

Eastside Market Review



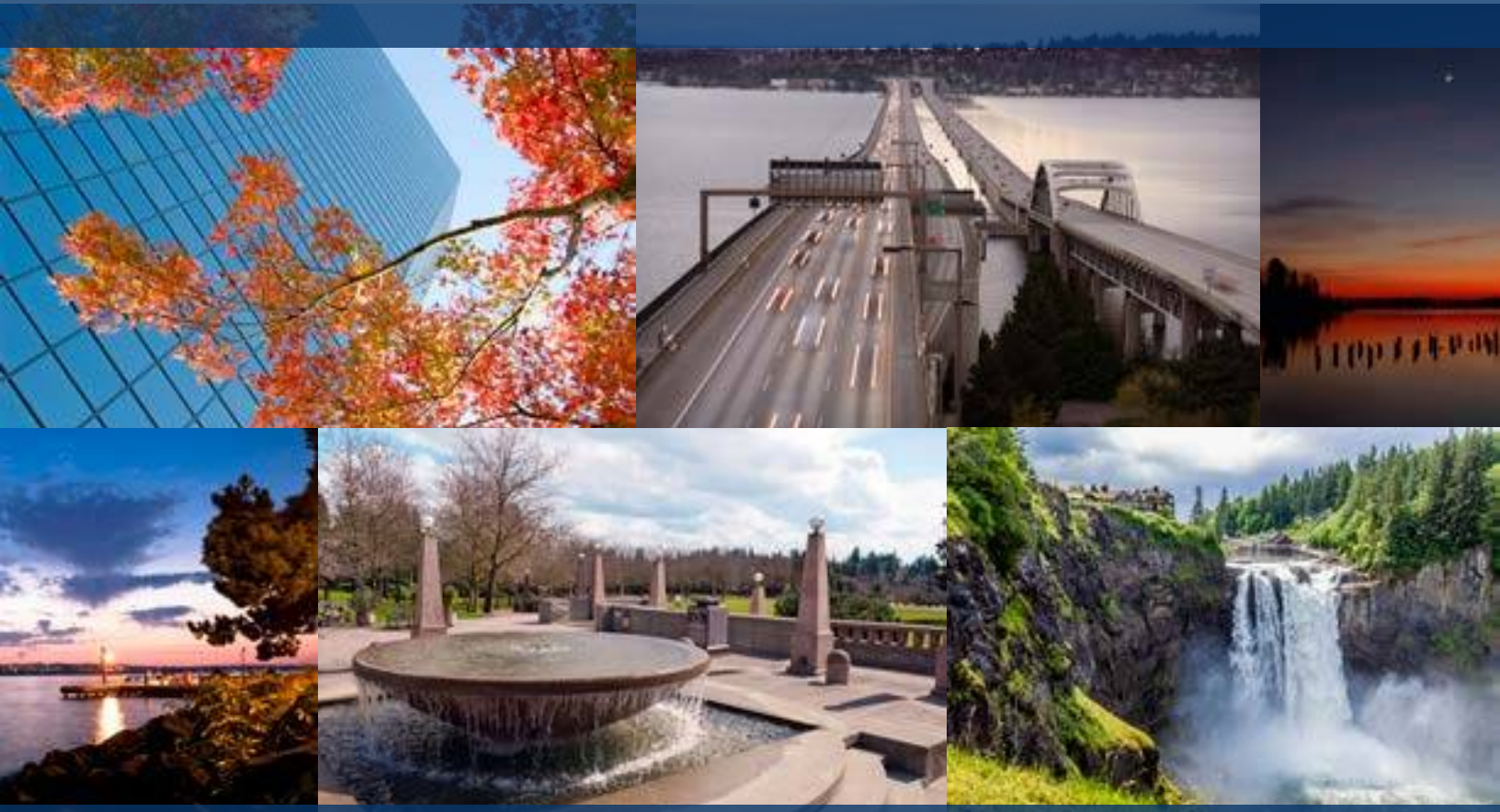
Q1

Eastside real estate statistics
for the first quarter of 2016



The lack of available homes for sale on the Eastside remains critical. Inventory, which traditionally increases in the spring, continued to shrink. As demand far outstripped supply, home prices on the Eastside overall increased by double-digits over last year.

- **The Eastside continued to be the most expensive market in King County.** The median price for a single family home at the end of the first quarter was \$739,440, an increase of 10% over the previous quarter.
- **With under a month's supply of properties on the market, homes at every price point are selling quickly and often with multiple offers.** Four out of 10 homes sold for over list price.
- **The red hot market allows sellers to call the shots.** Since some sellers are hesitant to put their home on the market for fear they won't be able to find their next home quickly enough, many are negotiating with buyers to stay in their house for several months after the sale to ease the transition.



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Bellevue / East of I-405

High Price Listing

Lake Sammamish

1058 W Lake Sammamish Pkwy NE

\$1,698,000

3 Bed / 1.75 Bath / 2,040 SQFT

MLS #: 912896

Lot Size: 0.35 acres

Year Built: 1986

Style: 2 Stories with Basement

Views: Territorial, Mountain, Lake

School District: Bellevue



Medium Price Listing

Lake Sammamish

4041 W Lake Sammamish Pkwy SE

\$1,338,880

4 Bed / 3.0 Bath / 3,560 SQFT

MLS #: 914761

Lot Size: 0.52 acres

Year Built: 1982

Style: 2 Story

Views: Partial, Lake

School District: Issaquah



Low Price Listing

Grass Lawn Park

7704 151st Avenue NE 102

\$869,000

3 Bed / 3.0 Bath / 2,908 SQFT

MLS #: 882607

Lot Size: 0.35 acres

Year Built: 2015

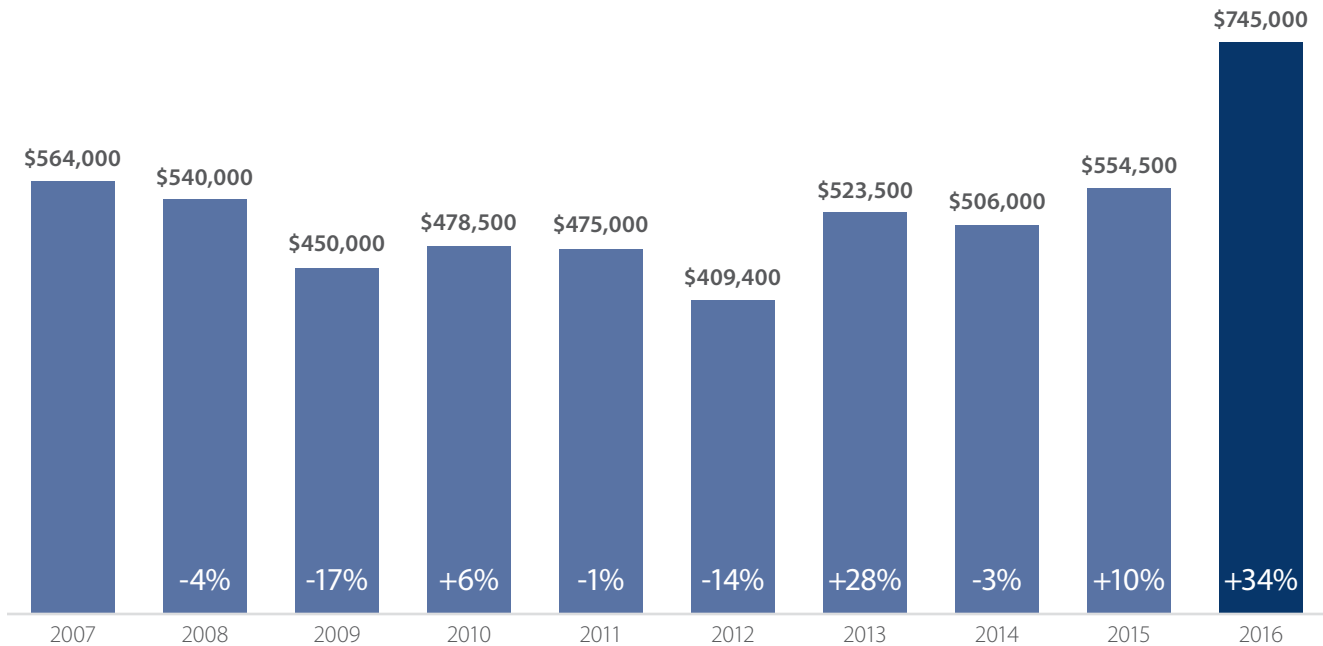
Style: Townhouse

Views: none

School District: Lake Washington



Median Closed Sales Price > MARCH



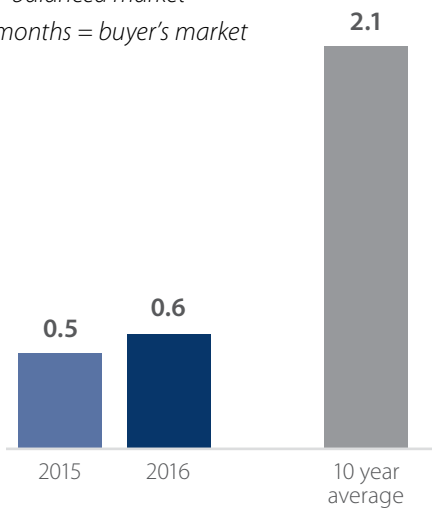
Months Supply of Inventory > MARCH

(includes pending sales)

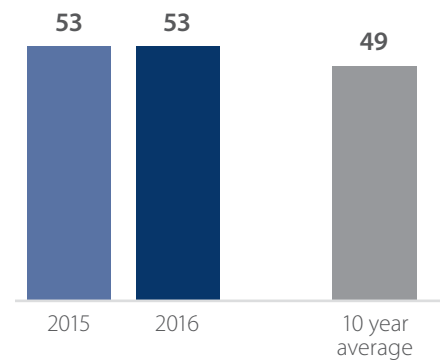
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3 -6 months = balanced market

more than 6 months = buyer's market



Closed Sales > MARCH



All figures are based on single family home sales, which include townhomes and exclude condos.

