



# from David O'Connor ECHO LAKE, SHORELINE YOUR REAL ESTATE NEWS



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JANUARY 2012

## SPECIAL EDITION

Echo Lake Homes  
Sold in 2011 pg 1

Echo Lake Homes Sold:  
Oct - Nov 2011 pg 2

View on Interest Rates pg 2

10 Ways to Cut Clutter  
in Your Home pg 2, 3

Echo Lake Statistics:  
2011 in Review pg 3, 4

Sold: Lowest &  
Highest Price pg 4

## IN THEIR WORDS

“David is honest, caring and at the same time realistic. We all know it is very difficult to sell in this market. We listened to his recommendations and did exactly what he suggested. The second day we got four offers, two offers being higher than listed price. Dave has my highest recommendation.”  
~ Muralie K.

## CONTACT

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**As we move into a New Year, new opportunities are all around us.** Interest rates are predicted to remain low and homeownership will continue to be a solid long term tangible investment.

I promise to remain your local resource for current real estate market information, and your trusted guide on your next real estate journey.

If you have found that another year has slipped by without addressing your housing needs or reaching for your dream home, give me a call.

Even if you are faced with a no-equity situation, I can point you in the right direction, show you your best options, and help you meet your housing goals in 2012. ~ David O'Connor

## ECHO LAKE HOMES SOLD in 2011

ADDRESS	YEAR BLT	STYLE	BD/BTH	SQ FT	SOLD PRICE
737 NE 204th Street	1954	One Story	3/1.50	1000	\$117,500
1604 N 200th Street	1949	One Story	2/1.00	900	\$139,900
517 NE 195th Street	1952	One Story	4/2.00	1360	\$155,000
1112 N 199th Street	1951	One Story	4/1.50	1260	\$179,000
842 NE 200th Street	1997	Split Level	3/2.25	1950	\$181,500
20402 5th Avenue	1957	One Story + Bsmt	3/1.50	1410	\$185,000
20156 6th Avenue NE	1952	One Story	3/1.00	1530	\$186,000
20108 7th Avenue NE	1951	One Story	3/1.75	1300	\$189,000
810 NE 201st Street	1951	One Story	3/1.00	980	\$195,000
19242 Burke Avenue N	1952	One Story	3/1.00	1150	\$200,000
1632 N 200th Street	1949	One Story + Bsmt	4/1.00	1890	\$205,000
1615 N 196th Place	1954	One Story	3/1.00	1400	\$205,000
18809 Wallingford Avenue N	1957	One & Half Story	3/1.00	1520	\$207,000
2352 N 193rd Street	1954	One Story	4/1.00	1610	\$207,055
19210 3rd Avenue N	1955	One & Half Story	3/1.00	1420	\$210,000
2117 N 185th Street	1949	One Story	3/1.75	1500	\$212,000
19010 Wallingford Avenue N	1953	One Story	3/1.00	1200	\$215,000
617 NE 204th Street	1950	Two Story	4/2.00	1670	\$222,720
19240 Wallingford Avenue N	1953	One Story	3/1.50	1560	\$230,000
1313 N 192nd Street	1954	One Story	4/1.75	1780	\$235,000
722 NE 198th Street	1950	One Story	3/1.00	1130	\$235,000
18515 Meridian Avenue N	1954	One & Half Story	4/1.00	1131	\$235,000
19226 Burke Avenue N	1952	One Story	2/1.00	1150	\$240,000
110 NE 193rd Street	1958	One Story	3/1.75	1460	\$242,500
19227 Burke Avenue N	1953	One Story + Bsmt	5/1.75	2610	\$250,000
2357 N 192nd Street	1961	One Story	4/1.75	1350	\$255,000
1844 N 199th Street	1955	One Story	3/1.75	1770	\$260,000
1826 N 199th Street	1955	One Story	3/1.00	1510	\$275,000
20327 Meridian Avenue N	1957	Split Level	4/2.50	2450	\$277,000
20037 Meridian Avenue N	1962	Split Level	5/2.00	2200	\$292,500
20220 Ashworth Place N	1956	One Story	3/1.75	1470	\$295,000
20217 Ashworth Place N	1956	Split Level	3/2.25	2530	\$297,000
18805 Wallingford Avenue N	1955	Multi Level	3/1.75	2230	\$299,950
413 NE 189th Court	1990	Multi Level	3/2.50	1750	\$299,950
1651 N 203rd Street	1956	One Story	3/1.75	1540	\$302,000
20030 Meridian Place N	1957	One Story + Bsmt	3/1.75	2070	\$305,000
18562 Wallingford Avenue N	1955	One Story + Bsmt	3/2.00	2360	\$310,000
18533 Burke Avenue N	1959	One Story + Bsmt	3/1.75	2340	\$325,000
302 NE 193rd Street	1958	Tri Level	4/2.00	1890	\$326,000
2325 N 190th Street	1994	Split Level	4/2.75	1990	\$349,000
1615 N 197th Place	1961	Split Level	4/2.25	2850	\$379,000



