



**W COLLECTION**  
WINDERMERE

[WbyWindermere.com](http://WbyWindermere.com)



## W COLLECTION

WINDERMERE

As your trusted Luxury Advisor, I am honored to present you with this exclusive selection of W Collection properties. While I have the privilege of representing some of these homes, others are represented by my esteemed peers.

Windermere has a long tradition of success, and the W Collection program exemplifies this tradition in every detail, offering the ultimate platform to showcase outstanding properties to the most discerning buyers.

Our dedication to the luxury real estate market goes beyond the listings we represent. In the pages of this publication you will also find a 2024 housing market forecast from Windermere Chief Economist Matthew Gardner.

If any of the following homes capture your imagination, or if you'd like more information about the real estate market, feel free to contact me anytime.



**Vesna Somers**

BAINBRIDGE ISLAND

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AVAILABLE & SOLD  
W COLLECTION  
PROPERTIES

● AVAILABLE PROPERTIES ● SOLD PROPERTIES

To view our entire collection of solds, visit [wbywindermere.com](http://wbywindermere.com)



# REMARKABLE LISTINGS



HUNTS POINT | #2137083 | \$70,000,000



BELLEVUE | #1911304 | \$26,000,000



HUNTS POINT | #2156530 | \$23,725,000



# REMARKABLE LISTINGS



SEATTLE | #1979667 | \$11,999,000



BELLEVUE | #2158709 | \$10,500,000



KIRKLAND | #2129374 | \$9,000,000



SAMMAMISH | #2049821 | \$7,800,000



SAMMAMISH | #2046309 | \$10,450,000



BELLEVUE | #2127958 | \$9,950,000



SAMMAMISH | #2067611 | \$7,498,000



ISSAQUAH | #2067197 | \$6,999,888



# REMARKABLE LISTINGS



SEATTLE | #2073270 | \$6,500,000



SEATTLE | #2126426 | \$5,995,000



ANACORTES | #2047047 | \$5,300,000



NORMANDY PARK | #2137000 | \$5,100,000





SEATTLE | #2158952 | \$5,500,000



MERCER ISLAND | #2159581 | \$5,499,988



WOODINVILLE | #2165081 | \$4,595,000



KIRKLAND | #2166099 | \$4,500,000



# REMARKABLE LISTINGS



SEATTLE | #2136352 | \$4,400,000



KIRKLAND | #2056174 | \$4,398,000



SEATTLE | #2154232 | \$3,500,000



OAK HARBOR | #2139800 | \$3,388,000



SEATTLE | #2157021 | \$3,995,000



SEATTLE | #2138015 | \$3,780,000



REDMOND | #2153388 | \$3,250,000



FREELAND | #1982256 | \$3,200,000



# NOTABLE SALES



1. **KIRKLAND** Sold for \$10,400,000
2. **SEATTLE** Sold for \$3,500,000
3. **WOODINVILLE** Sold for \$4,825,000
4. **KIRKLAND** Sold for \$10,500,000

5. **MEDINA** Sold for \$10,750,000
6. **SEATTLE** Sold for \$3,170,000
7. **SEATTLE** Sold for \$3,300,000
8. **BAINBRIDGE ISLAND** Sold for \$4,350,000





# NOTABLE SALES



- 9. **NORMANDY PARK** Sold for \$5,850,000
- 10. **SEATTLE** Sold for \$4,395,000
- 11. **KIRKLAND** Sold for \$4,350,000
- 12. **SAMMAMISH** Sold for \$4,430,000

- 13. **SHORELINE** Sold for \$4,530,000
- 14. **BELLEVUE** Sold for \$4,500,000
- 15. **SEATTLE** Sold for \$3,350,000
- 16. **BAINBRIDGE ISLAND** Sold for \$4,250,000



10



12



11



16



**Matthew Gardner**  
CHIEF ECONOMIST  
Windermere Real Estate

Matthew Gardner has over 30 years of professional experience both in the U.S. and U.K. In addition to his day-to-day responsibilities, Matthew sits on the Washington State Governors Council of Economic Advisors; chairs the Board of Trustees at the Washington Center for Real Estate Research at the University of Washington; and is an Advisory Board Member at the Runstad Center for Real Estate Studies at the University of Washington where he also lectures in real estate economics.

# THE GARDNER FORECAST

As Windermere's Chief Economist, Matthew Gardner analyzes and interprets economic data and its impact on the real estate market on both a local and national level. On the opposite page, Matthew provides a snapshot of his 2024 economic and housing forecast for the Puget Sound region. For more analysis from Matthew, please visit [Windermere.com/Economics](https://www.windermere.com/Economics).