Graphs were created by Windermere Real Estate using NWMLS data, but information was not verified or published by NWMLS. Data reflects all new and resale single-family residences sold.

Bellevue / West of I-405

High Price Listing

Bellevue

9615 SE 16th Street

\$4,500,000

3 Bed / 3.75 Bath / 4,030 SQFT

MLS #: 858853

Lot Size: 0.36 acres

Year Built: 1963

Style: 2 Stories with Basement

Views: Mountain, Lake, City

School District: Bellevue



Medium Price Listing

Clyde Hill

9831 NE 30th Street

\$2,899,950

4 Bed / 4.0 Bath / 4,842 SQFT

MLS #: 902974

Lot Size: 9,384 sq ft

Year Built: 2016

Style: 2 Story

Views: Territorial, Partial, Mountain

School District: Bellevue



Low Price Listing

Clyde Hill

2901 98th Avenue NE

\$1,988,000

4 Bed / 3.5 Bath / 3,290 SQFT

MLS #: 891629

Lot Size: 8,504 sq ft

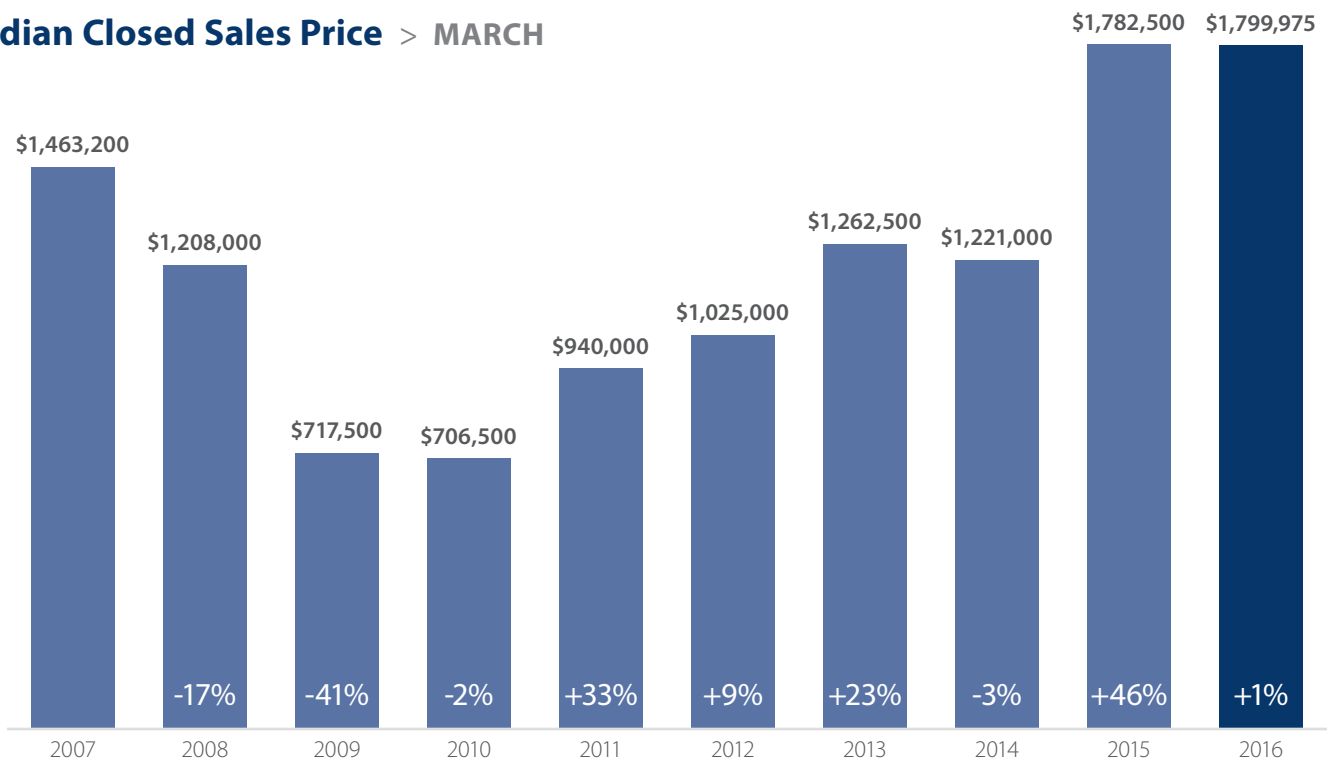
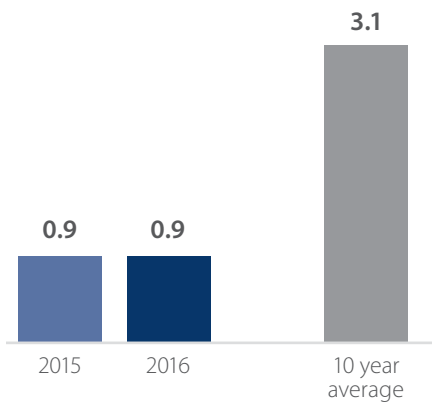
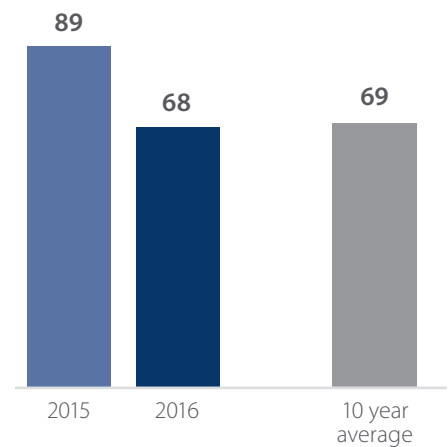
Year Built: 1952

Style: 1 Story with Basement

Views: Territorial,, Mountain, Lake, City

School District: Bellevue



Median Closed Sales Price > MARCH**Months Supply of Inventory > MARCH***(includes pending sales)**less than 3 months = seller's market**3 -6 months = balanced market**more than 6 months = buyer's market***Closed Sales > MARCH***All figures are based on single family home sales, which include townhomes and exclude condos.**Graphs were created by Windermere Real Estate using NWMLS data, but information was not verified or published by NWMLS. Data reflects all new and resale single-family residences sold.*

