

# Eastside Market Review



Q4

Eastside real estate statistics  
for the fourth quarter of 2017

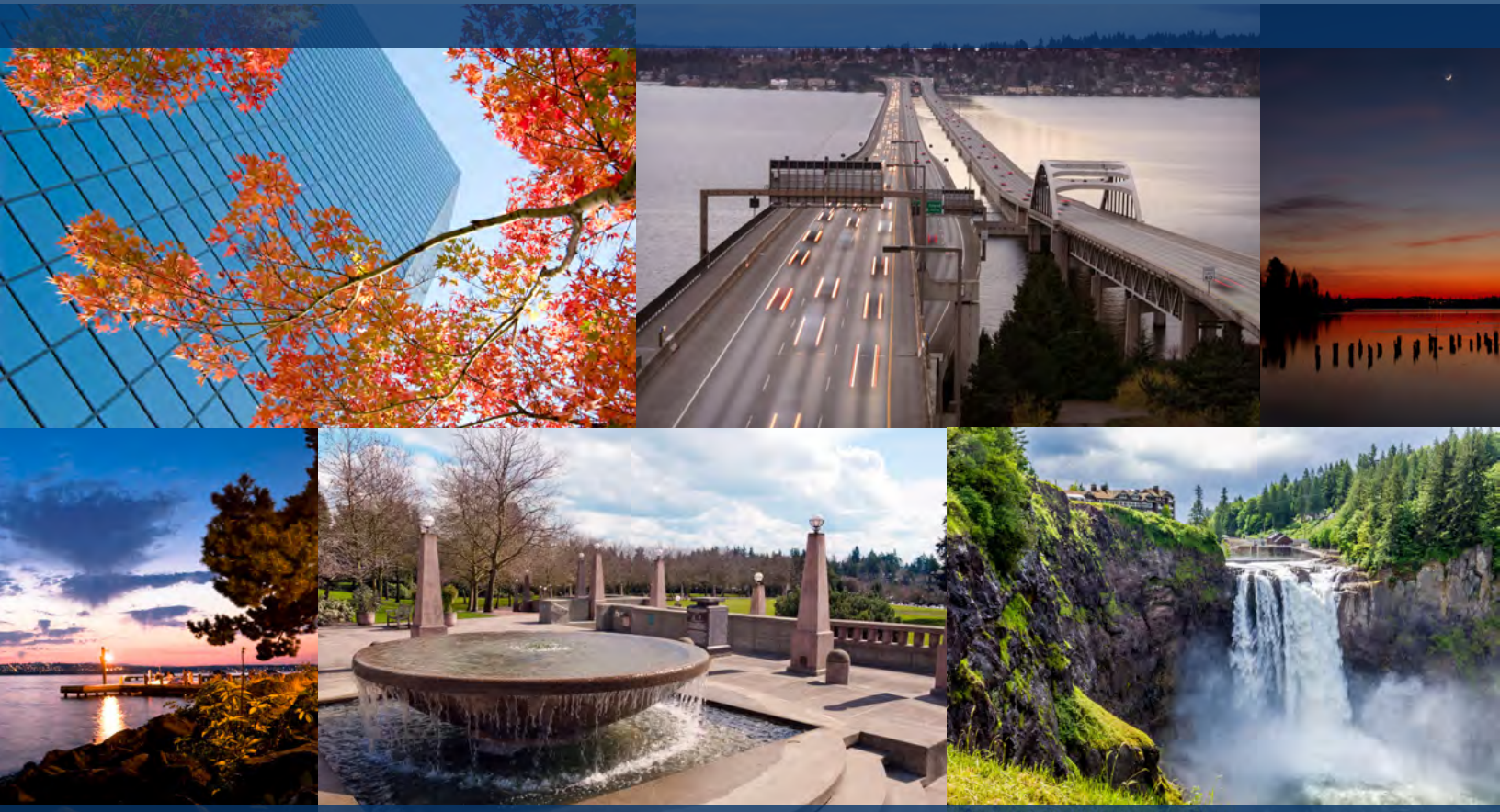




**2017** closed out the year with historically low inventory and record-breaking price gains on the Eastside. The median price of a single-family home soared 17 percent over a year ago to \$938,240 — an all-time high for the region. Appreciation in higher-end areas, like West Bellevue and Mercer Island, topped 20 percent. A strong local economy and brisk population growth has helped fuel a steep discrepancy between supply and demand. As long as this imbalance remains, 2018 is on track to remain a very strong seller's market.

*[ Cover photo: listing #1168905 on page 22 ]*





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# Eastside (Areas 500-600)

