

West Bellevue Market Review



Q1

Real estate statistics for
the first quarter of 2016



The lack of available homes for sale in West Bellevue remains critical. Inventory, which traditionally increases in the spring, continued to shrink. As demand far outstripped supply, home prices in West Bellevue kept moving upward.

- **With under a month's supply of properties on the market, homes are selling quickly and often with multiple offers.**
- **Of the West Bellevue homes that sold in March, two-thirds sold in less than 15 days, and two-thirds also 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.**
- **In the first quarter, Windermere brokers were involved in 50 percent of the real estate transactions in West Bellevue.**



| | |
|--|----|
| Bellevue: West of I-405 | 4 |
| • Bellevue | 6 |
| • Clyde Hill | 8 |
| • Hunts Point | 10 |
| • Medina | 12 |
| • Yarrow Point | 14 |
| Market Share | 16 |
| Sales Over List Price | 17 |
| Why Windermere | 18 |
| Windermere Foundation | 19 |
| Local Expertise, Global Connections | 20 |

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

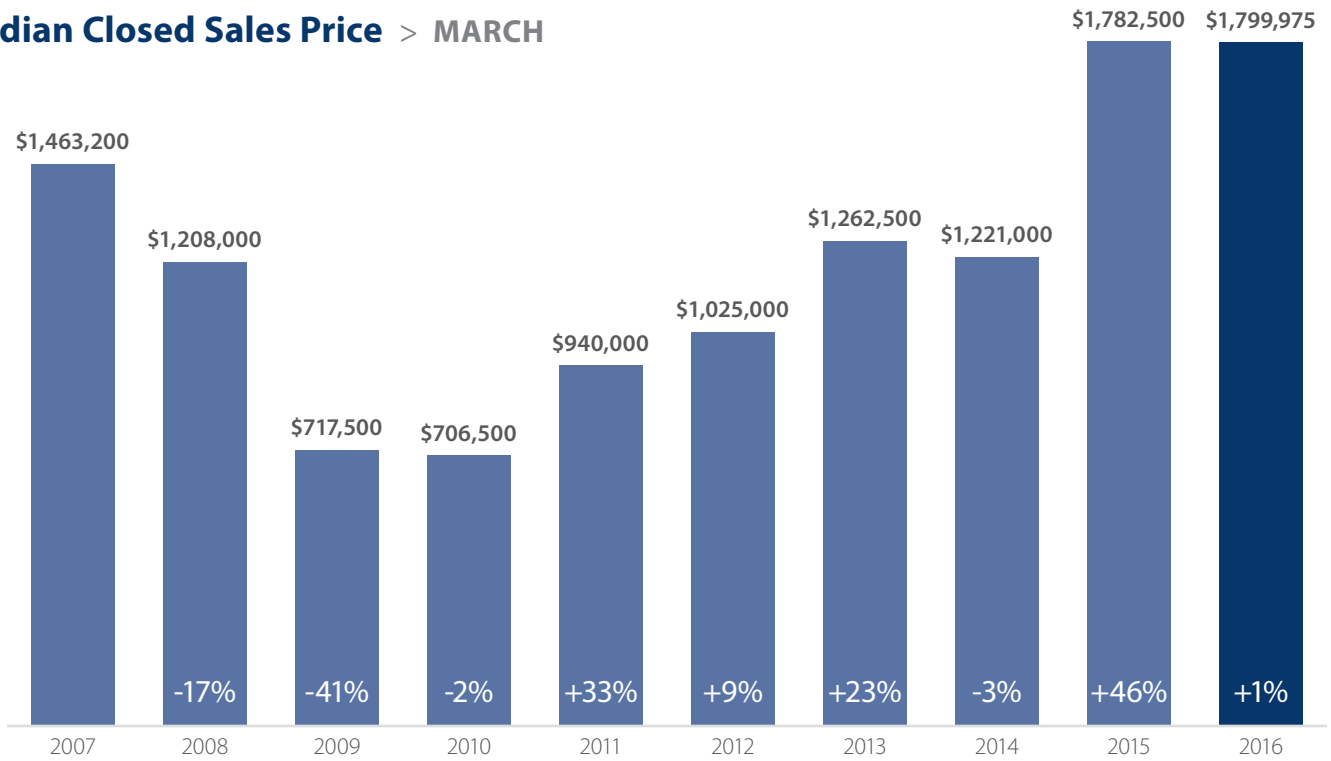
Style: 1 Story with Basement

Views: Territorial,, Mountain, Lake, City

School District: Bellevue



Median Closed Sales Price > MARCH



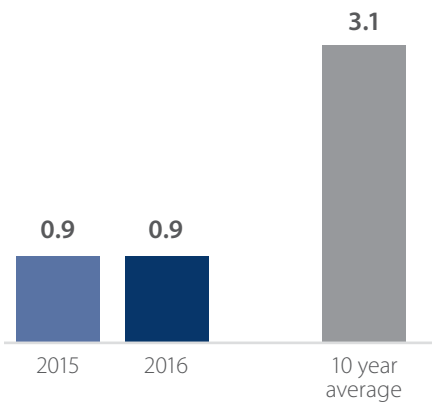
Months Supply of Inventory > MARCH

(includes pending sales)

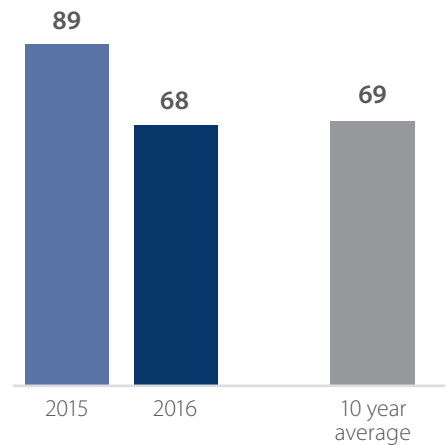
less than 3 months = seller's market

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.