Eastside / South of I-90

High Price Listing

Somerset

13063 SE 43rd Place

\$1,388,000

3 Bed / 3.25 Bath / 3,283 SQFT

MLS #: 913904

Lot Size: 9,140 sq ft

Year Built: 2016

Style: Multi Level

Views: Territorial, Mountain, Lake, City

School District: Bellevue



Medium Price Listing

Mirrormont

26222 152nd Street

\$875,000

2 Bed / 1.75 Bath / 1,950 SQFT

MLS #: 914261

Lot Size: 1.14 acres

Year Built: 1965

Style: 2 Story

Views: None

School District: Issaquah



Low Price Listing

Tiger Mountain

14010 240 Avenue SE

\$688,000

4 Bed / 2.25 Bath / 3,130 SQFT

MLS #: 915477

Lot Size: 1.0 acres

Year Built: 1975

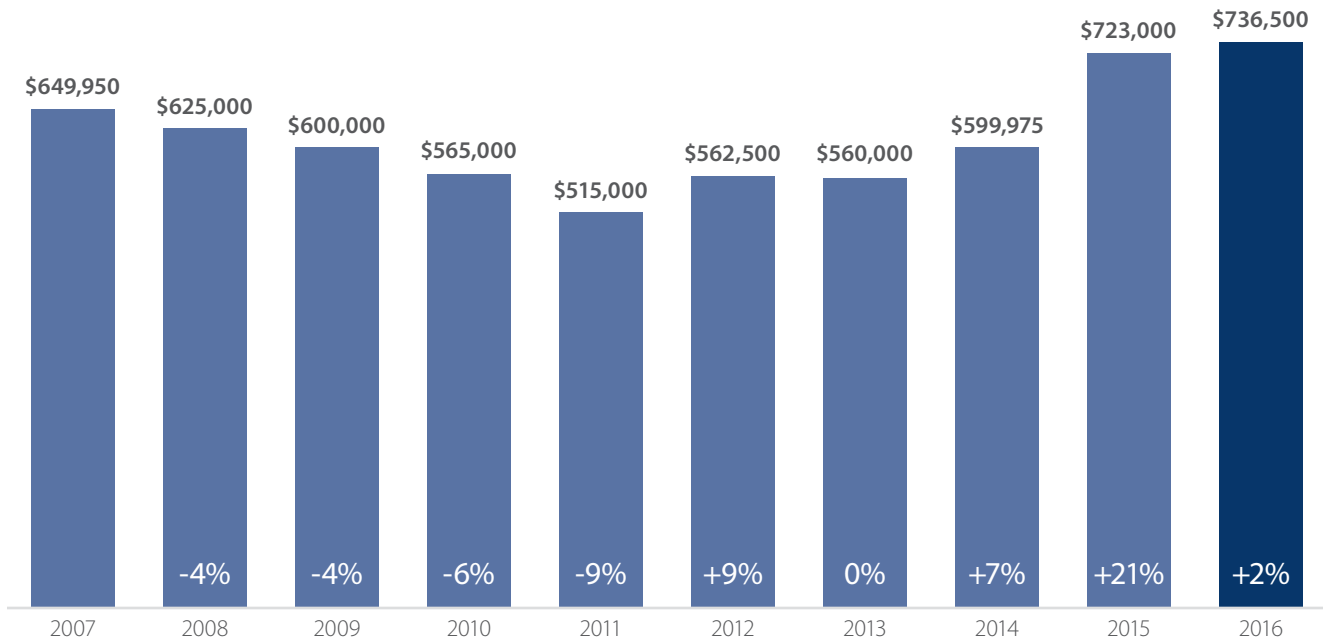
Style: Tri-Level

Views: None

School District: Issaquah



Median Closed Sales Price > MARCH



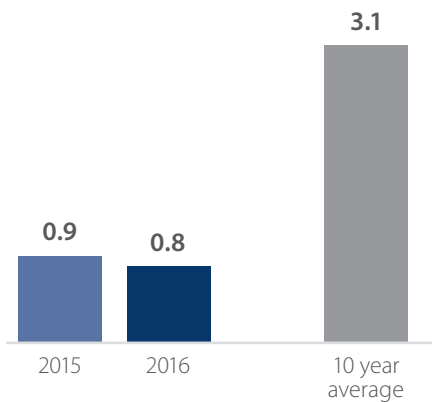
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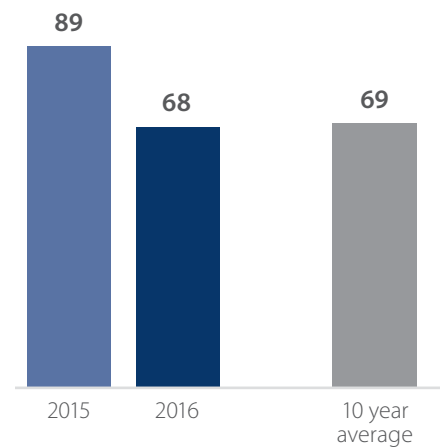
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Closed Sales > MARCH



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East of Lake Sammamish / Issaquah

High Price Listing

Treemont

29843 SE 15th Place

\$1,229,950

4 Bed / 3.5 Bath / 4,084 SQFT

MLS #: 914195

Lot Size: 2.98 acres

Year Built: 2004

Style: 2 Story

Views: Territorial

School District: Snoqualmie Valley



Medium Price Listing

Issaquah

5406 232nd Avenue SE

\$984,500

4 Bed / 2.0 Bath / 3,400 SQFT

MLS #: 915692

Lot Size: 0.86 acres

Year Built: 1974

Style: Multi Level

Views: Territorial

School District: Issaquah



Low Price Listing

Sammamish

2018 242nd Avenue SE

\$679,950

3 Bed / 2.5 Bath / 2,590 SQFT

MLS #: 919642

Lot Size: 4,225 sq ft

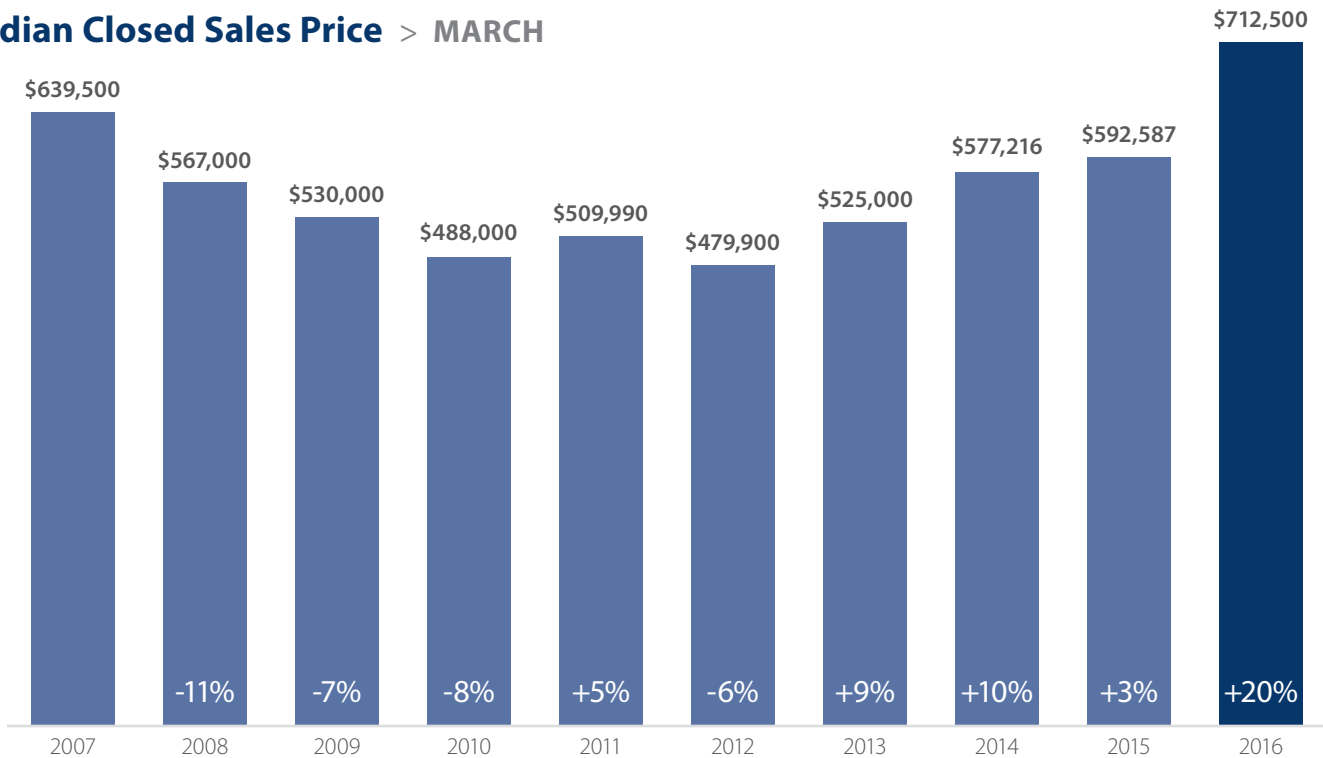
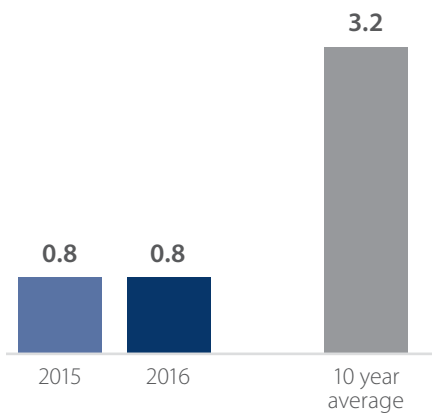
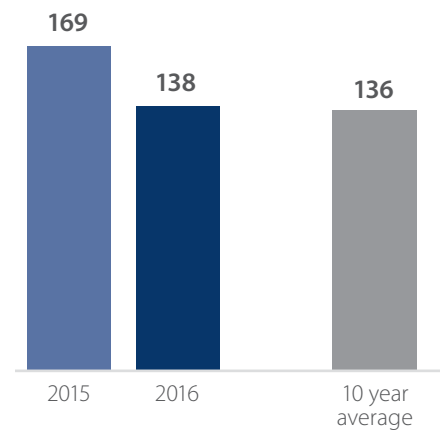
Year Built: 2004

