

Eastside Real Estate Buzz

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

What Were The Chances of Selling Your Seattle/Eastside Home in November, 2009?

December 15, 2009



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The odds of selling a home on the Eastside in November 2009 ranged from a low of 13.5 % to a high of 23%, with an average 17% absorption rate.

(The absorption rate is the number of homes for sale in any given month divided by the actual number of homes sold that month.)

November, 2009	2943 homes for sale	503 homes sold	17 % odds of selling.
October, 2009	3240 homes for sale	644 (now 561) homes sold	19% (now 17%) odds of selling.*
November, 2008	3645 homes for sale	238 homes sold	6.5% odds of selling.

*Adjusted from previous month's numbers to reflect the actual number of homes sold and closed (see explanation below). Each month some sales fall apart and don't close. A lower number of home sales may be reported at a later date to show the actual number of sales that did close.

November, 2008 Seattle-Eastside real estate market compared to November, 2009:

Several important trends this month:

- **Home sales were up in all Seattle-Eastside cities.**
- **The number of homes for sale dropped to the lowest number, below 3000 homes, since March, 2007. This is a very important factor in our real estate market. For most of the past two years, there's been a large number of homes on the market. In 2005 and 2006, when the real estate market was booming, we saw the numbers of homes for sale on the eastside in the 2000-3000 range.**
- **The median prices were UP slightly, by 2%.**
- **Home sales on Seattle's Eastside: up 50.5%, a terrific increase in sales, although a much smaller increase than in October, when the increase was over 100%.**

Sales prices: UP 2.1%.

Number of homes for sale: down 22%.

Best odds of selling: For the second month in a row, the cities of Sammamish, Issaquah, Fall City, Snohomish, and North Bend, with 23% of the homes selling.

Worst odds of selling: Woodinville, North Kirkland, Bothell, Kenmore and Duvall, with 13% odds of homes selling.

Biggest increase in sales from last year: Kirkland, with 148% more home sales.

Last month, numbers like this were more common in all the eastside cities. Not so this month with Sammamish, Issaquah, etc. coming in with the second highest increase at 77%.

Smallest increase in sales from last year: Again it's the East Bellevue/Redmond area around Microsoft, with the smallest increase this month, only 9%.

Home sales in Bellevue and Redmond have been so strong in comparison to other eastside areas for so long. Now other Seattle-Eastside neighborhoods are catching up.

Decline in real estate sales: None on the eastside.

The peak of homes for sale in 2008: July, 4370 homes.

The peak of homes for sale in 2009: June, 3859 homes.