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## High Price Listing

### West Bellevue

1035 89th Ave NE

**\$4,688,000**

5 Bed / 5.25 Bath / 6,700 SQFT

MLS #: 1229593

Lot Size: 0.51 acres

Year Built: 2015

Style: 1 Story with Basement

Views: None

School District: Bellevue



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## Medium Price Listing

### Kirkland

13928 131st Lane NE

**\$1,229,990**

5 Bed / 2.75 Bath / 3,630 SQFT

MLS #: 1219665

Lot Size: 7,942 SQFT

Year Built: 2017

Style: 2 Story

Views: None

School District: Lake Washington



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## Low Price Listing

### Trilogy

12829 Sun Break Way NE

**\$770,000**

2 Bed / 1.75 Bath / 1,930 SQFT

MLS #: 1232052

Lot Size: 4,500 SQFT

Year Built: 2005

Style: 1 Story

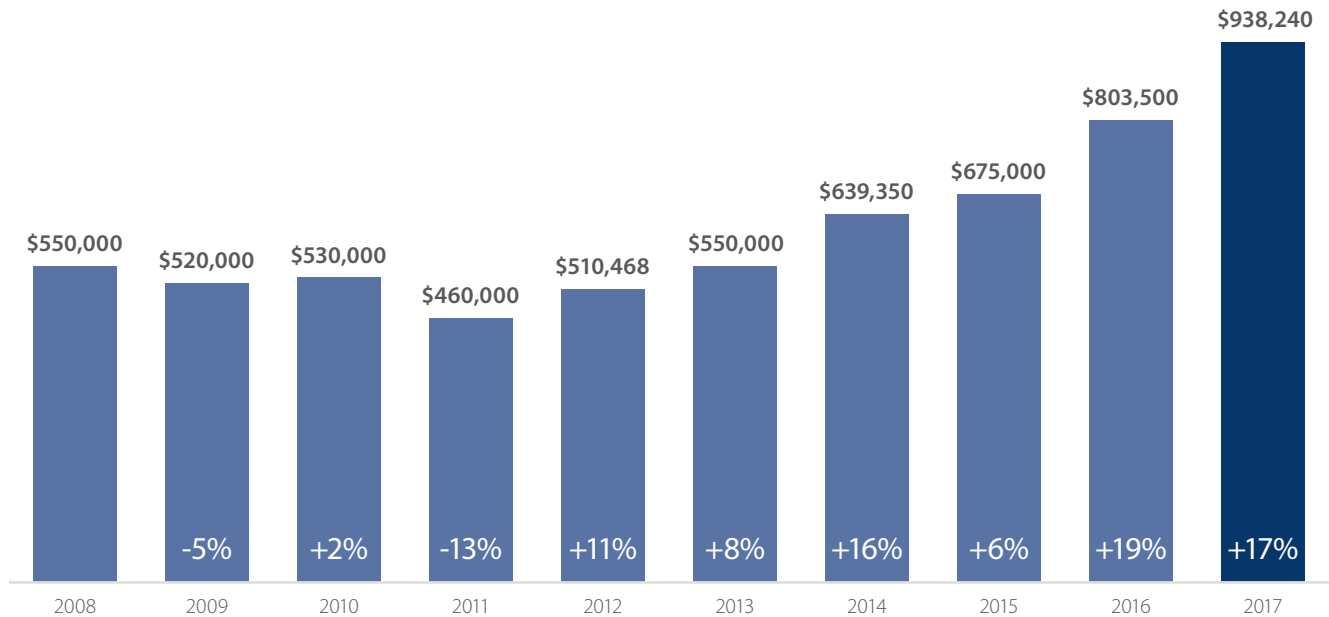
Views: Territorial

School District: Lake Washington





## Median Closed Sales Price > DECEMBER



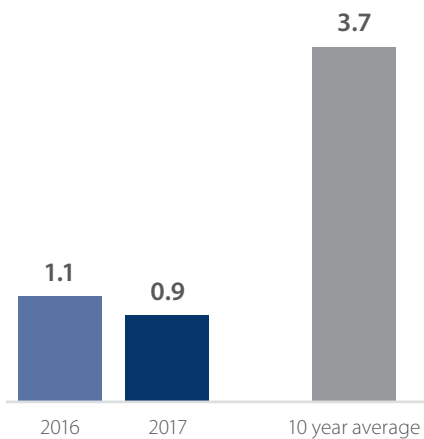
## Months Supply of Inventory > DECEMBER

(includes pending sales)

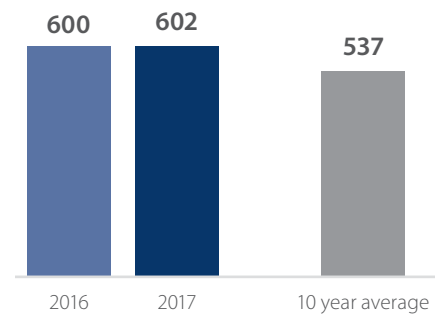
less than 3 months = seller's market

3 -6 months = balanced market

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## Closed Sales > DECEMBER



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 / East of I-405

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## High Price Listing

### East Lake Sammamish

415 E Lake Sammamish Shore Lane NE

**\$5,498,000**

5 Bed / 4.0 Bath / 5,612 SQFT

MLS #: 1232543

Lot Size: 0.51 acres

Year Built: 2013

Style: 2 Story

Views: Lake

School District: Lake Washington



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## Medium Price Listing

### East Bellevue

207 142nd Ave NE

**\$1,200,000**

4 Bed / 2.5 Bath / 2,770 SQFT

MLS #: 1230715

Lot Size: 9,968 SQFT

Year Built: 1978

Style: 2 Story

Views: None

School District: Bellevue



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## Low Price Listing

### Crossroads

68 165th Ave SE

**\$929,888**

5 Bed / 3.0 Bath / 2,630 SQFT

MLS #: 1226902

Lot Size: 0.32 acres

Year Built: 1961

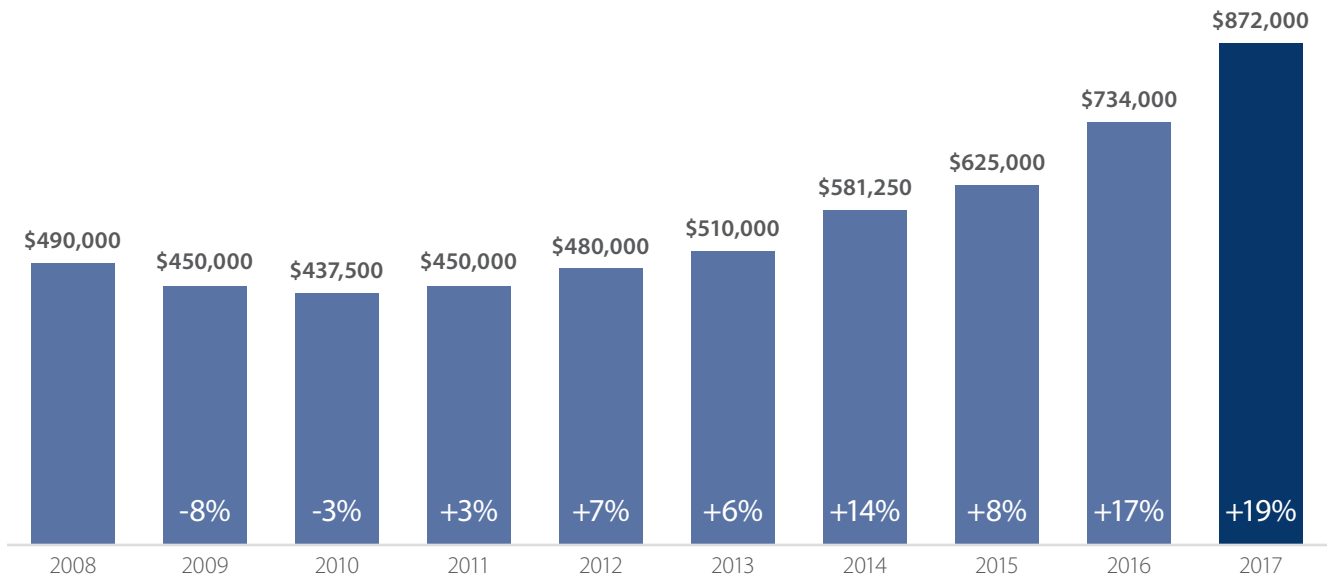
Style: 1 Story with Basement

Views: None

School District: Bellevue



## Median Closed Sales Price > DECEMBER



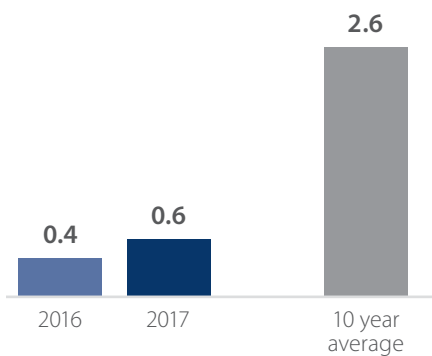
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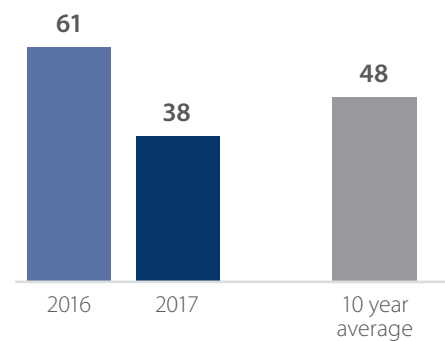
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# Bellevue / West of I-405

