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ECHO LAKE MARKET WATCH ~ JANUARY 2016



HOMES CLOSED NOV THRU DEC 2015



508 NE 189th St

1908 One Story
 3 bdrm, 1.0 bth, 860 sqft, 1 garage
 Orig List Price: \$265,000 (10/7/15)
 Pending: (10/12) **DOM= 5 days**
 Closed: **\$295,500** (11/7/15)
 Sales Price/Listed Price = **111.5%**
 CASH

PREV SOLD 1/5/05 ~ \$188,000



19232 5th Ave NE

1955 One Story
 4 bdrm, 1.75bth, 1590 sqft, 1 carport
 Orig List Price: \$329,950 (9/24/15)
 Pending: (9/30) **DOM= 6 days**
 Closed: **\$330,000** (11/06/15)
 Sales Price/Listed Price = **100%**
 Conventional Financing



2136 N 192nd St

1955 One Story
 3 bdrm, 1.0 bth, 950 sqft, 1 carport
 Orig List Price: \$375,000 (10/2/15)
 Reduced 2X: \$350,000 (10/16/15)
 Pending Insp: (10/19) **DOM=4 days**
 Closed: **\$360,000** (12/2/15)
 Sales Price/Listed Price = **102.9%**
FLIPPED
 PREV SOLD 7/9/15 ~ \$225,000



1844 N 190th St

1953 One Story
 3 bdrm, 1.5 bth, 1580 sf, 1 carport
 Orig List Price: \$349,950 (10/8/15)
 Pending: (10/14) **DOM=6 days**
 Closed: **\$392,000** (11/16/15)
 Sales Price/Listed Price = **112%**
 Conventional Financing



20127 7th Ave NE

1951 One & Half Story
 5 bdrm, 2 bth, 2064 sqft, 1 carport
 Orig List Price: \$425,000 (10/29/15)
 Reduced 1X: \$410,000 (11/23/15)
 Pending Insp: (11/29) **DOM=6 days**
 Closed: **\$410,000** (12/28/15)
 Sales Price/Listed Price = **100%**
 Conventional Financing
 Seller Concessions

LOCAL PRICING EXPERTISE + SUPERIOR MARKETING PLAN = SATISFIED CUSTOMERS



2352 N 188th St

1959 One Story
 3 bdrm, 2 bth, 1730 sqft, 1 garage
 Orig List Price: \$374,500 (10/23/15)
 Pending: (10/31) **DOM=8 days**
 Closed: **\$410,000** (11/30/15)
 Sales Price/Listed Price = **112%**
 Conventional Financing

PREV SOLD 7/7/07 ~ 370,000



19252 Wallingford Ave

1953 One Story
 3 bdrm, 2 bth, 1340 sqft, 1 carport
 Orig List Price: \$395,000 (11/12/15)
 Pending: (11/19) **DOM=7 days**
 Closed: **\$400,000** (12/29/15)
 Sales Price/Listed Price = **109.1%**
 Conventional Financing



20330 Burke Ave N

1953 One Story w/bsmt
 3 bdrm, 2.75 bth, 2770 sf, 2 garage
 Orig List Price: \$475,000 (9/24/15)
 Pending: (9/30) **DOM=6 days**
 Closed: **\$480,000** (11/16/15)
 Sales Price/Listed Price = **101.1%**
 Conventional Financing



2305 N 188th St

1958 One Story
 4 bdrm, 2.75 bth, 1710 sf, 1 garage
 Orig List Price: \$428,500 (10/15/15)
 Pending: (10/22) **DOM=7 days**
 Closed: **\$502,500** (12/2/15)
 Sales Price/Listed Price = **117.3%**
 Conventional Financing
 UPGRADED EXTENSIVELY
 PREV SOLD (9/14/05) ~ \$348,000



502 NE 189th St

2015 Two Story
 4 bdrm, 2.75 bth, 2250 sf, 2 garage
 Orig List Price: \$579,950 (9/1/15)
 Pending Insp: (10/15) **DOM=34 days**
 Closed: **\$579,950** (12/1/15)
 Sales Price/Listed Price = **100%**
 Financing Not Disclosed

READ BELOW WHAT A RECENT CUSTOMER HAS TO SAY

**Awarded
 "Five Star
 Realtor" by
 Seattle Magazine
 2009-2015**

"Dave is the most genuine and kind-hearted real estate agent we have ever had the pleasure to work with and we were fortunate to hire him to sell our home. From a seller's standpoint, he not only cares about his clients, but is also able to employ sensitivity to a buyer's needs when necessary. We found him to be highly knowledgeable, methodical and reliable in executing all aspects of the real estate process from planning the sale to closing. Most of all, we appreciated his dedication and passion by going the extra mile to help us get the home ready for sale. Without question, we would highly recommend David O'Connor to our friends & families for their real estate needs. ~ Zahid & Heather Khan"



from David O'Connor

ECHO LAKE, SHORELINE

YOUR REAL ESTATE NEWS



Selected by Seattle Magazine as "Best In Customer Service"