**737 NE 204th St**

1954 One Story  
 3 bdrm / 1.5 bth / 1000 sqft / 1 gar  
 Orig List Price: \$149,500 (7/20/11)  
 Reduced 3X: \$127,500 (8/31)  
 Pending (9/18/11) **DOM=18 days**  
 Closed: \$117,500 (11/28/11)  
 Sales Price/Listed Price = **92.1%**  
 Bank Owned



**1604 N 200th St**

1955 One Story  
 2 bdrm / 1.0 bth / 800 sqft / no gar  
 Orig List Price: \$153,000 (4/30/11)  
 Reduced 3X: \$148,000 (8/15)  
 Pending (9/23/11) **DOM=39 days**  
 Closed: \$139,900 (10/29/11)  
 Sales Price/Listed Price = **94.5%**  
 Bank Owned



**20108 7th Ave NE**

1956 One Story  
 3 bdrm / 1.0 bth / 1300 sqft / 1 gar  
 Orig List Price: \$189,000 (6/9/11)  
 Pending: (6/11) **DOM=2 days**  
 Closed: \$189,000 (10/12/11)  
 Sales Price/Listed Price = **100%**  
 Prev Sold: \$290,000 (5/24/05)  
 Short Sale



**19242 Burke Ave N**

1952 One Story  
 3 bdrm / 1.0 bth / 1150 sqft / no gar  
 Orig List Price: \$219,000 (3/26/11)  
 Reduced 1x: \$195,000 (7/6)  
 Pending (7/24) **DOM=18 days**  
 Closed: \$200,000 (11/18/11)  
 Sales Price/Listed Price = **102%**  
 Prev Sold: \$296,000 (7/19/05)  
 Short Sale



**110 N 193rd St**

1954 One Story  
 3 bdrm / 1.75 bth / 1460 sqft / 1 gar  
 Orig List Price: \$249,950 (9/10/11)  
 Reduced 1X: \$239,950 (9/26)  
 Pending: (10/6/11) **DOM=10 days**  
 Closed: \$242,500 (10/28/11)  
 Sales Price/Listed Price = **101.1%**



**18515 Meridian Av N**

1955 One & Half Story  
 4bdrm / 1.0bth / 1131sqft / 1 gar  
 Orig List Price: \$259,950 (3/12/11)  
 Reduced 2X: \$244,950 (9/8)  
 Pending: (8/13/11) **DOM=35 days**  
 Closed: \$335,000 (11/8/11)  
 Sales Price/Listed Price = **95.9%**  
 Prev Sold: 2/25/06 \$272,500



**1651 N 203rd St**

1956 One Story  
 3bdrm / 1.75 bth / 1540 sqft / 2 gar  
 Orig List Price: \$307,000 (9/7/11)  
 Pending: (9/13/11) **DOM=6 days**  
 Closed: \$302,000 (10/13/11)  
 Sales Price/Listed Price = **98.4%**  
 Prev Sold: \$395,000 (11/15/07)