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## High Price Listing

### Clyde Hill

9404 NE 20th St

**\$6,788,000**

5 Bed / 6.5 Bath / 6,516 SQFT

MLS #: 1229411

Lot Size: 0.33 acres

Year Built: 2017

Style: 2 Story

Views: City, Mountain, Lake, Golf Course

School District: Bellevue



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## Medium Price Listing

### Medina

827 80th Ave NE

**\$3,499,900**

5 Bed / 4.25 Bath / 4,706 SQFT

MLS #: 1228044

Lot Size: 9,908 SQFT

Year Built: 2007

Style: 2 Stories with Basement

Views: Territorial

School District: Bellevue



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## Low Price Listing

### Downtown

10662 NE 9th Place

**\$1,270,000**

2 Bed / 2.25 Bath / 1,880 SQFT

MLS #: 1225568

Lot Size: 2.36 acres

Year Built: 2008

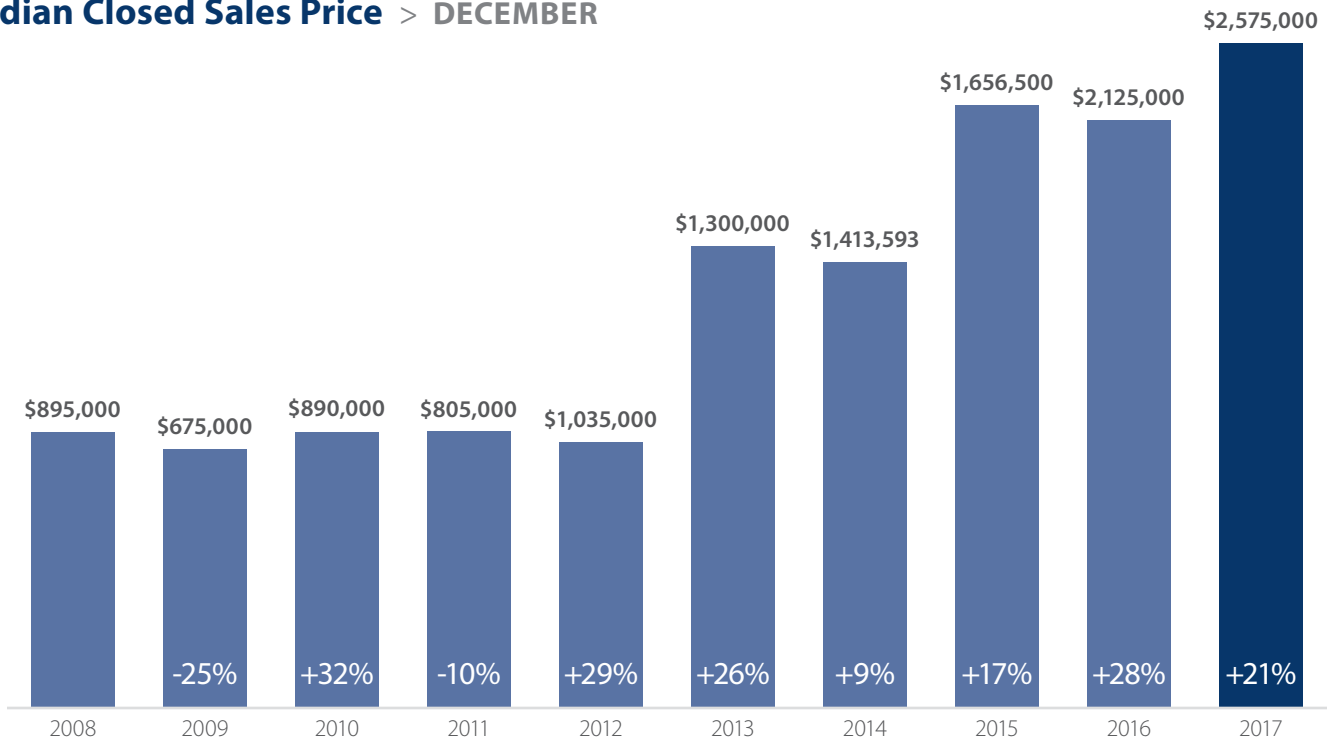
Style: Townhouse

Views: Territorial

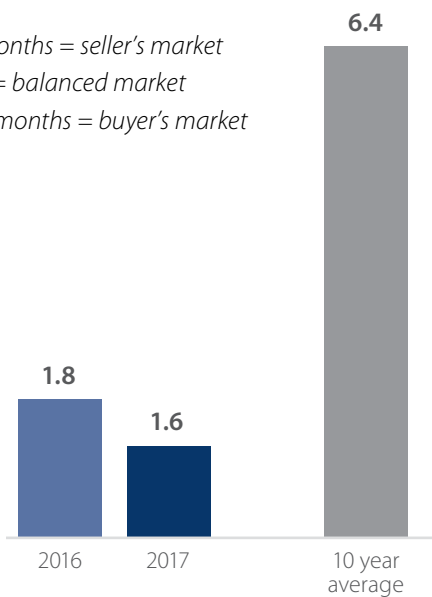
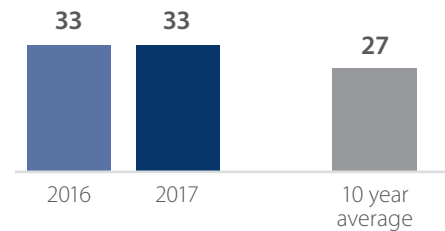
School District: Bellevue





**Median Closed Sales Price > DECEMBER****Months Supply of Inventory > DECEMBER***(includes pending sales)*

less than 3 months = seller's market  
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**Closed Sales > DECEMBER**

