

Pacific



2020 NWMLS Annual Statistical Review and Highlights



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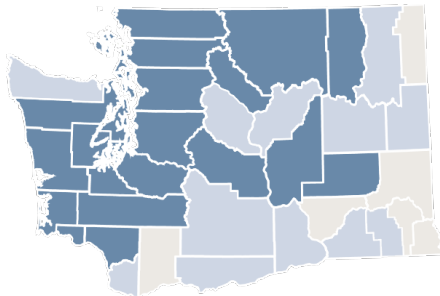
Member Offices

2,534



Total Members/Subscribers

32,888



Counties

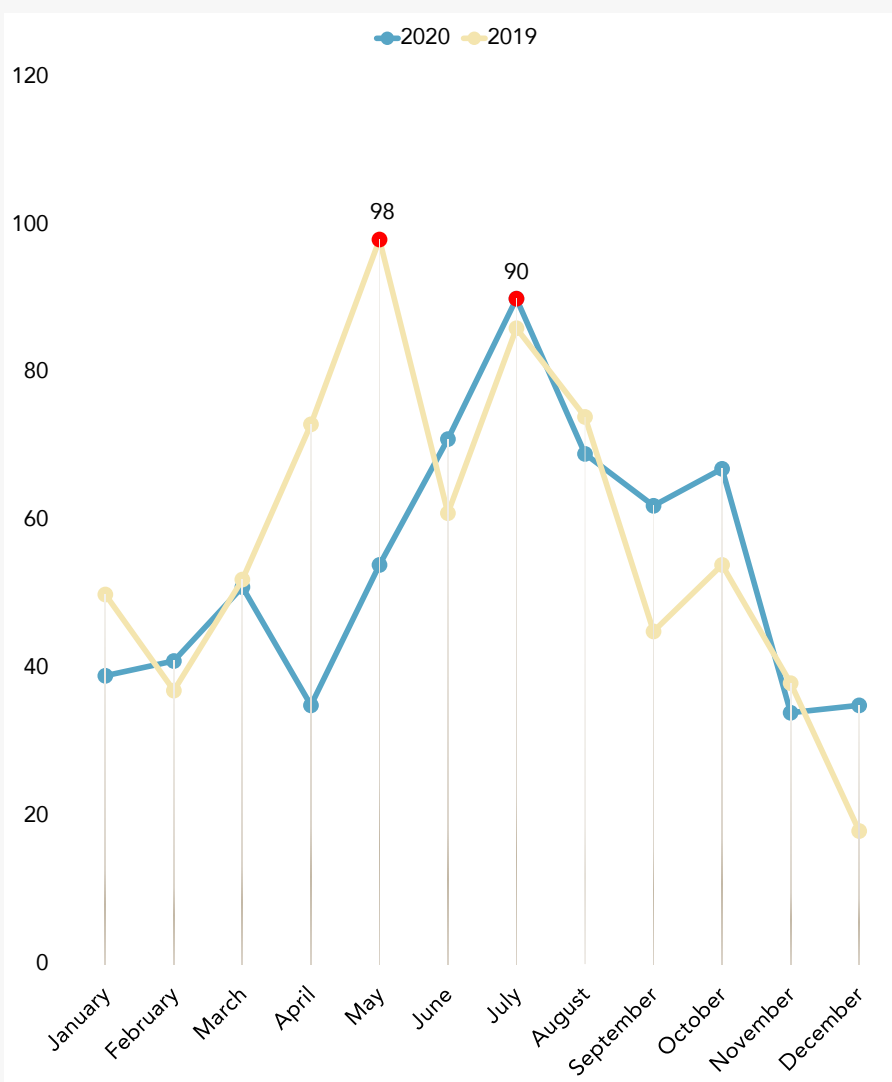
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Pacific: Residential Homes and Condominiums

New Listings by Month

A comparison of new listings added each month this year vs. last year, for residential homes & condominiums.
New Listings: Property added to inventory during the reporting period (included in active listing totals).

| | 2020 | 2019 | % chg. |
|---------------|---------------|------------|---------|
| January | 39 | 50 | -22.00% |
| February | 41 | 37 | 10.81% |
| March | 51 | 52 | -1.92% |
| April | 35 | 73 | -52.05% |
| May | 54 | 98 | -44.90% |
| June | 71 | 61 | 16.39% |
| July | 90 | 86 | 4.65% |
| August | 69 | 74 | -6.76% |
| September | 62 | 45 | 37.78% |
| October | 67 | 54 | 24.07% |
| November | 34 | 38 | -10.53% |
| December | 35 | 18 | 94.44% |
| Total | 648 | 686 | |
| % chg. | -5.54% | | |

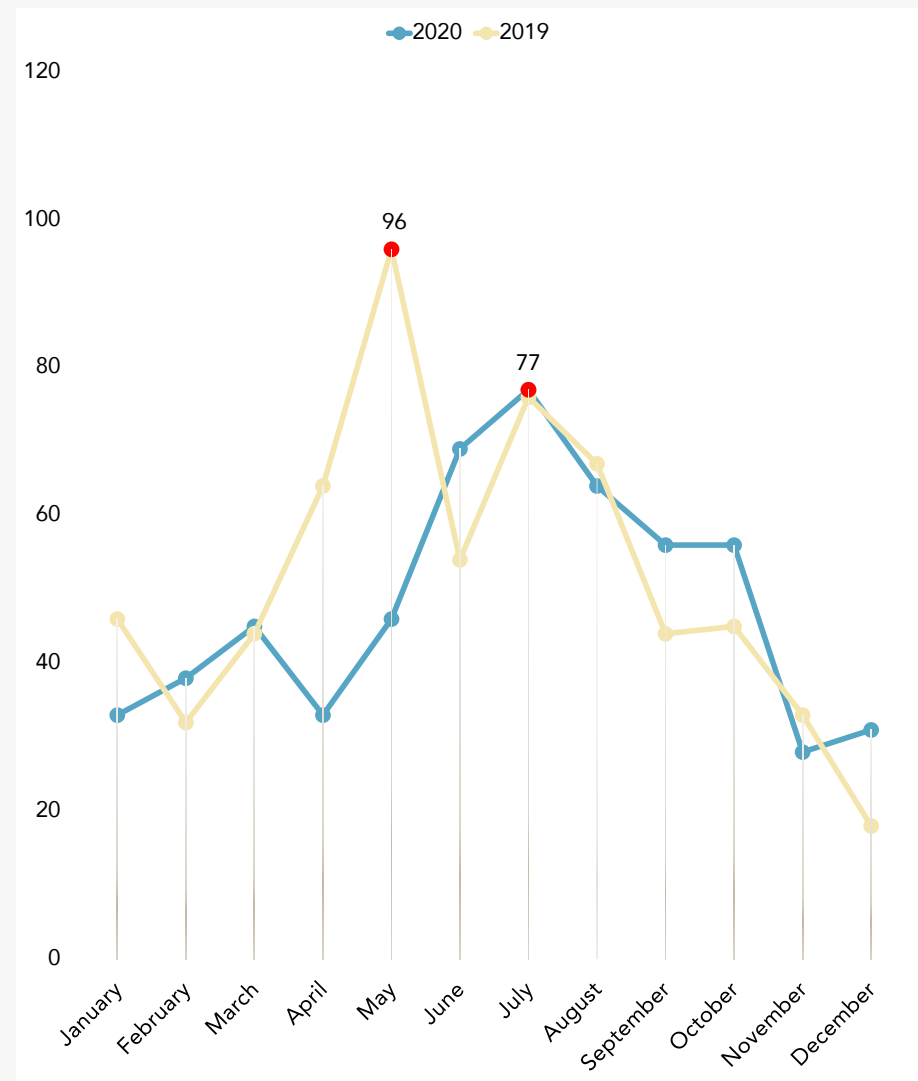


Pacific: Residential Homes Only

New Listings by Month

A comparison of new listings added each month this year vs. last year, for residential homes only.
New Listings: Property added to inventory during the reporting period (included in active listing totals).

