



WINDERMERE
Bellevue Commons

Windermere
REAL ESTATE

OCT-NOV
2019

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*It is only through your
continuing business,
referrals and goodwill that
I have been able to build
my successful team.*

*We truly appreciate your
continued support!*



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THANK YOU FOR ALLOWING ME TO SERVE YOU!



4 Reasons to Sell This Fall

1 Buyer Demand is Still Strong

Buyers are out in force looking for their dream homes. Buyers are often competing with one another for the listings that are available. **According to NAR, listings were only on the market for an average of 31 days last month.**



2 There is Less Competition Now

Housing inventory is still under the 6-month supply that is needed for a normal housing market. This means that, in the majority of the country, there are not enough homes for sale to satisfy the number of buyers in the market.



3 There Will Never Be a Better Time to Move Up

Prices are projected to appreciate by 5.4% over the next year according to *CoreLogic*. If you are moving to a higher-priced home, **it will wind up costing you more in both down payment and mortgage payment if you wait.**



4 It's Time To Move On With Your Life

Look at the reason you decided to sell in the first place and determine whether it is worth waiting. Perhaps the time has come for you and your family to move on and **start living the life you desire.**



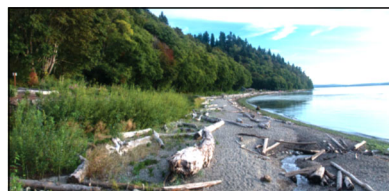
BEST PLACES FOR YOUR FAMILY PHOTO SHOOT AROUND THE SEATTLE AREA

Volunteer Park (1247 15th Ave. E., Seattle) on Capitol Hill gives you indoor and outdoor options. You'll get gorgeous fall colors from the mature trees in the park, and if it starts to rain, you can always duck into the Volunteer Park Conservatory to continue your shoot. (\$4/Adults, Free/under 12)

Pike Place Market. Try standing at the corner of 1st Avenue and Pine Street – it's a block uphill from the market, so you can get a shot with that famous neon sign behind you. The **famous gum wall** is also a quintessential Seattle backdrop.

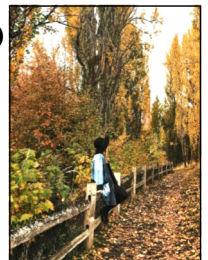
For views of the Seattle skyline, try **Gasworks Park** in Wallingford. Bonus: Gasworks has a brand-new playground, a nice consolation prize for when the kids are all smiled out.

Bellevue Botanical Garden (12001 Main St., Bellevue) The 53-acre garden includes a variety of wild and cultivated landscapes; our favorites for photos are the Rock Garden and Yao Garden.



Seahurst Park (1600 S.W. Seahurst Park Road, Burien) is a gem of a beach tucked away in Burien. Kids will appreciate the playground; parents will enjoy fabulous views of the water. There's a long, pebbly beach that backs into a wooded area. Just plop down on a driftwood log and you've got the perfect setting for family photos.

Luther Burbank Park on Mercer Island. Dog owners rave about the off-leash park. Your human children will love the fantastic playground and a slide shaped like a fire truck. The 77 acre park wraps around three-quarters of a mile of Lake Washington waterfront, where you'll get great views of Bellevue and Seattle.



Washington Park Arboretum (2300 Arboretum Dr. E., Seattle). In the Spring, you'll find many flowering trees with low branches, which makes it much easier to photograph short subjects. The arboretum even publishes a guide to seasonal plants, including lovely Japanese maples, for amazing backdrops in any season.

Source: <https://bit.ly/35lgqKI>



DID YOU KNOW...

The holiday season will be upon us before we know it. Here are some gift ideas to give to your host/hostess to show your appreciation for their hospitality:



Monogram Marble Bottle Stopper
nordstrom.com
\$19.00



Frasier Fir Pine Needle Candle
amazon.com
\$30.00



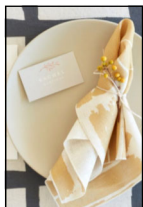
Spread Joy, Love, Peace
Butter Knives
etsy.com
\$32.00



Cocktail Shaker with
15 Classic Recipes
amazon.com
\$26.40



Puzzle Piece
Bamboo
Cutting
Boards
bedbathand-
beyond.com
\$35.99



Napkin Set
minted.com
\$20.00

Source: <https://bit.ly/319AdsC>

If you are not into online shopping or would just like to support your local small business owners, try finding similar or unique items in your neighborhood stores.



