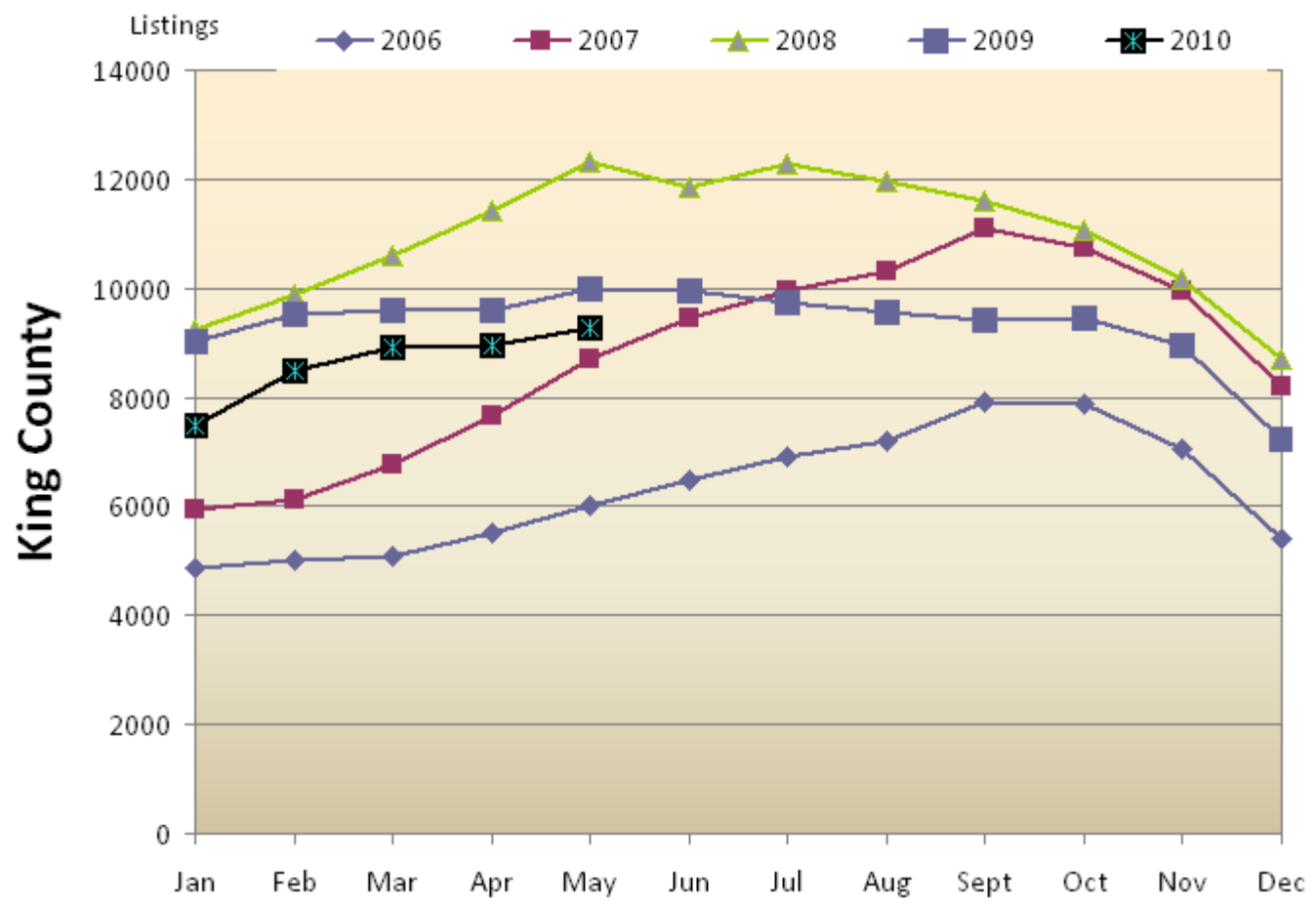
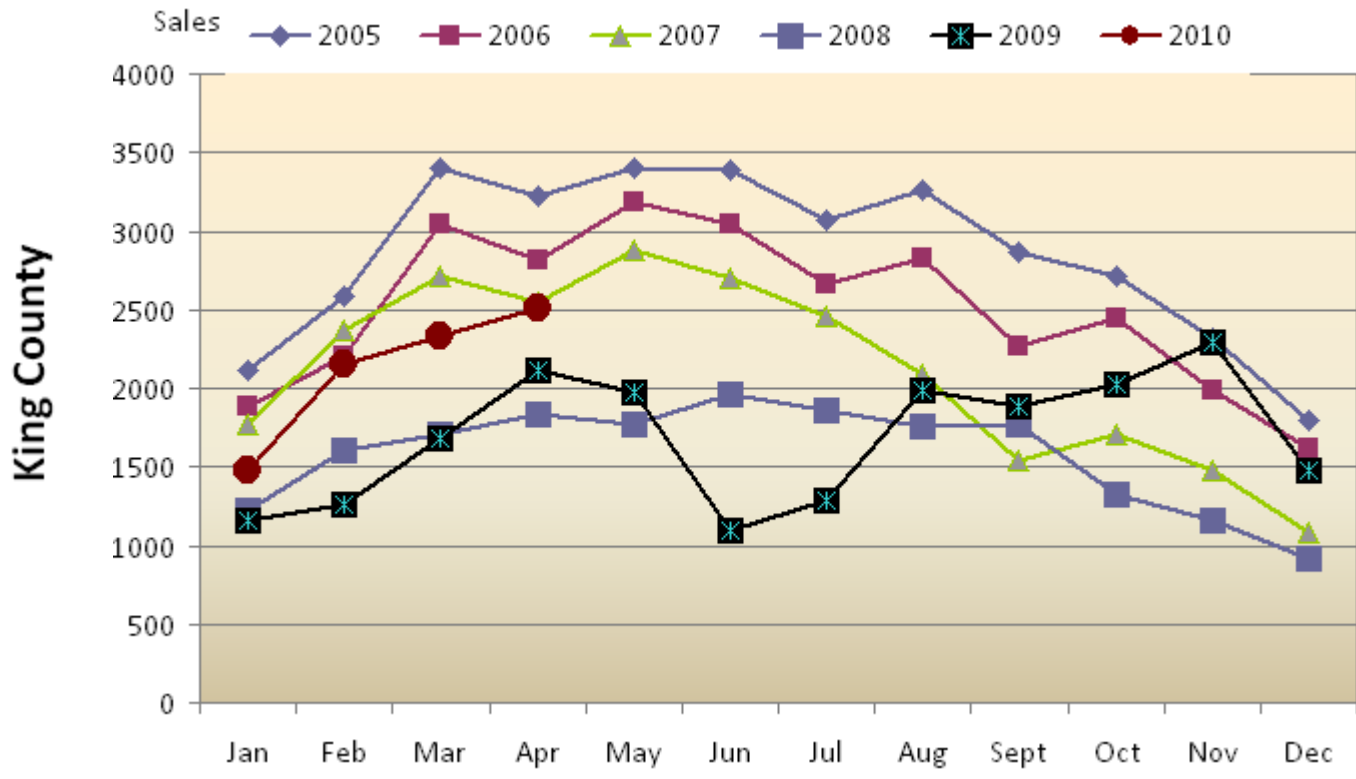


