



## WINTER UPDATE FROM PAUL ISENBURG

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# MERRY CHRISTMAS & HAPPY HOLIDAYS!

## TIS THE SEASON FOR GRATITUDE

While the news stories and the headlines can seem overwhelming, it should be comforting to know that most of us are finishing another good year of health, friendship, prosperity and peace. No doubt we've all faced many challenges this year but most of us also have many blessings to be grateful for from this past year. Focus on your blessings and share them with those that are facing real challenges. They'll be grateful and you'll feel better too.

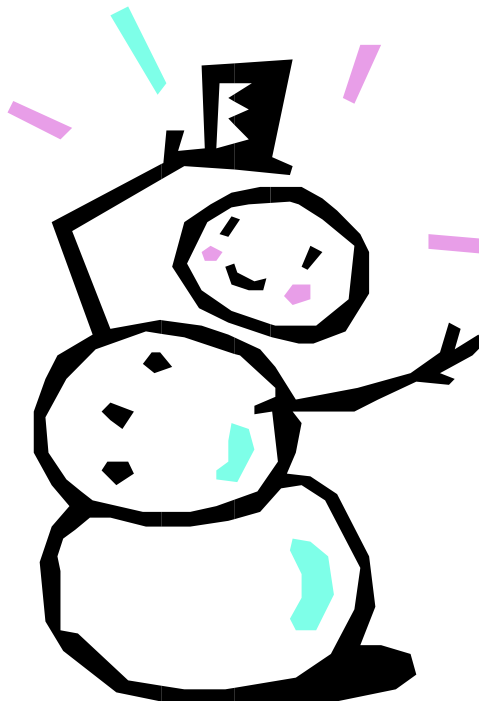
Our local economy and job markets are doing well and despite the negative headlines, our home's values are mostly steady to increasing. Even for those that bought a home earlier this year, it is still most likely that your home's value has held or improved. For those that bought 1 or 2+ years ago, there is no doubt your home's value has increased significantly. So, don't let the news

make you nervous or mad; relax and remember that you made a wise choice when you bought your home and its value is still strong and rising. Enjoy the holiday season and make plans for fun in the

coming year. Focus on the joys to come and let someone else waste their energies fretting about your home's value. We have too much positive going on in our futures to worry about such non-events.

If you know someone that needs some cheer, take a moment to offer them reassurance and a smile. The more smiles we share, the more we receive back and the holidays are a perfect time to start a cheerful new habit.

I hope the holiday season finds you and your family healthy, happy and grateful. May the new year bring much joy, laughter and wonder to your life. After a few years of health crises, Sandi and I are doing much better and we are looking forward to a second year of health and improving prosperity in '08. We hope you will too. I hope the calendars help you start to plan some of the joys to come this year. If you need any assistance from me, just call. I'm here. Be well.



Focus on the joys and blessings in your life. They'll make you smile and you can share that with others.

## What's in store for 2008

The market has some mystery for us in the coming months, but most indicators are for a very normal market. Don't expect to sell your house in 4 hours with 7 offers, all over your asking price; that wasn't normal. Historically we sell about 25% of our inventory of homes in 30-45 days. We're

back to that pace from the 50-60% of the past few years. Most of the country is back down to 12-15%. We are expecting to see a surge of new home sellers in late January to February, meaning better inventory choices than we've had in 4 years. We're also expecting a strong buyer pool

ready to buy them as many have been waiting until this surge for best selection. It should mean good values for both buyers and sellers with favorable interest rates to work the financing. If you've got interest, it's a good time to plan a strategy to win as a buyer, seller or both. Call me.

### Quick Market Tidbits

Eastside house sales YTD—10/31/07  
6,315 vs. 7,148 in '06

Active house inventory up 43%

Overall House & Condo sales  
Off 12% from '06

Condo price up 7.9% in '07

Avg. Market Time: 4 months vs. 3 in '06

Seattle house sales YTD—10/31/07  
4,918 vs. 5,305 in '06

Active House Inventory up 143%

Seattle Condo Sales Equal to '06 at  
3100; Avg. price stable at \$346K

\$3Million + homes on Eastside or in  
Seattle are up 41% from '06

Interest Rates: 6% 30 Yr Fixed  
5.625% for 15 Yr Fixed  
Jumbo loans at 6.25% & 5.875%

Foreclosures are up to .56 of all home  
sales; that's just over 1/2 of 1%.

Pretty low considering all the headlines.  
Sometimes some perspective helps see  
what is real in the market.

Remember, all real estate is local, so  
don't over generalize the headlines.

Thank you for your continued  
trust, confidence and support.  
I've now completed 20 years of  
helping people meet their home  
and investment goals.

Thanks for your time, I hope this  
is a wonderful Holiday Season for  
you.

Best wishes for 2008!! Paul