RECIPE: SLOW COOKER ENCHILADA QUINOA CASSEROLE

INGREDIENTS

- 1 cup uncooked quinoa, rinsed
- 1/2 cup water
- 1 small onion, diced
- 2 cloves garlic, minced
- 1 red pepper, seeds removed, diced
- 2 (15 oz) cans black beans, rinsed and drained
- 2 (10 oz) cans mild red enchilada sauce
- 1 (15 oz) can diced tomatoes
- 1 (4.5 oz) can chopped green chiles
- 1 cup corn frozen kernels
- 1 teaspoon ground cumin
- 1 tablespoon chili powder
- 1/3 cup chopped cilantro
- 1 1/2 cups shredded Mexican cheese

INSTRUCTIONS

Combine the quinoa, water, onion, garlic, red pepper, black beans, enchilada sauce, diced



tomatoes, green chiles, corn, lime juice, cumin, chile powder, and cilantro in a slow cooker. Stir to combine. Season with salt and pepper, to taste. Cover and cook on high for 3 hours or on low for 6 hours, or until the liquid is absorbed and quinoa is cooked.

Remove the lid and stir the casserole. Taste and adjust seasoning if necessary. Stir in the half the cheese and sprinkle the other half on top. Put the lid back on and cook until the cheese melts, about 15 minutes.

Serve warm with desired toppings.

<https://bit.ly/2D2Gpw6>



HALLOWEEN INSPIRED DÉCOR TO MAKE

Chicken Wire and Cheesecloth Ghosts

You can hang a white sheet and create a ghost, but this idea is sure to be more creepy. By using chicken wire, you can make the ghosts appear more lifelike in form. Also, opt for cheesecloth instead of sheets to make the entire project more spooky.



Harry Potter Inspired Floating Candles

This haunted house DIY is inspired by Harry Potter, but even non-fans will be spooked when they look up and see the candles magically floating in mid-air.

For directions and more ideas go to:
<https://bit.ly/2NeGJYb>



TERRIFIC TRIVIA

What is the highest grossing "horror" film in the United States?

- A. The Sixth Sense
- B. Jaws
- C. It
- D. Ghostbusters



Answer to Last Issue's Trivia: A. 28 Ferries navigate the Puget Sounds and associated waterways in Washington's marine highway. Source: <https://bit.ly/2LUpSN3>

Be the first to call me with the correct answer for a prize!





RECIPE: NO BAKE PUMPKIN CHEESECAKE TRUFFLE MUMMIES

Ingredients

1 1/2 cups gingersnap cookie crumbs
 1/4 cup canned pumpkin puree
 1/3 cup graham cracker crumbs
 3 tablespoons powdered sugar
 1/4 teaspoon ground cinnamon
 1/8 teaspoon salt
 3 ounces cream cheese, softened
 1/2 cup white chocolate chips
 white chocolate chips or white dipping chocolate (like CandiQuik)
 red food coloring

Instructions

In a large bowl combine gingersnap crumbs, pumpkin puree, graham cracker crumbs, powdered sugar, cinnamon, salt, and cream cheese. Mix until smooth. Melt 1/2 cup white chocolate chips and mix into truffle mixture.

Cover and chill until dough is solid enough to roll into balls - about 1 hour in the fridge or 30 minutes in the freezer. When cold enough, roll mixture into 12-14 balls. Place a toothpick in each ball.

Source: <https://bit.ly/2yZw665>



AFTER RANKING 4TH ON ONE POLL, SEATTLE REGAINS THE TOP SPOT FOR COFFEE

Earlier this year, one list maker deemed Seattle only the fourth best city in the nation for coffee lovers. The survey, which totaled the number of coffee-related businesses and attractions in each city, had us trailing Berkeley, Vancouver and San Francisco.

But according to a newer list based on a wider range of factors, Seattle has re-claimed its rightful throne.

