

# Spokane County Residential Market Trends and Outlook

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Spokane Association of REALTORS®





## Spokane Association of REALTORS® 2021 YEAR END HOME SALES REPORT

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### SALES UP LESS THAN 1%

Closed sales of single family homes on less than one acre including condos through December 2021 total 8,238 compared to 8,191 through December 2020.

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### AVERAGE PRICE UP 24.7%

The average closed price through December 2021 is \$400,612 compared to \$321,311 through December 2020.

### MEDIAN PRICE UP 23.3%

The median closed price through December 2021 is \$370,000 compared to \$300,000 through December 2020.

\*NOTE: Does not represent home values.

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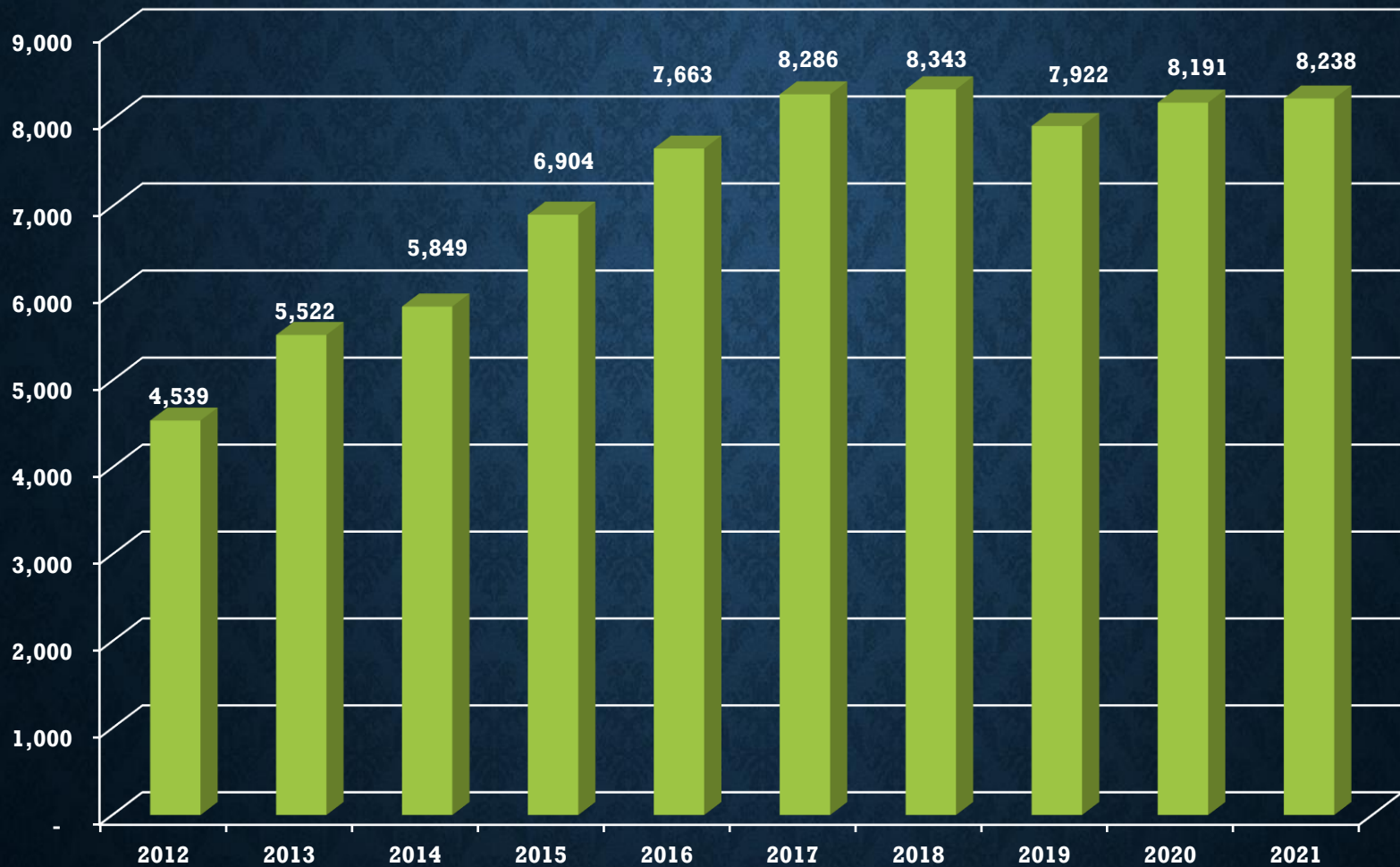


### INVENTORY DOWN

Inventory as of this report totaled 224 properties which represents a 10 day supply. Compared to last year inventory was at an 11 day supply.

