

Expanding Horizon

Lake Forest Park
Real Estate Update

Issue 64 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 Lake Forest Park. You can visit www.LFPHomes.com anytime and go to the "Properties" header and click on the "Homes recently sold in Lake Forest Park" 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
18534 29th Ave NE	3	2	1953	7,273	1,780	\$146	107	\$275,000	\$260,000	95%
18469 40th Pl NE	2	1.5	1918	18,190	1,480	\$182	13	\$267,500	\$270,000	101%
19315 Ballinger Way	3	2	1982	5,046	1,340	\$223	6	\$269,950	\$299,000	111%
18409 47th Pl NE	3	1.5	1942	12,632	1,370	\$221	37	\$295,000	\$303,000	103%
20404 55th Pl NE	4	2.25	1966	9,671	2,180	\$142	71	\$314,950	\$310,000	98%
3102 NE 195th St	4	1.75	1949	14,380	2,350	\$142	12	\$349,000	\$333,900	96%
3204 NE 190th St	3	2.5	1964	9,000	2,360	\$144	63	\$339,900	\$339,900	100%
4523 NE 201st Pl	4	2.75	1979	18,318	2,217	\$156	69	\$350,000	\$345,000	99%
5425 NE 204th St	4	3	2002	6,600	2,450	\$153	56	\$389,900	\$375,000	96%
19600 44th Pl NE	5	2.5	1970	19,990	3,620	\$112	28	\$399,000	\$404,000	101%
17069 Brookside Blvd	4	2.5	1941	19,800	2,925	\$140	9	\$419,950	\$410,500	98%
20304 54th Ln NE	4	3	1977	16,235	2,990	\$140	9	\$439,000	\$419,000	95%
18715 35th Ave NE	5	2.75	1933	34,504	4,470	\$98	6	\$425,000	\$437,000	103%
4240 NE 197th St	3	2.5	2006	9,637	2,820	\$161	48	\$450,000	\$455,000	101%
19212 46th Ave NE	4	2.5	1961	19,517	2,500	\$206	8	\$499,000	\$515,000	103%
18516 53rd Ave NE	4	3.5	1998	10,250	2,890	\$187	155	\$519,900	\$540,000	104%
20138 44th Ave NE	4	2.5	1977	10,000	2,940	\$192	26	\$565,000	\$565,000	100%
Averages:				14,179	2,511	\$162	43	\$386,356	\$387,135	100%
High:		\$565,000		Low:		\$260,000		Median:		\$375,000

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Please Visit www.LFPHomes.com

For More Information Including Property Searches and Featured Listings


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*Statistics not compiled or published by NWMLS
This is not intended to solicit property already listed.