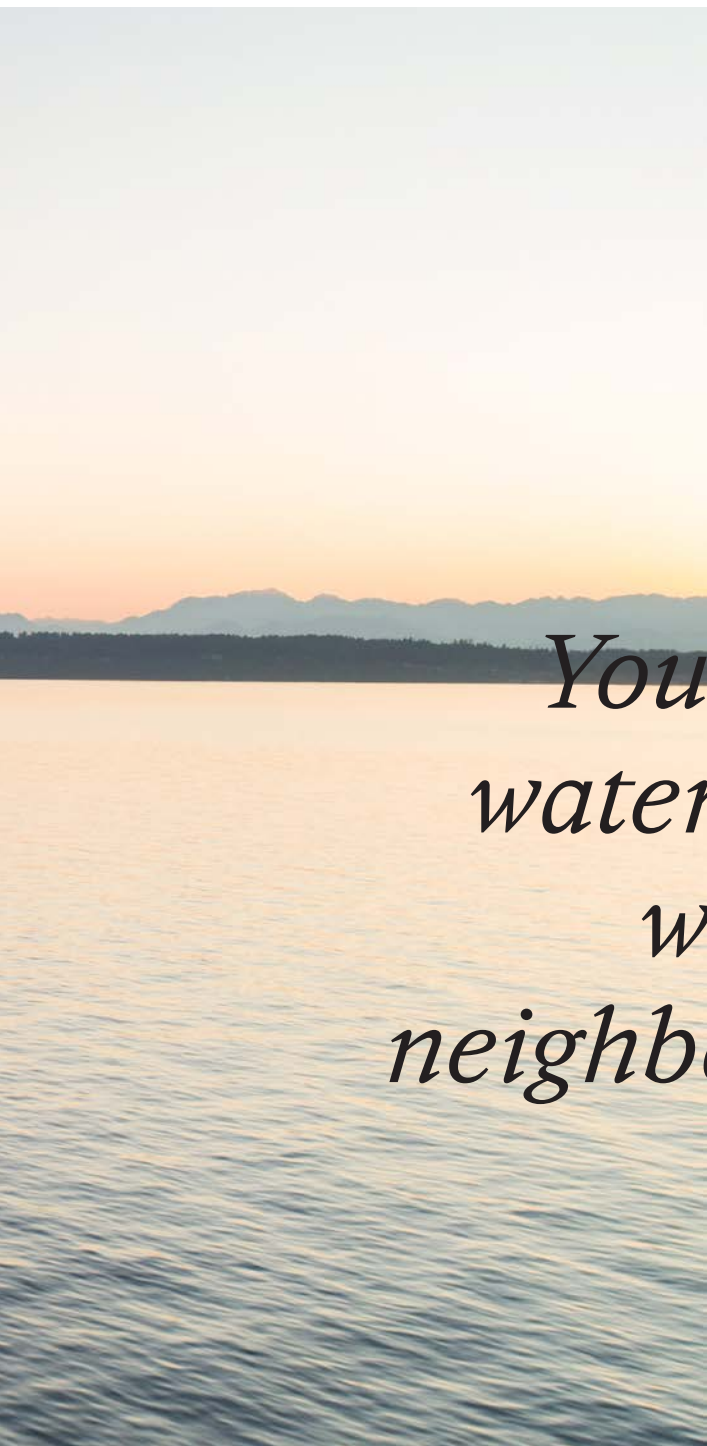
*Q2 2020 DOM*

**↓36.8%**

*% Change*







47.3796 -122.2347

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

---

Although sales dropped for the second quarter compared to 2019, the median sales price continues to rise as more tech jobs move to the Eastside. With a phenomenal price per square foot in a sought after community, Kirkland's home values will only continue to soar while moving quickly.

