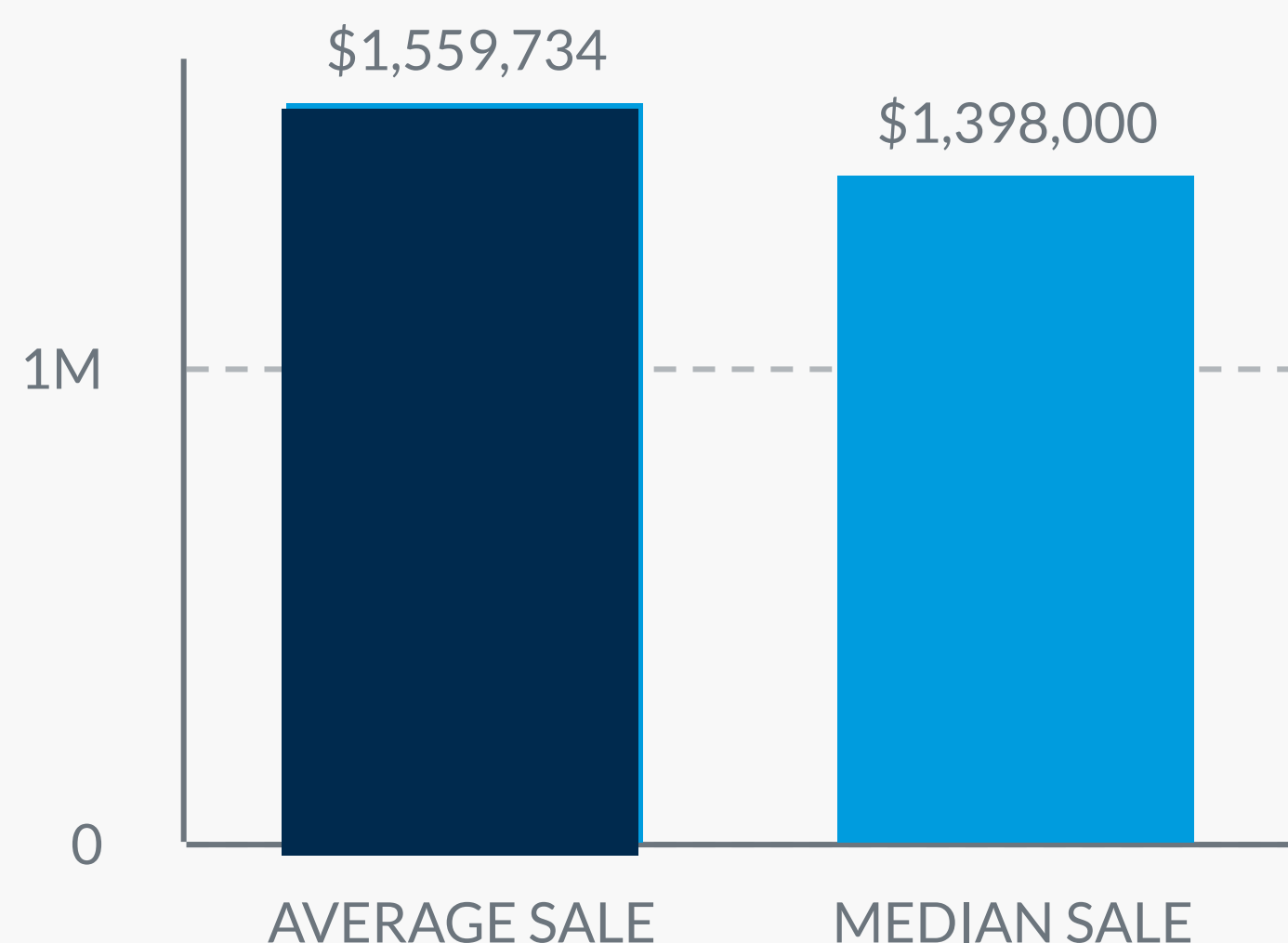




BAINBRIDGE ISLAND MARKET REPORT

2022 YEAR IN REVIEW

HOME PRICES 2022



MISC STAT & FACTS

36% of all Bainbridge Island home sales and **60%** of all condo sales in 2022 were to all CASH buyers

Prices per square foot ranged from \$256 to \$1,623. **The average was \$543.**

Sold homes ranged in size from 603 to 7,184 square feet. **The average was sf 2,894.**

Home sales ranged from 79.3% to 153.8% of seller's asking price. **The average was 105.7%.**

42% of homes sold for \$1,500,000 or more.