High Price Listing

Enatai

10452 SE 23rd Street

\$3,398,800

5 Bed / 5.5 Bath / 5,267 SQFT

MLS #: 890448

Lot Size: 0.46 acres

Year Built: 2016

Style: 2 Story

Views: None



Medium Price Listing

Cougar Mountain

17212 SE 63rd Lane L-3

\$2,488,800

5 Bed / 5.0 Bath / 5,927 SQFT

MLS #: 911269

Lot Size: 0.8 acres

Year Built: 2016

Style: 1 Story with Basement

Views: Mountain, Lake, City



Low Price Listing

Clyde Hill

10032 NE 30th Place

\$950,000

3 Bed / 0.75 Bath / 1,140 SQFT

MLS #: 907459

Lot Size: 9,335 sq ft

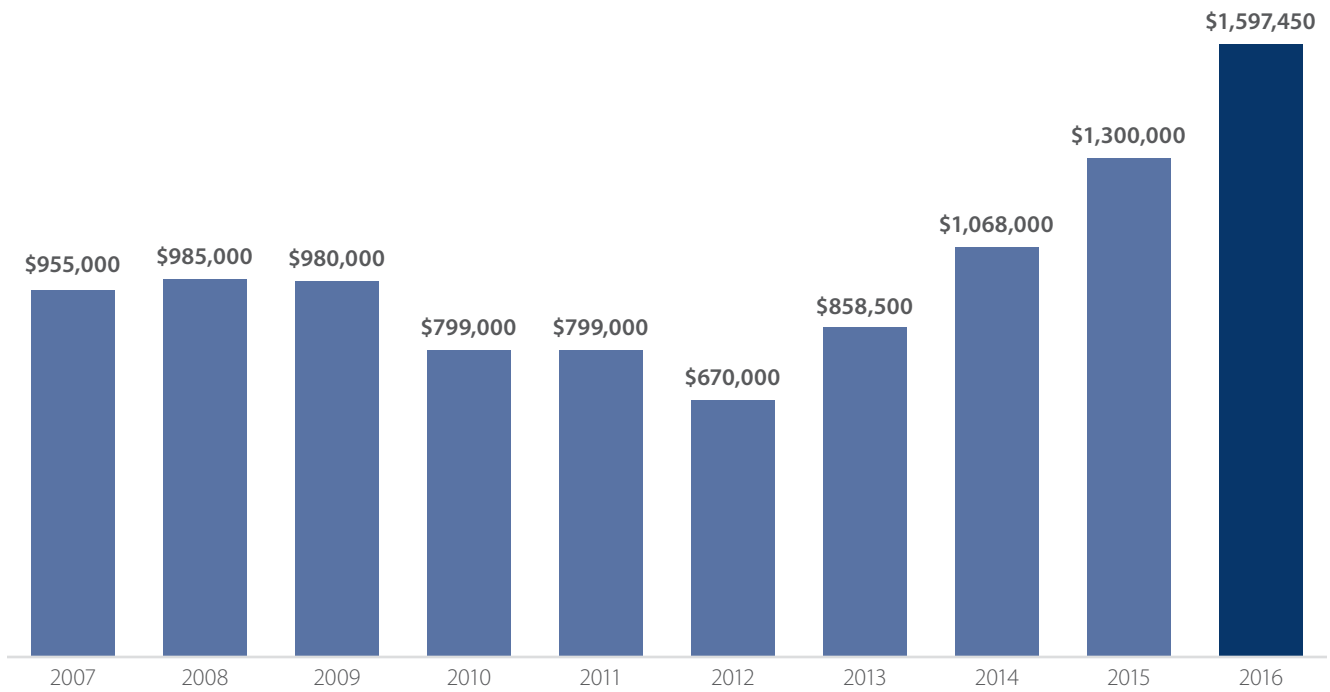
Year Built: 1953

Style: 1 Story

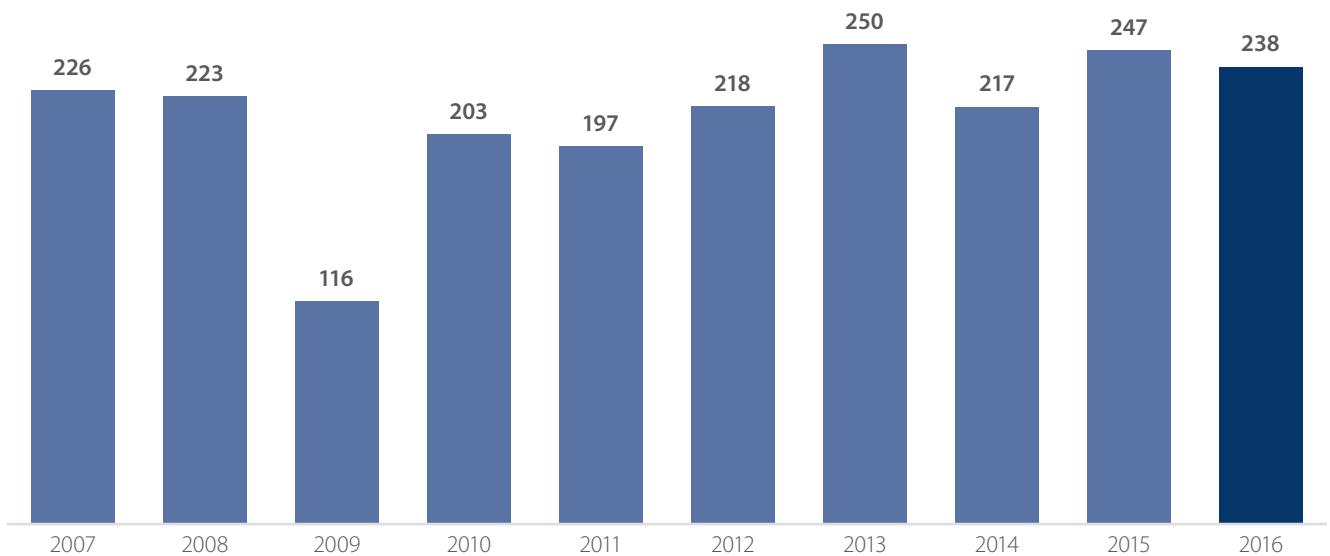
Views: Territorial



Median Closed Sales Price > for year ended MARCH 31st



Number of Units Sold > for year ended MARCH 31st



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.