**KIRKLAND INSIGHTS**

*Soaring home values in an  
ever-evolving community.*

**POPULATION**

89,557

**MEDIAN INCOME**

\$109,715

**SCHOOL DISTRICT**

*Lake Washington*

513

*Q2 2019 Sales*

358

*Q2 2020 Sales*

↓30.2%

*% Change*

\$785,000

*Q2 2019 Median  
Sales Price*

\$860,000

*Q2 2020 Median  
Sales Price*

↑9.6%

*% Change*

28

*Q2 2019 DOM*

16

*Q2 2020 DOM*

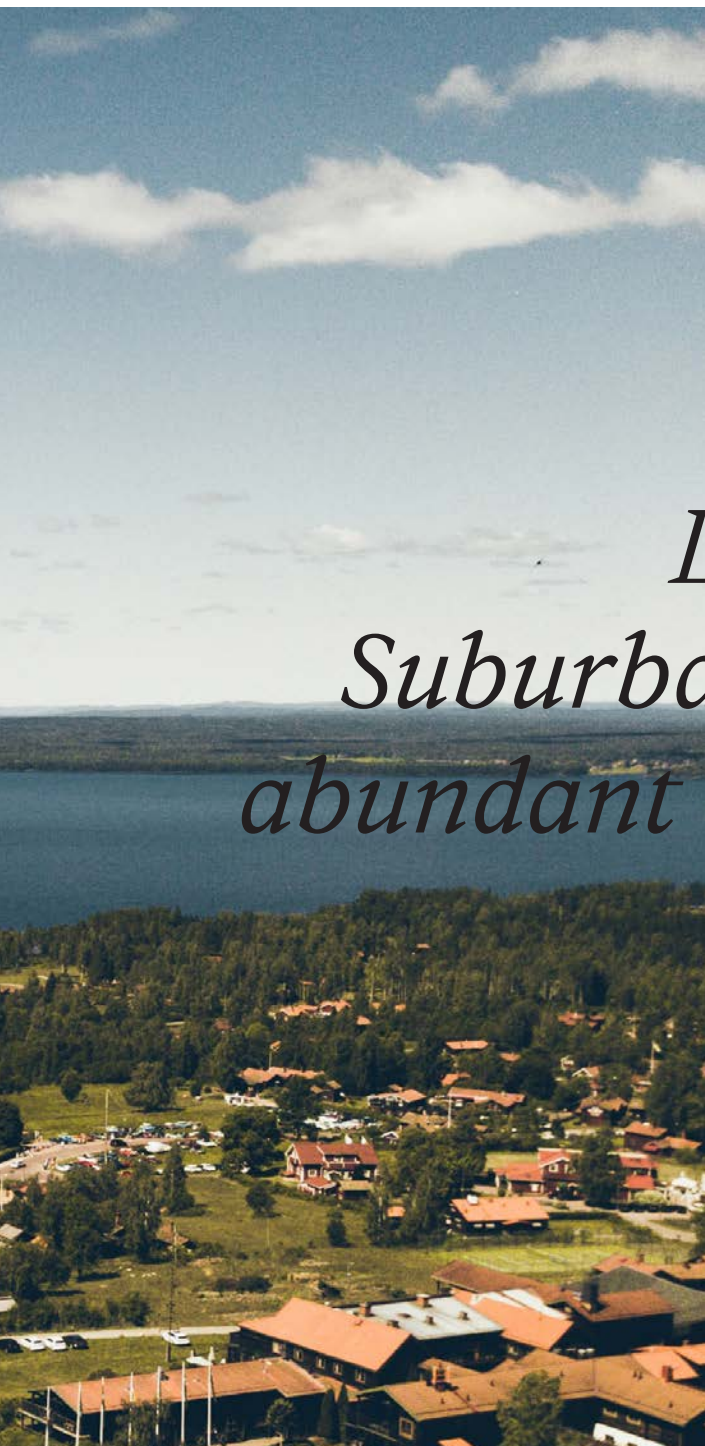
↓42.9%

*% Change*









47.8208 -122.3155

*Lynnwood—  
Suburban hub with  
abundant community  
amenities*

---

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

**LYNNWOOD INSIGHTS**

*Continued positive market trends driving high buyer demand.*

**POPULATION**

38,511

**MEDIAN INCOME**

\$59,416

**SCHOOL DISTRICT**

Edmonds

421

*Q2 2019 Sales*

310

*Q2 2020 Sales*

↓26.4%

*% Change*

\$499,950

*Q2 2019 Median Sales Price*

\$519,995

*Q2 2020 Median Sales Price*

↑4.0%

*% Change*

22

*Q2 2019 DOM*

21

*Q2 2020 DOM*

↓4.5%

*% Change*







47.3903 -122.0446

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

---

With an increase of new construction in the area, transactions decreased slightly driving median sales prices up Q2 year over year. Days on market increased as inventory from new construction gave buyers more options than ever before.