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

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## Eastside / South of I-90

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### High Price Listing

#### **Lakemont**

4439 173rd Ave SE

**\$1,588,000**

4 Bed / 3.25 Bath / 4,206 SQFT

MLS #: 1225523

Lot Size: 0.3 acres

Year Built: 1987

Style: 2 Stories with Basement

Views: Mountain, Lake

School District: Issaquah



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### Medium Price Listing

#### **Newport Hills**

6227 112th Ave SE

**\$989,000**

4 Bed / 2.5 Bath / 2,904 SQFT

MLS #: 1236963

Lot Size: 6,600 SQFT

Year Built: 2001

Style: 2 Story

Views: Territorial

School District: Renton



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### Low Price Listing

#### **Lakemont**

18501 SE Newport Wy F126

**\$495,000**

2 Bed / 2.5 Bath / 1,290 SQFT

MLS #: 1234412

Lot Size: 7.96 acres

Year Built: 1997

Style: Townhouse

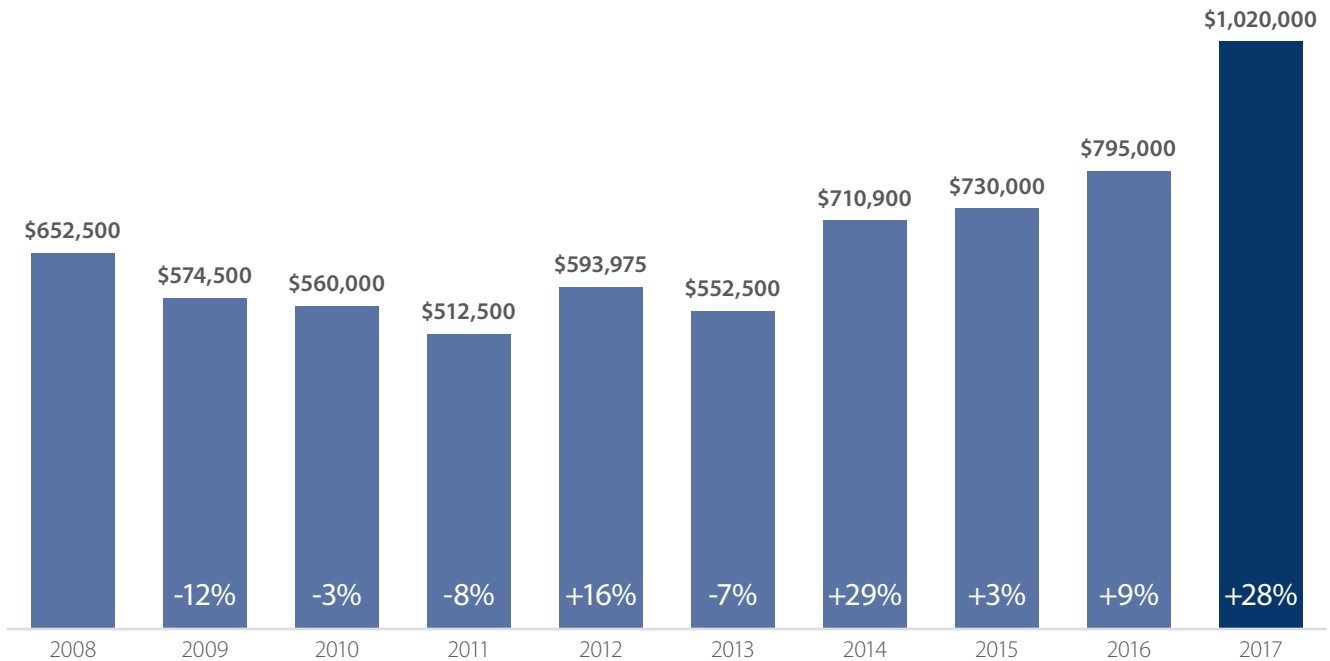
Views: Territorial, Partial, Lake

School District: Issaquah





## Median Closed Sales Price > DECEMBER



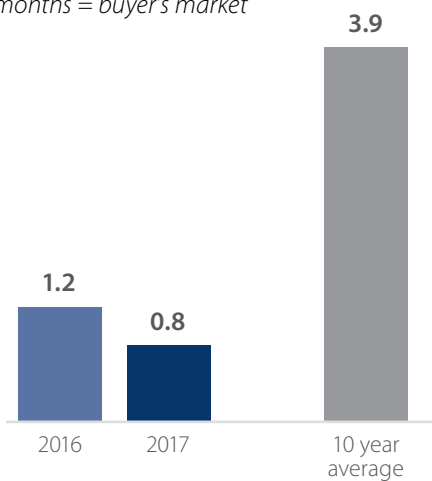
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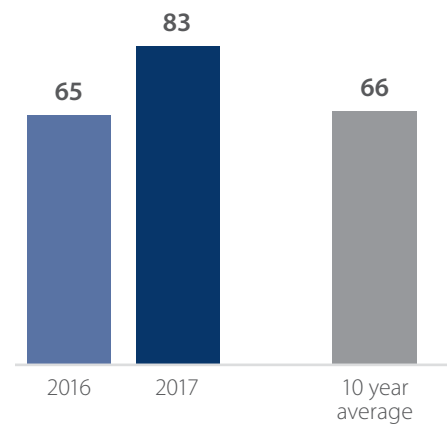
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# East of Lake Sammamish / Issaquah

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## High Price Listing

### **Sammamish**

1424 238th Ave SE

**\$2,900,000**

5 Bed / 5.5 Bath / 6,512 SQFT

MLS #: 1218292

Lot Size: 4.94 acres

Year Built: 2009

Style: 2 Story

Views: Territorial

School District: Issaquah



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## Medium Price Listing

### **Snoqualmie Ridge**

35708 SE Kendall Peak St

**\$1,150,000**

4 Bed / 2.5 Bath / 3,449 SQFT

MLS #: 1231974

Lot Size: 0.29 acres

Year Built: 2008

Style: 2 Story

Views: Territorial, Mountain

School District: Snoqualmie Valley



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## Low Price Listing

### **Downtown Snoqualmie**

8751 Falls Ave SE

**\$360,000**

2 Bed / 1.0 Bath / 890 SQFT

MLS #: 1211926

Lot Size: 6,720 SQFT

Year Built: 1947

Style: 1 Story with Basement

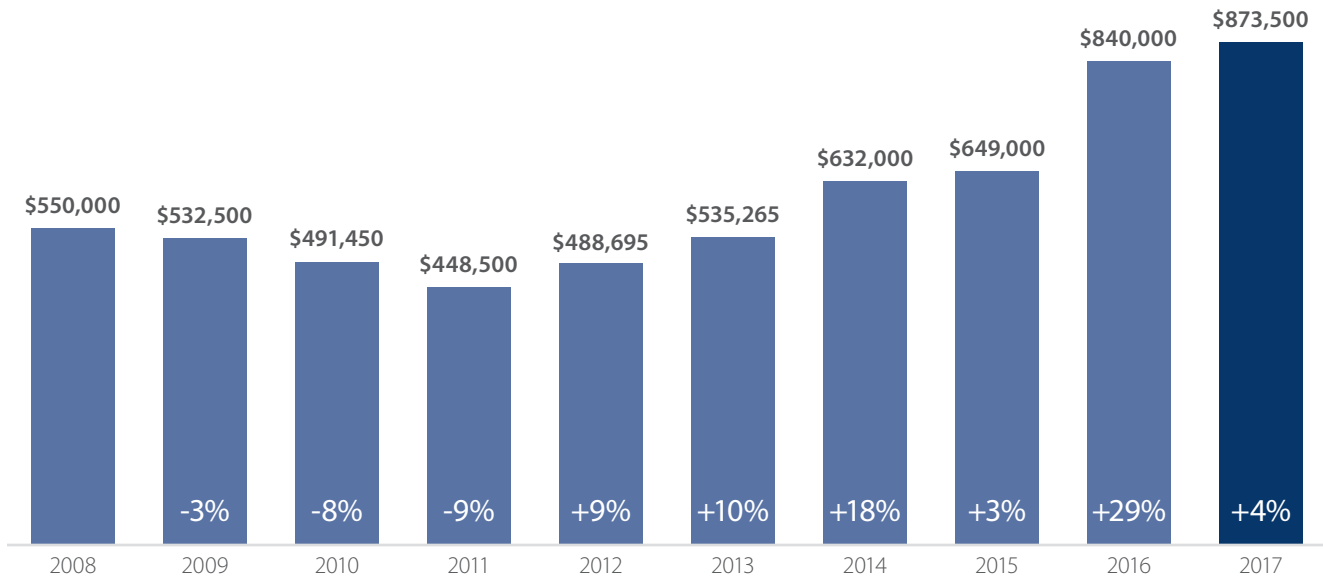
Views: None

School District: Snoqualmie Valley





## Median Closed Sales Price > DECEMBER



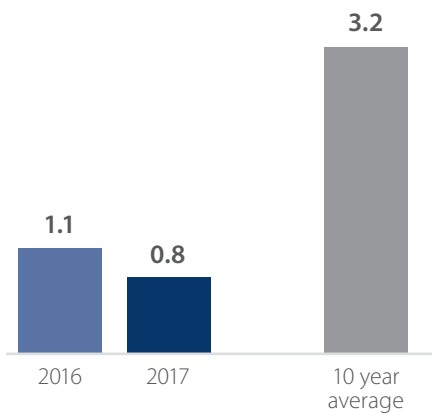
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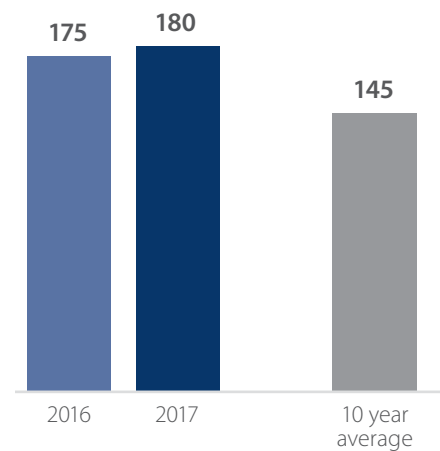
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# Kirkland / Bridle Trails

