



Puget Sound Quarterly MarketFLASH

From the top performing areas in our marketplace during 4th Quarter 2007

Bellevue/Medina

Coldwell Banker Bain agents handled **19%** of homes sales in Bellevue/Medina, with an average sales price that was **\$352,093** higher than the market average.

Capitol Hill/Madison Park

6% of active listings and **12%** of all home sales in Capitol Hill/Madison Park was generated by Coldwell Banker Bain agents.

Edmonds/Lynnwood

Coldwell Banker Bain agents delivered **6%** of new listings and **6%** of all home sales in Edmonds/Lynnwood.

4th Quarter Average Sales Prices*

Community	NWMLS	CBBain	Difference
Downtown Bellevue/Medina	\$1,078,066	\$1,430,159	\$352,093
\$1,000,000 + tri county	\$1,573,612	\$1,765,620	\$192,008
Mercer Island	\$1,220,122	\$1,395,368	\$175,246
South Bellevue/South Issaquah	\$607,913	\$763,325	\$155,412
North Tacoma/Stadium	\$335,596	\$407,409	\$71,813
Gig Harbor/Peninsula	\$426,283	\$483,556	\$57,273
Issaquah/Sammamish	\$577,852	\$629,963	\$52,111
Redmond/Carnation	\$529,570	\$567,444	\$37,874
Puyallup	\$287,466	\$323,724	\$36,258
Kirkland/Bridle Trails	\$662,186	\$679,837	\$17,651
University Place/Fircrest	\$362,507	\$378,654	\$16,147
Edmonds/Lynnwood	\$396,213	\$410,415	\$14,202
East Bellevue/South Redmond	\$541,127	\$555,210	\$14,083
Woodinville/Juanita/Duvall	\$500,895	\$506,507	\$5,612

*average residential and condominium sales prices from 4th quarter 2007

PUT OUR KNOWLEDGE ON YOUR SIDE™



ROGER MORRIS

Your REALTOR®
for all seasons...

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This information is based on figures from the Northwest Multiple Listing Service from fourth quarter 2007. Statistics are not compiled or published by NWMLS and include single-family residential homes and condominiums. If your home is currently listed with a broker, this is not a solicitation of that listing.

Everett/Mukilteo

Coldwell Banker Bain agents generated **7%** of active listings in Everett/Mukilteo.

Gig Harbor

Coldwell Banker Bain agents handled **10%** of all home sales and **11%** of total sales volume in Gig Harbor.

Issaquah/Sammamish

Coldwell Banker Bain agents generated **13%** of new inventory and **8%** of home sales in Issaquah/Sammamish.

Kent

Coldwell Banker Bain agents sold homes in Kent an average of two weeks faster than the market average.

Kirkland/Bridle Trails

Coldwell Banker Bain represented **10%** of Kirkland/Bridle Trails active listings and **11%** of home sales with an average sales price that was **\$52,111** higher than the market average.

Lake Union/Queen Anne/Magnolia

Coldwell Banker Bain agents contributed **8%** of the total sales volume, **7%** of new inventory and **9%** of home sales in Lake Union/Queen Anne/Magnolia.

Mercer Island

34% of Mercer Island home sales and **39%** of total sales volume was generated by Coldwell Banker Bain agents.

North Tacoma/Stadium

Coldwell Banker Bain handled **12%** of North Tacoma/Stadium total sales volume and **10%** of home sales.

Puyallup

Coldwell Banker Bain agents sold homes in Puyallup at an average sales price that was **\$36,258** higher than the market average.

Redmond

Coldwell Banker Bain agents were responsible for **18%** of the total sales volume in Redmond and **17%** of all home sales.

University Place/Fircrest

Coldwell Banker Bain agents delivered **11%** of University Place/Fircrest total sales volume and **10%** of all home sales.



Roger Morris:

Your
REALTOR®
for All Seasons

Roger's Report is sent every season. In each newsletter, I aim to provide up-to-date information on today's real estate market and helpful, seasonal hints.

