

Steve Laevastu & Roger Turner are your EXCLUSIVE Ravenna Realtors

Here is what our clients have to say

To potential seller/buyer in Seattle area,

I am writing this letter to highly recommend Steve Laevastu as your real estate agent. My wife and I just sold our house in the View Ridge area last October, which we consider would be impossible if without Steve's help.

We started our selling process by interviewing three agents – all with excellent track records. Among them, Steve was outstanding in two ways: he has a team and can put contractors in immediate repair work (which is very important for an old house); Also, he is so confident about his service that he guarantees that we can stop working with him if we are not 100% satisfied with him.

We decided to ask Steve to help us sell our house. As you know, the housing market is not as good as even a year ago. Only one week after we put our house on the market, there was another house right over the corner that was listed at an extremely low price. At such a difficult time, Steve discussed with us possible strategies based on his years of experience. We have this strong feeling that he really thinks and acts as if he is selling his own house, and we highly appreciate his suggestions along the way.

Then we got an offer, only one offer and at a very low price. Steve stayed calm and rational, which helped us a lot in the negotiating process. At the end, we sold our house at a reasonable price. However, even if we did not sell the house at that time, we would still use Steve as our agent – we are comfortable working with Steve, and we believe that he is trying his best to help us.

Overall, we consider that Steve is an honest, professional and dedicated person, and we will highly recommend him to potential home sellers/buyers.

Sincerely yours,

Bin Li

Service that exceeds normal expectations, that was our experience with Roger.

We had listed our house and purchased our new house within days of each other and would be moving with no potential buyer(s) in sight. We were facing two mortgages and a loan from a retirement plan.

After explaining to a friend of mine that our house was on the market about four weeks with no activity (one brokers open and one public open during which not even one agent or buyer showed up to either) he suggested that we call Roger.

After rescinding the listing with our current agent and listing with Roger, we accepted an offer within two weeks.

Roger did all the right things to give the house lots of positive exposure and it worked. Thank you Roger!

Sincerely,

Peter and Moira Tueffers

Need help buying or selling your home?

Contact Us!



Steve Laevastu

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Roger Turner

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LAND USE PERMITS

ADDRESS: 5200 11TH AVE NE
PROJECT: 3008702 ZONE: ARTERIAL WITHIN 100FT, LOW-RISE-1, URBAN VILLAGE OVERLAY

Land Use Application to subdivide one parcel into three unit lots. The construction of residential units has been approved under Project #6122306. 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: 5206 11TH AVE NE
PROJECT: 3008703 ZONE: ARTERIAL WITHIN 100FT, LOW-RISE-1, URBAN VILLAGE OVERLAY

Land Use Application to subdivide one parcel into three unit lots. The construction of residential units has been approved under Project #6128142. 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: 5260 BROOKLYN AVE NE
PROJECT: 3007724 ZONE: ARTERIAL WITHIN 100 FEET, LOWRISE-1, URBAN VILLAGE OVERLAY

Land Use Application to subdivide one parcel into three unit lots. The construction of townhouses and a single family dwelling has been approved under Project #6126825. 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.

RAVENNA BUILDING PERMITS

\$319,800; Establish use and construct single family residence, per plans. 6800 24th Ave NE

\$88,009; Alterations to existing single family residence, per plan. 6303 21st Ave NE

\$170,928; Establish use and construct single family dwelling this permit, per plan. (Construct duplex structure and single family dwelling with surface parking per plan, review and processing for 2 AP's under 6128142). Project includes demolition of existing single family residence, accessory garage and rockery walls under separate permit. 5204 11th Ave NE

\$154,550; Construct single family residence per plan (Construct one single family residence and one duplex, review and processing for 2 AP's under 6122306). 5202 11th Ave NE

\$217,793; Establish use as multifamily with 4 surface parking spots and construct duplex townhomes per plan (Construct one single family residence and one duplex, review and processing for 2 AP's under 6122306). 5200 11th Ave NE

