

HOW TO USE THIS DATA

The data in this report is intended to provide an overview of the market this week, and does not replace the guidance of an experienced real estate professional skilled in representing buyers and sellers.

HOME SELLERS

Opportunities are maximized by listing your home when the % of Listings Sold is trending upward, or when fewer homes are for sale. In this situation, sellers can negotiate with buyers from a position of strength. If your home is on the market and has not received an offer within the expected timeframe, review the % of Listing Sold data. A downward trend, coupled with fewer showings or limited interest from buyers may indicate that your home doesn't compare favorably with others at a similar price point. A price adjustment may be in order.

HOME BUYERS

If the % of Listings Sold is trending up or if there are few active listings for sale, competition for homes may be fierce, and many homes may receive multiple offers or offers where many contingencies are waived by buyers. If the trend is downward, and/or there is an increase in the number of homes for sale, you can negotiate from a stronger position.

REAL ESTATE TERMINOLOGY AND DEFINITIONS

- **Active listings:** Homes currently on the market which have not received offers
- **Pending sales:** Homes which have received an offer, but have not yet closed
- **Closed sales:** Title to the home has been transferred to the new buyer, who has probably taken possession.
- **Average sales price:** The total of all the sales prices, divided by the number of homes sold
- **Median sale price:** The center value of all home prices sold where 50% are greater and 50% are less
- **Average cost per Sq Ft:** The average sale price, divided by the interior square footage of the home
- **List price to sale price ratio:** The average sale price divided by the list (or asking) prices
- **Average days on market:** The average of the cumulative number of days a home is on the market (from the day it comes on market until a sale is pending) including homes relisted within 90 days

ABOUT WINDERMERE REAL ESTATE/MERCER ISLAND

In everything we do we put our clients first. We enable them to make sound real estate decisions through professional representation, expert advice, and deep neighborhood and community knowledge. Our clients enjoy a friendly, personalized experience as we competently guide them through their real estate transaction to achieve their hopes, dreams and goals.

We view our clients as clients for life. Our relationship with each client goes beyond a single transaction as we continue to provide relevant and resourceful information for them to make the best collaborative decisions for all of their real estate holdings.

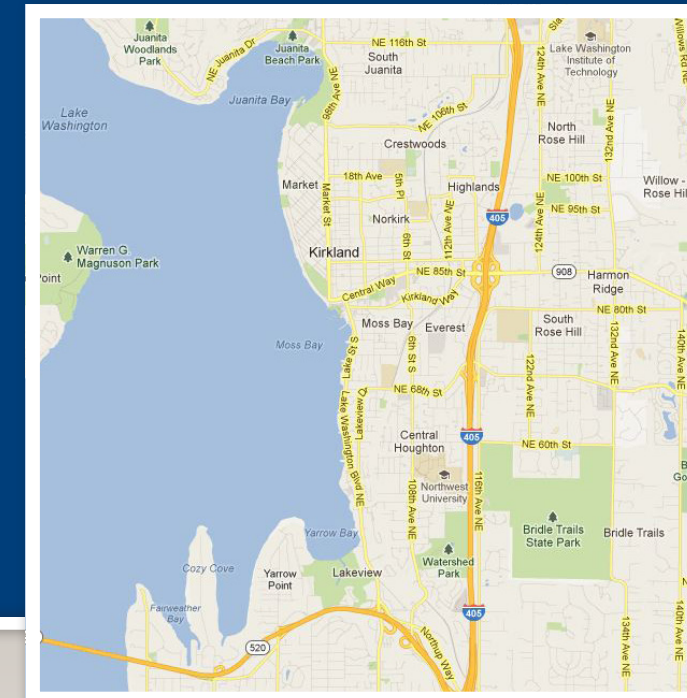
Centrally located on Mercer Island, our team of talented Realtors® serves Seattle, Mercer Island, and greater Eastside. Our neighborhood and community engagement goes beyond being avid supporters of Island and regional organizations and events—we are active neighbors and volunteers who enjoy making a difference in our world.



Data prepared and analyzed by Windermere Real Estate/Mercer Island from NWMLS provided data. For questions or comments, email Julie Barrows at julie@windermere.com. ©2012-2014 Windermere Real Estate/Mercer Island

Kirkland-Bridle Trails

REAL ESTATE ACTIVITY REPORT | OCT 3, 2014



Quick Facts

Median Price: \$648,500	Square Feet: 2,575
Lowest Price: \$185,000	Cost Per Sq Ft: \$290
Highest Price: \$5,150,000	Bedrooms: 4
Days on Market: 41	Bathrooms: 2.50
List Price to Sale Price Ratio: 99%	Lot Size: 0.28
# of Homes Sold: 736	Year Built: 1979
NWMLS Area: 560	School District: Lake Washington

* Based on 2013 Closed Sales

More info at: WeeklyPropertyReport.com

Kirkland, a community of over 80,000 people, is fortunate to have a charming downtown area located on the waterfront of Lake Washington. It's proximity to I-405 and 520 provides easy access to Seattle, Bellevue and the Eastside. Kirkland has so much to offer residents and visitors: the arts, outdoor recreation, vibrant dining options, and unique local shops.

Today, Kirkland's economy features a robust mix of corporate headquarters, light industrial, small business and manufacturing. High-tech and home-based businesses are also on the rise in Kirkland. It's innovative and positive atmosphere, along with several commercial districts like Downtown, Carillon Point and Totem Lake, has enticed internationally recognized companies like Google, Allyis, Clearwire, Nintendo and Inrix to set up shop within the city.

Twelve distinct residential neighborhood areas, each with its own unique character, make up the city of Kirkland. Each neighborhood possesses a healthy, active neighborhood association. Throughout the city, its small town feel, sense of history and its residents' strong appreciation for quality of life is visible. Kirkland enjoys numerous city parks, open markets and community events. Also, the city of Kirkland is committed to providing quality services to its neighborhoods and residents.

The charm and atmosphere of a small waterfront town, combined with readily available urban amenities, makes Kirkland an excellent city to reside in.

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Kirkland-Bridle Trails - Area 560



WEEKLY SNAPSHOT - OCTOBER 3, 2014

PRICE RANGE	ACTIVE LISTINGS		PENDING SALES		% LISTINGS SOLD		SALES TREND CHANGE FROM LAST WEEK
	THIS WEEK	16 WEEK AVERAGE	THIS WEEK	16 WEEK AVERAGE	THIS WEEK	16 WEEK AVERAGE	
\$0-249,999	0	0	0	0	0%	0%	→ 0%
\$250,000-399,999	7	7	1	2	14%	32%	↓ -86%
\$400,000-499,999	7	12	4	2	57%	24%	↑ 39%
\$500,000-599,999	12	17	2	3	17%	23%	↓ -6%
\$600,000-699,999	14	16	3	3	21%	19%	↓ -12%
\$700,000-799,999	13	19	5	2	38%	13%	↑ 33%
\$800,000-899,999	20	22	1	2	5%	8%	↓ -5%
\$900,000-999,999	19	19	0	2	0%	9%	→ 0%
\$1,000,000-1,249,999	21	18	1	1	5%	7%	↗ 5%
\$1,250,000-1,499,999	16	19	3	1	19%	7%	↑ 13%
\$1,500,000-1,999,999	11	16	3	1	27%	6%	↑ 27%
\$2,000,000 and above	10	15	1	0	10%	3%	↗ 2%

MONTHLY TREND - AUGUST 2014