Clyde Hill

High Price Listing

Clyde Hill

3131 92nd Avenue NE

\$3,378,950

5 Bed / 5.25 Bath / 5,268 SQFT

MLS #: 908956

Lot Size: 10,454 sq ft

Year Built: 2016

Style: 2 Stories with Basement

Views: Territorial, Partial



Medium Price Listing

Clyde Hill

3102 92nd Avenue NE

\$3,188,000

5 Bed / 4.0 Bath / 5,800 SQFT

MLS #: 889152

Lot Size: 6,875 sq ft

Year Built: 2016

Style: 2 Stories with Basement

Views: None



Low Price Listing

Clyde Hill

8417 NE 19th Place

\$1,898,000

4 Bed / 3.5 Bath / 3,350 SQFT

MLS #: 916424

Lot Size: 0.46 acres

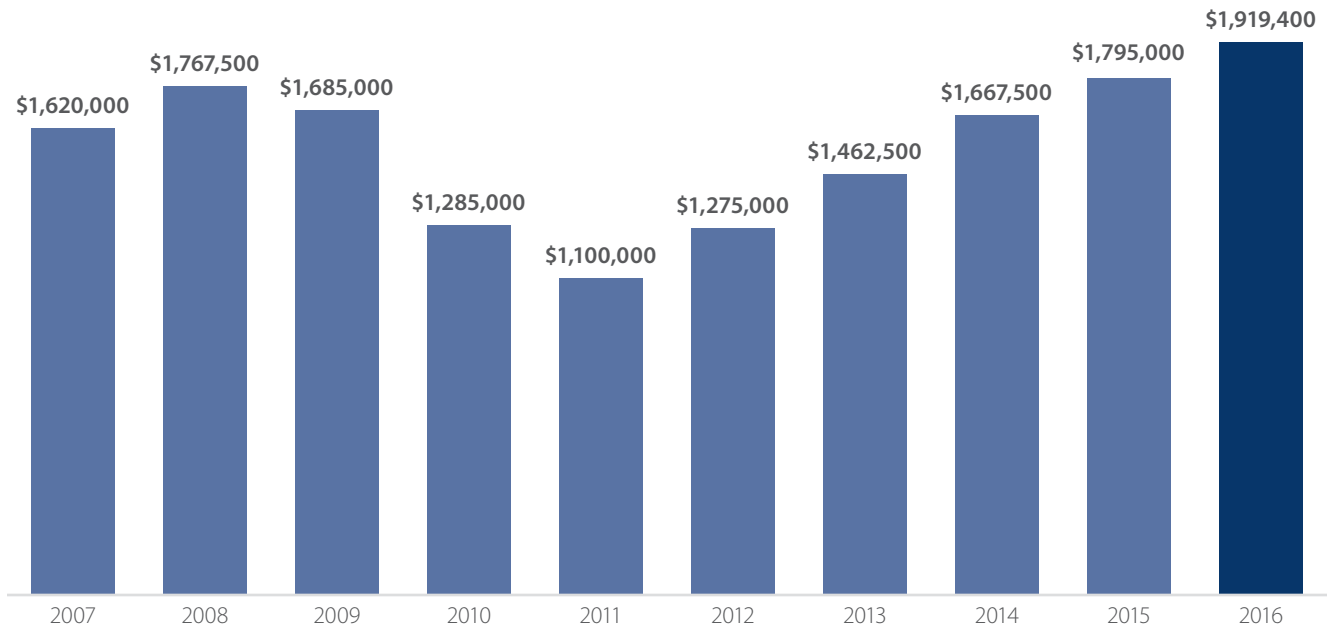
Year Built: 1962

Style: Tri-Level

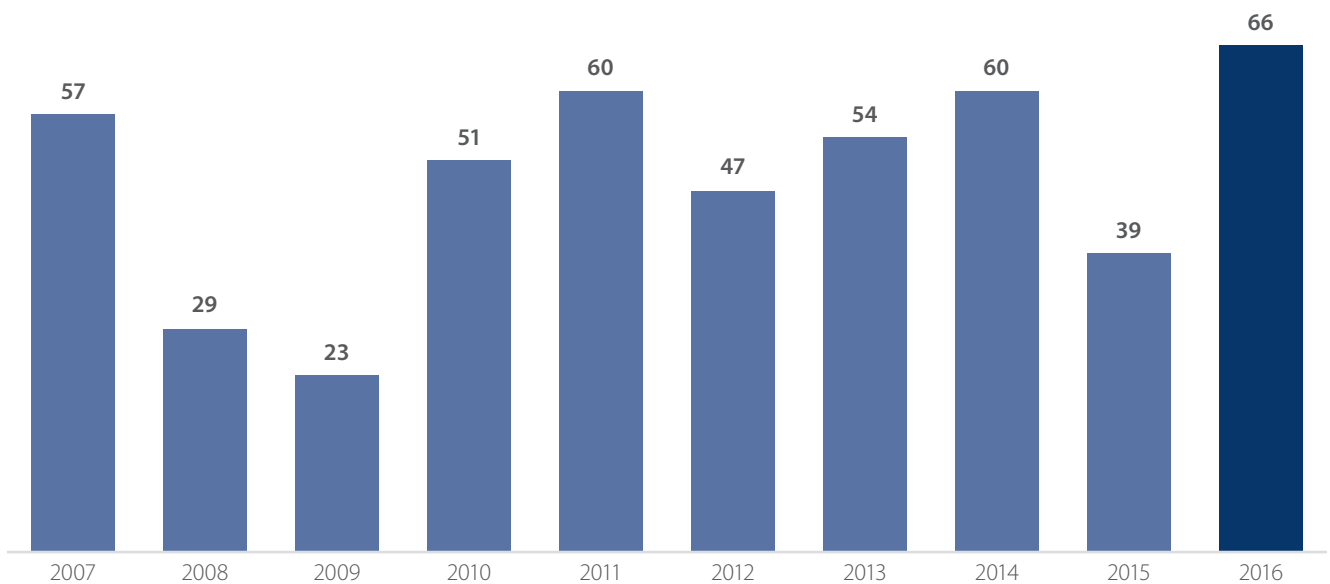
Views: Territorial



Median Closed Sales Price > for year ended MARCH 31st



Number of Units Sold > for year ended MARCH 31st



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.