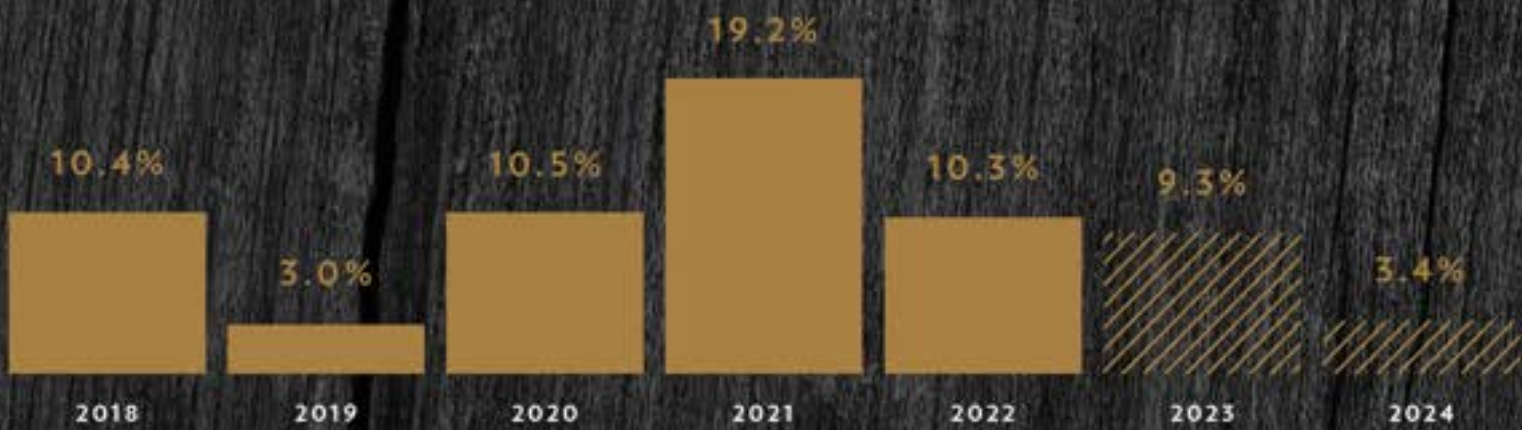


# 2024 HOUSING MARKET FORECAST GREATER SEATTLE

## SINGLE-FAMILY HOME PRICE GROWTH

During the pandemic, home prices skyrocketed, largely thanks to historically low mortgage rates. Although rates started to rise in 2022, the market continued to experience price growth that was well above average, which will still be the case in this year due to a supply-starved market.

However, far higher financing costs are going to remain for longer than initially thought and this, combined with persistent affordability constraints, will lead to a significant slowdown in price growth in 2024.



(Change in median sale prices for single-family resale homes in King, Pierce, and Snohomish counties)

## SINGLE-FAMILY HOME SALES



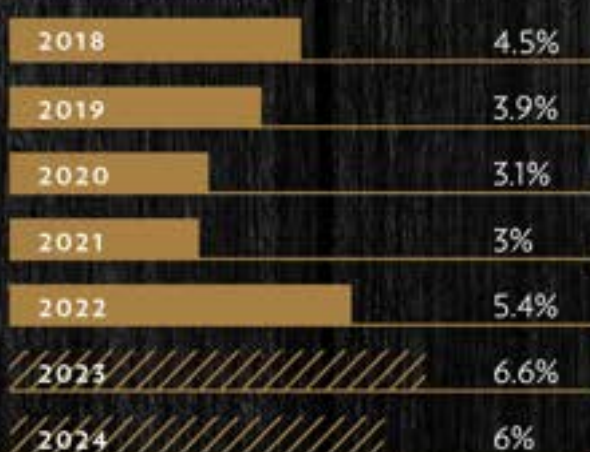
(Single-family resale closed sales in King, Pierce, and Snohomish counties)

Low interest rates combined with pandemic-driven demand led home sales in 2021 to rise to a level not seen since 2005, but the market has since slowed significantly due to severe supply limitations. This hit the market hard in 2022, and I expect sales in 2023 to be even lower.

The supply shortage is a function of the "lock-in" effect, as over 85% of mortgaged homeowners have rates below 5%. Homeowners are reluctant to sell and buy something new due to the financial shock that would come with losing their historically low mortgage rate for something in the 6% or 7% range.

This will continue to impact home sales in the coming year, but I expect rates to start softening, which will result in a modest rise in transactions in 2024.

## MORTGAGE RATES (AVG. 30-YEAR CONVENTIONAL FIXED)



This year, mortgage rates briefly hit a level that had not been seen in over two decades and I expect the average rate in 2023 will be the highest seen since 2001.

Rates on 10-year bonds, which are the basis for mortgage rates, are at 2007 levels. Given nervousness in the banking sector and significant new bond issuances going forward, mortgage rates will remain far higher than buyers have become used to. That said, Fed tightening is having the desired effect of slowing the U.S. economy. As inflation continues to pull back, bond yields should follow, which will allow mortgage rates to drop.

Although I expect rates in 2024 to remain higher than buyers would like, they should fall to around 5.5% by the end of the year.



All W Collection homes are marketed via Luxury Portfolio International® (LPI), the luxury division of Leading Real Estate Companies of the World®, which is responsible for more U.S. home sales (by dollar volume) than any other real estate network, franchise or brokerage brand. LPI attracts a global audience and markets over 50,000 of the world's most remarkable homes annually on [luxuryportfolio.com](http://luxuryportfolio.com).

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**\$41 BILLION MORE**  
**IN HOME SALES**  
THAN OUR CLOSEST COMPETITOR

Leading Real Estate Companies of the World®  
(Includes Windermere Sales)

**\$353B**

Keller Williams

**\$312B**

Coldwell Banker

**\$233B**

Sotheby's International Realty

**\$124B**

Berkshire Hathaway Home Services

**\$120B**

RE/MAX

**\$97B**

Century 21

**\$32B**

HomeSmart International

**\$30B**





## WE MARKET YOUR PROPERTY TO THE WORLD

Windermere's **W Collection** properties are promoted to international buyers on websites such as **LuxuryPortfolio.com**, **WallStreetJournal.com**, **JamesEdition.com**, **MansionGlobal.com**, **Juwai.com**, **Waijule.com** and **Financial Times**. Through these sites we market your property to high-net-worth homebuyers around the world.



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JOURNAL.**

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