



Spokane County Residential Market Trends and Outlook



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Spokane REALTORS®
2026 President-
Elect



Spokane County

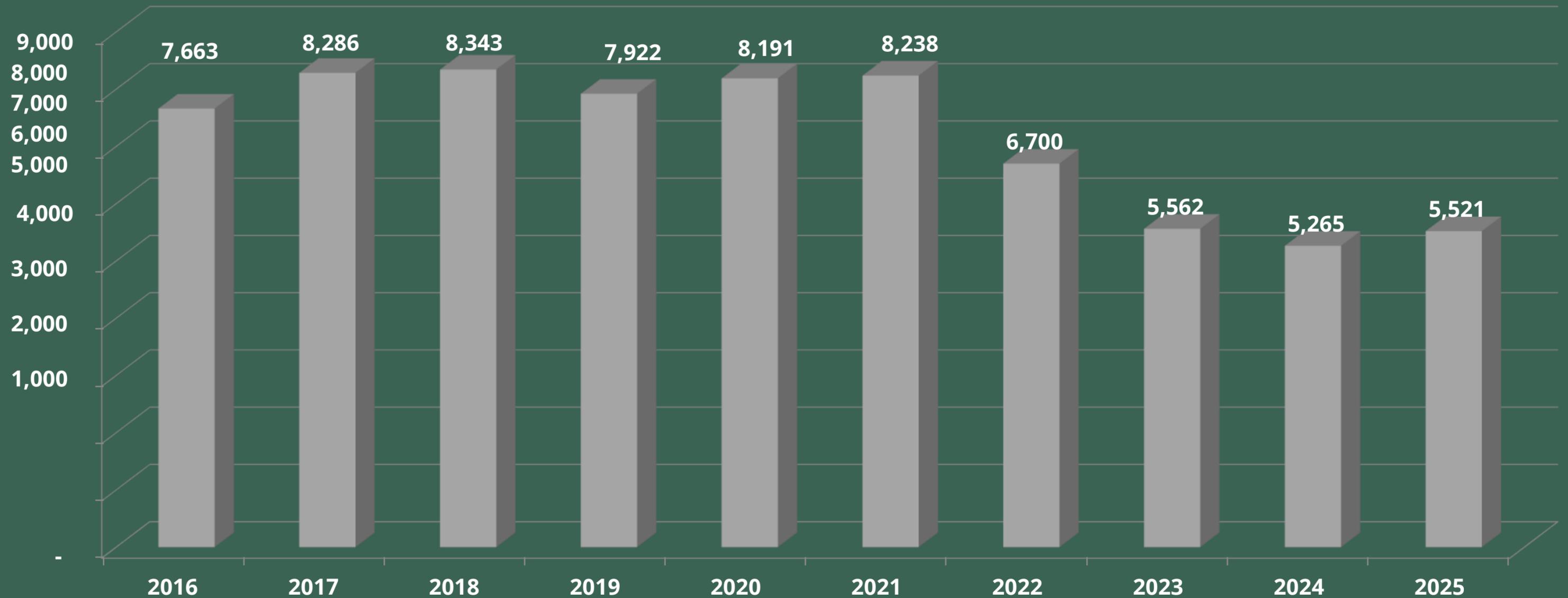
2025 Year End Sales Report



- ❖ Sales Closed: 5,521 Sales Up:
- ❖ 2.7% Median Price Up: 1.2%
- ❖ Inventory Up: 20.9%
- ❖ New Listings Up 9% Average
- ❖ Supply of Inventory: 2.1
- ❖ months