Hunts Point

High Price Listing

Hunts Point

8580 Hunts Point Lane

\$6,800,000

6 Bed / 5.25 Bath / 5,574 SQFT

MLS #: 788391

Lot Size: 0.77 acres

Year Built: 1980

Style: 2 Story

Views: Bay, Canal, Lake, Mountain



Medium Price Listing

Hunts Point

8586 Hunts Point Lane

\$3,998,000

3 Bed / 2.25 Bath / 3,120 SQFT

Lot Size: 0.73 acres

Year Built: 1978

Style: 2 Story

Views: Territorial, Mountain, Lake, Bay



Low Price Listing

Hunts Point

3028 Hunts Point Circle

\$2,408,900

5 Bed / 4.0 Bath / 3,760 SQFT

Lot Size: 0.28 acres

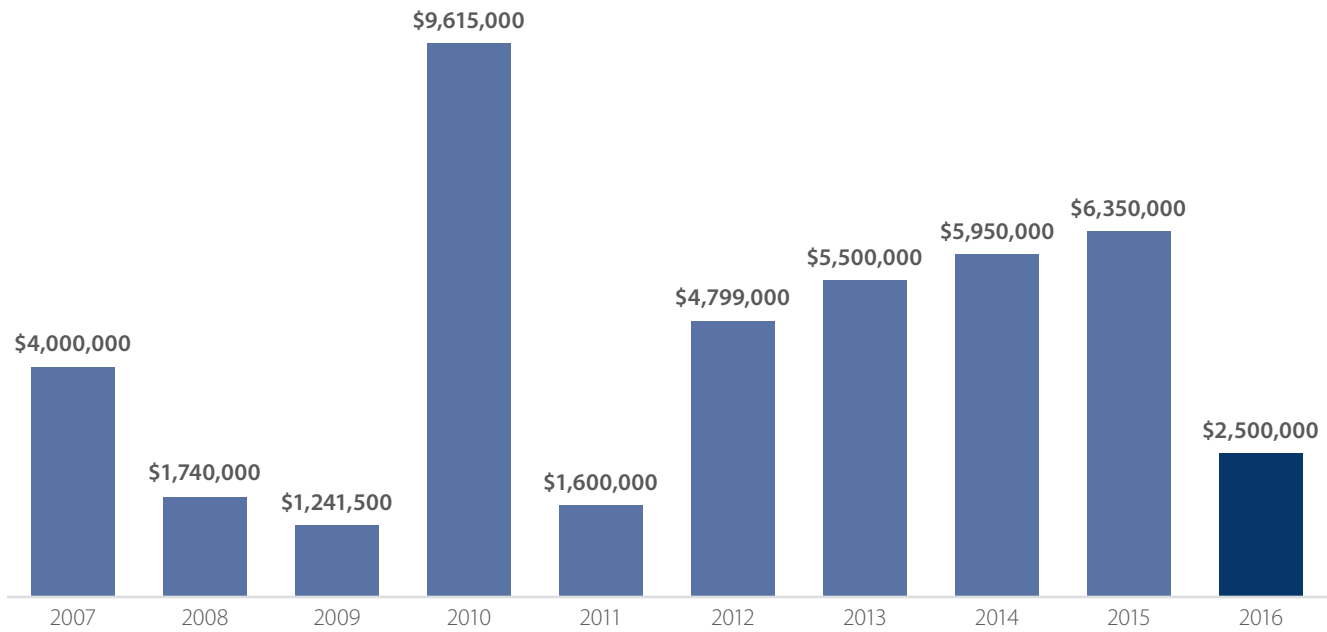
Year Built: 2005

Style: 2 Story

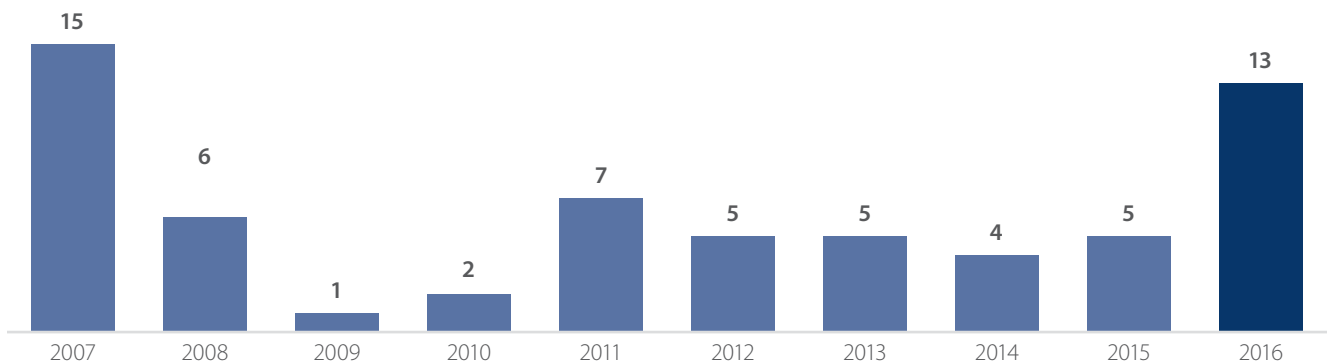
Views: None



Median Closed Sales Price > for year ended MARCH 31st



Number of Units Sold > for year ended MARCH 31st



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.