**MAPLE VALLEY INSIGHTS**

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

**POPULATION**

27,114

**MEDIAN INCOME**

\$107,299

**SCHOOL DISTRICT**

Tahoma

230

*Q2 2019 Sales*

188

*Q2 2020 Sales*

↓18.3%

*% Change*

\$485,000

*Q2 2019 Median  
Sales Price*

\$575,000

*Q2 2020 Median  
Sales Price*

↑18.6%

*% Change*

26

*Q2 2019 DOM*

36

*Q2 2020 DOM*

↑38.5%

*% Change*









47.5704 -122.2198

# *Mercer Island— Islander life just outside the city*

Mercer Island continued to persevere in the second quarter of 2020 compared to 2019 with a large decrease of days on market. Even with the dip in median sales prices due to less Waterfront inventory, the Island continues to maintain strong home values.

**MERCER ISLAND INSIGHTS**

*Persevering market that shows strong promise to quickly grow in Q3.*

**POPULATION**

25,976

**MEDIAN INCOME**

\$142,413

**SCHOOL DISTRICT**

*Mercer Island*

**114**

*Q2 2019 Sales*

**82**

*Q2 2020 Sales*

**↓28.1%**

*% Change*

**\$1,722,500**

*Q2 2019 Median Sales Price*

**\$1,475,000**

*Q2 2020 Median Sales Price*

**↓14.4%**

*% Change*

**45**

*Q2 2019 DOM*

**24**

*Q2 2020 DOM*

**↓46.7%**

*% Change*







47.6734 -122.1202

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

---

With tech startups continuing to pop up in Redmond every day and its optimal 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

**409**

*Q2 2019 Sales*

**262**

*Q2 2020 Sales*

**↓35.9%**

*% Change*

**\$882,000**

*Q2 2019 Median  
Sales Price*

**\$870,000**

*Q2 2020 Median  
Sales Price*

**↓1.4%**

*% Change*

**25**

*Q2 2019 DOM*

**18**

*Q2 2020 DOM*

**↓28.0%**

*% Change*









47.6168 -122.0333

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

---

Sammamish home prices continue to soar surpassing the one million dollar median sales price, with new inventory coming to market. As pent up demand for the area remains high, buyers are aggressive and abundant. A short commute to sprawling Bellevue and located near some of the best hikes in the area, Sammamish continues to grow and thrive despite 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**

*Q2 2019 Sales*

**253**

*Q2 2020 Sales*

**↓32.3%**

*% Change*

**\$976,000**

*Q2 2019 Median Sales Price*

**\$1,060,000**

*Q2 2020 Median Sales Price*

**↑8.6%**

*% Change*

**34**

*Q2 2019 DOM*

**26**

*Q2 2020 DOM*

**↓23.5%**

*% 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 during COVID-19.

**SEATTLE INSIGHTS**

*Rise in transactions and stagnant home values.*

**POPULATION**

744,955

**MEDIAN INCOME**

\$85,562

**SCHOOL DISTRICT**

Seattle

3,209

*Q2 2019 Sales*

2,493

*Q2 2020 Sales*

↓22.3%

*% Change*

\$705,000

*Q2 2019 Median Sales Price*

\$725,000

*Q2 2020 Median Sales Price*

↑2.8%

*% Change*

24

*Q2 2019 DOM*

19

*Q2 2020 DOM*

↓20.8%

*% 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 expectedly decreased 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 quickly and sales prices are on the rise as buyers continue their desire to call this tightknit beachfront community home.

46

*Q2 2019 Sales*

22

*Q2 2020 Sales*

↓52.5%

*% Change*

\$762,500

*Q2 2019 Median Sales Price*

\$859,999

*Q2 2020 Median Sales Price*

↑12.8%

*% Change*

27

*Q2 2019 DOM*

19

*Q2 2020 DOM*

↓29.6%

*% Change*



# *Ballard–Trendy neighborhood with maritime history*

The average sales price dropped 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.

190

*Q2 2019 Sales*

151

*Q2 2020 Sales*

↑20.5%

*% Change*

---

\$745,000

*Q2 2019 Median  
Sales Price*

\$739,950

*Q2 2020 Median  
Sales Price*

↓0.7%

*% Change*

---

19

*Q2 2019 DOM*

13

*Q2 2020 DOM*

↓31.6%

*% Change*



# *Beacon Hill—A Seattle community with relaxed pace*

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

92

*Q2 2019 Sales*

66

*Q2 2020 Sales*

↓28.3%

*% Change*

\$801,250

*Q2 2019 Median  
Sales Price*

\$925,656

*Q2 2020 Median  
Sales Price*

↑15.5%

*% Change*

17

*Q2 2019 DOM*

22

*Q2 2020 DOM*

↑33.3%

*% Change*



# Capitol Hill— Vibrant with style all its own

Prices continue to be on the rise for the apartments and condos that make up the majority of Capitol Hill listings, with low inventory in the population-dense area.