A recent study by, financial outfit WalletHub ranked a coterie of criteria, including the price of coffee; how much a household spends on java; the percentage of adult coffee drinkers; the share of households that own a coffee maker; the number and density of affordable,

four-star coffee shops; coffee manufacturers per capita; as well as the number of times people searched for "coffee" on Google.

Here are the top 10 on the list:

1. **Seattle**
2. New York City
3. San Francisco
4. Portland
5. Los Angeles
6. Chicago
7. Washington, D.C.
8. Miami
9. San Diego
10. Boston

Though coffee plants reached this continent during the

early 18th century, according to PBS, our love affair with the beverage didn't begin in earnest until the Boston Tea Party of 1773, "when making the switch from tea to coffee became something of a patriotic duty."

Coffee consumption increased during the Civil War and other conflicts because soldiers relied on caffeine to combat fatigue and boost energy, the network has reported.

<https://bit.ly/2mtK6mk>



WINDERMERE HAS NEW SPOTIFY MUSIC CHANNEL

Last issue we shared some popular playlists on Pandora...well now Windermere has it's own Spotify channel for your listening pleasure!

Americans spend about 32 hours a week listening to music, and for Millennials that number is even higher. Since so many activities connected to our homes are enhanced by music, we want to fuel the joy and memories of those experiences through home-inspired playlists on our very own Spotify channel.

On Windermere's new Spotify channel you can find playlists for every aspect of what it means to be home. Cleaning house? Check. Hosting

a dinner party? Check. Chilling on the front porch? We have tunes for that too, and more. We invite you to follow, share, and enjoy!

Spotify URL shortened: <https://spoti.ly/2nCXJRb>





THE MOST AFFORDABLE CITIES IN WASHINGTON STATE... AND THEY'RE CHARMING, TOO

Olympia

The state capital, Olympia has boating and fishing opportunities in Puget Sound, to-die-for seafood restaurants along the waterfront, and a growing arts community. On a clear day, you can even see Mount Rainier.

Here the median household income is \$52,834 with the median home price coming in at \$240,800, which is lower than the state average.



price is \$200,800. Residents enjoy outdoor activities such as hiking and biking on an extensive trail system, golfing and water sports on the Columbia and Yakima rivers.

Richland is home to a renaissance fair, a classic car and street rod event and music and arts festivals.

Bothell

Those who want to live close to Seattle but don't want to pay its expensive cost of living prices often chose Bothell as a more affordable alternative. The median home price is \$344,600 – not too bad for this area. The median household income is \$75,643.

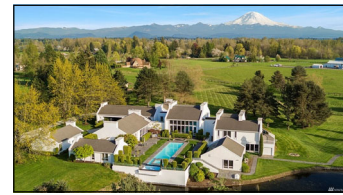
While logging is mostly in the past, Bothell residents celebrate their own culture such as walks in urban/rural parks, a 1880s Pioneer Cemetery and a lavish Fourth of July event known as the Freedom Festival.



Richland

A part of the Tri-Cities area, which includes Pasco and Kennewick, Richland's history is wrapped up in the Manhattan Project facility at the Hanford nuclear site.

The city is still known as a technology hub. The median household income is an impressive \$69,372, while the median home



Auburn

A little east of Tacoma and south of Seattle,

Auburn provides a gateway to both major metropolitan areas. And that's a good thing, as the city is a transportation hub with major roadways and the Transit Center, a station that provides bus, light rail and Sounder train service to the Puget Sound area. Those who live here can expect a median home price of \$231,200, with a median household income of \$57,635.

Thoroughbred horse racing at Emerald Downs golf and performing arts are just some of the attractions that entertain residents.

Redmond

Home to software king Microsoft and

videogaming systems company Nintendo of America. The city has also been recognized as a Best Place to Live and Top 99 Beer City.