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## High Price Listing

### **Bridle Trails**

3200 130th Ave NE

**\$2,680,000**

4 Bed / 2.5 Bath / 4,130 SQFT

MLS #: 1230936

Lot Size: 2.58 acres

Year Built: 1978

Style: 2 Story

Views: None

School District: Bellevue



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## Medium Price Listing

### **Forbes Creek**

10812 102nd Ave NE

**\$1,888,000**

5 Bed / 3.5 Bath / 4,361 SQFT

MLS #: 1223357

Lot Size: 0.29 acres

Year Built: 2017

Style: 2 Stories with Basement

Views: Territorial

School District: Lake Washington



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## Low Price Listing

### **Totem Lake**

11215 NE 128th St L204

**\$365,000**

2 Bed / 1.75 Bath / 905 SQFT

MLS #: 1231887

Lot Size: 0 SQFT

Year Built: 1990

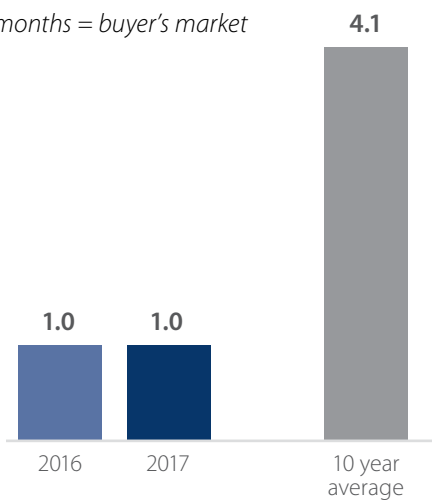
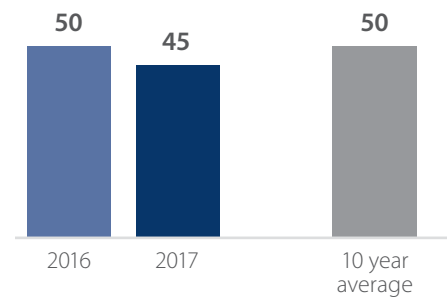
Style: Condo: 1 level unit

Views: Territorial

School District: Lake Washington





**Median Closed Sales Price > DECEMBER****Months Supply of Inventory > DECEMBER***(includes pending sales)**less than 3 months = seller's market**3 -6 months = balanced market**more than 6 months = buyer's market***Closed Sales > DECEMBER***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.*

# Mercer Island

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## High Price Listing

### West Mercer

4041 West Mercer Way

**\$9,450,000**

5 Bed / 5.0 Bath / 9,200 SQFT

MLS #: 1219074

Lot Size: 0.48 acres

Year Built: 2018

Style: Tri-Level

Views: City, Lake, Mountain

School District: Mercer Island



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## Medium Price Listing

### North End

7220 N Mercer Wy

**\$6,500,000**

4 Bed / 4.0 Bath / 4,540 SQFT

MLS #: 1184030

Lot Size: 0.57 acres

Year Built: 1991

Style: Multi Level

Views: City, Lake, Mountain

School District: Mercer Island



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## Low Price Listing

### Mid Island

8431 SE 47th Place

**\$1,390,000**

4 Bed / 2.5 Bath / 3,630 SQFT

MLS #: 1233045

Lot Size: 0.25 acres

Year Built: 1972

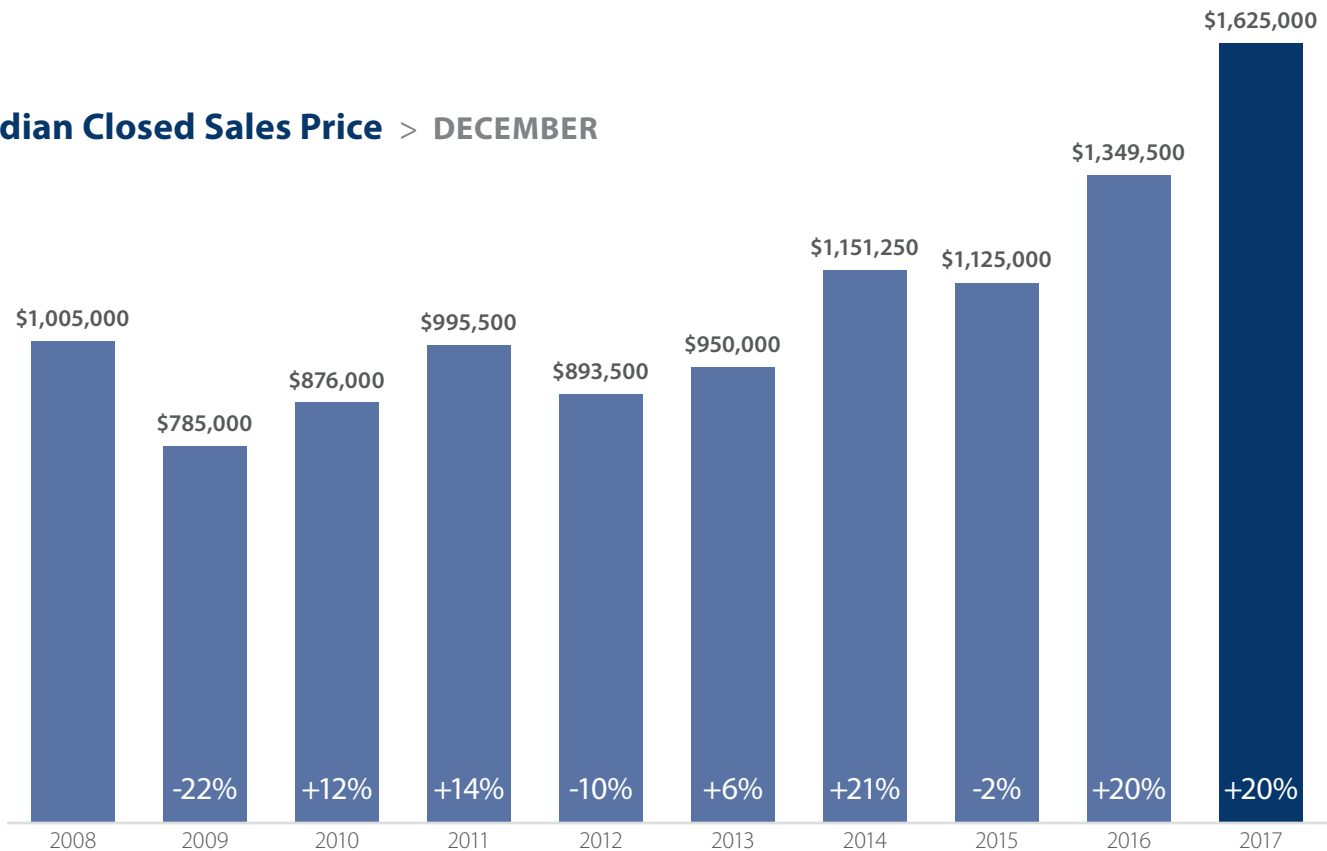
Style: 2 Story

Views: Mountain, Lake

School District: Mercer Island



## Median Closed Sales Price > DECEMBER



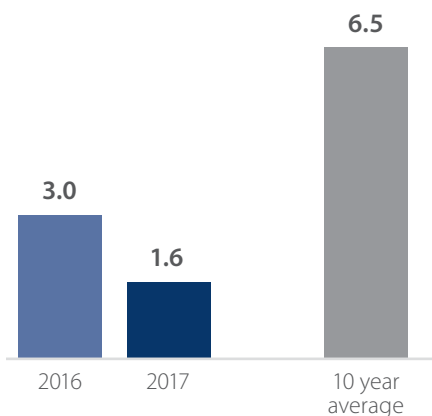
## Months Supply of Inventory > DECEMBER

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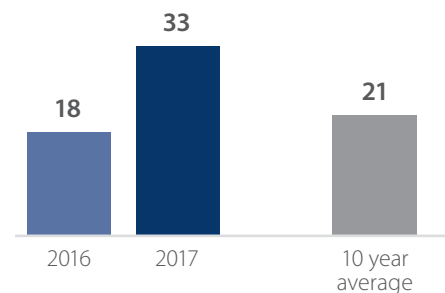
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# Redmond / Carnation

