



# from David O'Connor ECHO LAKE MARKET WATCH



Selected by Seattle Magazine as "Best In Customer Service"

August 2014

## HOMES CLOSED JUNE thru JULY 2014



### 18529 Ashworth Av N

1951 One Story  
2 bdrm / 1 bth / 720 sqft / 0 gar  
Orig List Price: \$289,000 (6/6/14)  
Pending (6/15) **DOM=9 days**  
Closed: \$275,500 (6/30/14)  
Sales Price/Listed Price = **95.3%**

All Cash



### 1602 N 185th St

1948 One Story  
2 bdrm / 1 bth / 1190 sqft / 1 gar  
Orig List Price: \$289,950 (6/7/14)  
Pending (6/9) **DOM= 2 days**  
Closed: \$295,950 (7/10/14)  
Sales Price/Listed Price = **102%**

**Conventional Financing**  
**\$6000 -Seller Concessions**



### 137 NE 193rd St

1958 One Story  
2 bdrm / 1bth / 960 sqft / 1 gar  
Orig List Price: \$325,000 (6/9/14)  
Pending (6/16) **DOM= 7 days**  
Closed: \$349,810 (7/3/14)  
Sales Price/Listed Price = **107.6%**

**Conventional Financing**



### 1633 N 192nd St

1952 One Story  
3 bdrm / 1.75 bth / 1890 sqft / 0 gar  
Orig List Price: \$369,950 (1/31/14)  
Reduced 1X: \$359,950 (3/3)  
Pending (3/17) **DOM= 14 days**  
Closed: \$359,950 (6/17/14)  
Sales Price/Listed Price = **100%**

**Conventional Financing**



### 20018 Burke Ave N

1957 One Story  
3 bdrm / 1.75 bth / 1500 sqft / 2 gar  
Orig List Price: \$370,000 (5/7/14)  
Pending (5/27) **DOM=13 days**  
Closed: \$360,000 (6/28/14)  
Sales Price/Listed Price = **97.3%**

**Conventional Financing**

“

David is great! We had to sell our father's home in Shoreline Washington this was a challenge for us since we live in California. He found us estate organizers & a large list of anyone else we would need to help with the process. Our experience was seamless & quick which was such a relief considering that we had lost our father so suddenly ! To sum it up-easily this was the least stressful home sale I have ever experienced! Thank you again Dave ! ~ Chris Ittner

”



### 2351 N 187th St

1963 Split Level  
4 bdrm 2.25 bth / 2230 sqft / 1 gar  
Orig List Price: \$389,950 (6/6/14)  
Pending (6/12) **DOM=6 days**  
Closed: \$400,000 (7/11/14)  
Sales Price/Listed Price = **102.6%**

**Conventional Financing**



### 2346 N 194th St

1963 Split Level  
3 bdrm / 2.25bth / 1840 sqft / 2 gar  
Orig List Price: \$384,500 (5/16/14)  
Pending (5/22) **DOM=6 days**  
Closed: \$405,000 (6/25/14)  
Sales Price/Listed Price = **105.3%**

**Conventional Financing**  
**\$6000 -Seller Concessions**



### 502 NE 189th St

1948 One Story  
3 bdrm / 1 bth / 1220 sqft / 0 gar  
Orig List Price: \$179,000 (6/20/14)  
Pending: (6/26) **DOM= 6 days**  
Closed: \$160,000 (7/28/14)  
Sales Price/Listed Price = **89.4%**

All Cash



### 18820 5th Ave NE

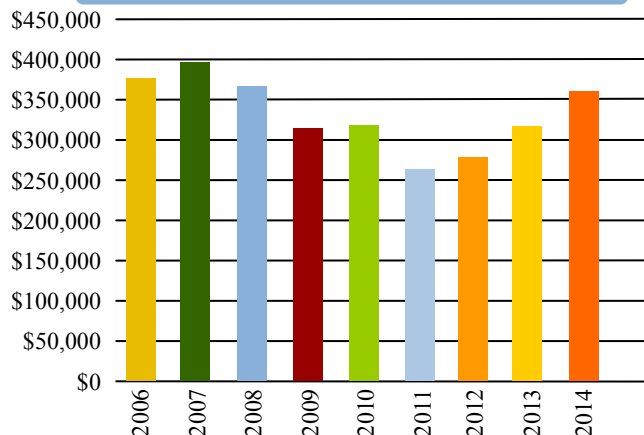
1951 One Story  
2 bdrm / 1.0 bth / 1090sqft / 2 gar  
Orig List Price: \$289,900 (3/27/14)  
Reduced 2x- \$249,900 (5/23/14)  
Pending (6/11) **DOM=19 days**  
Closed: \$250,000 (7/15/14)  
Sales Price/Listed Price = **100%**  
**\$9918 -Seller Concessions**



