



Steve Laevastu & Roger Turner are your EXCLUSIVE Maple Leaf Realtors

Here is what our clients have to say.....

Dear Steve,

Thank you so much for the incredible work you did, helping us to sell our house and buy another one. You really went above and beyond, exceeding our expectations every step of the way. We are so pleased to be settled in our new home and be able to focus on getting ready for the baby, who we just found out will be a girl!

Please know that we will recommend you in a heartbeat to any of our friends looking for an agent. You made the process smooth and clear the whole way.

Have a great summer!

-Leah + Michele

me" height-wise, buyers say.

**WHAT'S ON THE WAY OUT**

**Mosaic tile.** Once deemed the ultimate in tile, now considered a very personal design commitment to the previous owner. The cost and waste to remove intricate mosaic is over-whelming to buyers, especially if it is has been recently installed. Even the most expensive but not agreeable tile could kill an otherwise acceptable property.

**Retro-1970s chic.** Trend-obsolescence by buyers in 2007 was rampant. Loving the retro-seventies was easy, but hearing horror stories from would-be sellers about the market's hesitance to buy a design white-elephant, made more main stream kitchens and baths a sensible decision. As one Gen X buyer said to me; "I love the dark espresso colored shag carpeting, but, I know my decorating needs will change, I want an interior that will transcend trends." I replied, "You're looking for a "transcendent look" and her response: "exactly."



**Windermere**

Windermere Real Estate/ Oak Tree Inc

Mr Roger Turner of Windermere/ Oak Tree Office

I have never written a letter such as this one before but felt the need to express our gratefulness to you for handling the sale of our property on Queen Anne Hill. We have sold quite a lot of properties in our lives but have never met a real estate salesman we felt we could really trust; we even had one forge our signature!!! In this case however, we think that you gave us your all.

It took you five years-- our neighbor was the fly in the ointment. Your persistence and patience prevailed and you made the sale! Your willingness to continue trying in the face of such adversity impressed us as did your kind and gentle manner. Your dedication convinced us that you were truly a fine person with whom to deal.

We have one request and that is to exact a promise from you that you will remain as trustworthy, helpful, low-pressure and agreeable as you have been when working with us. Just remain the person you are now. Don't let those fast talking, high pressure sales-people with whom you undoubtedly come in contact every day influence you. You are just fine as you are.

Most Sincerely,

Dottie & Jim Anderson

Need help buying or selling your home?

Contact Us!

Visit us @ <http://www.mapleleafhouse.com>

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**LAND USE NOTICES:**

**ADDRESS: 9619 ROOSEVELT WAY NE  
PROJECT: 3007471 ZONE: L2**

Land Use Application to subdivide one parcel into two unit lots. The construction of townhouses has been approved under Project #6098220. This subdivision of property is only for the purpose of allowing sale or lease of the unit lots. Development standards will be applied to the original parcel and not to each of the new unit lots.

**ADDRESS: 8524 8TH AVE NE  
PROJECT: 3008174 ZONE: SF5000**

Land Use Application to allow an 11,600 sq ft gymnasium at existing school (St. Catherine of Siena Parish). Existing gymnasium to be demolished. No additional parking provided.

**ADDRESS: 8511 15TH AVE NE  
PROJECT: 3006480 ZONE: L2, NG, SF5000**

Land Use Application to allow cluster development consisting of 24 townhouse and 15 single family residences for a total 39 units. Parking for 50 vehicles to be provided within the structures. Review includes demolition of existing structures. Project includes 12,000 cu. yds. of grading.

