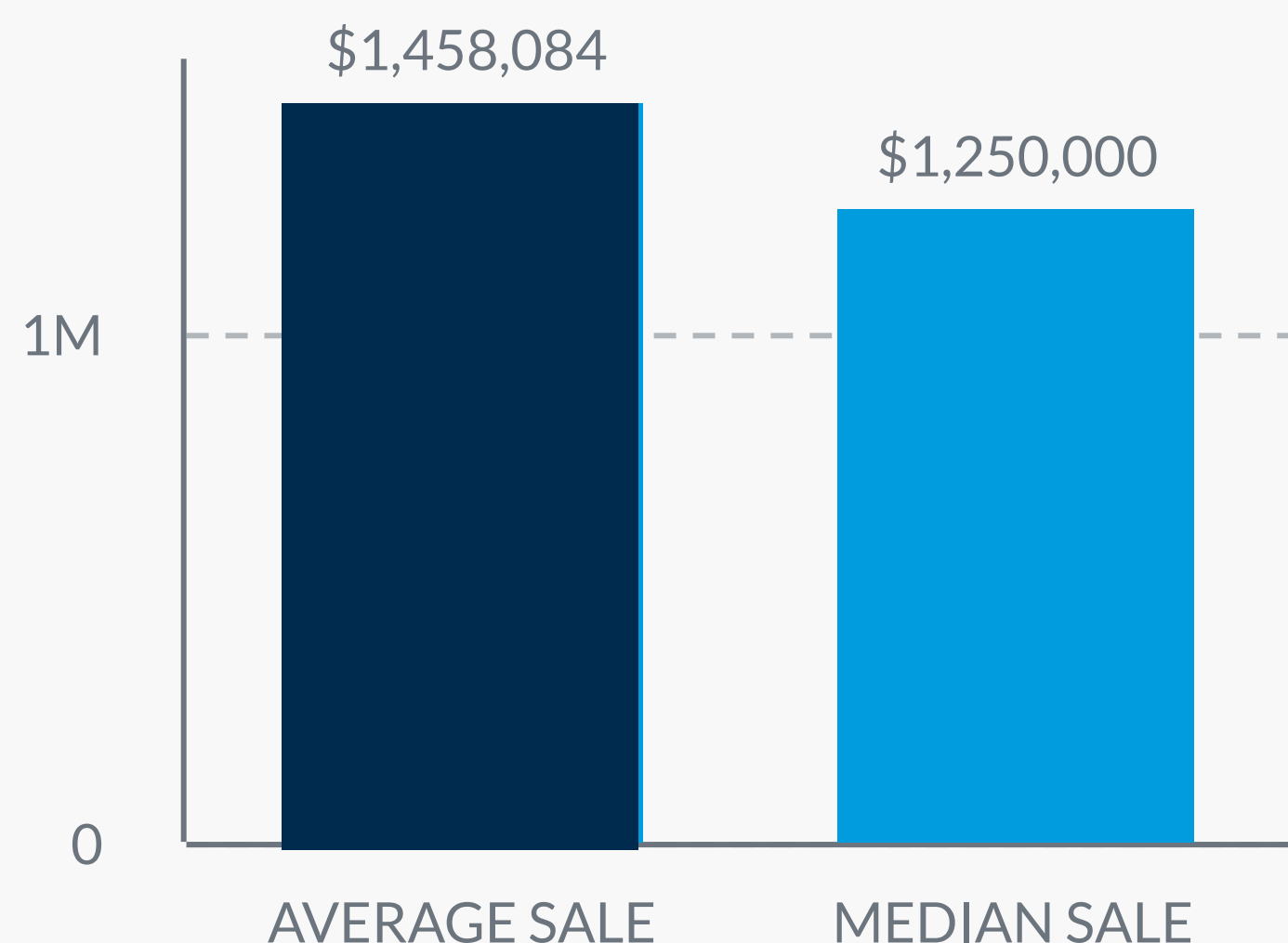




BAINBRIDGE ISLAND MARKET REPORT

2021 YEAR IN REVIEW

HOME PRICES 2021



MISC STAT & FACTS

32% of all Bainbridge Island home sales and **49%** of all condo sales in 2021 were to all CASH buyers

Prices per square foot ranged from \$170 to \$1,835. **The average was \$548.**

Sold homes ranged in size from 356 to 10,556 square feet. **The average was 2,697 sf.**

Home sales ranged from 80.0% to 154.4% of seller's asking price. **The average was 108.3%.**

39% of homes sold for \$1,500,000 or more.