**20217 Ashworth Pl N**

1956 Split Level  
 3 bdrm / 2.25 bth / 2530sqft / 2 gar  
 Orig List Price: \$350,000 (5/3/11)  
 Reduced 3x: \$299,950 (8/24)  
 Pending (9/9/11) **DOM=17 days**  
 Closed: \$297,000 (10/20/11)  
 Sales Price/Listed Price = **99%**

**VIEW ON INTEREST RATES**

< \$417,000 on 1/9/2012

Conv. 30 Year Fixed	3.275% / 3.466% APR
Conv. 15 Year Fixed	2.750% / 2.933% APR
Conv. 7 Year ARM	2.125% / 3.095% APR
Conv. 5 Year ARM	1.500% / 3.083% APR
FHA 30 Year Fixed	3.250% / 3.465% APR

For a Purchase/ Refinance, based on 750+ credit, Full Doc Income, 80% LTV, 20% Down/Equity, Primary Home, SFR, King County, 25 Day Lock w/ 0% Loan

**10 WAYS TO CUT CLUTTER IN YOUR HOME**



By David Freeman, WebMD Feature

**Mired in mess, fuss, and disarray? These quick hints can help you de-clutter fast.**

**1. Find a place for every item.** One reason things pile up on counters, tables, and floors is that they have no "home." "Make sure everything lives somewhere," says Sharon Lowenheim, a professional

organizer in New York City. Storing items in the room where they're used helps ensure they get put away when you're done, and usually it's best to store similar items together.

**2. Play clutter cop.** The better you are about keeping things out of your home, the less likely things will pile up inside. Take freebies. It's nice to get a T-shirt or coffee mug, but will you really use it? Enjoy it? If not, decline it.

**3. Do some detective work.** Periodically scan your home for clutter hot spots, and spend some time figuring out why stuff accumulates there. Once you understand the problem, you'll find it easy to devise a solution.

**4. Hold off on container shopping.** Clutter victims often think the solution is to stock up on organizing products, so they head to the nearest superstore and stock up on bins and boxes. Shop for storage items only after you've done some de-cluttering to understand the scope of the problem, the specific cause, and an appropriate solution.

**5. Dump duplicates.** Why have two nonstick spatulas when one is enough? Why have six hairbrushes or 17 coffee mugs? Lowenheim says that throwing out duplicates is one of the easiest ways to quell clutter. Her simple rule: One in, one out. "Anytime you get something new, get rid of something like it that is old," she says.

**6. Beware nostalgia.** If you're a doting parent, it's not easy to discard a child's creation, whether it's pastel drawings from the second grade or that cooler-sized medieval castle. But if you're serious about minimizing clutter, you must. Robertson recommends taking a picture of your child with the creation, and letting that be your keepsake.

**7. Weed out your wardrobe.** Odds are your clothes closet is chockablock with clothes that are rarely worn. Lowenheim says it's a case of the familiar (continued next page)



80:20 rule: we wear 20% of our clothes 80% of the time. She recommends sorting through your clothes, and your children's, at the end of each season.

**8. Look for simple clutter control solutions.** Often, there's an easy solution to even stubborn clutter problems. "One of my clients could never remember where she put her keys," says Laura Leist, a professional organizer in Seattle, and president of the National Association of Professional Organizers. "I suggested that she put a hook by the front door, so she could hang her keys up every time she walked in the door. And it worked."

**9. Think home organization "kits."** Buy some clear plastic shoebox-sized containers, and use them to create kits where you store all the items you need for a particular task. For instance, you could

create a shoeshine kit, a bill-paying kit, a manicure kit, and so on. That way, you can easily find everything you need to accomplish everyday tasks.