QUICK SNAPSHOT

SALES

There were just 279 single family home sales on Bainbridge Island in 2022, which was a YOY decrease of 34% and the first time below 300 since 2011 (the average between 2012 and 2019 was 405). While the sales volume of \$435,165,682 was down 21% YOY, it was about flat with the average over 2017-2019, highlighting the roughly 50% increase in average sale price since 2017. In the condo market, the 91 sales were about flat with the last 3 years and the \$82,156,843 in sales volume was an increase of 21% over the last four years.

INVENTORY

The 365 new listings (supply) was 25% less than the 5-year pre-pandemic average of 487 and 34% less than the 553 seen in 2008, 2010 and 2011. The 280 pending sales (demand) was the lowest since 2011's 251, and significantly lower than the average of about 400 seen from 2012-2019. Months of Supply – the measure of balance in the market with 4-6 being a balanced market – averaged 0.75 during the first half of 2022, and 1.8 during the second half with Oct/Nov/Dec all measuring 1.3. The aggregate annual average of 1.3 was the same as 2020 and half of the 7-year pre-pandemic average of 2.6. Read differently, 2022 ended as a strong seller's market.

DAYS ON MARKET

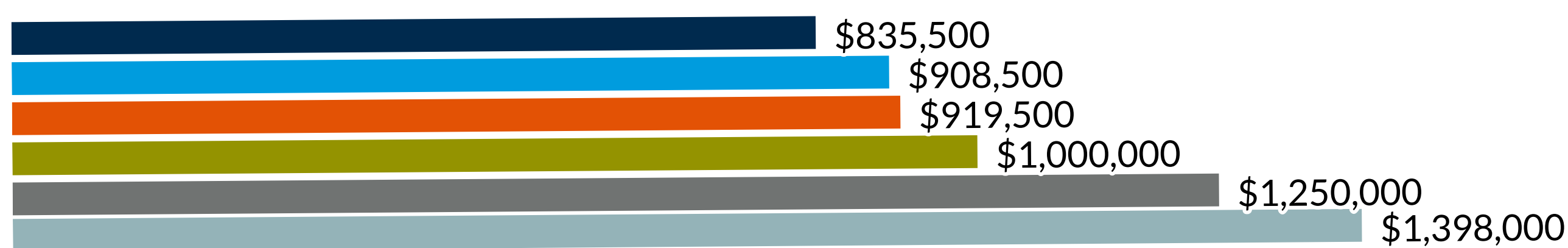
The pandemic brought us 26 straight months of at least half the homes selling in a week or less; the streak ended in July. The most noteworthy stat is 80% of homes sold in a week or less in the first half of the year, and just 30% did so in the second half. The last 5 months of 2022 saw a steady decrease down to 10% in December. And the frenetic bidding wars with sale prices averaging 16% over asking price... those days are gone.



PRICING TRENDS ON BAINBRIDGE: LAST 6 YEARS

MEDIAN: Half of the homes on Bainbridge Island sold for more than \$1,398,000 in 2022 and half sold for less.

The aggregate median sale price was up 11.8% YOY.

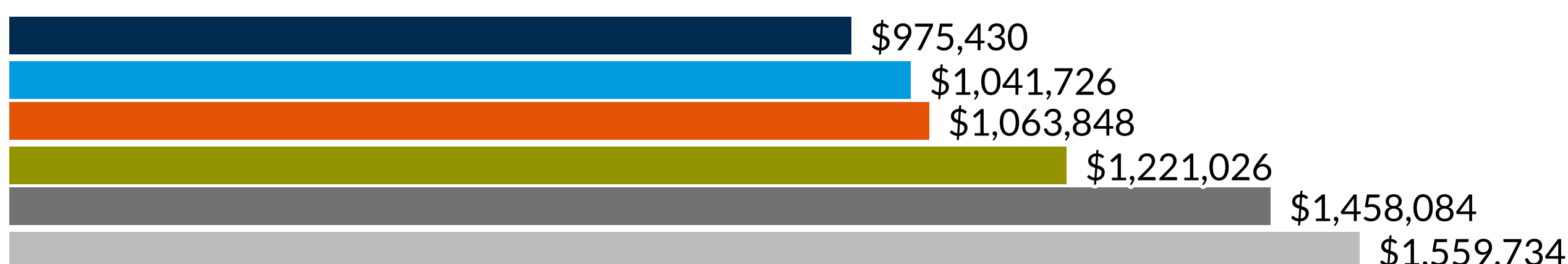


■ 2017 ■ 2018 ■ 2019 ■ 2020 ■ 2021 ■ 2022

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.

The aggregate average sale price was up 8.0% YOY.