| | 2020 | 2019 | % chg. |
|---------------|---------------|------------|---------|
| January | 33 | 46 | -28.26% |
| February | 38 | 32 | 18.75% |
| March | 45 | 44 | 2.27% |
| April | 33 | 64 | -48.44% |
| May | 46 | 96 | -52.08% |
| June | 69 | 54 | 27.78% |
| July | 77 | 76 | 1.32% |
| August | 64 | 67 | -4.48% |
| September | 56 | 44 | 27.27% |
| October | 56 | 45 | 24.44% |
| November | 28 | 33 | -15.15% |
| December | 31 | 18 | 72.22% |
| Total | 576 | 619 | |
| % chg. | -6.95% | | |

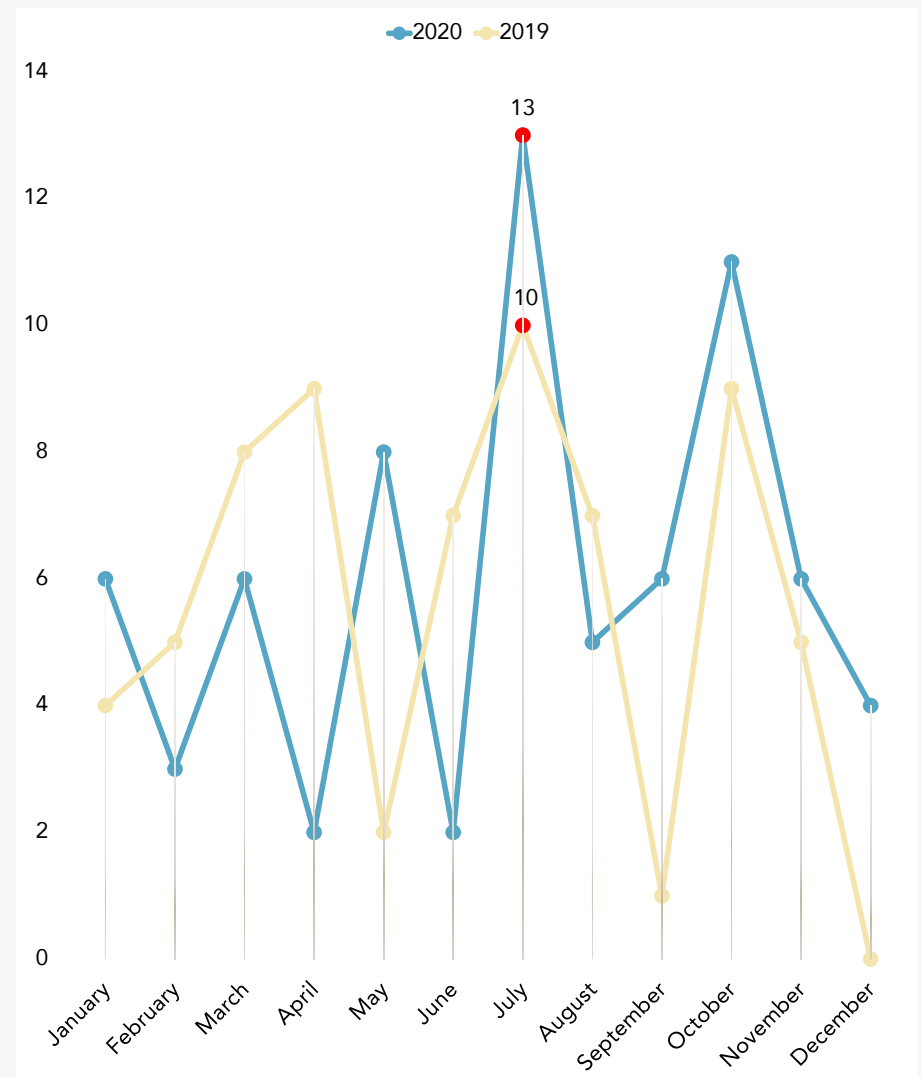


Pacific: Condominiums Only

New Listings by Month

A comparison of new listings added each month this year vs. last year, for condominiums only.
New Listings: Property added to inventory during the reporting period (included in active listing totals).

| | 2020 | 2019 | % chg. |
|---------------|--------------|-----------|---------|
| January | 6 | 4 | 50.00% |
| February | 3 | 5 | -40.00% |
| March | 6 | 8 | -25.00% |
| April | 2 | 9 | -77.78% |
| May | 8 | 2 | 300.00% |
| June | 2 | 7 | -71.43% |
| July | 13 | 10 | 30.00% |
| August | 5 | 7 | -28.57% |
| September | 6 | 1 | 500.00% |
| October | 11 | 9 | 22.22% |
| November | 6 | 5 | 20.00% |
| December | 4 | 0 | 0.00% |
| Total | 72 | 67 | |
| % chg. | 7.46% | | |



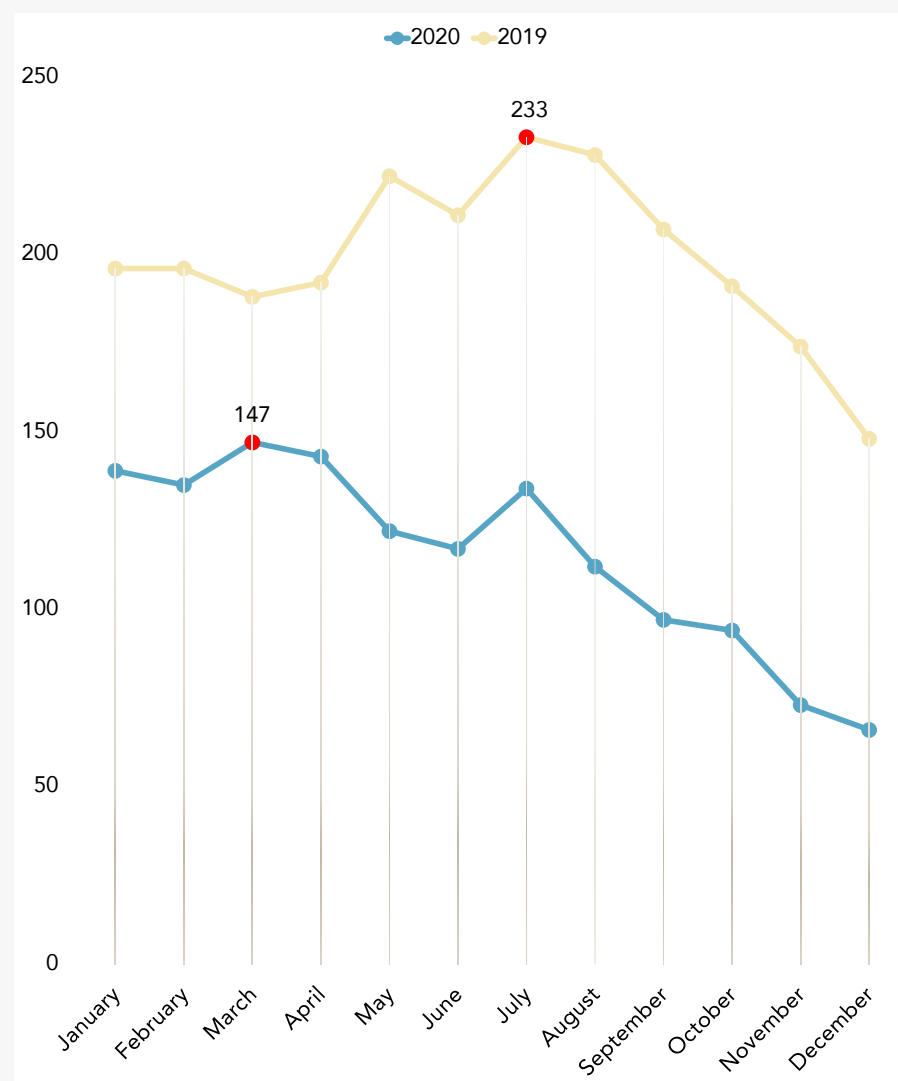
Pacific: Residential Homes and Condominiums

Active Listings by Month

A comparison of active listings each month this year vs. last year, for residential homes & condominiums.

