

[Back to Press Releases](#)

For Immediate Release: 06/24/2003

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**WINDERMERE LAUNCHES BUILDER SALES GROUP TO ACCOMMODATE PUGET SOUND NEW CONSTRUCTION MARKET -- Builder Sales Group to provide specialized real estate services to builders, developers and new home buyers**

**BELLEVUE, Wash. – June 24, 2003** – Windermere Real Estate, the leading regional real estate company in the West, today announced the opening of the new Builder Sales Group office that will provide real estate services to builders, project developers and new home buyers throughout the Puget Sound region. This eastside office joins a network of more than 220 offices and 6,000 agents across the Western United States.

The 2,300 square foot office is conveniently located adjacent to the established Windermere Bellevue South facility at 14405 South East 36<sup>th</sup> Street. Owned by former Coldwell Banker Bain - Builder Services Group principals Barbara Allen and Bill Donahoe, Windermere Builder Sales Group will open with 35 existing agents working directly with more than 15 new home builders and project developers including Quadrant Homes, the largest new home builder in the Puget Sound Region.

“This is an extremely exciting time for the new construction market in this region and we’re very pleased to partner with Windermere to provide both builders and new home buyers with a very competitive package of real estate services,” said Bill Donahoe, co-owner of Windermere Builder Sales Group. “Throughout our careers, Barbara, myself, and our professional team of associates have had the opportunity to work with some of the leading builders in the Pacific Northwest. We look forward to continuing these relationships and establishing new partnerships with this new set of advanced tools and resources.”

Donahoe and Allen have received numerous national and international awards during their tenure at Coldwell Banker Bain, including being recognized by Realtor Magazine as number one in the nation for the year 2001. They bring a combined set of experiences that span more than 60 years including their most recent partnership in forming and overseeing Coldwell Banker Bain’s Builder Services Group in 1998. Donahoe began his career in 1969 when he joined his father’s brokerage on Washington’s coast. Almost from the beginning, he has focused his career on new construction and project sales and at one time acted as general manager for a small building firm to learn the builder’s perspective. He has since represented a number of large and small builders – many of which he managed through his own companies, William M. Donahoe, Inc., and Resource Marketing.

Also a Northwest native, Allen’s career in real estate started in 1975 when she began working for her family’s real estate business in Eugene, Oregon. She then went on to serve as the project manager for Spyglass, a master-planned golf course community also located in Eugene. Her immense success with the sales and marketing of this premier development was featured in Builder Magazine and further advanced her career to include similar projects in the greater Seattle area – where she eventually partnered with Donahoe to form their successful Coldwell Banker Bain - Builder Services group.

These award-winning real estate veterans have joined forces once again to establish this new office specializing in the sale, marketing, and management of new single and multi-family homes, along with conversions. Windermere Builder Sales Group will also include a specialized marketing department, as well as consulting services on product design, target marketing, plan review, pricing, marketing budgets and marketing plans.

For more information regarding Builders Sales Group, please contact Chris Perkins-Lurie at 425.460.4423.

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