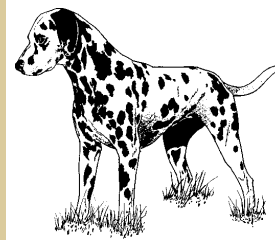


JAY AGOADO'S .H.O.M.E..... FRONT

MARCH 1999



Jay M. Agoado
John L. Scott Real Estate

Direct 425.861.1573
Fax 206.493.1548
Cellular 425.260.0715
Web www.jayagoado.com
Email jay@jayagoado.com



I hope that each and every one of you had a fantastic millenium. It was definitely a different New Year's eve for my wife and I since it will be the last one spent alone. We are expecting our first child anyday now! You'll get further details in the next newsletter.

1999 turned out to be another successful year for me in real estate. I received the President's Award from John L. Scott for the 3rd straight year. This award placed me in the top 5% of the company nationwide. My production was identical to what I accomplished in 1998. I closed 33 transactions, of which 85% were attributed to past clients purchasing/selling or referrals from past clients or sphere of influence. As always, I truly appreciate the confidence you place in me with your referrals.

Lastly, as a result of the number of transactions I closed in 1999, I was fortunate enough to donate \$1,650 to Children's Hospital. As I stated in a previous newsletter, I donate \$50 to the hospital for each closed transaction. Let's keep it up!!!

Jay

GETTING WIRED

... Cutting Edge Communications

As most of you are aware, I constantly strive to stay ahead of my competition when it comes to being "wired" and "value-added". I initially started with my own web site. I then purchased a laptop computer and portable printer to use for listing appointments and purchase and sale agreements. The latter allows me to prepare and print purchase and sale agreements for my clients while at the home just previewed.



Now for the latest, I recently decided to purchase a "Ricochet" wireless modem for my laptop computer. I would have to say that this has been the most exciting investment in my business. It allows to me to access the internet anywhere in King, Pierce, and Snohomish county. I can send and/or retrieve e-mails. I can access the Northwest Multiple Listing Service and check on the availability of listings. Most importantly, I can be out looking for homes with clients, get online and find a new listing before anyone else. In the past, I would have to find a John L. Scott office or a phone line and use their computers. Nowadays, I have my very own office in my car!

Along the same lines, and for use with my wireless modem/laptop, I recently signed up for a fax service which allows me to receive a fax anywhere in the world.



People can send me a fax and it automatically is routed to my e-mail address. This is very helpful when I am in my car with clients and the listing agent of a property

has timely information regarding their property for sale. They can fax it to my local number and in minutes it will be on my laptop ready for printing!

In this day and age it is very important to be savvy in technology because it may cost your clients their dream home. By being on top of my game, my clients benefit by receiving valuable information in a timely manner or instantaneous.

preparation IS THE KEY

Not only will effective preparation save you a lot of headaches and grief when you are selling Real Estate, it could also save you a good deal of money. Lack of preparation often means mistakes, and even small mistakes in Real Estate transactions can translate to thousands of dollars of your money.

1. Prepare yourself to sell your house. Do your best to see the house, no longer as your

home, but as a product to be marketed. This takes some work, especially if you have been in the home for a number of years and have many memories there, but it is necessary if you want to maximize your potential.

2. Develop a gameplan for selling that maximizes your advantages and minimizes your chances for problems.

3. Consider a professional whole house inspection. An inspection will most likely

justthefacts

NWMLS Statistics for King, Pierce, & Snohomish counties
for the month of January 2000

Residential

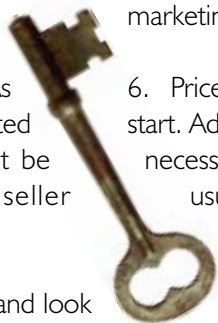
	Closed Sales		Average Closed Price		% Increase in Closed Price	Market Time
	1999	2000	1999	2000		
King	1530	1245	\$ 265,112	\$ 303,788	14.59%	48
Pierce	635	565	\$ 155,569	\$ 152,996	-1.65%	81
Snohomish	640	531	\$ 197,169	\$ 216,016	9.56%	56

Condo

	Closed Sales		Average Closed Price		% Increase in Closed Price	Market Time
	1999	2000	1999	2000		
King	342	380	\$ 173,245	\$ 209,889	21.15%	49
Pierce	35	19	\$ 132,517	\$ 128,213	-3.25%	75
Snohomish	57	102	\$ 129,427	\$ 137,511	6.25%	56

preparation IS THE KEY

uncover any major defects before they can cause trouble with a potential buyer. It also is a signal to buyers that you are a responsible seller. (As a side note, any defect not corrected prior to listing the property must be disclosed to the buyer in the seller disclosure form)



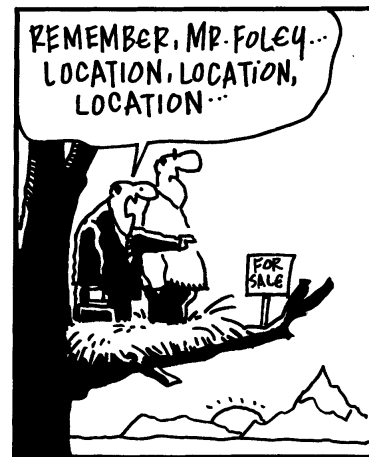
4. Prepare the house. Stand back and look at your house as objectively as possible. Would you buy this home? Ask friends and neighbors to do the same, asking them to be totally honest. Overlooking or ignoring flaws could cost you money (or a potential buyer)!

5. Do what is necessary to make your house stand out from the competition. Make certain that your house is fresher, cleaner, and better

maintained. Familiarize yourself with effective marketing and advertising techniques.

6. Price the house competitively from the start. Adding thousands of dollars more than necessary to leave additional "wiggle room" usually turns off buyers. You can't sell them your property if you don't get the opportunity to show it to them!

7. Remove most of the "imprint" that you have made on the house. Having a few family pictures around is fine, but if your house is a "shrine" to your family—walls full of personal pictures—you should take some steps to depersonalize it. Buyers must be able to envision themselves in the house, which is nearly impossible if everywhere they turn they stare at you!



Jeff Tisdale

Western States Mortgage Corporation

Senior Loan Officer

13200 NE 20th Street, Suite 1
Bellevue, WA 98005-2034

Direct: 974-2233

Web: www.jefftisdale.com

e-mail: IBYMONY@aol.com

Fax: 453-5212



WESTERN STATES MORTGAGE CORP.



More Rate Hikes Likely

The National Association of Business Economic's recent survey revealed 87% of economists expect two more interest rate hikes by the Federal Reserve. Analysts had predicted the economy would slow with no more intervention. However, revised predictions indicate the economy will not slow unless the Fed continues to raise rates.

Comments by Fed officials reinforce economists' views. New York Fed President William McDonough recently indicated the Fed has "made very clear" their intentions to continue tightening rates as long as the economy remains strong. In addition, Alan Greenspan continues to reiterate that he wants the economy to slow. Look for mortgage rates to remain volatile amid the uncertainty surrounding the effect of further Fed rate hikes.



Jay M. Agoado

John L. Scott Real Estate
16564 Cleveland St. #H
Redmond, WA 98052

