

**An Interview
with Feellinks**

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REAL ESTATE EAST





GREETINGS

Winter!



In the realm of real estate, 2023 has been an unpredictable roller coaster. In the past month, we successfully secured contracts for the majority of our listings and had the privilege of representing numerous buyers in finding their new homes. Among them, we navigated a new construction presale and, interestingly, submitted a preemptive (or “exploding”) contract, recognizing the potential for multiple offers based on market indicators. We wanted to proactively address this competitive situation, resulting in the most positive outcome.

Inventory continues to be exceptionally constrained, leaving many buyers in a challenging quest to find their dream homes. We expect these trends to continue through the balance of 2023 and into Q1 2024.

Regarding interest rates, there’s a glimmer of hope on the horizon. In the first week of November, the Federal Reserve decided not to make further upward adjustments to rates. As a result, we’ve seen a welcomed decrease in mortgage interest rates. Looking ahead, the consensus suggests that the Fed will maintain this rate at their upcoming meeting on December 13—a prospect we are eagerly hoping for.

Forecasts for 2024 are encouraging. Fannie Mae predicts that 30-year mortgage rates will hover in the range of 6.7-7.1%. The Mortgage Broker’s Association anticipates a drop to 6.1% by the end of 2024, and the National Association of Realtors is even more optimistic, forecasting a decline to 6%. This bodes well for the real estate market, especially as many potential buyers have been awaiting more favorable rates. With limited inventory growth expected this year, we foresee increased competition among buyers, solidifying a robust seller’s market.

Real estate is consistently hyper-local, emphasizing the necessity of a dedicated advocate equipped with deep market insights to help you achieve your objectives. If you have any inquiries or need support with your real estate endeavors, please don’t hesitate to get in touch. We are here to assist you – and always at the ready to help!

Warm regards, Michele

As we embrace the vibrant essence of Autumn in the stunning Pacific Northwest, we are thrilled to present the latest real estate statistics and shed light on noteworthy developments in our region.

Minus the frequent rain, this season holds a special place in our hearts. It welcomes cooler temperatures, trees donning their breathtaking autumnal hues, the anticipation of holidays, and a shift towards gratitude and optimism as we approach 2024.

As I draft this note, I find myself soaring to New York City, en route to celebrate alongside 100 esteemed colleagues. We gather to honor the top 100 Real Estate Brokers and Teams worldwide at Sotheby’s International Realty. This opportunity humbles and excites me, as I look forward to learning and sharing laughs with this exceptional group of individuals. Sotheby’s is more than just a global network; it’s a close-knit worldwide family that I have chosen and come to love. I can’t wait to share the details of this journey in my next newsletter!

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NEIGHBORHOOD SPOTLIGHT

The Lakes



Scan the code for more **MERCER ISLAND** market trends.

Welcome to The Lakes, an exquisitely planned residential community nestled within Mercer Island's South End neighborhood. This picturesque enclave seamlessly blends the serenity of natural beauty with unmatched convenience. For those in search of a genuine "neighborhood" atmosphere, The Lakes is the ideal community to explore.

WHAT'S HAPPENING IN THE MARKET

AVG. PRICE PER SQ. FT.

\$831

OCTOBER 2023
-13% FROM OCTOBER 2022

AVG. SALES PRICE

\$2.7M

OCTOBER 2023
-18.4% FROM OCTOBER 2022

AVG. DAYS ON MARKET

8

OCTOBER 2023
-52.9% FROM OCTOBER 2022

OF HOMES SOLD

15

OCTOBER 2023
+7.1% FROM OCTOBER 2022

Want more about the The Lakes market? Talk about trends in your neighborhood? Give me a ring—I'm always happy to dive into data.

