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CLIENT APPRECIATION

We would like to extend a big thank you to those of you that have referred friends, family or associates to us. **Marta, Kay and Susie at Emereld Heights** for referring Willis and Margery Hjellming, who sold their home in Bellevue; Bill and Carol Reese, who just sold their home in Bellevue; and Robert and Phyllis Duin, who listed and sold their home in Bellevue. **Chris Butaud** for referring Tracy and Robin McKenzie, who just listed and sold their home in Everett and purchased a new home in Bothell; and Jeff and Joyce Schlimmer, who just listed and sold their home in Redmond and purchased a new home in Bellevue. **Peter Andrus** for referring four different clients to us. **Craig and Lynn Bockenstedt**, who listed their home in Kenmore. **Sarosh Siddiqi and Khaled Abdel-Radman**, who just purchased a home in Bellevue and **Dewey Lybecker** who listed and sold his home in Kent within three days.

We couldn't do this business without you.

WE WOULD LIKE
TO EXTEND A BIG
THANK YOU TO
THOSE OF YOU THAT
HAVE REFERRED
FRIENDS

DID YOU KNOW?



You can rub a candle or bar of soap along the tracks of windows and sliding glass doors to keep them opening smoothly.



Running a sprinkler for two hours can use up to 500 gallons of water. To figure out the right amount to water, put an empty tuna can on your lawn. When it's full, you've watered about the right amount.



In the 1920's Henry Ford turned wood scraps from the production of Model T's into charcoal briquettes. He built a charcoal plant, which later became Kingsford Charcoal.

GREAT VACATION DESTINATION

Seabrook offers wonderful vacation rentals in a new coastal neighborhood just south of Pacific Beach on the Washington coast.

Every vacation cottage rental at Seabrook is immaculate and completely furnished for your stay on the Washington coast.

Visit online at www.seabrookwa.com

PRICING IS VITAL...

Especially in the current market!

We have long known that pricing the home correctly at the outset is critical to the success of selling a home, but we have found that in the current market it is even more critical. The real estate market in the Puget Sound region has been coming back to life over the past three months, but it is returning to life with different characteristics than we were accustomed to in the rock and roll years that disappeared two years ago. Our buyers today are very patient, very picky, very demanding in their expectations, and they want what they want. And they are still in the driver's seat – without their purchasing dollars, our market would be at a standstill.

And they are smarter than ever. They have been looking on-line, they are hitting open houses, and they are pressing their agents for a lot of showings to make sure that they find exactly what they are looking for. To attract an offer on a home that you are listing for sale, the price needs to be right – at the beginning!

- Price the house too high and you will miss the market altogether
- Price it too low and you give too much away
- Price it for negotiating margin and you will be guaranteed to have to negotiate

We put a lot of time and effort into researching the pricing of our listings and it has been paying off. In the last three months we have sold eight homes (three are closed and five are pending), and our average "days on market" is currently 65 days. Two of these homes took slightly over 100 days to sell and if we remove those two from the eight, then our average time to sell our homes drops to 18 days. We consider this to be a resounding success in this market. When homes sell this quickly, we retain a great deal of our negotiating strength and generally sell the home for list price or very close to it.

This makes for happy sellers, happy buyers, and happy agents – what more could we ask for?

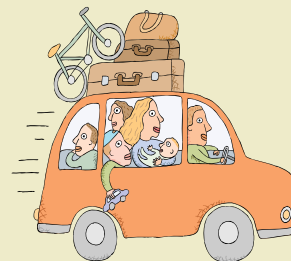


PLAN ON TRAVELING THIS SUMMER? DON'T GET CAUGHT IN A CONSTRUCTION ZONE.

Before heading out check out these sites:

WSDOT Major Construction Alerts Statewide Projects
<http://www.wsdot.wa.gov/projects>

Statewide Traveler Information
<http://www.wsdot.wa.gov/traffic>



LENDER UPDATE - WHAT'S NEW?

Electronic Mortgages offer a shade of green for everyone's taste.

Thanks to the pioneering efforts of the likes of AmTrust Bank, electronic mortgages have become a reality and are garnering an increasing share of the residential mortgage market. While falling short (for now) of totally eliminating paper from the mortgage origination process, these mortgages offer something for everyone whether your favorite shade of green is environmental, economical or operational.

