

Badgley & Badgley

Keeping You Informed With The Latest Real Estate News!

April 2009

Running the Race With Endurance

Long distance running demands much of the runner, and it isn't until you begin to seriously commit to running a marathon, or even a half-marathon that you fully appreciate what really goes into the making of a long distance runner.

I was in my mid-forties when I first started running and by the end of a two block run, I was completely worn out. I couldn't even run a quarter of mile without collapsing on the sidewalk, let alone, run a marathon. Determination kept me going though and over time I began stretching that distance until I finally reached one mile before collapsing in a heap – ready to be shoveled into a wagon and hauled home (or to a hospital).

My determination persisted and after a couple of years of solid training, I found that I could comfortably reach up to three miles, then four, then five, and even six miles in a continuous run. It was then that I began thinking about running the Seattle Half-Marathon. I began building my training to 10 miles on Saturday mornings, and eventually to the full 13 miles before the big race.

What does running have to do with our career in real estate you might ask? A lot!

I made a career move to real estate so that I could return to serving people and while serving, be filling a necessary and purposeful role in the lives of others.



In the beginning there was much to learn, but the economy was great, buyers were eager to enter the market, and sellers were anxious to realize the gains on their properties – in other words, the running was fairly smooth. In those years, it was admittedly easier to enter the real estate business and even prosper with hard work.

Now we are into the marathon. Over the years I eventually ran at least six half-marathons the last one in 2002 at the age of 56. I can still remember climbing the back side of Capitol Hill at about mile eight as I passed up literally hundreds of younger runners who

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Client Appreciation

We would like to extend a big thank you to **Desney and Angela Tan** who referred Johnny Lee and Nina Shih, who just purchased a condo in Redmond; To our repeat clients **Dick and Shari Morrison** who just listed and sold their home with us in Kirkland; and to **Betty Row** for referring Mary Ann Row, who is buying a condo in Bellevue.

For each client that you refer to us that results in a successful home sale or purchase, we would like to thank you for your loyalty by giving you a \$500.00 Visa or Amex gift card!

First-time homebuyers constitute a growing share of the buying market due to low home prices, abundant supply and affordable interest rates, according to recent research from the NATIONAL ASSOCIATION OF REALTORS® (NAR). The 2008 NAR Profile of Home Buyers and Sellers finds that first-time homebuyers were responsible for 41 percent of the transactions last year, up from 39 percent in 2007 and 36 percent in 2006.

Ask us how you can take advantage of the new \$8,000 tax credit!



First-Time Buyers

- AVERAGE AGE: 30
- MEDIAN INCOME: \$60,600
- AVG. PURCHASE PRICE: \$165,000
- LONG-TERM PLANS: Stay in home for 10 years
- Median Down Payment: 4%



Repeat Buyers

- AVERAGE AGE: 47
- MEDIAN INCOME: \$88,200
- AVG. PURCHASE PRICE: \$236,00
- LONG-TERM PLANS: Stay in home for 10 years
- MEDIAN DOWN PAYMENT: 15%

Finding the Right: *Realtor*



Getting your home ready to sell is just as important as finding the right agent to sell it. With so many agents out there today, how do you know that you are working with a good one? We understand that your home may be your single biggest investment and one of the largest financial transactions you'll ever make. Therefore, when you work with us, we use our expertise to hope you get the best price .

To get you the best price with the most favorable terms there's much more to marketing a home than just placing a "For Sale" sign in the front yard. There are many details, legalities and marketing options that go into the sale from the time you set the price to the final closing. We are educated in every aspect of the transaction, from researching the area house comparables and finding the right price, to helping you prepare your home to be sold in today's competitive market and guiding you through each step of the transaction from the offer through to closing at escrow.

We believe selling a home is a partnership that deserves first class service.

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were completely spent by that point in the run. What a feeling that was to have the strength, and conditioning to pass those younger runners on the hill climb.

Today that same determination still works. The real estate market of the past two years has been a marathon. Throughout the previous seven years of our partnership, Jim and I have been building our strength in the many services that we provide both our Buyers and Sellers. We have built our conditioning through serving and handling approximately 35 transactions per year.