144

Q2 2019 Sales

96

Q2 2020 Sales

↓33.3%

% Change

\$592,475

Q2 2019 Median  
Sales Price

\$657,475

Q2 2020 Median  
Sales Price

↑11%

% Change

22

Q2 2019 DOM

19

Q2 2020 DOM

↓13.6%

% Change





# Central Area— Residential with perks of city life

Prices have decreased slightly since last year, but time on market has dropped as buyers flock to Seattle's oldest surviving residential area that offers new construction and community improvement projects, mixed with single-family homes.

59

Q2 2019 Sales

39

Q2 2020 Sales

↓33.9%

% Change

\$721,000

Q2 2019 Median  
Sales Price

\$710,000

Q2 2020 Median  
Sales Price

↓1.5%

% Change

27

Q2 2019 DOM

21

Q2 2020 DOM

↓22.2%

% Change



# *Denny Triangle— Close to enough to walk to downtown*

With an abundance of new high-rise condos and an abundance of amenities to serve the local community, closed transactions have skyrocketed in the Denny Triangle neighborhood. Home prices remain stable and units are moving quickly.

15

*Q2 2019 Sales*

96

*Q2 2020 Sales*

↑540%

*% Change*

\$689,000

*Q2 2019 Median  
Sales Price*

\$680,000

*Q2 2020 Median  
Sales Price*

↓1.3%

*% Change*

42

*Q2 2019 DOM*

12

*Q2 2020 DOM*

↓71.4%

*% Change*



# *Belltown— Residential living in the heart of the city*

In the heart of the hustle and bustle of downtown Seattle, closings saw a significant decrease due to outside factors of real estate. Median sales prices jumped a little bit while it is a still highly sought after real estate.

