

Expanding Horizon

Lake Forest Park
Real Estate Update
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Finally, some inventory! While that is good news for buyers, it means sellers are facing more competition for the first time in a long time. King and Snohomish County combined data shows that active homes for sale shot up by 34% over June 2017. Pending sales decreased by 6% and closed sales fell by 10% over last year. This shift in the market was very noticeable by many of us in the industry so I've been cautioning my clients to be slightly more conservative in their listing price. Sales prices are still up about 11% since last June but they have flattened out a bit over the last couple of months to an average of \$767,000 and \$340/sqft.

It's not unusual to have a temporary cooling of the market when the summer heat comes out, but it did arrive a little early this year. I wouldn't worry too much if you're thinking about selling soon. While inventory levels have increased, they are still very low by historical standards. However, you may need to do a few more things to prepare your home for the market and maybe be more strategic on pricing so that you can lure home buyers to your listing instead of your competition. Contact me today for a personal consultation for your specific home and situation.

For your information, the following is a list of recently sold and closed homes near you in Lake Forest Park. You can also visit this direct link at www.LFPHomeSales.com anytime to see all the sold homes in the last 3 months. Feel free to navigate to other pages on my website for more Real Estate information and statistics for King and Snohomish Counties.

Address	Bed	Bath	Year	Lot Size	SqFt	\$/SqFt	DOM	List Price	Sale Price	SP%/LP
5027 NE 188th St	6	4.25	1967	7,533	4,410	\$115	52	\$640,000	\$507,000	79%
19631 44th PI NE	3	2.5	1984	13,340	2,140	\$266	6	\$565,000	\$570,000	101%
19226 35th PI NE	4	1.75	1975	7,673	2,840	\$224	14	\$630,000	\$635,000	101%
19200 53rd Ct NE	4	2.5	1998	17,180	1,940	\$340	14	\$670,000	\$660,000	99%
18220 Ballinger Way	3	2	1916	25,000	2,250	\$311	6	\$689,950	\$699,000	101%
19554 35th Ave NE	4	2.75	1977	10,500	2,490	\$281	4	\$639,000	\$700,000	110%
4028 NE 196th Ct	4	2.75	1996	10,589	2,170	\$336	11	\$739,000	\$729,000	99%
19607 40th PI NE	4	2.75	1969	11,800	3,030	\$246	8	\$739,000	\$745,000	101%
18704 46th Ave NE	4	2.75	1964	9,851	2,660	\$289	5	\$769,000	\$769,000	100%
3625 NE 189th PI	4	1.75	1967	9,963	2,140	\$361	9	\$649,900	\$772,050	119%
4726 NE 187th PI	3	2.25	1979	9,825	2,750	\$282	7	\$775,000	\$775,000	100%
4414 NE 195th PI	4	2.5	1979	12,640	4,380	\$179	25	\$799,900	\$785,000	98%
4044 NE 204th St	4	2.5	1978	8,050	2,430	\$329	1	\$769,900	\$800,000	104%
5303 NE 178th St	3	1.75	1957	15,100	2,340	\$368	8	\$750,000	\$860,000	115%
18710 46th Ave NE	4	2.5	1997	9,660	2,320	\$395	2	\$790,000	\$917,000	116%
19205 46th Ave NE	5	2.75	1965	25,204	3,800	\$251	10	\$938,500	\$955,000	102%
19560 38th Ave NE	6	4.5	1960	15,021	3,502	\$298	20	\$1,080,000	\$1,045,000	97%
5319 NE 187th St	5	3	2018	13,889	3,804	\$382	88	\$1,519,900	\$1,455,000	96%

Averages: 12,934 2,855 \$292 16 \$786,336 \$798,781 102%

High: \$1,455,000 **Low:** \$507,000 **Median:** \$770,525



Ryan Francescutti

Your Lake Forest Park Realtor® and Neighbor

Direct: (206) 799-7165

E-mail: ryan@windermere.com

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Windermere Northlake

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.