

FEATURES



New real estate brokerage opens in Bellingham

by [Mathew Roland](#) • March 9, 2020 12:13 pm - Updated March 9, 2020 2:28 pm



The fastest-growing real estate brokerage in King County has recently opened its first office in Bellingham.

Compass Real Estate, which is based in New York, is open and prepared to work in Whatcom and Skagit County on a wide variety of real estate needs.

After visiting Bellingham last January, the director of regional growth for Compass in Bellingham as a viable market, Buse said. There is so much character and beauty to offer, he added.

With a sales volume of more than \$100M year to date, the high producing team is experienced and tech-savvy. The office currently has 11 brokers with the opportunity for growth.

Agents at Compass can assist with a wide variety of real estate needs such as residential, commercial, multi-family investment properties and land consulting.

According to September 2019 statistics from NWMLS and Trendgraphix, Compass has increased market share to steadily increase market share over the past six quarters.

It was pegged as the fastest-growing brokerage in the region with an average 15% growth quarter over quarter.

In the King County area, Compass was the leading luxury broker for homes sold in 2019 to date.

Buse said Compass sets itself apart from its competition with a distinct combination of marketing strategies, technology, and high producing brokers.

The Bellingham Business Journal

The modern, circular signage lights up as you drive by and strays from the traditional estate sign design. The signs also incorporate QR codes to allow potential client details even if they don't have the Compass app.

"The company is serious about pioneering technology so that agents that work the most sophisticated and advanced tools at their fingertips," Buse said. "The clients we represent so it ends up just helping everybody out."

Clients such as Mark Buehrer, founder and director of 2020 Engineering said high-quality marketing products that Compass has to offer. Buehrer was represented by agents when they sold their downtown commercial building.

"They found what I think was the perfect match," Buehrer said. "It was great to keep the sale of our building discreet because our company was located there and a lot of people thought there was some issue with the company."

The Compass platform is being streamlined to better serve clients and to offer a more sophisticated layout of figures. Redfin or Zillow when someone is searching for a home, Buse said.

The systems in which agents access information from MLS are also being streamlined to offer clients a more sophisticated layout of figures.

The open floor plan office space was designed to be a community hub for all the home. The office includes a library of home design and architecture books and

The office will feature rotating artists on display and is currently displaying paintings by Kingston. The office will also host events such as a meeting for the Historic Fair keynote speaker to present information on additional dwelling units in Bellingham.

branding to the technology that agents use to run our businesses, to innovative for buyers and sellers. I look forward to expanding the company within the Bel community,” broker Krista Kenner, said in an email.

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