This information is courtesy of NWMLS

ROGER'S REPORT

Winter 2008

The Housing Market

Home appreciation continues to out-perform the rest of the nation with year-to-year price increases every quarter since the spring of 1995. Washington has a robust economy with its roots in aerospace, technology and exports. The Emerald City has experienced strong price appreciation over the last six quarters, and that's expected to continue in 2008. *Forbes Magazine, Nov, 2007*

Washington State's population will increase by nearly one million over the present decade and reach 6.8 million by 2010. About two thirds of the growth is due to in-migration, the rest is a result of the growth of families. *Washington State Office of Financial Management*

The number of building permits issued in the tri-county area has declined by 6% for the first three quarters of 2007, compared to the same time period in 2006. *John Murphy, Director of Operations, New Home Trends*



Unemployment in Washington has been below 5% for nice straight months and is in the running for the lowest annual average since modern records began in 1976. Washington added over 57,600 new jobs in the last year. The majority of these jobs are in the Puget Sound area. *National Association of Realtors*

Less than one percent of mortgages end in default in Washington State. The foreclosure rates today are the same as they were 10 years ago. *Washington Association of Realtors*

Mortgage interest rates are near historic lows. Based on market indicators, rates are not likely to stay this low for long. *James Wirth, Landover Mortgage*

Current conditions mean this market is in the "Buy Zone" and is the perfect buyer's market. Looking at the housing market graphically over the past 25 years, its evident there are periods when conditions make it the perfect time to buy a home, and this is one of them. *Northwest Multiple Listing Service*

NWMLS YEAR-END STATS

- The median price for single family homes that sold last year area-wide was \$342,000, up 5.9% from the previous year.
- Condominium prices jumped 10.6 percent from 2006 to 2007. The area-wide median price rose from \$235,000 to \$260,000.
- Kitsap County topped the charts in price gains for condos.
- 2,311 residences fetched more than \$1 million, a 10.1% jump from the previous year. Of the million-dollar-plus sales, 2,186 were single family residences.
- In the four-county Puget Sound region (King, Snohomish, Pierce and Kitsap), less than 5% (4.68%) of single family homes sold for under \$200,000. Nearly three of every 10 homes (28.9%) sold for \$500,000 or more.
- About 63% of all condos that sold were in King County.
- Single family homes accounted for about 83% of all residential sales. Of these transactions, more than half (52%) had three bedrooms.
- The second quarter was the most active for pending sales, with 31.4% of those transactions being written during April, May or June. The last quarter, reflecting the usual seasonal slowdown plus turbulence in the mortgage market, was the slowest, with only 17% of sales during that timeframe.
- Measured by "month's supply" last year's average was 5.57 months (meaning it would take that long to exhaust inventory at the current sales pace). The national average is 10.3 months, according to the latest report from the National Association of Realtors.
- In King County, the average price of a residence (single family home and condo combined) that sold in 2007 was \$497,855, more than twice the price paid a decade ago (1997 - \$213,821). For single family homes (excluding condos) that sold in King County last year, the average price was \$564,468; in 1997 it was \$230,345 and in 1990, the average sales price was \$178,187.

AROUND HOME

With \$40 in supplies and a little effort, you could see noticeable savings in your home-heating bill with these easy or low-cost tips:

Turn down the thermostat at night or when you're not at home. A 1-degree decrease shaves 2 percent off your bill.

Check your furnace filter. If it's reusable, run it through the dishwasher to clean it. If it's disposable, buy a new one. Check it every month or two during the cold months.

Check for air leaks inside the house by holding a lit incense stick near doors, windows, baseboards, outlets and other fixtures, fireplace dampers and chimneys, attic and crawl-space doors and hatches, and anywhere else outside air might come in.

Use weather-stripping and door sweeps.

Install outlet seals. These foamy inserts fit snugly inside the faceplates of light switches and outlets.

Make sure the fireplace damper is closed and not cracked.

Insulate windows with plastic storm-window kits.

Insulate pipes around the water heater. Wrap hot-and cold water pipes with premolded sleeves. If your water heater feels warm, insulate it with a wrap.

Check with your utility for free products or rebates that could help make your home more energy-efficient.

