



## HAPPY NEW YEAR

Would you like to hear what Jim and I think about the current real estate market, and hear it from the perspective of two real estate agents who became investors in a property that we purchased with the express intent to rehabilitate and re-sell?

One of the primary reasons for the production of our newsletters is to inform you – our past, current, and future clients – about the state of the real estate market in our local area. We believe that it is our knowledge and understanding of the current market that you are interested in hearing about, so what better way than to tell you about what we did with our investment property this year?

Introduced to this project in our last newsletter with the opening: “Were We Crazy?” we can now affirmatively reply: “Absolutely not!” This project gave us the opportunity to take control, to do exactly what needed to be done, and to ultimately price it exactly right for success.

We are excited to show that this project was a resounding success. We ended up in the black with the house selling in a remarkably short period of actual market time!

We invite you to pour a cup of coffee, open this newsletter, and read how this was accomplished.

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WE WOULD LIKE TO  
EXTEND A BIG THANK  
YOU TO THOSE OF YOU  
WHO HAVE REFERRED  
FRIENDS & FAMILY

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### CURRENT INTEREST RATES:

15 YEAR: 4.25% APR 4.46  
30 YEAR: 4.75% APR 4.876

RATES PROVIDED BY:  
CHRIS BUTAUD  
GUILD MORTGAGE  
206-999-6941  
CBUTAUD@GUILDMORTGAGE.NET

### INSIDE THIS ISSUE:

- MARKET CONDITIONS
- WERE WE CRAZY?
- CURRENT LISTINGS

# Badgley & Badgley

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WWW.BADGLEYHOMES.COM

# Q&A

## BEFORE & AFTER

This month I posted a question on Facebook to ask what questions our clients would like answered in this column. Thank you to Stephen McKain for this month's question.

### Q?:

Are granite countertops worth the expense?

### A:

If a seller were to do one thing on a home that would boost its appeal, granite counters would be at the top of the list. Today's buyers are demanding near perfection on homes and this is one upgrade that is fairly easy, quick and not that expensive. Slab granite has come down in price over the past few years and it is usually a one or two day install from start to finish.

The most difficult decision is choosing the granite. Fortunately, we have excellent resources to help with this. Our designer Aimee, is a master at assisting you with selections. We also have a fantastic installer and fabricator that does professional work for reasonable prices. If you have questions on what to do in your home, please use us as a resource!

*Next issue: What is the likelihood of mortgage interest deduction sticking around beyond the next couple years?*



See all our before and after photos at:  
[www.badgleyhomes.com](http://www.badgleyhomes.com)  
click the link on our homepage

## WERE WE CRAZY?



In June of 2010, an agent came to us with a home that she needed to list, but couldn't in the current condition. The house was an estate sale and the

surviving heirs had no interest in trying to bring it up to a condition that would sell in the current market. When we first visited the home, we completely understood why they had no interest; the home was very rough.

It was offered to us for purchase at a price that seemed viable, so it was time to complete our due diligence. The research involved a thorough inspection and review of the house, a complete workup of the costs involved, and finally a thorough review of the resale potential. Ultimately we offered the sellers a price that we knew would work for us, they accepted and we were on the way to closing.

The transaction closed on August 16, 2010 and Jim and I became the new owners of the home. Located in a neighborhood sandwiched between Grass Lawn and Sheffield Greens, just west of 148th Ave NE and close to the Red West Microsoft campus, it was a perfect location.

Our previous description of the house as "rough" may have been complimentary! But this was no time for buyer's remorse; it was time to go to work. Jim took over as the project superintendent and we were on the way.

A list of just some of what we accomplished in the next few weeks follows:

- Four 20 yard dumpsters were filled and taken away with debris ~ construction and otherwise.
- All of the windows and doors were removed and replaced with high efficiency vinyl.
- The kitchen, the three bathrooms and the utility room were completely gutted and redone with travertine floors, slab granite and marble counters, new cabinets, fixtures and faucets.
- All of the interior doors and millwork were removed and replaced with solid-core doors and custom millwork. All windows were wrapped.
- The garage doors were removed and replaced with new insulated doors and new openers.
- Essentially all of the plumbing in the house was removed and replaced.
- Both the front yard and large back yard were completely redone by our landscapers, using two dump trucks of new bark and all new sod. A new asphalt driveway was also installed.

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# WE CONTINUE TO SELL OUR LISTINGS!

VIEW ALL OF THESE AND MORE ON OUR WEBSITE AT [WWW.BADGLEYHOMES.COM](http://WWW.BADGLEYHOMES.COM)



Waterfront

21732 E Lost Lake Road  
Snohomish WA 98296  
\$599,000  
MLS #113944



Devonshire

1746 Bellevue Way  
Bellevue WA 98004  
\$849,950  
MLS #157660



Downtown  
Kirkland

703 4th Ave, #204  
Kirkland WA 98033  
\$450,000  
MLS #157077



Country  
Estate

17501 83rd Ave SE  
Snohomish WA 98296  
\$1,150,000  
MLS #149423



SOLD  
in 19 Days

6222 146th Ave NE  
Redmond WA 98052  
\$525,000  
MLS #149962



SOLD

15664 Lake Hills Blvd  
Bellevue WA 98006  
\$340,000  
MLS #137892

...continued from page 3

- New hardwood flooring was installed on the entire main floor.
- The popcorn ceilings were removed and the entire interior including the ceilings of the home were completely re-textured, primed and then painted with two coats of paint.

And the list goes on. The work was completed by the end of October and the house was listed on November 2, 2010.

The flow of lookers - in a tough market - was astounding. We also heard from a number of lookers and potential buyers who thought we were priced too high, but in the end we had two very interested parties and we settled on a nearly full price offer that was good and solid in every aspect. On the market for only 19 days, we accepted the offer and the transaction closed on December 23, 2010. It was a great Christmas!


## Quick Links

[www.badgleyhomes.com](http://www.badgleyhomes.com)

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Windermere

WONDERING IF NOW IS A GOOD TIME TO SELL?  
CALL US FOR A NO-OBLIGATION CONSULTATION