THE LIFESTYLE OF

The Lakes

Experience Tranquil Living with Unmatched Convenience at The Lakes



The Lakes' prime location is the main draw for incoming families. Numerous walking paths and trails provide convenient shortcuts for children attending Lakeridge Elementary and Islander Middle schools, as well as easy access for residents walking to and from nearby neighborhoods. Furthermore, the community is just a stone's throw away from South End shopping, restaurants, the Mercer Island Country Club, and Pioneer Park.



Come Halloween, The Lakes transforms into Mercer Island's most sought-after trick-or-treating destination, with community members going all out to adorn their homes with elaborate decorations for the occasion.

Whether you are in search of a strong sense of community, excellent schools, a thriving social scene, or a convenient lifestyle, The Lakes offers it all. Join this close-knit community that cherishes family, nature, and connectivity.

Comprising around 100 Traditional Buchan homes constructed between 1986 and 1988, this community is centered around a system of man-made lakes that inspired its name. Homes range from about 2,300SF ramblers to much larger 4,000 square foot homes, many of which have been substantially remodeled. Many of the homes front one of the five small lakes within the community, while some near the rear of the community offer picturesque views of Lake Washington!

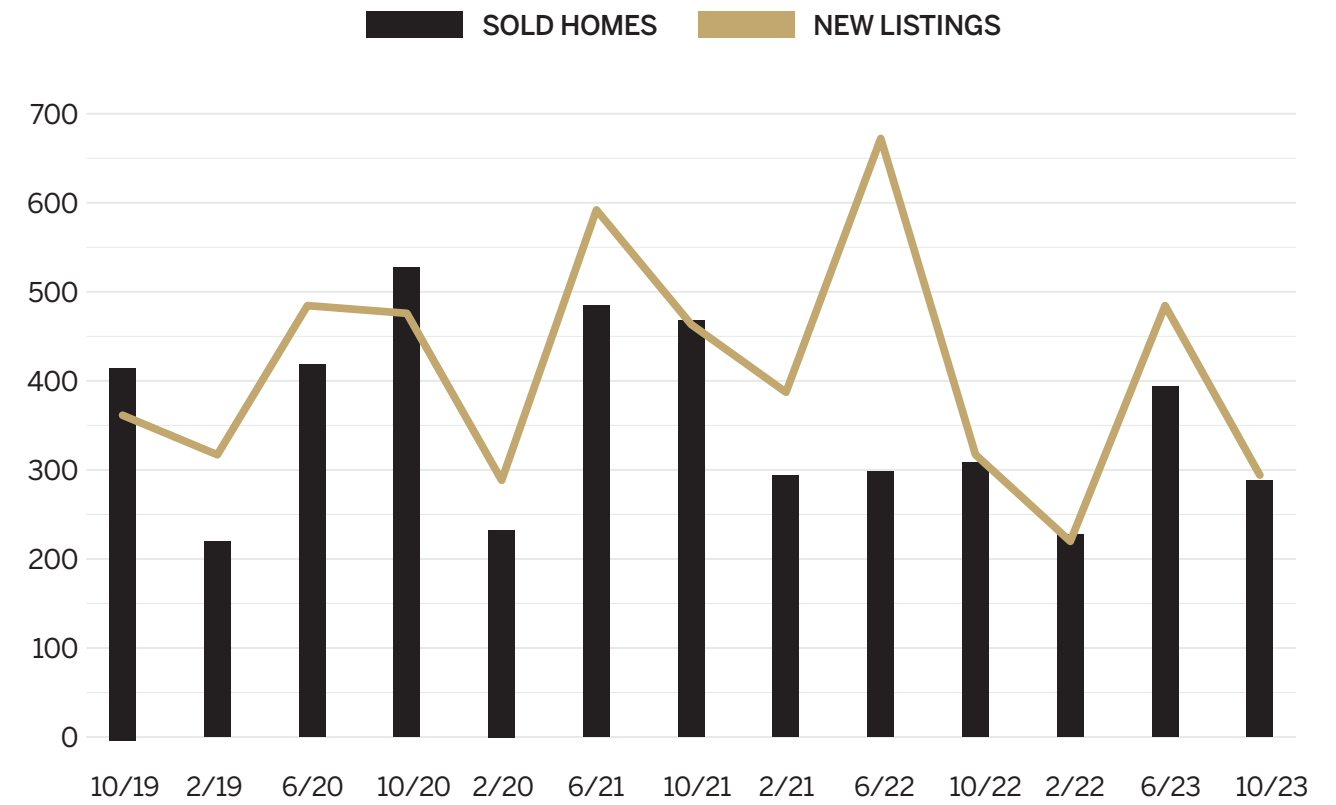
Interestingly, we have seen zero homes sell in the Lakes this year, but have one home that just recently went pending. On average, we see 4-5 homes per year trade in the Lakes.