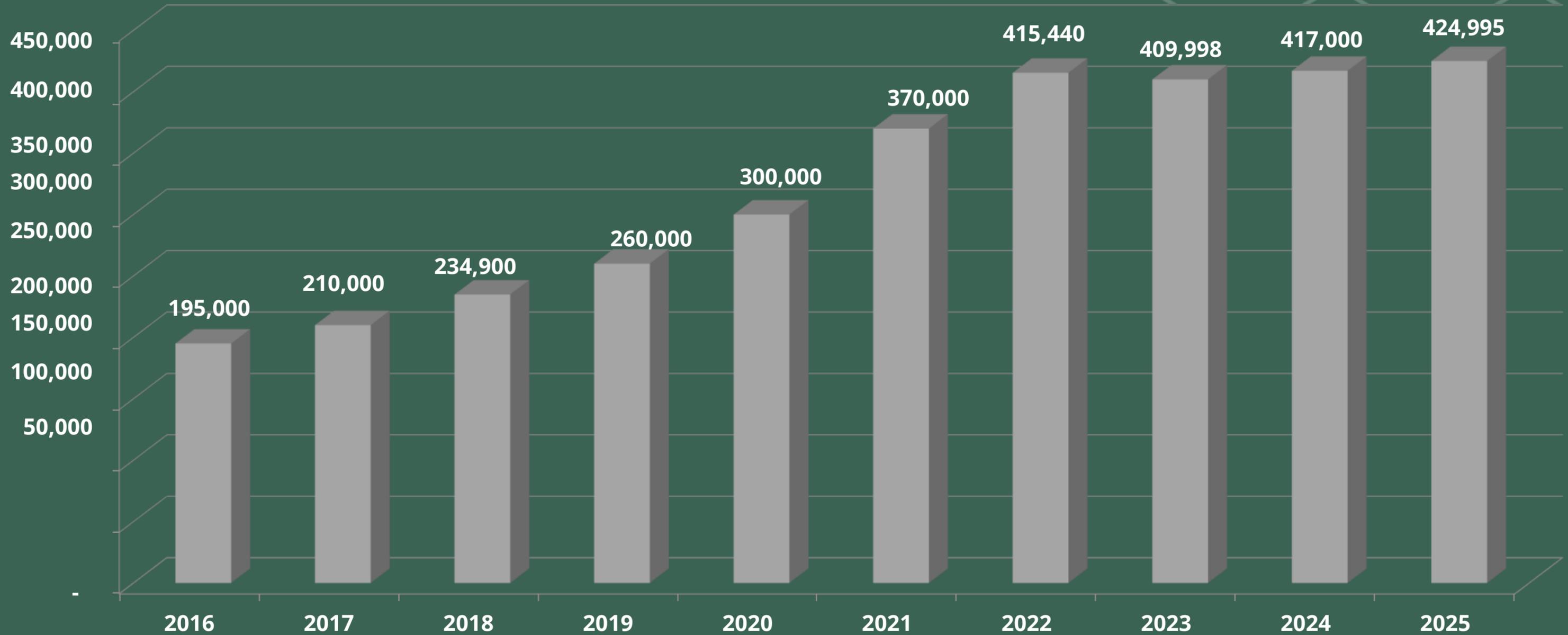
Residential Closed Sales

Spokane County



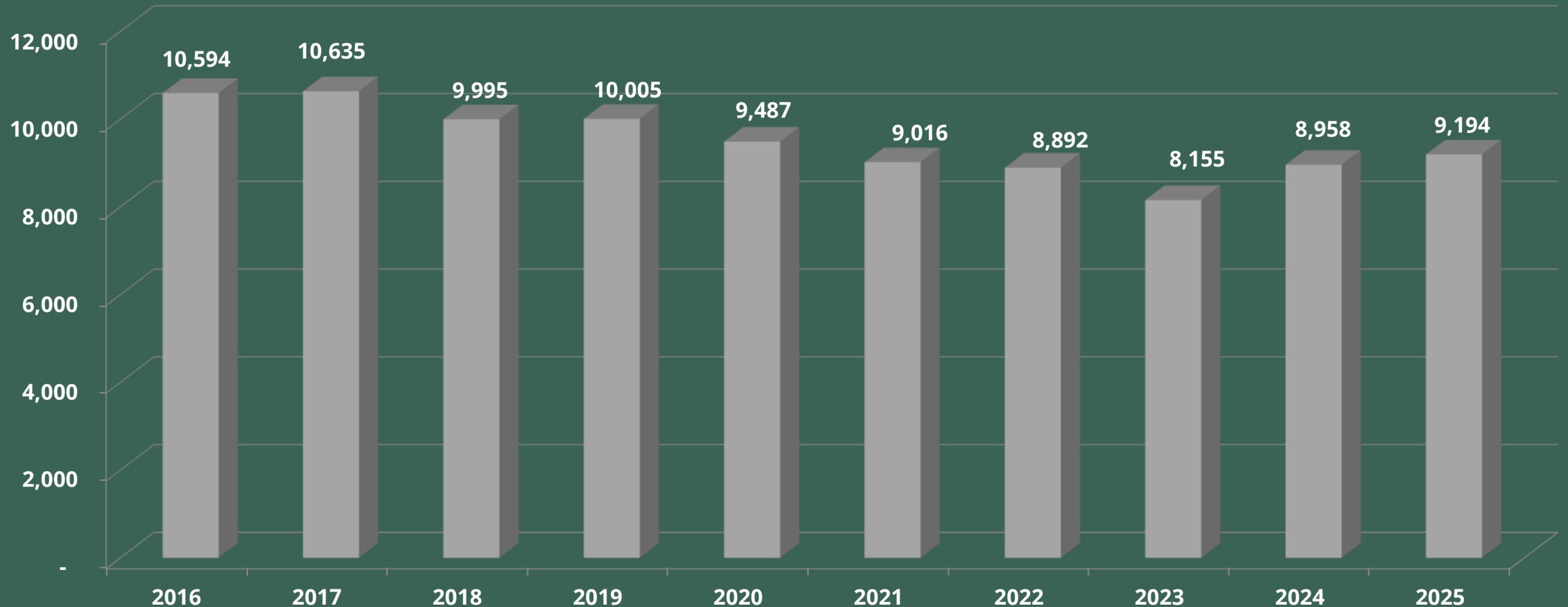
Residential Median Closed Sales Prices

Spokane County



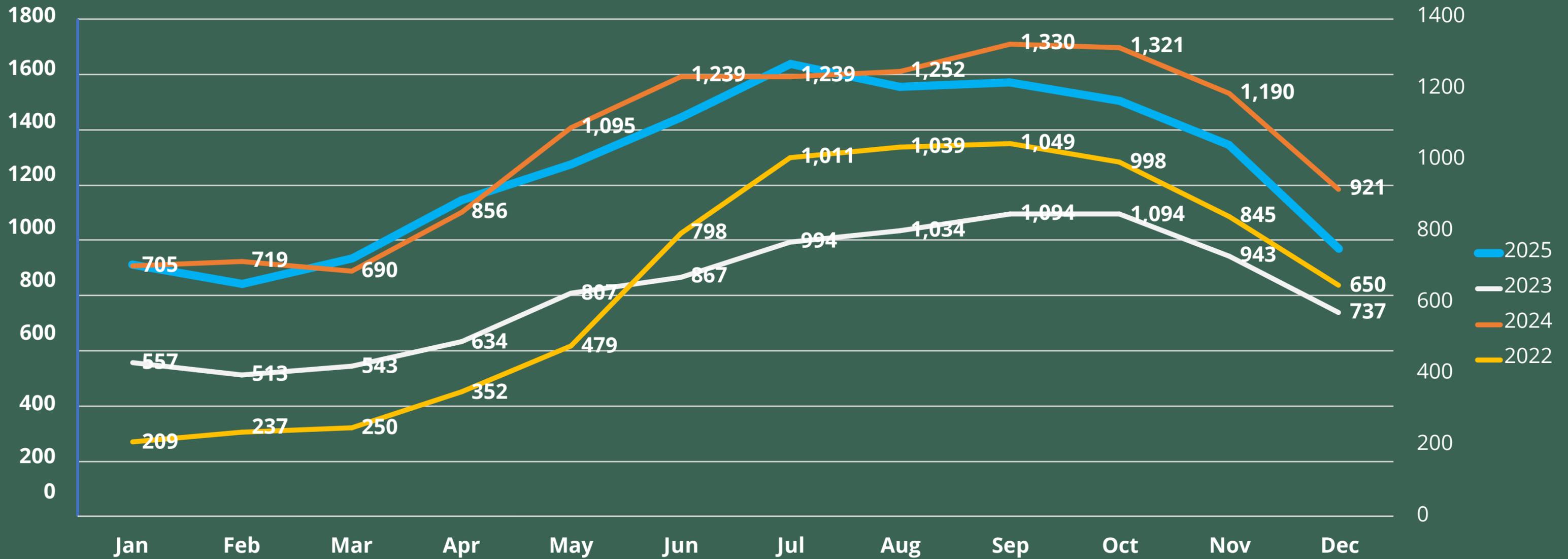
