



# Quarterly Report - Seattle

October 2011  
Prepared by Domenica Lovaglia

## The Realtor on the Roof is back...

This is a bit of a departure from my usual Quarterly Report format. You'll still find all the current data here and I'm happy to discuss the market any time. I am so excited about the turn my business is taking for the better that I had to make sure the word is getting out far and wide this week! I recently spent a day volunteering at Habitat for Humanity. It was a pivotal day for me. Many of you know in '06 I spent 8 days building 4 homes in Baton Rouge with Habitat. Last week I was reminded of what a life changing experience that was, for me and the people working by my side who would ultimately move into those homes.

### From now on it's all about the "mission"!

A mission is something that drives you every day regardless of what you do for a living. It comes into play in everything you do. Even if you don't know it. Low and behold it is a driving force behind what I do for a living and (not so coincidentally) the reason that my heart soars when I pick up a hammer and help someone build a home for a family in need.

### So what's my mission?

My mission is to help individuals gain self respect and independence in their lives. It may sound dorky at first glance but when I look at what makes me tick I realize there is a huge correlation between self respect, independence and homeownership. Whether you are buying your "dream home" because you've worked all your life for it or moving your children out of a homeless shelter into their first home with a yard. Arguably both are dream homes.

### Okay. What's the point?

Let's face it, the economy has hit us all and my business has been affected too. I've decided I really need to spend more time volunteering but the reality is that I need your help to do it. Plain and simple—I need more business.

Here's the deal folks. We all need to support each other and this time I'm asking for your support. I want to do more good in the world and the bottom line is that I need to increase my business in order to do what feeds my soul. Will you help?

Domenica



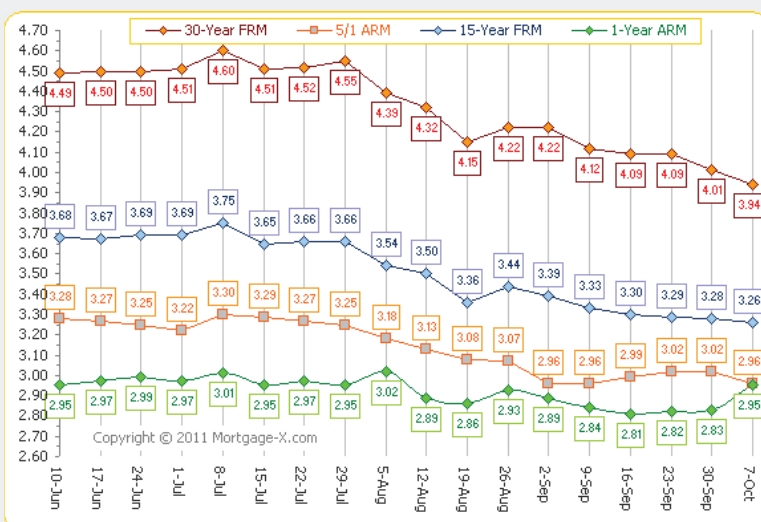
## What's the plan?

A Referral Contest!  
Prizes! Yay!

October - December, 2011

I will work:

- 1 full day at Habitat for Humanity King County for every referral I receive (self referrals included).
- ANOTHER full day at Habitat for every one of those referrals that turns into closed business.
- I will award a \$100 Lowes gift card to the person who sent me the most referrals.
- What??? You are giving away your time AND \$100 bucks??? Just for the opportunity to take great care of my friends?  
Yup! And there may be more prizes along the way too...
- Check out FB & Seattledigs for updates.



## Mortgage Rates

Mortgage rates hit a 40 year low this month. Our friend Rob at West Seattle Mortgage locked one client in at 3.75% on a 30 year fixed rate loan. Even the Wall Street Journal says the time is now for buyers. In an October 15th article, WSJ stated for long term owner occupied or investment properties the math is turning in buyer's favor. Not so for flipping houses though. Give Rob a call if you are curious about a Refi or purchase pre-approval.