Are you ready to find your dream home or seek a new owner for your beloved property in The Lakes? We do have active buyers looking to purchase in the neighborhood—so please reach out if you might be interested in selling!

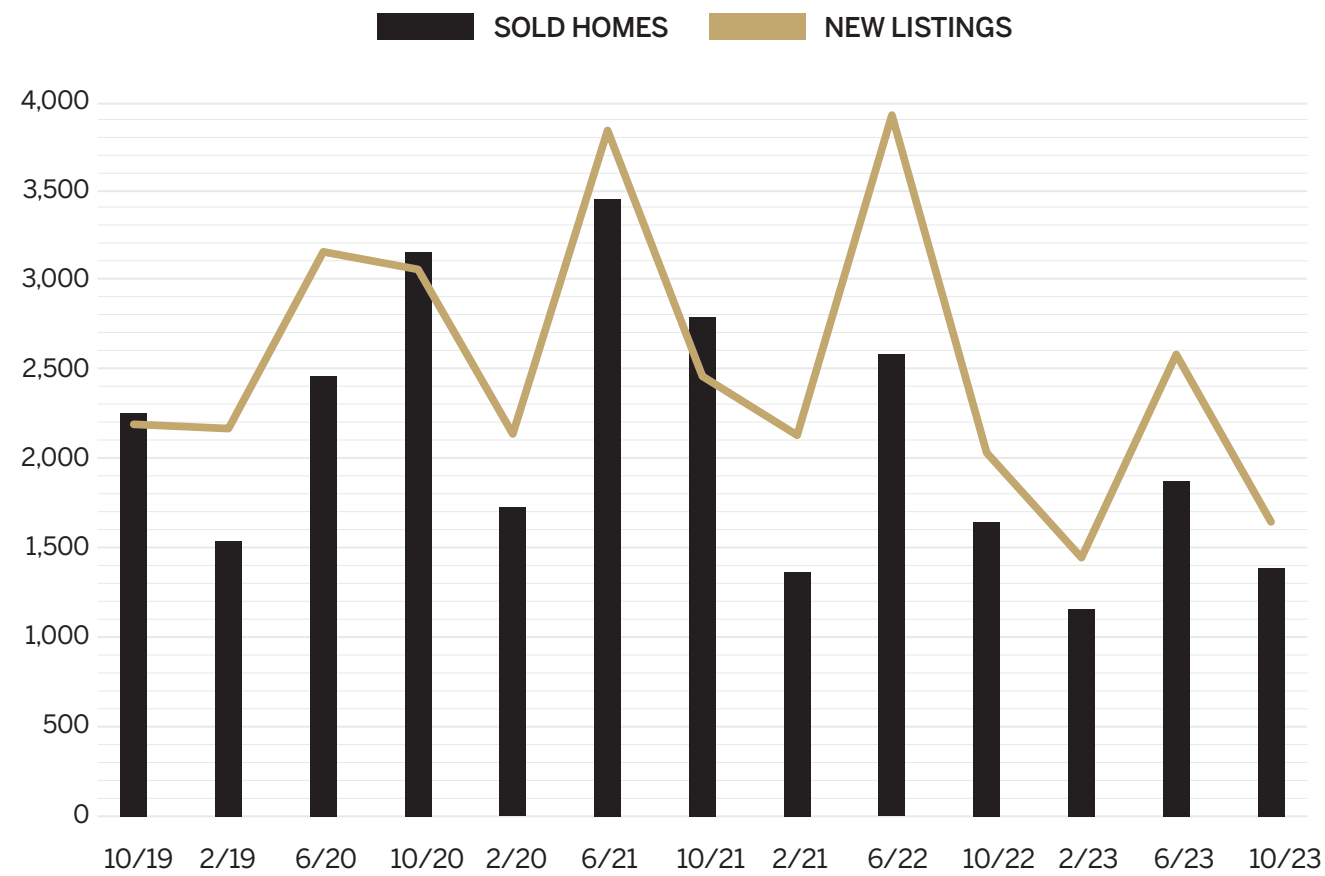


KING COUNTY MARKET

Update



Months of inventory in Kitsap County has hovered between 1.5 and 2 months throughout 2023. In October, it ticked up to 1.9 months, in line with the inventory levels we saw one year ago. The average sale price was up 8.6% year over year, with homes selling in an average of one month. New listings have been on the decline since August, and we expect to see this continue into the rest of Q4.



The fourth quarter of the year always marks the start of a slower period for our housing market, which we see in the form of fewer pending sales and new listings being introduced to the market. The average sale price compared to October 2022 held steady, while the average price per square foot ticked up slightly, to \$509.



KITSAP COUNTY MARKET

Update



SCAN THE QR CODE TO VIEW CUSTOM REPORTS IN YOUR NEIGHBORHOOD.

AN INTERVIEW WITH

FeelLinks



Who is Marcelle Waldman and what drives your passion for supporting the social-emotional well-being of children and youth?