■ 2017 ■ 2018 ■ 2019 ■ 2020 ■ 2021 ■ 2022

Average Sales Prices

FINDINGS FROM THE FIELD

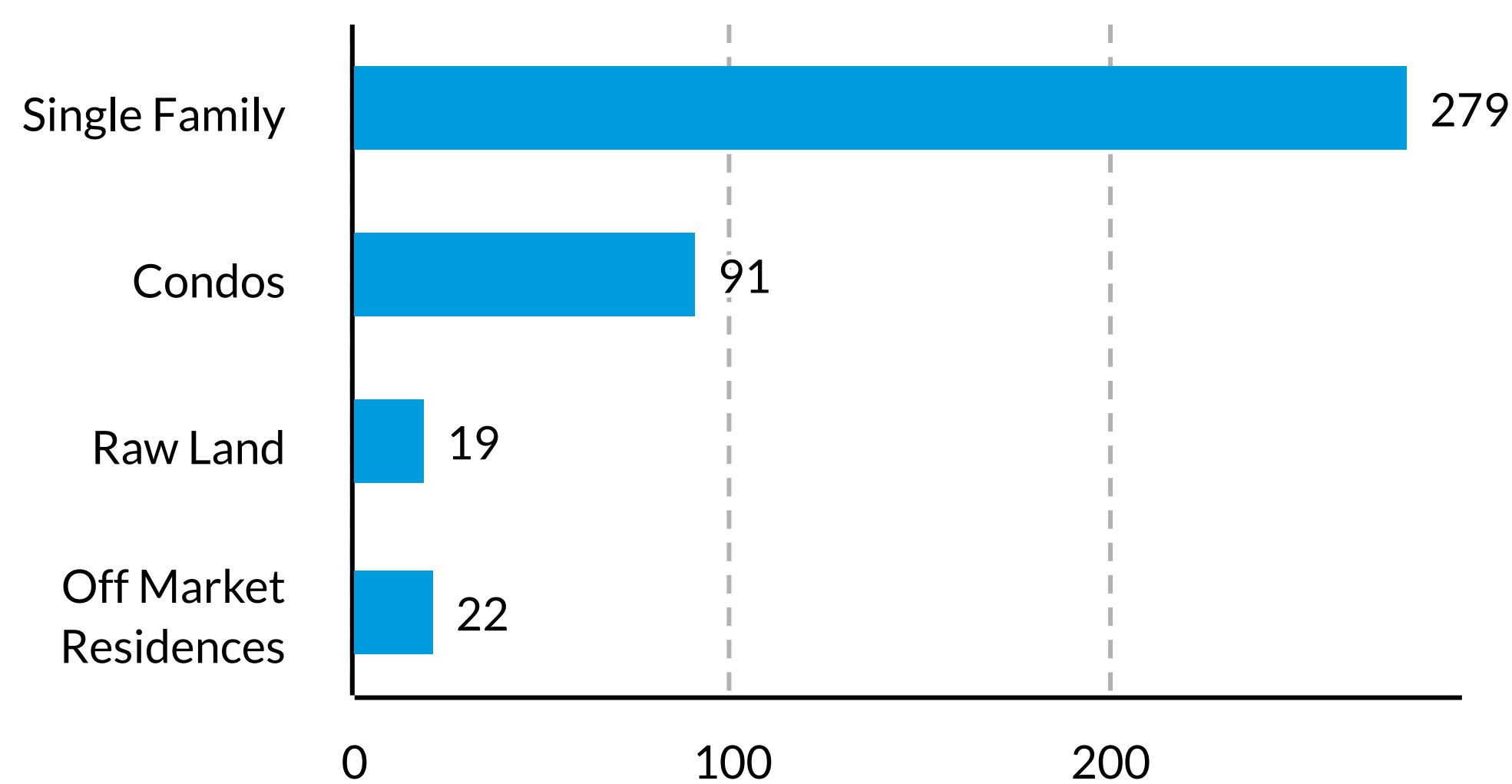
2022 started out faster and more furious than 2021 was, and the fierceness was beyond intense for the first half of the year, seeing a lot of irrational buying because of FOMO – fear of missing out. Then, the pregnant pause came.

Once the reality of a decreasing stock market, record-high inflation, increased home prices beyond fundamental affordability and interest rates higher than any time in recent memory all combined to a perfect storm of economic headwinds, the trajectory of the market shifted. Everyone knew it would happen, as market cycles do, but nobody predicted when and how fast.

By summer, as the winds were clearly changing direction, I was saying to clients that sellers wanted it to be 6 months ago so they don't miss the market, and buyers want it to be 6 months from [then] so they know where the market is going.

Well here we are, and I will keep preaching that the sky is not falling on real estate on the microeconomy of Bainbridge Island.