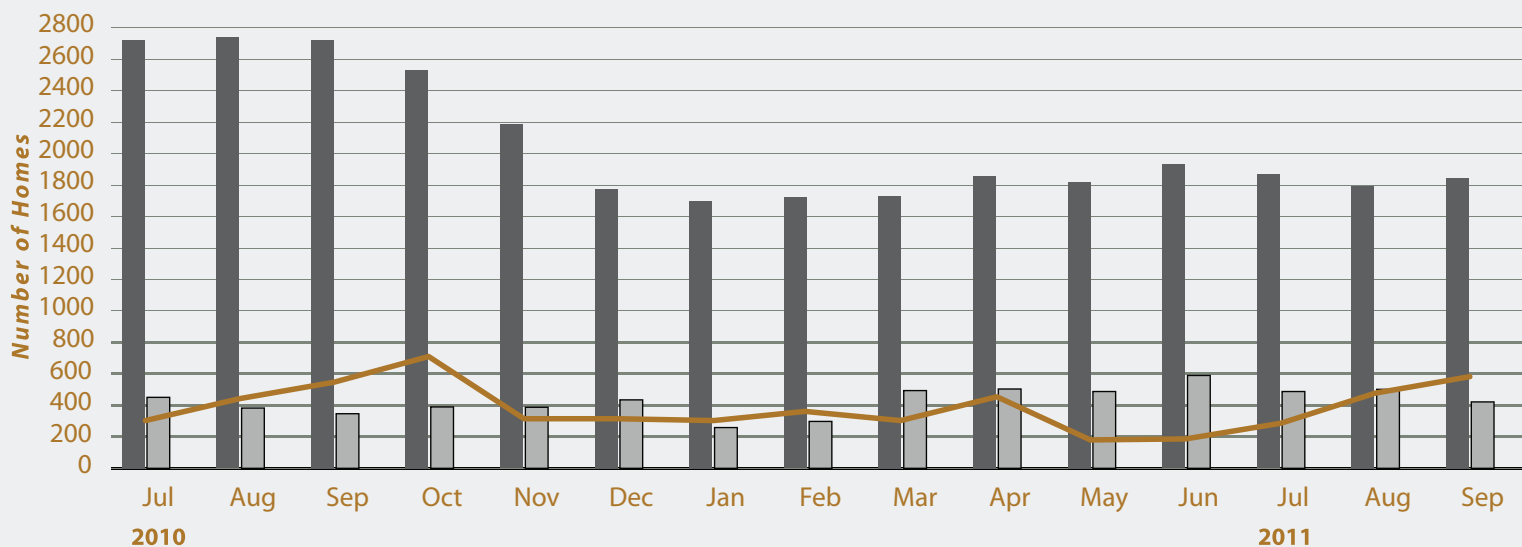
Rob McAllister, West Seattle Mortgage

# Seattle Neighborhoods - Market & Trends Data

## Residential Markets

	Q3 2010				Q3 2011			
	Total Sales	Average Price	Median Price	Days on Market	Total Sales	Average Price	Median Price	Days on Market
<b>Ballard, Greenlake, Wallingford</b> (MLS 705)	338	\$462,270	\$423,500	45	347	\$449,762	\$409,000	33
<b>Capitol Hill, Central District, Madison Park</b> (MLS 390)	168	\$726,450	\$555,500	62	192	\$731,553	\$516,250	53
<b>Mt. Baker, Leschi, Madrona</b> (MLS 380)	72	\$370,904	\$309,700	54	143	\$383,548	\$293,500	48
<b>Queen Anne, Magnolia</b> (MLS 700)	145	\$649,443	\$595,000	62	142	\$648,077	\$549,000	68
<b>Ravenna, U District, Laurelhurst</b> (MLS 710)	172	\$524,570	\$456,500	39	257	\$502,573	\$415,000	39
<b>SODO, Beacon Hill, Rainier Valley</b> (MLS 385)	47	\$289,559	\$270,000	48	62	\$290,946	\$252,500	50
<b>West Seattle</b> (MLS 140)	247	\$410,799	\$369,950	71	286	\$365,414	\$308,995	66

## Home Sale Trends Seattle: Single Family Homes



For more information visit my website at [www.seattledigs.com](http://www.seattledigs.com). You can find contact information for Rob McAllister there or at [www.westseattlemortgage.com](http://www.westseattlemortgage.com). You'll also find more detailed information about buying & selling a home, how rates affect purchase power, & various homeowner resources. Thank you for visiting!

All information deemed reliable, but not guaranteed.  
Data sourced from the Northwest Multiple Listing Service, TrendGraphix and Mortgage-X.com.  
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