I am a wife and mother to two wonderful children, ages 11 and 13. As a certified K-5 elementary educator, I've had the incredible opportunity to teach some of our youngest learners in kindergarten and preschool, and have also served as preschool director. Over the years, I have had the honor of receiving recognition for my work, including "Best of Mercer Island" teacher of the year in 2008, and the Golden Acorn Award from the Issaquah PTA in 2021.

In addition to my roles in education, I am also a parent and community educator. I hold certification in Youth Mental Health First Aid and actively contribute to my community by

serving on the Issaquah Schools Foundation Board of Directors, where I also serve on the Programs Committee. Additionally, I volunteer for the Ladybug House, an organization very close to my heart (more on that a bit later).

In 2021, I founded FeelLinks, a small business dedicated to promoting a kinder, more compassionate, and inclusive world. Our mission is to provide resources that nurture and boost children's social-emotional connections and confidence.

When I think about my passion, or 'my why' for promoting social-emotional well-being of children, I reflect on my childhood, teaching experience, and motherhood; combined with my deep concerns around the pressing issues of behavioral, mental, and emotional health in our youth. I am dedicated to finding ways to support them and their caregivers.

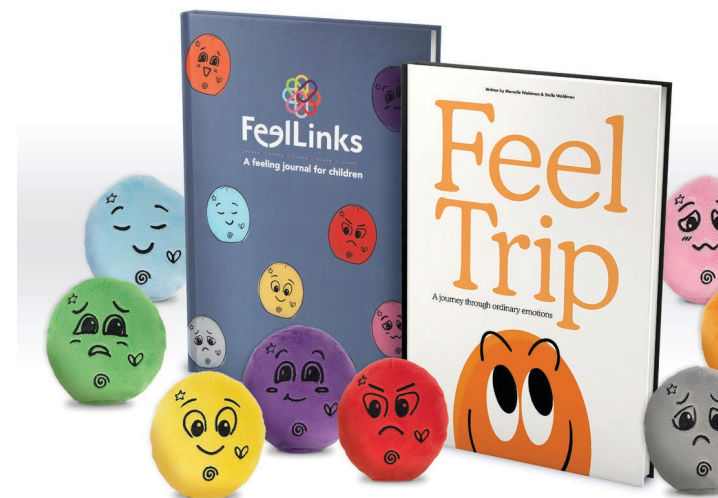
Can you tell us more about FeelLinks and its mission?