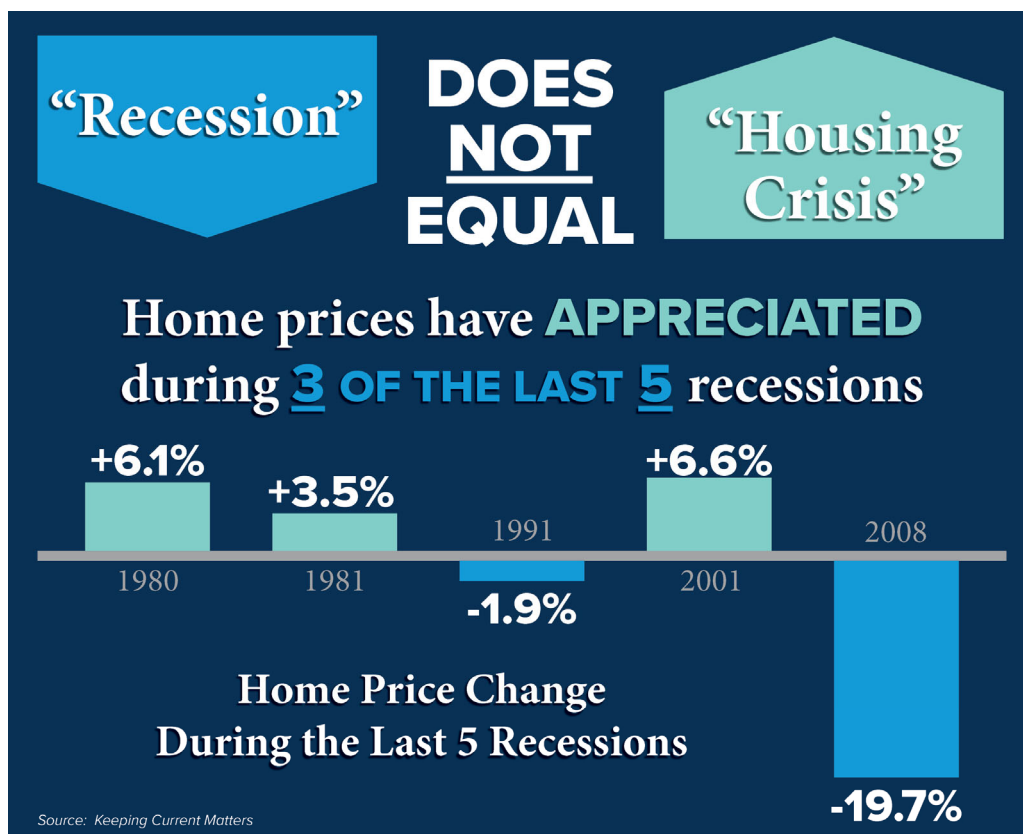


In addition to the tech industry, Redmond is also known as the "Bicycle Capital of the Northwest." The Redmond Bike Derby, which is held during the summer's Derby Days, is the longest running bicycle race in North America. With an extensive network of off- and on-street bike lanes and trails, Redmond also boasts a large share of bicycling commuters, so residents save on auto purchases, car insurance and gas.

The median home price is a robust \$462,200. However, residents here also command higher salaries, with a median household income of \$99,586. In fact, Redmond is so great that it landed a spot on the 2018 Top 100 Best Places to Live list.

If you are thinking of making a change to a new area, contact me and we can discuss your options.