The centerpiece of the electronic mortgage is the "enote" which is signed and stored in an electronic vault – this latter feature is critical as

it means that the electronic version of the note is the legally binding copy and paper copies are not required to be printed for collection, transfer of servicing or any other reason. In addition to eliminating the need for literally hundreds of printed pages in the normal life of each loan (between borrower copies, escrow copies, initial lender copies, subsequent lender copies, etc), it also eliminates the environmentally and economically costly need for numerous shipments of physical notes and related loan documentation between borrowers and escrow, escrow and lenders, lender departments... you get the picture.

Provided by Chris Butaud, President & Owner of Cleveland Street Mortgage

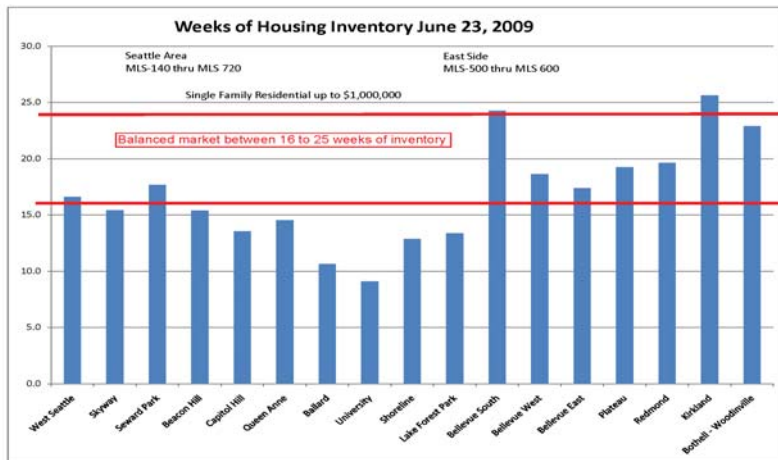
www.clevelandstreet.com

Current Mortgage Rates

Type	Overnight avgs
30 yr fixed mtg	5.25%
15 yr fixed mtg	4.75%
30 yr fixed jumbo mtg (for loans up to \$567,501)	5.625%

LOCAL MARKET STATS

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



Data compiled by Bill Badgley from NWMLS on 6/23/2009



LOVE WINE, GREAT FOOD AND LIVE MUSIC?

Kirkland Uncorked: A Festival of Art, Style & Taste is a grand celebration showcasing Washington's finest wines, gourmet food, engaging art and the best Northwest jazz -- all in one elegant, entertaining weekend on the shores of Lake Washington.

A signature summer event, Kirkland Uncorked offers the perfect opportunity to discover this vibrant lakeside community. An abundance of restaurants, boutiques, art galleries, home decor shops, designer stores, day spas, waterfront strolls, lake cruises and water activities make Kirkland the perfect weekend destination. Visit explorekirkland.com to discover all there is to experience in Kirkland.

The 98.1 Classical KING FM and Seattle Homes & Lifestyles Magazine Tasting and Lifestyle Garden.

Featuring wine sampling, beer by the glass, lifestyle exhibits shopping, grilling demonstrations and competition, live music and a wine shop.

Located in Marina Park: 25 Lakeshore Plaza

For more information go to www.kirklanduncorked.com

Tickets went on sale June 1.

We wanted to share with you a word from one of our recent sellers:

"Jim and Bill Badgley were a wonderful team to work with. They helped in the preparation of my home to be presented in the very best manner, for a rapid sale, in a very difficult market.

Their recommendation to use a stager and a professional photographer made a remarkable difference in the sales presentation.

They even helped with some minor carpentry at the last minute, and recommended a number of a very professional painters, carpenters, electricians, and foundation experts.

Taking charge of these and other needs made for a low stress, smooth and very enjoyable experience.

When it comes time to buy again, they are the guys I'll be calling. Thanks, Jim and Bill."

- Dennis Ochsner

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.



5647 NE 199TH PLACE
KENMORE, WA 98028

4 BEDROOMS
1.75 BATHS
1,842 SQ.FT

LISTED AT \$434,950



17403 NE 22ND STREET
REDMOND, WA 98052

5 BEDROOMS
2.75 BATHS
2,350 SQ.FT

LISTED AT \$499,950



26835 37TH AVENUE S.
KENT, WA 98032

4 BEDROOMS
2 BATHS
2,940 SQ.FT

LISTED AT \$250,000

A PARTNERSHIP WORTH BUILDING

**Badgley
& Badgley**

WWW.BADGLEYHOMES.COM

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