Residential Active Listings



Residential Pending Sales (not closed)



As you can see by the charts above, the number of single-family homes on the market in King County as of the beginning of May (9,257) far exceeds the number of Pending Sales (2,515). The most important marketing you as a Seller and your Realtor do is pricing your home at the local market value. The second most important marketing piece is Internet exposure. Today most Buyers are doing their home searches on their computers on a wide variety of websites. I offer you more Internet exposure than other Realtors you will meet:

- | | | |
|--------------------------------------|---------------------|----------------------------|
| Otterson.com | Craigslist.org | Postlets.com |
| SeattleEP.com | Google.com | HomeGain.com |
| (Exceptional Properties) | YahooRealEstate.com | Realtor.com |
| Northwest MultipleListingService.com | Trulia.com | Zillow.com |
| Commercial Brokers Association | OpenHouse.com | INTERNATIONAL FOCUS |
| ColdwellBankerDanforth.com | Move.com | WorldProperties.com |
| MSN.com | Oodle.com | Immobel.com |
| ColdwellBanker.com | HotPads.com | AREAmericas.com |
| AOL.com | Vast.com | |

DIRECT LINE: 206.619.7337

May, 2010

BLOG: www.LoveSeattleRealEstate.com



Barbara Otterson:

YOUR GUARANTEED DIFFERENCE

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www.Otterson.com
www.SeattleEP.com
 (Exceptional Properties)

TM

HOME-IMPROVEMENT TAX INCENTIVE

Energy-efficient windows and roofs, additional insulation, new water heaters and new heating and air conditioning equipment may qualify for a tax credit of up to \$1,500. Certification should be obtained from the manufacturer, installer or retailer.