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## High Price Listing

### Fall City

1316 289th Ave NE

**\$2,183,000**

4 Bed / 5.0 Bath / 5,880 SQFT

MLS #: 1233395

Lot Size: 4.25 acres

Year Built: 2017

Style: 2 Story

Views: Territorial

School District: Snoqualmie Valley



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## Medium Price Listing

### Ames Lake

6511 W Snoqualmie Valley Rd NE

**\$975,000**

4 Bed / 3.0 Bath / 3,600 SQFT

MLS #: 1207120

Lot Size: 10.1 acres

Year Built: 2004

Style: Tri-Level

Views: Territorial

School District: Riverview



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## Low Price Listing

### Swiftwater

32860 NE 43rd Cir

**\$600,000**

4 Bed / 2.5 Bath / 2,090 SQFT

MLS #: 1231829

Lot Size: 0.5 acres

Year Built: 1992

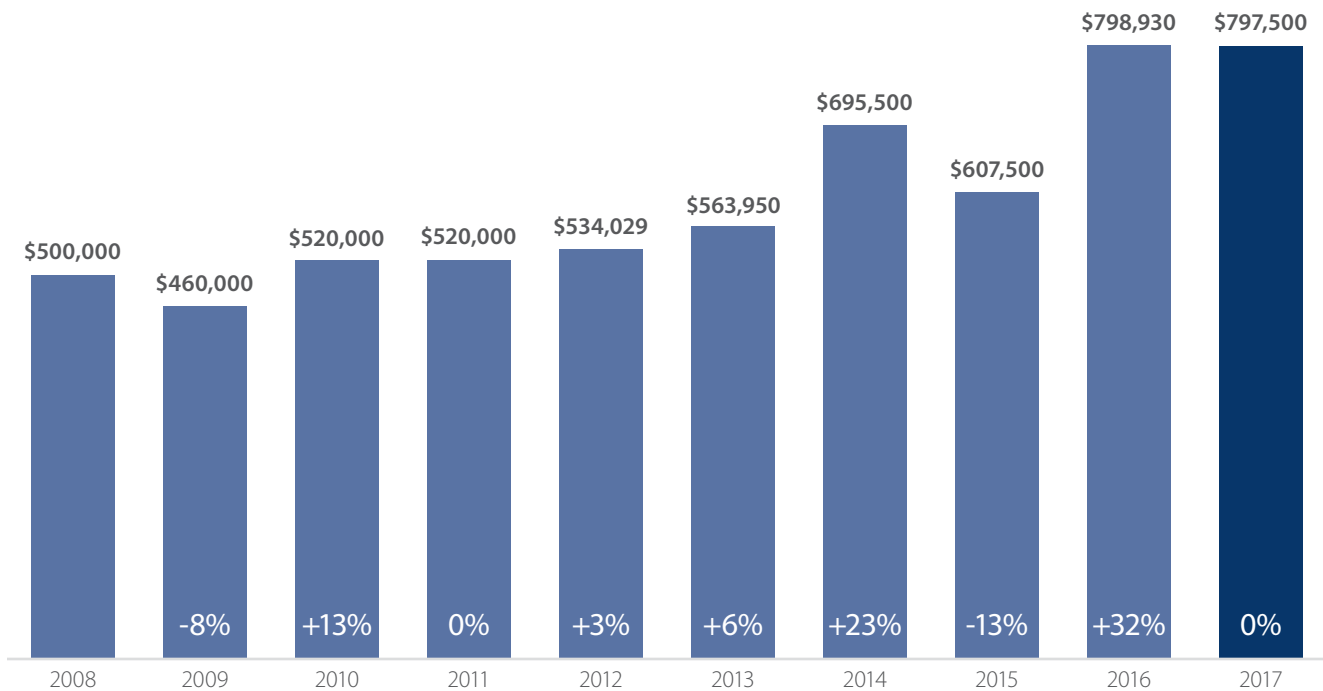
Style: 2 Story

Views: None

School District: Riverview



## Median Closed Sales Price > DECEMBER



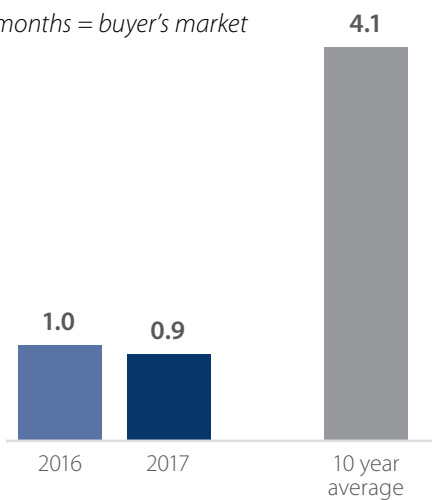
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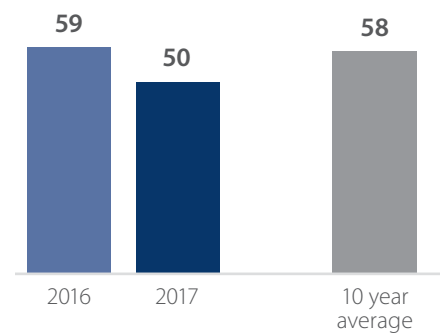
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# Renton Highlands