Residential New Listings

Spokane County



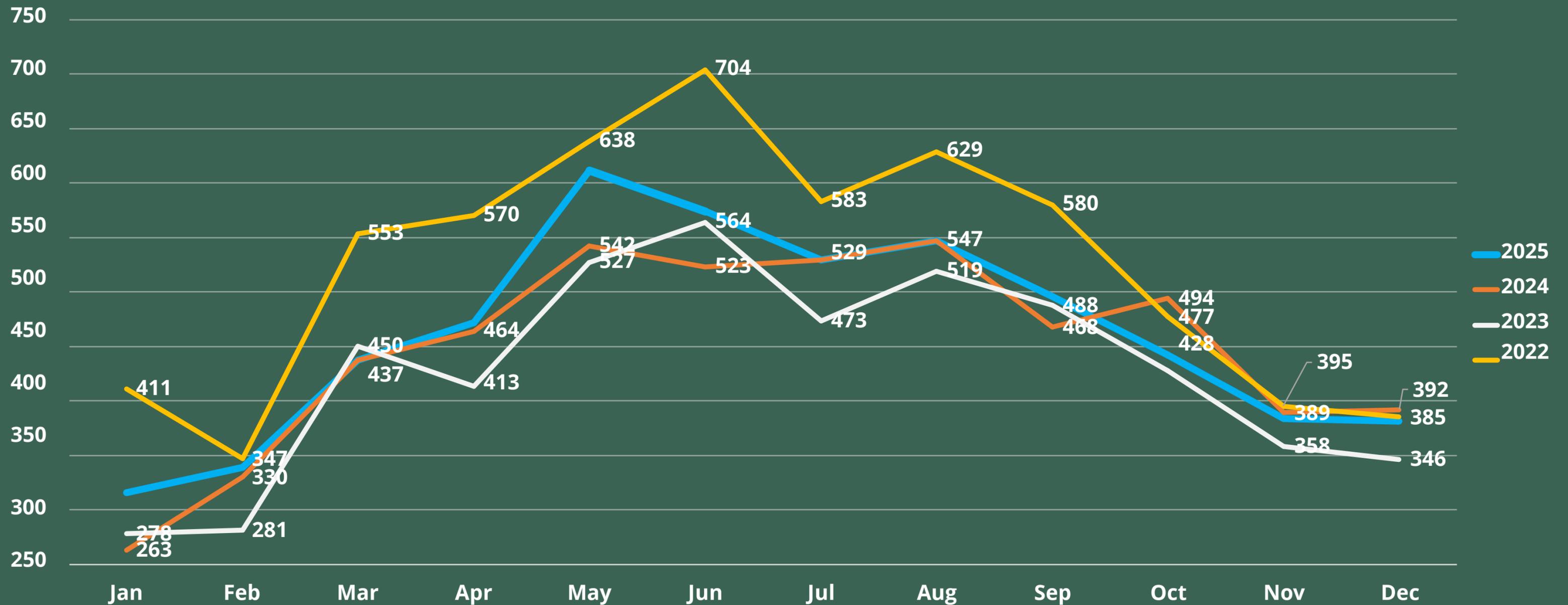
Active Listings

Spokane County



Closed Sales

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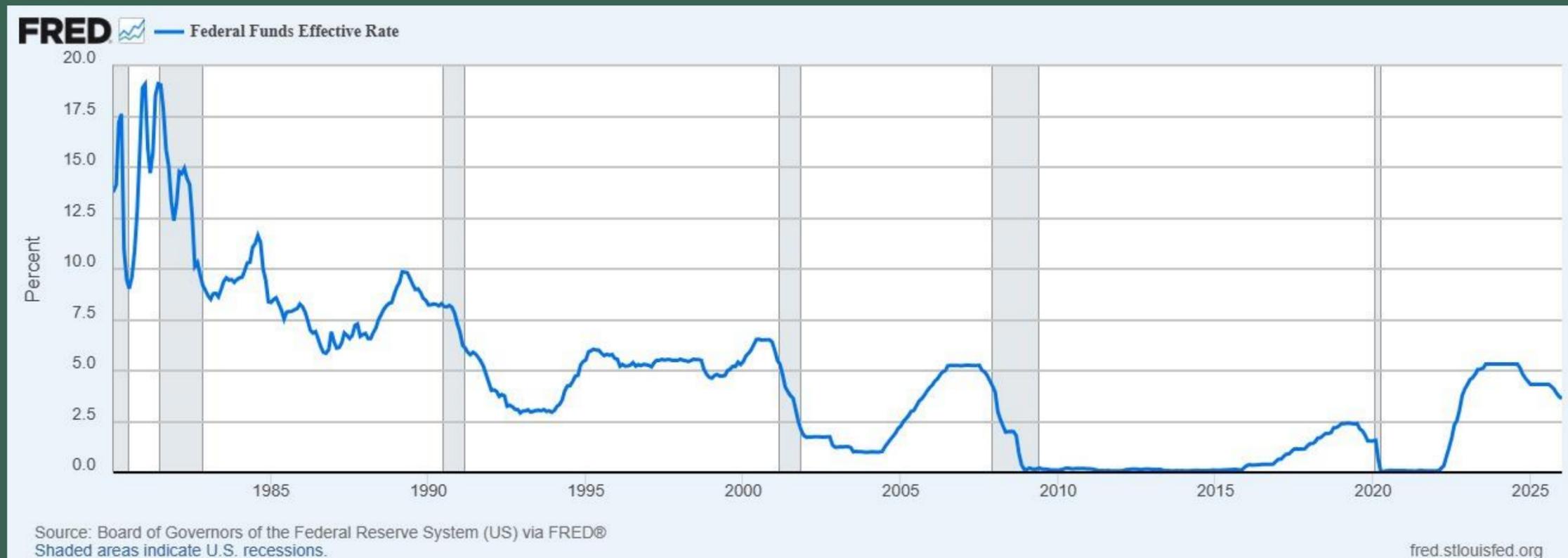