**MAPLE LEAF BUILDING PERMITS**

\$339,605; Establish and construct new single family dwelling per plan. 837 NE 104th St

\$196,749; Establish use and construct one Single Family Residence w/attached garage per plans. (Routing and reviews under 6121839) 9425 Roosevelt Way NE

\$202,519; Establish use and construct one Single Family Residence w/attached garage per plans. (Routing and reviews under 6121839) 851 NE 95th St

\$196,649; Establish use and construct one Single Family Residence w/attached garage per plans. (Routing and reviews under 6121839) 9423 Roosevelt Way NE

\$393,865; Establish as and construct a new sfr with attached garage per plans. 1221 NE 90th St

\$72,054; Construct terrace garage and partial 1st story addition plus alteration to existing single family residence per plan. 8219 Latona Ave NE

**Why Steve & Roger Should Be Your Agents**



Steve Laevastu



Roger Turner

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**SIGN UP NOW TO RECEIVE A MONTHLY UPDATE OF THE HOMES THAT HAVE SOLD IN YOUR NEIGHBORHOOD.**

If you would like to receive emailed pictures and a write up of the homes that sold in our Maple Leaf neighborhood, just send an email to [sold@windermere.com](mailto:sold@windermere.com). Just type us a quick message stating that you want to get Maple Leaf home sales emailed to you.

Then, once a month, we will email you all of the homes that sold in our Maple Leaf neighborhood. This email will usually have a picture of the home along with the description and some remarks about the home. We think you will find this information interesting!

We will not release your email address to anybody else. It will only be used for emailing you the Maple Leaf home sales

**SOLD HOMES**

The list below is homes that Sold in our Maple Leaf neighborhood over the last month. Do you wonder what your home is worth? The Décor, the features and condition all have a bearing on the price a home will command. I have seen the interiors of most of the homes on this list. If you are selling your home, please let me help you. I would be happy to view your home, prepare a market analysis and discuss the details with you. I can provide you with useful information, such as a sales price that might be realistically expected in today's Market.

ADDRESS	BED/BATH	STYLE	YEAR	PRICE
111 NE 92nd St	3/1.75	1 Story	1947	\$325,000
1511 NE 100th St	2/2	2 Story	1950	\$359,900
8230-B 17th Ave NE	3/2.75	Townhouse	2007	\$389,000
8234-B 17th Ave NE	3/2.75	Townhouse	2007	\$389,000
1210 NE 96th St	2/1.75	1 Story w/Bsmnt.	1927	\$390,000
10511 12th Ave NE	3/1.5	1 Story w/Bsmnt.	1956	\$390,000
9610-A Roosevelt Way NE	3/1.5	Townhouse	2007	\$399,950
9610-B Roosevelt Way NE	3/1.5	Townhouse	2007	\$410,000
9108 5th Ave NE	3/2	1 Story w/Bsmnt.	1940	\$435,000
1047 NE 98th St	3/2	1 1/2 Stry w/Bsmt	1930	\$450,000
211 NE 91st	4/2.5	Split Entry	1971	\$453,000
8010 Brooklyn Ave NE	2/1	1 Story w/Bsmnt.	1925	\$499,900
9115-9117 15th Ave NE	5/5.5	1 Story w/Bsmnt.	1994	\$521,250
8403 8th Ave NE	4/2	1 1/2 Stry w/Bsmt	1929	\$625,000

**KING COUNTY REAL ESTATE  
STATS FOR - DECEMBER 2007  
SOURCE: [HTTP://WWW.NWREALESTATE.COM/](http://www.nwrealestate.com/)**

**NEW LISTINGS: 1,826  
PENDING SALES: 1,488  
CLOSED SALES: 1,855  
MEDIAN HOME PRICE: \$389,500  
MEDIAN HOME PREVIOUS YEAR: \$399,900**

Additional Community and Real Estate information for the Maple Leaf Neighborhood is available online at <http://www.MapleLeafHouse.com>

# Seattle Events Calendar

**64TH ANNUAL 2008 SEATTLE HOME SHOW**  
**FEBRUARY 16-24, 2008, AT THE QWEST FIELD EVENT CENTER**

The 64th Annual Seattle Home Show™ takes place February 16 through 24 at Qwest Field Event Center, highlighting everything for the Northwest home. Over 600 exhibits feature ideas for every room of the house and every corner of the yard and garden. Tour Idea Street™, a community of five beautiful model homes that are furnished and landscaped. Get ideas for living green and see the latest innovations in sparkling new appliances and high tech home entertainment. Learn from the experts at daily home improvement seminars and discover the joy of wine at our special wine tasting area. The Seattle Home Show is your one-stop shopping headquarters for better ideas and exciting dreams for your home.