Active Listings: Inventory on market.

| | 2020 | 2019 | % chg. |
|---------------|----------------|--------------|---------|
| January | 139 | 196 | -29.08% |
| February | 135 | 196 | -31.12% |
| March | 147 | 188 | -21.81% |
| April | 143 | 192 | -25.52% |
| May | 122 | 222 | -45.05% |
| June | 117 | 211 | -44.55% |
| July | 134 | 233 | -42.49% |
| August | 112 | 228 | -50.88% |
| September | 97 | 207 | -53.14% |
| October | 94 | 191 | -50.79% |
| November | 73 | 174 | -58.05% |
| December | 66 | 148 | -55.41% |
| Total | 1,379 | 2,386 | |
| % chg. | -42.20% | | |

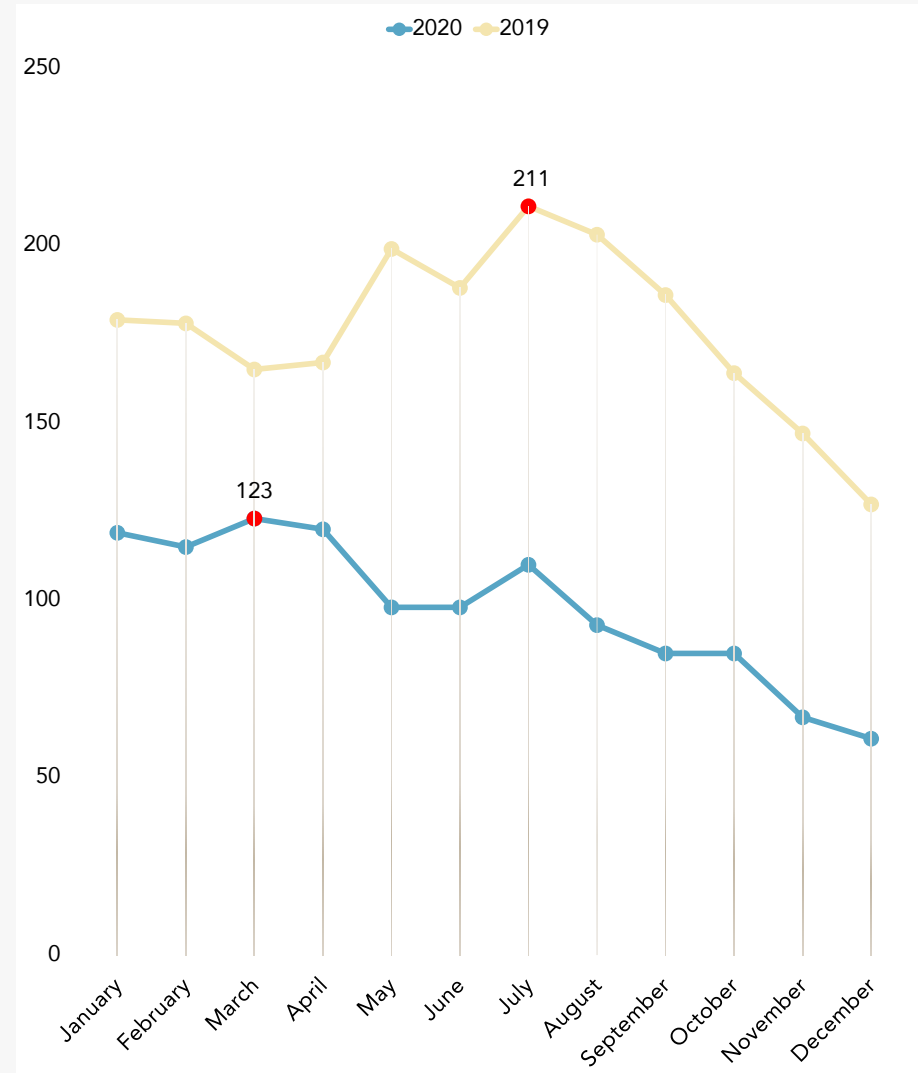


Pacific: Residential Homes Only

Active Listings by Month

A comparison of active listings each month this year vs. last year, for residential homes only.
Active Listings: Inventory on market.

| | 2020 | 2019 | % chg. |
|---------------|----------------|--------------|---------|
| January | 119 | 179 | -33.52% |
| February | 115 | 178 | -35.39% |
| March | 123 | 165 | -25.45% |
| April | 120 | 167 | -28.14% |
| May | 98 | 199 | -50.75% |
| June | 98 | 188 | -47.87% |
| July | 110 | 211 | -47.87% |
| August | 93 | 203 | -54.19% |
| September | 85 | 186 | -54.30% |
| October | 85 | 164 | -48.17% |
| November | 67 | 147 | -54.42% |
| December | 61 | 127 | -51.97% |
| Total | 1,174 | 2,114 | |
| % chg. | -44.47% | | |



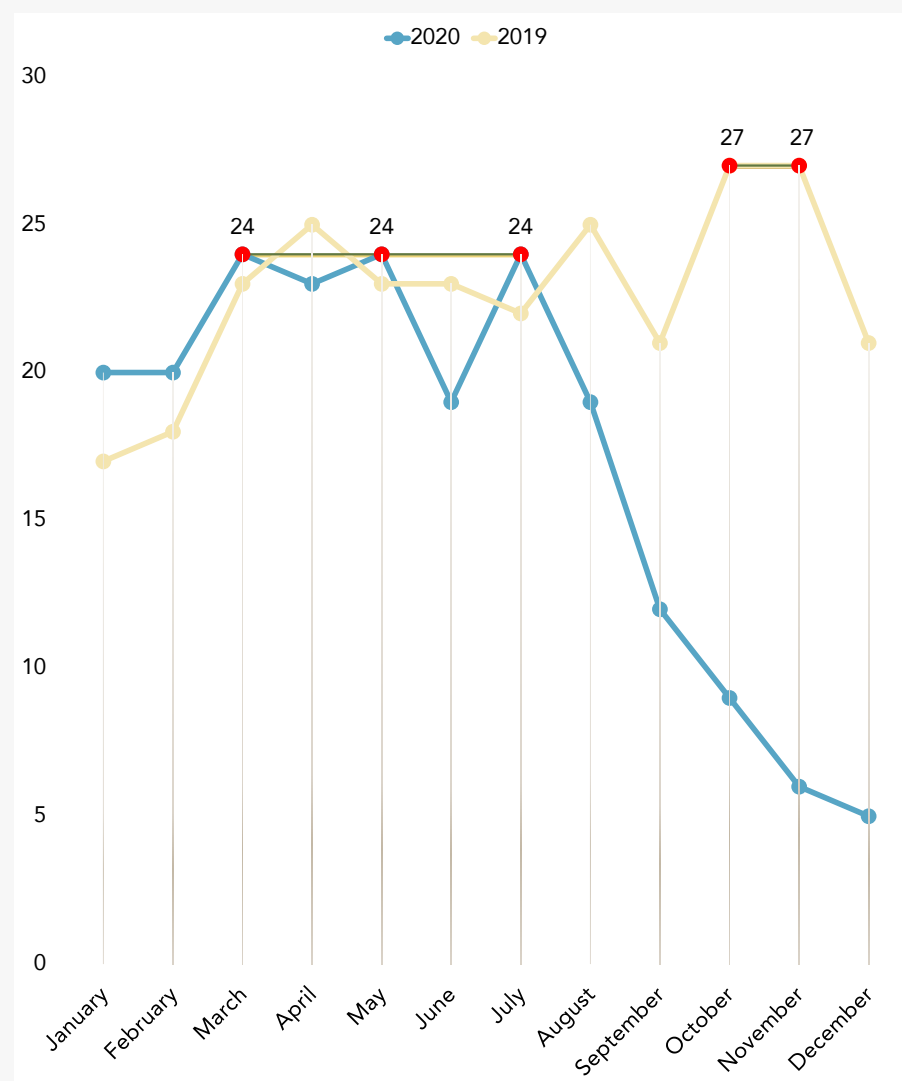
Pacific: Condominiums Only

Active Listings by Month

A comparison of active listings each month this year vs. last year, for condominiums only.