NOTE: Months supply based on closed sales for December.

## Residential Closed Sales – Spokane County



Source: Spokane Association of REALTORS® Multiple Listing Services (Market Activity Report)



## Residential Median Home Price - Closed Sales - Spokane County



Source: Spokane Association of REALTORS® Multiple Listing Services (Market Activity Report)

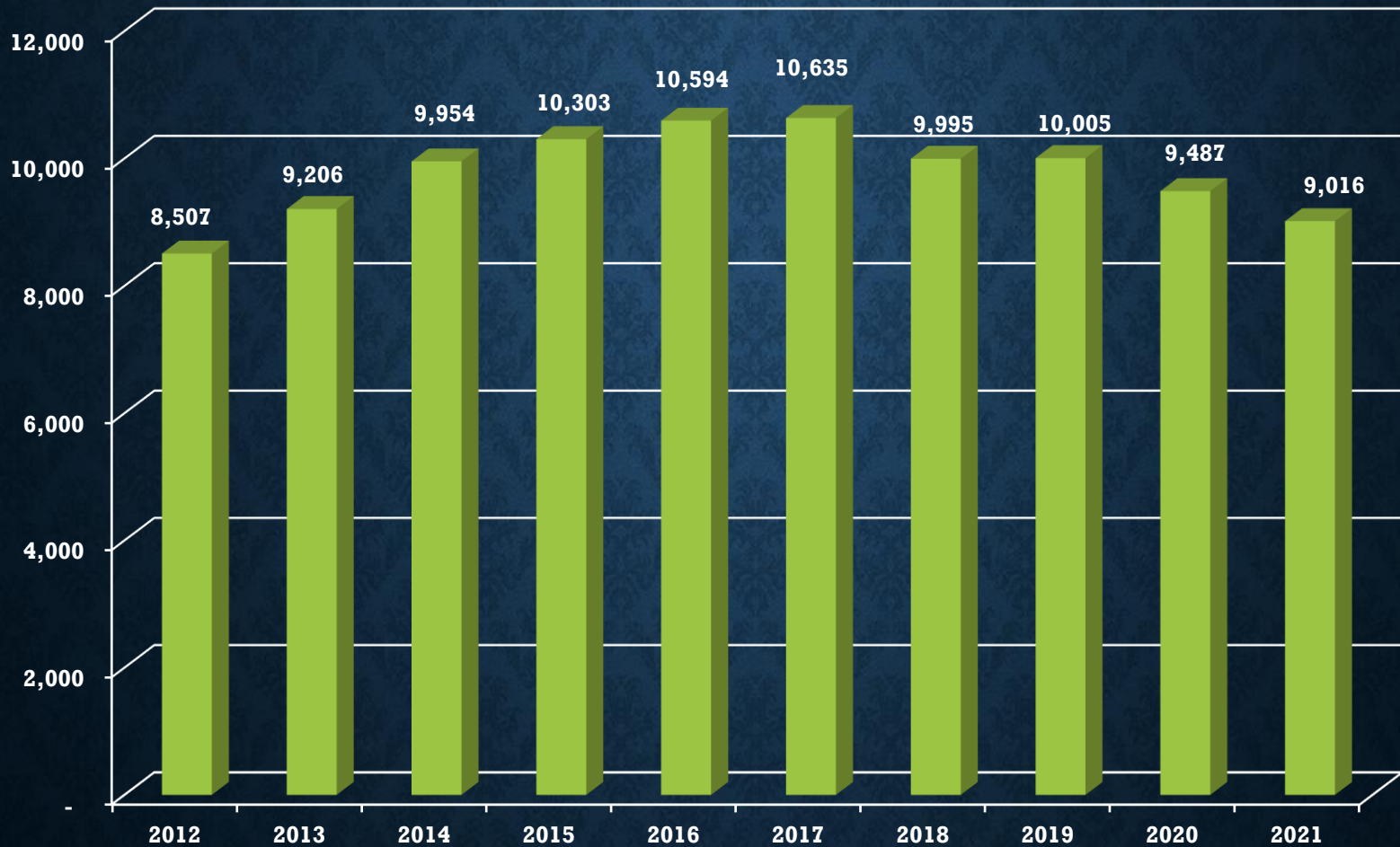
# U.S. Home Seller Profits Soar Again In 2021 As Prices Shoot To New Records