### 1924 N 195th St

1961 One Story  
4bdrm / 2.5 bth / 1620 sqft / 0 gar  
Orig List Price: \$359,950 (4/24/14)  
Pending (4/29) **DOM=5 days**  
Closed: \$355,300 (5/29/14)  
Sales Price/Listed Price = **98.7%**  
**Conventional Financing**  
**\$2300 -Seller Concessions**

## AVG SALES PRICE FIRST HALF 2014



## SALES STATISTICS FIRST HALF 2014

YEAR	SALES	AVG. PRICE	% OF CHANGE	LOW	HIGH	COST per SQ FT
2014	28	\$357,825	14%	\$209,900	\$499,950	\$218
2013	67	\$313,878	12%	\$211,000	\$1,000,000	\$188
2012	34	\$275,115	8%	\$194,000	\$414,000	\$168
2011	32	\$253,818	-24%	\$179,000	\$379,000	\$151
2010	24	\$315,396	2%	\$229,000	\$445,000	\$170
2009	22	\$310,195	-17%	\$200,000	\$400,000	\$211
2008	22	\$364,307	-10%	\$282,500	\$509,500	\$218
2007	50	\$400,127	6.2%	\$289,950	\$555,000	\$212
2006	45	\$375,436	19%	\$200,000	\$750,000	\$227





from David O'Connor

ECHO LAKE, SHORELINE

# YOUR REAL ESTATE NEWS



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## Thinking of Selling Your Home?

Consider these tips to catch the attention of prospective buyers.

**Lighten it up:** A bright home appears to be more welcoming than one that's dark and sullen. Do everything you can to add some light to your space such as taking down drapes or changing their fabric. Other tips include using light colored lampshades, cleaning windows, and replacing fluorescent bulbs.

**Satisfy their sense of smell:** No one wants to buy a home that smells like a gym bag. To make your home smell nice and fresh for prospective buyers, add a few scented items to every room: potpourri, flowers, air fresheners. You can even go the extra mile to do your dirty laundry (yes, the smell of it can filter into any room), or bake a pie or a loaf of bread before buyers pop by.

**Declutter:** Every prospective buyer will look at a home and picture their items in it, from art to larger pieces of furniture like couches and televisions. They won't be able to do that if your space is full of knick-knacks and clutter. It is important to clear your shelves and walls of as many little objects as you can before you start showing your space (just don't go overboard; you still want your space to look lived in).

**Pricing is incredibly important:** Talk to a real estate agent to get a good idea of what your home may be worth.



**AUGUST HOME WARRANTY TIP:** Keep the plumbing running by repairing minor drips and leaks as they occur and avoid flushing anything but toilet paper down the toilet.



**Create curb appeal:** First impressions count. Make sure your home stands out by clearing your front yard of weeds or dead leaves. Spruce up the window trim or repaint it with a brighter color. Fix loose patio stones or seal cracks in your driveway.

**Be ready to show your space:** Prospective buyers can contact their real estate agents to see any space at a moment's notice, so when trying to sell your home, it's best to be prepared for last minute pop-ins. Keep your space neat and tidy and dust bunny free; wash the dishes; make sure your laundry is done or in the laundry bin; and, put pets in a separate area so buyers aren't alarmed when they walk through the door.

From the article: Secrets to impressing home buyers by sheknows.com

## Reduce Clutter in 60 Minutes or Less!

You can complete this entire list of clutter-reducing projects in an hour or less.

- **Toss 10.** Grab a trash bag. Find ten items in your home that you no longer need or want and put them in the bag. Toss the bag in the trash or put it in your donation box, and never look back.
- **Clear a surface.** Find at least one cluttered surface, like a coffee table or dresser top, and completely clear it of all clutter—swiftly dumping any trash.
- **Toss old magazines.** Go through your home and gather any old magazines or newspapers you've already flipped through. Recycle or donate them today.



- **Weed out five.** The thought of weeding out your entire filing system may seem daunting, but anyone can weed out just five file folders.
- **Pick through a junk drawer.** Whatever you can't identify or is clearly junk (meaning you'll never use it) gets tossed.
- **Toss anything expired.** Go through your fridge and medicine cabinet, gathering anything perishable that has expired. A good day to do this is on garbage day, so you can hand off what you've collected to the trash collector.
- **Dump junk mail.** Quickly go through your pile of mail and dump anything that is clearly junk mail.
- **Put things away.** While carrying a large shopping bag with handles, go through your home putting at least eight things that are not in their correct place in the bag.

**AUGUST**

August 4: National Chocolate Chip Day

August 18: Cupcake Day

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