

Kenmore Real Estate Update

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 Kenmore. You can visit www.Kenmore-Homes.com anytime and go to the "Properties" header and click on the "Homes recently sold in Kenmore" 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
6304 NE 198th St	3	1.75	1954	16,477	1,600	\$156	19	\$259,000	\$250,000	97%
6253 NE 181st St	3	2.25	2004	2,556	1,741	\$196	20	\$335,000	\$341,500	102%
14610 75th Ave NE	6	1.75	1961	12,090	2,100	\$167	2	\$359,950	\$349,950	97%
6218 NE 195th St	4	2.25	1979	10,000	2,550	\$145	46	\$379,900	\$369,500	97%
6132 NE 188th Pl	3	1.75	1955	9,290	1,800	\$228	7	\$425,000	\$410,000	96%
5847 NE 181st St	5	2.5	1957	11,800	3,763	\$121	154	\$455,950	\$455,950	100%
6170 NE 185th St	5	3.25	1954	15,172	4,520	\$105	5	\$459,950	\$475,000	103%
Averages:				11,055	2,582	\$160	36	\$382,107	\$378,843	99%
High:		\$475,000		Low:		\$250,000		Median:		\$369,500

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This is not intended to solicit property already listed.