

Waterfront Reflections

June 2008

18th Annual Salt Waterfront Sales Report

Dear Salt Waterfront Owners,

2008 has been a very interesting year so far in the waterfront sales arena. To date there have been 14 salt waterfront sales in which I was involved in seven. That represents a decrease over last year when 25 properties had sold through the same time period.

SALT WATERFRONT PROPERTY SALES FOR THE LAST FIVE YEARS

	Cooper Point	Steamboat Is. Peninsula	Boston Harbor/ South Bay	Johnson Point	TOTALS
Total Number of Properties	501	864	440	458	2263
Sales – 2003	26	41	21	15	103
Sales – 2004	17	3	12	11	75
Sales – 2005	19	35	14	11	79
Sales – 2006	17	18	15	24	74
Sales – 2007	13	24	13	11	61
Total Sales Last 5-Years	92	153	75	72	392

2007 SALT WATERFRONT HOME SALES

	Cooper Point	Steamboat Is. Peninsula	Boston Harbor/ South Bay	Johnson Point	TOTALS
Under \$700,000	3	13	4	5	25
\$700,000-799,999	3	1	2	1	7
\$800,000-899,999	1	2	2	1	6
\$900,000-999,999	1	2	0	2	5
\$1-2 Million	3	1	1	0	5
\$2-3 Million	1	0	0	0	1
\$3-4 Million	0	0	0	0	0
TOTALS	12	19	9	9	49

Note how the average home sales differ on each peninsula:

\$1,021,775	\$650,260	\$665,444	\$592,000
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Of course, averages can be skewed by significantly higher or lower sale prices, but the trends are interesting to note. In the end, your market value is not solely predicated upon which peninsula your property is located. What counts is a combination of location, size, quality, beach and view!

TAXES & ASSESSED VALUES: When the new assessed values were released November 2007, I received dozens and dozens of calls from upset waterfront owners complaining about huge and unfair increases in assessed values (the average increase varied from a low of about 25% to a high of 57%). Several of you asked for site visits to determine whether true market value was anywhere close to the new assessed values. In the past it was almost unheard of to see assessed values exceed true market value---but this fall and winter I found more and more of that.

MORTGAGE DEBACLE: A bigger threat to a robust waterfront market than high taxes is the impact on affordability given the tightening of money and higher jumbo interest rates. It remains to be seen how big a factor this will be in 2008.

SUPPLY & DEMAND: Despite grim news on the national front, though, our market continues to plug along with steady small increases in market values. What has changed significantly is an almost doubling of available homes for sale at any one time over recent years past. The increase in available inventory for sale has done more to calm the waterfront market than any other factor. Demand has remained steady but supply has outstripped it.

THE 18th ANNUAL SALT WATERFRONT SALES REPORT showing the 2007 sales is attached. The pages list the most recent sales on each of our four peninsulas, organized with the most recent sale appearing at the top of the page.

I have been involved in marketing Olympia's waterfront properties for over a decade. I stay on top of the trends. You can also be fully apprised of the nuances of the waterfront any time you'd like by visiting my website www.OlympiaWaterfront.com
You'll find weekly updates showing available properties for sale, and also a roster of every recent sale.



Spence Weigand, REALTOR
Olympia's Salt Waterfront Expert

For the most current waterfront updates visit:
www.OlympiaWaterfront.com