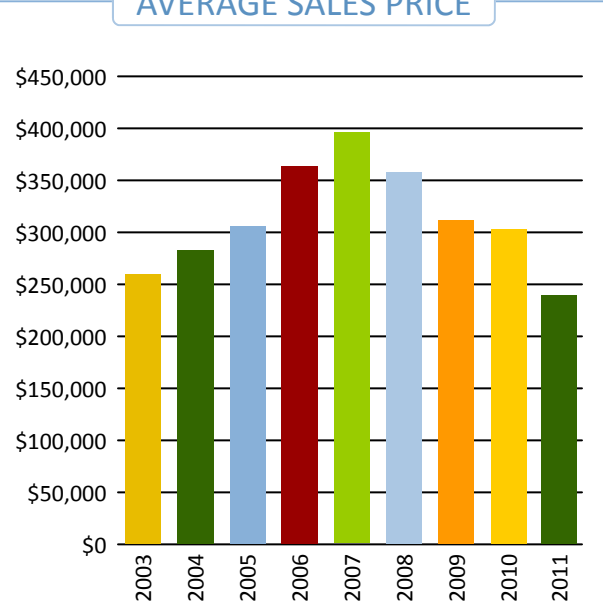
**10. Stick to a schedule.** Some spaces, like kitchen counters, need daily de-cluttering. Others can be tackled weekly or monthly. When that time comes, be systematic. Take all the items in a defined area (a cabinet, a desk drawer), and spread them out so you can see what you're facing. If you're de-cluttering the drawer where you keep kitchen utensils, for example, spread them on the counter, and then sort into two piles: utensils you use regularly and those you don't use.

For full article and more tips visit: <http://women.webmd.com/home-health-and-safety/9/10-ways-to-cut-clutter-in-your-home>

ECHO LAKE STATISTICS: 2003 - 2011

Aurora Ave N to I-5 and N 185th St to N 205th St; Single Family Homes; 1371 Homes

AVERAGE SALES PRICE



SALES STATISTICS

YEAR	SALES	% OF HOMES	AVG. PRICE	% OF CHANGE	LOW	HIGH	COST per SQ FT
2011	41	3.0%	\$242,112	-20%	\$117,500	\$379,000	\$146
2010	32	2.3%	\$303,550	-2%	\$166,400	\$445,000	\$172
2009	24	1.8%	\$310,804	-15%	\$200,000	\$400,000	\$208
2008	31	2.3%	\$358,745	-10%	\$263,000	\$509,500	\$219
2007	58	4.2%	\$394,299	7.7%	\$289,950	\$555,000	\$218
2006	56	4.1%	\$363,915	15%	\$210,000	\$730,000	\$229
2005	56	4.1%	\$308,907	9%	\$211,000	\$449,921	\$188
2004	44	3.2%	\$280,851	8%	\$165,000	\$399,950	\$169
2003	57	4.2%	\$258,651	7%	\$150,000	\$510,000	\$153

ECHO LAKE STATISTICS: 2011 IN REVIEW

These statistics reflect on the list of homes sold on page one.

DOM & LIST/SOLD PRICE %

	# HOMES	BREAKDOWN %	MED SP/LP %
0-30 DAYS	21	52.50%	98.96%
31-60 DAYS	8	20.00%	99.51%
61-90 DAYS	8	20.00%	96.88%
91-120 DAYS	2	5.00%	96.15%
120+ DAYS	1	2.50%	85.42%

PRICE SUMMARY

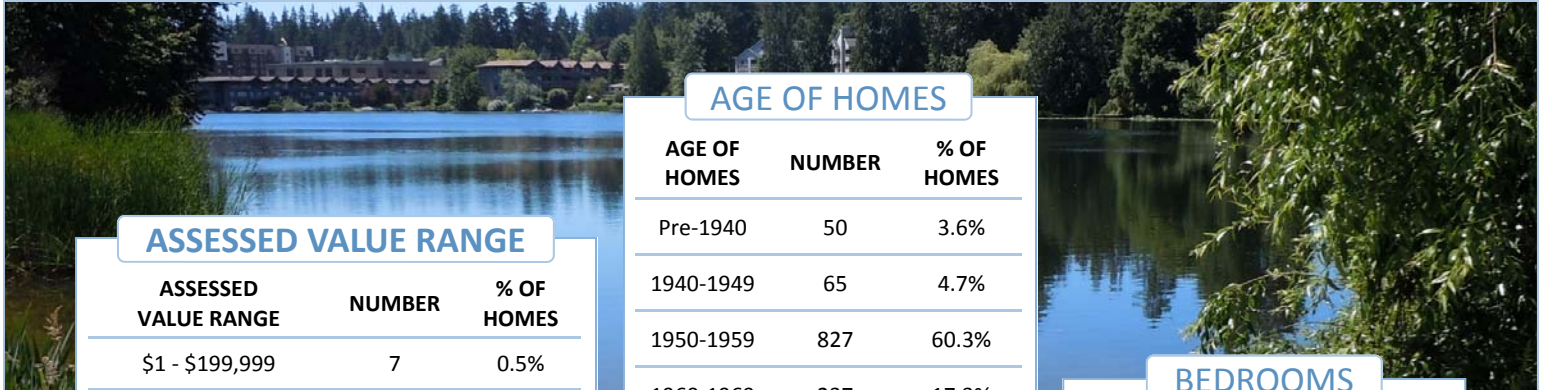
MINIMUM	\$117,500
MAXIMUM	\$379,000
AVERAGE	\$243,539
MEDIAN	\$235,000