\$229,017; Establish use as multifamily and construct duplex townhouse structure this permit, per plan. (Construct duplex structure and single family dwelling with surface parking per plan, review and processing for 2 AP's under 6128142). Project includes demolition of existing single family residence, accessory garage and rockery walls under separate permit. 5206 11th Ave NE

[HTTP://WWW.ROGERJTURNER.COM](http://www.rogerjturner.com)



SOLD HOMES

The adjacent list is homes that sold in our Ravenna Neighborhood over the last month. Do you wonder what your house is worth? The décor, the features and condition all have a bearing on the price a house will command. We have seen the interiors of most of the homes in this list. If you are selling your home, please let us help you. We would be happy to view your home, prepare a market analysis and discuss the details with you. We can provide you with useful information, such as a sales price that might be realistically expected in today's market.

| ADDRESS | BED | BATH | LEVELS | YEAR BUILT | SOLD PRICE |
|----------------------|-----|------|-------------------|------------|-------------|
| 2119 NE 62nd St | 2 | 0.75 | 1 Story w/Bsmnt. | 1919 | \$330,000 |
| 7700 12 Ave NE | 2 | 1 | 1 1/2 Stry w/Bsmt | 1926 | \$368,000 |
| 806 NE 60th St | 2 | 1.5 | 1 1/2 Story | 1921 | \$385,000 |
| 7024 25th Ave NE | 3 | 2 | 1 Story w/Bsmnt. | 1954 | \$410,000 |
| 1032 NE 63rd St | 3 | 2.5 | Townhouse | 2007 | \$480,000 |
| 1825 NE 58th St | 3 | 1 | 1 1/2 Story | 1910 | \$500,000 |
| 7305 21st Ave NE | 3 | 1.75 | 2 Stories w/Bsmnt | 1929 | \$520,000 |
| 8025 Ravenna Ave NE | 2 | 1.75 | 1 1/2 Story | 1942 | \$525,000 |
| 1216 NE Ravenna Blvd | 8 | 3.75 | 1 1/2 Stry w/Bsmt | 1918 | \$645,000 |
| 1908 NE Naomi Pl | 4 | 1.5 | 1 1/2 Stry w/Bsmt | 1928 | \$754,000 |
| 6851 17th Ave NE | 4 | 3.5 | 2 Stories w/Bsmnt | 2007 | \$962,000 |
| 6529 18th Ave NE | 5 | 2.5 | 2 Stories w/Bsmnt | 2003 | \$1,300,000 |



Windermere Real Estate/ Oak Tree Inc

The above statistics are for home sales in the 98115 zip code. What the statistics tell us is that NE Seattle with the zip code 98115 is still moving fairly well.

- Market time is now averaging 67 days whereas in the hot market it was closer to 30 days
- The median price is \$520K. The median peaked at \$595k in May 07 and has been holding steady for the past 3 months at about \$520k
- The average ORIGINAL LIST price vs Sales price is 94%.