by ATTOM Staff | Jan 27, 2022 | Home Sales & Prices, Most Recent Articles

Among 173 metropolitan statistical areas with a population greater than 200,000 and sufficient sales data in 2021, those in western states continued to reap the highest returns on investment, with concentrations on or near the West Coast. The West region had 16 of the 20 metro areas with the highest ROIs on typical home sales last year, led by Boise, ID (121.8 percent return on investment); Spokane, WA (86.5 percent); Bremerton, WA (82.7 percent); Prescott, AZ (81.2 percent) and Salem, OR (81.2 percent).



## Residential New Listings - Spokane County

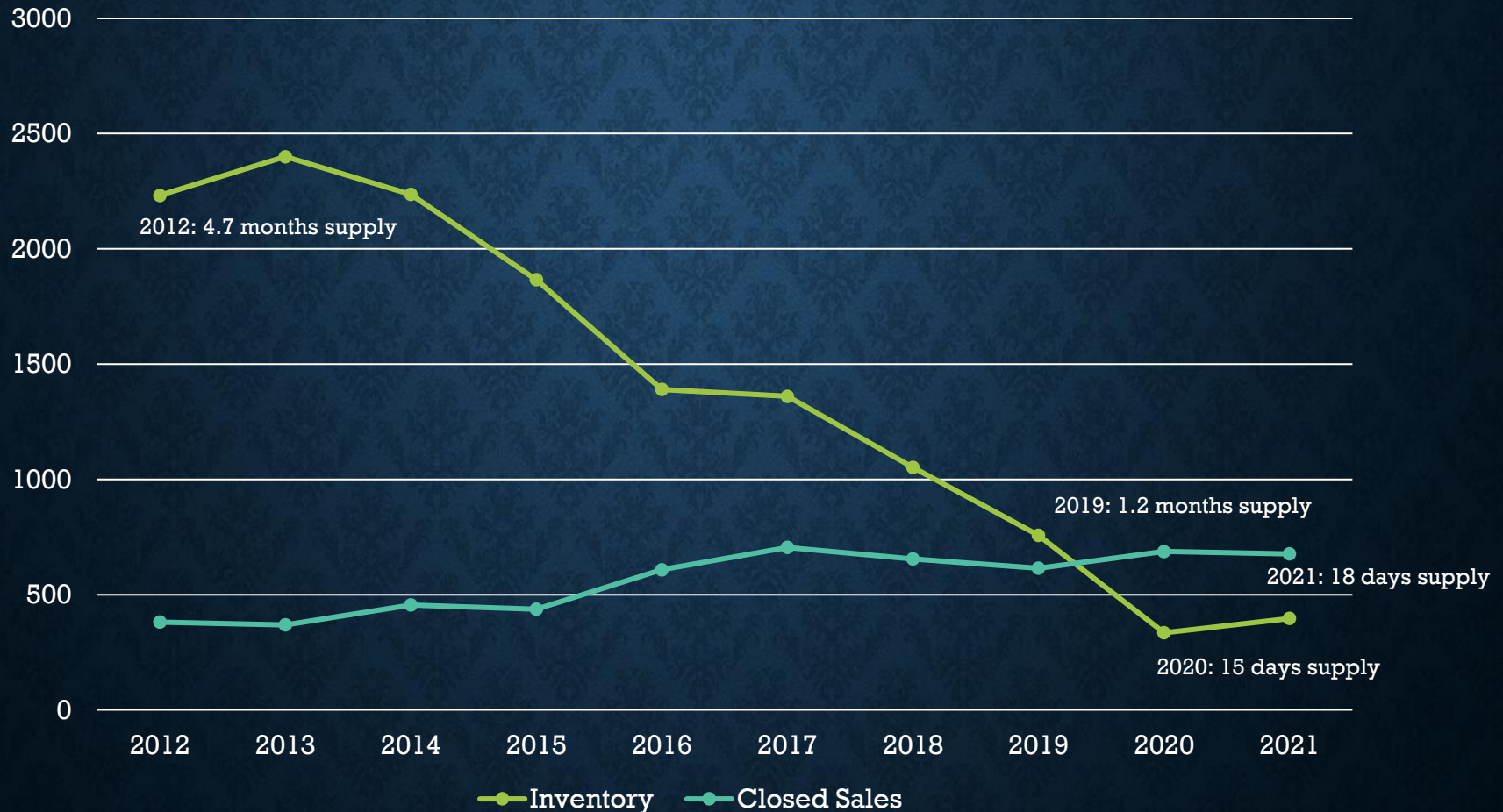


Source: Spokane Association of REALTORS® Multiple Listing Services (Market Activity Report)

