

# Eastside Real Estate Buzz

This is a real estate blog for the Eastside neighborhoods of Seattle, Washington.

## What Were The Chance of selling your Seattle/Eastside Home in September, 2007?

(Don't forget to look at the attached charts on my website, [www.debrasinick.com](http://www.debrasinick.com). (Click on statistical reports for September 2007 and the statistics-year to date charts.)

### **October 12th, 2007**

The chances of selling a home on the Eastside in August 2007 ranged from a low of 9% to a high of 18%, depending on the neighborhood. All the Eastside areas experienced a decline in the chances of selling a home.

#### **The plateau: Sammamish, Issaquah, North Bend and Fall City**

(click on the name of each area to for a chart showing the latest stats in the area)

Sellers had a 15% chance of getting a home sold, **DOWN** from 20% last month and **DOWN** from 31% last year.

Median home prices were up by 8.4% to 602,500 from \$555,950.

Inventory was up by 41% and sales declined by 31% from last year.

Interesting that last month home prices declined by 5% and this month they are now back up. This shows how difficult it is to measure the market by looking at month to month changes only. Comparisons showing a minimum of 6 months will give a better picture of the market.

#### **West Redmond/East Bellevue**

Sellers had a 18% chance of getting a home sold, **DOWN** from 24% last month and **DOWN** from 33 % last year.

Median sales price increased to \$575,000 from \$549,000 last year, a 4.7% change.

Inventory was up by 31% and sales were down by 27%.

Last year the number of sales dropped and the inventory increased dramatically in September. In August of 2006, 53% of the homes sold, whereas in September 2006 33% sold. Last fall, was also a bit of a slow down from the previous 8 months.

### **South Bellevue**

Sellers had a 9% chance of selling a home, **DOWN** from 19% last month and **DOWN** from 19% last year.

Median price dropped to \$627,250 from \$685,950, a 8.6% decline.  
Inventory jumped by 32% and sales were down by 33%.

Again, there was a large drop last year from August to September of 2006, 21% less homes sold.

### **Woodinville/Bothell/Kenmore/Duvall**

Sellers had a 13% chance of selling a home, **DOWN** from 16% last month and **DOWN** from 28% last year.

Median price was down from \$499,950 to \$495,000, a 1% decrease.  
Inventory was up a whopping 60% and sales are down by 27%.

Again, in September 2006, there was a drop of 13% in the chances of getting a home sold.

### **Kirkland**

Sellers had a 10% chance of selling a home, **DOWN** from 14% last month and **DOWN** from 14% last year.

Median price dropped by 5.6%, to 679,975 from \$719,990.  
Inventory was up by 14% and sales were down by 24%

Last year, the number of sales dropped from 21% in August to 14% in September.

### **West Bellevue**

Sellers had an 8% chance of selling a home, **DOWN** from 18%, and **DOWN** from 23% last year.

Sellers had a 12% chance of selling a home, **DOWN** from 25% last month and **DOWN** from 25% last year.

Median pricing rose by 19% to \$1,550,000 from \$1,295,000.  
Inventory climbed by 33% and sales declined by 54%.

Percentage wise, the number of sale dropped precipitously from last month and last year. This translates to 20 less sales this month than last September.

### Redmond/Education Hill/Carnation

Sellers had a 12% chance of selling a home, **DOWN** from 25% last month and **DOWN** from 25% last year.

Median pricing was **DOWN** from \$619,000 to \$549,950, and 11.2% decrease. Inventory was up by 38.6% and sales were **DOWN** by 35%

I repeat my comments from last month:

Are we seeing the real estate market behave like fall of 2001? It reminds me of what happened to the economy after 9-11. After the terrorist attacks, everyone froze and no one did anything. Homes, cars, boats, none of the large consumer goods were selling. When 2002 came, everyone breathed a sigh of relief and was able to move forward as if the country was off to a fresh start. In the Puget Sound region with our strong economy, there is no reason to stop looking for and purchasing homes. Homes will still appreciate. Prices will not become significantly less expensive in this area.

I wrote about the good state of the economy in this region on a post at [The Seattle PI Real Estate Professionals blog](#). I think buyers are fearful and waiting to see what will happen next. Unfortunately, no one will ever know exactly when the “lowest” point of the market is until it is too late and it’s already passed by. Only when the market begins to go up will we realize we’ve reached bottom.

The selection of homes is terrific right now. Sellers are negotiable. If you buy now will you buy at the bottom of the market? Maybe yes and maybe no. But you will be buying in a much lower priced market and one that is very “pro” buyers. It’s been a long time since the market has been such a strong buyer’s market.

Have there been slower markets? Most definitely. However, with the state of the LOCAL economy, we should be just fine. Do you plan to be in your home for a few years? Then you, too, should be just fine. The people who are at risk for losing money on a home purchase are those that plan to hold onto a home for a very short period. Those buyers should not buy and expect to make a profit. It will not happen over the short term. I believe when the clock strikes and 2008 hits, we will return to a more frenetic market. Come February or March, it may be more competitive when trying to buy a home.

## What were the Chances of Selling a Condo on Seattle's Eastside in September, 2007?

Sellers had a 19% chance of selling a condo on Seattle's Eastside in September of 2007.

September, 2007 1119 condos for sale, 212 sales, 19% chance of selling.

August, 2007 1002 condos for sale, 309 sales, 30% chance of selling.

September, 2006 639 condos for sale, 340 sales, 75% chance of selling.

Take a look at the [chart](#) showing condo activity from 2003 to the present. Despite all the bad news we hear about the condo market, this chart is very telling. The cycle of pending sales is almost a mirror image for each of the last four years. We are in the midst of a pattern that happens year to year. Each year starts out with the lowest number of sales and hits a peak sometime in the summer. By September, the number of pending sales starts declining. December and January see the least amount of sales most of the years.

Are there more condos on the market during this year's cycle? Yes, the market has the highest inventory since 2003. The condo market performance seems more worrisome partly because inventory was so low in 2005 and 2006. Our inventory levels are more like 2003, but the price ranges are much higher. In 2003, the median price for condos hovered around \$200,000 for the entire year. In 2007, the year started with the median pricing just above \$250,000 and now median pricing is more like \$325,000.

Choices, choices, choices, there are so many great properties out there for you to choose from. If this annual pattern continues, expect to see prices more market activity as 2008 progresses.