Steve Laevastu



Roger Turner

| Date | 1/07 | 2/07 | 3/07 | 4/07 | 5/07 | 6/07 | 7/07 | 8/07 | 9/07 | 10/07 | 11/07 | 12/07 | 1/08 |
|---|------|------|------|------|------|------|------|------|------|-------|-------|-------|------|
| For Sale | 69 | 71 | 67 | 87 | 116 | 128 | 130 | 140 | 163 | 168 | 140 | 109 | 128 |
| Sold | 26 | 35 | 53 | 52 | 65 | 64 | 78 | 53 | 38 | 39 | 36 | 34 | 24 |
| Pended | 41 | 43 | 62 | 60 | 65 | 74 | 58 | 43 | 38 | 34 | 42 | 26 | 26 |
| Months of Inventory based on Closed Sales | 2.7 | 2.0 | 1.3 | 1.7 | 1.8 | 2.0 | 1.7 | 2.6 | 4.3 | 4.3 | 3.9 | 3.2 | 5.3 |
| Months of Inventory based on Pended Sales | 1.7 | 1.7 | 1.1 | 1.5 | 1.8 | 1.7 | 2.2 | 3.3 | 4.3 | 4.9 | 3.3 | 4.2 | 4.9 |
| Avg. Active Price | 678 | 653 | 696 | 662 | 672 | 658 | 644 | 655 | 661 | 662 | 667 | 677 | 662 |
| Avg. Sld Price | 497 | 631 | 591 | 651 | 668 | 620 | 606 | 585 | 648 | 586 | 590 | 612 | 600 |
| Avg. Sq. Ft. Price | 248 | 261 | 273 | 297 | 276 | 290 | 290 | 281 | 233 | 291 | 258 | 262 | 274 |
| Sold/List Diff. % | 98 | 99 | 100 | 102 | 101 | 100 | 100 | 99 | 99 | 98 | 97 | 97 | 98 |
| Sold/Orig LP Diff. % | 97 | 98 | 99 | 101 | 100 | 99 | 98 | 98 | 97 | 95 | 95 | 94 | 94 |
| Days on Market | 43 | 49 | 33 | 30 | 32 | 24 | 27 | 32 | 34 | 34 | 50 | 49 | 67 |
| Avg CDOM | 57 | 62 | 52 | 34 | 42 | 28 | 28 | 34 | 33 | 52 | 50 | 49 | 67 |
| Median Price in k | 486 | 552 | 560 | 575 | 595 | 542 | 538 | 517 | 564 | 540 | 525 | 520 | 520 |

Seattle Events Calendar

EMP PRESENTS: REMEMBERING & RECLAIMING JIMI HENDRIX EVENT RUNS THROUGH APRIL 6, 2008

Phase one of an exhibition centered on Hendrix's guitar sound and its continued resonance; featuring two iconic artifacts, gallery walls will be a blank slate for visitors to write comments and reflections.

NORTHWEST WOMEN'S SHOW MARCH 28-30, 2008

QWEST FIELD AND EVENT CENTER

This 3-day Women's Show will feature seminars on health, wellness & finance; fashion shows; cooking demonstrations. Past celebrity appearances featured the world-famous Richard Simmons ... Anne Rule ... Susan Powter ... and Martin Yan.

Additional show activities include demos on faux painting, home repair and tools just for women, over 60 food exhibits and a rose show on Sun at 4:30 PM... with information on care & arranging.

Hours are Fri-Sun 10 AM - 6 PM. Tickets are \$14.

DAFFODIL FESTIVAL GRAND FLORAL PARADE

APRIL 12, 2008 - TACOMA WASHINGTON

The famous Daffodil Festival will be celebrating it's 75th Year in 2008 and takes pride in calling the grand State of Washington it's home. The Daffodil Festival is an annual event that culminates in April with a Grand Floral Street Parade, traveling through the cities of Tacoma... Puyallup... Sumner... and Orting - all in one day.

EASTER BRUNCH AT WOODLAND PARK ZOO SUNDAY, MARCH 23, 2008 9:00-11:00 A.M.

Usher in the season of spring at Woodland Park Zoo's Easter Brunch at the Rain Forest Food Pavilion. The delicious menu includes carved ham, potatoes, fruits, pastries and more. It also includes a special visit from the Easter Bunny and an up-close animal encounter. Cost for members: \$28.75 for adults; \$16.95 for children ages 3-10; free for children ages 2 and under. Cost for non-members: \$35.50 for adults; \$21.75 for children ages 3-10; free for children ages 2 and under. Prices include zoo admission, service charge and tax. Advance reservations and pre-payment required. Must enter through the West Entrance at N. 55th St. & Phinney Ave. N. For more information and reservations, call 206.548.2662.