Style: 2 Story

Views: Territorial

School District: Issaquah



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Kirkland / Bridle Trails

High Price Listing

West Of Market

722 18th Avenue W

\$1,699,000

5 Bed / 3.0 Bath / 4,150 SQFT

MLS #: 916138

Lot Size: 8,640 sq ft

Year Built: 2006

Style: 2 Story

Views: Territorial

School District: Lake Washington



Medium Price Listing

Houghton

720 3rd Court S

\$1,298,000

5 Bed / 3.25 Bath / 2,911 SQFT

MLS #: 916853

Lot Size: 1,934 sq ft

Year Built: 2016

Style: Multi Level

Views: Territorial

School District: Lake Washington



Low Price Listing

Bridle Trails

12802 NE 36th Street

\$1,075,000

5 Bed / 3.0 Bath / 2,880 SQFT

MLS #: 910973

Lot Size: 0.81 acres

Year Built: 1969

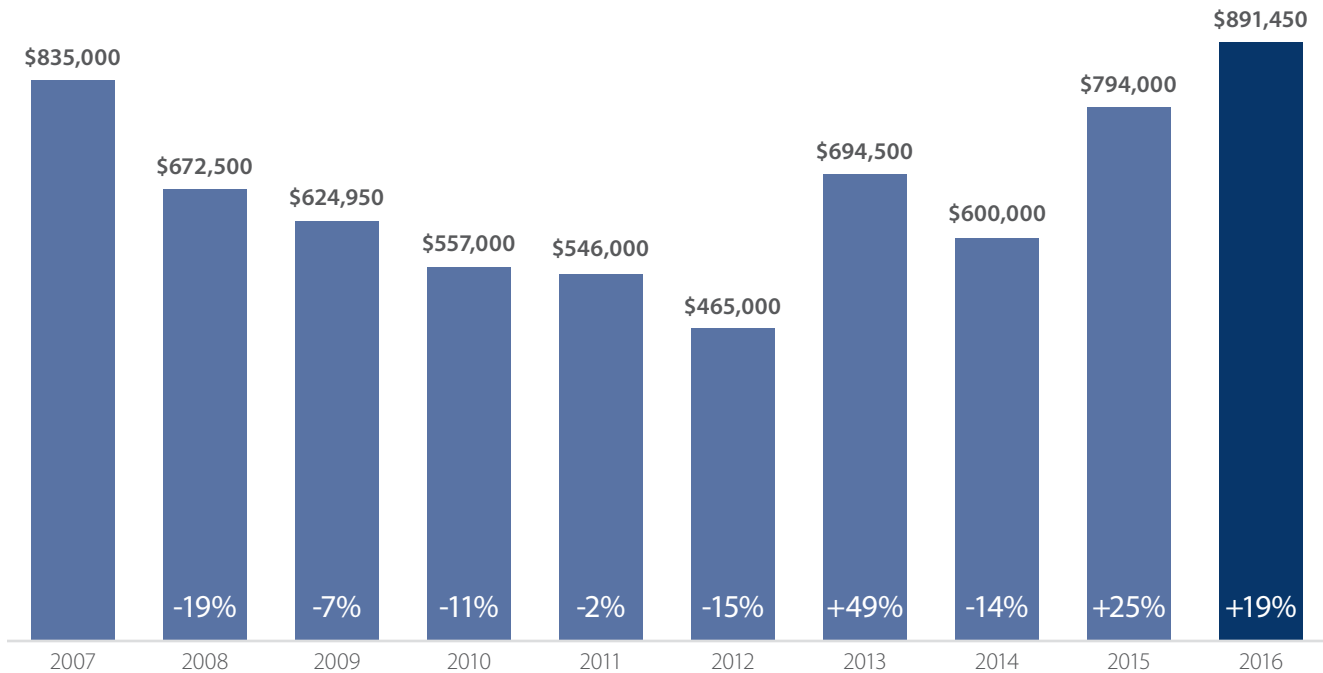
Style: 1 ½ Story with Basement

Views: Territorial

School District: Bellevue



Median Closed Sales Price > MARCH



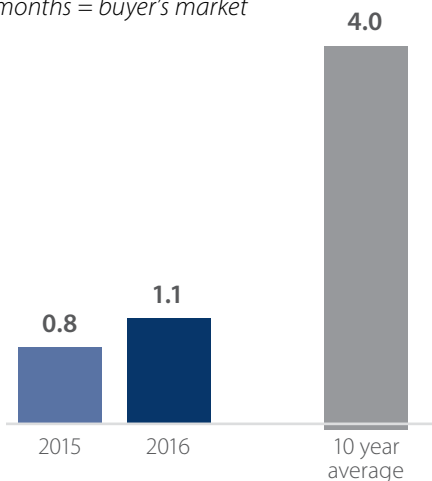
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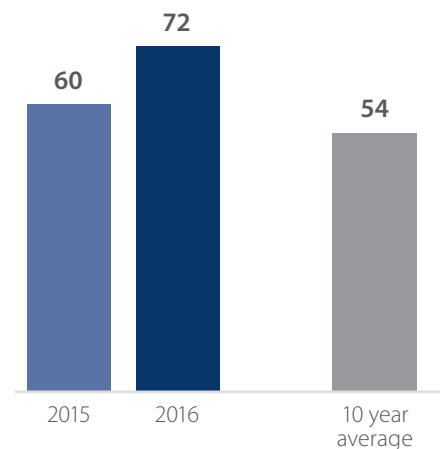
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Closed Sales > MARCH



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Mercer Island

High Price Listing

Mercer Island

8232 Avalon Drive

\$4,198,000

4 Bed / 4.0 Bath / 3,960 SQFT

MLS #: 913496

Lot Size: 0.3 acres

Year Built: 1995

Style: 2 Stories with Basement

Views: Mountain, Lake

School District: Mercer Island



Medium Price Listing

Mercerdale

3438 77th Avenue SE

\$1,850,000

4 Bed / 4.5 Bath / 3,213 SQFT

MLS #: 920557

Lot Size: 7,350 sq ft

Year Built: 2016

Style: 2 Story

Views: None

School District: Mercer Island



Low Price Listing

Island Terrace

7801 89th Place SE

\$1,165,000

4 Bed / 2.25 Bath / 3,644 SQFT

MLS #: 897839

Lot Size: 10,251 sq ft

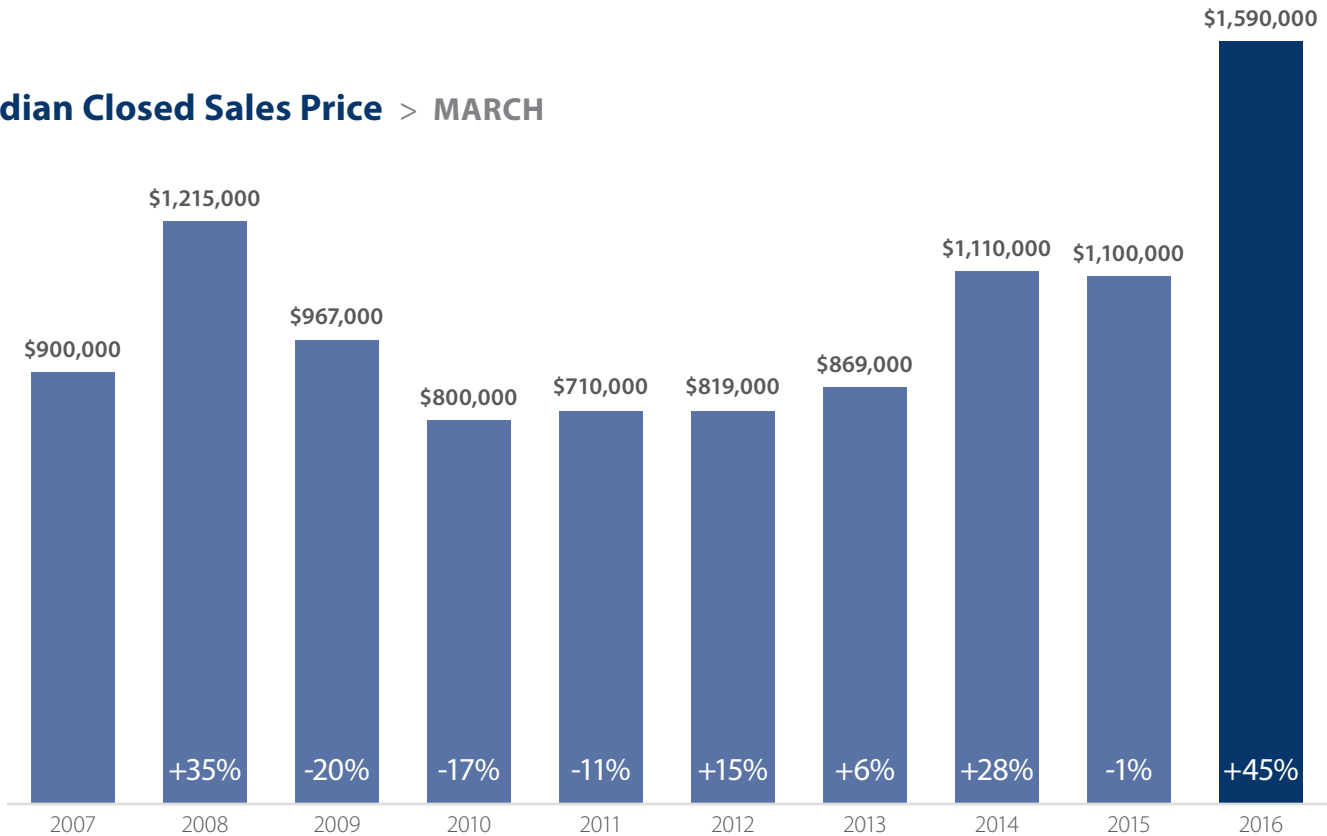
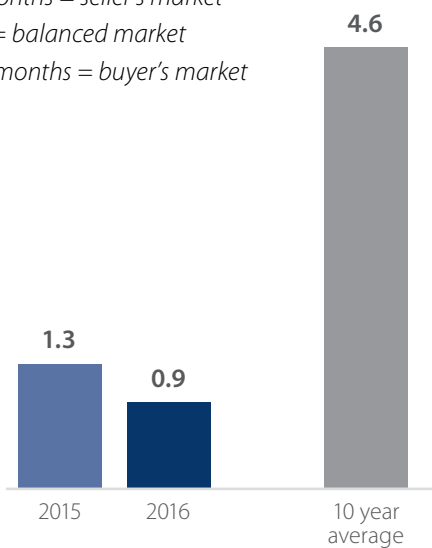
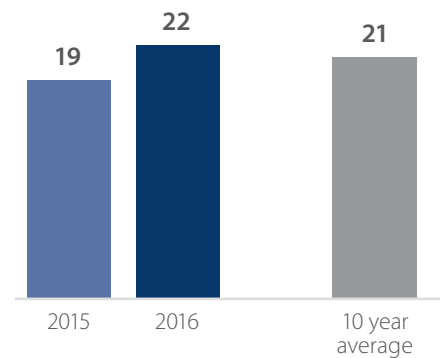
Year Built: 1975