January 2016

LOWEST / HIGHEST SALES IN ECHO LAKE 2015



\$185,000 2158 N 193rd St

Cedar One Story Built in 1955
3bdrm, 1bth, 1100sf, 2 gar, 8616SF
Orig List Price: \$180,000 (9/25/15)
Pending: (9/26) DOM: 1 day
Sold Price: \$185,000 (10/7) CASH
Sold Price / Orig Listed Price: 102.8%



\$600,000 18520 Ashworth Av

Two Story Built in 2014,
5Bdrm, 3.25Bth, 2686sf, 2gar, 7564 SF
Orig List Price: \$629,950 (1/15/15)
Pending: (2/19) DOM: 22 days
Sold Price: \$600,000 (3/26) CONV
Sold Price / Orig Listed Price: 95.2%

SALE PRICE RANGE

PRICE RANGE	# OF HOMES	AVG DOM
\$150,000 - \$199,999	1	1
\$200,000 - \$249,999	0	0
\$250,000 - \$299,999	6	35
\$300,000 - \$349,999	7	7
\$350,000 - \$399,999	15	16
\$400,000 - \$449,999	18	14
\$450,000 - \$499,999	8	20
\$500,000 - \$549,999	5	6
\$550,000 - \$599,950	2	33
\$600,000 - \$649,999	1	35

Thinking of Moving This Year ???

The Housing Market Continues to Look Good for 2016 !!!

Contact Me for Your Free Consultation



WHAT A RECENT CLIENT HAS TO SAY



“ Dave came through in every instance for me. He went above and beyond, advising me on what needed to be fixed in the house and what could remain as is. He was kind hearted and patient, and truly cared about the stress of the move and the tough time I had with some I had hired to supposedly help me. He did everything he could to help, and then some. In the past I have felt like the realtor basically sat back, did little & waited to collect the commission. Not Dave! He earned every penny he made, and then some. I am told I am a tough customer (not by Dave, but by others who have done poor work) and I will agree with this. It's true - I expect others to hold up their end of the bargain and to do good work. He did, I don't know how I would have got through the whole process without him. He knows his stuff, he is professional, and he is genuinely a nice person, which is something you can't fake. Don't even think of hiring a different realtor, you won't do better than Dave O'Connor. ”

~ Jackie Pearson 2014

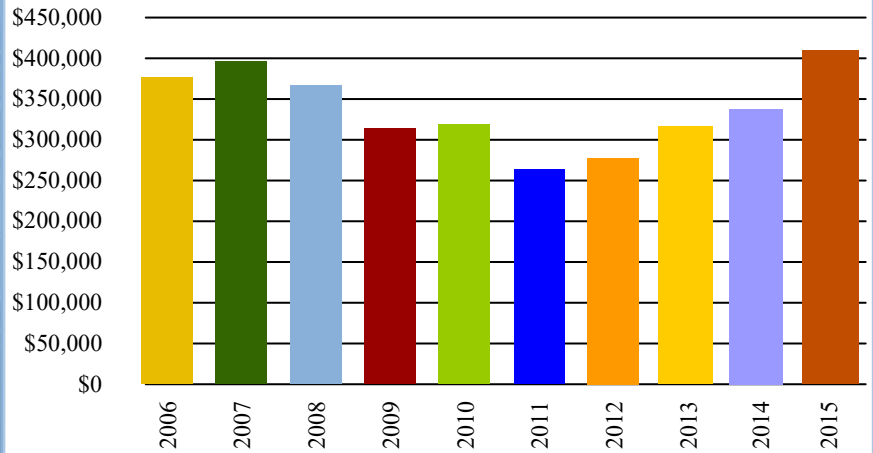


2015 REAL ESTATE MARKET IN REVIEW

1387 Homes



AVERAGE SALES PRICE



SALES STATISTICS

YEAR	SALES	% OF HOMES	AVG. PRICE	% OF CHANGE	LOW	HIGH	COST per SQ FT
2015	63	4.5%	\$406,299	17.9%	\$185,000	\$600,000	\$229
2014	60	4.0%	\$344,673	9.8%	\$160,000	\$499,950	\$198
2013	67	4.8%	\$313,878	12%	\$211,000	\$1,000,000	\$188
2012	34	2.5%	\$275,115	8%	\$194,000	\$414,000	\$168
2011	32	2.3%	\$253,818	-24%	\$179,000	\$379,000	\$151
2010	24	1.7%	\$315,396	2%	\$229,000	\$445,000	\$170
2009	22	1.6%	\$310,195	-17%	\$200,000	\$400,000	\$211
2008	22	1.6%	\$364,307	-10%	\$282,500	\$509,500	\$218
2007	50	3.6%	\$400,127	6.2%	\$289,950	\$555,000	\$212
2006	45	3.2%	\$375,436	19%	\$200,000	\$750,000	\$227

