



Date

Mr and Mrs Homeowner  
12345 NE Nice Street  
Seattle, WA 98115

Dear homeowner,

Thank you very much for contacting me requesting a property review for your above address. It's my pleasure to provide you with my review included here. A complimentary property review includes your requested address and the neighborhood in general. A property review is simply a packet of information that outlines temperature of our regional and local real estate market. Please find enclosed my real estate property review for you.

Inside, you will find:

- NWMLS King Local Market Update for the current month
- Facts and Trends for your ZIP code
- Local King, Kitsap, Pierce, and Snohomish Counties Statistics
- Local ZIP Code Statistics
- Your property details based on King county records
- Simple analysis showing Active, Pending, and Sold activity in your neighborhood in the \$xxx,000 to \$xxx,000 price range over the past 90 days.

This property review is not intended to give you the exact current market value of your home. The reports are an estimate of the value based on information derived from various sources.

If you are interested in a formal complimentary Comparative Market Analysis of your property, our complimentary services for home sellers, or have any questions about any of the attached reports, please let me know!

Sincerely,

A handwritten signature in black ink that reads 'Sam Abukarroum'.

Sam Abukarroum

**Sam Abukarroum** | REALTOR®, ABR®, SRES®, MRP  
**WINDERMERE REAL ESTATE / SHORELINE**

900 North 185th Street, Shoreline, WA 98133-3903 | [sama@windermere.com](mailto:sama@windermere.com) | 425.765.5845 (cell/text)

# Local Market Update – December 2018

This is a research tool provided by Northwest Multiple Listing Service®.



## King County

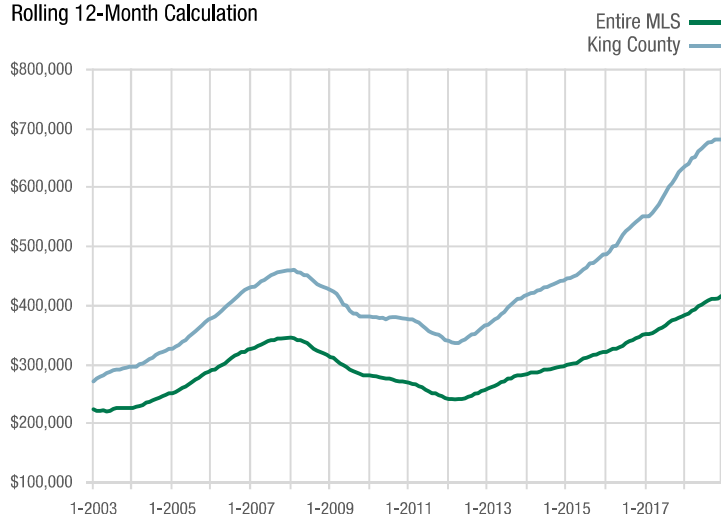
| Residential                     | December  |           |          | Year to Date |              |          |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics                     | 2017      | 2018      | % Change | Thru 12-2017 | Thru 12-2018 | % Change |
| New Listings                    | 847       | 786       | - 7.2%   | 30,100       | 32,783       | + 8.9%   |
| Pending Sales                   | 1,217     | 1,266     | + 4.0%   | 26,936       | 24,891       | - 7.6%   |
| Closed Sales                    | 2,013     | 1,627     | - 19.2%  | 27,377       | 24,961       | - 8.8%   |
| Days on Market Until Sale       | 27        | 43        | + 59.3%  | 22           | 23           | + 4.5%   |
| Median Sales Price*             | \$640,000 | \$640,000 | 0.0%     | \$630,000    | \$680,000    | + 7.9%   |
| Average Sales Price*            | \$762,844 | \$798,161 | + 4.6%   | \$743,568    | \$810,720    | + 9.0%   |
| Percent of List Price Received* | 101.4%    | 98.5%     | - 2.9%   | 103.3%       | 101.9%       | - 1.4%   |
| Inventory of Homes for Sale     | 1,449     | 2,936     | + 102.6% | —            | —            | —        |
| Months Supply of Inventory      | 0.6       | 1.4       | + 133.3% | —            | —            | —        |

| Condo                           | December  |           |          | Year to Date |              |          |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics                     | 2017      | 2018      | % Change | Thru 12-2017 | Thru 12-2018 | % Change |
| New Listings                    | 251       | 229       | - 8.8%   | 8,329        | 9,341        | + 12.2%  |
| Pending Sales                   | 346       | 359       | + 3.8%   | 7,874        | 7,053        | - 10.4%  |
| Closed Sales                    | 582       | 432       | - 25.8%  | 7,901        | 7,012        | - 11.3%  |
| Days on Market Until Sale       | 23        | 40        | + 73.9%  | 18           | 20           | + 11.1%  |
| Median Sales Price*             | \$405,000 | \$410,000 | + 1.2%   | \$372,000    | \$425,000    | + 14.2%  |
| Average Sales Price*            | \$483,931 | \$490,956 | + 1.5%   | \$439,660    | \$505,702    | + 15.0%  |
| Percent of List Price Received* | 102.0%    | 98.2%     | - 3.7%   | 104.0%       | 102.2%       | - 1.7%   |
| Inventory of Homes for Sale     | 263       | 889       | + 238.0% | —            | —            | —        |
| Months Supply of Inventory      | 0.4       | 1.5       | + 275.0% | —            | —            | —        |

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

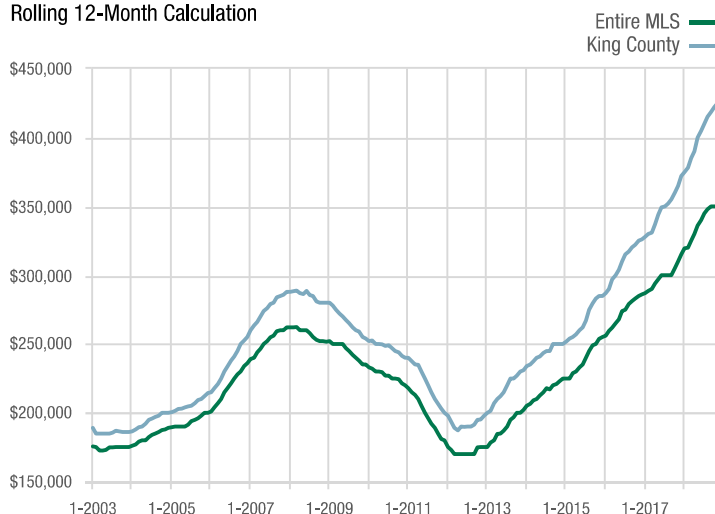
### Median Sales Price - Residential

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Facts and Trends<sup>TM</sup> - Published January 2019\*

Location: ZIP 98115

Property Types: Single Family Homes - All Property Statuses - All Properties - All Properties