Medina

High Price Listing

Medina

1637 77th Avenue NE

\$6,998,000

5 Bed / 5.75 Bath / 10,231 SQFT

MLS #: 881086

Lot Size: 0.77 acres

Year Built: 2016

Style: 2 Stories with Basement

Views: None



Medium Price Listing

Medina

8809 NE 2nd Place

\$4,288,000

4 Bed / 3.25 Bath / 5,550 SQFT

MLS #: 877356

Lot Size: 9,930 sq ft

Year Built: 2016

Style: Multi Level

Views: Territorial, Lake



Low Price Listing

Medina

916 86th Avenue NE

\$2,198,000

4 Bed / 2.75 Bath / 3,683 SQFT

MLS #: 908294

Lot Size: 0.25 acres

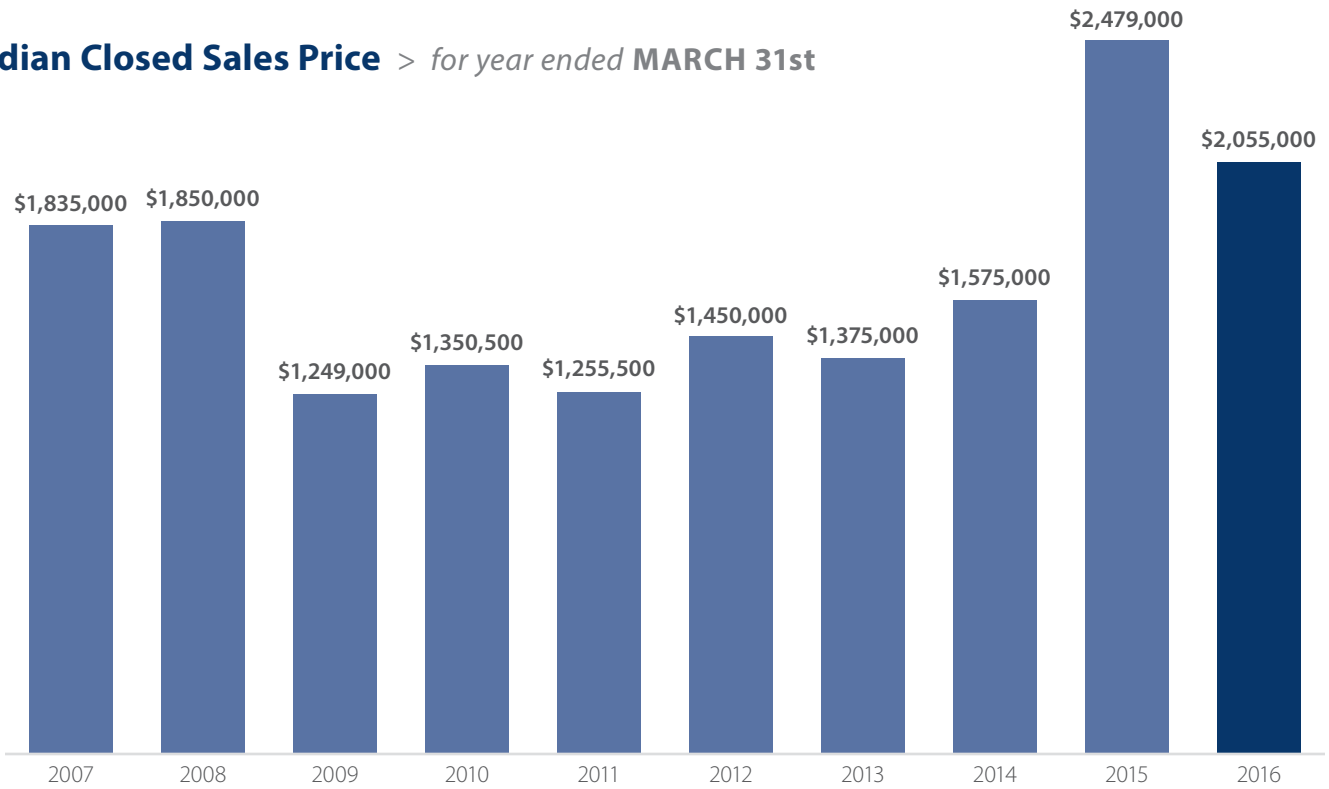
Year Built: 2003

Style: 2 Story

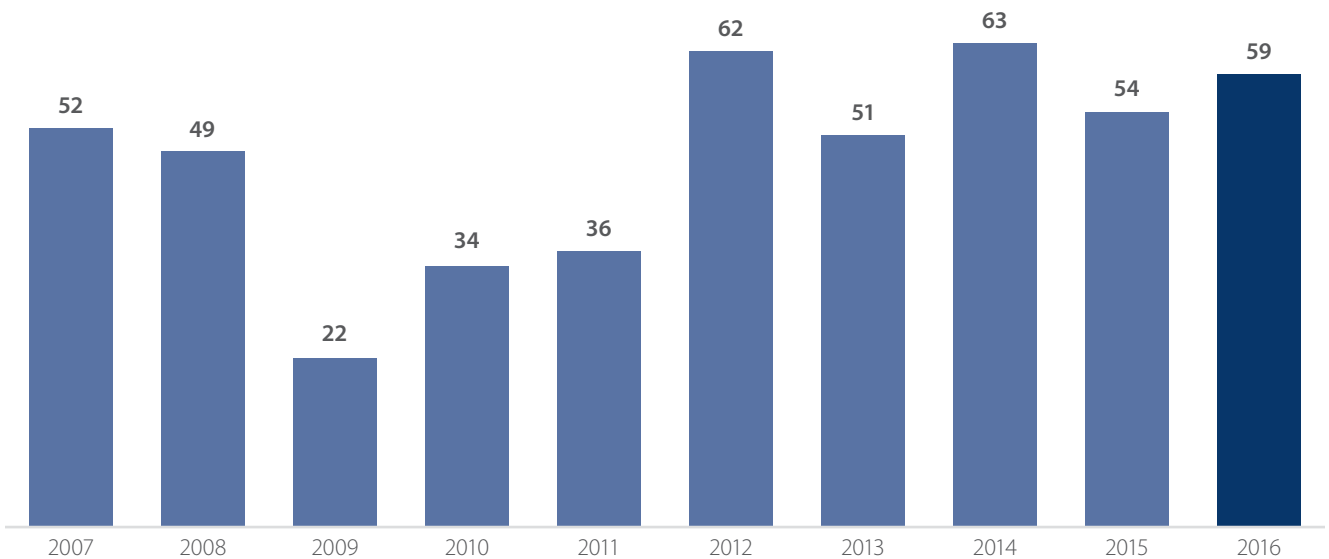
Views: None



Median Closed Sales Price > *for year ended MARCH 31st*



Number of Units Sold > *for year ended MARCH 31st*



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.