Windermere Real Estate / Oak Tree Inc

COUNCIL RELEASES THE 2008 ACTION PLAN PRIORITIES INCLUDE PUBLIC SAFETY, TRANSPORTATION, SUSTAINABILITY AND MORE

Seattle—The Council, today, released its 2008 Action Plan to an enthusiastic audience in a packed Council Chambers at City Hall. Council President Richard Conlin said, "Seattle is a great American city. Our responsibility as city government is to join with the people of our city and our partners around the region to manage growth in a sustainable manner that enhances our quality of life and the character of our neighborhoods."

The Council set out three themes and thirteen priorities for this year's Council actions:

FOSTER SAFE, JUST, AND HEALTH COMMUNITIES FOR ALL

- Protect public safety and challenge gang violence by investing in human services and police resources
- Increase affordable housing through incentive zoning and innovative financing
- Take action to improve pedestrian safety
- Keep neighborhoods in the driver's seat of neighborhood plan updates
- Maintain and enhance our built environment to promote sustainable communities and a strong economy

INVEST PUBLIC RESOURCES FAIRLY AND EFFECTIVELY

- Move forward regional decisions on light rail, the Viaduct, and SR520
- Make the transportation system work by investing Bridging the Gap dollars in transportation choices
- Ensure equal access to technology and pioneer new ways to engage the community through technology
- Take action to maintain a sustainable Seattle City Light, in partnership with its employees, customers, and suppliers
- Find new ways for meaningful public involvement to develop a balanced 2009-2010 budget that meets community needs by spending every dollar wisely

BUILD A LIVABLE CITY FOR OUR FUTURE

- Ensure that Seattle's Parks, Seattle Center and the Pike Place Market continue to meet the diverse needs and interests of the people of Seattle
- Implement the Zero Waste Strategy
- Protect the urban forest and plant more trees

Council President Conlin said, "The Seattle City Council has the opportunity to make important decisions for the City in 2008. Each major decision carries a huge responsibility because the choices we make now will affect the fundamental nature and economic health of our city for generations to come."

MAYOR ANNOUNCES PROGRAM TO HELP FAMILIES AVOID LOSING HOMES. CITY PARTNERS WITH TWO NONPROFITS TO HELP STRUGGLING FAMILIES FACING FORECLOSURE

SEATTLE - Mayor Greg Nickels today announced a new pilot program aimed at helping Seattle families facing foreclosure keep their homes and get back on their feet.

The Foreclosure Prevention Program will combine stabilization loans, preforeclosure counseling and repayment plans to help low-income families in danger of losing their homes.

"We haven't seen the same level of foreclosure as other cities, but the numbers are rising," Nickels said. "Whether a family has lost a job, gotten sick or was the target of predatory lenders, our goal is to help them hang on to the home they have and avoid the terrible disruption and loss that a foreclosure can bring."

Under the program, the city will provide a total of \$200,000 through two nonprofit organizations - Solid Ground and the Urban League - for stabilization loans to low-income Seattle homeowners at risk of foreclosure. The loans, up to \$5,000 each, will be coupled with counseling funded through other sources.

Rather than being forced into a sale by the mortgage holder and thus forfeiting their equity, borrowers will be allowed two options through loans and mortgage counseling. They can avoid default and work through a repayment plan to stay in their home, or gain enough time to sell their homes on their own terms.

The initial investment will assist at least 40 low-income homeowners with funds revolving over time to assist more homeowners at risk of foreclosure. To qualify for the program, household income must be below 80 percent of median. For example, a family of two earning up to approximately \$48,000 would be eligible for the program; the limit is approximately \$60,000 for a family of four.

Though not as severe as many areas of the country, mortgage foreclosures are on the rise locally. The foreclosure rate in King County increased 26 percent in 2007 from 2006, while the national rate increased by 75 percent during the same period.