Active Listings: Inventory on market.

| | 2020 | 2019 | % chg. |
|---------------|----------------|------------|---------|
| January | 20 | 17 | 17.65% |
| February | 20 | 18 | 11.11% |
| March | 24 | 23 | 4.35% |
| April | 23 | 25 | -8.00% |
| May | 24 | 23 | 4.35% |
| June | 19 | 23 | -17.39% |
| July | 24 | 22 | 9.09% |
| August | 19 | 25 | -24.00% |
| September | 12 | 21 | -42.86% |
| October | 9 | 27 | -66.67% |
| November | 6 | 27 | -77.78% |
| December | 5 | 21 | -76.19% |
| Total | 205 | 272 | |
| % chg. | -24.63% | | |



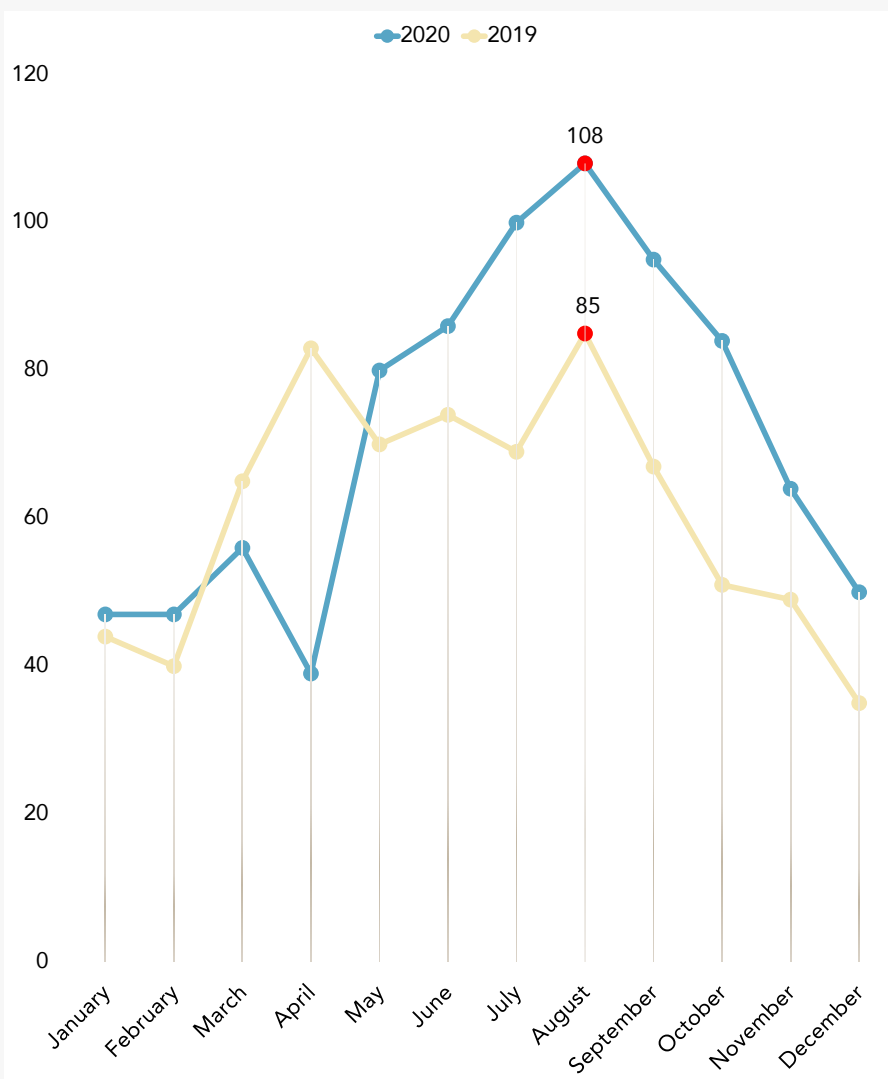
Pacific: Residential Homes and Condominiums

Pending Sales by Month

A comparison of the number of pending sales this year vs. last year, for residential homes & condominiums.

Pending Sales: Purchase and sale agreement has been signed by buyer and seller, but the transaction has not closed (pending arrangements for financing, home inspection, sale of buyer's home, or other reasons). Figures include all transactions that became "pending" during the period unless the listing went back on the market during the same period.

| | 2020 | 2019 | % chg. |
|---------------|---------------|------------|---------|
| January | 47 | 44 | 6.82% |
| February | 47 | 40 | 17.50% |
| March | 56 | 65 | -13.85% |
| April | 39 | 83 | -53.01% |
| May | 80 | 70 | 14.29% |
| June | 86 | 74 | 16.22% |
| July | 100 | 69 | 44.93% |
| August | 108 | 85 | 27.06% |
| September | 95 | 67 | 41.79% |
| October | 84 | 51 | 64.71% |
| November | 64 | 49 | 30.61% |
| December | 50 | 35 | 42.86% |
| Total | 856 | 732 | |
| % chg. | 16.94% | | |