HOME AND WEALTH . . .

Keep your home costs under control.

These days, most people are trying to control their expenses a little more tightly. Often they don't realize how much they're paying to live in their homes. So let's take a look at that home budget and see if we can't do a better job of staying on top of the costs.

1. Your largest expense is probably your mortgage. These days mortgage rates are historically low, so you might be able to refinance and lower your monthly payment.



Contact me for a referral to a QUALITY lender who will let you know if this makes sense.

2. Another major expense is likely to be your homeowner's insurance. Check in with your agent once a year to see if you're getting the right coverage at the best price. *Please contact me for a copy of "FIVE THINGS TO KNOW ABOUT YOUR HOMEOWNER'S INSURANCE".*

3. Next look at your real estate taxes. The higher the assessed value of your property, the higher your real estate taxes. So the next time you receive your King County notice of assessed value, contact me to help with your homework. I will provide you with

values of comparable homes in your neighborhood.

4. Recurring monthly expenses:
 ✓ If you pay for public water, public sewer or a homeowners' association, those are probably fixed expenses you can't cut.

✓ But if you pay for private trash collection, snow removal, lawn and gardening services, periodically look around for cheaper rates. Even if you're happy with your current supplier, this information could help you get a better deal.

✓ Phone, internet and cable TV services should be reviewed at least once a year to see if competitors offer better prices.

✓ Energy costs. Oil companies should be reviewed once a year, before heating season begins. And if you think oil may be going up, pick a supplier who will lock in the price. In a growing number of areas, you can also find competing electric companies. Find out who has the best deal. If you heat and air condition with gas, ask your local gas company about special offers.

5. Maintenance and repairs. It is always cheaper to fix a problem as soon as it comes up, rather than letting it go. It costs very little to re-caulk around a bathtub, but if you ignore it, you could wind up replacing a wall. Put aside \$500 to \$1,000 a year to take care of minor repairs and maintenance.

6. Major improvements. If you have your heart set on updating a kitchen or bath, installing a deck, or even putting on a new addition, get a rough cost estimate and decide how many months from now you'd like to start. Divide the cost by the months and begin putting money away for it each month.

Your home is your biggest investment. But with a little effort you can make your home costs smaller.

CURIOS ABOUT SHORT SALES?

Whether you are a Buyer, a Seller or are simply curious please visit: <http://bit.ly/9g3veV>. When you need additional clarifications . . . or a list of homes currently noted as Short Sales or Foreclosures, please contact me.

BEWARE OF 'E-CARDS' AND SOCIAL NETWORKING

Creators of computer viruses and other malicious programs use electronic greeting cards (e-cards) to infect recipients' computers. **Danger:** Reading an infected e-card may install malicious software on your computer. **Best:** Never open an e-card unless it is from a named person you know. Malicious e-cards usually are marked as coming from an unnamed person, such as "a friend" or "secret admirer". Do not open any e-card from a stranger or one that contains a spelling or grammatical mistake in the subject line.

Social-networking sites are vulnerable to viruses that steal subscribers' online identities and send phony messages to their friends. **Example:** Gift-card offers that claim to come for a personal friend. Viruses can take over an account if someone clicks on an infected link – or has an easy-to-guess password that thieves discover through computer searches. **Self-defense:** Use complex passwords that include letters and numbers AND change them regularly. Do not click on any message that seems unusual for the supposed sender.

I just returned from a month visiting family in Frankfurt. I am posting some of my perceptions of this amazing city on my blog: www.LoveSeattleRealEstate.com

AREA MARKET . . . AT A GRAPHIC GLANCE . . .

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