QUICK SNAPSHOT

SALES

There were just 377 single family home sales on Bainbridge Island in 2021, which is a 14% decrease from 2020's 439, and 6.5% less than the 5-year average. The sales volume of \$549,089,748 was nominally higher than last year, but was 31% higher than the 5-year average. In the condo market, the 94 sales and \$62,628,251 in sales volume were both about normal compared to the 5-year average.

INVENTORY

The 362 new listings (supply) was a sharp decrease of 23% from both 2020's 470 and the 5-year average of 476. This number is the lowest on record (dating back to the mid-2000's). The 362 pending sales (demand) made 2021 the first time that there were as many pending sales and new listings. Said differently, every home listed for sale in 2021 had a pending sale – very different than 2008-2011 when just 33-48% of listings had a pending sale. That right there highlights the difference between that buyer's market, and this seller's market.

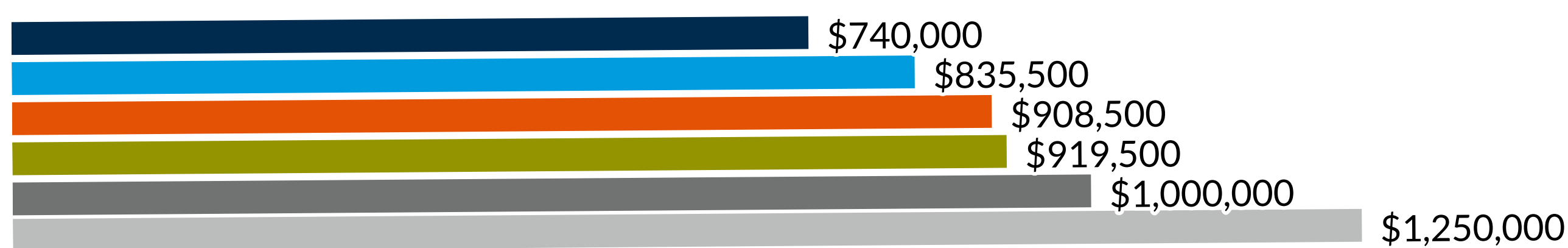
DAYS ON MARKET

Of the 377 sellers who sold in 2021, 70% reached agreement with a buyer in 8 days or less and sold for an average of 12.5% over seller's asking price. Of these 264 sales, just seven sold below asking price, 29 sold at seller's asking price, 100 sold for at least 15%, 43 sold for at least 25% and 12 sold for at least 35% of seller's asking price. Only 30% of homes took more than 8 days to sell in 2021 and did so for an average of 99.4% of seller's asking price and at average of 48 days on market. There is no doubt that when a home is priced strategically to solicit multiple offers in this market that by day 10 the answer is crystal clear if that was the right strategy.



PRICING TRENDS ON BAINBRIDGE: LAST 6 YEARS

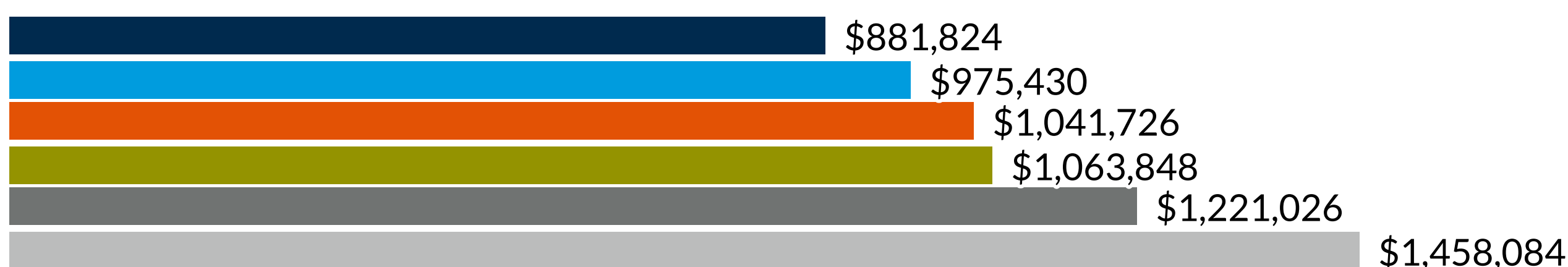
MEDIAN: Half of the homes on Bainbridge Island sold for more than \$1,250,000 in 2021 and half sold for less.



2016 2017 2018 2019 2020 2021

Median Sales Prices

AVERAGE: Prices vary widely on Bainbridge Island on a monthly basis given the wide range of prices, but on an annual basis this chart accurately portrays what we've felt happening to home prices.