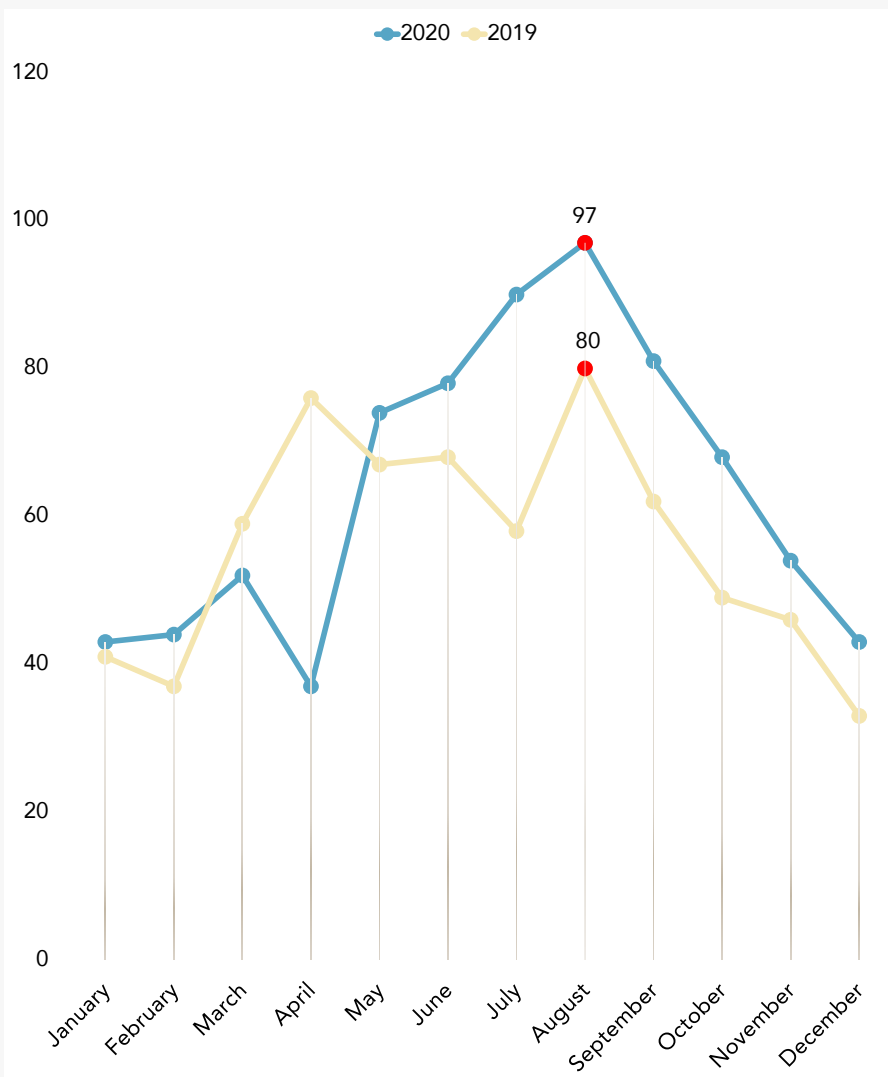
Pacific: Residential Homes Only

Pending Sales by Month

A comparison of the number of pending sales this year vs. last year, for residential homes only.

Pending Sales: Purchase and sale agreement has been signed by buyer and seller, but the transaction has not closed (pending arrangements for financing, home inspection, sale of buyer's home, or other reasons). Figures include all transactions that became "pending" during the period unless the listing went back on the market during the same period.

| | 2020 | 2019 | % chg. |
|---------------|---------------|------------|---------|
| January | 43 | 41 | 4.88% |
| February | 44 | 37 | 18.92% |
| March | 52 | 59 | -11.86% |
| April | 37 | 76 | -51.32% |
| May | 74 | 67 | 10.45% |
| June | 78 | 68 | 14.71% |
| July | 90 | 58 | 55.17% |
| August | 97 | 80 | 21.25% |
| September | 81 | 62 | 30.65% |
| October | 68 | 49 | 38.78% |
| November | 54 | 46 | 17.39% |
| December | 43 | 33 | 30.30% |
| Total | 761 | 676 | |
| % chg. | 12.57% | | |



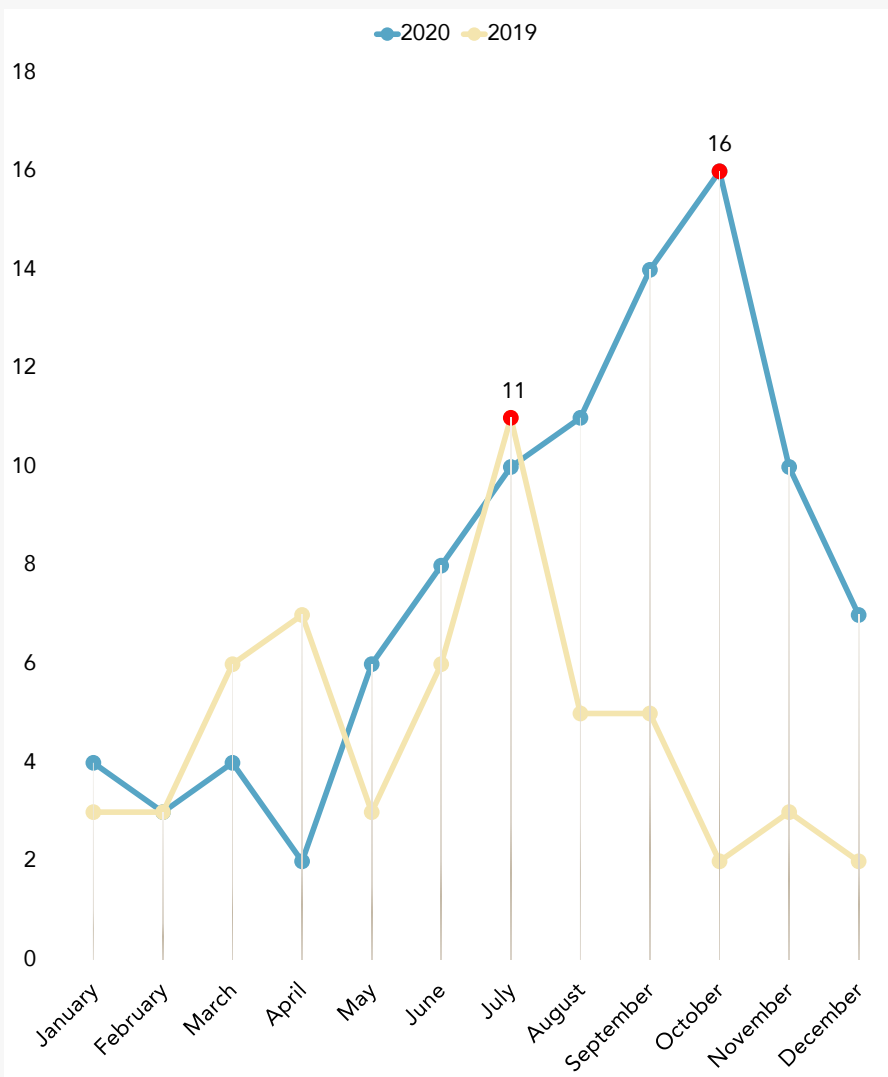
Pacific: Condominiums Only

Pending Sales by Month

A comparison of the number of pending sales this year vs. last year, for condominiums only.

Pending Sales: Purchase and sale agreement has been signed by buyer and seller, but the transaction has not closed (pending arrangements for financing, home inspection, sale of buyer's home, or other reasons). Figures include all transactions that became "pending" during the period unless the listing went back on the market during the same period.

| | 2020 | 2019 | % chg. |
|---------------|---------------|-----------|---------|
| January | 4 | 3 | 33.33% |
| February | 3 | 3 | 0.00% |
| March | 4 | 6 | -33.33% |
| April | 2 | 7 | -71.43% |
| May | 6 | 3 | 100.00% |
| June | 8 | 6 | 33.33% |
| July | 10 | 11 | -9.09% |
| August | 11 | 5 | 120.00% |
| September | 14 | 5 | 180.00% |
| October | 16 | 2 | 700.00% |
| November | 10 | 3 | 233.33% |
| December | 7 | 2 | 250.00% |
| Total | 95 | 56 | |
| % chg. | 69.64% | | |