2008 Seattle Home Show hours are Saturday(s): 10 AM - 9 PM; Sunday(s): 10 AM - 6 PM; Mon: 10 AM - 8:30 PM; Tue-Thu: 11 AM - 8:30 PM; Fri: 11 AM - 9:30 PM. Tickets to this year's show are \$10 for adults; \$3 for children 7-15; children under 7 are free.

**SEATTLE ROADSTER SHOW**  
**FEBRUARY 29 - MARCH 2, 2008**  
**QWEST FIELD AND EVENT CENTER**

In 2000, the inaugural Seattle Roadster Show took the city by surprise with record crowds and we have been continuing that trend ever since. Over 35,000 spectators and consumers flock to the Emerald City to see all the best that the West Coast and Canada have to offer. The cars shine at the Qwest Field Event center and the atmosphere is brilliant at this last stop on our "West Coast Tour." In 2008 we are introducing the Grand Touring "GT" Award, the nation's top award for street machines. See why Chip Foote calls the Seattle Roadster Show his "favorite indoor car show."

hours: Friday, Noon - 10 PM; Saturday, 10 AM - 10 PM, and Sunday 10 AM - 8 PM. Trophy Presentation will be held Sunday afternoon at 5 PM. Tickets are \$16 for adults; \$12 for seniors; \$8 for children 6-12; free for children under 6.

**FESTIVAL SUNDIATA:**  
**AFRICAN-AMERICAN CELEBRATION**  
**FEBRUARY 16-18, 2008**

The Board of Directors of Sundiata African American Cultural Association (SAACA) invites you to experience "Shades of Black - Colors of Success" as we celebrate the 28th Annual Festival Sundiata.

The festival is held every President's Day Weekend at the Seattle Center and we are committed to the 2010 vision of showcasing the best artists in the Pacific Northwest.

 Windermere

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## 2007 REMODELING MAGAZINE'S ANNUAL "COST VS. VALUE REPORT"

The 2007 Remodeling magazine's annual "Cost vs. Value Report" shows that on a national level the most profitable project was upscale siding replacement, which recouped 88 percent of costs upon resale. In Seattle, however, 13 projects more than recouped their cost, according to a report in the Seattle Post-Intelligencer. In Seattle, minor kitchen remodels brought in a 126 percent return. Sunrooms were Seattle's least cost-effective project, recouping just less than 73 percent of their cost. Other remodeling payoff projects in Seattle include: wood deck addition (120.4%), window replacement - wood (116.6%), window replacement - vinyl (107.9%), basement remodel (107.8%), major kitchen remodel (107.6%), attic bedroom remodel (106.3%), bathroom remodel (105.8%), two-story addition (101.1%). Upscale remodeling project payoffs in Seattle include: siding replacement (117.5%) and deck addition - composite - (116.4%).

### INDIANAPOLIS MAINTAINS "MOST AFFORDABLE" RANKING, SEATTLE SLIPS TO #181 AMONG 214 HOUSING MARKETS

Indianapolis, Ind. maintained its standing as the most affordable major U.S. housing market for a ninth consecutive time in the third quarter of 2007, according to the latest National Association of Home Builders/Wells Fargo Housing Opportunity Index (HOI).

Seattle slipped to 181st place among 214 markets in the survey, while the Los Angeles-Long Beach-Glendale areas maintained their long-held position as the nation's least-affordable major housing market. There, just 3.7 percent of new and existing homes sold during the third quarter were affordable to those earning the area's median family income of \$61,700. In Seattle, 19.3 percent of homes sold were found to be affordable to the median income family.

Nationwide, housing affordability rose on a year-over-year basis but was down slightly for the quarter due to higher mortgage rates.