Price Range: \$0 - No Limit

SQFT Range: 0 - No Limit

Bedrooms: 0 - No Limit

Full Baths: 0 - No Limit

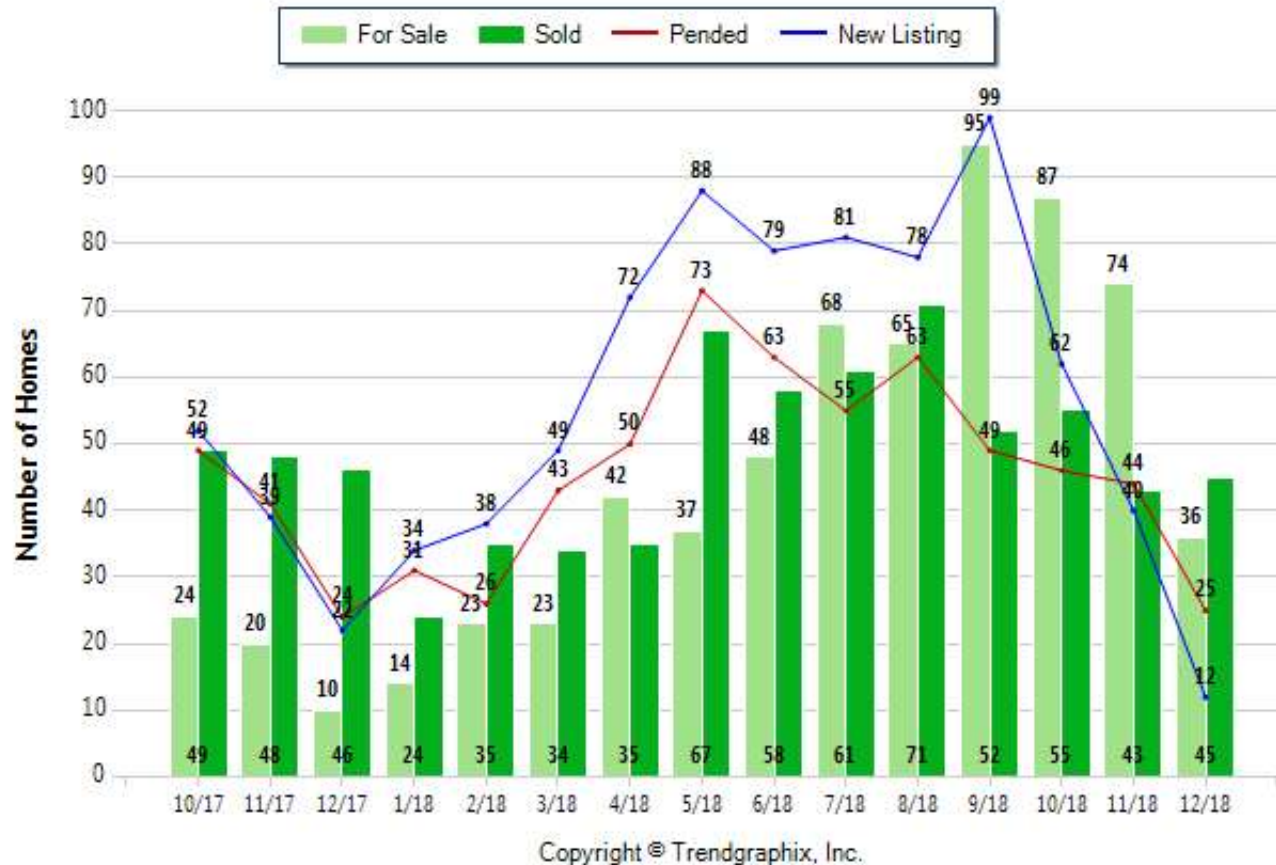
Half Baths: 0 - No Limit

Year Built: 0 - No Limit



Number of Homes For Sale vs. Sold vs. Pended vs. New Listing (Oct. 2017 - Dec. 2018)

Prepared for you by: Sam Abukarroum



|             | Curnt vs. Prev Month |         |          | Curnt vs. Same Month 1 Yr Ago |         |          | Curnt vs. Same Qtr 1 Yr Ago |                    |          | TODAY STATS          |                        |          |
|-------------|----------------------|---------|----------|-------------------------------|---------|----------|-----------------------------|--------------------|----------|----------------------|------------------------|----------|
|             | Dec. 18              | Nov. 18 | % Change | Dec. 18                       | Dec. 17 | % Change | Oct. 18 to Dec. 18          | Oct. 17 to Dec. 17 | % Change | 1/1/2019 - 1/22/2019 | 12/1/2018 - 12/22/2018 | % Change |
| For Sale    | 36                   | 74      | -51.4% ▼ | 36                            | 10      | 260% ▲   | 36                          | 10                 | 260% ▲   | 35                   | 44                     | -20.5% ▼ |
| New Listing | 12                   | 40      | -70% ▼   | 12                            | 22      | -45.5% ▼ | 114                         | 113                | 0.9% ▲   | 29                   | 11                     | 163.6% ▲ |
| Sold        | 45                   | 43      | 4.7% ▲   | 45                            | 46      | -2.2% ▼  | 143                         | 143                | 0%       | 16                   | 37                     | -56.8% ▼ |
| Pended      | 25                   | 44      | -43.2% ▼ | 25                            | 24      | 4.2% ▲   | 115                         | 114                | 0.9% ▲   | 20                   | 23                     | -13% ▼   |

## December 2018 is a Seller's market\*\*

Home For Sale in December 2018 is 4800 units. It is down 23.3% compared to last month and up 68.4% compared to last year.

Home Listed in December 2018 is 1465 units. It is down 45% compared to last month and down 17.1% compared to last year.

Home Closed in December 2018 is 2662 units. It is down 13.7% compared to last month and down 19.9% compared to last year.

Home Placed under Contract in December 2018 is 2112 units. It is down 17.6% compared to last month and down 1% compared to last year.

\*\*Buyer's market: more than 6 months of inventory based on closed sales. Seller's market: less than 3 months of inventory based on closed sales. Neutral market: 3 - 6 months of inventory based on closed sales.

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**Sam Abukarroum**

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**KING/KITSAP/PIERCE/SNOHOMISH  
COUNTY**

Published: January 2019\*

Property Types: Single Family Homes - All Property Statuses - All Properties - All Properties

Price Range: \$0 - No Limit

SQFT Range: 0 - No Limit

Bedrooms: 0 - No Limit

Full Baths: 0 - No Limit

Half Baths: 0 - No Limit

Year Built: 0 - No Limit

December 2018 is a Seller's market! The number of for sale listings was up **68.4%** from one year earlier and down **23.3%** from the previous month. The number of sold listings decreased **19.9%** year over year and decreased **13.7%** month over month. The number of under contract listings was down **17.6%** compared to previous month and down **1%** compared to previous year. The Months of Inventory based on Closed Sales is 1.8, up **105%** from the previous year.

The Average Sold Price per Square Footage was up **2.5%** compared to previous month and up **5.8%** compared to last year. The Median Sold Price increased by **1%** from last month. The Average Sold Price also increased by **4.7%** from last month. Based on the 6 month trend, the Average Sold Price trend is "Neutral" and the Median Sold Price trend is "Neutral".

The Average Days on Market showed an upward trend, an increase of **28.6%** compared to previous year. The ratio of Sold Price vs. Original List Price is 95%, a decrease of **4%** compared to previous year.

**It is a Seller's Market****Property Sales (Sold)**

December property sales were 2662, down **19.9%** from 3325 in December of 2017 and **13.7%** lower than the 3084 sales last month.