FeelLinks mission is to foster a kinder, more compassionate, and inclusive world by nurturing children's social-emotional connections and confidence. We achieve this through hands-on products, free resources and educational content, dedicated to promoting children's mental and emotional well-being.

FeelLinks focuses primarily on building emotional intelligence which includes four key areas:

- 1. Self-awareness:** Understanding how we feel and why we feel that way.
- 2. Self-management:** The ability to regulate our own actions, thoughts, and feelings in flexible ways. Self-regulation contributes to our self-confidence, sense of connectedness, and our own sense of well-being.
- 3. Social-awareness:** Accurately interpreting the emotions of others in their face, tone & behaviors; fostering empathy, seeing others perspectives, sensing what others are thinking and feeling, and effective responses
- 4. Relationship management:** Skillfully handling social interactions, including: listening, empathizing and influencing positive decision making.

Emotional intelligence skills are the foundation of vital 'soft skills' that support individuals throughout life in various settings, including: relationships, school, and work. Emotional intelligence can be learned, enabling individuals to recognize, understand, label and express emotions in healthy, productive ways. FeelLinks resources are designed for



adults to support children to grow and develop these essential skills.

How did your personal experience inspire you to create FeelLinks?

When asked about what has inspired my FeelLinks journey, I first think back to my childhood. I grew up in a tight-knit family that was confronted with our own challenges related to mental and emotional health. Growing up in a small community on Mercer Island, I often felt like an outsider due to social, economic, and academic differences. I found comfort and confidence in the dance studio, where I established a love for ballet. I did not know it at the time, but I lacked the ability to express my own feelings about what I was going through; a pivotal factor in creating FeelLinks.

Post high school, I attended the University of Arizona where I studied elementary education, dance, and psychology. College is where I met my future husband, leading to a fulfilling life with our two incredible children.

At 23, I faced a personal health challenge, suffering a stroke that partially paralyzed the left side of my face and body. This traumatic event and the demanding road to recovery taught me lessons in resilience,

perseverance, and the value of having a trusted support system. It also highlighted my own weaknesses in emotional expression.

Following my recovery, I began my teaching career, returning to Mercer Island where I had grown up. For nearly a decade, I taught kindergarten. I always strived to connect and build relationships with each and every student, instill

a love for learning, prioritize social-emotional learning, and provide a nurturing environment. After teaching kindergarten, I moved on to teaching preschool where I had the great opportunity to teach my own children.

As I transitioned into motherhood, it pushed me to reflect on my childhood, healthy journey and teaching experiences. I was now able to recognize my own lack of emotional expression. I took this awareness, did my personal work, and was certain to bring social-emotional skills into my own home.

The idea for FeelLinks began to take shape during my teaching years. In 2019, I initiated creating the business, and in 2020, amidst the pandemic, I transformed the dream into reality. FeelLinks officially launched in March 2021. It's a testament to my personal growth – from a girl struggling with emotions, to a mom, teacher, and advocate for the well-being of the next generations. I am committed to fostering self-awareness, empathy and compassion in our youth, paving the way for a kinder and more inclusive world.

Continuing to educate myself and connect with parents, FeelLinks offers hands-on resources, courses, podcasts, and more. My passion drives this journey, and I

invite you to join me in creating a brighter future for our children.

Could you explain the tools and resources that FeelLinks provides to parents, caregivers, and educators to support children's social-emotional well-being?

FeelLinks offers resources for children to develop emotional intelligence and connect with caring adults. All tools are created for children in various settings including home, classroom and healthcare setting.