224

*Q2 2019 Sales*

123

*Q2 2020 Sales*

↓45.1%

*% Change*

---

\$663,750

*Q2 2019 Median  
Sales Price*

\$692,000

*Q2 2020 Median  
Sales Price*

↑4.3%

*% Change*

---

34

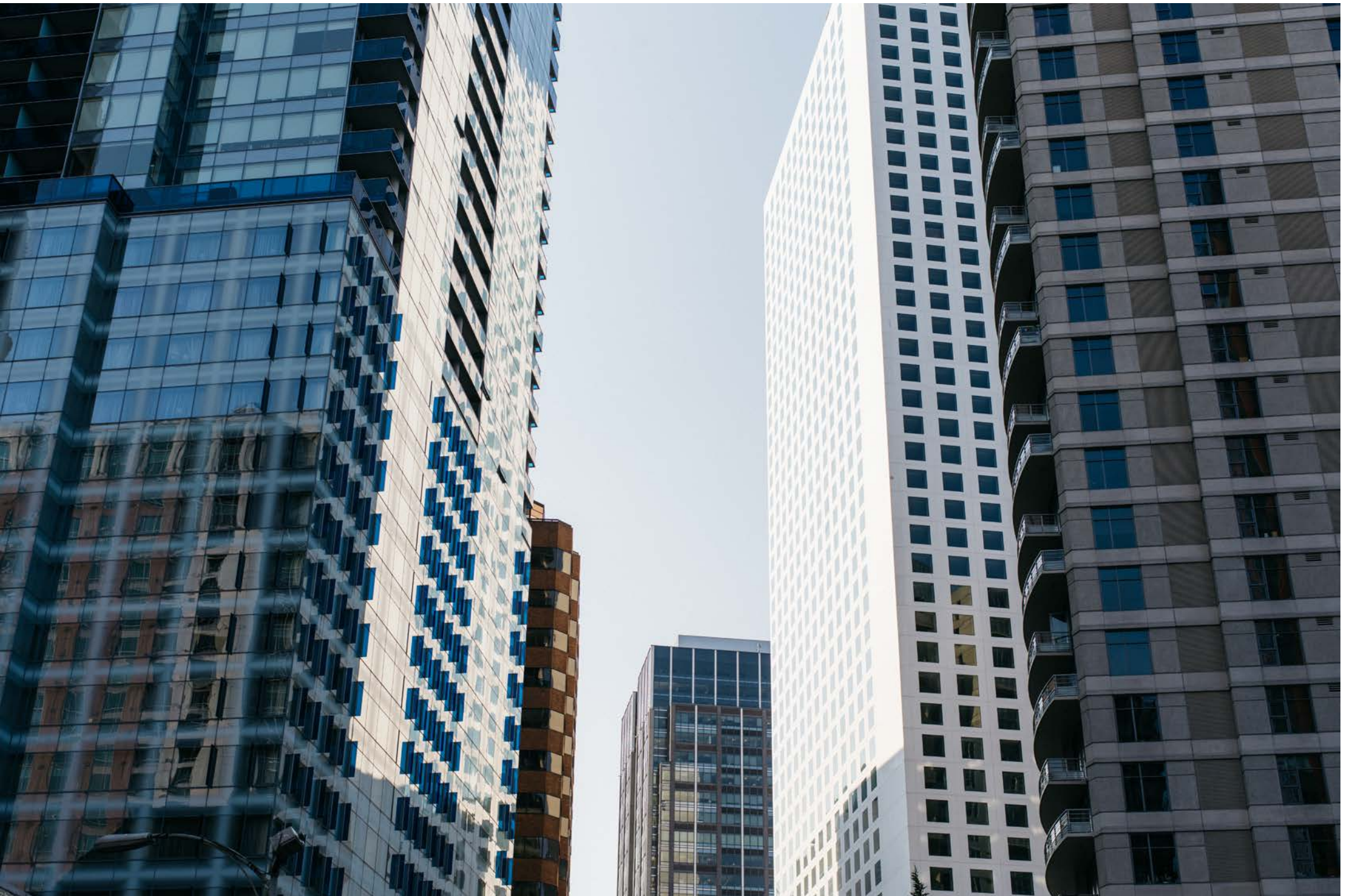
*Q2 2019 DOM*

21

*Q2 2020 DOM*

↓38.2%

*% Change*



# *Fremont— Eccentric, sought- after neighborhood*

While sales and prices are slightly down in 2020, Fremont remains an in-demand neighborhood with a variety of living options. Inventory does not last long in Fremont, as demonstrated by a significant drop in days on market for listings.

65

*Q2 2019 Sales*

42

*Q2 2020 Sales*

↓35.4%

*% Change*

\$775,000

*Q2 2019 Median  
Sales Price*

\$720,000

*Q2 2020 Median  
Sales Price*

↓7.1%

*% Change*

28

*Q2 2019 DOM*

16

*Q2 2020 DOM*

↓42.9%

*% Change*





# *Laurelhurst—Luxury location with prime waterfront views*

The average home price is down in this upscale waterfront community, with an increase in inventory and little change in a listing's time on the market.

20

*Q2 2019 Sales*

22

*Q2 2020 Sales*

↑10.0%

*% Change*

\$1,410,000

*Q2 2019 Median  
Sales Price*

\$1,287,500

*Q2 2020 Median  
Sales Price*

↓8.7%

*% Change*

29

*Q2 2019 DOM*

29

*Q2 2020 DOM*

0.0%

*% Change*



# *Green Lake & Greenwood— Relaxed, family-friendly neighborhoods*

These two areas have remained more affordable than some of Seattle's other neighborhoods, and are particularly coveted by growing families looking for extra room.

182

*Q2 2019 Sales*

137

*Q2 2020 Sales*

↓24.7%

*% Change*

\$716,113

*Q2 2019 Median  
Sales Price*

\$747,625

*Q2 2020 Median  
Sales Price*

↑4.4%

*% Change*

21

*Q2 2019 DOM*

13

*Q2 2020 DOM*

↓40.5%

*% Change*



# *Leschi—Seattle's quintessential lakeside community*

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

28

*Q2 2019 Sales*

21

*Q2 2020 Sales*

↓25.0%

*% Change*

\$1,297,750

*Q2 2019 Median  
Sales Price*

\$930,000

*Q2 2020 Median  
Sales Price*

↓28.3%

*% Change*

31

*Q2 2019 DOM*

37

*Q2 2020 DOM*

↑21.3%

*% Change*



# *Madison Park— Picturesque shores of Lake Washington*

A huge spike in units came in the second quarter of 2020, driving significant increases in the median sales price and declining days on market as Madison Valley continues to be a highly sought after community.

28

*Q2 2019 Sales*

43

*Q2 2020 Sales*

↑53.5%

*% Change*

\$849,500

*Q2 2019 Median  
Sales Price*

\$1,088,625

*Q2 2020 Median  
Sales Price*

↑28.2%

*% Change*

24

*Q2 2019 DOM*

18

*Q2 2020 DOM*

↓23.4%

*% Change*





*Madrona—  
An oasis of quiet  
and comfort*

Sale prices have gone up in this quiet neighborhood on the shore of Lake Washington, with a large reduction of the time new listings are on the market and reduced inventory.