Source: <https://on.mktw.net/2Vzex8d>



What's Happening in the Market



LOCATION	Year-to-date 2019 Closed Sales thru September			Year-to-date 2018 Closed Sales thru September			PRICE CHANGE %
	Number of Homes	Median Sales Price	Average Market Time	Number of Homes	Median Sales Price	Average Market Time	
East of Lake Sammamish	1,553	\$886,000	42 days	1,613	\$899,000	19 days	Down 1.4%
West Bellevue	268	\$2,369,500	41 days	255	\$2,520,000	35 days	Down 6.0%
East Bellevue	564	\$920,000	22 days	497	\$950,000	11 days	Down 3.2%
South Bellevue/ Newcastle/Issaquah	721	\$955,000	36 days	719	\$980,000	19 days	Down 2.6%
Kirkland/Rose Hill	480	\$1,349,975	30 days	478	\$1,283,750	16 days	Up 5.2%
Redmond	474	\$877,750	30 days	455	\$903,500	19 days	Down 2.9%
Mercer Island	235	\$1,698,000	47 days	231	\$1,650,000	25 days	Up 2.9%
Woodinville/Juanita/ Bothell/Duvall	1,409	\$779,000	39 days	1,456	\$787,925	19 days	Down 1.1%
Renton	636	\$584,998	35 days	615	\$574,000	20 days	Up 1.9%
Kent	902	\$450,000	33 days	968	\$450,000	24 days	Even
Ballard	1,588	\$775,000	22 days	1,403	\$817,000	10 days	Down 5.1%
S. Seattle	199	\$480,000	37 days	264	\$490,000	26 days	Down 2.0%
Leschi/Mt Baker/ Seward Park/Rainier	459	\$635,000	30 days	491	\$670,000	18 days	Down 5.2%
Beacon Hill/Georgetown	312	\$615,000	32 days	327	\$650,000	16 days	Down 5.4%
Central Seattle	631	\$930,000	30 days	640	\$974,975	18 days	Down 4.6%
West Seattle	1,260	\$650,000	29 days	1,131	\$680,000	16 days	Down 4.4%
N. Seattle	806	\$800,500	23 days	811	\$850,000	13 days	Down 5.8%
Queen Anne	534	\$1,000,000	30 days	475	\$1,099,950	18 days	Down 9.1%
N. Bothell/Maltby	1,331	\$685,000	37 days	1,278	\$723,000	21 days	Down 5.3%
Lynnwood/ Mt. Lake Terrace	1,576	\$555,250	30 days	1,603	\$560,000	15 days	Down 0.8%
Mill Creek/Everett	1,985	\$490,000	28 days	1,985	\$485,000	18 days	Up 1.0%
Monroe/ Snohomish	998	\$475,000	40 days	856	\$463,225	27 days	Up 2.5%

*All data compiled from information supplied by Northwest Multiple Listing Association on 10/01/2019. Accuracy of information herein is not guaranteed.
This information was only taken of single-family homes, and does not include condominiums or vacant land.



“Courage is resistance to fear, mastery of fear, not absence of fear.”
– Mark Twain



AS HOMEOWNERS FIND NEW USES FOR SECURITY CAMERAS, CHECKING THE LAW SHOULD BE THE FIRST STEP



Enterprising homeowners are no longer using security cameras and video doorbells simply to spot criminal activity and track deliveries. They're

keeping tabs on their pets, their kids, even the weather.

Wendy Julia and her husband, Claude, of Denver, rely on house sitters when they travel. The couple had a basic security system that alerted them when a door opened, but it wasn't until they got cameras that covered the kitchen, den and patio that they were truly able to observe whether the house sitters were doing their job.

"We hired someone new to housesit and watch our dachshund, Olive," Julia says. Though she didn't mention the cameras to the house sitter, they were in plain sight. When she checked in, she could see that the sitter wasn't around often, didn't take the dog on long walks and didn't spend the night.

"Olive can't tell me the sitter didn't come or only walked her for five minutes," she says. "With the camera, I know if the person is being responsible and should I let them stay in my house and care for my dog again. That's important to me."

It's one thing to use a camera to check in with your very-much-aware children, of course, but another to use one to monitor household workers who might not see the cameras, even if they are in plain sight. This is where the use of cameras can get tricky, both legally and ethically.

In general, you don't need consent to videotape people in your home. In most states, however, it's illegal to record

hidden-camera video in areas where the subject has a reasonable expectation of privacy, such as the bathroom.

Laws vary from state to state regarding whether you need to tell someone you can see and/or hear them. In fact, it can be a crime to capture the conversations of others under federal law, explains Linda V. Priebe, a former deputy general counsel and ethics official in White House offices under three presidents.

Also worth noting: It's illegal to record video or audio with malicious intent, such as using the recording for blackmail.

Wendy Patrick, an attorney and business ethics lecturer at San Diego State University, says you should consider more than your state's law (to research that, search online for "[your-state] state law eavesdropping" or "[your-state] camera in your home law").

Do the means justify the ends? Are you watching or listening to protect a child, pet or elderly relative? A caregiver might expect there may be a camera running; a dinner guest would not. "Better to be safe than sorry," Patrick says. "Tell people, 'Just to let you know, we have cameras in the house, and they are always on.' Few people hired to do a service will have a problem."

