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YEAR IN REVIEW

A special report on Eastside home sales

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JAY M. AGOADO



Cell 425-260-0715
Office 206-232-0446
Fax 425-818-7898

jay@jayagodo.net
www.jayagodo.net


Windermere
REAL ESTATE

AVERAGES BY YEAR

Single Family Homes								
Year	# Sold	Average \$ Per Sq Ft	Average Orig. List Price	Average List Price	Average Sale Price	Median Sale Price	Average Market Time	Average % SP/LP
2010	5,318	\$233	\$707,313	\$658,396	\$627,438	\$539,178	125 Days	95%
2011	5,883	\$220	\$653,846	\$610,818	\$584,896	\$496,750	107 Days	96%
2012	7,226	\$227	\$656,054	\$625,345	\$606,998	\$500,000	126 Days	97%

Condominiums and Townhomes								
Year	# Sold	Average \$ Per Sq Ft	Average Orig. List Price	Average List Price	Average Sale Price	Median Sale Price	Average Market Time	Average % SP/LP
2010	1,518	\$257	\$343,953	\$306,167	\$293,654	\$250,000	137 Days	96%
2011	1,802	\$227	\$311,660	\$289,507	\$278,576	\$225,000	136 Days	96%
2012	2,295	\$261	\$380,311	\$374,515	\$362,160	\$293,800	105 Days	97%

SINGLE FAMILY HOMES BY NEIGHBORHOOD

Neighborhood	# Sold	Average Sq. Ft.	Average \$ Per Sq Ft	Average List Price	Average Sale Price	Median Sale Price	Average Market Time	Average % SP/LP
East Side-South of I-90	963	2893	\$210	\$621,258	\$607,424	\$569,990	77 Days	98%
Mercer Island	297	3228	\$377	\$1,309,034	\$1,215,391	\$856,000	91 Days	93%
Bellevue-West of I-405	375	3246	\$428	\$1,467,830	\$1,389,114	\$1,065,000	87 Days	95%
Bellevue-East of I-405	703	2353	\$223	\$533,521	\$524,017	\$462,500	58 Days	98%
East of Lake Sammamish	1,900	2688	\$195	\$534,480	\$523,752	\$480,000	86 Days	98%
Redmond, Carnation	662	2680	\$200	\$544,265	\$535,281	\$525,000	86 Days	98%
Kirkland-Bridle Trails	655	2579	\$257	\$680,545	\$662,522	\$562,400	67 Days	97%
Juanita, Woodinville	1,671	2474	\$186	\$469,549	\$459,310	\$399,950	81 Days	98%
Market Averages		2674	\$227	\$625,345	\$606,998	\$500,000	126 Days	97%

CONDOMINIUMS AND TOWNHOMES

Neighborhood	# Sold	Average Sq. Ft.	Average \$ Per Sq Ft	Average List Price	Average Sale Price	Median Sale Price	Average Market Time	Average % SP/LP
East Side-South of I-90	280	1244	\$184	\$232,525	\$229,048	\$195,000	94 Days	96%
Mercer Island	44	1362	\$221	\$311,015	\$301,186	\$243,350	117 Days	93%
Bellevue-West of I-405	407	1382	\$389	\$563,446	\$536,979	\$460,000	121 Days	93%
Bellevue-East of I-405	332	1208	\$184	\$228,410	\$222,465	\$209,000	89 Days	93%
East of Lake Sammamish	340	1295	\$170	\$225,810	\$219,685	\$199,950	124 Days	93%
Redmond, Carnation	179	1279	\$184	\$240,255	\$235,213	\$249,950	92 Days	94%
Kirkland-Bridle Trails	328	1412	\$283	\$412,984	\$400,183	\$310,000	99 Days	94%
Juanita, Woodinville	385	1046	\$130	\$138,894	\$136,416	\$125,000	94 Days	90%
Market Averages		1386	\$261	\$374,515	\$362,160	\$293,800	105 Days	97%



Average Market Time: The total market time from original listing date, even if the listing was cancelled and re-listed before selling.
% SP/LP: Sales Price to List Price Ratio. Represents the comparison of sold price and last list price of the homes sold as a percentage.
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The Eastside--comprised of Bellevue, Kirkland, Redmond, Issaquah, Mercer Island, Woodinville, Bothell, Carnation and Duvall—saw a moderate increase in both median and average sales prices. Sales activity increased substantially from 5,883 homes sold in 2011 to 7,226 homes sold in 2012.

Record low inventory has been a challenge on the Eastside with homes listed for sale at the lowest level in the past 15 years (as far back as we have been keeping record). The success of the 2013 real estate market will pivot on the available inventory of homes for sale to meet the demand of serious buyers in the market.

While rising prices are a welcome sight to sellers, buyers are benefitting from our record-low interest rates. The Annual Monthly Cost Index shows that the monthly interest expense of owning a home—what matters most to the bottom line—is on par with that of 2000. This is pretty remarkable when you consider wages have risen considerably since 2000.