Median Sold Price

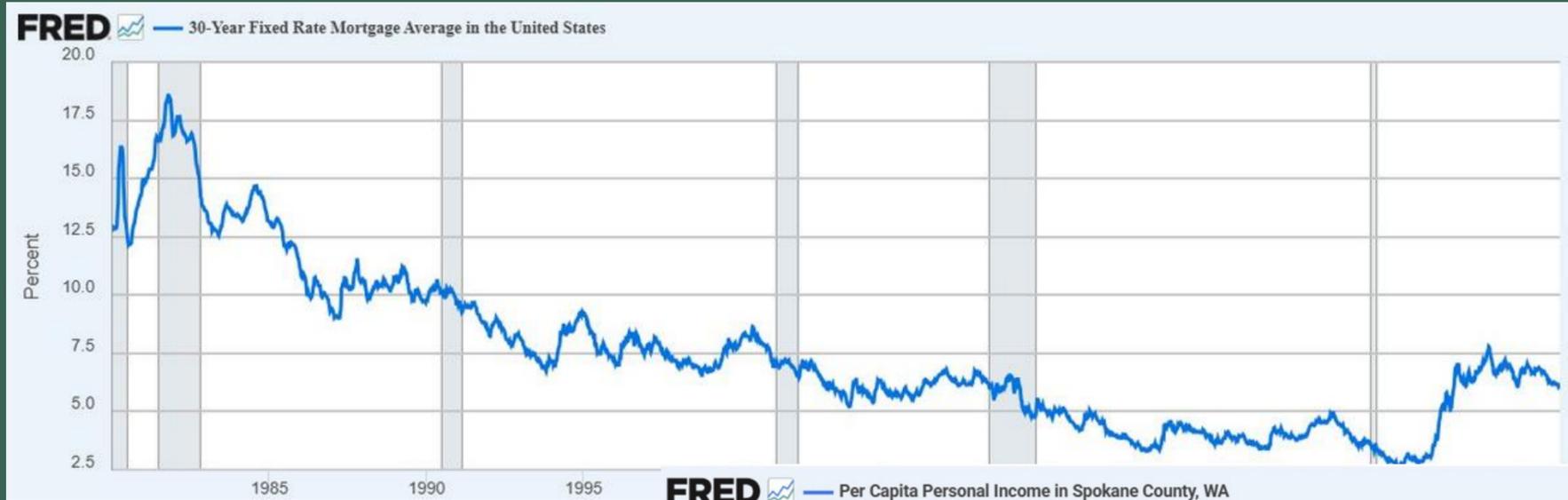
Spokane County



Mortgage Interest Rate vs Federal Funds Rate

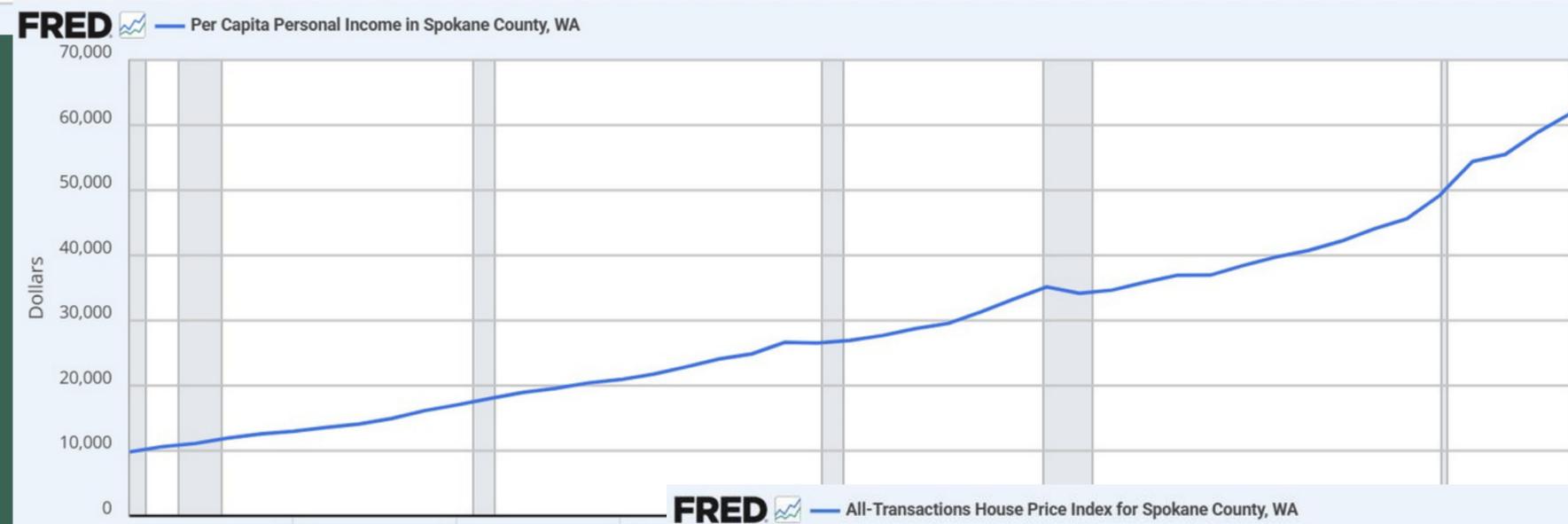


Affordability thru decades 1980-2025

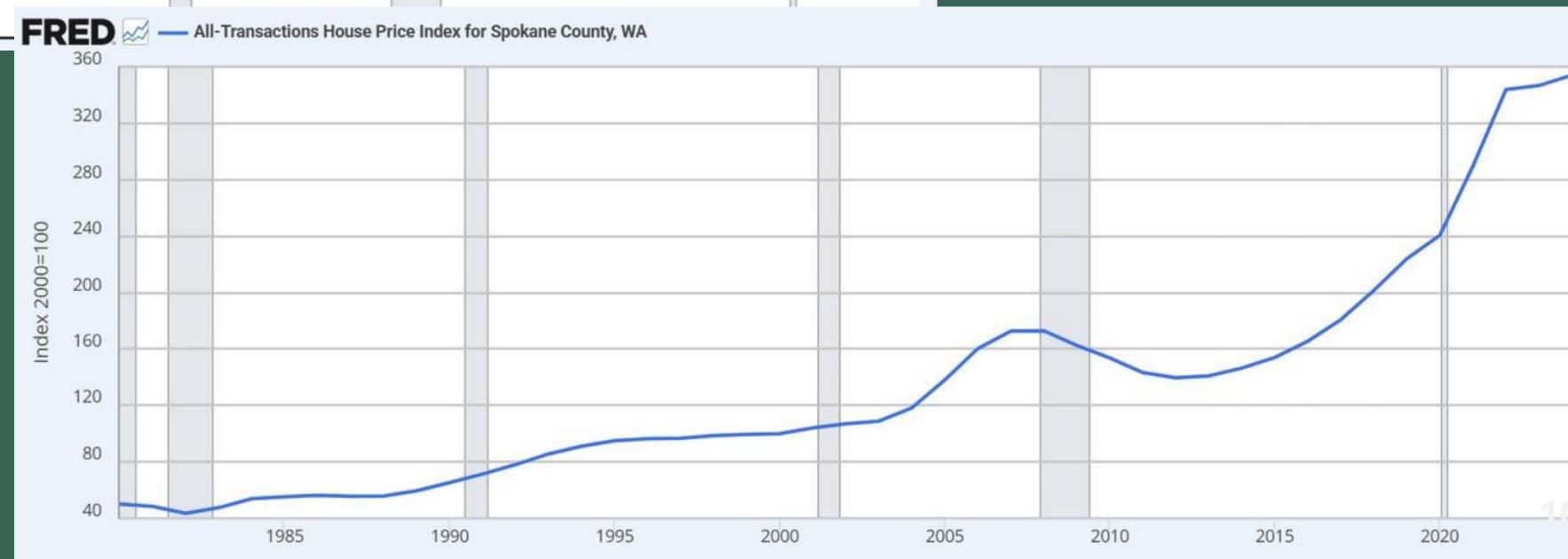


Mortgage Rates

Median Income



Median Price



Affordability thru the decades

Housing Affordability Trend (Spokane County)

Year 	Median House Price	Interest Rate	Monthly P&I Payment*	Median Annual Income	Monthly Income	% of Income for P&I
1984	\$53,000	14.375%	\$643	\$18,700	\$1,558	41.2%
2007	\$185,400	6.375%	\$1,157	\$45,800	\$3,817	30.3%
2020	\$303,000	3.300%	\$1,326	\$60,827	\$5,069	26.2%
2025	\$424,000	6.750%	\$2,750	\$86,205	\$7,184	38.3%
2026	\$424,000	6.000%	\$2,542	\$100,800 *	\$8,400	30.3%

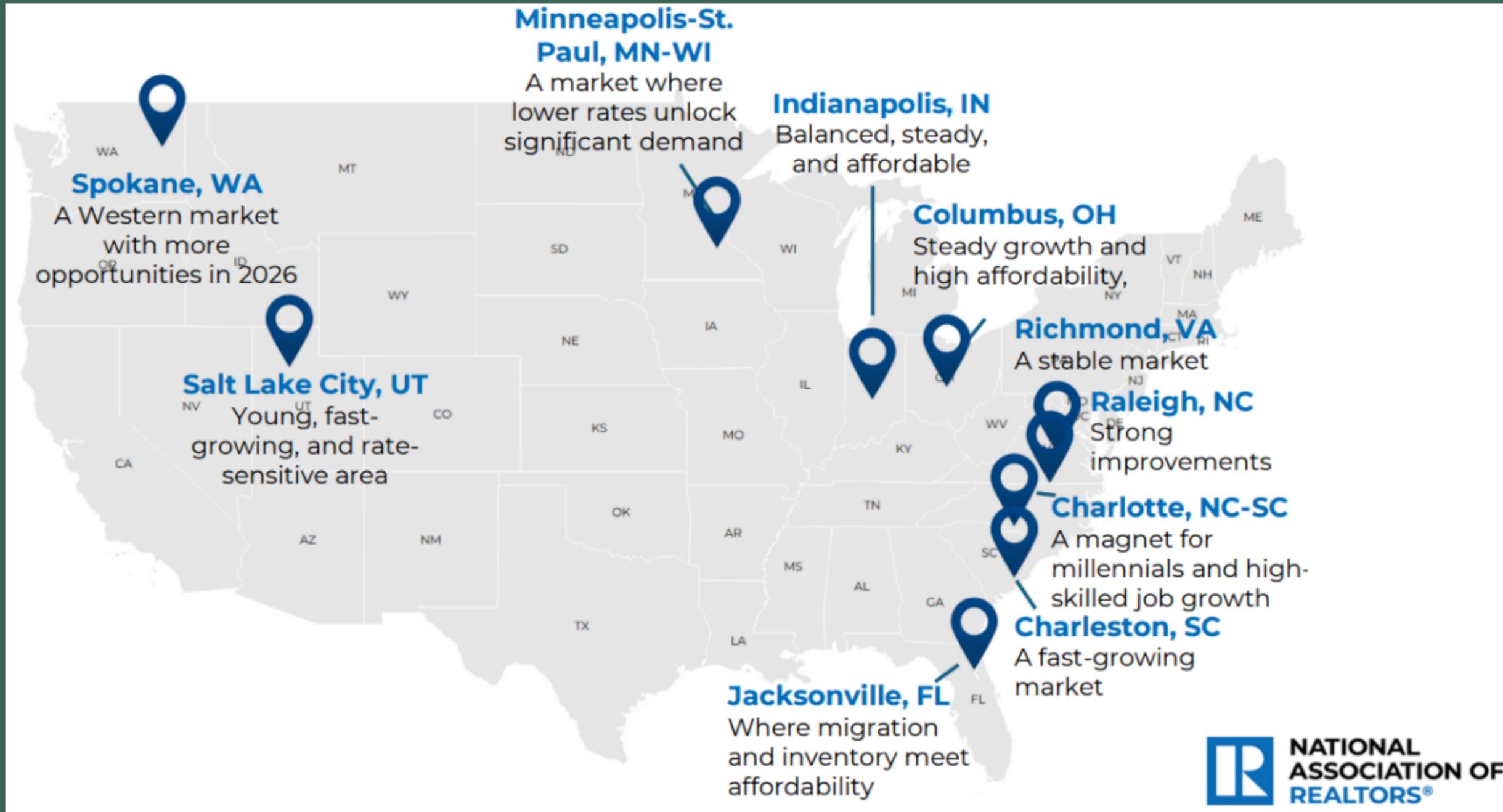
* Projection by HUD for end of 2026

Affordability Comparison

30-Year Mortgage Comparison (\$424,000 Loan)