INTEREST RATES

as per mortgage101.com
< \$417,000 on 1/8/2016

Conv. 30 Year Fixed
4.05% / 4.12% APR

Conv. 15 Year Fixed
3.29% / 3.42% APR

Conv. 5 Year ARM
3.24% / 3.28% APR

FHA 30 Year Fixed
3.75% / 3.84% APR

HELOC: 4.90% / 0%

For a Purchase/ Refinance, based on 750+ credit,
Primary Home, Full Doc Inc 80% LTV, 20%
Down, Primary Home, SFR, King Cty, 25 Day
Lock, 0% Loan Orig Fee & 0% Disc Pts

AVG \$/ SqFt by STYLE

STYLE	#	LOW	HIGH	AVG \$	SQFT	\$ / SQFT	DOM
1-1.5 Story	29	\$185,000	\$515,000	\$354,870	1384	\$256	10
1-1.5 Story w/bsmt	9	\$270,000	\$530,000	\$433,444	2112	\$205	18
Split Level	11	\$352,500	\$495,000	\$413,394	2170	\$190	16
2 Story	6	\$373,500	\$600,000	\$500,475	2203	\$227	28
Tri-Level	6	\$381,000	\$477,500	\$443,379	2150	\$206	32
Total	63	\$185,000	\$600,000	\$406,299	1776	\$229	16

AVG \$ by BDRMS

SIZE	#	AVG \$
1 Bdrm	1	\$250,000
2 Bdrms	1	\$305,000
3 Bdrms	31	\$380,788
4 Bdrms	26	\$434,612
5 Bdrms	4	\$484,375



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Making Curb Appeal Work for You

1. Paint Your House!

Good prep work, like sanding off worn and chipped areas and priming, can make an exterior paint job last a lot longer.



2. Change Lights.

Change outdated light fixtures or add lights if you don't have some already. Light up your doorways and walkways.

3. Add Landscaping.

The right landscaping will make all the difference in the world. Plant a tree. Nothing will appreciate more than a tree.

4. Add Mulch.

Mulch always looks a bit sad after winter—it gets spread around and blown about. Adding a thick new layer of mulch can work wonders for your home's curb appeal.

"David worked an actual miracle for me. I found him to be consistently warm, responsive, accurately attentive to the specifics of my situation as well as respectful of my decision-making process. In my experience he went through a great deal of time and effort to lay the groundwork for the ideal sale scenario, all while repeatedly going above and beyond his job description to support me throughout the process." ~ Beth Sandal

JANUARY HOME WARRANTY TIP: You can use weatherstripping in your home to seal air leaks around movable joints, such as windows or doors. To determine how much weatherstripping you will need, add the perimeters of all windows and doors to be weatherstripped, then add 5%–10% to accommodate any waste.



Why Donate Blood?

You don't need a special reason to give blood. You just need your own reason.

- Some of us give blood because we were asked by a friend.
- Some know that a family member or a friend might need blood some day.
- Some believe it is the right thing to do.

Whatever your reason, the need is constant and your contribution is important for a healthy and reliable blood supply. And you'll feel good knowing you've helped change a life.

Some Health Benefits

You will receive a mini physical to check your:

- Pulse
- Blood pressure
- Body temperature
- Hemoglobin



What Can You Expect?

Come prepared.

- Have a light meal and plenty to drink.
- Bring your donor card, driver's license or two other forms of identification.
- Bring the names of medications you are taking.

What is Radon and Why Do You Need a Test for It?

Radon is a radioactive gas that comes from the decay of naturally occurring radium and uranium in the earth. It is the second leading cause of lung cancer overall and the LEADING cause in non-smokers.

The Environmental Protection Agency (EPA) estimates that as many as 21,000 lung cancer deaths a year are caused by radon. Radon is colorless and odorless, so the only way to know if your home has a problem is to test for it.



EPA and the U.S. Surgeon General recommend testing all homes below the third floor for radon and if the levels are high, take steps to lower them. Do-it yourself test kits are available online and at many home improvement and hardware stores. Just follow the instructions that come with the kit and then send it back to the lab for analysis. To see if your State has a test kit program, you can find your State Radon Contact at <http://www.epa.gov/radon/whereyoulive.html>

January Calendar

January 14: Organize Your Home Day

January 18: Martin Luther King Jr. Day

January 21– 31: Sundance Film Festival

January 25: National Irish Coffee Day

January 26: National Peanut Brittle Day

January 28: Nat'l Blueberry Pancake Day

January 27-31: Sportsmen's Show at The Puyallup Fair Grounds