**Current Inventory (For Sale)**

Versus last year, the total number of properties available this month is higher by 1949 units of **68.4%**. This year's bigger inventory means that buyers who waited to buy may have bigger selection to choose from. The number of current inventory is down **23.3%** compared to the previous month.

**Property Under Contract (Pended)**

There was a decrease of **17.6%** in the pended properties in December, with 2112 properties versus 2563 last month. This month's pended property sales were **1%** lower than at this time last year.

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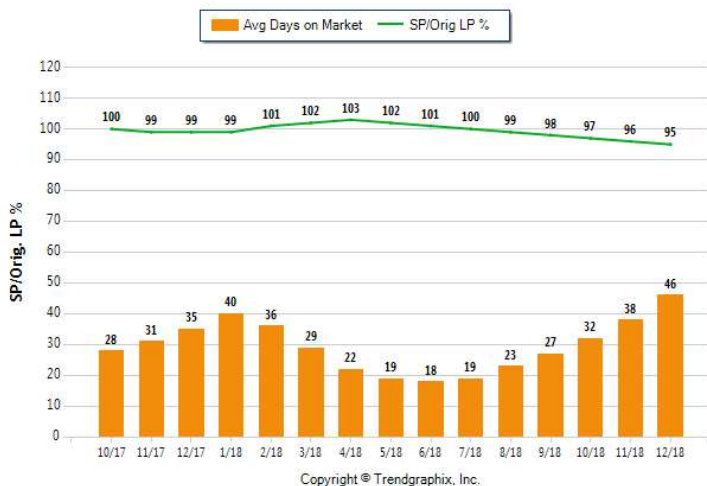
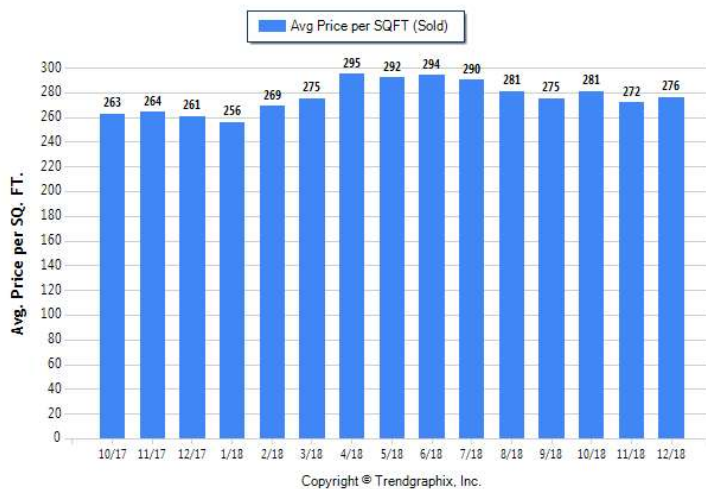
Half Baths: 0 - No Limit

Year Built: 0 - No Limit

**The Average Sold Price per Square Footage is Neutral\***

The Average Sold Price per Square Footage is a great indicator for the direction of property values. Since Median Sold Price and Average Sold Price can be impacted by the 'mix' of high or low end properties in the market, the Average Sold Price per Square Footage is a more normalized indicator on the direction of property values. The December 2018 Average Sold Price per Square Footage of \$291 was up 2.5% from \$284 last month and up 5.8% from \$275 in December of last year.

\* Based on 6 month trend ☺ Appreciating/Depreciating/Neutral

**The Days on Market Shows Upward Trend\***

The average Days on Market (DOM) shows how many days the average property is on the market before it sells. An upward trend in DOM trends to indicate a move towards more of a Buyer™s market, a downward trend indicates a move towards more of a Seller™s market. The DOM for December 2018 was 45, up 18.4% from 38 days last month and up 28.6% from 35 days in December of last year.

**The Sold/Original List Price Ratio is Falling\*\***

The Sold Price vs. Original List Price reveals the average amount that sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer™s market exists, a ratio at or above 100% indicates more of a Seller™s market. This month Sold Price vs. Original List Price of 95% is down 1% % from last month and down from 4% % in December of last year.

\* Based on 6 month trend ☺ Upward/Downward/Neutral

\*\* Based on 6 month trend ☺ Rising/Falling/Remains Steady

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**ZIP 98115**

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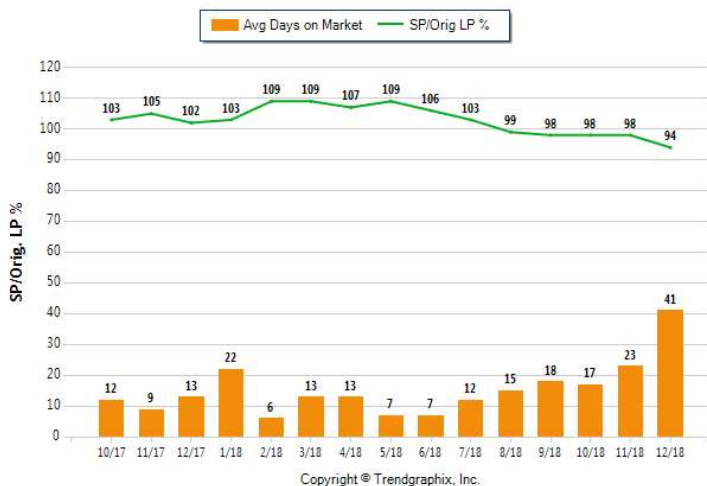
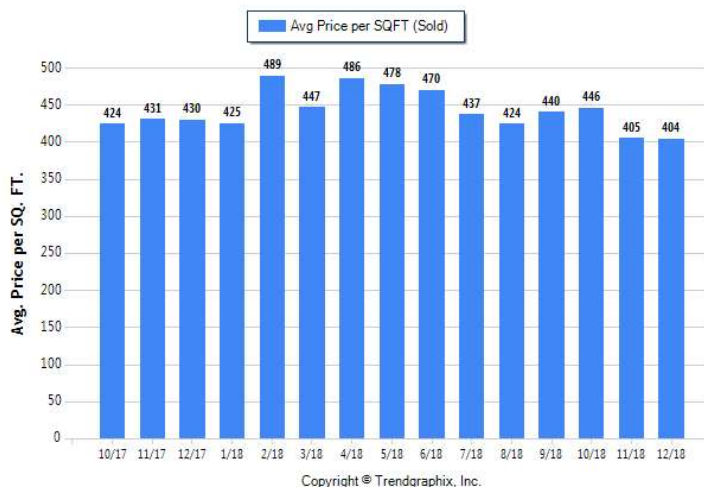
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### The Average For Sale Price is Neutral\*

The Average For Sale Price in December was \$915,000, up **2%** from \$897,000 in December of 2017 and up **4.1%** from \$879,000 last month.