"While Seattle is not experiencing foreclosures at the same rate as many other cities around the country, we have seen a dramatic increase in recent years," said Cheryl Cobbs, executive director of Solid Ground. "And considering that subprime loans will continue to reset over the next several years, it is imperative that we assist struggling homeowners now while creating a program we can expand in the future if need be."

It is estimated that a home foreclosure costs the homeowner, lender, federal government, municipal government and neighborhoods combined up to \$73,000.

"Loan foreclosures have a negative impact not only on homeowners and their families, but businesses and communities alike," said James Kelly, president and CEO of the Urban League of Metropolitan Seattle. "If we can keep individuals and families in their homes, the entire community benefits."

A 2004 study by Freddie Mac found the combination of stabilization loans plus counseling reduces foreclosures by 80 percent among all borrowers and by 68 percent among low-to moderate-income borrowers.

Foreclosures generally can be attributed to one of two causes - the loan type, as with subprime and adjustable rate mortgages, or one-time adverse life events, such as illness or job loss. According to Freddie Mac, 43 percent of those requesting foreclosure counseling identified job loss or wage reduction as the primary cause.

While Seattle has a lower percentage of subprime mortgages than some other regions of the country, they remain a problem and are more prevalent in low-income communities and communities of color. A 2002 study found that in the Seattle metropolitan area, 40 percent of loans to African-Americans, 28 percent of loans to Hispanics, and 26 percent of loans to Native Americans were subprime.

Homeowners in need of assistance should contact Solid Ground or the Urban League directly to see if they qualify:

- Urban League: 1-800-368-1455
- Solid Ground Mortgage Hotline: (206) 694-6766

Open Monday, Wednesday and Thursday from 10:30 a.m. to 4:30 p.m. All screenings and appointments must go through the hotline. Counselors are not able to take walk-in appointments.

Visit the mayor's Web site at www.seattle.gov/mayor. Get the mayor's inside view on efforts to promote transportation, public safety, economic opportunity and healthy communities by signing up for The Nickels Newsletter at www.seattle.gov/mayor/newsletter_signup.htm

BUNNY BOUNCE AT WOODLAND PARK ZOO PRESENTED BY HOMESTREET BANK SATURDAY, MARCH 22, 2008 9:30 A.M.-2:00 P.M.

Hop, skip and jump to Woodland Park Zoo for the seventh annual Bunny Bounce presented by HomeStreet Bank, featuring amazing egg hunts for children ages 1 to 8, crafts, bunny photos, and eggs-citing zoo programs throughout the day. Space may be limited. Each egg hunt is open on a first-come, first-served basis. Activities are free with zoo admission. Zoo members receive free zoo admission year-round. For more information call 206.548.2500.

THE IRISH WAKE WING-IT PRODUCTIONS HISTORIC UNIVERSITY THEATER 5510 UNIVERSITY WAY NE 206 325-6500 CLOSES: FRIDAY, APRIL 18, 2008

The best party of your life happens after you die: A beloved scion of the Emerald Isle has passed on. Friends and family have gathered in their quant thatched-roofed home to honor them. Songs will be sung. Fights will break out. Bottles will be broken. Tickets Price range: \$8 - \$10

JET CITY IMPROV (COMEDY) WING-IT PRODUCTIONS HISTORIC UNIVERSITY THEATER 5510 UNIVERSITY WAY NE 206 352-8291 Seattle's Best Comedy runs all year long at Jet City Improv. Tickets \$2.00

SONICS HOME GAME SCHEDULE

| | | |
|------|----------------|--------|
| 4/02 | vs LA Clippers | 7:00pm |
| 4/04 | vs Houston | 7:30pm |
| 4/06 | vs Denver | 6:00pm |
| 4/13 | vs Dallas | 6:00pm |

Steve Laevastu is "Best in Client Satisfaction" As Seen In **seattle** MAGAZINE 2004 2005 2006 2007 FIVE STAR

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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.