

# Kenmore Real Estate Update

November/December 2012

Happy New Year! In my last newsletter, I mentioned how multiple offers had been very common, and that theme continued in November and December. In fact, I even sat down to review multiple offers on a listing of mine on the Saturday before Christmas, which is not typically a busy *home* shopping weekend. It's hard to say how long the frantic pace will continue, but 2013 should at least start out with a bang. I'm expecting more inventory to come on the market right away in the new year and, hopefully, that will satisfy some of the hungry buyers out there.

While the news is all positive for the housing market at the moment, it is always critical to prepare, price, and present your home as best you can to maximize value in a sale. Toward that goal, I am implementing a new and enhanced marketing and sales strategy for my listings in 2013. It is my exclusive SellPro™ System, a "Seller Protection System" that eliminates most of the contingencies included in a real estate agreement before ever going under contract with a buyer. Most important, it prevents a buyer from attempting to renegotiate terms (usually price) once under contract due to defects found during the buyer's home inspection. And almost as important, since buyers have a pretty easy walk-away clause, this strategy will eliminate the possibility of a "stigmatized property" if it has to be relisted simply because a buyer changed his mind.

If you are considering selling this year, please call or email me to set up a free listing consultation so that we can discuss what sales and marketing strategy might work best for your personal situation.

For your information, the following is a list of recently sold and closed homes near you in Kenmore. You can visit [www.Kenmore-Homes.com](http://www.Kenmore-Homes.com) anytime and go to the "Properties" header and click on the "Homes recently sold in Kenmore" link for all sold homes in the last 3 months. You can also click on the "Blog" or "Stats" headers for more in depth monthly analysis of Real Estate activity and statistics for King and Snohomish Counties.

If you, or someone you know, is thinking about making a move, I would love to show how my level of expertise and local knowledge can guide you through the buying and/or selling process. Please contact me today for a free one hour Buying or Listing Consultation!

| Address           | Bed | Bath | Year | Lot Size  | SqFt        | \$/SqFt   | DOM            | List Price | Sale Price | SP%LP |
|-------------------|-----|------|------|-----------|-------------|-----------|----------------|------------|------------|-------|
| 6304 NE 198th St  | 3   | 1.75 | 1954 | 16,477    | 1,600       | \$156     | 19             | \$259,000  | \$250,000  | 97%   |
| 6253 NE 181st St  | 3   | 2.25 | 2004 | 2,556     | 1,741       | \$196     | 20             | \$335,000  | \$341,500  | 102%  |
| 14610 75th Ave NE | 6   | 1.75 | 1961 | 12,090    | 2,100       | \$167     | 2              | \$359,950  | \$349,950  | 97%   |
| 6218 NE 195th St  | 4   | 2.25 | 1979 | 10,000    | 2,550       | \$145     | 46             | \$379,900  | \$369,500  | 97%   |
| 6132 NE 188th Pl  | 3   | 1.75 | 1955 | 9,290     | 1,800       | \$228     | 7              | \$425,000  | \$410,000  | 96%   |
| 5847 NE 181st St  | 5   | 2.5  | 1957 | 11,800    | 3,763       | \$121     | 154            | \$455,950  | \$455,950  | 100%  |
| 6170 NE 185th St  | 5   | 3.25 | 1954 | 15,172    | 4,520       | \$105     | 5              | \$459,950  | \$475,000  | 103%  |
| <b>Averages:</b>  |     |      |      | 11,055    | 2,582       | \$160     | 36             | \$382,107  | \$378,843  | 99%   |
| <b>High:</b>      |     |      |      | \$475,000 | <b>Low:</b> | \$250,000 | <b>Median:</b> | \$369,500  |            |       |

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This is not intended to solicit property already listed.