Style: 2 Stories with Basement

Views: Territorial, Partial

School District: Mercer Island



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Redmond / Carnation

High Price Listing

Education Hill

15994 NE 119th Court

\$1,482,990

5 Bed / 4.0 Bath / 4,491 SQFT

MLS #: 917411

Lot Size: 8,098 sq ft

Year Built: 2016

Style: 2 Story

Views: None

School District: Lake Washington



Medium Price Listing

Education Hill

11508 176th Court NE

\$870,000

3,080 SQFT

MLS #: 920699

Lot Size: 5,414 sq ft

Year Built: 2010

Style: 2 Story

Views: Territorial

School District: Lake Washington



Low Price Listing

Trilogy

12403 243rd Terrace NE

\$625,000

2 Bed / 2.0 Bath / 1,671 SQFT

MLS #: 919742

Lot Size: 4,592 sq ft

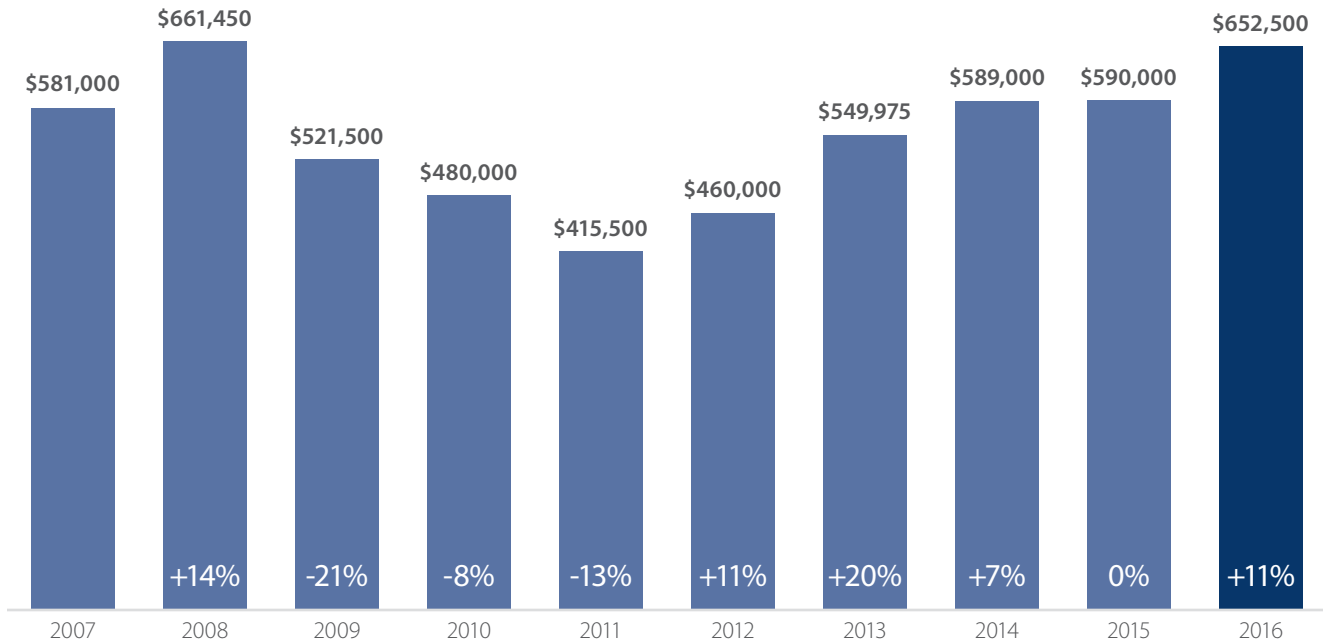
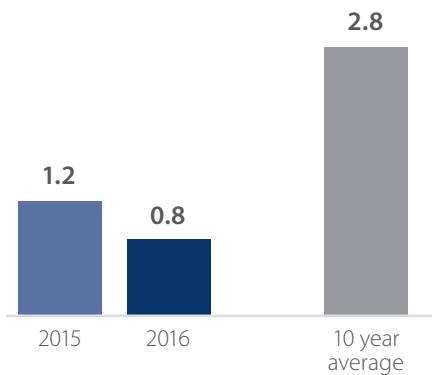
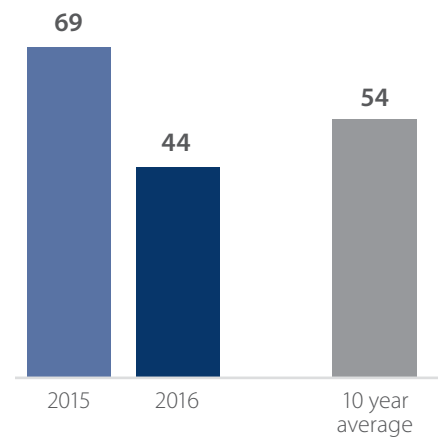
Year Built: 2011