BENEVIA: Simplifying Life Transitions



This is a new company that provides a wonderful service for going through a life transition and may feel overwhelmed by everything that has to be done! Benevia provides FREE, one-stop transition coordination for older adults, their families and caregivers. They provide a personalized plan and coordinate the related details every step of the way. After assessing needs, they make introductions to their hand selected network of Screened Service Providers. Then they coordinate and confirm appointments, troubleshoot problems, and follow-up to make sure that all the needs are met. The service is FREE because they are compensated by the service providers for the privilege of assisting their valued clients. 1-888-236-3842 or www.BENEVIA.com for more information

BEING GREEN

Top 10 easiest things to green your home – no remodel required!

Conserve Water Resources

Replace your showerhead with a low-flow, filtering showerhead.
Install rain barrels to harvest rain for watering, washing tools, etc.

Improve Indoor Air Quality

Keep your homes interior mold-free with regular maintenance of damp areas.
Use natural, eco-and health friendly cleaning products.
Leave your shoes at the door and protect yourself from tracking in heavy metals and other pollution into your home.

Reduce Pollution and Waste

Use all natural, biodegradable fertilizers and pesticides in your yard.

Choose items that use less packaging, use reusable canvas grocery bags when you shop, and recycle and compost waster.

Save & Green Your Energy

Insulate and seal your attic or crawl space using formaldehyde-free insulation.

Replace conventional light bulbs with compact fluorescent bulbs.
Sign up for green energy programs with your utility providers.



FAST FACT

Homes usually need to be painted every five to 10 years, depending on the content of the paint (is glossiness) and its exposure to moisture and traffic. Quality paints are expected to last upwards of 20 years.

Have you ever wondered what homes are For Sale in YOUR neighborhood?

#1 Start by typing:

www.cbbain.com/RogerMorris

Roger Morris



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You are now able to search via mapping feature or by neighborhoods!

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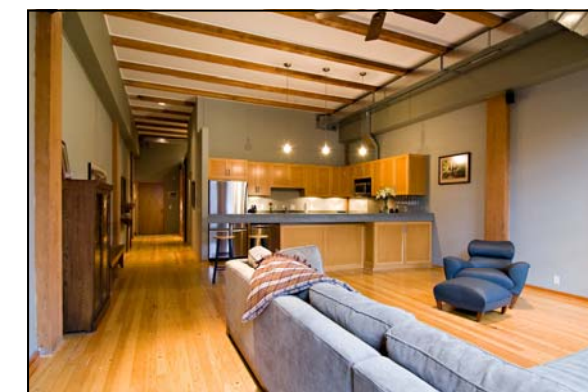
YOUR REFERRALS ARE WELCOMED!

Contact me when you need a Realtor with a unique combination of experience and knowledge for:

- Buying, selling and relocation assistance
- Recommendations for contractors and services
- Current market value information
- Remodeling considerations for highest return on your investment
- Sale price for the home down the street

I want to be YOUR real estate resource for you, your friends, family and co-workers, now and in the future.

NEW LISTING: Pioneer Square Loft



Located on the quiet side of historic Pioneer Square, this 980 SF unit is a completely remodeled true loft.

Features include soaring ceilings, large windows, exposed timbered beams and natural brick walls. Gourmet kitchen with concrete counter tops and stainless steel appliances. Heated slate bathroom floor. Parking spot right inside the garage. Oversized storage room. Walk to waterfront, restaurants, galleries and sporting events. The ultimate in urban living!

\$568,000

**Open House on Sunday,
February 10 from 1:00 – 4:00 pm**



DIGITAL TV IS COMING!

Broadcasters will switch from analog to digital broadcasting on February 17, 2009. TVs that receive free programming with a roof-top antenna or rabbit ears will require a digital-to-analog converter box or users will need to switch to cable or satellite TV. For information, see <http://www.dtv.gov/consumercorner.html> or <http://www.dtv.gov/whatisdtv.html>. Also, every U.S. household is eligible to receive up to two coupons, worth \$40 each, toward the purchase of digital-to-analog converter boxes. Information about the coupon program is available at www.ntia.doc.gov/dtvcoupon or by calling 888-388-2009.



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