One case when recording what goes on at home doesn't require consent: Using security cameras to check up on furry friends.

A couple in San Antonio used their exterior security cameras to help settle a marital dispute. Louis Wood's family lives next to a greenbelt. "One day my wife mentioned that she thought she saw a cat in the yard. Then she said it was a fox. I didn't believe there



were fox in San Antonio, so I said, 'Let's see the instant replay.' We pulled up the exterior security-camera footage and, sure enough, she was right, and I was wrong," Wood says.

Wood says the family also uses the cameras to check on their housekeeper's progress, so they don't come home too soon and get in her way. "The cameras are for security, but I'm delighted they are multifaceted," he says.

The award for best use of a security camera for an alternative purpose goes to Miguel Suro and Lily Rodriguez. When they had to evacuate their flood-prone neighborhood as Hurricane Irma approached, Suro brought his exterior security cameras inside and pointed several to look out the impact-resistant windows.

By the time the couple reached the safety of North Carolina, Irma had come ashore. "Until the power went out, we could see everything going on. A neighbor's tree snapped and fell into the street. The best part was we could see no water coming into the house or street flooding," Suro says.

Source: <https://wapo.st/2OC3dXo>



NEED A PROFESSIONAL SERVICE?



If you are in need of a professional to do work around your home, I have compiled an extensive list of professionals that encompasses a wide range of services. If you are in need of any contacts for services ranging from Arborists to Zoologists, I can connect you with a respected expert to meet your needs.

Call Me to Locate Your Professional!



HOW TO BE SURE YOUR HOME WILL REMAIN ACCESSIBLE AS YOU AGE

Q: My partner and I love our home in and adore our neighborhood. Both of us are approaching retirement age and would like to stay put. What can we do to make sure our home stays accessible as we age?

A: According to the AARP, 87% of adults ages 65 and older and 71 percent between 50–64 want to stay in their current home and community as they age. There is no time like the present to evaluate whether your current home can serve you or your family's needs now and in the future.

Adaptability is key. One of the definitions of adaptability is the “capacity to be modified for a new use or purpose.” Every home has its own unique capacity. Not just a capacity to serve you now, but also its potential to serve you in the future with modifications. Can your home be effectively remodeled to deliver the functionality you really need?

Barry Long, a real estate agent and an accessibility consultant, says assessing adaptability comes down to questions about your desired quality of life in the future.

“There are four key requirements to look at: location, safety, cost to make the home accessible, and then timing or phasing,” he says.

Your location is obviously taken care of if you want to stay in your home, but what about the other three requirements? They all follow from your quality of life needs.

Make sure to consider your mobility needs for the years to come. For example, when you're in your 70s, stairs may no longer be a safe, feasible or desirable option. Knowing that now is essential in planning your future.

First, look at the entrances, rooms and spaces in your home analytically. How many stairs do you have on your doorstep, if any?



Can a ramp be easily added to at least one entrance to your main living area? Is there a full bathroom on the first floor? If not, can a powder room be transformed into a full bath? In the kitchen, would pull-out drawers for all your lower cabinets make it easier to get to your pots and pans without crouching down or getting on your knees?

Second, look outside. Will maintenance of a large yard or garden overwhelm you in 10 years? These may not be the most pleasant considerations, but thinking about them now will make your life easier and more enjoyable later.

Source: <https://bit.ly/2khXDwC>



4 THINGS TO CONSIDER BEFORE INSTALLING ARTIFICIAL TURF IN YOUR YARD WITH PETS

You probably know the benefits artificial turf brings to your family – low maintenance, eco-friendly – but fake grass is a great option for pet owners for other reasons too:

- Pesticide-free
- Controls rodents
- Pest-free environment minimizes the risk of flea and tick infestations
- Mud-free, so pets stay clean even when it rains
- No more holes from digging
- No yellow or brown urine spots on lawn

But, not all artificial grass is created equal. Consider the following to ensure the best experience for you and your pet.

