

Kenmore Real Estate Update

May/June 2013

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 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
6421 NE 182nd St	2	1	1944	5,520	930	\$199	223	\$189,950	\$185,000	97%
5509 NE 195th St	3	1	1963	10,500	1,180	\$264	20	\$309,900	\$312,000	101%
6033 NE 201st Ln	3	2	1959	8,276	1,480	\$214	3	\$299,500	\$317,000	106%
6045 NE 204th St	3	2.25	1964	10,650	1,940	\$179	3	\$339,999	\$348,000	102%
6048 NE 203rd St	3	2.5	1967	7,500	1,980	\$182	7	\$359,950	\$359,950	100%
6224 NE 184th St	5	2.5	1955	17,940	2,840	\$150	188	\$429,950	\$425,000	99%
18203 60th Ave NE	4	3.25	1958	10,723	2,700	\$161	3	\$425,000	\$435,000	102%
18515 64th Pl NE	5	2.5	1976	14,100	3,016	\$156	10	\$469,000	\$469,000	100%
6500 NE 192nd Pl	5	2.5	1975	8,165	3,020	\$156	40	\$519,900	\$470,000	90%
5831 NE 180th St	4	3.25	1959	12,058	3,500	\$136	5	\$469,950	\$477,000	102%
6450 NE 186th St	4	2.5	1971	10,200	3,180	\$150	0	\$478,000	\$478,000	100%
19216 Kenlake Pl	4	2.5	1975	6,900	2,400	\$202	22	\$499,950	\$485,000	97%
18127 60th Pl NE	4	1.75	1958	13,112	3,140	\$164	5	\$445,000	\$515,000	116%
18507 64th Ave NE	5	2.5	1956	20,400	3,600	\$208	3	\$750,000	\$750,000	100%
Averages:				11,146	2,493	\$180	38	\$427,575	\$430,425	101%
High:		\$750,000		Low:		\$185,000		Median:		\$452,000

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Ryan Francescutti
Your Kenmore REALTOR®
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.