

Summer Is Almost Here!

Once again, it's been a crazy market! I've been saying this for years and it just doesn't seem to be slowing down, in most price ranges. We are seeing the upper end slowing down and have begun to notice price reductions. Is it the rise in interest rates? Is it Sellers being unrealistic in their original price and are now having to set the price to market value? It could be one or both. In the low-mid price ranges, we are still seeing shorter times on market and



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multiple offers. I have noticed that the multiple offers aren't as plenty as earlier in the year but they are still the norm. As usual, a Buyer should be pre-approved, consider a "pre-inspection", put down a large earnest money deposit, and basically minimize contingencies. Sellers should price their home correctly and take advantage of this market. An overpriced home will sit on the market and the Seller could end up getting less money for their home if they had priced it correctly in the first place.

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How am I doing? I have sold 17 homes so far this year! I'm off to another great year thanks to all of you! Of the 17 homes, 100% are from referrals or are past customers! I absolutely love it this way and hope to continue running my business in the same manner from here on out. If you have any questions about the market, please don't hesitate to contact me. If you know of someone looking to buy or sell a home/condo, I would appreciate you giving them my contact information or let me shoot them an e-mail.



Happy Summer!!!!

Practical Things to Remember While Home Shopping

by M. Anthony Carr

Most folks are always looking for the ever-elusive "dream home." Not too long after settling into a new dwelling, many residents begin to pick apart the house they just rented or bought. Someone who really likes the idea of a laundry chute (great, no more walking the dirty clothes to the laundry room), rethink that idea when they now have to climb up two flights of steps to put away the clothes. Here are some practical things to think about when you're looking through your pool of homes that you're hoping to buy.

Measure your furniture

I mentioned this recently about a couch that wouldn't fit into my basement once I finished the space. You might say the excitement about the two sleeper sofas dimmed to the degree that I was realizing I couldn't use them the way I had planned. Fortunate for me, I had hired the perfect decorator who pointed me back to the furniture manufacturer who directed me to a couple of fellas that dismantle, move and reassemble furniture. Thus -- when shopping for a home, don't forget the measurements of your large furniture: couches, big screen TVs, mattresses, pianos, etc. More than likely, they will convey with the house.

Why is that conveying?

Okay, so it sounds great that the pool table (or 2 sleeper sofas) conveys. Be sure to ask yourself -- Why? Why would the owner part with this piece of furniture, extra refrigerator, etc.? Play a quick game of pool, see if the refrigerator really freezes and cools, and why would they let go of these two perfectly good sleepers? Sometimes, it may be they just won't have room in the next house for them or no longer need them. Meanwhile, they may be handing over a white elephant to the next owners.

Sounds great. What if it breaks?

So the hot tub stays? Great. What if it breaks down? Again, is this really a benefit to the house or is it something that has cost the owners hundreds or thousands of dollars a year to maintain? Find out if a large

continued on back....

just the facts

NWMLS Statistics for King, Pierce, & Snohomish counties Month of May 2006

Residential

	Closed Sales		Median Sale Price		% Increase in Sale Price	Market Time
	2006	2005	2006	2005		
King	2606	2897	\$ 427,950	\$ 370,500	15.51%	42
Pierce	1440	1465	\$ 345,000	\$ 289,173	19.31%	47
Snohomish	1307	1322	\$ 265,000	\$ 238,490	11.12%	53

Condo

	Closed Sales		Median Sale Price		% Increase in Sale Price	Market Time
	2006	2005	2006	2005		
King	834	974	\$ 246,500	\$ 209,145	17.86%	29
Pierce	115	86	\$ 210,990	\$ 182,250	15.77%	71
Snohomish	280	277	\$ 203,250	\$ 189,950	7.00%	32

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piece of equipment, appliance, etc., has had any repair problems.

What about conveniences?

Sure, the house is located deep into the community on a cul-de-sac, but what does that mean when you need a bag of sugar or flour? Is the shopping just a few minutes down the road or does it mean a 15-minute jaunt down Hwy. 1? If it's a newer development, how long before they will be constructing the business section of the development?

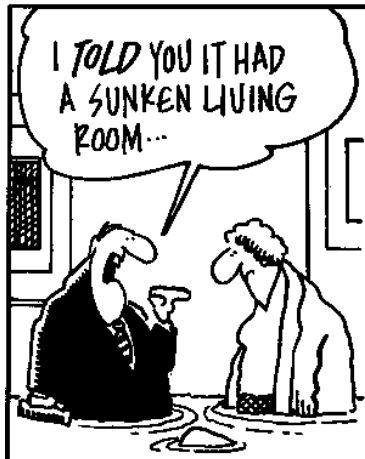
What kind of wiring?

This analysis has become more important as homeowners look more toward broadband, high-speed Internet access for work and pleasure. When walking through an older home, be sure to really understand what all the coaxial connections really attach to: antenna, cable, digital cable, satellite. In addition, if you're accustomed to other type connections, such as DSL or Fiber Optics, at least

find out if these services are available if the house doesn't have them connected already.

Planes, trains and automobiles

If you're looking for a quiet neighborhood, don't forget to come by and check out the community during rush hour. It may be convenient to the main thoroughfares, but are those roadways so close that you can hear the traffic (or see it) before tuning to Traffic on the Nines? How about the sounds from above? I've talked with many owners who, aware that the community was near the airport, had no idea they would have to straighten up their pictures on the walls after each airplane flew over.



HOA Documents

Don't just thumb through the homeowners association documents. Be sure to really understand your limits under these binding documents. In a community near Washington, D.C., for instance, no residents can park a pickup truck on their property. Imagine the surprise to a new homeowner who just didn't happen to read about that limitation in the docs. When I've bought properties, this is one of the sections of the HOA docs I turn to immediately.

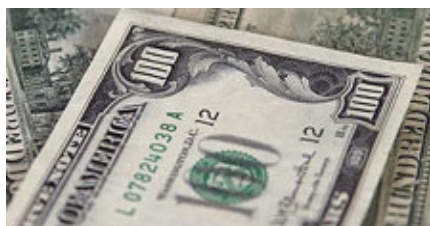
More detail is better than the big picture when it comes to selecting your next property. Research, drive by and really get

to know your target property before making a final decision. Happy home shopping.

Economic Report

Mortgage rates fell this week as a weaker-than-expected employment report eased concerns about inflation.

Freddie Mac, the mortgage company, reported Thursday that rates on 30-year, fixed-rate mortgages averaged 6.62 percent, down from 6.67 percent last week, which had been the highest level in nearly four years.



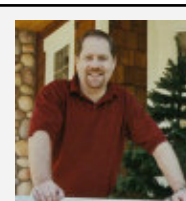
It marked only the second rate decline in the past 11 weeks and still left the 30-year mortgage more than a percentage point above where it was a year ago.

The housing sector, which has enjoyed five boom years, is exhibiting numerous signs of slowing under the impact of rising mortgage rates.

Analysts are predicting that sales will decline by around 10 percent this year and price gains will slow.

Frank Nothhaft, chief economist at Freddie Mac, said that this week's decline in rates

reflected last Friday's report that the economy created just 75,000 jobs last month, the slowest increase in seven months and a sign that the economy has started to slow.



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