1. Quality of turf: Quality can range from a fake plastic feel to synthetic fibers that feel and look like natural grass. A brand used by the Humane Society, Cesar Millan (dog trainer) and professional pet boarders is pet-friendly and certified EasyTurf. We suggest taking the time to research which turf

you will install. Artificial grass can last anywhere from 10-15 years.

2. Odor protection: Cleaning up pet waste is easier with artificial grass. You can pick up the waste or wash it away with a hose and call it a day. However, there are sometimes problems for pet owners with urine and artificial grass. With natural grass, urine is absorbed into the soil. However, with artificial grass, some urine is absorbed but not all. Over time this can lead to a bad smell in your yard. Hiring an expert turf installer will help mitigate this challenge. A turf deodorizer at the base during install will help neutralize odors in the future.

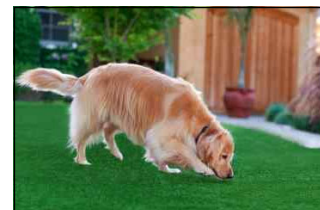
3. Quality of install: Durability and safety are vital for pet owners. Experts can help with any safety hazards, such as tripping, by installing turf evenly throughout your lawn. Another significant factor is durability. If your pet is extremely active, digs holes, or plays rough with your yard, it's important to have a proper install and seamless edges, helping

maximize your investment.

4. Infill quality: Infill is the layer underneath artificial grass. There are two main types of infill: crumb rubber or silica granules or sand. For pet owners, we suggest spending a little more and opting for the silica granules. It is more durable than crumb rubber. Silica granules can withstand more foot traffic. This fill type also contains an antimicrobial coating which helps stop the spread of bacteria from pet waste, making it a safer environment for your family. The third reason, and possibly the most important reason is that silica granules cool down artificial grass during hot temperatures. Silica granules are light colored and reflect heat, keeping your turf cooler than crumb rubber infill.

Understanding the best options for a pet will help you make the most out of your lawn, both for you and your pet.

Source: <https://bit.ly/2p9XJJ0>





UPCOMING EVENTS AROUND TOWN

Cheese Festival

Oct 19 11am-4pm

Central Coop

1600 E Madison St
Seattle

Celebrate our region's remarkable cheesemaking culture with us and enjoy 20% off all cheese all day! Free centralcoop.coop



Festival of Marching Bands

Oct 26

9:30am-3:30pm
(Finals at 5pm)

Everett Memorial Stadium

Watch 16 marching bands from Washington high schools compete all day with music and pageantry. Food concessions and a bake sale

Tickets: \$5-\$40 (family pack)

psfob.com



Veterans' Day Parade

Nov 9 11am

Auburn (East Main St)

Honor our veterans at the 54th annual Veterans Parade in Auburn. The parade boasts over 200 units and nearly, 6000 parade participants, including 25+ high school marching bands, military vehicles, veterans' units, honor guards and more. Free auburn.hosted.civiclive.com



Halloween Pet Parade

Oct 20 11am-2pm

Volunteer Park

Bring your pet to the Halloween Pet Parade featuring pets in costumes,

prizes in five categories (noon), a parade (12:30 p.m.), vendor booths, and food trucks at Volunteer Park. Free.

volunteerparktrust.org



Newport Ski & Swap

Nov 9 10am-9pm

Nov 9 9am-3pm

Newport High School
Bellevue

Newport Ski Swap is a huge consignment sale that includes skis, snowboards, and snowshoes at Newport High School in Bellevue. Nov 9th 9am-10am \$10/person \$20/family. All other times Free.

newportskiswap.com

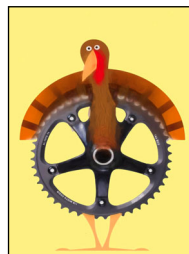
Thanksgiving Benefit Scavenger Hunt

Nov 16 10am-2:30pm

West Seattle Food Bank
3419 SW Morgan St

Cranksgiving is a scavenger hunt on your bicycle for Thanksgiving food that you donate to a food bank, with prizes at an after party. Bring \$20, a bag/pack, and a pen to West Seattle Food Bank.

westseattlebikeconnections.org



WINDERMERE

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Windermere
REAL ESTATE

Official Real Estate Company of the Seattle Seahawks