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## High Price Listing

### Lower Kenndale

1110 N 33rd St

**\$1,099,000**

4 Bed / 3.5 Bath / 3,840 SQFT

MLS #: 1214952

Lot Size: 5,100 SQFT

Year Built: 2010

Style: 2 Stories with Basement

Views: Lake, Territorial

School District: Renton



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## Medium Price Listing

### Highlands

5120 NE 10th St

**\$825,000**

5 Bed / 2.5 Bath / 3,230 SQFT

MLS #: 1233910

Lot Size: 7,187 SQFT

Year Built: 2008

Style: 2 Story

Views: Territorial

School District: Renton



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## Low Price Listing

### Highlands

16627 SE 128th St

**\$495,000**

3 Bed / 2.0 Bath / 1,680 SQFT

MLS #: 1226287

Lot Size: 0.76 acres

Year Built: 1959

Style: 1 Story with Basement

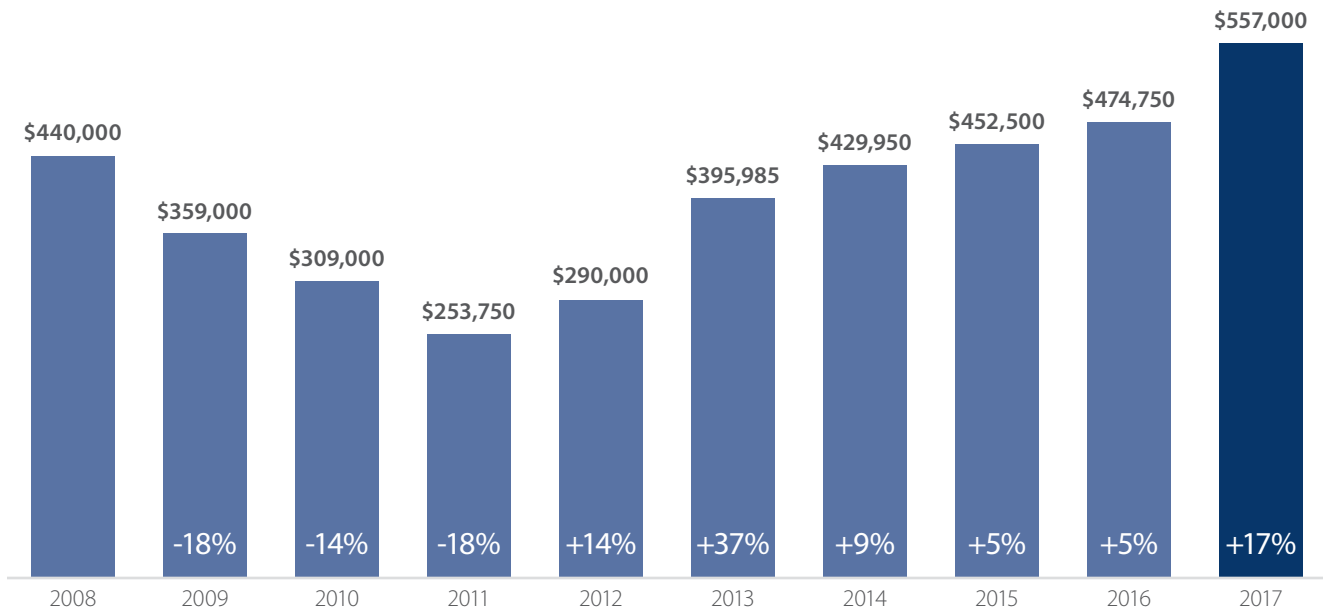
Views: None

School District: Issaquah





## Median Closed Sales Price > DECEMBER



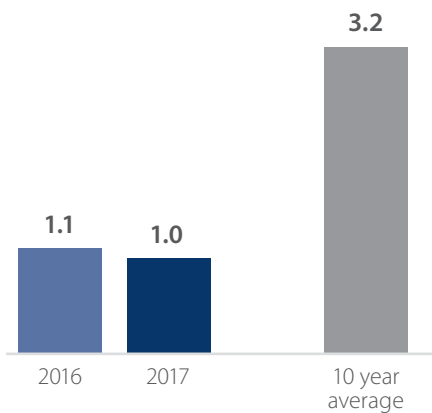
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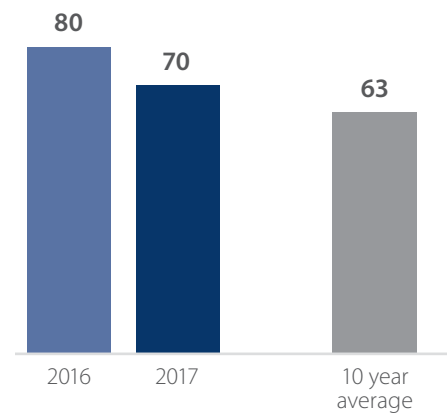
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# Woodinville / Juanita / Duvall

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## High Price Listing

### Hollywood Hill

17116 159th Ave NE

**\$2,988,000**

4 Bed / 5.5 Bath / 5,790 SQFT

MLS #: 1168905

Lot Size: 1.65 acres

Year Built: 1998

Style: 2 Story

Views: None

School District: Northshore



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## Medium Price Listing

### Duvall

15806 Manion Wy NE

**\$860,000**

6 Bed / 3.5 Bath / 3,300 SQFT

MLS #: 1231810

Lot Size: 0.56 acres

Year Built: 1999

Style: 2 Story

Views: Territorial, Mountain

School District: Riverview



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## Low Price Listing

### Duvall In Town

16313 (Lot 10) Main View Lane NE

**\$599,900**

4 Bed / 3.5 Bath / 2,316 SQFT

MLS #: 1233169

Lot Size: 2,192 SQFT

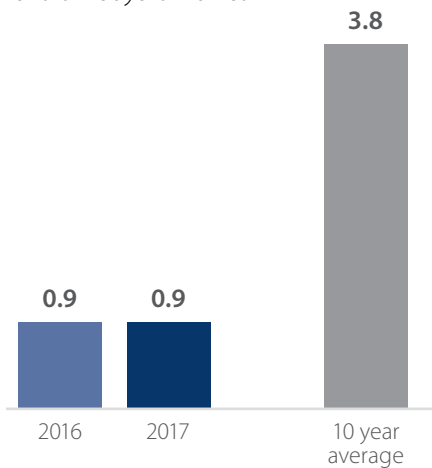
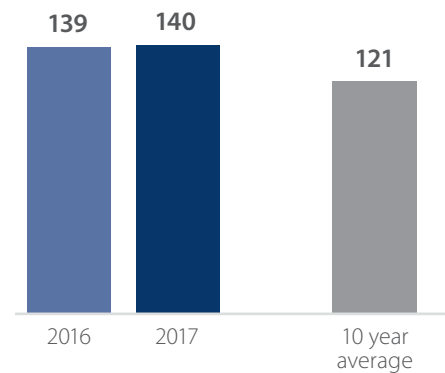
Year Built: 2018

Style: 2 Stories with Basement

Views: Territorial, River

School District: Riverview



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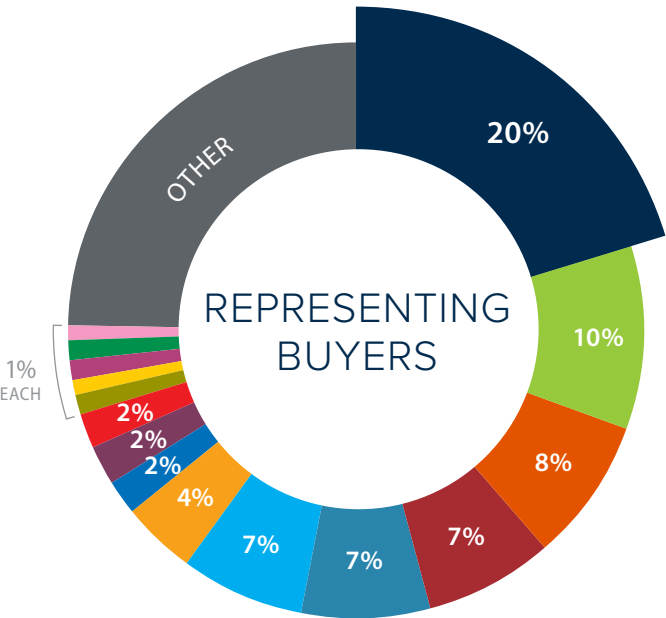
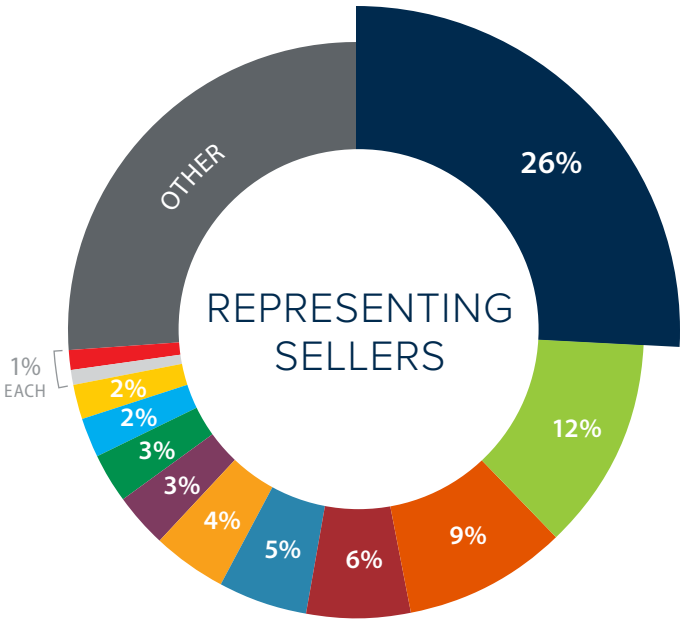
# Market Share by Company 2017

## Eastside > by number of transactions

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

### KEY

- **Windermere Real Estate**
- John L. Scott
- Coldwell Banker
- RE/MAX
- Keller Williams
- Skyline
- Redfin Corp
- Sothebys International Realty
- The Cascade Team
- Avenue Properties
- Agency One
- Cascadian King Company
- RSVP Real Estate
- Berkshire Hathaway HomeServices
- Best Choice Realty
- Kelly Right Real Estate
- All other competitors with less than 1% market share