In the nation's most affordable major housing market of Indianapolis, 87.5 percent of homes sold in the third quarter were affordable to families earning the area's median household income of \$63,800. One smaller metro market (fewer than 500,000 people) outranked all others in terms of housing affordability during the third quarter. This was Kokomo, Ind., where 90.5 percent of all homes sold in the period were affordable to families earning that area's median household income of \$59,700.

Among markets within Washington state in the survey, Spokane topped the list, ranking 83rd nationally and 5th regionally.

### SURVEY UNCOVERS BUYER MUST-HAVES AND DISLIKES

Pet showers, home elevators and concealed appliances are among amenities buyers desire, while McMansions, living rooms and vacant for-sale homes are turn-offs, according to latest annual survey by the author of four real estate books.

"What's In, What's Out with Homebuyers" explores home design trends that are in, out, emerging or fading.

Chicago-area Realtor® Mark Nash surveys buyers, sellers, owners, real estate brokers and salespersons across the U.S. and Canada to gain insight on what would-be buyers find most appealing - and unappealing.

### WHAT'S IN

**Home buyers.** What goes around comes around. Relegated during the boom years to bidding wars, over-full-price offers and new construction lotteries, buyers rule in 2008, and know it. With swelling inventories, they are looking for newly updated kitchens and baths, pristine conditions, and a perception of value.

**Destination bathrooms.** The master bath has evolved into the home getaway with multiple task areas. Freestanding or "throne" bathtubs (bath thrones) in the center of a soaking room, multiple flat screens TV's and wireless Internet so you don't miss anything as you move from bathing to grooming to lounging. Outfitted with serving bars featuring wine coolers, espresso machines, and grazing snacks. And, a burgeoning need for in-home hair salons.

**Short Sales.** Home owners who have over-extended themselves financially are increasingly looking to their mortgage holder to accept less than is owed on their property. Some mortgagee's will accept less than is owed through a short sale, in place of taking ownership of a home back through foreclosure.

**Pet showers.** The kitchen or work sink is out for the dog bath. Dedicated dog showers are an emerging trend. Be it in a mud or utility room, garage corner or basement, dog lovers want a place to clean their favored pooch after a visit to the neighborhood dog park. Common dog showers feature a 3' x 3' shower base, surrounded by ceramic tile 4' up the wall. Pet showers are all about the convenience

for Fido to step in, and eliminate the master's need to lift.

**Outdoor living spaces that look interior.** Massive, soaring "statement" fireplaces of cut stone, heated (think bathroom floors) flooring and walkways, entertaining sized custom kitchens, and indoor-looking artwork, fabrics, and finishes, but ones that can stand up to the elements.

**A home's carbon footprint.** Manufactured homes, reused construction materials, and energy-friendly mechanical systems and appliances all reduce the need for fossil fuels. Home buyers are asking about how their potential new home can save the planet. It's more than a trend, it's a convenient truth.

**Monitoring and controlling with hand-held devices.** Forgot to turn off the coffee maker, close/open the blinds, and turn the heat down or the air conditioning up? The latest in technology that utilize hand-held devices to open or close the blinds, turn on or off lights, or let Fido out the electronic pet door, around the corner or across the country.

**Concealed appliances.** Buyers bypass matching cabinet panels that are used to disguise the ubiquitous refrigerator and dishwasher. Hinged and pocket doors are the latest way to integrate visually those boxy necessities and make the kitchen more non-traditional and less functional looking.

**Off-grid homes.** Solar panels, windmills and inverters are here to stay, in a big way. With brown-outs and power line-damaging storms on the increase, buyers in 2008 will ask for hybrid home-energy options, even being partially off-grid beats getting expensive power from coal-fired utilities, to these eco-energy users.

### WHAT'S OUT

**Unrealistic home sellers.** These relics of another time and market missed the cocktail party chat and water cooler angst by the transitional sellers of 2007. Cautions included: pricing their home right, consider home-sale contingencies, and offer closing cost givebacks. Hear-no-evil-sellers were overlooked by buyers who pined for reality minded ones. Because if sellers were flexible with buyers needs, buyers bought.