Yarrow Point

High Price Listing

Yarrow Point

9058 NE 39th Place

\$5,488,000

5 Bed / 5.5 Bath / 6,866 SQFT

MLS #: 916461

Lot Size: 0.44 acres

Year Built: 2017

Style: 2 Stories with Basement

Views: Partial, Lake



Medium Price Listing

Yarrow Point

3835 95th Avenue NE

\$3,198,000

4 Bed / 3.5 Bath / 4,890 SQFT

MLS #: 904059

Lot Size: 0.49 acres

Year Built: 1996

Style: 2 Story

Views: None



Low Price Listing

Yarrow Point

4606 95th Avenue NE

\$1,725,000

4 Bed / 2.5 Bath / SQFT 2,379

Lot Size: 10,218 sq ft

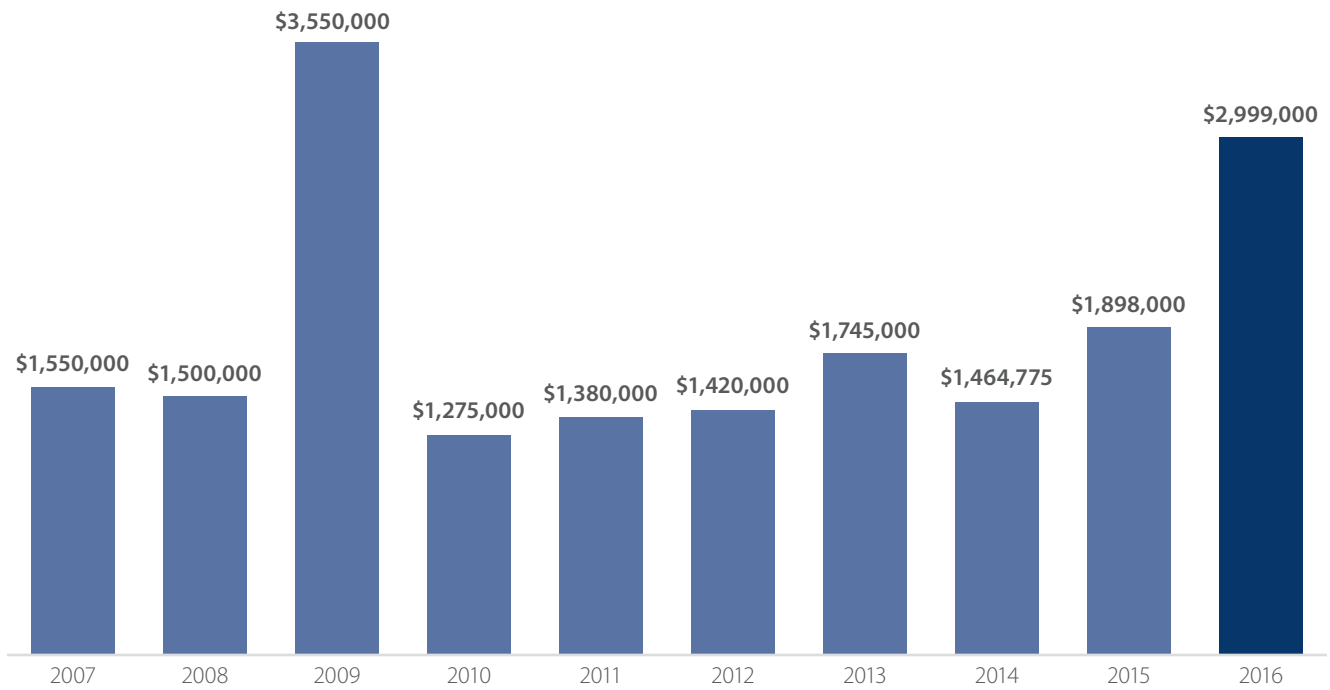
