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 If your home is currently listed with another Agent/Broker, please disregard.  
 This is not intended to solicit that listing.

LOOKING AHEAD

**HERE'S WHAT WE'LL BE WATCHING OVER THE COMING MONTHS:**

- 1 Low Supply of Available Homes**  
 Enumclaw had low but ever-increasing inventory in August, likely due to FOMO (Fear of Missing Out) and the decreasing of interest rates causing an increase in activity, and there's no telling when it will slow down. With inventory low and the median sale price steadily increasing—up 29% in August 2024 compared to August 2023—sellers who work with an expert to properly position themselves on the market can generally expect to secure a nice return.
- 2 Buyers Are Eagerly Searching**  
 Buyers are eager to scoop up the available inventory. The days on market in August was only 5 days, a 77% decrease from August 2023. With inventory as low as it is, it's a great time to sell. Regardless of what twists and turns the market takes, to truly maximize your return on investment, it's crucial that you strategically position your home to buyers.
- 3 Continued Growth In Crownsville**  
 As Enumclaw develops, we'll continue to see property values increase. Here are just a few things to note:
  - Enumclaw was ranked #6 and recognized as one of the "Best Cities on the Edge of Greatness" highlighting its potential for growth, arts, culture, and sports (BestPlaces).
  - According to BestPlaces and AreaVibes, the city ranks in the top 10% of cities across the U.S., with a score of 86 out of 100
  - This beautiful city draws all kinds of people from sports, hiking, biking, motorsports, snow sports, fairs, festivals and there's something for everyone
- 4 What to Expect When Selling Your Home**  
 The market consistently evolves—and you deserve to sell for the highest possible price no matter what. The right marketing strategy, pricing knowledge, and negotiation power are what make the difference when you're ready to sell your home and embark on what may be one of the largest financial transactions of your lifetime.



**ENUMCLAW**

Real Estate Market Report | **September 2024**

**If you are thinking about selling your home in the next 12 months, call me today for your Strategic Marketing Consultation**

**→ 253-232-3101**

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COURTESY OF  
**MATTHEW YOUNG**



## Dear Neighbor,

While as homeowners we grow to cherish our homes, when we reach a stage in life where the size and amenities don't quite match our current lifestyle, that's usually when you decide it's time to move. The challenge comes in knowing exactly how to navigate the process with minimal stress—while ensuring you're capturing every bit of equity you've earned.

As you consider selling, you deserve the insight and guidance from an expert in your local market. Here are the top things to know about the Enumclaw real estate market right now:

### Inventory Is Down and Demand Is Up

With the inherently limited number of properties and consistently high demand, Enumclaw regularly sees a boost in sale prices. Lets be honest we have seen the lowest interest rates to the highest seen in over a decade 2.65% to 7.79% 2020-present. As the Federal government starts to loosen a bit on the rates, homeowners may see the lower interest rates as the time to make a move and buyers will come out seeing it as an opportune time to purchase.

In recent times, with supply and demand shifts, we have seen fewer homes listed than in years past—continuing to push sale prices even higher. The sale-to-list percentage (how close the actual sale price was to the original list price) climbed to 101.8% of the listing price with a growth of 1.5% in September. The spark and boost of inventory is coming from the FOMO (seller's fear of missing out), we might not be in record territory, but very close to. To capitalize on your investment, you want to work with a real estate expert who understands how to strategically price and market your home so you get maximum return

### Median Sale Price is Still on the Rise

When correctly priced and positioned well on the market, homes are selling at or above list price—often in only a few days on market. The median sale price has climbed even higher to \$622,500 in August, that's a 6.6% rise in home prices for an off-market month. Median days on the market remained exceptionally low as well, with June at 11 days, July at 16 days, and August at 17 days. This indicator suggests with the right positioning, sellers can expect to sell fast. These stats really add up when you are selling your largest financial asset—and that's exactly why you deserve a strategic marketing plan.

### We Continue to See Homes Sell With Multiple Offers

The market is quite active, and it's not showing many signs of slowing. I'm seeing a surge happening during

the slower months in real estate, with lowering rates this is bringing more buying power to the buyers and to the sellers. Personally, what I'm seeing are buyers looking to move into homes with little to upgrade or to maintain as soon as they move in. Not sure where to start, overwhelmed with not enough time or know who to call for help.

As a homeowner, what does this mean for you?

**If you're thinking about selling in the next 12 months, now is the time to start preparing for the market.**

Not sure where to start, overwhelmed with not enough time or know who to call for help. This is OK, with almost 20 years in the home industry I bring an extensive vendor list of trusted local companies in the business. We can offer help with funds for repairs and upgrades so we can get what you deserve for your beautiful home. With the right strategic plan, pricing, and positioning for your property and your goals, we can attract maximum offers and get your home sold for the highest possible price with the fewest days on the market.