Interest Rate 	Monthly P&I Payment	Total Interest (30 Yrs)
5%	\$2,275	\$395,000
6%	\$2,542	\$491,120
7%	\$2,821	\$591,560

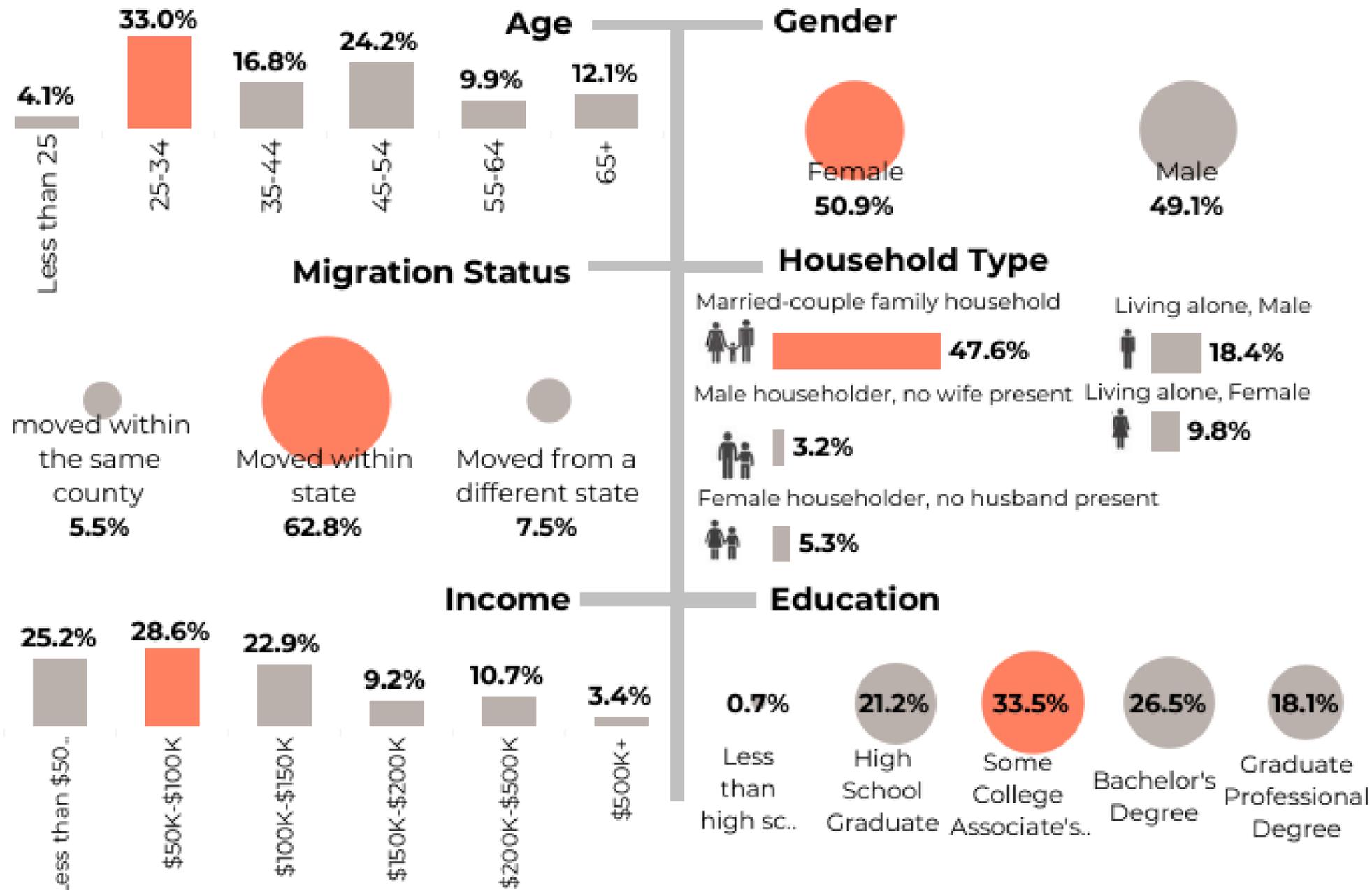
TOP HOT SPOTS 2026



Homebuyers were:

41
years old

\$89,170
income



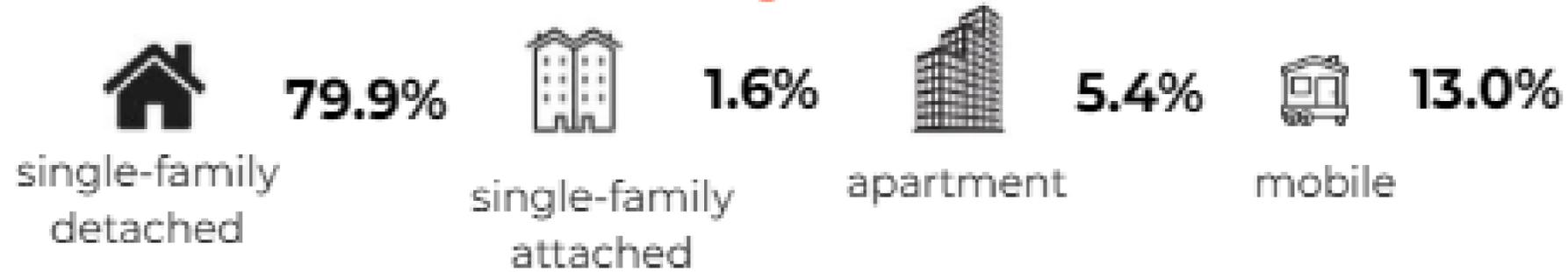
WHO IS THE HOME BUYER?



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WHO IS THE HOME BUYER?

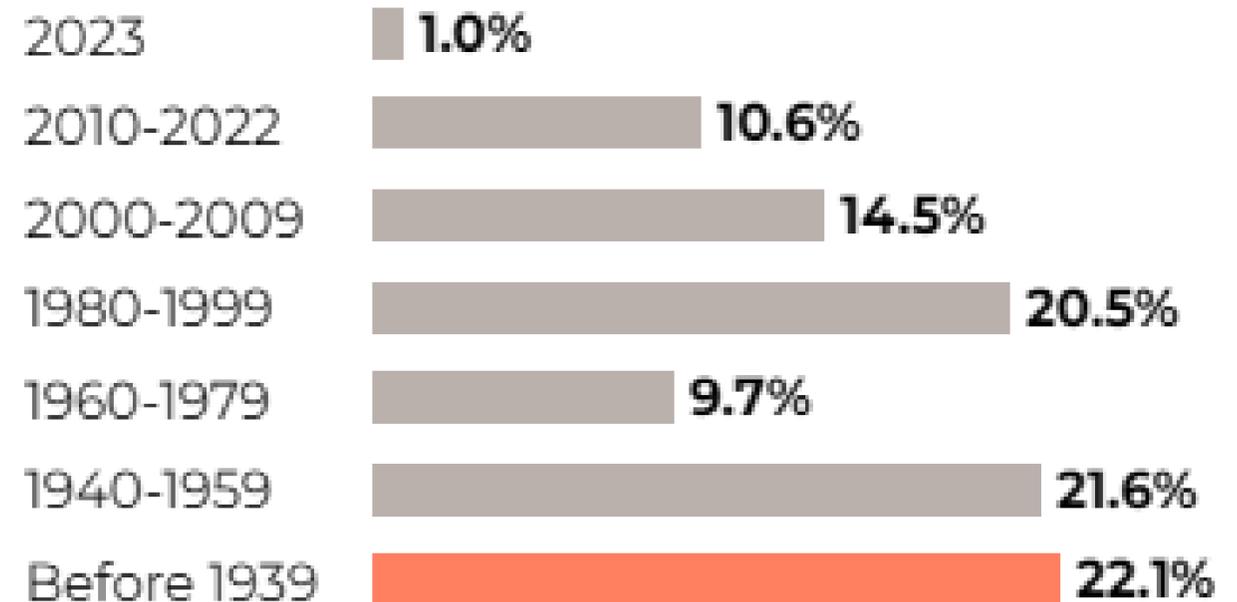
Homebuyers purchased:



\$382,550
median property value

Financing
71.0%
of recent buyers
financed their home
purchase

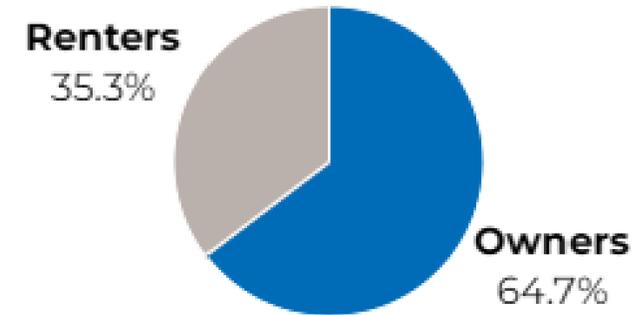
Year of Built



HOMEOWNERSHIP DEMOGRAPHICS

Number of households by tenure

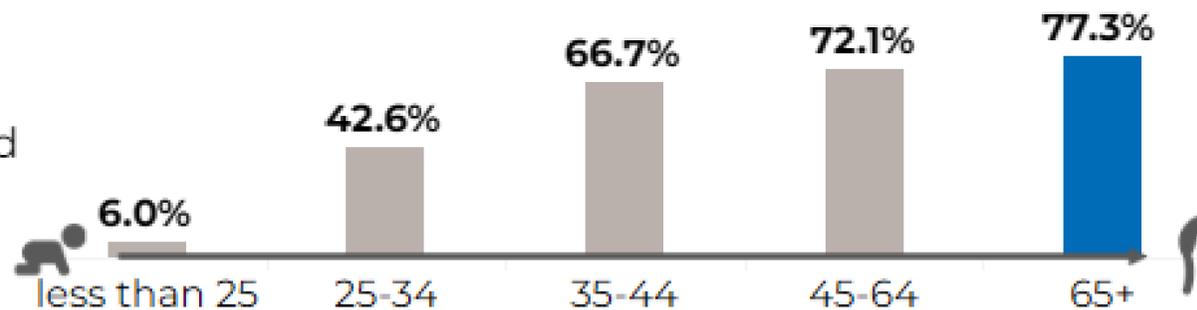
Homeowners: **153,905**
Renters: **84,030**



Homeownership rate by Age

Median Age

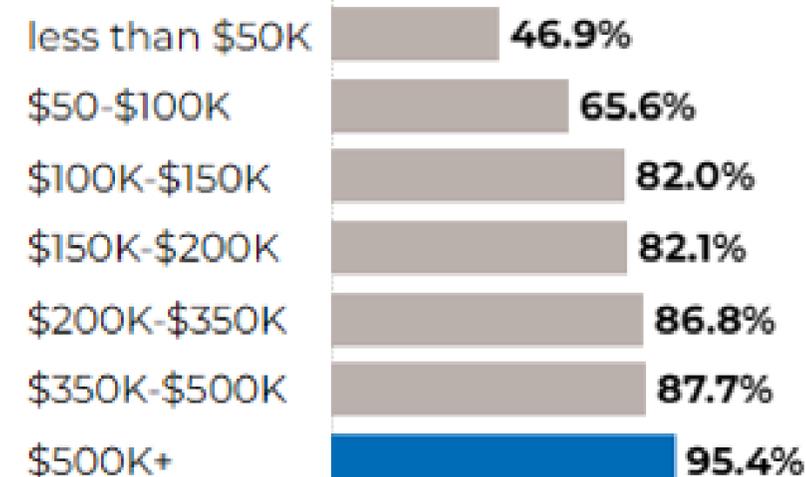
Homeowners: **58** years old
Renters: **42** years old



Homeownership rate by Income level

Median household income

Owners: **\$85,051**
Renters: **\$46,131**



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WHY THIS MATTERS FOR REALTORS®

- **DEMAND AND ACTIVITY EXPECTED TO IMPROVE**

Recovery will be concentrated in micro-markets where housing and incomes are aligning

- **TARGET THE NEW POOL OF RATE-QUALIFIED BUYERS.**

Reach out to buyers who stepped back.

- **PRICING STRATEGY MATTERS.**

Well-priced homes sell quickly.

- **INVENTORY MIX IS BECOMING A COMPETITIVE ADVANTAGE.**

Highlight mid-priced inventory.

- **MIGRATION PATTERNS REMAIN A DRIVING FORCE.**

KNOW where buyers are coming from and why is essential.

City of Spokane

- Current Months of Inventory: 2.4 Months
- 2025 Median Closed Sales Price: \$406,650 up 0.4% 2025
- Closed Sales: 3,732 Closed Sales up 3.0 %

City of Spokane Valley

- Current Months of Inventory: 2.8 Months 2025 Median
- Closed Sales Price: \$470,000 up 1.1% 2025 Closed
- Sales: 1,814 Closed Sales down 0.6%

Spokane County

- Current Months of Inventory: 2.1 Months 2025
- Median Closed Sales Price: \$424,995 up 1.2%
- 2025 Closed Sales: 5,521 Closed Sales up 2.7 %

Absorption Rate per price range (Jan 2025-2026)

