

Maple Leaf

REAL ESTATE JOURNAL

OCTOBER 2015

HOMES SOLD RECENTLY IN OUR NEIGHBORHOOD

The following is a list of homes that sold in our Maple Leaf Neighborhood recently. 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. I have seen the interiors of many of the homes in 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.

House #	Address	Sell Price	Beds	Baths	SF	SOLD DATE
517	NE 80th St	\$810,000	5	3.25	3,060	07/27/2015
312	NE 94th St	\$733,000	4	3	2,790	07/29/2015
8231	4th Ave NE	\$672,500	3	2	1,720	08/17/2015
209	NE 82nd St	\$631,012	4	2.5	2,430	08/21/2015
1550	NE 91st St	\$620,000	4	2.5	2,420	09/05/2015
615	NE 77th St	\$610,000	3	2	2,120	08/28/2015
8614	17th Ave NE	\$601,000	2	1.75	2,520	08/27/2015
825	NE 95th St	\$590,000	3	2.5	2,020	08/24/2015
1707	NE 95th St	\$587,000	4	2	2,420	08/07/2015
1033	NE 94th St	\$585,000	3	2	1,570	08/13/2015
8216	8th Ave NE	\$570,000	3	2	1,400	09/03/2015
839	NE 97th St	\$565,000	4	2	2,430	08/14/2015
1008	NE 105th St	\$565,000	4	2.75	1,710	08/27/2015
1238	NE 97th St	\$545,000	3	2.25	1,710	08/21/2015
9222	15th Ave NE	\$539,950	3	1.75	2,206	08/13/2015
837	NE 105th St	\$527,000	3	1.75	1,640	08/23/2015
851	NE 97th St	\$525,000	3	1.75	1,900	09/09/2015
8909	17th Ave NE	\$515,000	2	1.5	1,440	08/29/2015
857	NE 100th St	\$460,000	4	1.75	2,400	08/06/2015
422	NE 92nd St	\$455,000	2	2	1,390	07/31/2015
9611	Roosevelt Wy NE #A	\$455,000	2	1.5	1,433	09/04/2015
1211	NE 80th St	\$430,000	3	1	1,720	09/10/2015
1528	NE 94th St	\$420,000	3	2	1,640	08/03/2015
8528	1st Ave NE	\$300,000	2	1	730	08/18/2015

MAPLE LEAF MONTHLY HOME SALES E-MAILED DIRECTLY TO YOU!

Let Roger know that you want this free service by sending him an e-mail at: rjturner@windermere.com.

You will have Maple Leaf home sales e-mailed to you every month. The e-mail will contain all of the homes that sold in Maple Leaf for that month. With this e-mail you can see interior pictures of the homes that sold as well as get data on each home such as the price it sold for, BR, BTH, SQ FOOTAGE, ETC.

You will not receive any junk e-mail and your e-mail address will NOT be given to anybody else. This service has been very popular and received numerous compliments from a number of Maple Leaf residents.



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SEATTLE CALENDAR

SEE THE ZOO BRIGHTER THAN EVER NOVEMBER 28 - JANUARY 4

Let it glow, let it glow, let it glow! Seattle's wildest winter holiday lights festival is back! The favorite new holiday tradition features wild animals and wild places recreated in hundreds of thousands of sparkling LED lights. Experience amazing indoor and outdoor light displays, see a few of our animal friends—including visiting reindeer—have a faux-snowball fight with your family, and enjoy carolers singing the joy of the holiday season.

See the all new and classic light displays. More than 600,000 energy-efficient LED lights will recreate wild animals and wild places in two and three dimensions along the zoo's pathways and North Meadow. An animated display of nature's wonder will be woven into the zoo's famous greenery inspired by exotic destinations from across the globe.

New this year: Shake and shimmy to the Tree 'Roo Dancing Forest, an amazing, music-synchronized light show experience!

2015 SEATTLE TURKEY TROT

The Seattle Turkey Trot is a 5k jog, walk or run on the morning of Thanksgiving Day, November 26, 2015.

This is the 9th year of the scenic run which starts in the Sunset Hill neighborhood near Ballard, and finishes at Golden Gardens Park.

The race begins at 9 AM.