The market feels a lot like that hill climb on the back side of Capitol Hill, but we have found that we are passing up a lot of other runners because we learned and applied the effort to train and condition ourselves for the hard climb.

Our last listing to go on the market sold in five days. It is still too early to disclose the details of this transaction, but we can tell you that the Sellers are very happy! *Bill Badgley*

Have you seen our Blog?

We are also on Facebook and LinkedIn.

www.badgleyhomes.com

Lender Update - What's New!

Mortgage interest rates are already flirting with record lows and the Federal Reserve's move to buy up government debt will send those rates even lower. It doesn't look like it will get any easier for borrowers even those with good credit. Bankrate.com reported Thursday that the average interest rate on a 30-year fixed mortgage fell to 5.29%, compared with 5.37% in the prior week. In January, rates fell as low as 5.28%. They would not be surprised to see mortgage rates drop into the 4.5% range soon. If they do, that would surpass the 4.7% loans available just after World War II, the cheapest mortgages in American history.

Even before the Fed's move, rates were low and many borrowers were trying to take advantage of them. Applications for mortgages jumped 21.2% last week compared with a week earlier, according to the Mortgage Bankers Association (MBA), with homeowners seeking to refinance their old, higher interest rate loans accounting for nearly 73% of all applicants.

Current Mortgage Rates

Type	Overnight avgs
30 yr fixed mtg	4.75%
15 yr fixed mtg	4.50%
30 yr fixed jumbo mtg (for loans up to \$567,000)	5.125%

Rates provided by Steve Tedrow - Windermere Mortgage Services..

For more information call 425-576-5461

Local Market Stats

Reddy and Reddy, Windermere Real Estate/East, Inc.



Data compiled by Bill Reddy from NWMLS on 3/16/2009



Go
Green
Save
Green

You don't have to build from scratch to have a greener home. These quick and easy home fixes will shrink your consumption and your monthly bills.

RATE IT. Look for Energy Star-rated products. This government program helps people make energy efficient choices, which can lead to savings of up to a third of energy costs.

SWITCH THE LIGHTS. Compact fluorescent light bulbs use up to 75 percent less energy than traditional bulbs. Replace them in highly used fixtures such as porch lights, bathroom vanities and office lamps.

GO WITH THE FLOW. Use low-flow shower heads and consider installing low-flow toilets to reduce water usage and save on water heating costs.

PLUG IN, TURN OFF. Use a power strip for your home, office or home entertainment center. Even in standby mode, consumer electronics - which amount to about 15 percent of household electricity - use a little juice, so turn the power strip off when you can.

COOL IT. Turn the water temperature for your washing machine and dishwasher down to 120 degrees F to cut water-heating energy consumption.

SEAL IT. Search for hidden air leaks in your attic, basement or crawl space, and seal them with caulk, spray foam or weather stripping. Home sealing can be an inexpensive way to cut energy consumption by up to 10 percent.

"You two performed magnificently and we are proud to call you our friends and fellow professionals. You navigated us through some very rough waters and we went into it with the highest level of confidence in you, and came out of it with the greatest admiration possible. We will also refer all of our friends and family to you, which is the greatest compliment we can pay - and not nearly enough for the way you handled both our purchase and our sale. Thank you so very much."

~Terry and Sharen Grubb

Do you know a buyer for one of our listings?

Give us a call if you would like more information on any of these homes.



5733 146th Ave NE
Bellevue, WA 98007

3 Bedrooms
2.5 Baths
2,330 sq ft

Listed at \$689,500



827 179th Court NE
Bellevue, WA 98008

4 Bedrooms
2.25 Baths
2,620 sq ft

Listed at \$619,950



11316 NE 128th Street
Kirkland, WA 98034

4 Bedrooms
2.5 Baths
2,420 sq ft

Listed at \$439,500

Welcome to our newest newsletter format. We made the decision to switch from a letter to a newsletter format to give us the opportunity to provide you with more real estate news and updates.

**Badgley
& Badgley**

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