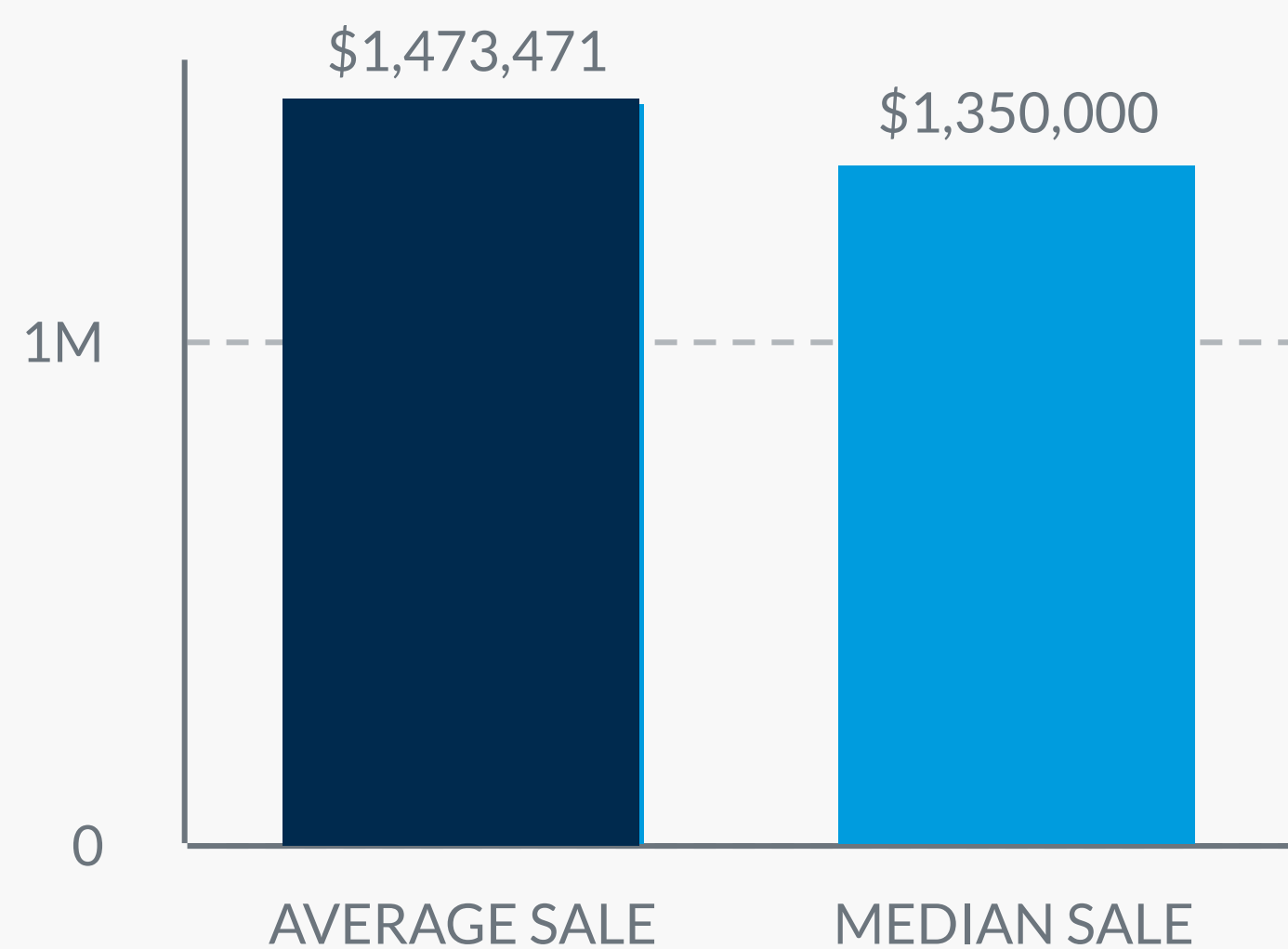




# BAINBRIDGE ISLAND MARKET REPORT

## OCTOBER 2022

### HOME PRICES OCTOBER 2022



### MISC STAT & FACTS

**19%** of all Bainbridge Island home sales and **81%** of all condo sales were to all CASH buyers

Prices per square foot ranged from \$342 to \$1,097. **The average was \$561.**

Sold homes ranged in size from 1,608 to 4,973. square feet. **The average was 2,732 sf.**