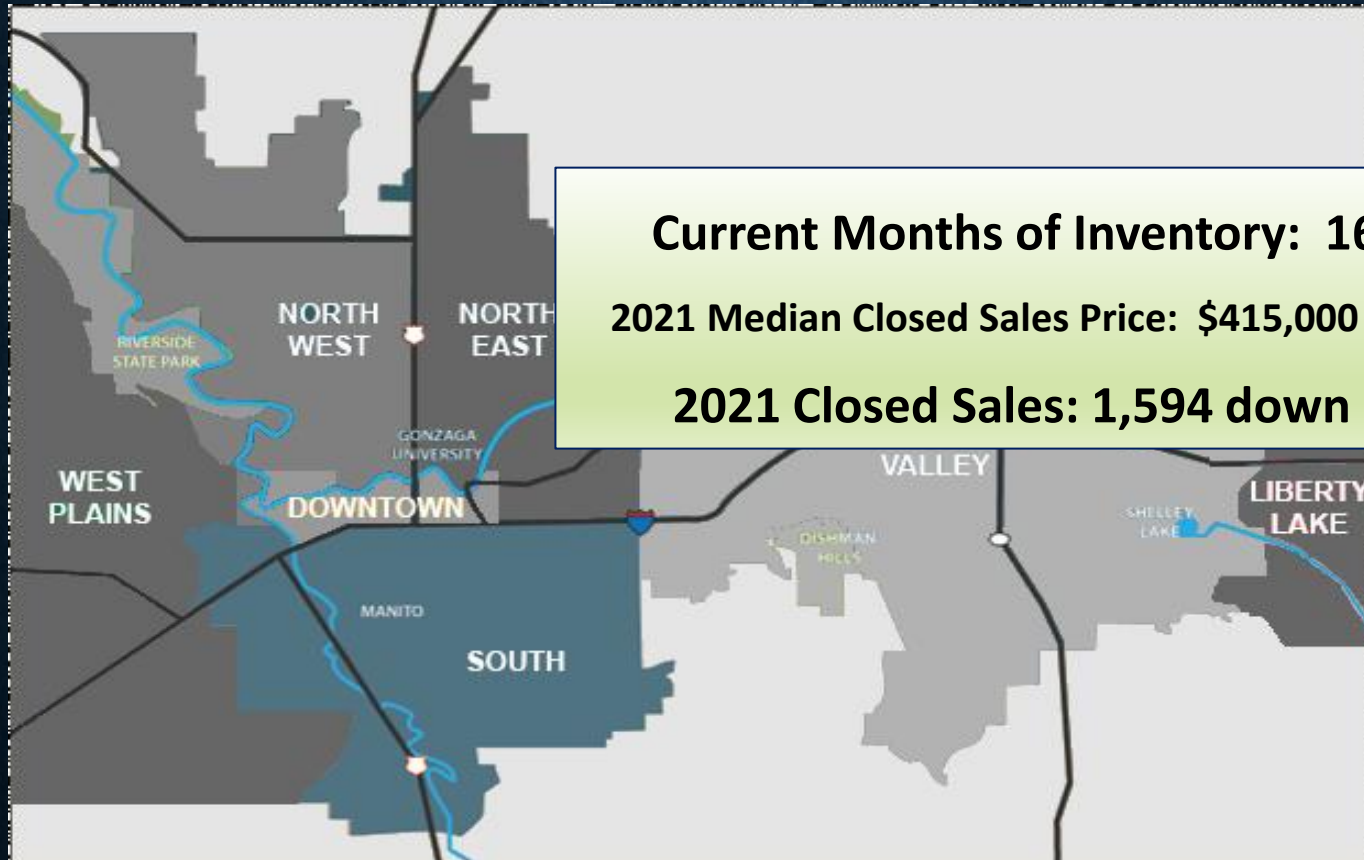


# SPOKANE ASSOCIATION OF REALTORS®

## Active vs Closed Sales & Absorption Rate



# South





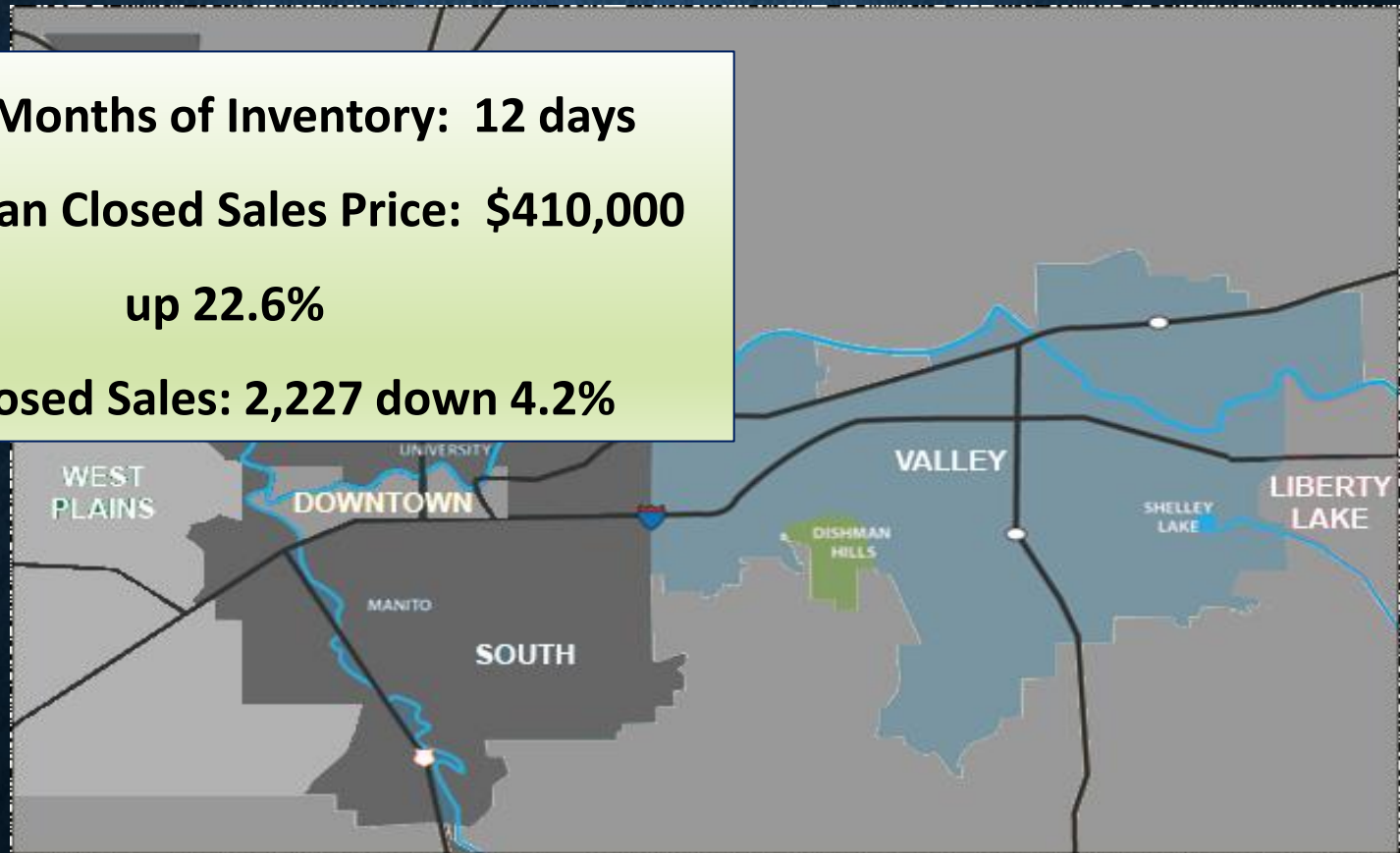
# Valley

**Current Months of