**If you are thinking of selling your home in the next 12 months, call me today for your Strategic Marketing Consultation → 253-232-3101**

We will cover your goals and my unique approach to getting you the highest possible price in the fewest days on the market.

**Call Today**  
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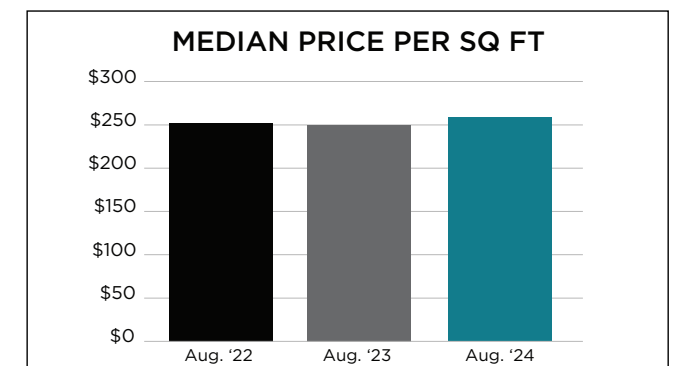
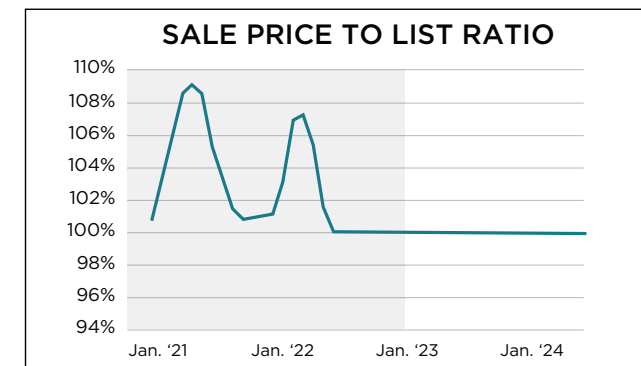
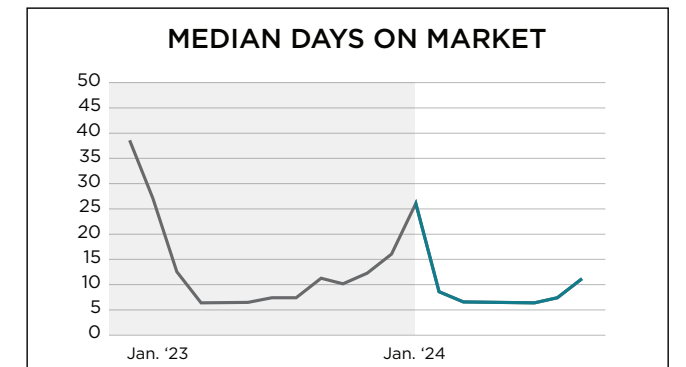
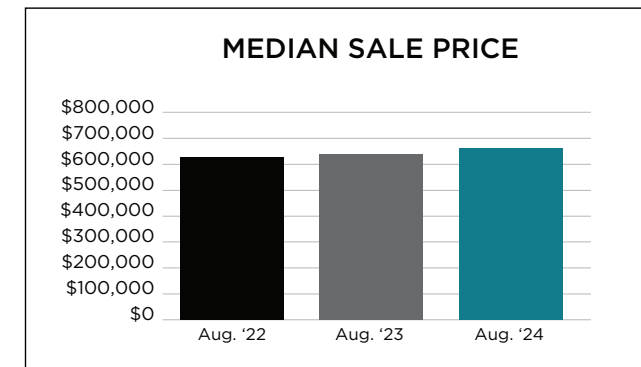
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# MARKET HIGHLIGHTS

SINGLE-FAMILY HOME STATS	AUGUST 2024 VS. AUGUST 2024	ANALYSIS
Median Sale Price	↑ Up 4.7%	The median sale price is now at \$664,975 in August 2024, up 4.7% from August 2023 when it was at \$621,000. When you price correctly from day one, you can maximize offers and ultimately sell for the highest possible price as quickly as possible.
Median Days on Market	↑ Up 57.1%	Median days on the market are exceptionally low, at 11 days this August. Current high demand and low supply play a major role, especially when compared to August to August statistic at 7 days. Strategic pricing and marketing ensure your home sells for top dollar in a few days on market.
Sale-to-List Price Ratio	100%	Correctly priced, strategically marketed homes are selling at 100% of correct list price making it especially important to start with an expert strategy from day one to sell for the highest possible price in the fewest days on market.
Price per Square Foot	↑ Up 2.8%	Demand in Enumclaw is on the rise, and price per square foot is now at \$257 sq. ft. in August, nearly +8 per sq ft compared to \$250 in August of 2023. To maximize your results, it's extremely important to have a proven strategy and expert guidance from the beginning.

Source: NWMLS 2024



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