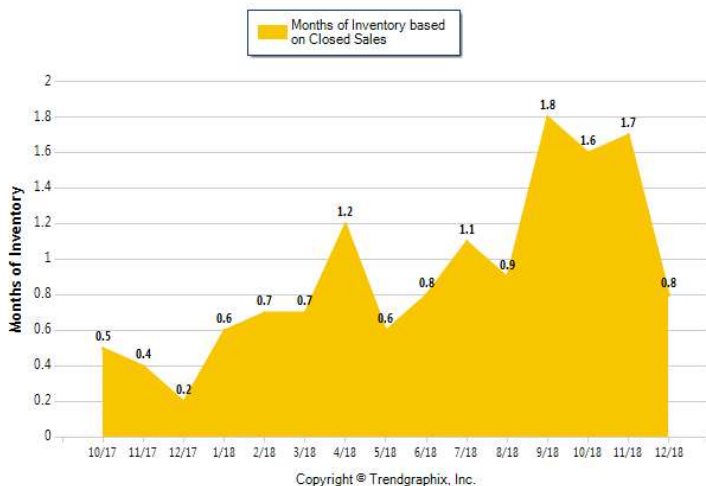
### The Average Sold Price is Neutral\*

The Average Sold Price in December was \$645,000, up **5.2%** from \$613,000 in December of 2017 and up **4.7%** from \$616,000 last month.

### The Median Sold Price is Neutral\*

The Median Sold Price in December was \$490,000, up **1%** from \$485,000 in December of 2017 and up **1%** from \$485,000 last month.

\* Based on 6 month trend – Appreciating/Depreciating/Neutral



### It is a Seller's Market\*

A comparatively lower Months of Inventory is more beneficial for sellers while a higher months of inventory is better for buyers.

\*Buyer's market: more than 6 months of inventory

Seller's market: less than 3 months of inventory

Neutral market: 3 – 6 months of inventory

### Months of Inventory based on Closed Sales

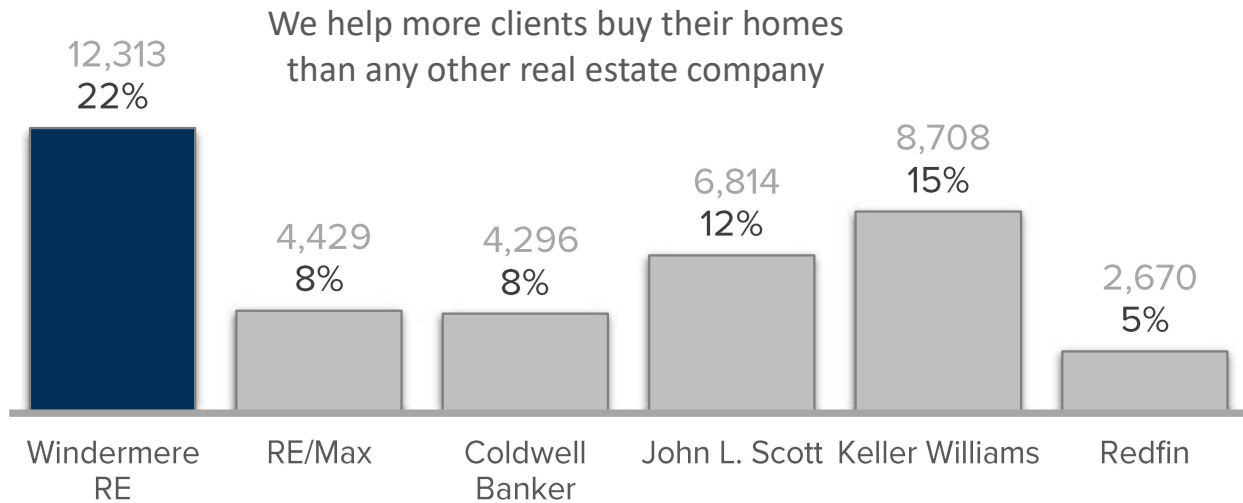
The December 2018 Months of Inventory based on Closed Sales of 1.8 was increased by **105%** compared to last year and down **9.9%** compared to last month. December 2018 is Seller's market.

### Months of Inventory based on Pended Sales

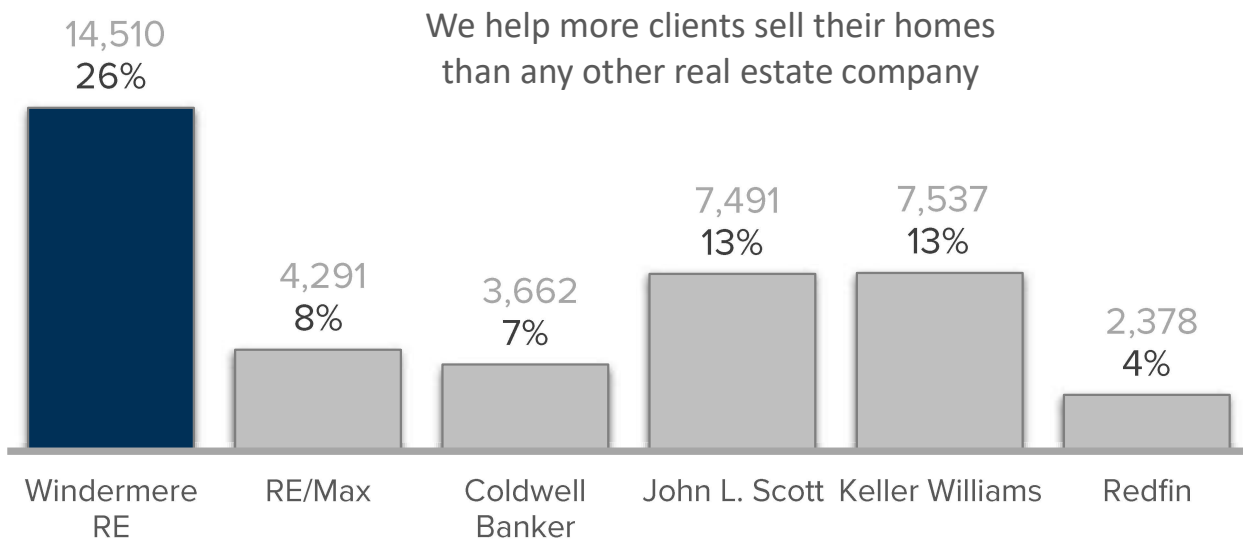
The December 2018 Months of Inventory based on Pended Sales of 2.3 was increased by **74.8%** compared to last year and down **4.1%** compared to last month. December 2018 is Seller's market.



**MARKET SHARE\* | ROLLING 12 MONTHS ENDED December 31, 2018**  
**Sales** in King and Snohomish counties, WA



**MARKET SHARE\* | ROLLING 12 MONTHS ENDED December 31, 2018**  
**Listings** in King and Snohomish counties, WA



12345 NE Nice Street, Seattle, WA 98115, King County



|       |            |           |            |
|-------|------------|-----------|------------|
| 3     | 1,240      | 7,650     | \$222,000  |
| Beds  | Bldg Sq Ft | Lot Sq Ft | Sale Price |
| 2     | 1946       | SFR       | 10/17/1997 |
| Baths | Yr Built   | Type      | Sale Date  |

Owner Information

|                           |                      |                    |       |
|---------------------------|----------------------|--------------------|-------|
| Owner Name (LN FN):       | Mr. Owner 1          | Tax Billing Zip:   | 98115 |
| Owner Name 2 (LN FN):     | Mr. Owner 2          | Tax Billing Zip+4: | 3753  |
| Tax Billing Address:      | 12345 NE Nice Street | Owner Vesting:     | Owner |
| Tax Billing City & State: | Seattle, WA 98115    | Owner Occupied:    | Yes   |

