

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.

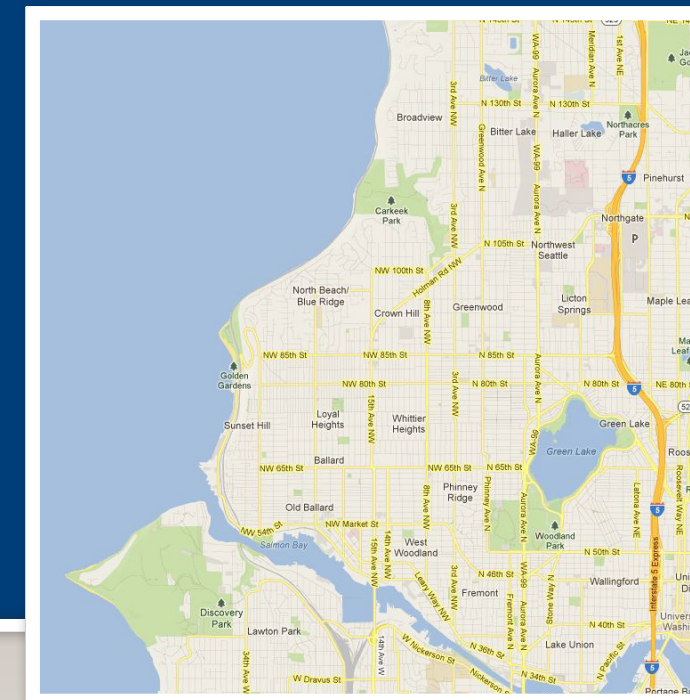
Centrally located on Mercer Island, our team of talented Realtors® serves Seattle, Mercer Island, and greater Eastside. Our neighborhood and community engagement goes beyond being avid supporters of Island and regional organizations and events—we are active neighbors and volunteers who enjoy making a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

Ballard-Greenlake

REAL ESTATE ACTIVITY REPORT | OCT 3, 2014



Quick Facts

Median Price: \$466,500	Square Feet: 1,930
Lowest Price: \$145,800	Cost Per Sq Ft: \$265
Highest Price: \$2,060,000	Bedrooms: 3
Days on Market: 23	Bathrooms: 1.97
List Price to Sale Price Ratio: 101%	Lot Size: 0.12
# of Homes Sold: 2014	Year Built: 1955
NWMLS Area: 705	School District: Seattle

* Based on 2013 Closed Sales

More info at: WeeklyPropertyReport.com

Ballard is a unique area in the northwestern section of Seattle. Well-known for its Scandinavian heritage, Ballard's roots are also connected closely to the fishing opportunities offered by the Puget Sound, the BNSF Railway and the lumber industry. The Nordic Heritage Museum gives visitors a chance to peek into the history of Ballard and learn more about the community's Scandinavian ancestry. Ballard is home to the Hiram M. Chittenden Locks (also known as the Ballard Locks) and not only is it a means for boaters to travel from Lake Union to Salmon Bay—and then out to the Puget Sound—but the locks help keep the fresh lake water from mixing with the Sound's salt water. The fish ladder at the locks helps migrating fish, like salmon, move from the Sound to their fresh water spawning grounds.

Green Lake is a freshwater lake in north central Seattle, Washington, USA, within Green Lake Park. The park is surrounded by the Green Lake neighborhood to the north and east, the Wallingford neighborhood to the south, the Phinney Ridge neighborhood to the west, and Woodland Park to the southwest. It is a glacial lake, its basin having been dug 50,000 years ago by the Vashon glacier, which also created Lake Washington, Lake Union, and Bitter and Haller Lakes.

Ballard-Greenlake

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Ballard-Greenlake - Area 705



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	2	1	0	0%	31%	→ 0%
\$250,000-399,999	39	45	5	11	13%	24%	↓ -20%
\$400,000-499,999	42	38	15	12	36%	34%	↗ 8%
\$500,000-599,999	29	33	9	10	31%	31%	↑ 11%
\$600,000-699,999	31	30	3	6	10%	21%	↓ -17%
\$700,000-799,999	12	19	2	4	17%	20%	↓ -6%
\$800,000-899,999	9	12	3	2	33%	20%	↑ 26%
\$900,000-999,999	6	8	3	1	50%	16%	↑ 50%
\$1,000,000-1,249,999	6	4	2	1	33%	25%	↑ 33%
\$1,250,000-1,499,999	5	5	3	1	60%	16%	↑ 60%
\$1,500,000-1,999,999	5	4	1	0	20%	1%	↑ 20%
\$2,000,000 and above	6	4	0	0	0%	5%	→ 0%

MONTHLY TREND - AUGUST 2014