All proceeds from this race go to support the Ballard Food Bank. Not only will you have a great time at the race, you'll be helping to provide food for those in need during the crucial holiday season.

THE SELLING PROCESS

Source: *Windermere. Com*

If you're in the market to sell, it's probably time to clean house. Literally. Selling a home requires preparation, patience, and in most cases, good-old-fashioned elbow grease. From list to closing, we'll walk you through the most important steps and terminology.

Representation:

The job of a full-service real estate agent is to represent your best interests through every step of the sales process. Your agent should listen to your needs and understand the market in which you are selling a home. They should be experts in marketing, negotiation, transaction forms, and finance options, as well as have an understanding of technology and how it can enhance the marketing of your home.

Price:

Determining the right price is hands-down the most important part of achieving the highest return in the least amount of time. There are a lot of factors that go into determining a home's market value, such as the sales price of nearby homes that have recently sold, the listing price of similar homes that are currently on the market, as well as the condition and location of a home. In order to determine pricing, your Windermere agent will provide a comparable market analysis which walks you through what your home is worth – and why.

Prep Work:

First impressions are key when selling a home, so before the 'for sale' sign goes up, put in the time to make sure it's in ship shape. Fresh paint, clean closets, and cheery flowers – there's a lot you can do to make even the most humble of abodes look like a million bucks.

Marketing Your Home:

Creating a plan to market your home will help attract the interest of the right buyer. Today, the vast majority of homebuyers use the internet in their home search, so your marketing plan should include focused online activities, in addition to print advertising and open houses.

Home Showings:

Showings are an inconvenient, yet necessary part of the home selling process. When your home is on the market it has the potential to be shown at any time, so it's important to maintain a certain level of cleanliness; clear dishes from the sink, make beds, put away dirty laundry, and vacuum and dust regularly. It's also a good idea to clear out; it makes buyers uncomfortable to tour a home when the owners are in the next room, so for the sake of your sale, vacate your home for showings.

Purchase and Sale Agreement:

Once an offer on a property has been made by a buyer and accepted by the seller, they enter into a legal contract known as a Purchase and Sale Agreement. This document outlines the specific terms and conditions of the transaction and is acknowledged by both parties by the signing of the document.

Inspection:

Once a buyer and seller reach mutual acceptance on a property, a home inspector is hired to investigate every nook and cranny to determine if the home is in need of any repairs. An inspector will check items, such as the roof, basement, heating system, water heater, air-conditioning system, structure, plumbing, and electrical. Afterwards, buyers will have a chance to negotiate with the sellers to cover the costs of certain repairs or to ask for concessions.

Negotiation:

Whether you're a buyer or a seller, negotiation is the key to getting the best deal. Negotiations can involve everything from settling on a sales price to concessions and financing. Windermere Real Estate agents are expert negotiators whose job it is to represent your interests during the give and take of a real estate transaction.

Escrow:

Once the offer is accepted and a closing date agreed upon, escrow allows the buyer and the seller to have an outside party ensure all parts of the contract are complete. Your Windermere agent can help coordinate the completion of all necessary forms to the escrow company and monitor the escrow process until the transaction is complete.

Closing:

At closing, all the paperwork is signed by the buyer and seller, both parties pay any settlement fees and the documents are officially recorded. Prior to closing, you'll receive a settlement statement outlining any fees which may apply to you.

U.S. HOMEBUILDING SLOWS IN AUGUST AFTER HOT STREAK

Source: *Seattle Times*, September 17, 2015

Builders broke ground on fewer houses and apartment complexes in August, a possible sign that the housing market may be levelling off after accelerating for much of the year. Housing starts last month fell 3 percent to a seasonally adjusted annual rate of 1.13 million homes, the Commerce Department said Thursday. Construction activity slowed sharply in the Northeast and Midwest last month, edged downward in the West and climbed in the South.

Still, homebuilding appears much stronger than a year ago, despite figures that can be highly volatile on a monthly basis. Construction slowed in part due to the expiration of tax incentives for developers in New York.

Housing starts have climbed a solid 11.3 percent this year to date. Steady job gains of 2.9 million in the past 12 months are contributing to increased demand from buyers and renters. And as the recovery from the Great Recession has entered its seventh year, residential construction has stated to both reflect and fuel broader economic growth. Developers see favorable demographics helping to sustain demand, as approved permits rose 3.5 percent in August to an annual rate of 1.17 million.