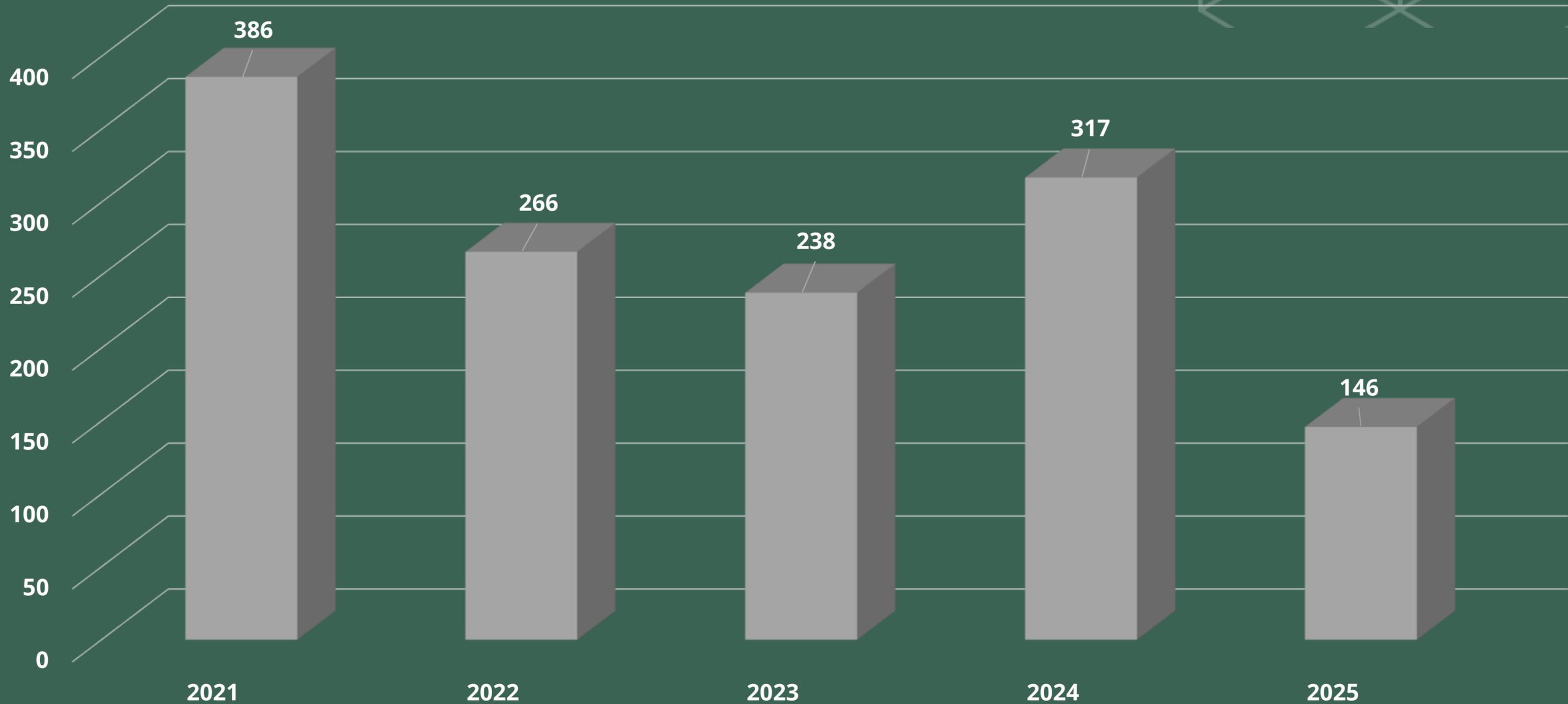
Price Range (\$)	Active	Sold	Months Inventory	CDOM
<\$100,000	1	7	1.7	133
\$100,000-\$249,999	84	408	2.5	55
\$250,000-\$399,999	351	2221	1.9	45
\$400,000-\$549,999	417	2189	2.3	52
\$550,000-\$699,999	163	753	2.6	69
\$700,000-\$849,999	61	282	2.6	76
\$850,000-\$999,999	44	106	5.0	75
\$1,000,000-\$1,149,999	13	45	3.5	85
\$1,150,000-\$1,299,999	14	37	4.5	55
\$1,300,000-\$1,449,999	4	11	4.4	137
\$1,450,000-\$1,599,999	3	6	6.0	33
>\$1,600,000	9	23	4.7	79