Year Built: 1958

Style: 2 Story

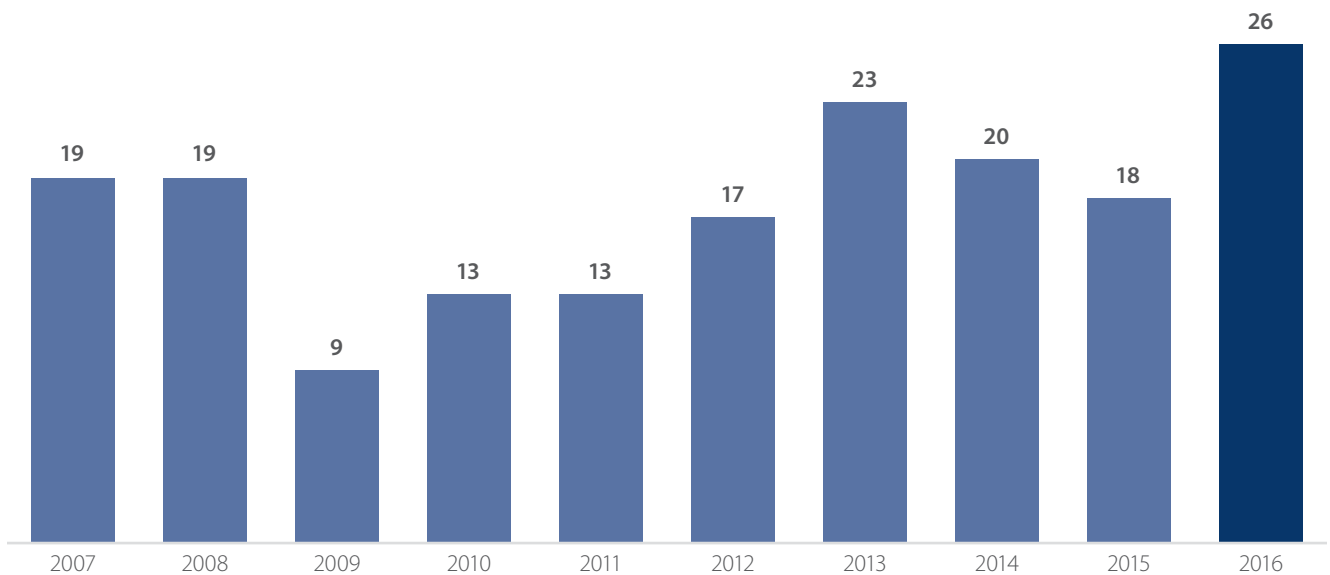
Views: Territorial, Lake



Median Closed Sales Price > for year ended MARCH 31st



Number of Units Sold > for year ended MARCH 31st

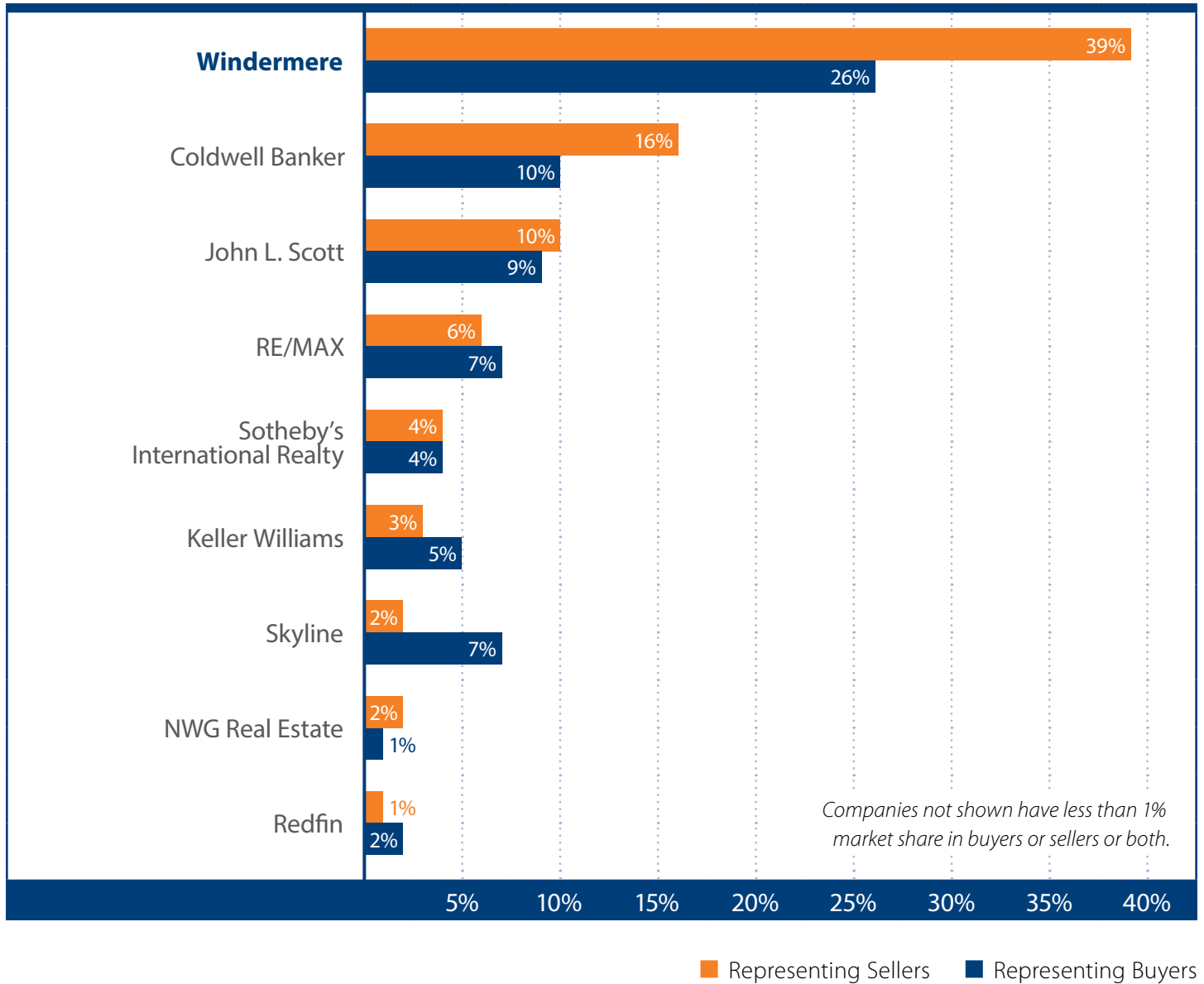


All figures are based on single family home sales, which include townhomes and exclude condos.

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.

Market Share by Company 2015

Bellevue > WEST OF I-405 > *by number of transactions*



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 area 520.