Home sales ranged from 79.3% to 105% of seller's asking price. **The average was 96.7%.**

**69%** of homes sold for \$1,000,000 or more.



### QUICK SNAPSHOT

#### SALES

The headline for October is this: the number of sales has dropped significantly and several metrics are showing how slow things are getting. There were 16 home sales on Bainbridge Island this month, which is 50% fewer than the 3-year average of the pre-pandemic years of 2017-2019. While both the average and median sale prices are still up YTD (12.4% and 17.3%, respectively), the monthly YOY increases are decreasing as we may be giving back some of the gains from early 2022 (11.6% YOY for October vs 45% YOY in May).

#### INVENTORY

The 17 new listings (supply) was down 35% MOM, down 41% YOY, and 45% less than the 3-year average for the pre-pandemic period from 2017-2019. Simply put, our low inventory woes continue, which hopefully will keep prices relatively stable. The 18 pending sales (demand) was an 18% decrease MOM and down 14% YOY, and a whopping 50% less than the 3-year pre-pandemic average. The Months of Supply – a strong indicator of the balance in the market – increased dramatically MOM from 1.9 to 2.8; this is the highest monthly figure since the 4.2 in March of 2019 and getting us closer to the 4-6 in Puget Sound that feels more like a buyer's market. It's worth noting the annual average for Months of Supply hasn't been over 4.0 since 2012, when it was 6.1 (YTD average is 1.3).

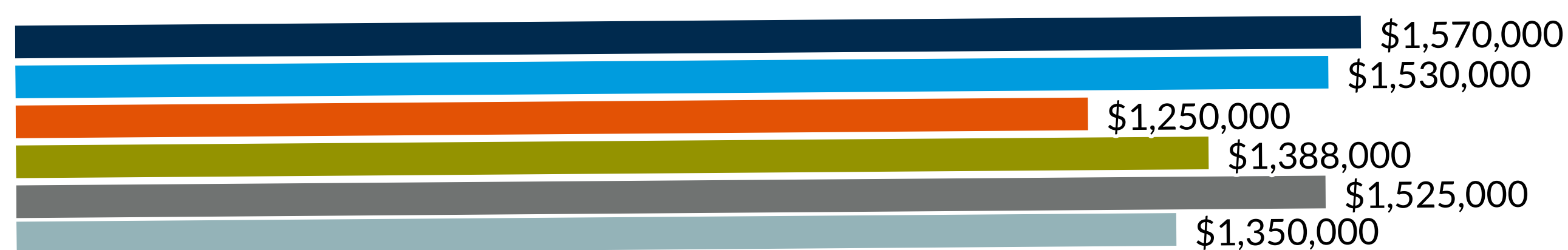
#### DAYS ON MARKET

Of the 16 homes that sold in October, "just" 5 sold in 7 days or less and for an average of 1.5% over seller's asking price. The percentage of homes selling in a week is continuing its decrease, as is the average over-asking sale price. The 11 sales that took more than 7 days to sell had an average market time of 55 days and closed for an average of 94.5% of seller's asking price - a figure showing how much negotiation power buyers are starting to have on a seller's asking price.