Location Information

|                       |                  |                                 |               |
|-----------------------|------------------|---------------------------------|---------------|
| Zip Code:             | 98115            | Neighborhood Code:              | 045006-045006 |
| Subdivision:          | Subdivision Name | Carrier Route:                  | C065          |
| School District Name: | Seattle          | Zoning:                         | SF 5000       |
| School District Code: | 001              | Range/Township/Section/Quarter: |               |
| Census Tract:         | 22.00            |                                 |               |

Tax Information

|                    |                                |                  |      |
|--------------------|--------------------------------|------------------|------|
| Tax-ID:            | XXXXXX-XXXX                    | % Improved:      | 39%  |
| Alt. Tax-ID:       | XXXXXXXXXXXX                   | Tax Area:        | 0010 |
| Parcel ID:         | XXXXXXXXXX                     | Legal Book/Page: | 6-42 |
| Legal Description: | Property description goes here |                  |      |

Assessment & Tax

|                           |                    |           |           |           |
|---------------------------|--------------------|-----------|-----------|-----------|
| Assessment Year           | 2017 - Preliminary | 2017      | 2016      | 2015      |
| Assessed Value - Total    | \$632,000          | \$677,000 | \$632,000 | \$575,000 |
| Assessed Value - Land     | \$383,000          | \$410,000 | \$383,000 | \$348,000 |
| Assessed Value - Improved | \$249,000          | \$267,000 | \$249,000 | \$227,000 |
| Market Value - Total      | \$632,000          | \$677,000 | \$632,000 | \$575,000 |
| Market Value - Land       | \$383,000          | \$410,000 | \$383,000 | \$348,000 |
| Market Value - Improved   | \$249,000          | \$267,000 | \$249,000 | \$227,000 |
| YOY Assessed Change (\$)  | -\$45,000          | \$45,000  | \$57,000  |           |
| YOY Assessed Change (%)   | -6.65%             | 7.12%     | 9.91%     |           |

|           |          |             |            |
|-----------|----------|-------------|------------|
| Total Tax | Tax Year | Change (\$) | Change (%) |
| \$5,958   | 2016     |             |            |
| \$6,401   | 2017     | \$443       | 7.44%      |
| \$7,090   | 2018     | \$689       | 10.76%     |

Characteristics

|                     |                             |               |                |
|---------------------|-----------------------------|---------------|----------------|
| Lot Acres:          | 0.1756                      | Total Baths:  | 2              |
| Lot Area:           | 7,650                       | Full Baths:   | 1              |
| Land Use:           | SFR                         | Half Baths:   | 1              |
| County Land Use:    | Single Family(Res Use/Zone) | Fireplaces:   | 1              |
| Year Built:         | 1946                        | Condition:    | Good           |
| Total Living Sq Ft: | 1,240                       | Quality:      | Average        |
| Above Gnd Sq Ft:    | 1,240                       | Water Source: | Public         |
| Gross Area:         | 1,960                       | Sewer:        | Public Service |

Courtesy of Sam Abukarroum

|                     |              |                    |                   |
|---------------------|--------------|--------------------|-------------------|
| Ground Floor Sq Ft: | <b>1,240</b> | Heat Type:         | <b>Forced Air</b> |
| Basement Sq Feet:   | <b>720</b>   | Patio Type:        | <b>Deck</b>       |
| Stories:            | <b>1</b>     | Patio/Deck 1 Area: | <b>400</b>        |
| Bedrooms:           | <b>3</b>     |                    |                   |

## Estimated Value

|                 |                              |                                  |           |
|-----------------|------------------------------|----------------------------------|-----------|
| RealAVM™ (1):   | <b>\$768,736</b>             | Confidence Score (2):            | <b>75</b> |
| RealAVM™ Range: | <b>\$661,113 - \$876,359</b> | Forecast Standard Deviation (3): | <b>14</b> |
| Value As Of:    | <b>01/10/2019</b>            |                                  |           |

(1) RealAVM™ is a CoreLogic® derived value and should not be used in lieu of an appraisal.

(2) The Confidence Score is a measure of the extent to which sales data, property information, and comparable sales support the property valuation analysis process. The confidence score range is 60 - 100. Clear and consistent quality and quantity of data drive higher confidence scores while lower confidence scores indicate diversity in data, lower quality and quantity of data, and/or limited similarity of the subject property to comparable sales.

(3) The FSD denotes confidence in an AVM estimate and uses a consistent scale and meaning to generate a standardized confidence metric. The FSD is a statistic that measures the likely range or dispersion an AVM estimate will fall within, based on the consistency of the information available to the AVM at the time of estimation. The FSD can be used to create confidence that the true value has a statistical degree of certainty.

## Last Market Sale & Sales History

|                             |   |                       |                               |
|-----------------------------|---|-----------------------|-------------------------------|
| Recording Date:             | <b>10/24/1997</b>                       | Deed Type:            | <b>Warranty Deed</b>          |
| Settle Date:                | <b>10/17/1997</b>                       | Owner Name (LN FN):   | <b>Last Name _ First Name</b> |
| Sale Price:                 | <b>\$222,000</b>                        | Owner Name 2 (LN FN): | <b>Last Name _ First Name</b> |
| Price Per Square Feet:      | <b>\$179.03</b>                         | Seller Name (LN FN):  | <b>Seller Name</b>            |
| Auditor No:                 | <b>Auditor Number</b>                   |                       |                               |
| <b>Recording Date</b>       | 02/28/2005                              | 10/24/1997            | 08/23/1988                    |
| <b>Sale/Settlement Date</b> | 02/25/2005                              | 10/17/1997            | 08/23/1988                    |
| <b>Sale Price</b>           |   | \$222,000             |                               |
| <b>Nominal</b>              | Y                                       |                       | Y                             |
| <b>Buyer Name</b>           |   |                       |                               |
| <b>Buyer Name 2</b>         | Information removed for owners' privacy |                       |                               |
| <b>Seller Name</b>          |   |                       |                               |
| <b>Auditor No</b>           |   |                       |                               |
| <b>Hist. Document No.</b>   |   |                       |                               |
| <b>Document Type</b>        | Quit Claim Deed                         | Warranty Deed         | Quit Claim Deed               |

## Mortgage History

|                        |              |              |              |              |
|------------------------|--------------|--------------|--------------|--------------|
| <b>Mortgage Date</b>   |              |              |              |              |
| <b>Mortgage Amount</b> |              |              |              |              |
| <b>Mortgage Lender</b> |              |              |              |              |
| <b>Mortgage Type</b>   | Conventional | Conventional | Conventional | Conventional |