2016 2017 2018 2019 2020 2021

Average Sales Prices



BAINBRIDGE ISLAND MARKET REPORT

2021 YEAR IN REVIEW

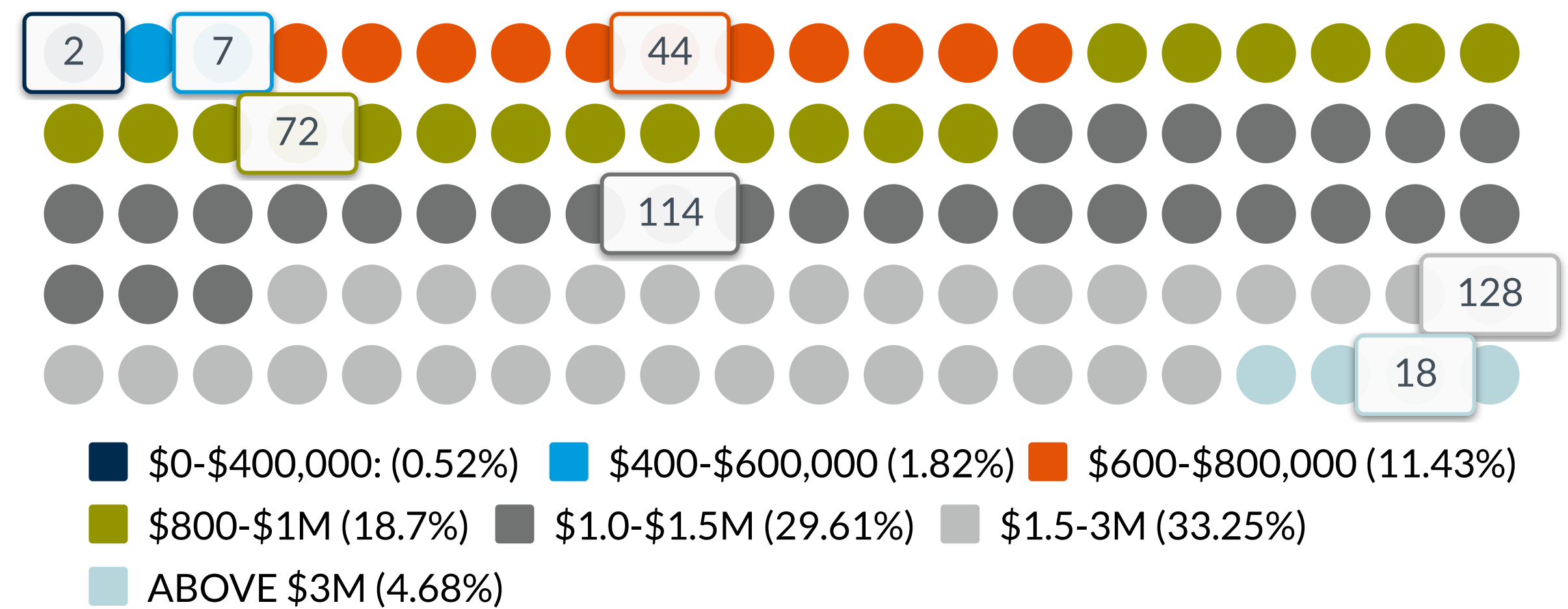
FINDINGS FROM THE FIELD

When the dust finally settled at the end of 2021, the average sale to list price ratio of a single family home on the island was 108.3%, well above the national average of 100.3%.

