

Expanding Horizon

Lake Forest Park
Real Estate Update
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The housing market is still sizzling as we head into the warm summer months. Interest rates are starting to tick up slightly, which is putting even more pressure on buyers to make a commitment. But good listing inventory continues to remain low, keeping buyer competition fierce.

This market dynamic is presenting an interesting conundrum for some sellers. Currently, it is not that difficult to find a buyer. The challenge lies more in negotiating potential multiple offers and facilitating a sale. You may recall that at the beginning of this year, I introduced my new SellPro™, or “Seller Protection System,” which eliminates most buyer contingencies in a real estate agreement *before* ever going under contract. SellPro™ prevents a buyer from attempting to renegotiate the transaction during a contingency time period—when the buyer has all the power. For example, if a buyer simply gets cold feet, he can back out for any reason during the inspection contingency timeframe; there is no “buyer changed his mind” clause in the MLS. Having to relist a home after being under contract can cost a seller 5% or more in price.

I’m happy to say that this strategy is working perfectly so far for my seller clients, and it can work for you as well. Please contact me if you are thinking about selling this year to set up a no-obligation listing consultation.

Have a very happy summer!

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
19227 35th Pl NE	3	2.75	1975	7,639	2,160	\$125	20	\$270,000	\$271,000	100%
20219 54th Pl NE	3	2	1971	7,430	1,490	\$201	5	\$295,000	\$300,000	102%
3749 NE 194th St	3	1.5	1965	10,000	1,220	\$273	4	\$319,950	\$333,600	104%
2828 NE 178th St	3	1.75	1981	13,383	1,840	\$186	7	\$299,000	\$342,500	115%
19019 32nd Ave NE	4	1.75	1959	12,424	2,020	\$193	6	\$385,000	\$390,000	101%
5002 NE 188th St	4	2.25	1964	14,268	1,930	\$232	5	\$429,000	\$448,000	104%
4716 NE 187th Pl	4	2.75	1979	13,222	2,730	\$174	4	\$449,923	\$475,000	106%
18704 46th Ave NE	4	2.75	1964	9,851	2,510	\$190	40	\$475,000	\$477,000	100%
18613 41st Pl NE	5	2.5	1967	10,150	3,100	\$155	3	\$468,000	\$480,000	103%
18431 Ballinger Way	4	2.75	1958	23,760	3,280	\$151	7	\$450,000	\$495,000	110%
3700 NE 180th St	3	2.5	1997	20,311	2,360	\$211	15	\$499,000	\$499,000	100%
4308 NE 186th St	4	3	1973	22,162	2,067	\$283	5	\$585,000	\$585,000	100%
18804 52nd Ave NE	4	2.5	1955	8,983	2,360	\$254	4	\$550,000	\$600,000	109%
19852 47th Ave NE	5	3	1966	19,932	2,500	\$246	25	\$615,000	\$615,000	100%
18725 Ballinger Way	4	2.5	1919	149,354	3,840	\$212	131	\$875,000	\$815,000	93%
18464 40th Pl NE	5	4	2008	20,000	4,180	\$208	7	\$869,000	\$869,000	100%
Averages:				22,679	2,474	\$206	18	\$489,617	\$499,694	103%
High:		\$869,000		Low:		\$271,000		Median:		\$478,500

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Ryan Francescutti
Your Lake Forest Park Realtor® and Neighbor
Direct: (206) 799-7165
E-mail: ryan@windermere.com

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Windermere
REAL ESTATE
Windermere Real Estate Company
17711 Ballinger Way NE, Lake Forest Park, WA 98155

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