35

*Q2 2019 Sales*

29

*Q2 2020 Sales*

↓17.1%

*% Change*

---

\$935,000

*Q2 2019 Median  
Sales Price*

\$990,000

*Q2 2020 Median  
Sales Price*

↑5.9%

*% Change*

---

41

*Q2 2019 DOM*

24

*Q2 2020 DOM*

↓40.2%

*% Change*



# *Magnolia—Traquil neighborhood that enjoys solutiude*

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

131

*Q2 2019 Sales*

107

*Q2 2020 Sales*

↓18.3%

*% Change*

\$910,000

*Q2 2019 Median Sales Price*

\$1,050,000

*Q2 2020 Median Sales Price*

↑15.4%

*% Change*

24

*Q2 2019 DOM*

23

*Q2 2020 DOM*

↓4.2%

*% Change*



# *Maple Leaf—A quaint and tight-knit community*

Single-family bungalows and classic mid-century modern homes dominate this residential community. 2020 has brought an increase in sales and higher sales prices, with time on market plummeting.

47

*Q2 2019 Sales*

50

*Q2 2020 Sales*

↑6.4%

*% Change*

\$735,000

*Q2 2019 Median  
Sales Price*

\$811,975

*Q2 2020 Median  
Sales Price*

↑10.5%

*% Change*

18

*Q2 2019 DOM*

5

*Q2 2020 DOM*

↓72.2%

*% 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 has dropped significantly.

47

*Q2 2019 Sales*

28

*Q2 2020 Sales*

↓40.4%

*% Change*

\$647,000

*Q2 2019 Median  
Sales Price*

\$865,000

*Q2 2020 Median  
Sales Price*

↑33.7%

*% Change*

35

*Q2 2019 DOM*

22

*Q2 2020 DOM*

↓37.1%

*% 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 a little extra space yet remaining near the city.

48

*Q2 2019 Sales*

35

*Q2 2020 Sales*

↑27.1%

*% Change*

\$880,000

*Q2 2019 Median  
Sales Price*

\$909,000

*Q2 2020 Median  
Sales Price*

↑3.3%

*% Change*

20

*Q2 2019 DOM*

11

*Q2 2020 DOM*

↓45.0%

*% Change*



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

Consistently rated a top ten neighborhood in Seattle, homebuyers continue to flock to these classic homes. With a slight decrease in the median sales price, expect continued demand and quick sales through 2020.

219

Q2 2019 Sales

125

Q2 2020 Sales

↓42.9%

% Change

\$869,000

Q2 2019 Median  
Sales Price

\$845,000

Q2 2020 Median  
Sales Price

↓2.8%

% Change

24

Q2 2019 DOM

21

Q2 2020 DOM

↓12.5%

% Change



# *Rainier Beach— A community with pride in its diversity*

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

27

*Q2 2019 Sales*

42

*Q2 2020 Sales*

↑55.6%

*% Change*

\$521,000

*Q2 2019 Median  
Sales Price*

\$548,125

*Q2 2020 Median  
Sales Price*

↑5.2%

*% Change*

37

*Q2 2019 DOM*

20

*Q2 2020 DOM*

↓45.2%

*% 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.

245

*Q2 2019 Sales*

180

*Q2 2020 Sales*

↓26.5%

*% Change*

---

\$590,000

*Q2 2019 Median Sales Price*

\$621,500

*Q2 2020 Median Sales Price*

↑5.3%

*% Change*

---

27

*Q2 2019 DOM*

17

*Q2 2020 DOM*

↓37.0%

*% Change*





# Wallingford— Small-town vibes with big-city perks

Prices and sales have remained relatively steady in this laid-back neighborhood with lovely parks and eclectic shops, though average days on market has significantly increased.

50

Q2 2019 Sales

49

Q2 2020 Sales

↓2.0%

% Change

\$830,000

Q2 2019 Median  
Sales Price

\$855,000

Q2 2020 Median  
Sales Price

↑3.0%

% Change

10

Q2 2019 DOM

25

Q2 2020 DOM

↑150.0%

% 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 higher. However, many people still consider West Seattle's self-sufficient attitude is an attractive draw for the community.