The FeelLinks emotion plush doll set features four double-sided dolls representing eight emotions. Each doll



has 'touch points' on the head, heart, and belly, supporting awareness around how emotions affect our bodies. FeelLinks dolls serve various purposes including helping children understand and label feelings, aid in communication for verbal/non-verbal/non-speaking children, and assist in regulation through squeezing, petting, hugging, tossing, and using as breathing buddies!

The FeelLinks journal is a perfect way to unpack feelings and understand

why they are feeling a certain way. Made from eco-friendly recycled paper and provides over 200 vibrant, colorfully designed pages for your child to express their feelings through drawing and/or writing. Journal includes 'fun pages' that can be done at any time, and 60 full-page feelings journal pages with ample room for those little hands to create! Our journal is made to enhance emotional vocabulary, self-awareness, self-confidence and more!

Our most recent project is the publication of a children's book, co-authored with my 13-year-old daughter, *Feel Trip: a journey through ordinary emotions*. *Feel Trip* has messages of self-awareness, empathy, perseverance, grit, growth mindset, resilience, and the validity of all of our emotions. Our book exposes children to greater emotional vocabulary, the body cues that help us name our emotions, and includes interactive elements such as comprehension questions and craft activities.

FeelLinks also offers parent education, event speaking engagements, author visits, and on-demand courses. We also offer a host of free resources on our website including PDF downloads, educational blogs, podcasts, and television interviews. Visit myfeellinks.com for more.

Who is FeelLinks intended for?

FeelLinks is designed for home, schools, and healthcare settings, intended for children ages 4-9, though older age groups have found value in our resources. Our hands-on tools were intentionally created while considering children's developmental stages and abilities. FeelLinks emotion dolls are safe for children of all ages and have been tested to meet Consumer Product Safety Commission standards for ages 0+.



Why can FeelLinks change the way kids interact with their environment and explore and express their emotions?

FeelLinks resources support development in emotional intelligence. Our tools aid in understanding and labeling feelings, expanding emotional vocabulary, and recognizing body cues and how they affect emotions. Building a bank of emotional vocabulary allows for greater specificity in labeling feelings, helping us to better understand, manage and accept feelings. This also helps adults better understand and support a child's needs. Our resources support empathy by improving a child's understanding of others' emotions.

Emotional intelligence fosters mental wellness and promotes lasting benefits, including personal goal achievement, empathy, academic success, self-awareness, quality relationships, and overall satisfaction at school and work. These skills are vital for living our healthiest life.

Do you have any future projects to expand FeelLinks or create something new?

We love where our business is at today, but also look to the future in ways to expand and do more to support children. I am thrilled to announce a fantastic collaboration that's set to be unveiled in January! While I can't reveal all the details just yet, I am bursting with excitement! To be the first to know, keep an eye on our website and follow our social media pages. Big things are on the horizon!

Anything else you would like to add?

Here's a fun tidbit: The name FeelLinks was actually coined by my mom! It's a clever play on words that perfectly encapsulates our mission – everything we do here is all about connecting with our feelings. Get it? feel links...

I would like to leave you with two of my all-time favorite thought-provoking quotes:

The first comes from Dr. Susan David, who said, "Acceptance of all our emotions, even the messy, difficult ones, is the cornerstone to resilience, thriving, and true, authentic happiness."

And last, a gem from Lyman Abbott: "Do not teach your children never to be angry; teach them how to be angry." It's a reminder that emotional intelligence is about more than just embracing joy; it's about understanding and navigating all of our feelings.