Style: 1 Story

Views: Territorial, Mountain

School District: Lake Washington



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Renton Highlands

High Price Listing

May Valley

11000 164th Avenue SE

\$799,950

4 Bed / 2.25 Bath / 2,900 SQFT

MLS #: 899175

Lot Size: 4.36 acres

Year Built: 1988

Style: 2 Story

Views: Territorial

School District: Issaquah



Medium Price Listing

Highlands

658 Blaine Avenue NE

\$537,950

5 Bed / 2.75 Bath / 3,300 SQFT

MLS #: 902247

Lot Size: 9,134 sq ft

Year Built: 1966

Style: 1 Story with Basement

Views: Territorial, Mountain, City

School District: Renton



Low Price Listing

Highlands

363 Vashon Court NE

\$396,950

2 Bed / 2.25 Bath / 1,384 SQFT

MLS #: 918675

Lot Size: 1,050 sq ft

Year Built: 2016

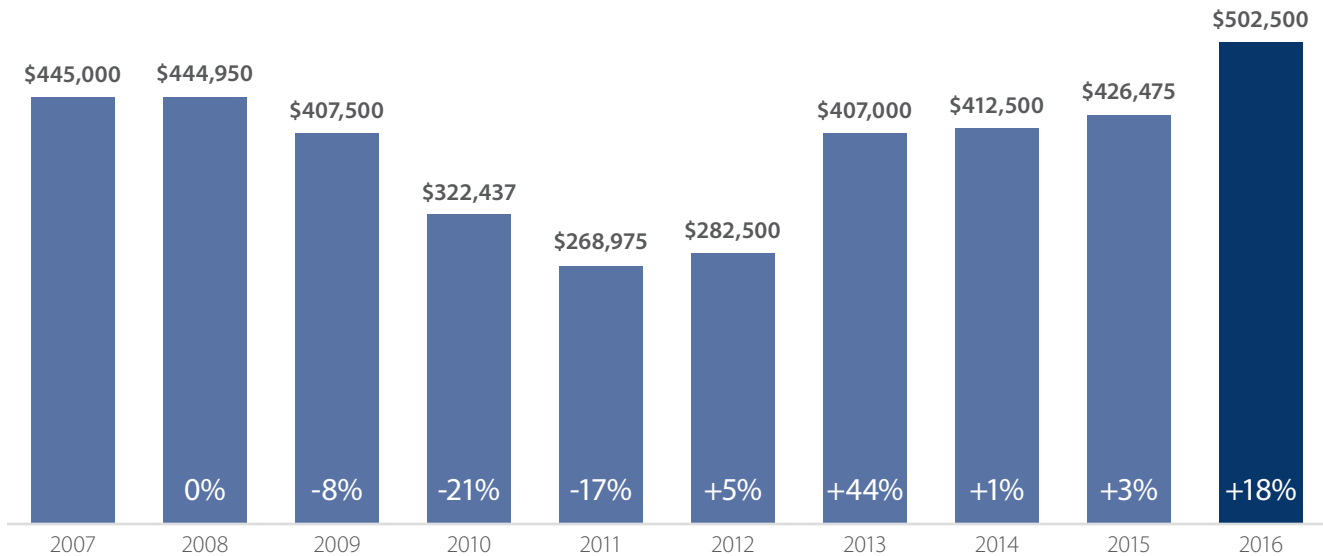
Style: Multi Level

Views: Territorial

School District: Renton



Median Closed Sales Price > MARCH



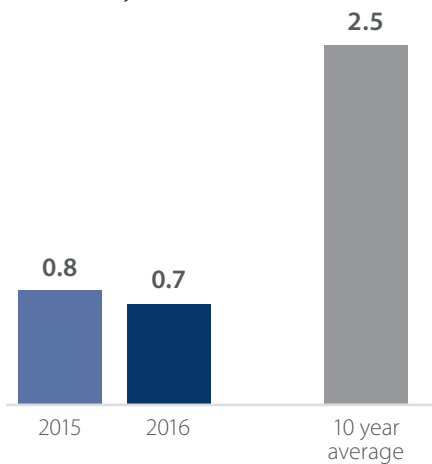
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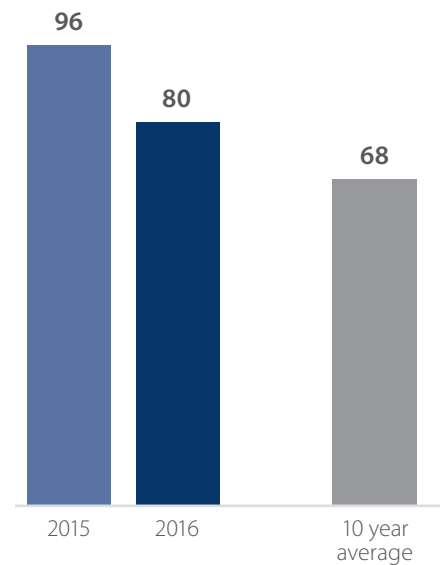
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Closed Sales > MARCH



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Woodinville / Juanita / Duvall

High Price Listing

Bear Creek

19752 NE 143rd Street

\$1,075,000

4 Bed / 3.5 Bath / 3,900 SQFT

MLS #: 840478

Lot Size: 0.81 acres

Year Built: 1988

Style: 2 Story

Views: Territorial, River, Lake

School District: Lake Washington



Medium Price Listing

Lake Of The Woods

23000 NE 144th Street

\$750,000

4 Bed / 2.5 Bath / 2,650 SQFT

MLS #: 920044

Lot Size: 1.17 acres

Year Built: 1998

Style: 2 Story

Views: Territorial

School District: Riverview



Low Price Listing

Inglewood/Inglemoor

14323 73rd Avenue NE

\$525,000

6 Bed / 3.0 Bath / SQFT 2,330

MLS #: 919274

Lot Size: 0.25 acres

Year Built: 1962

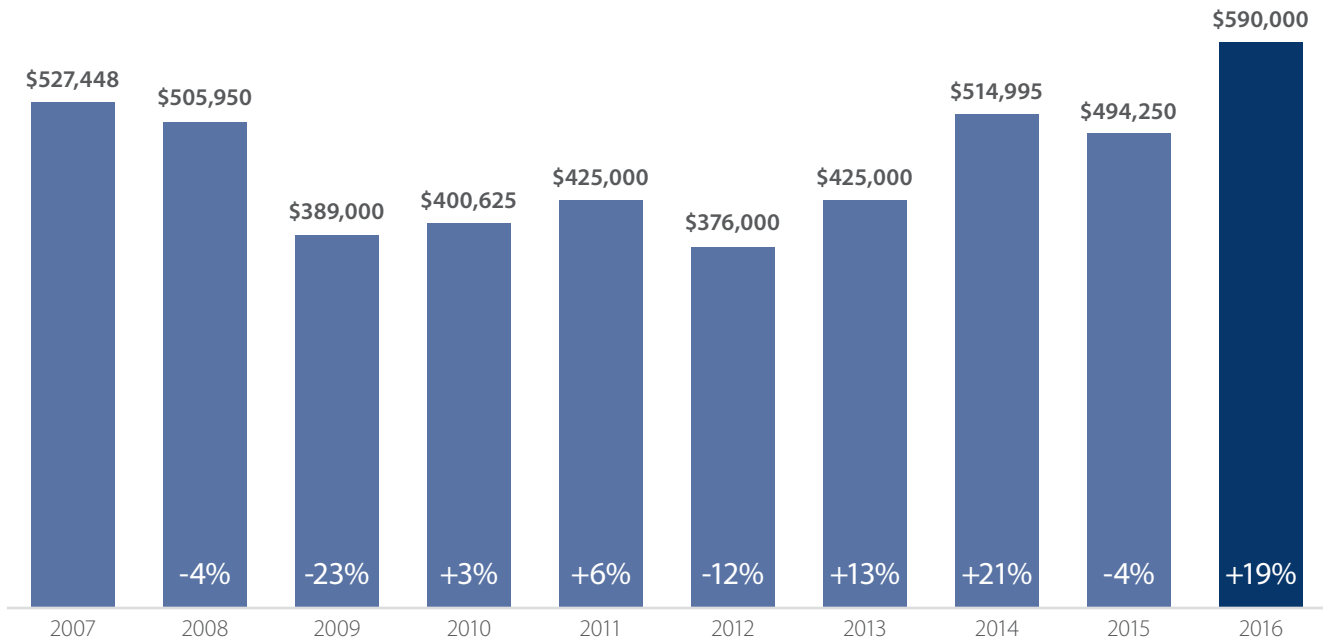
Style: Split Entry

Views: None

School District: Northshore



Median Closed Sales Price > MARCH



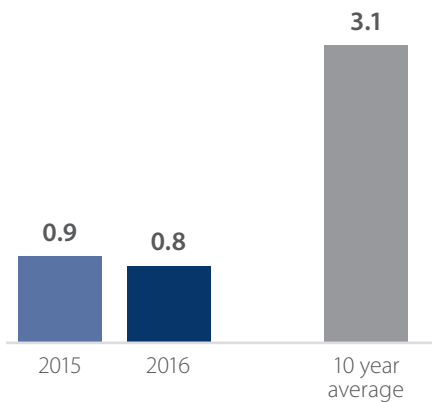
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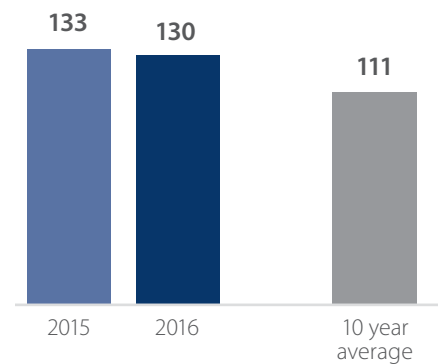
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Closed Sales > MARCH