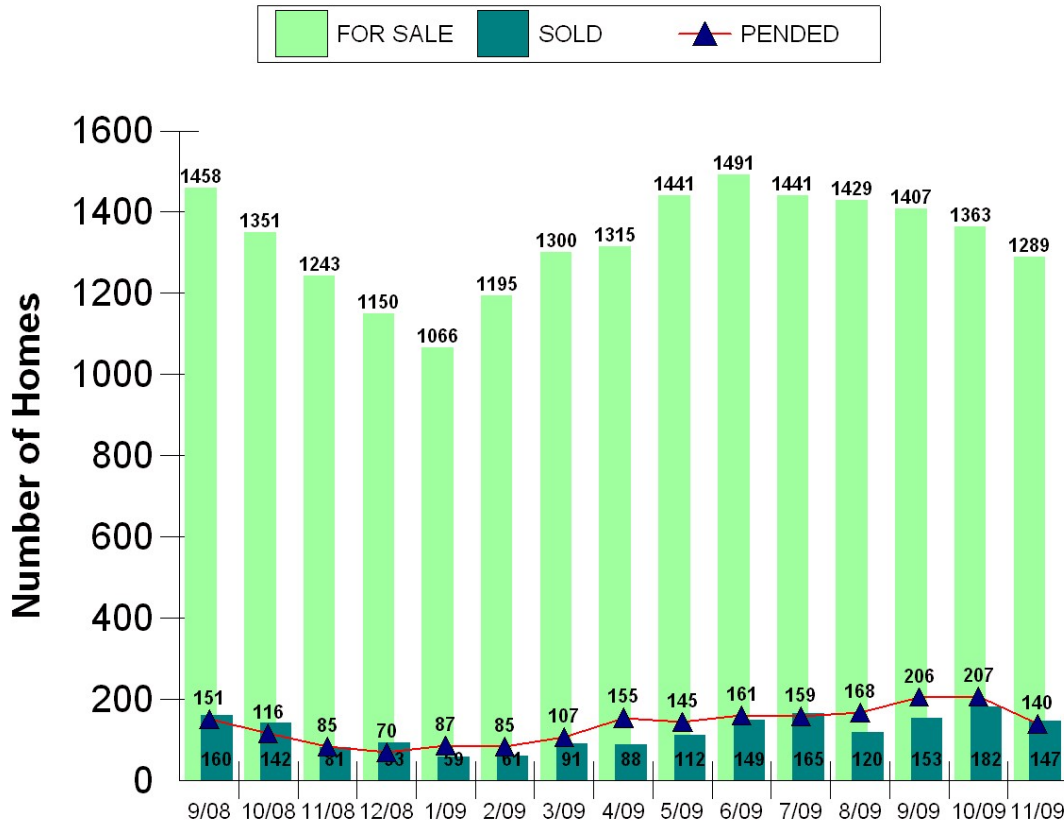
Rate of home sales that failed this month: 13%

Why home sales fail to close:

- This can be the result of inspections in which buyers and sellers do not agree, an appraisal that does not justify the sales price, lenders who do not package the loan properly or the great number of short sales that are out there.
- Short sales are sales in which the selling price for a property is less than the price owed to the bank, so the seller is "short." Many of these offers do not stay together because it often takes months for a short sale to get approved by the bank. There's no guarantee the bank will accept an offer. I've heard only 4% of the short sales actually close in King County. Since there's a huge number on the market, if you're someone willing to take a chance and accept that your offer may never be looked at or accepted, then a short sale may be a way to go. **With the extension of the home buyer tax credit**, home buyers have more time to go after short sales. However, months may still be needed to get the short sale closed, if it is to close at all. Since most buyers truly want to purchase a home and close on it, I would recommend NOT making offers on short sales. **I'd also recommend reading as much as you can about short sales before attempting to make an offer on a short sale.** This way you'll be prepared if you choose to go the route of a short sale.
- My team and I are closing on a short sale this week. The original offer was written in August. There were two lienholders, two banks with mortgages on the property, which complicated the process. Short sales can happen, but a buyer has to expect a rocky ride through the sales process, if the banks actually respond to the offer. Be ready for most anything and most of all, be patient and not under any time constraints.

What Were The Chances of Selling Your Seattle Eastside Condo in November, 2009?

December 16, 2009



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(The absorption rate, the percentage of condos selling, is the number of condos for sale in any given month divided by the actual number of condos sold that month. So if the absorption rate or chance of selling is 10% that means out of 100 condos for sale, 10 received offers and sold.)

November, 2009	1289 condos for sale	140 condos sold,	11% odds of selling.
October, 2009	1363 condos for sale	239 (now 207) condos sold	17% (now 15%) odds of selling.*
November, 2008	1243 condos for sale	85 condos sold	7% odds of selling.

*Adjusted from previous month's original numbers to reflect the actual number of condos sold and closed. Some of the sales originally reported last month failed and did not close. Thirteen percent of condo sales originally reported in October failed to close.

The number of condos for sale also dropped by 74 units, which is 6% decrease in the number of condos available for sale on Seattle's eastside. The number of Seattle Eastside condo sales dropped from the last couple of months to numbers more similar to what we saw in the summer.

With only about 10 out of 100 condos selling, it's a great time to buy. There's not much competition with other buyers. With the **extension and expansion of the home buyer tax credit into 2010, there's the added benefit of a tax credit, but only if you buy before the end of April, 2010.**