Confidence among builders is also improving. The National Association of Home Builders/Wells Fargo builder sentiment index released Wednesday rose this month to 62, up from 61 in August. The last time the reading was higher was October 2005 at 68. New construction has yet to fully satisfy demand, a sign that further building will likely remain profitable. Only 5.2 months' supply of new homes is listed for sale, well below the standard level of six months usually seen in a healthy market. This shortage has led to rising prices for new and existing homes.

At the same time, median rental prices are rising annually at 4.2 percent — roughly double the increase in average hourly wages — because of an influx of downsizing baby boomers and millennials entering the job market.

But there are also signs of limits to how far housing activity can expand. The lack of supply has caused prices to shoot up in many of the largest job markets, reducing affordability for potential buyers and renters. And sales at furnishers and building supply stores fell in August after posting gains over the past 12 months, the government reported Tuesday.

MAGIC IN THE MARKET HOLIDAY CELEBRATION

Saturday, 11-28-15

Magic in the Market Holiday Celebration

Time: 1:00 pm - 5:00 pm

Venue: Pike Place Market

Celebrate the holiday season at Magic in the Market! Meet and take FREE photos with Santa. Decorate gingerbread cookies with your family in the Market Atrium Kitchen.

Get a belly full of laughs from performances by the Figgy Pudding Caroling Teams, right under the Public Market Center clock and sign.

Enjoy Tiny's Organic apple cider, indie chocolate's hot chocolate and MarketSpice tea while you shop for locally made gifts.

At 5 pm, Santa will lead a countdown to the lighting of the 20-foot holiday tree and lights throughout the Market. Join in the fun and the kick off to the holiday season! and children of all ages.

SEATTLE SPORTS SCHEDULE

SEATTLE SEAHAWK SCHEDULE

<http://seahawks.com/>

11/1	1:00 PM	AT COWBOYS
11/15	5:30 PM	VS CARDINALS
11/22	1:00 PM	VS 49ERS
11/29	1:00 PM	VS STEELERS

WASHINGTON HUSKY SCHEDULE

<http://gohuskies.com>

11/7	TBA	VS UTAH
11/14	TBA	AT ARIZONA STATE
11/21	TBA	AT OREGON STATE
11/27	TBA	VS WASHINGTON STATE

ROGER TURNER IS YOUR MAPLE LEAF REALTOR

HOW I CAN HELP YOU SELL YOUR HOME?

Helping to find a buyer for your home is only one facet of my job.

In addition, I provide the following services :

- Explain basic real estate principles and paperwork
- Do a Comparative Market Analysis (CMA) to help determine your home's value
- Help determine the right selling price
- Assist you in preparing your home for sale
- Market your home to buyers and other agents
- List your home in the Northwest Multiple Listing Service, Windermere.com and other real estate websites
- Keep you up-to-date on current market activity, as well as comments from potential buyers and agents about your home
- Assist you with the purchase and sale agreement
- Negotiate with buyers and their agents on your behalf
- Track contingencies and ensure contract deadlines are met
- Work with the escrow company to ensure all documents are in order and on time

So if you choose to work with me, you will:

- Be more likely to get the highest return on your investment
- Decrease your "days on market"
- Understand all the terms, processes and paperwork involved
- Have exposure to more buyers and agents with qualified buyers
- Have current market information to make informed decisions
- Have a skilled negotiator on your side
- Have peace of mind that the details are being handled

TESTIMONIAL

"Thank you for all the hard work you did to help us get our house ready for sale. You made the process so easy by having a group of professionals that you have worked with for years. We also appreciated your great advice throughout the process. Great communication by phone, in person and e-mail. You always checked in with us to see if there was anything you could do, and always with a great attitude..."

Our house sold in under a week! Thank you for all the prep work you did in terms of analyzing recent comparable home sales, the listing, the flyers, and open house – everything you did to make a deal happen. You are a great real estate professional, and a very genuine and caring individual.

All the best in the future!"

L. Sonntag & M. Eriksson, Home Sellers



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