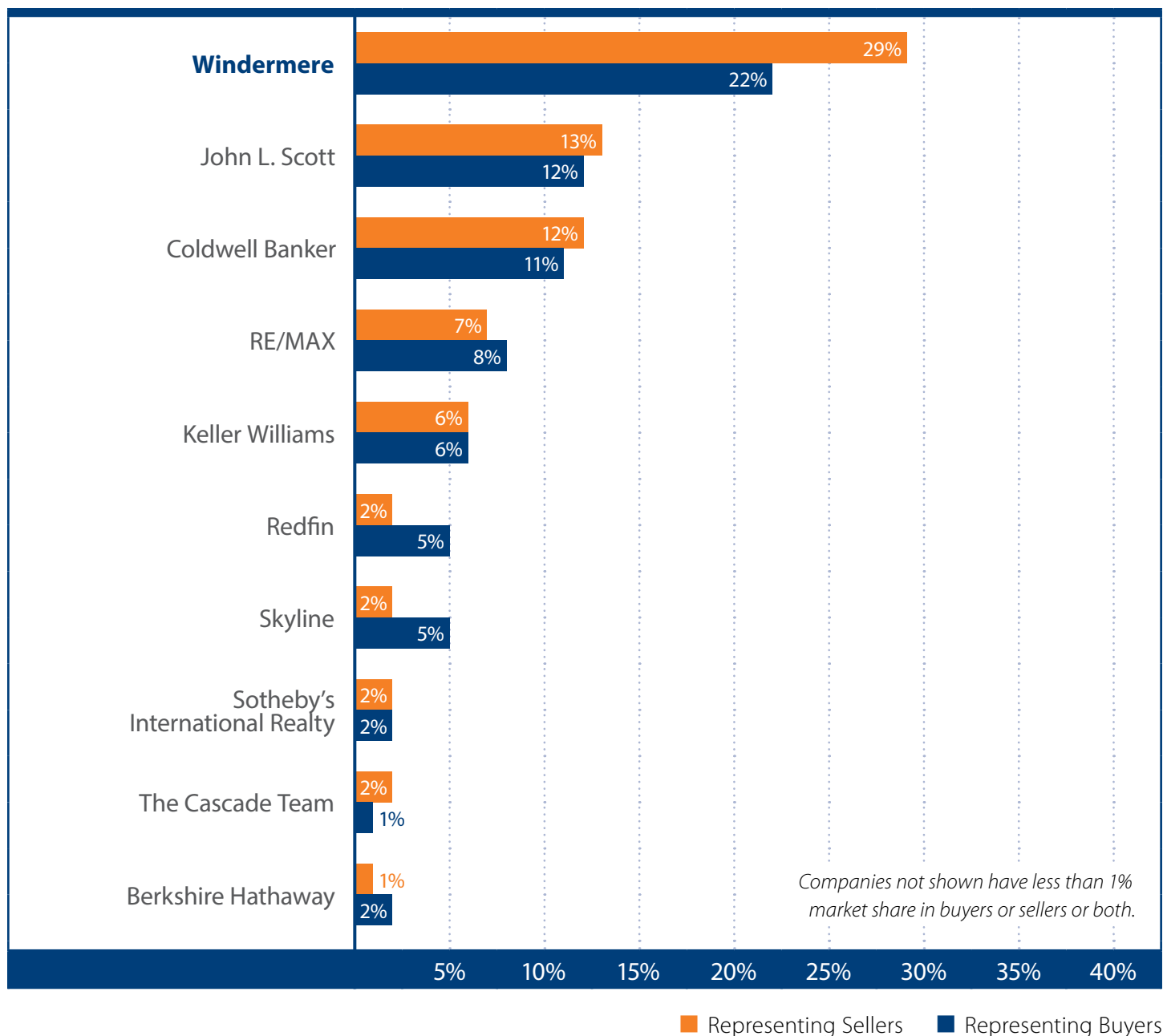
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Market Share by Company 2015

Eastside > by number of transactions

Bellevue, Bothell, Duvall, Issaquah, Kenmore, Kirkland, Mercer Island, Newcastle, North Bend, Redmond, Sammamish, Snoqualmie, Woodinville, and surrounding neighborhoods.

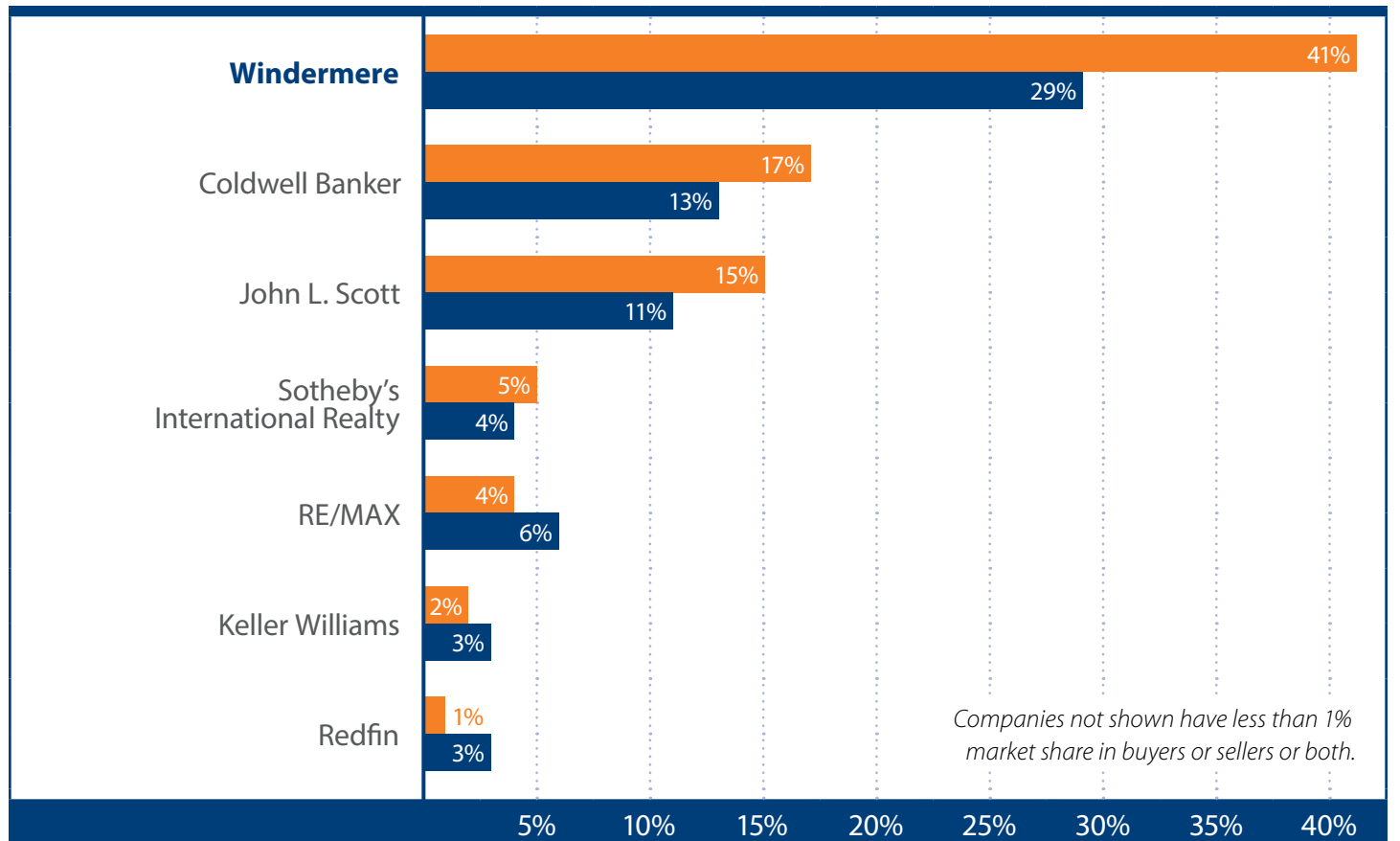


Graphs were created by Windermere using NWMLS data, but information was not verified or published by NWMLS. Data reflects all new and resale single-family residences and condominiums sold from 1/1/2015–12/31/2015 in areas 500, 510, 520, 530, 540, 550, 560, 600.

2015 Market Share by Company

Eastside > transactions over \$1,000,000

Bellevue, Bothell, Duvall, Issaquah, Kenmore, Kirkland, Mercer Island, Newcastle, North Bend, Redmond, Sammamish, Snoqualmie, Woodinville, and surrounding neighborhoods.



■ Representing Sellers ■ Representing Buyers

Washington’s Most Respected Real Estate Brands

In an independent survey conducted by the Puget Sound Business Journal, readers were asked to identify Washington’s most respected company brands in a variety of business categories. Within the residential real estate category, Windermere Real Estate was selected by 58.8 percent of the survey respondents as the most respected real estate company brand in Washington.