Please follow FeelLinks on social media @myfeellinks and on our website at myfeellinks.com

WHAT'S HAPPENING THIS

Winter



Letters to Santa & Holiday Tea

When: December 19

Where: Hotel Sorrento
bit.ly/santa-tea



Snowflake Lane

When: Through December 24

Where: Downtown Bellevue
bellevuecollection.com/snowflakelane



George Balanchine's The Nutcracker

When: Through December 27

Where: McCaw Hall
pnb.org/nutcracker



Winter Wonders

When: Through December 31

Where: Bloedel Reserve
bloedelreserve.org/event/winter-wonders



New Year's Eve with Kenny G

When: December 31

Where: Jazz Alley
bit.ly/nye-jazz-alley



Free Discover Pass Day

When: January 1

Where: Washington State Parks
bit.ly/free-park-days

ON THE Market



609 Evergreen Point Road, Medina
4 Beds | 6.5 Baths | 6,920 SF
Offered at \$21,500,000

The epitome of modernism takes center stage in this Wendell Lovett designed residence nestled on Medina's famed "gold coast." Extraordinary architecture in its purest form. No expense spared and composed to accentuate the site with actions of water, wind, and sun accounted for.

waterfrontmedina.com



SCAN THE QR
CODE TO VIEW
THE HOME



4523 130th Place SE, Bellevue
5 Beds | 4 Baths | 3,883 SF
Offered at \$3,595,000

Dwell Development brings their signature design, Five-Star Built Green™ commitment, and a Net Zero energy lifestyle to Bellevue's Somerset neighborhood. High-style in every sense of the word, these homes afford a sense of luxury, modernism, and sophistication.

obenhausomerset.com



SCAN THE QR
CODE TO
LEARN MORE



506 Groos Lane NE, Bainbridge Island
3 Beds | 3.5 Baths | 2,344 SF
Offered at \$1,450,000

Discover the charm of Groos Lane, an enclave of 5 boutique homes nestled in the historic Ericksen Avenue District. Phase II includes 3 new standalone homes, each offering a perfect lock-and-go lifestyle. Only one home remains.

grooslanebainbridge.com



SCAN THE QR
CODE TO
LEARN MORE

RECENTLY Sold



MERCER ISLAND | SOLD \$4,290,000
SELLER REPRESENTED



BAINBRIDGE ISLAND | SOLD \$1,530,000
SELLER REPRESENTED



MERCER ISLAND | SOLD \$3,800,000
SELLER REPRESENTED

WHERE'S MY

Home?



I have qualified buyers looking for their next home in the following areas:



MERCER ISLAND: NORTH END

- Newer construction
- Private outlook (territorial or lake views)
- 3500+SF
- Up to \$4M



MERCER ISLAND: THE LAKES

- 3500+SF ideally
- 5 Bedroom (or 4BR+ office)
- Updated/move-in ready
- No preference, on- or off the Lakes
- Up to \$3.5M



CLYDE HILL / VUECREST / WEST BELLEVUE

- 3,500-4500SF ideally
- Main level Primary suite
- Newer or remodeled
- View would be lovely
- Up to \$5M




BAINBRIDGE ISLAND - IN-TOWN LIVING

- 2,000 or less SF
- 2 Ideally single level
- 2 Serene outlook or view
- 2 Up to \$2M+



BELLEVUE, MERCER ISLAND

- Tear downs / buildable lots.
- I represent several builders who are always looking for great opportunities!



Cranberry & White Grape Cocktail

There's nothing quite like a holiday gathering enhanced by a signature drink matching the festive hues and seasonal tastes. This crimson holiday cocktail uses Vodka, cranberry juice, and a touch of effervescence for that extra sparkle!

- 3 ounces vodka**
- ½ cup sparkling white grape juice**
- ½ cup cranberry juice**
- fresh cranberries**
- rosemary**

Combine all the ingredients over ice, then garnish by skewering a few fresh cranberries onto a sprig of rosemary and enjoy!



Realogics | **Sotheby's**
INTERNATIONAL REALTY

Realogics Sotheby's International Realty
10237 Main Street, Bellevue, WA 98121
rsir.com



Medina | Offered at \$21,500,000
waterfrontmedina.com

THINKING ABOUT SELLING?

To sell your home for top dollar, it's essential that you hire an experienced local market expert with a proven digital marketing plan.



MICHELE
SCHULER

Managing Broker & Founding Member, Bellevue
michele@theschulerteam.com
206.992.2013
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