“David’s expert knowledge of Shoreline and the Echo Lake neighborhood allowed us to price our home accurately which resulted in a quick sale and a smooth closing. He even arranged to have the signing of the final papers at our home after work. He is truly incredible.”  
~ John & Debra R.





These statistics reflect on the list of homes sold on page one.



### ASSESSED VALUE RANGE

ASSESSED VALUE RANGE	NUMBER	% OF HOMES
\$1 - \$199,999	7	0.5%
\$200,000 - \$249,999	209	15.3%
\$250,000 - \$299,999	686	50.0%
\$300,000 - \$399,999	445	32.5%
\$400,000 - \$499,999	14	1.0%
\$500,000 - \$749,999	10	0.7%
\$750,000 and above		

### AGE OF HOMES

AGE OF HOMES	NUMBER	% OF HOMES
Pre-1940	50	3.6%
1940-1949	65	4.7%
1950-1959	827	60.3%
1960-1969	237	17.3%
1970-1979	48	3.5%
1980-1989	68	5.0%
1990-1999	51	3.7%
2000-2004	19	1.4%
2005-2009	5	0.4%

### BEDROOMS

BEDROOMS	NUMBER	% OF HOMES
0-2 Bedrooms	147	10.7%
3 Bedrooms	779	56.8%
4 Bedrooms	339	24.7%
5+ Bedrooms	106	7.7%

## SOLD: LOWEST & HIGHEST PRICE



**\$115,000** 17701 1st Ave NE  
 One Story Built in 1961  
 3 Bedrooms, 1 Bath, 910 Sq Ft, 7140 Sq Ft Lot  
 Orig Price \$169,950 (2/24/11)  
 Reduced 4x \$119,950 (5/5/11)  
 Pending Date 5/20/11  
 Days on Market 84  
 Sold Price \$115,000 (6/10/11)  
 Sold/Org Price 95.9%



**\$3,550,000** 196 Boundary Ln NW  
 Two Story w/ Bsmt Built in 1910  
 5 Bedrooms, 3 Bath, 8260 Sq Ft, 3.3 acres  
 Orig Price \$5,550,000 (4/23/06)  
 Reduced 3x \$3,975,000 (2/3/11)  
 Pending Date 3/31/11  
 Days on Market 1557  
 Sold Price \$3,550,000 (4/19/11)  
 Sold/Org Price 89.3%

## THINKING OF SELLING?

Today's real estate market requires a unique approach. With over 30 years as a Shoreline resident and over 20 years as a REALTOR, I know your neighborhood and what it takes to complete a successful sale.

## NEED TO SELL & HAVE NO EQUITY?

**Ask about my "No Equity Solution."**

Representing you, I will negotiate the best price and terms possible. Call 206-755-9547 today to find out how your home can sell in today's market.

## MY REFERRAL PHILOSOPHY

I work hard for this positive feedback from all my clients and their referral of a friend or family member. I promise you will have 200% of my attention, expertise and effort to make your real estate experience pleasurable. You will be 100% confident in recommending me to people close to you.

“ We should have called David first! Six months with a competitor was fruitless. David sold our home at a higher price than our previous agent. ”  
 ~ Chris & Lacey F.