### PRICING TRENDS ON BAINBRIDGE: LAST 6 MONTHS

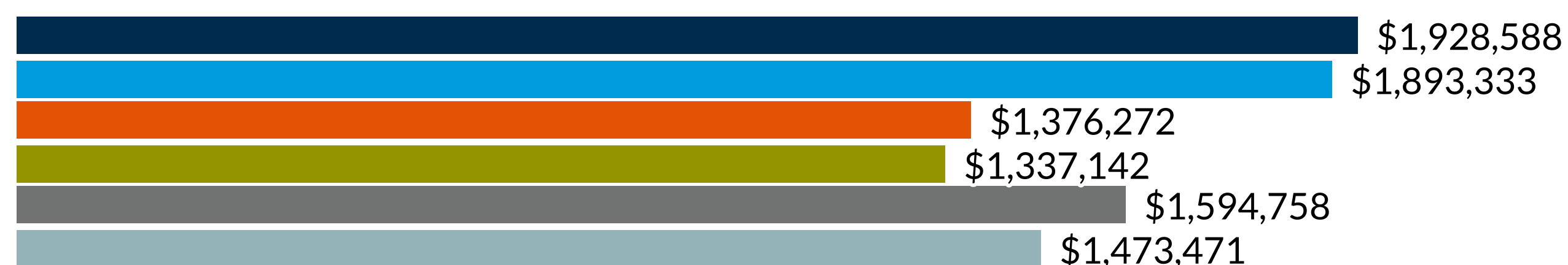
**MEDIAN:** Half of the homes on Bainbridge Island sold for more than \$1,350,000 in October and half sold for less.



■ May ■ Jun ■ Jul ■ Aug ■ Sep ■ Oct

Median Sales Prices

**AVERAGE:** Prices vary widely on Bainbridge Island on a monthly basis given the wide range of prices and small sample sizes.



■ May ■ Jun ■ Jul ■ Aug ■ Sep ■ Oct

Average Sales Prices

## FINDINGS FROM THE FIELD

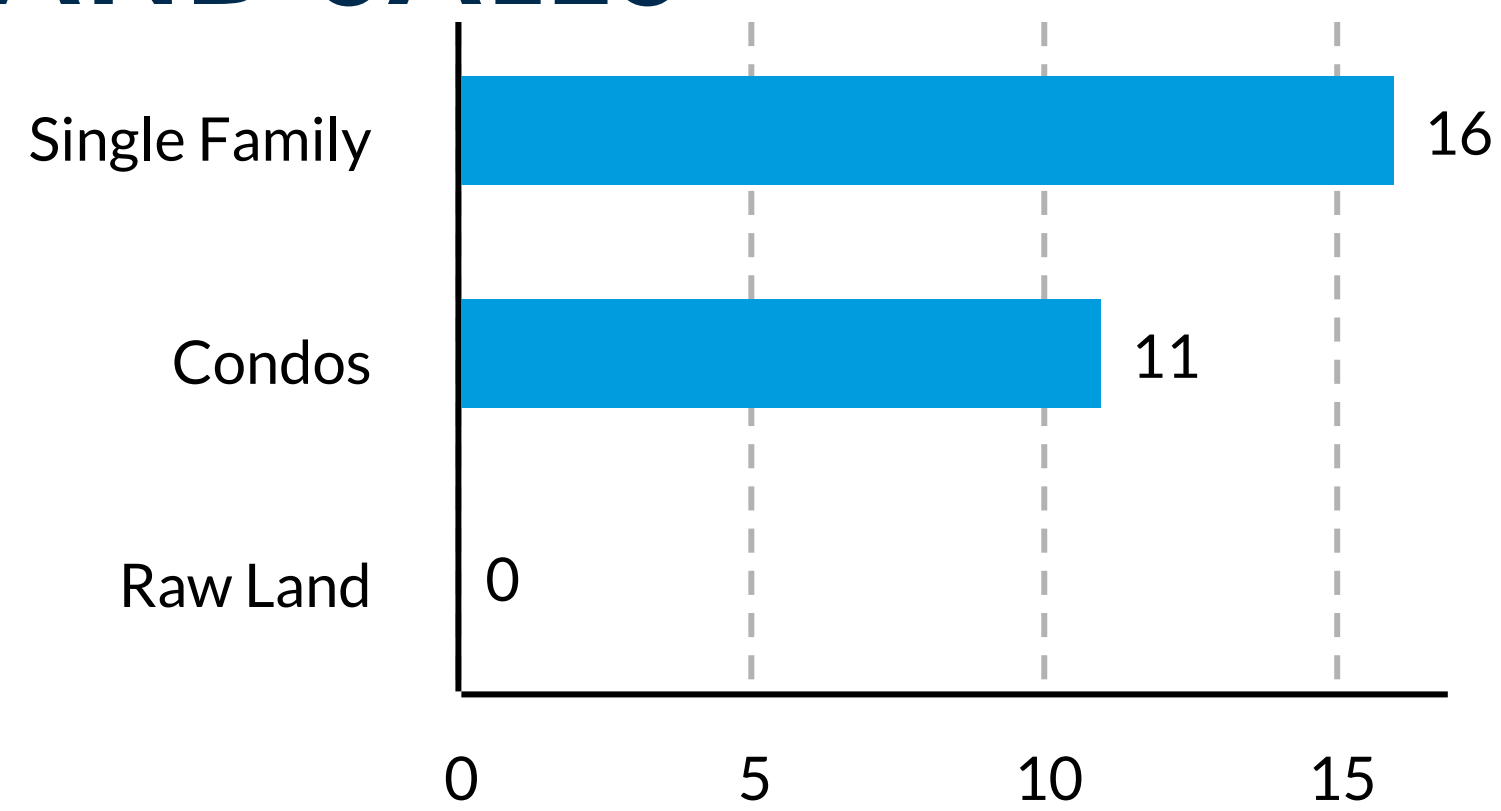
Back in July I analogized that a motorcycle, like the housing market's scorching pace, can't safely continue at 125 mph forever. I recently dug for some data on what I call the Frenzy Factor: a combination of the number of homes that sell in a week or less every month in combination with the average over-asking price. What I found is astounding:

- We just witnessed 26 straight months of at least half the homes selling in a week or less.
- The peak of the frenzy was the four months from February to May 2022. An average of 81% of newly listed homes sold in less than a week and did so for an average of 18% over the seller's asking price.
- To show how pronounced the recent slowdown is, the last three months (August to October) saw "just" a third of newly listed homes selling that fast, and for an average of "only" 3.2% over the asking price.

We're not crashing, and persistently low supply should stabilize prices as there is still demand by qualified buyers. As for other changes, buyers are back to getting contingencies accepted. That's really not a bad thing, is it?

To quote one recent new buyer-client: "The irrational times are over, and it's our turn to be able to buy while making good decisions." So whether this is a new normal, or a return to the old normal, I'm welcoming it.

## NOTEWORTHY BAINBRIDGE ISLAND SALES



### SINGLE FAMILY HOMES

*A sun-filled waterfront retreat on 61' of pristine Point Monroe shoreline sold at \$60,000 over asking price, for \$1,810,000. Offering one of the island's best spots for kayaking, paddle boarding and beach combing, the home is graced with wide-plank fir floors, cedar planked walls, floor-to-ceiling windows and a tastefully updated kitchen. This oasis is a haven for watching eagles, osprey, orcas, sea lions and porpoises as well as the breathtaking views to the Olympic and Cascade Mountain ranges.*