NOTEWORTHY BAINBRIDGE ISLAND SALES



SINGLE FAMILY HOMES

Having sat at the corner of Winslow Way and Lovell Ave for over a hundred years, a humble structure sold for 50% over asking price to a developer who will give the site new life.

CONDOS

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

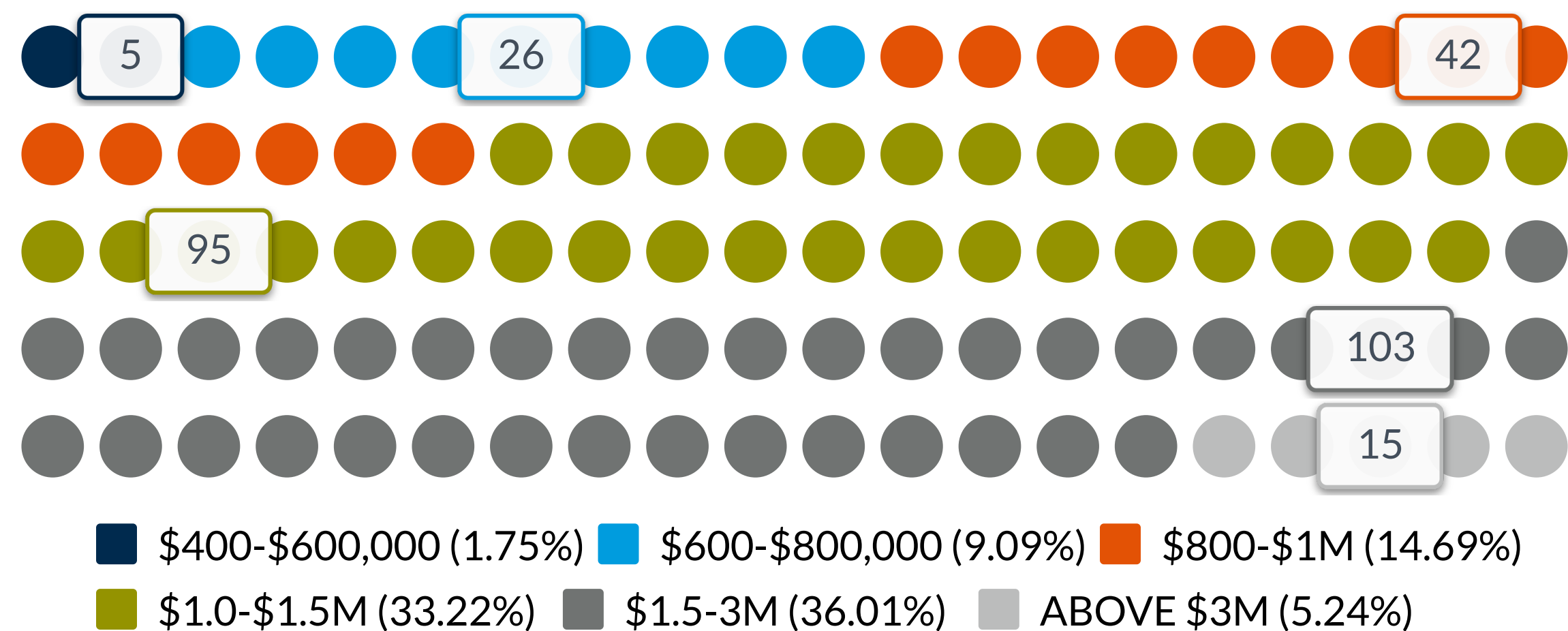
RAW LAND

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.

2022 Home Sale Price Range



ISLAND HOME SALES

\$5,800,000
HIGHEST PRICED SALE

\$450,000
LOWEST PRICED SALE

HIGHEST + LOWEST PRICED ISLAND HOMES SALES

MOST EXPENSIVE

Boasting 106' of low-bank waterfront and a view of the Seattle skyline and Cascade Mountains in desirable Wing Point, this iconic Ralph Anderson-designed home was just completely remodeled by Fairbank Construction. The 4,021 square foot 4 bed / 3.75 bath home offers extraordinary views from just about every room and includes a special garage just for electric vehicles.

LEAST EXPENSIVE

Once a part of the Lovgreen Dairy Farm, this nearly hundred year old 603 square foot one bed / one bath cottage on 1.5 acres took 15 days to sell, and did so for \$75,000 under its original asking price.



Presented by Jason Shutt, M.Ed.
Windermere Real Estate / BI, Inc.
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Jason Shutt, 98110 Realtor
206.399.3641 | www.jasonshutt.com
jason@jasonshutt.com

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