88

*Q2 2019 Sales*

76

*Q2 2020 Sales*

↓13.6%

*% Change*

\$526,250

*Q2 2019 Median  
Sales Price*

\$597,625

*Q2 2020 Median  
Sales Price*

↑13.6%

*% Change*

45

*Q2 2019 DOM*

61

*Q2 2020 DOM*

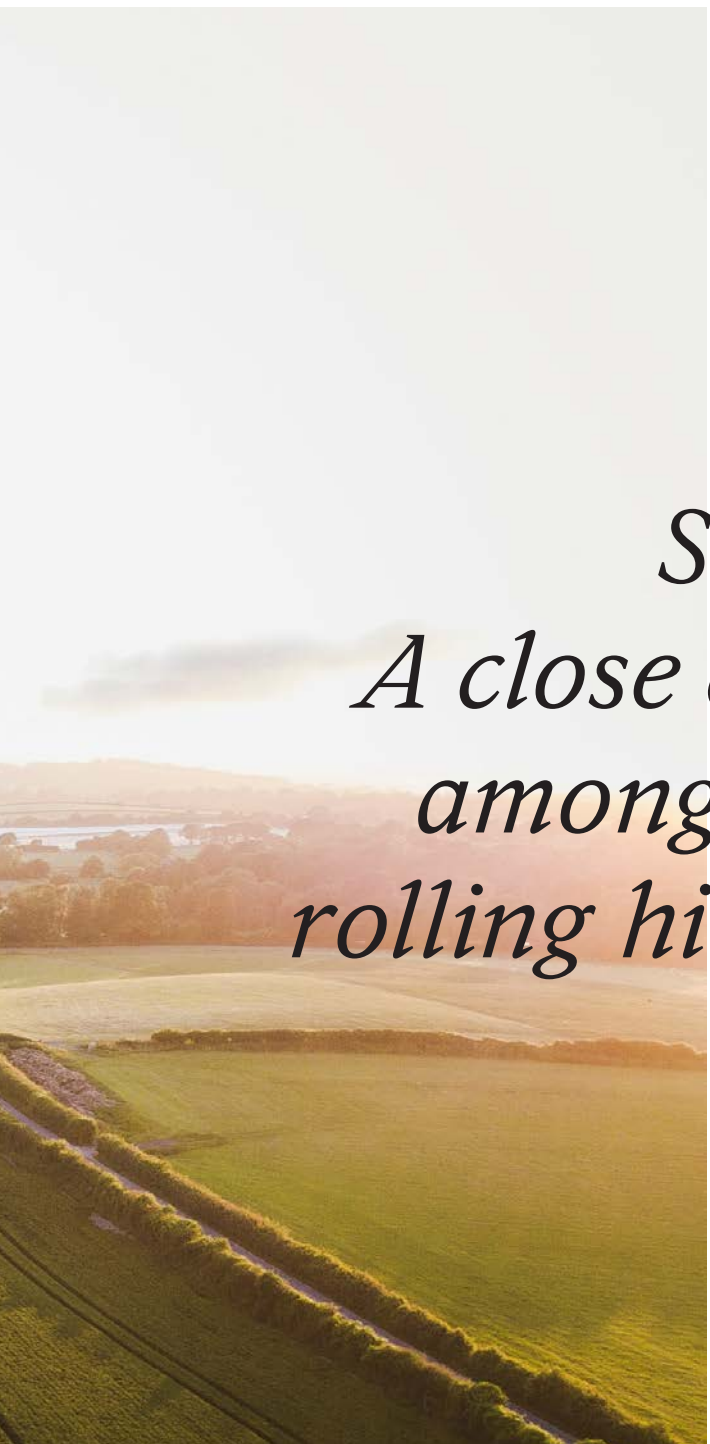
↑34.4%

*% 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 and median sales prices remain stable.