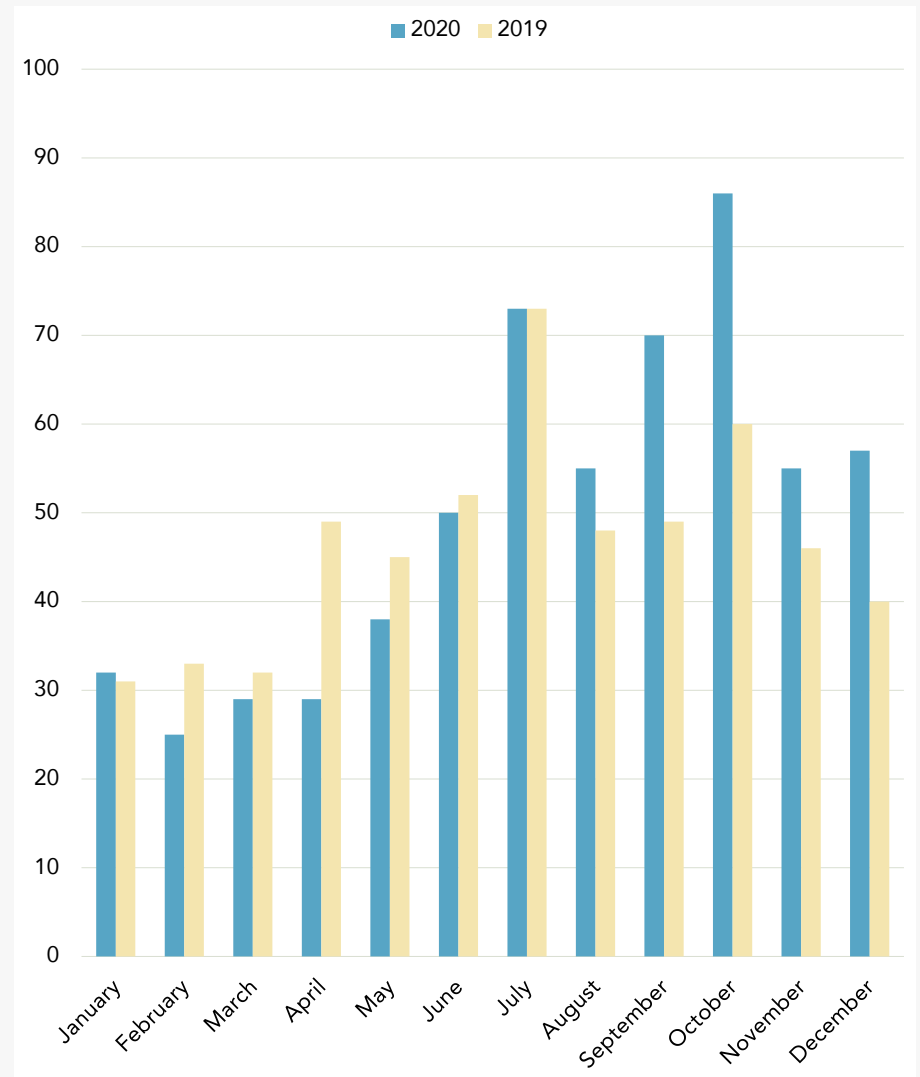


Pacific: Residential Homes and Condominiums

Closed Sales by Month

A comparison of closed sales units this year vs. last year, for residential homes & condominiums.

| | 2020 | 2019 | % chg. |
|---------------|--------------|------------|---------|
| January | 32 | 31 | 3.23% |
| February | 25 | 33 | -24.24% |
| March | 29 | 32 | -9.38% |
| April | 29 | 49 | -40.82% |
| May | 38 | 45 | -15.56% |
| June | 50 | 52 | -3.85% |
| July | 73 | 73 | 0.00% |
| August | 55 | 48 | 14.58% |
| September | 70 | 49 | 42.86% |
| October | 86 | 60 | 43.33% |
| November | 55 | 46 | 19.57% |
| December | 57 | 40 | 42.50% |
| Total | 599 | 558 | |
| % chg. | 7.35% | | |

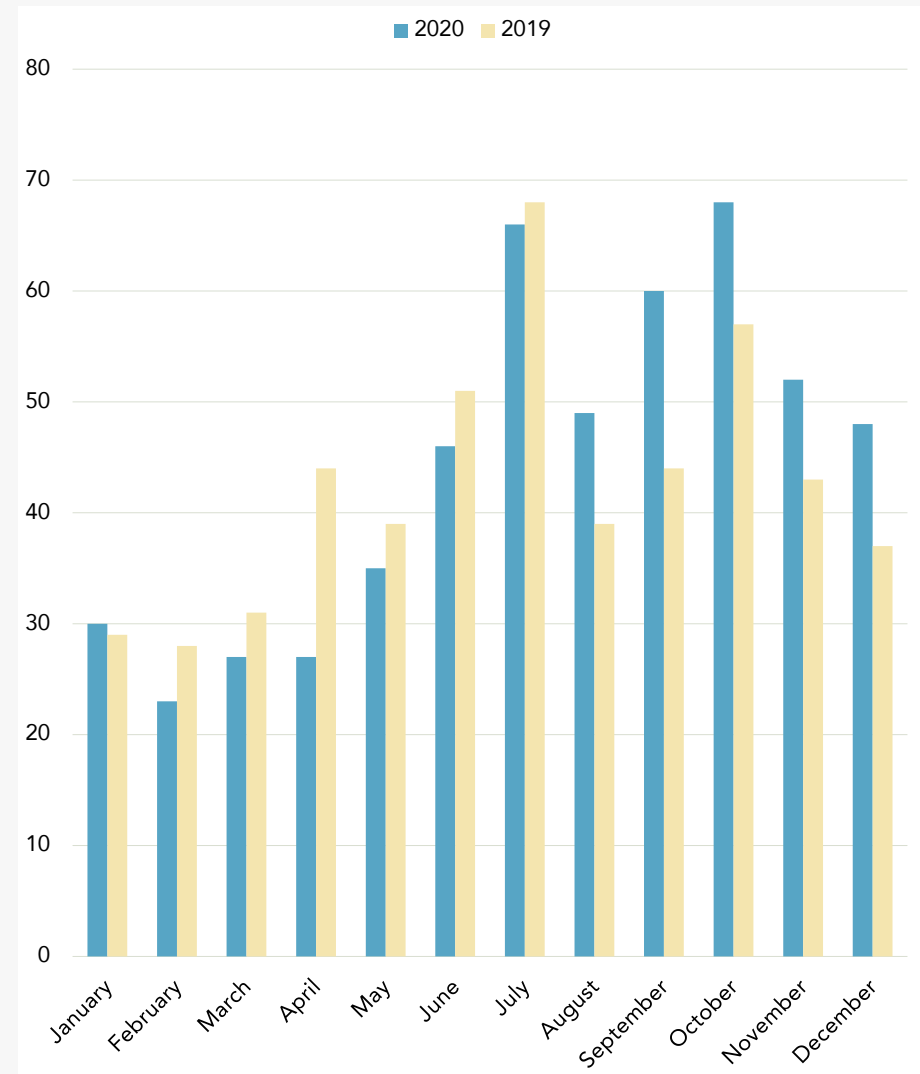


Pacific: Residential Homes Only

Closed Sales by Month

A comparison of closed sales units this year vs. last year, for residential homes only.

| | 2020 | 2019 | % chg. |
|---------------|--------------|------------|---------|
| January | 30 | 29 | 3.45% |
| February | 23 | 28 | -17.86% |
| March | 27 | 31 | -12.90% |
| April | 27 | 44 | -38.64% |
| May | 35 | 39 | -10.26% |
| June | 46 | 51 | -9.80% |
| July | 66 | 68 | -2.94% |
| August | 49 | 39 | 25.64% |
| September | 60 | 44 | 36.36% |
| October | 68 | 57 | 19.30% |
| November | 52 | 43 | 20.93% |
| December | 48 | 37 | 29.73% |
| Total | 531 | 510 | |
| % chg. | 4.12% | | |