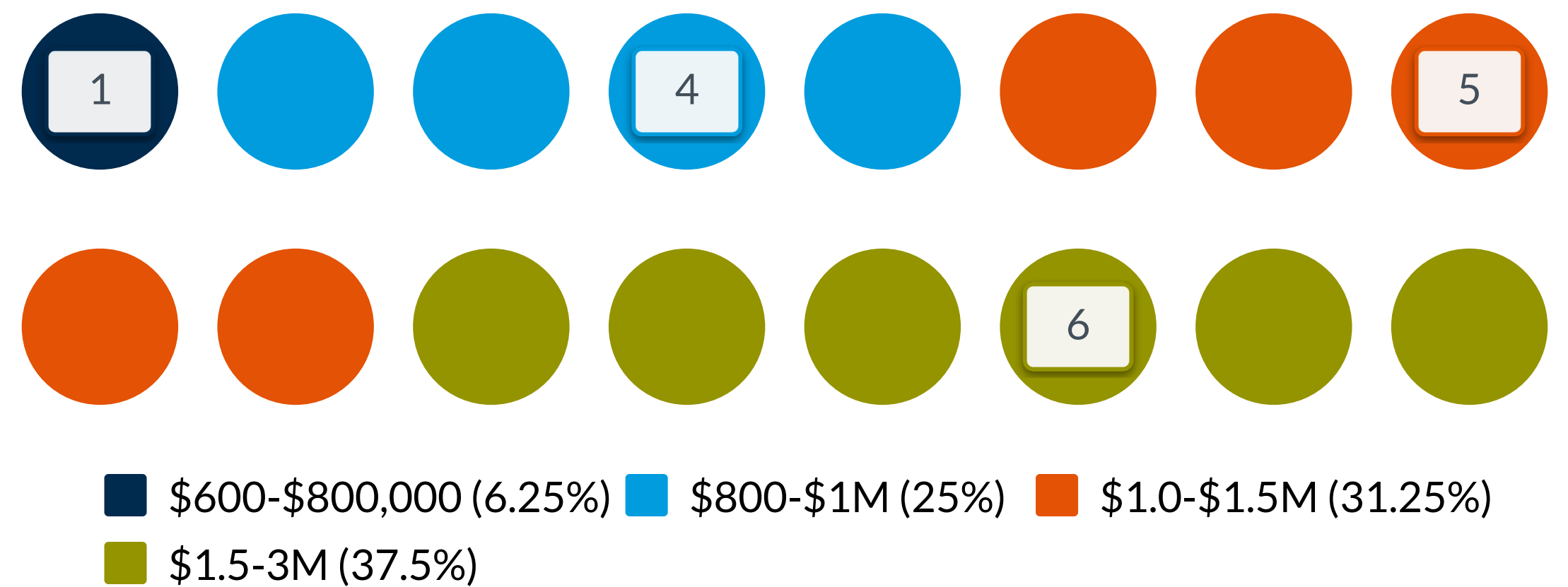
### CONDOS

*A highly sought after Harbourside Condominium, located in the vibrant Marina District next to The Pub and Red Pine Park sold for \$1,180,000. The 2 bed / 1.75 bath, 1,484 square foot end unit is wrapped in sunny south facing windows and its French doors open to a large wrap-around covered deck overlooking manicured gardens with views of Eagle Harbor.*

### RAW LAND

*There were no vacant land sales this month.*

## October Home Sale Price Range



## ISLAND HOME SALES

**\$2,600,000**

HIGHEST PRICED SALE

**\$765,000**

LOWEST PRICED SALE

## HIGHEST + LOWEST PRICED ISLAND HOMES SALES

### MOST EXPENSIVE

On a private, peaceful lane on the Island's south end, a contemporary 3 bed / 3 bath home offered dazzling views of Puget Sound, maritime traffic and Mt. Rainier. Designed by RHO Architects and constructed by premier builder Jim Hobbs, the 2,368 square foot home listed for \$2,498,000 and sold in 2 days with multiple offers.

### LEAST EXPENSIVE

After an original list price of \$1,100,000, the NW Contemporary waterfront home in Rolling Bay took that sits on 193' of low bank bulkheaded sold after 32 days on market. Offering spectacular views from Mt Baker to downtown Seattle, the location is ideas for beachcombing in the sand, gorgeous sunrises, harvest moons, and incredible mesmerizing diverse marine traffic.



Presented by Jason Shutt, M.Ed.  
Windermere Real Estate / BI, Inc.  
Data provided by NWMLS  
Copyright 2022 | All Rights Reserved

Jason Shutt, 98110 Realtor  
206.399.3641 | www.jasonshutt.com  
jason@jasonshutt.com

Contact me today if you need help tackling your real estate needs.