**SNOHOMISH INSIGHTS**

*Stable market with high growth  
for buyer demand.*

**POPULATION**

10,185

**MEDIAN INCOME**

\$66,209

**SCHOOL DISTRICT**

*Snohomish*

**354**

*Q2 2019 Sales*

**309**

*Q2 2020 Sales*

**↓12.7%**

*% Change*

**\$580,000**

*Q2 2019 Median  
Sales Price*

**\$635,250**

*Q2 2020 Median  
Sales Price*

**↑9.5%**

*% Change*

**27**

*Q2 2019 DOM*

**36**

*Q2 2020 DOM*

**↑33.3%**

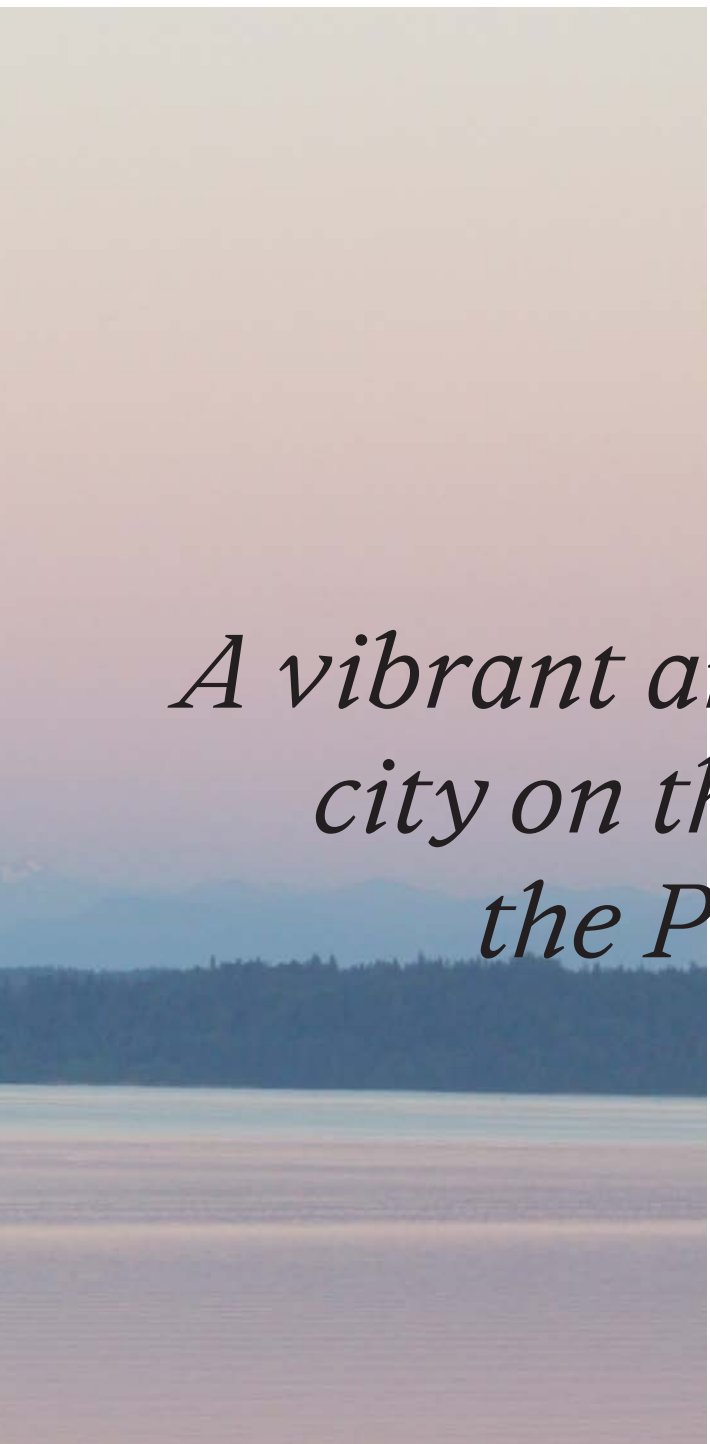
*% Change*







47.2538 -122.4461



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

---

Tacoma proves to be a hot spot for seeking buyers with low inventory – sales dropped in the area while the median sale price rose. With pent up buyer demand Tacoma saw one of the largest drops in days on market in the entire Greater Seattle area.

**TACOMA INSIGHTS**

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

**POPULATION**

216,279

**MEDIAN INCOME**

\$58,617

**SCHOOL DISTRICT**

Tahoma

1,372

*Q2 2019 Sales*

1,053

*Q2 2020 Sales*

↓23.3%

*% Change*

\$321,450

*Q2 2019 Median Sales Price*

\$352,000

*Q2 2020 Median Sales Price*

↑9.5%

*% Change*

23

*Q2 2019 DOM*

16

*Q2 2020 DOM*


↓30.4%

*% Change*





47.7542 -122.1619



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

---

Home owners continue to stay in Woodinville as home sales drop, but home values remain stable for the highly coveted neighborhoods that provide an abundant lifestyle.

**WOODINVILLE INSIGHTS**

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

**POPULATION**

*12,815*

**MEDIAN INCOME**

*\$100,306*

**SCHOOL DISTRICT**

*Northshore*

**207**

*Q2 2019 Sales*

**133**

*Q2 2020 Sales*

**↓35.7%**

*% Change*

**\$825,000**

*Q2 2019 Median Sales Price*

**\$850,000**

*Q2 2020 Median Sales Price*

**↑3.0%**

*% Change*

**31**

*Q2 2019 DOM*

**24**

*Q2 2020 DOM*

**↓22.6%**

*% Change*





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## *Final Word*

Now that you've seen all the data and the projected forecast for 2020, 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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