New Construction – Single Family



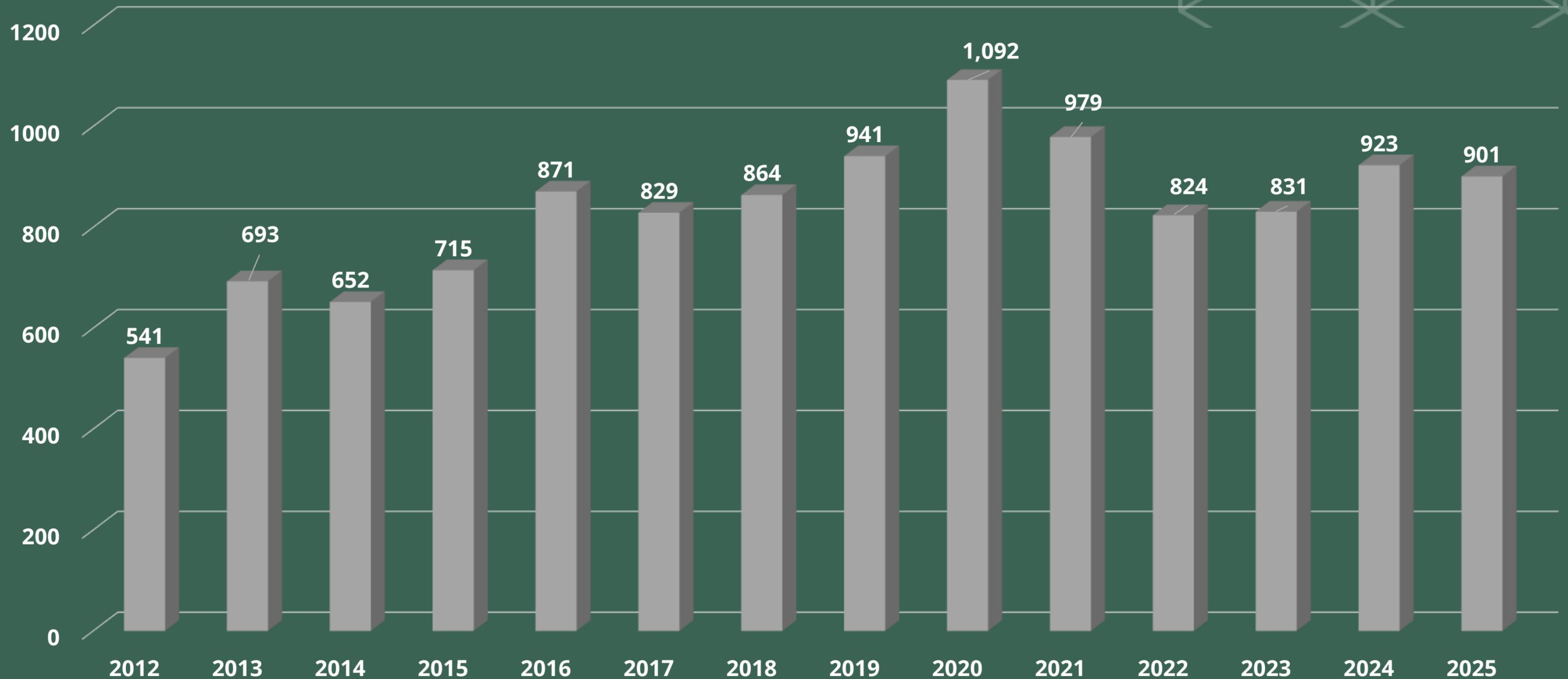
Housing Permit & Development Trends

Spokane County



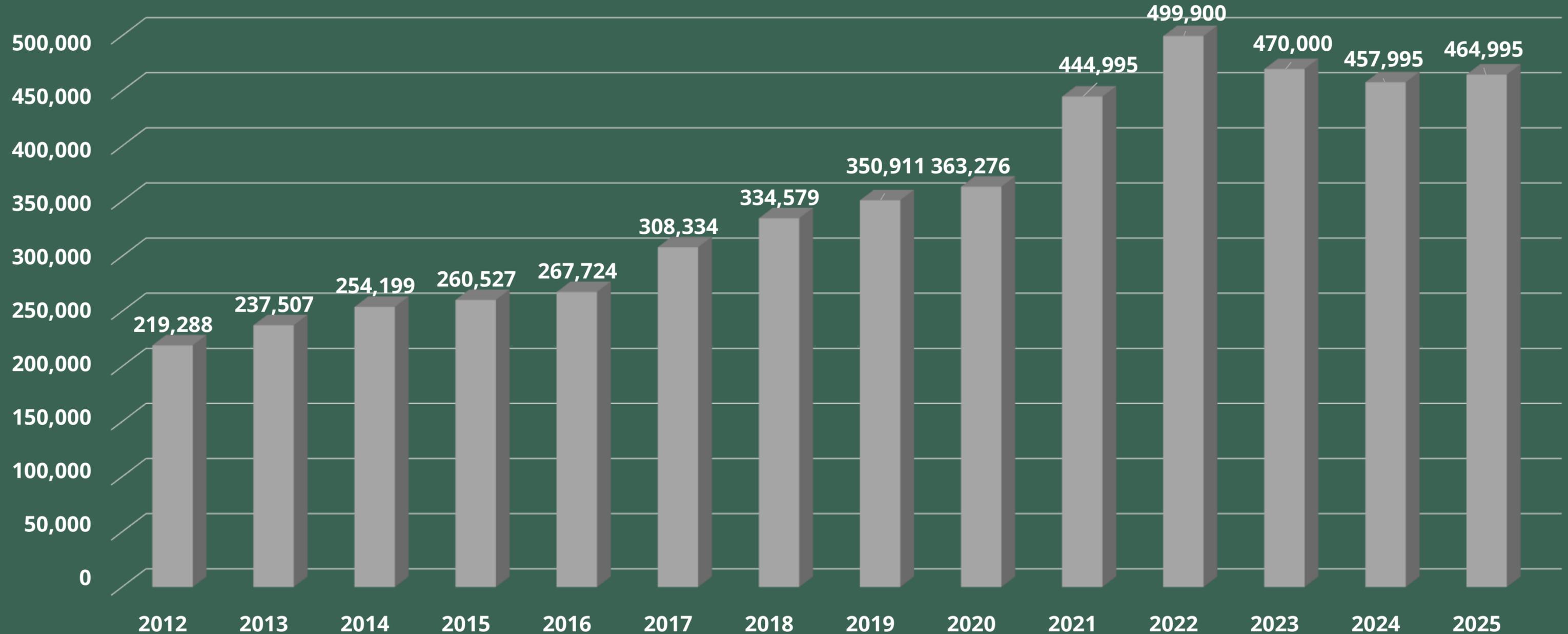
New Construction Sales

Spokane County



New Construction Median Sales Price

Spokane County



2026 Sale Predictions

Key Discussion Points and Presentation Objectives



	Units	Price
National Association of REALTORS® (National Market)	+14.0%	+4.0%
Realtor.com (Spokane-Spokane Valley)	8.1%	-3.5%
Spokane REALTORS®	Steady	+3%

2026 Interest Rate Predictions

Key Discussion Points and Presentation Objectives



	Projected Interest Rate
National Association of Home Builders	6.14%
Mortgage Bankers Association	6.10%
Fannie Mae	6.0%
Morgan Stanley	5.75%

Key Factors to Consider in 2026

1. **Affordability**
2. **Limited Inventory in some price ranges**
3. **Growth Management decision-making**
4. **Interest Rates – 6% ish! 1% lower than last yr**
5. **Educational messaging**
6. **Regional Growth**
7. **State Legislation affecting housing**
8. **Taxation and restrictions on housing**
9. **Homeownership remains an American Dream**

The American Dream

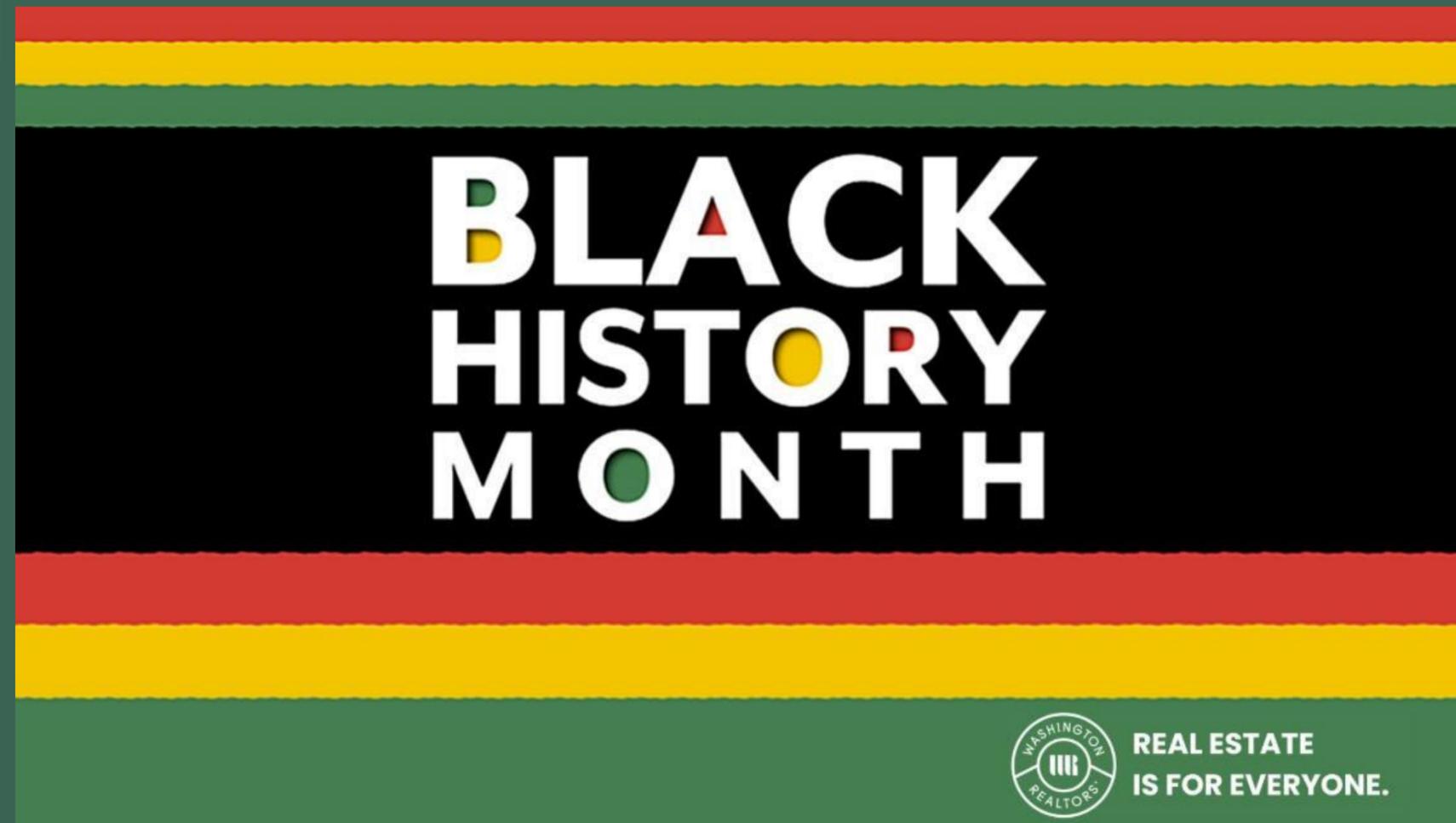
- **GENERATIONAL BELIEFS:** While 87% of Baby Boomers and 83% of Gen X believe homeownership is a top way to build wealth, only 77% of Millennials and 65% of Gen Z believe it is achievable due to higher affordability hurdles
- **HIGH VALUE:** 80% of Americans consider real estate an important part of building long-term wealth.
- **ALTERNATIVE OPTIONS:** Due to the high cost of entry, some younger buyers are turning to "rent-vesting"—renting their primary residence while purchasing investment properties to build equity.
- **REALITY CHECK:** Despite the HIGH value placed on ownership, many Americans don't believe owning a home is a realistic, achievable goal.

Seize The Dream

Homeownership remains core to the American Dream and an essential life goal. Americans view this as a vital, stabilizing foundation for building long-term security and wealth.

We should be messaging HOW - rather than IF - it is achievable!

Celebrating Black History Month



“In order to make dreams become reality, it takes an awful lot of determination, dedication, self-discipline, and effort.” - Jesse Owens

Thank
You



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