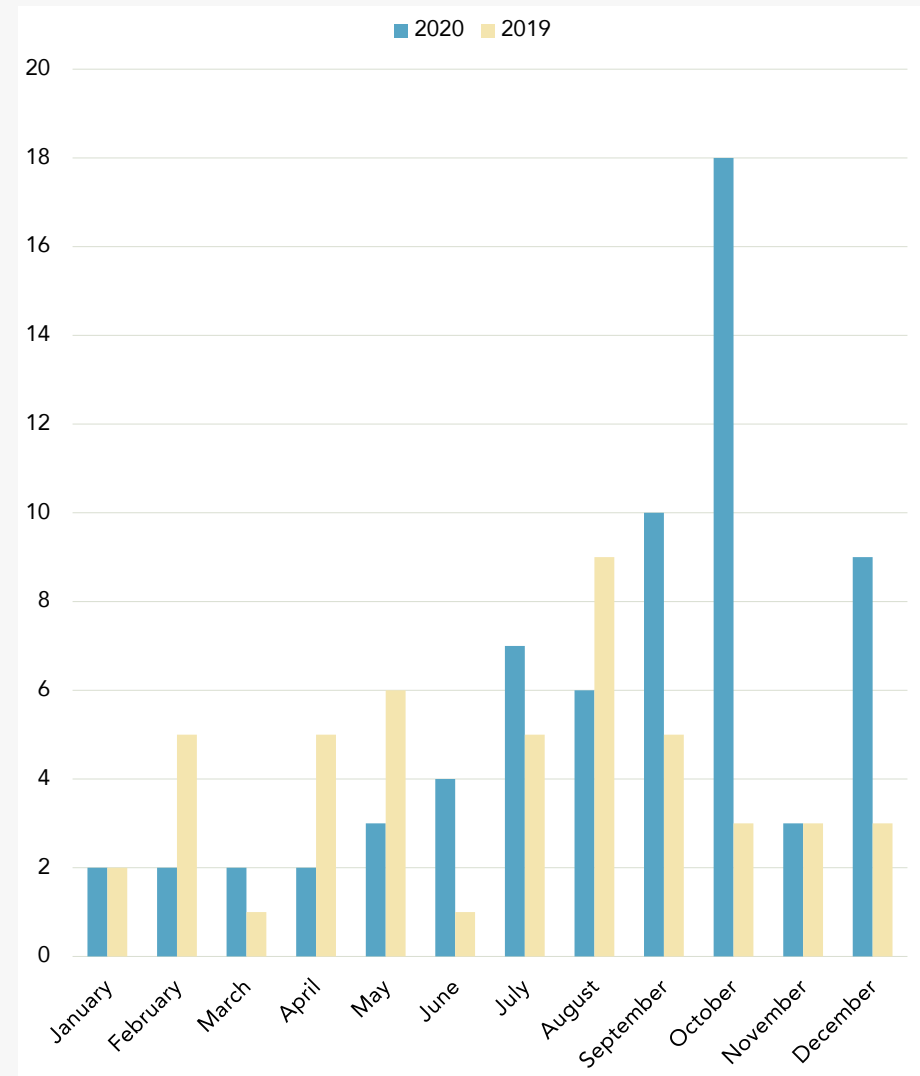


Pacific: Condominiums Only

Closed Sales by Month

A comparison of closed sales units this year vs. last year, for condominiums only.

| | 2020 | 2019 | % chg. |
|---------------|---------------|-----------|---------|
| January | 2 | 2 | 0.00% |
| February | 2 | 5 | -60.00% |
| March | 2 | 1 | 100.00% |
| April | 2 | 5 | -60.00% |
| May | 3 | 6 | -50.00% |
| June | 4 | 1 | 300.00% |
| July | 7 | 5 | 40.00% |
| August | 6 | 9 | -33.33% |
| September | 10 | 5 | 100.00% |
| October | 18 | 3 | 500.00% |
| November | 3 | 3 | 0.00% |
| December | 9 | 3 | 200.00% |
| Total | 68 | 48 | |
| % chg. | 41.67% | | |



Pacific: Residential Homes and Condominiums

Closed Sales Price by Month

A comparison of median sales prices this year vs. last year, for residential homes & condominiums. The median is the "middle" price, meaning that there are an equal number of sold units at a higher and lower value, the middle value being the median. Example: If you wanted to find the median sales price for 5 listings with sales prices of \$100,000, \$200,000, \$250,000, \$300,000, and \$600,000 - the price in the middle of the list is \$250,000.

| | 2020 | 2019 | % chg. |
|-----------|------------|------------|---------|
| January | \$ 208,000 | \$ 207,000 | 0.48% |
| February | \$ 185,000 | \$ 165,400 | 11.85% |
| March | \$ 229,000 | \$ 195,000 | 17.44% |
| April | \$ 190,000 | \$ 190,000 | 0.00% |
| May | \$ 217,950 | \$ 250,000 | -12.82% |
| June | \$ 237,500 | \$ 219,975 | 7.97% |
| July | \$ 205,000 | \$ 210,000 | -2.38% |
| August | \$ 232,000 | \$ 249,000 | -6.83% |
| September | \$ 236,500 | \$ 170,000 | 39.12% |
| October | \$ 221,250 | \$ 222,500 | -0.56% |
| November | \$ 238,000 | \$ 156,500 | 52.08% |
| December | \$ 275,000 | \$ 205,000 | 34.15% |



Pacific: Residential Homes Only

Closed Sales Price by Month

A comparison of median sales prices this year vs. last year, for residential homes only. The median is the “middle” price, meaning that there are an equal number of sold units at a higher and lower value, the middle value being the median. Example: If you wanted to find the median sales price for 5 listings with sales prices of \$100,000, \$200,000, \$250,000, \$300,000, and \$600,000 - the price in the middle of the list is \$250,000.

| | 2020 | 2019 | % chg. |
|-----------|------------|------------|---------|
| January | \$ 213,000 | \$ 207,000 | 2.90% |
| February | \$ 210,000 | \$ 169,500 | 23.89% |
| March | \$ 219,900 | \$ 195,000 | 12.77% |
| April | \$ 190,000 | \$ 191,750 | -0.91% |
| May | \$ 220,000 | \$ 250,000 | -12.00% |
| June | \$ 235,000 | \$ 215,000 | 9.30% |
| July | \$ 220,825 | \$ 217,000 | 1.76% |
| August | \$ 240,000 | \$ 270,000 | -11.11% |
| September | \$ 254,250 | \$ 183,500 | 38.56% |
| October | \$ 244,700 | \$ 220,000 | 11.23% |
| November | \$ 239,000 | \$ 158,000 | 51.27% |
| December | \$ 282,500 | \$ 205,000 | 37.80% |



Pacific: Condominiums Only

Closed Sales Price by Month

A comparison of median sales prices this year vs. last year, for condominiums only. The median is the "middle" price, meaning that there are an equal number of sold units at a higher and lower value, the middle value being the median. Example: If you wanted to find the median sales price for 5 listings with sales prices of \$100,000, \$200,000, \$250,000, \$300,000, and \$600,000 - the price in the middle of the list is \$250,000.

| | 2020 | 2019 | % chg. |
|-----------|------------|------------|---------|
| January | \$ 120,000 | \$ 206,000 | -41.75% |
| February | \$ 172,750 | \$ 85,000 | 103.24% |
| March | \$ 429,500 | \$ 268,000 | 60.26% |
| April | \$ 154,000 | \$ 130,000 | 18.46% |
| May | \$ 115,000 | \$ 262,500 | -56.19% |
| June | \$ 372,790 | \$ 245,000 | 52.16% |
| July | \$ 144,000 | \$ 83,500 | 72.46% |
| August | \$ 122,900 | \$ 194,000 | -36.65% |
| September | \$ 153,000 | \$ 117,700 | 29.99% |
| October | \$ 130,500 | \$ 279,000 | -53.23% |
| November | \$ 118,000 | \$ 155,000 | -23.87% |
| December | \$ 220,000 | \$ 205,000 | 7.32% |