### Courtesy of Sam Abukarroum

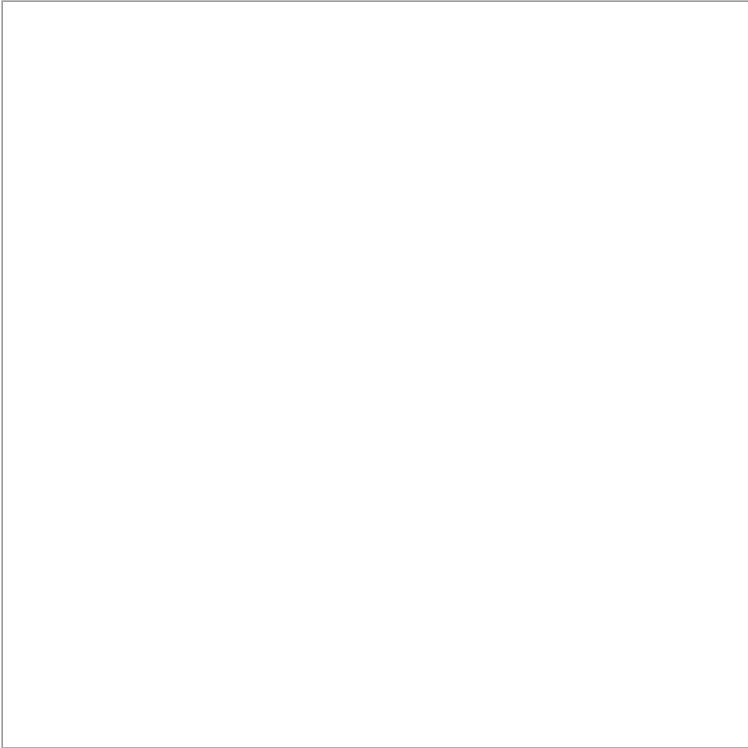
The data within this report is compiled by CoreLogic from public and private sources. The data is deemed reliable, but is not guaranteed. The accuracy of the data contained herein can be independently verified by the recipient of this report with the applicable county or municipality.

## Property Detail

Generated on 01/23/2019

Page 2 of 3

Property Map

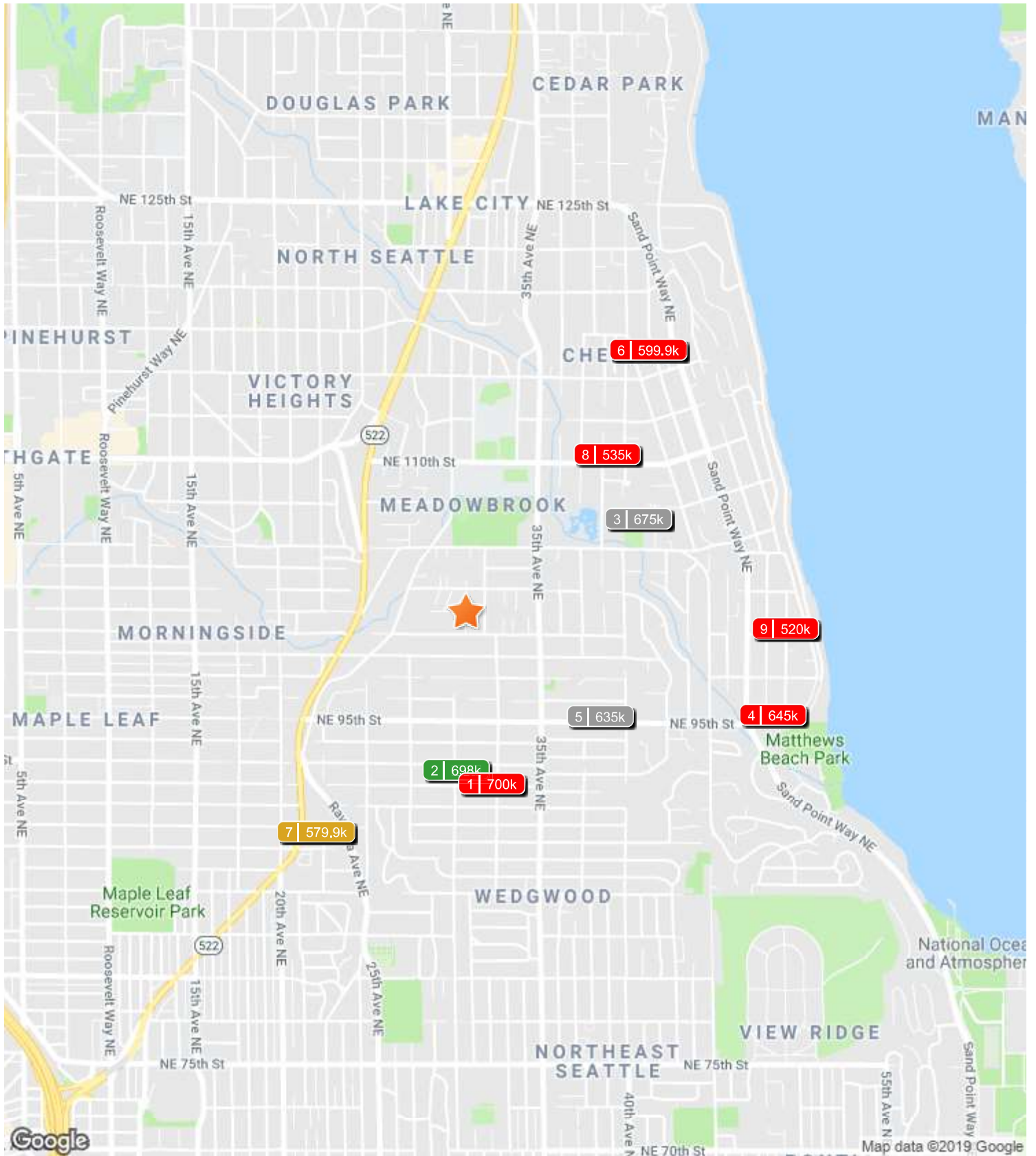


Courtesy of Sam Abukarroum

The data within this report is compiled by CoreLogic from public and private sources. The data is deemed reliable, but is not guaranteed. The accuracy of the data contained herein can be independently verified by the recipient of this report with the applicable county or municipality.

Property Detail











Generated on 01/23/2019  
Page 3 of 3



Active Properties Pending Properties Sold Properties Other Properties

All information provided is deemed reliable but is not guaranteed and should be independently verified.

Sam Abukarroum | (425) 765-5845 | sama@windermere.com

|    |   | Address                                     | Price     | Beds | Baths | Days | SQFT  | \$/SQFT |
|----|---|---|-----------|------|-------|------|-------|---------|
| ★  |  | 12345 NE Nice Street<br>Seattle, WA 98115   | \$222,000 | 3    | 2     | –    | 1,240 | \$179   |
| 1. |  | 9116 30th Ave NE<br>Seattle, WA 98115       | \$700,000 | 4    | 1.75  | 54   | 1,480 | \$473   |
| 2. |  | 2720 NE 92nd St<br>Seattle, WA 98115        | \$698,000 | 3    | 2     | 65   | 1,250 | \$558   |
| 3. |  | 10556 39th Ave NE<br>Seattle, WA 98125      | \$675,000 | 4    | 1.5   | 110  | 1,360 | \$496   |
| 4. |  | 9521 Sand Point Way NE<br>Seattle, WA 98115 | \$645,000 | 3    | 2     | 35   | 1,360 | \$474   |
| 5. |  | 3539 NE 96th St<br>Seattle, WA 98115        | \$635,000 | 3    | 1     | 34   | 1,350 | \$470   |
| 6. |  | 11560 39th Ave NE<br>Seattle, WA 98125      | \$599,900 | 2    | 1     | 7    | 1,230 | \$488   |
| 7. |  | 8907 20th Ave NE<br>Seattle, WA 98115       | \$579,900 | 3    | 2     | 14   | 1,250 | \$464   |
| 8. |  | 11025 38th Ave NE<br>Seattle, WA 98125      | \$535,000 | 3    | 1     | 4    | 1,130 | \$473   |
| 9. |  | 10020 Sand Point Wy NE<br>Seattle, WA 98125 | \$520,000 | 2    | 1.25  | 60   | 1,460 | \$356   |