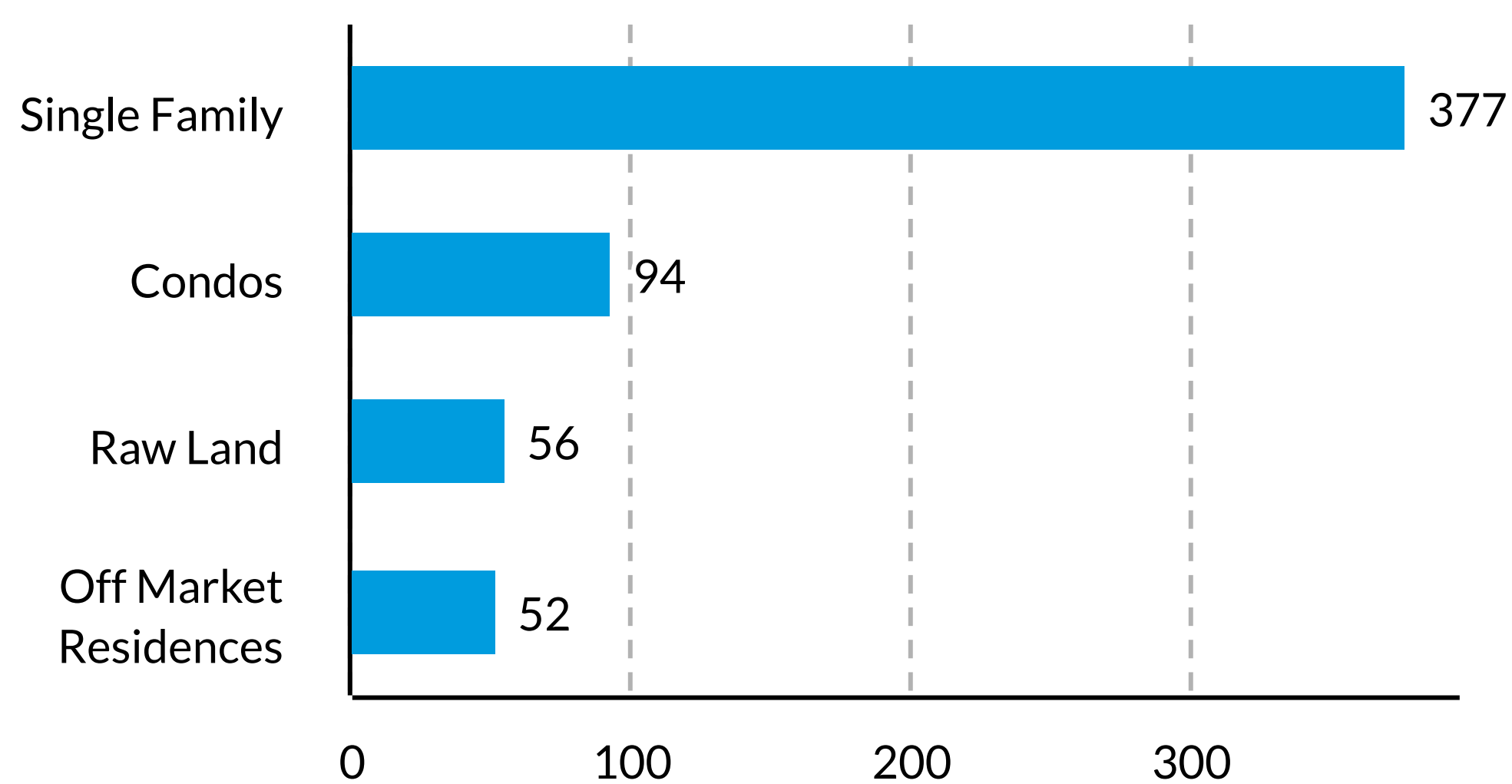
What may be the most telling figures are the dramatic increase in average sale price: from 2019 to 2020 the increase was about 15% and from 2020 to 2021 the average sale price increased about 20%, which translates to a home at the start of 2022 being 37% more expensive than it was just before the pandemic.

Put in real terms, this means a home worth a million dollars at the start of 2020 would now be selling for \$1,370,000, and a home worth two million dollars back then is now selling for about \$2,750,000. While those types of YOY increases are simply unsustainable and the market will certainly cycle again, the most recent market activity suggests it won't be anytime soon.

2021 Home Sale Price Range



NOTEWORTHY BAINBRIDGE ISLAND SALES



SINGLE FAMILY HOMES

Having sat at the corner of Winslow Way and Lovell Ave for over a hundred years, a decrepit home sold for 50% over asking price to a developer who will give the site new life. It will be exciting to see what happens here!

CONDOS

A commuter parking space in the secured garage at Harbor Square sold for \$51,000. The last one sold here was three years ago for \$45,000, showing this is one type of real estate that has not seen astronomical increases in market value.

RAW LAND

A small piece of recreational waterfront sold on Murden Cove for \$33,720 (not a typo). Believed to be unbuildable, this site is perfect for bonfires and storing paddleboards.

OFF MARKET SALES

There are more and more homes being sold in private party sales these days. With benefits to both parties in this type of transaction, most are still facilitated with real estate professionals representing the clients. I would be happy to share my experiences with you upon request.

ISLAND HOME SALES

\$7,600,000
HIGHEST PRICED SALE

\$205,000
LOWEST PRICED SALE

HIGHEST + LOWEST PRICED ISLAND HOMES SALES

MOST EXPENSIVE

With 206' of south-facing low-bank waterfront on Beans Bight near the coveted Country Club, this estate captures views from Seattle to Mount Rainier. The 7,063 square foot 4 bed / 3.25 bath home had an additional guest house, and included an elevator, sauna and multiple outdoor living spaces.

LEAST EXPENSIVE

Built in 1925, this 346 square foot cabin sits on 3/4 acre and does not have sewer or water to the property. I listed this home a few years ago and, during some feasibility studies, local professionals deemed it cost-prohibitive if not nearly impossible to bring these systems to the home.



Presented by Jason Shutt, M.Ed.
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Contact me today if you need help tackling your real estate needs.