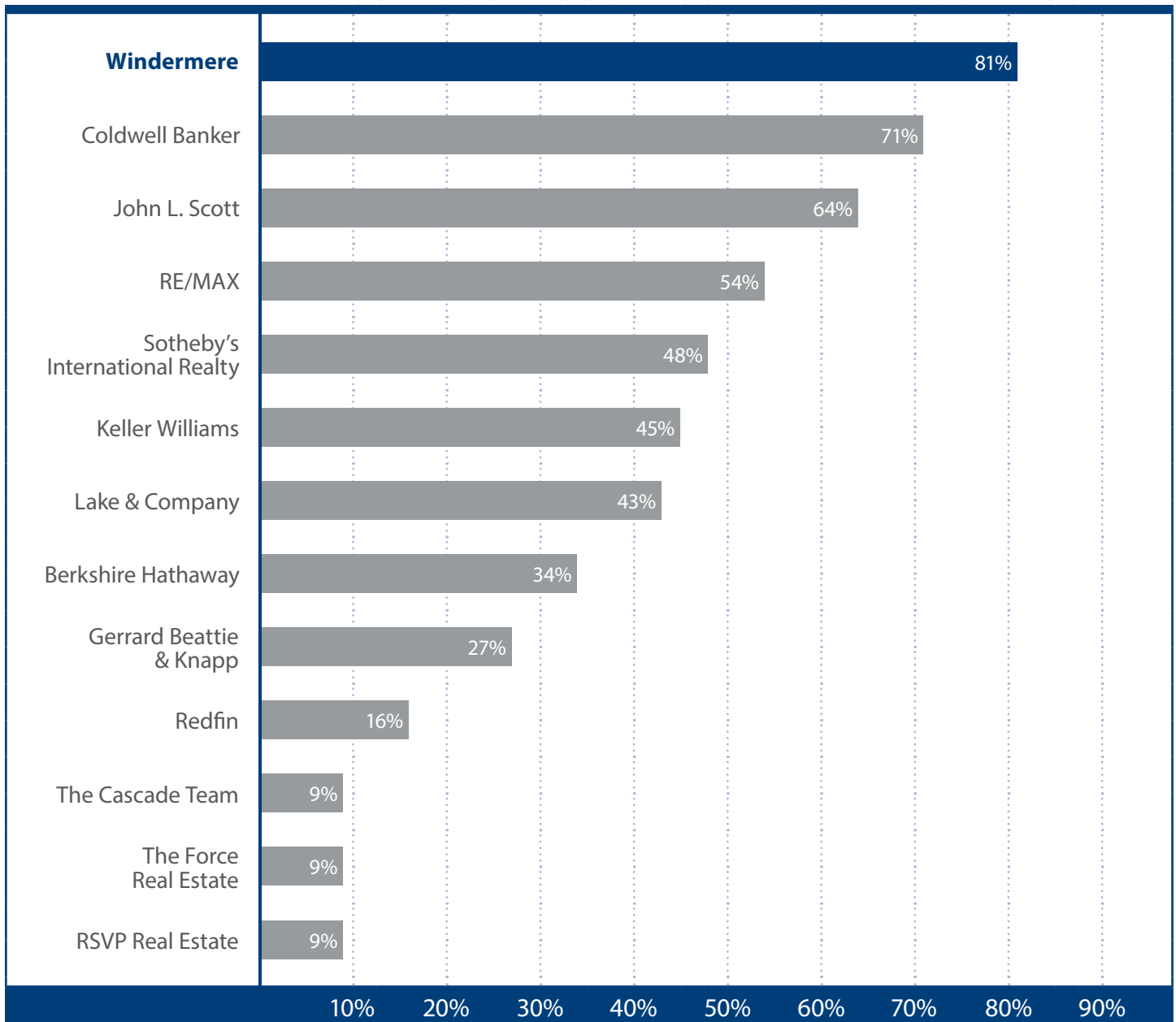


Graphs were created by Windermere using NWMLS data, but information was not verified or published by NWMLS. Data reflects all new and resale single-family residences and condominiums sold from 1/1/2017–12/31/2017 in areas 500, 510, 520, 530, 540, 550, 560, 600. Companies not shown have less than 1% market share in buyers or sellers or both.

## 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 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.

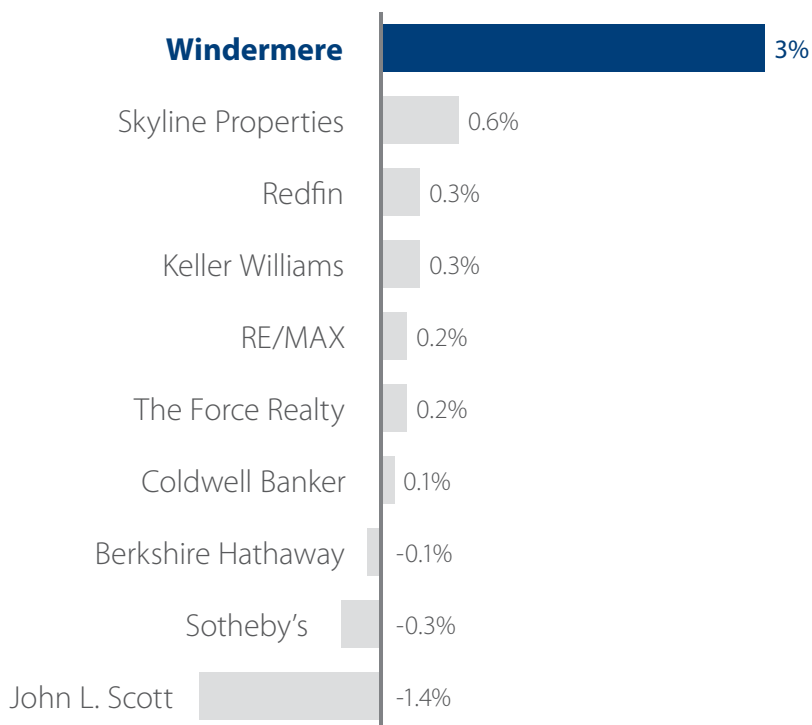
### 53% of home sales involve multiple offers.\*

Buyers working with a Windermere broker are 15% more likely to be the selected buyer in multiple offers.\*

#### Success in multiple offers\*

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

#### TOP TEN FIRMS CHOSEN BY BUYERS



#### 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.\*\*

\*Multiple offers estimated at listings that sold above list price. Based on single family home sales in King County in 2016. 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 2016.

### **Acres of Diamonds**

Provides women and children transitional housing and support programs to rebuild lives from domestic abuse and/or substance abuse.

### **Assistance League of the Eastside**

Operation School 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**

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

### **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.

### **Escape to Peace**

Creates awareness of sex trafficking of Eastside minors and helps fund a healing center.

### **Friends of Youth**

Funds emergency response and shelter, then long-term placement to children experiencing trauma or abuse in east King County.

### **Hopelink**

Supports the Pantry Pack Program which provides lunches to poverty-level children.

### **Imagine Housing**

Targets under 18-year-olds in their Support Services Program that provides affordable housing and life skill case management in East King County.

### **Issaquah Community Services**

Provides emergency aid in the form of utility payments to low-income families.

### **Issaquah Food Bank**

Helps maintain a refrigerated box truck utilized as a mobile food bank to remote Eastside communities that have difficulty accessing food bank services.

### **Kinderling**

Provides parent coaching at transitional housing sites.

### **LifeWire**

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.

### **Pantry Packs**

Supports Lake Washington Schools Foundation's program that provides weekend, child-friendly food packs to children of qualified low-income families.

### **Royal Family Kids Camp**

Provides summer camp experiences for abused foster children.

### **Treehouse**

Supports the Little Wishes Program which allows foster care youth to participate in extracurricular arts, athletic and other educational experiences.

### **Village Theatre**

Supports outreach to the youth of low-income families so they can have access to theater and arts education, regardless of their ability to pay.

### **Youth Eastside Services**

Supports YES Lifeline, which provides free mental health counseling and substance abuse treatment.



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