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|                     |  |  |  |  |  |  |
|---------------------|---|---|---|--|---|---|
|                     | 12345 NE Nice Street<br>Seattle, WA 98115   | 9116 30th Ave NE<br>Seattle, WA 98115   | 2720 NE 92nd St<br>Seattle, WA 98115  | 10556 39th Ave NE<br>Seattle, WA 98125   | 9521 Sand Point Way ...<br>Seattle, WA 98115  | 3539 NE 96th St<br>Seattle, WA 98115  |
| Status              | Other   | Sold  | Active  | Canceled   | Sold  | Canceled  |
| Bedrooms            | 3   | 4   | 3   | 4  | 3   | 3   |
| Bathrooms           | 2   | 1.75  | 2   | 1.5  | 2   | 1   |
| Sqft                | 1,240   | 1,480   | 1,250   | 1,360  | 1,360   | 1,350   |
| Lot SqFt            | 7,650   | 5,189   | 5,292   | 6,000  | 7,200   | 8,216   |
| Year Built          | 1946  | 1953  | 1937  | 1955   | 1922  | 1951  |
| Property Type       | Single-Family   | Residential   | Residential   | Residential  | Residential   | Residential   |
| Days on Market      | -   | 54  | 65  | 110  | 35  | 34  |
| List Price          | \$222,000   | \$739,000   | \$698,000   | \$675,000  | \$649,900   | \$635,000   |
| Original List Price | \$222,000   | \$799,000   | \$698,000   | \$699,000  | \$679,900   | \$635,000   |
| % Of List Price     | -   | 95%   | -   | -  | 99%   | -   |
| Sold Price          | -   | \$700,000   | -   | \$0  | \$645,000   | \$0   |
| Sold Date           | -   | 12/14/2018  | -   | -  | 12/28/2018  | -   |
| \$/SqFt             | \$179   | \$473   | \$558   | \$496  | \$474   | \$470   |
| \$/Lot SqFt         | \$29  | \$135   | \$132   | \$113  | \$90  | \$77  |
| MLS #               | -   | 1363546   | 1384522   | 1361460  | 1379480   | 1377157   |
| County              | Kind  | King County   | King County   | King County  | King County   | King County   |
| Tax Amount          | \$7,090   | \$5,724   | \$4,251   | \$5,533  | \$6,583   | \$5,904   |
| Tax Year            | 2018  | 2018  | 2018  | 2018   | 2018  | 2018  |
| Bathroom Details    | -   | Full Bath 1,<br>Three Quarter<br>Bath 1   | Half Bath 1,<br>Three Quarter<br>Bath 2   | Full Bath 1,<br>Half Bath 1  | Full Bath 2   | Full Bath 1   |
| Basement            | -   | None  | Daylight, Fully<br>Finished   | None   | Unfinished  | None  |
| Garage              | 2   | 1, Garage-<br>Attached  | 0, Off-Street<br>Parking  | 2, Garage-<br>Attached   | 0, Off-Street<br>Parking  | 1, Garage-<br>Attached  |
| Fireplace           | 1   | 1   | 0   | 1  | 2   | 1   |
| Fuel                | -   | Natural Gas   | Electric  | Natural Gas  | Electric  | Natural Gas   |
| Heat/AC             | Forced Air  | Forced Air  | Baseboard,<br>Forced Air  | Forced Air   | Baseboard,<br>Forced Air  | Forced Air  |
| Roof                | Composite   | Composition   | Composition   | Torch Down   | Composition   | Composition   |
| View                | -   | -   | Territorial   | -  | -   | -   |

All information provided is deemed reliable but is not guaranteed and should be independently verified.

|                     |  |  |  |  |  |
|---------------------|---|---|---|--|---|
|                     | 12345 NE Nice Street<br>Seattle, WA 98115   | 11560 39th Ave NE<br>Seattle, WA 98125  | 8907 20th Ave NE<br>Seattle, WA 98115   | 11025 38th Ave NE<br>Seattle, WA 98125   | 10020 Sand Point Wy ...<br>Seattle, WA 98125  |
| Status              | Other   | Sold  | Pending   | Sold   | Sold  |
| Bedrooms            | 3   | 2   | 3   | 3  | 2   |
| Bathrooms           | 2   | 1   | 2   | 1  | 1.25  |
| Sqft                | 1,240   | 1,230   | 1,250   | 1,130  | 1,460   |
| Lot SqFt            | 7,650   | 7,620   | 4,896   | 7,380  | 6,900   |
| Year Built          | 1946  | 1950  | 1938  | 1918   | 1964  |
| Property Type       | Single-Family   | Residential   | Residential   | Residential  | Residential   |
| Days on Market      | -   | 7   | 14  | 4  | 60  |
| List Price          | \$222,000   | \$599,900   | \$579,900   | \$535,000  | \$525,000   |
| Original List Price | \$222,000   | \$599,900   | \$579,900   | \$535,000  | \$525,000   |
| % Of List Price     | -   | 100%  | -   | 100%   | 99%   |
| Sold Price          | -   | \$599,900   | \$0   | \$535,000  | \$520,000   |
| Sold Date           | -   | 12/12/2018  | -   | 11/16/2018   | 12/21/2018  |
| \$/SqFt             | \$179   | \$488   | \$464   | \$473  | \$356   |
| \$/Lot SqFt         | \$29  | \$79  | \$118   | \$72   | \$75  |
| MLS #               | -   | 1378622   | 1396368   | 1378901  | 1380184   |
| County              | Kind  | King County   | King County   | King County  | King County   |
| Tax Amount          | \$7,090   | \$5,111   | \$4,126   | \$4,451  | \$4,883   |
| Tax Year            | 2018  | 2018  | 2018  | 2018   | 2018  |
| Bathroom Details    | -   | Full Bath 1   | Full Bath 2   | Full Bath 1  | Half Bath 1, Three Quarter Bath 1   |
| Basement            | -   | Roughed In  | Daylight, Fully Finished  | None   | None  |
| Garage              | 2   | 2, Garage-Attached  | 0, Off-Street Parking   | 0, Off-Street Parking  | 2, Carport-Attached   |
| Fireplace           | 1   | 2   | 0   | 0  | 1   |
| Fuel                | -   | Natural Gas   | Natural Gas   | Natural Gas  | Electric, Wood  |
| Heat/AC             | Forced Air  | Forced Air  | Forced Air  | Forced Air   | Baseboard, Stove/Free Stdg, Wall  |
| Roof                | Composite   | Composition   | Composition   | Composition  | Composition   |
| View                | -   | Territorial   | -   | Territorial  | -   |