Of the year's home sales, 620 were above \$1,000,000—a significant increase from 471 in 2011. Bank-owned and short sales made up 16% of the sales in 2012. The average cost per square foot increased slightly to \$227.

Condominium sales jumped 27% in volume from 1,802 units sold in 2011 to 2,295 in 2012. The median sales price increased a whopping 30%...

(Continued on reverse)

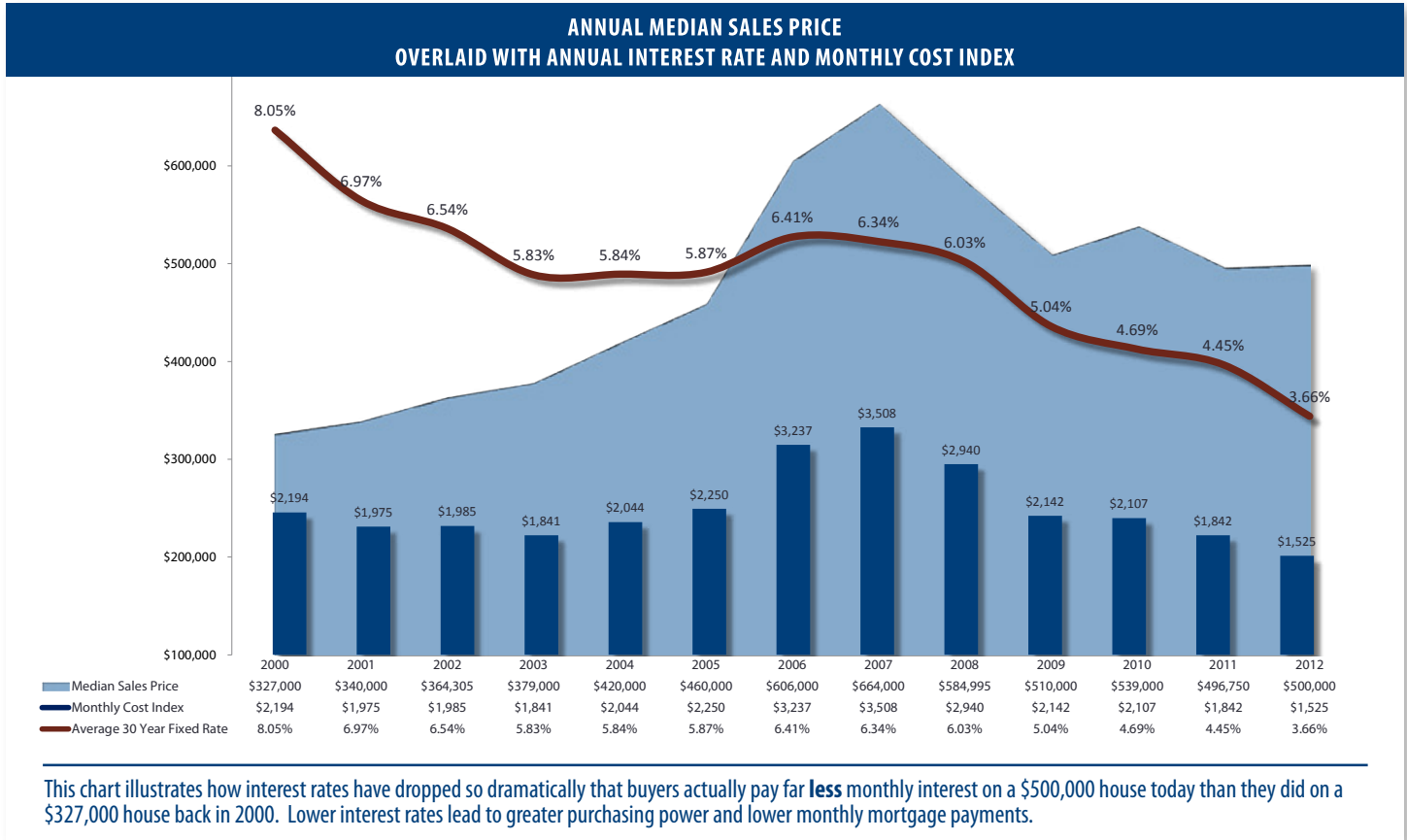
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...from \$225,000 last year to \$293,800 and the average sales price from \$278,576 to \$362,160 in 2012. Of note is that many of the sales were of newer and larger units—likely bringing sales prices up as a result.

Homes closest to the Seattle and Bellevue employment hubs will continue to see the greatest levels of appreciation in the coming year. The laws of supply and demand will definitely be a dominating factor in 2013.



Jay is a Seattle native with 18 years of experience selling real estate. He has received *Seattle Magazine's* "Five Star" agent award for the past 7 years.

"We loved working with Jay! He offered great recommendations on pricing and staging. We would work with him every single time!"



-@talk2sunder, Bellevue

"Our home got maximum exposure...we received four offers within two days of listing."



-@edmcg, Mercer Island

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