Inventory: 12 days**

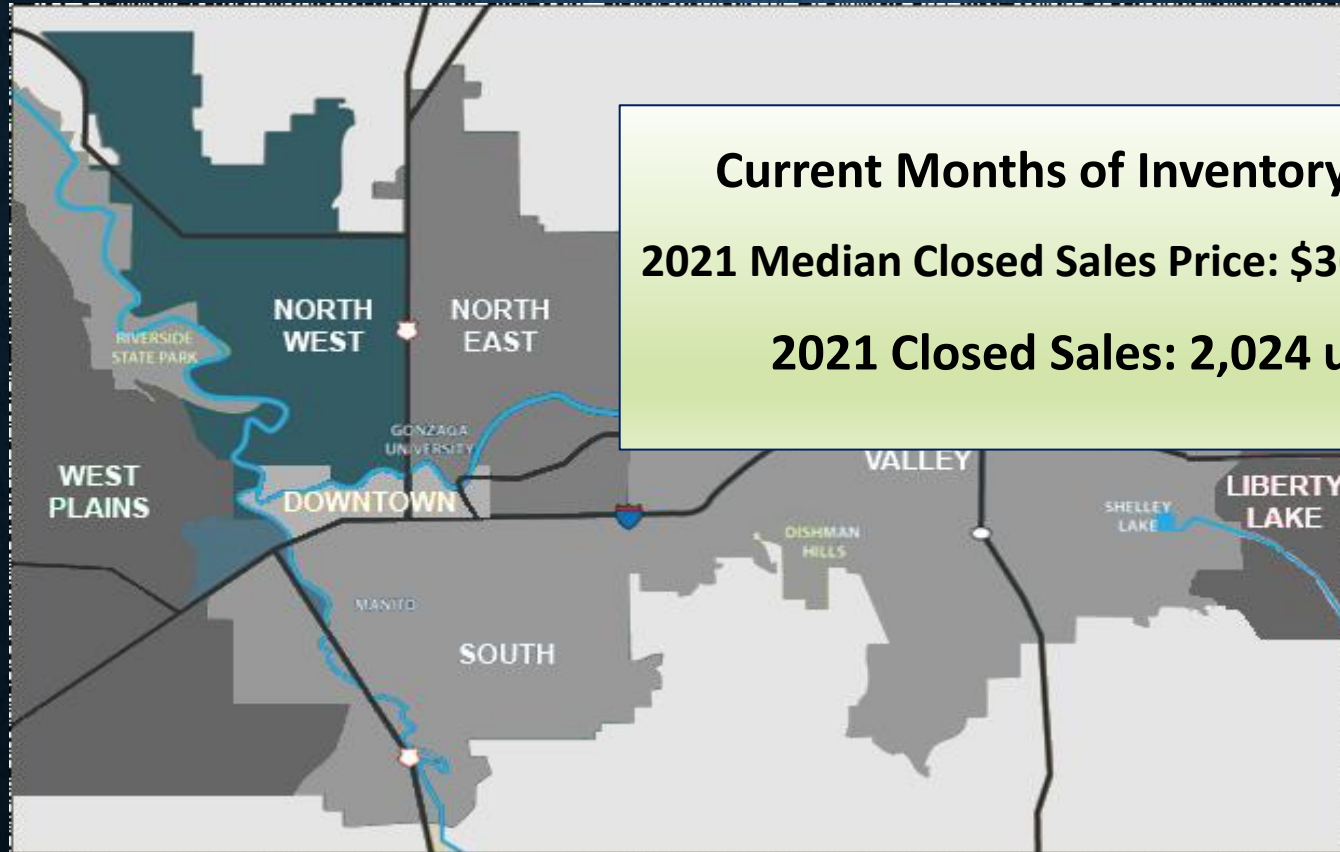
**2021 Median Closed Sales Price: \$410,000**