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|    |   | Address                                     | Price     | Beds | Baths | Days | SQFT  | \$/SQFT |
|----|---|---|-----------|------|-------|------|-------|---------|
| ★  |  | 12345 NE Nice Street,<br>Seattle, WA 98115  | \$222,000 | 3    | 2     | –    | 1,240 | \$179   |
| 1. |  | 9116 30th Ave NE<br>Seattle, WA 98115       | \$700,000 | 4    | 1.75  | 54   | 1,480 | \$473   |
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| 7. |  | 8907 20th Ave NE<br>Seattle, WA 98115       | \$579,900 | 3    | 2     | 14   | 1,250 | \$464   |
| 8. |  | 11025 38th Ave NE<br>Seattle, WA 98125      | \$535,000 | 3    | 1     | 4    | 1,130 | \$473   |
| 9. |  | 10020 Sand Point Wy NE<br>Seattle, WA 98125 | \$520,000 | 2    | 1.25  | 60   | 1,460 | \$356   |

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AVG ZESTIMATE<sup>®</sup>  
3% Over



Under

Accurate

Over

## Sold Listings

### 1. 9116 30th Ave NE

\$10,474 Over

Sold Price

\$700,000

Zestimate<sup>®</sup>

\$710,474

### 4. 9521 Sand Point Way NE

\$26,997 Over

Sold Price

\$645,000

Zestimate<sup>®</sup>

\$671,997

### 6. 11560 39th Ave NE

\$1,890 Over

Sold Price

\$599,900

Zestimate<sup>®</sup>

\$601,790

### 8. 11025 38th Ave NE

\$4,899 Over

Sold Price

\$535,000

Zestimate<sup>®</sup>

\$539,899

### 9. 10020 Sand Point Wy NE

\$58,479 Over

Sold Price

\$520,000

Zestimate<sup>®</sup>

\$578,479



**Sam Abukarroum**

Broker, REALTOR®  
License: 125372  
REALTOR®, MRP,  
ABR®, SRES®

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✉ sama@windermere.com  
EMAIL

🌐 <http://LiveWorkPlayWa.com>  
WEBSITE

📍 900 North 185th Street  
Shoreline, WA 98133-3903  
ADDRESS

## Languages:

Arabic, English

Over twenty five years of customer service has taught me a key principle. It's not the number of properties bought and sold that matters, but the cherished relationships built and nurtured along the way. High pressure tactics are not my style

I specialize in local residential and luxury properties. I strive to go beyond in every way possible for my clients. From first-time home-buyers to luxury home-buyers and sellers, my focus is to guide you through the journey. I take a personal, yet professional approach with my clients and provide valuable knowledge and resources to help achieve your real estate goals. My expertise and support results in smooth transaction and long-lasting relationships.



# Using Market Data to Make Informed Decisions

As a member of Windermere Real Estate, the leading real estate company in the Western U.S., I have access to the most relevant housing and economic data to help you make well-informed decisions regarding your real estate needs.

Windermere's Chief Economist, Matthew Gardner, has been a real estate economist for more than 30 years in both the U.S. and U.K. He specializes in residential market analysis, commercial/industrial market analysis, financial analysis, and land use and regional economics. His study and interpretation of this economic data, and its impact on the real estate market, gives us unique insights into short- and long-term housing trends that are important to consider when buying or selling a home.



**MATTHEW GARDNER**



# Setting the Standard

Something you may not know is that Windermere takes its standard of service to its clients very seriously. As members of the National Association of REALTORS®, we agree to abide by a strict code of ethics that is based in professionalism and consumer protection.

To further reinforce our commitment to our clients, Windermere has built upon the REALTOR® code of ethics by establishing what we call our Windermere Standards of Practice outlining how we believe our clients deserve to be treated.

## WINDERMERE AGENT EXPECTATIONS

- › Always put the clients' interests first.
- › Be up-to-date on the latest real estate laws and local issues.
- › Do not discriminate against any party based on race, religion, sex or other legally protected classes.
- › Treat you and everyone involved in your transaction with the greatest respect.
- › Follow all MLS rules as well as the NAR code of ethics.
- › Keep you informed promptly and regularly.

In short, our Standards of Practice ensure that Windermere agents hold themselves to an even higher level of competence and accountability. We hope this translates into a more satisfying real estate experience and peace-of-mind for our clients, knowing that doing right by them is our highest priority. If you would like a copy of our Standards of Practice, I would be happy to provide one to you.



# Commitment to Community

Windermere understands the importance of giving back to our community. Enriching the neighborhoods in which we live and work is an integral part of how we do business.



WINDERMERE  
Foundation

## THE WINDERMERE FOUNDATION

- › We donate a portion of our commission from every transaction to benefit the Windermere Foundation.
- › Since 1989, the Foundation has collected and contributed over \$37 million.
- › Assistance is provided to non-profit agencies dedicated to helping homeless and low-income families in our community.



## WINDERMERE COMMUNITY SERVICE DAY

- › Every year since 1984, Windermere agents have dedicated a day of work to those in need.
- › These hands-on projects benefit a wide variety of community-based organizations.
- › Projects have included maintenance at a senior center, construction of a children's playground and sorting duties at a food bank.
- › I am pleased to be a part of such an important mission. It's just the right thing to do.

  
**Windermere**  
REAL ESTATE





# Why Windermere?

## IT'S ABOUT RELATIONSHIPS.

In 1972, John Jacobi set out to change the real estate industry by putting relationships before sales quotas, with an emphasis on service to our clients and our community. Over 45 years later, this mission has helped grow Windermere into one of the largest independent real estate companies in the nation, with more than 300 offices and 6,000 agents throughout the Western U.S. and Mexico.

While the real estate industry has changed substantially over the years, our core values of relationships, community, collaboration, and professionalism have remained central to how we do business, and will continue to do so for years to come.

**EXCEPTIONAL SERVICE**

**UNSURPASSED INTEGRITY**

**A STRICT CODE OF ETHICS**

**LOCALLY OWNED AND  
OPERATED OFFICES**

**NEIGHBORHOOD KNOWLEDGE**

**MARKET EXPERTISE**

**PREMIUM TOOLS AND  
SERVICES**

**GIVING BACK TO OUR  
COMMUNITIES**





# Why You Should Work With a REALTOR®



With over one million members, the NAR is America's largest professional association and is involved in all aspects of the residential and commercial real estate industries.

## NOT EVERY REAL ESTATE AGENT IS A REALTOR®

- › Only real estate professionals who are members of the NATIONAL ASSOCIATION OF REALTORS® (NAR) can call themselves REALTORS®.
- › The NAR is America's largest professional association and is involved in all aspects of the residential and commercial real estate industries.
- › As a REALTOR® I pledge to abide by the NAR's strict Code of Ethics.
- › Only REALTORS® are held accountable for their ethical behavior.
- › As a Windermere associate and a REALTOR®, I am committed to providing you with the highest standard of service and integrity.

## BENEFITS OF CHOOSING A REALTOR®

- › REALTORS® work hard to protect your property rights and to keep real estate excise taxes as low as possible.
- › REALTORS® have been instrumental in the implementation of many tax incentives for home buyers over the years.
- › REALTORS® have access to legal counsel to help answer those questions that put your mind at ease, all at no extra cost to you!
- › REALTORS® have consistently worked to increase FHA and VA loan limits to make sure you're not paying higher fees to purchase an average home in your market.
- › REALTORS® have access to the latest legal and legislative issues that they need to know to best represent your real estate needs.
- › REALTORS® take extra classes and earn designations to prove excellence in various areas of real estate.
- › REALTORS® have worked diligently to preserve the full usage of waterfront properties.
- › REALTORS® fight hard to keep the mortgage deduction credit unchanged.