**Living rooms.** The great room has replaced the living room in American residential culture. Informal lifestyles with eating, cooking and living spaces combined so family members and visiting friends can congregate together through various activities has conquered the forced museum. In viewing homes with buyers I see the ex-museum used as work-out spaces, home offices, craft or hobby places, and I've seen more than once, the coveted living room with nothing more than a pool table as its solitary focus.

**Empty for sale homes.** Buyers thought people "lived" in houses, but after seeing one-quarter of the homes they viewed empty, they wondered. Even though staging was the buzzword, getting that right was prickly in 2007. Those leftover silk flowers, the left behind mis-matched furniture, and the one-off design-show decorating scheme were buyer no-no's. Neutral palettes, personal objects, thoughtful furniture rental, and something in the refrigerator says to buyers, maybe a person lives here.

**Double-digit home value appreciation.** For now, the home as "get-rich-quick" investment is over. We're back to pre-boom norm of housing or shelter. Flat or low single-digit appreciation in most markets in 2008.

**"Order-taking" real estate agents.** The hive during the boom years was real estate, and multitudes of the dot-com-busted became the worker-bees of real estate sales. Everyone and anyone got licensed and into the frenzy. Little did they know that seasoned (pre-boom), full-time, professional agents possessed ready, willing and able buyers, knew how to sooth seller's anxieties, and produced the fifth highest year in real estate sales, in 2007.

**McMansions.** Size doesn't matter if it's not well finished. A large voluminous home whose best attribute is the square-footage is waning. Home buyers are looking for quality, not quantity in 2008. After all, who has the money to replace the faux-hardwood floors, builder grade carpet and fiberglass bathtubs?

**Obese ceiling heights.** It's cheaper to go up than out. That's been the thinking anyway as of late in residential design. Buyers have finally said enough, they prefer ceilings between nine and eleven feet. Anything more, especially in a smallish (under 10' x 12') room is waste. If you can't add a loft in a soaring room, "down size

## ENTER "ALICE'S WONDERLAND" AT THE CHILDREN'S MUSEUM FEB. 2 - APRIL 27.

Seattle Children explore the world of Lewis Carroll's classic tale at the traveling exhibit "Alice's Wonderland" at The Children's Museum Seattle, Feb. 2 - April 27.

Follow Alice through the rabbit hole to a world that encourages exploration and fun with math, science and reading. A mad tea party, crazy clock and other hands-on activities created from Carroll's imaginative writing allow little ones to discover a world of adventure.

## NW FLOWER & GARDEN SHOW FEBRUARY 20-24, 2008 WASHINGTON STATE CONVENTION CENTER

An entertaining floral funfest for you and your friends. Thousands upon thousands of flowers and plants with all their rich colors, fragrances and textures. Six acres of inspiring gardens, free seminars for all gardening levels, and shopping at 350 exhibits all strictly related to gardening, outdoor living and gardeners.

Northwest Flower & Garden Show hours are Wednesday-Saturday 9 AM - 9 PM; Sunday 9 AM - 6 PM. Tickets go on sale this Fall.

## HAPPY VALENTINES DAY!

### SONICS HOME GAME SCHEDULE

	FEBRUARY	
Wed 13	vs Utah	7:00pm
Tue 19	vs Memphis	7:00pm
Fri 22	vs Portland	7:30pm
Sun 24	vs LA Lakers	6:00pm
Wed 27	vs Denver	7:00pm
Fri 29	vs Miami	7:30pm
	MARCH	
Fri 14	vs Minnesota	7:30pm
Wed 19	vs Phoenix	7:00pm
Mon 24	vs Portland	7:00pm
Wed 26	vs Washington	7:00pm
Fri 28	vs Charlotte	7:30pm
Sun 30	vs Sacramento	6:00pm

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IT Consulting & Technical Support

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Computer Help is a freelance technical support company, specializing in IT consulting for SOHO (small office/home office) businesses. Computers and Internet connectivity are one of the most valuable assets of any modern business. Don't neglect these important resources. Call for Computer Help today.