Most Respected Real Estate Brands

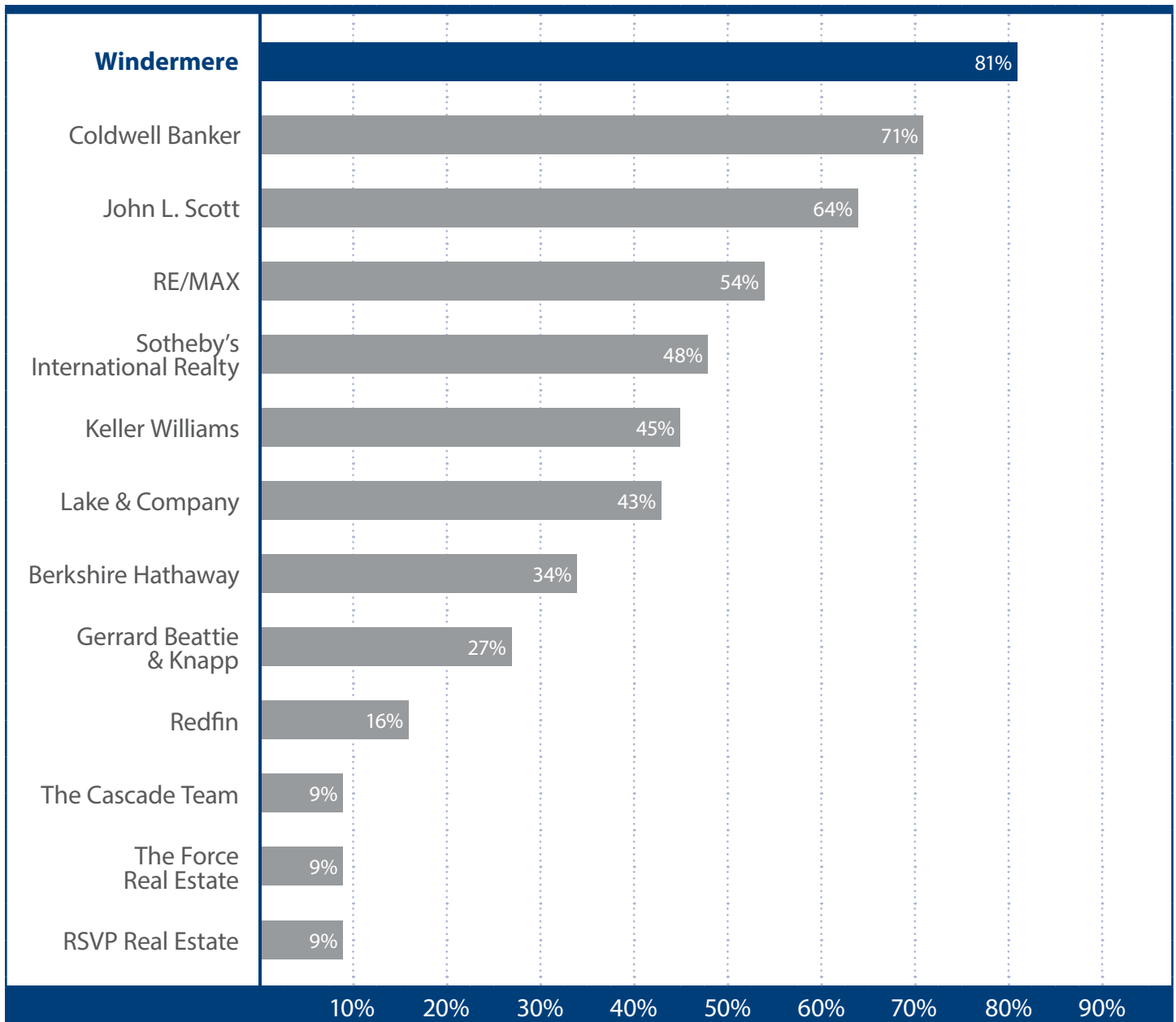
	Percentage of votes
1 Windermere Real Estate	58.8%
2 John L. Scott Real Estate	16.6%
3 Coldwell Banker Puget Sound Area Affiliates	6.9%
4 Redfin	4.1%
5 Re/Max	4.0%

This is an excerpt from an article that appeared in the July 29 –August 4, 2011 issue of *Puget Sound Business Journal*.

The Sign in Your Yard Matters

A recent study shows that NWMLS brokers in King County are more confident working with Windermere brokers than any other brand.

Percent of respondents indicating they were *completely confident or confident* in a doing a transaction.



The study was conducted by a third party in 2015 and included brokers who closed six or more transactions in the previous year.

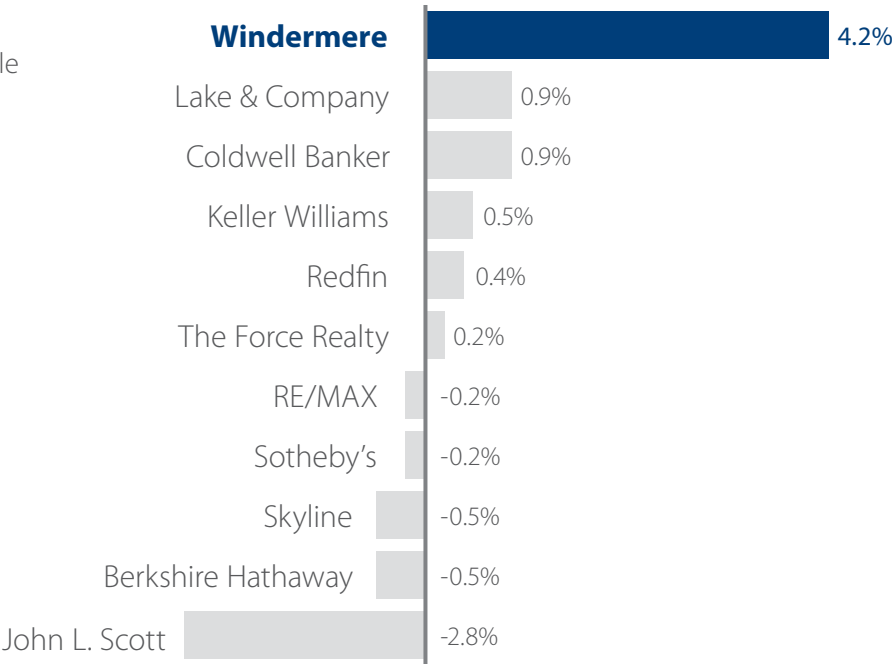
Multiple offers? Your broker can make or break your deal.

43% of home sales involve multiple offers.

Buyers working with a Windermere broker are 19% more likely to win the sale in a multiple offer situation.*

Success in multiple offers

Change in market share in multiple offers vs. non-multiple offers.



Why Windermere brokers are most successful:

- Windermere brokers help position their buyer's offer to have the greatest appeal to the seller.
- Windermere brokers receive extensive training on how to create the most competitive offer and negotiate successfully in a multiple offer situation..
- Brokers are more confident in completing a transaction with a broker from Windermere than they are with any other real estate company.**

*Based on single family home sales in King County that closed above list price in 2015. New construction, condominiums and short sales were excluded.

**Based on a 2015 independent study of NWMLS brokers who closed six or more transactions in the previous year.

A Brighter Future Because of You!

The Windermere Foundation benefits local nonprofits in our neighborhoods. Together we can give homeless and low-income children in our communities an opportunity for a brighter future. Below are the nonprofits that received Eastside Windermere Foundation funds in 2015.

Acres of Diamonds

Provides homeless women and children a safe haven and academic, relational and emotional mentoring.

Assistance League of the Eastside

Operation Scholl Bell provides new Back-To-School clothing for disadvantaged students on the Eastside.

Attain Housing

Transitioning homeless families with children into stable, permanent housing.

Backpack Meals

Provides weekend's worth of food to low income students in the Bellevue School District.

Bellevue Lifespring (formerly Overlake Service League)

Provides meals to children on free and reduced cost lunch programs when school is not in session.

Birthday Dreams

Provides Birthday-In-A-Box to homeless children.

Boys & Girls Club of Bellevue

Funds going to Project Learn — serving kids from 3 East Bellevue low-income housing developments.

Eastside Academy

Pays for food expenses for homeless and poverty-level students while they attend this alternative school.

Eastside Baby Corner

Distributes basic need items for infants and children.

Kindering

Provides parent coaching at transitional housing sites.

LifeWire

(formerly Eastside Domestic Violence)

Provides emergency housing and support services for those fleeing abusive home situations.

Mamma's Hands

The House of Hope program supports three shelters for homeless women and children in crisis.

Royal Family Kids Camp

Provides summer camp experiences for abused foster children.

Valley Renewal

Provides food, shelter and supplies to those in need in the Snoqualmie Valley.



We Market Your Property to the World

When selling your home, you need global exposure in addition to the strong marketing expertise we deliver locally. As an affiliate of Leading Real Estate Companies of the World®, we have the resources to market your property to the highest possible number of potential buyers. With 120,000 talented associates around the world, we expose your property to buyers on six continents, ensuring more eyes on your property. In addition, we receive inbound clients from other affiliates around the globe who are interested in purchasing a home.

Leading Real Estate Companies of the World® is a pedigree denoting the very best companies who represent qualified clientele and wish to do business with similar firms. Each year our network is collectively responsible for over one million transactions on a global basis.

When your home is posted to our website locally, it is immediately promoted on the LeadingRE.com website. It is also immediately connected to the websites of over 500 of our affiliated real estate firms in the world.



OVER 500 FIRMS ■ 3,500 OFFICES ■ 120,000 ASSOCIATES ■ NEARLY 50 COUNTRIES
OVER ONE MILLION TRANSACTIONS ■ \$314 BILLION IN ANNUAL HOME SALES