**up 22.6%**

**2021 Closed Sales: 2,227 down 4.2%**



# Northwest



**Current Months of Inventory: 11 days**

**2021 Median Closed Sales Price: \$360,000 up 29%**

**2021 Closed Sales: 2,024 up 5.3%**

# Northeast



**Current Months of Inventory: 7 days**

**2021 Median Closed Sales Price: \$290,000 up 26.1%**

**2021 Closed Sales: 1,550 up 2.2%**



# West Plains



# Downtown



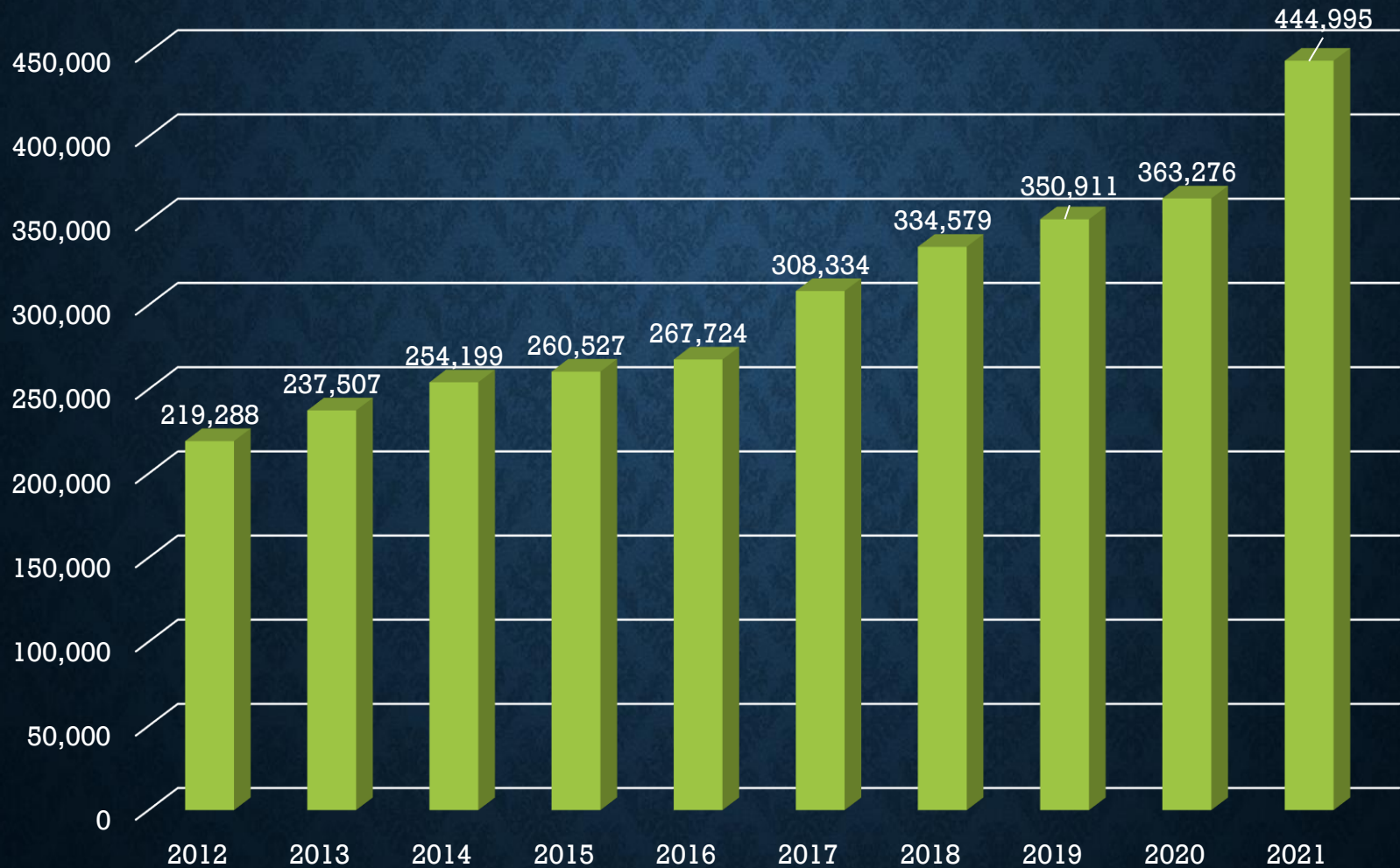
# New Construction



## New Construction # of Closed Sales in Spokane County



## New Construction Median Closed Sales Price in Spokane County



# **2022 Forecast of Home Sales**



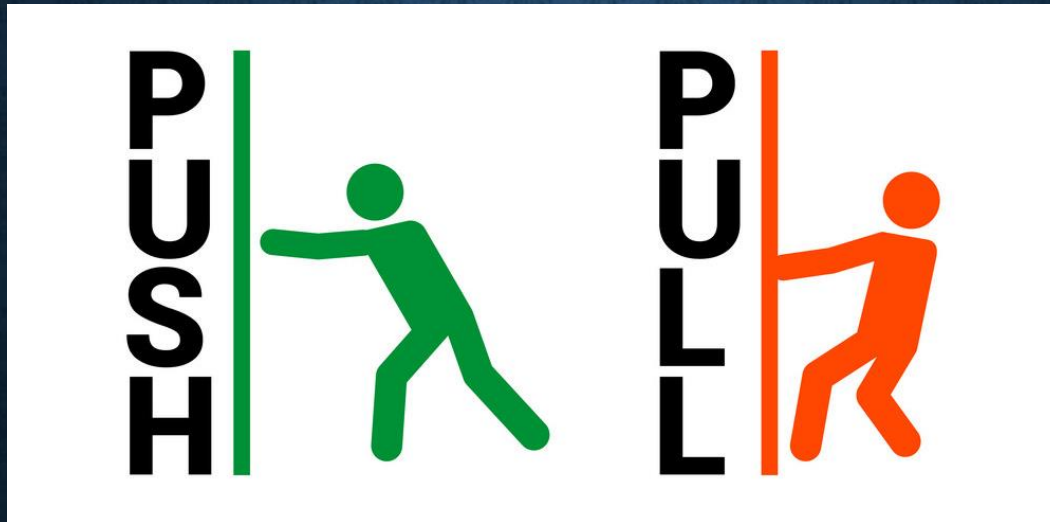
# HOME PRICE AS INFLATION HEDGE

DECADE	Home Price Average Annual	Consumer Price Average Annual
1970's	9.9%	7.1%
1980's	5.5%	5.6%
1990's	4.1%	3.0%
2000's	2.3%	2.6%
2010's	4.9%	1.8%
2020 + 2021	12%	3%

\*NAR Lawrence Yun Economic Issues Forum

# MARKET DYNAMICS

**Inflation = Increasing Rents**



**New Construction = Increasing cost Land/Materials**



**In Spokane County Employment is exceeding pre-pandemic levels at approximately 290,000 workers**

**Unemployment remains at 3.9%**

\*US Bureau of Labor and Statistics December 2021



# 2022 FORECAST

	Units	Price
<b>National Association of REALTORS® (National Market)</b>	<b>-1.7%</b>	<b>+2.8%</b>
<b>REALTOR.COM (Spokane-Spokane Valley)</b>	<b>+12.8%</b>	<b>+7.7%</b>
<b>Spokane Association of REALTORS®</b>	<b>Hold Steady</b>	<b>+10%</b>

# **Factors to Consider in 2022**

- **Lack of supply** continues to be our #1 issue due to GMA
- **Rising interest rates** = decreasing buying power for low down payment buyers disproportionately.
  - January 1 approximately 3.5%. February 14<sup>th</sup> 4.75%.
  - 1% Rate increase = 10% loss of buying power
- **Increasing Rents and New Construction Pricing** = continued price appreciation/affordability becomes more of an issue.
- **Growth** – higher density – changes in zoning policy incentivizing in-fill development expect to see multi-family permitting/development increase





## Spokane Association of REALTORS® 2022 MONTHLY HOME SALES REPORT JANUARY

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### **SALES DOWN 8.1%**

Closed sales of single family homes on less than one acre including condos for January 2022 total 411 compared to January 2021 when the total was 447.

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### **AVERAGE PRICE UP 18.9%**

The average closed price for January 2022 was \$413,100 compared to January 2021 when the average price was \$347,475.

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### **MEDIAN PRICE UP 20.6%**

The median closed price for January 2022 was \$380,000 compared to January 2021 when the median price was \$315,000.

**\*NOTE:** Does not represent home values.

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### **INVENTORY UP**

Inventory as of this report totals 209 properties which represents a 14 day supply. Last year at this time supply was at a 10 day supply.

**NOTE:** Months supply based on closed sales for January.

Thank you