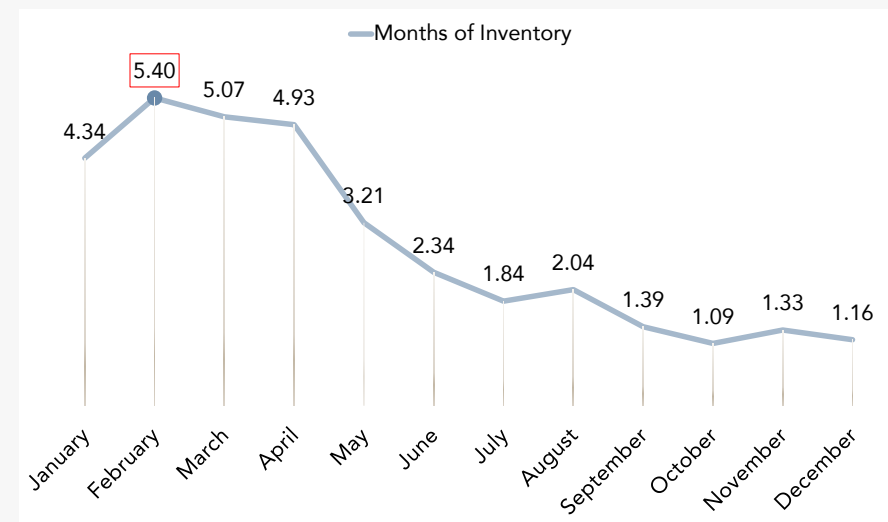
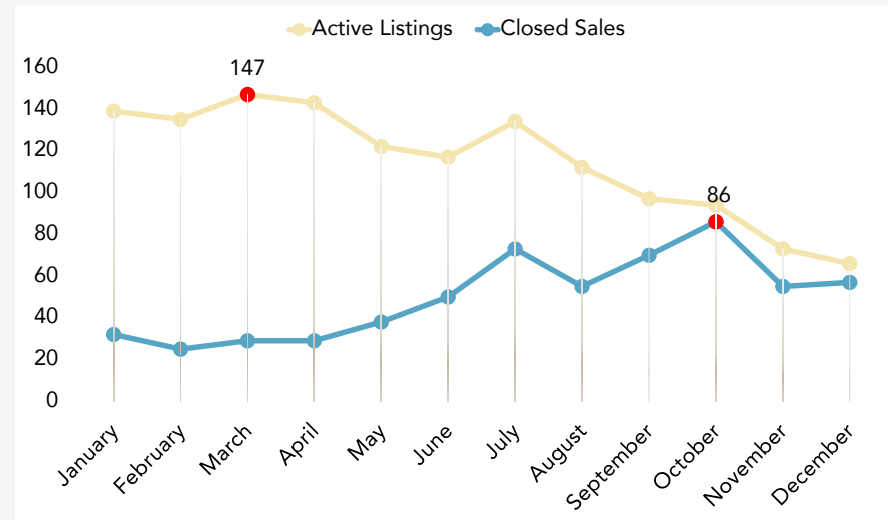
Pacific: Residential Homes and Condominiums

Months of Inventory by Month

A comparison of the ratio of active listings to closed sales, for residential homes & condominiums.

Months of Inventory: The ratio of active listings to closed sales (derived by dividing the total number of active listings on the market by the total number of closed sales).

| | Active Listings | Closed Sales | Months of Inventory |
|-----------|-----------------|--------------|---------------------|
| January | 139 | 32 | 4.34 |
| February | 135 | 25 | 5.40 |
| March | 147 | 29 | 5.07 |
| April | 143 | 29 | 4.93 |
| May | 122 | 38 | 3.21 |
| June | 117 | 50 | 2.34 |
| July | 134 | 73 | 1.84 |
| August | 112 | 55 | 2.04 |
| September | 97 | 70 | 1.39 |
| October | 94 | 86 | 1.09 |
| November | 73 | 55 | 1.33 |
| December | 66 | 57 | 1.16 |



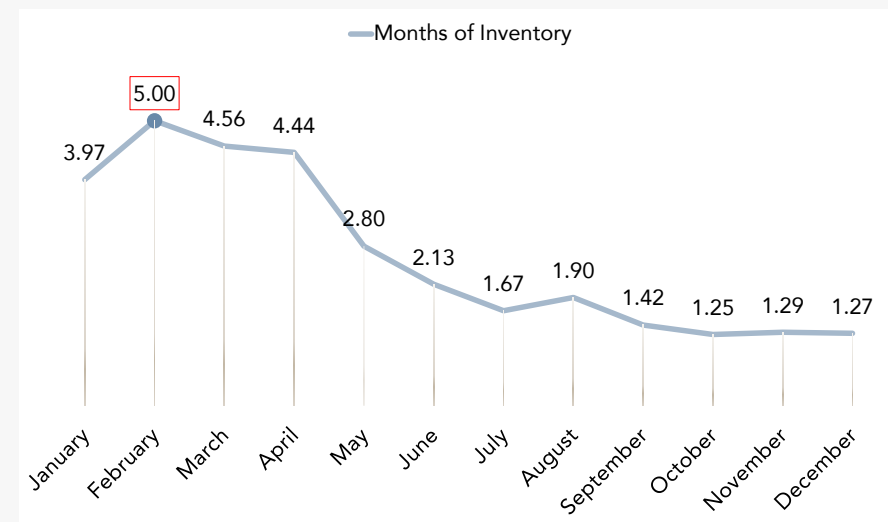
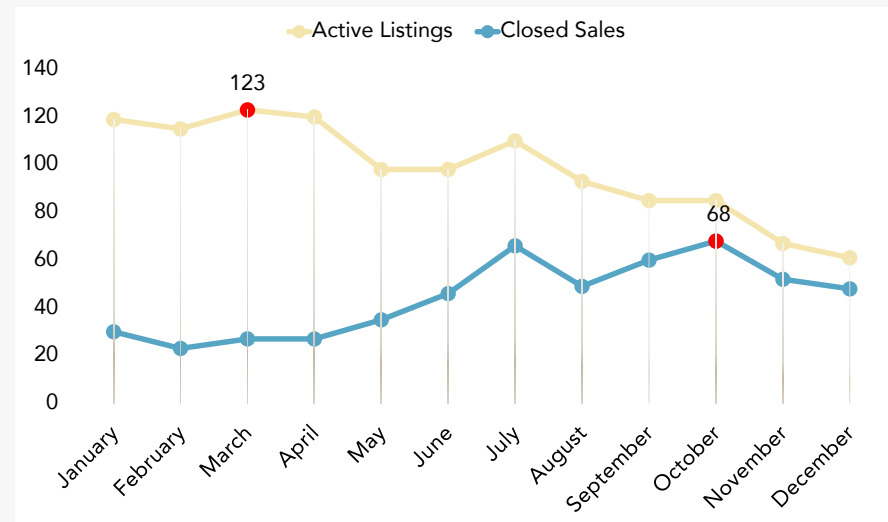
Pacific: Residential Homes Only

Months of Inventory by Month

A comparison of the ratio of active listings to closed sales, for residential homes only.

Months of Inventory: The ratio of active listings to closed sales (derived by dividing the total number of active listings on the market by the total number of closed sales).

| | Active Listings | Closed Sales | Months of Inventory |
|-----------|-----------------|--------------|---------------------|
| January | 119 | 30 | 3.97 |
| February | 115 | 23 | 5.00 |
| March | 123 | 27 | 4.56 |
| April | 120 | 27 | 4.44 |
| May | 98 | 35 | 2.80 |
| June | 98 | 46 | 2.13 |
| July | 110 | 66 | 1.67 |
| August | 93 | 49 | 1.90 |
| September | 85 | 60 | 1.42 |
| October | 85 | 68 | 1.25 |
| November | 67 | 52 | 1.29 |
| December | 61 | 48 | 1.27 |



Pacific: Condominiums Only

Months of Inventory by Month

A comparison of the ratio of active listings to closed sales, for condominiums only.

Months of Inventory: The ratio of active listings to closed sales (derived by dividing the total number of active listings on the market by the total number of closed sales).

| | Active Listings | Closed Sales | Months of Inventory |
|-----------|-----------------|--------------|---------------------|
| January | 20 | 2 | 10.00 |
| February | 20 | 2 | 10.00 |
| March | 24 | 2 | 12.00 |
| April | 23 | 2 | 11.50 |
| May | 24 | 3 | 8.00 |
| June | 19 | 4 | 4.75 |
| July | 24 | 7 | 3.43 |
| August | 19 | 6 | 3.17 |
| September | 12 | 10 | 1.20 |
| October | 9 | 18 | 0.50 |
| November | 6 | 3 | 2.00 |
| December | 5 | 9 | 0.56 |