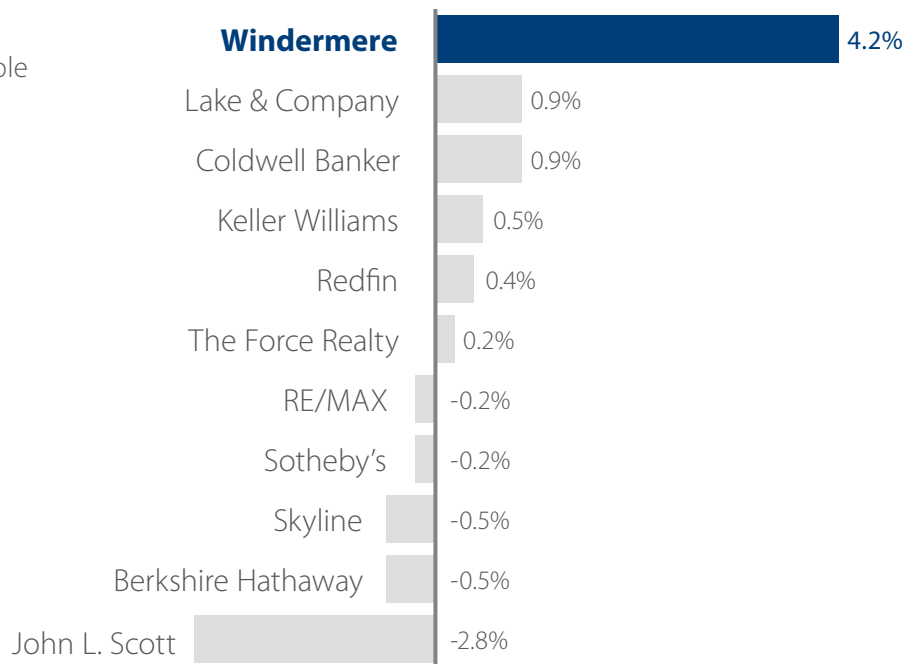
Multiple offers? Your broker can make or break your deal.

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.

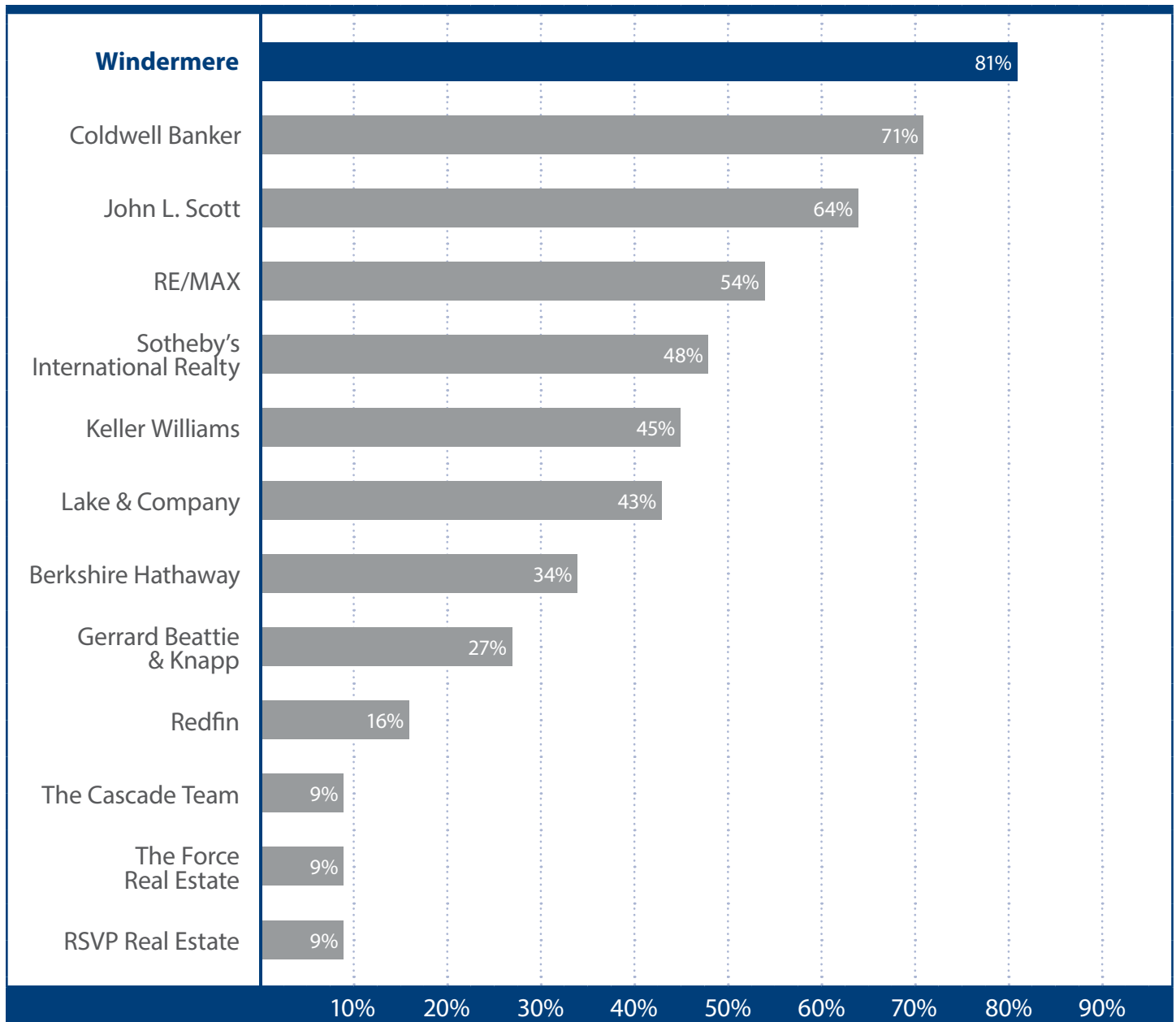
**Based on a 2015 independent study of NWMLS brokers who closed six or more transactions in the previous year.

Why Windermere

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.

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

