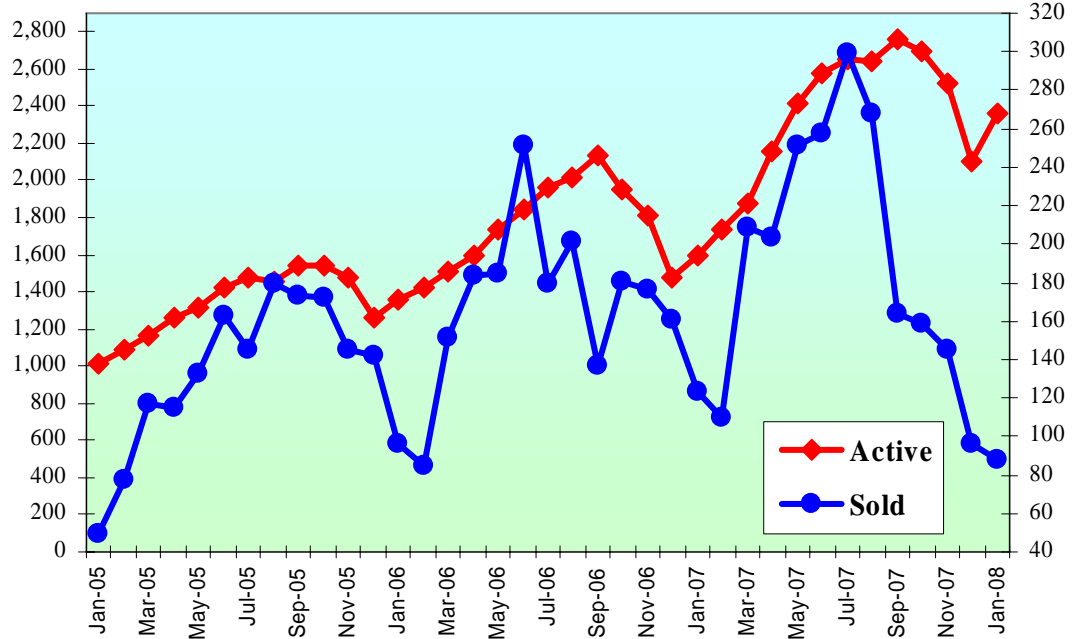




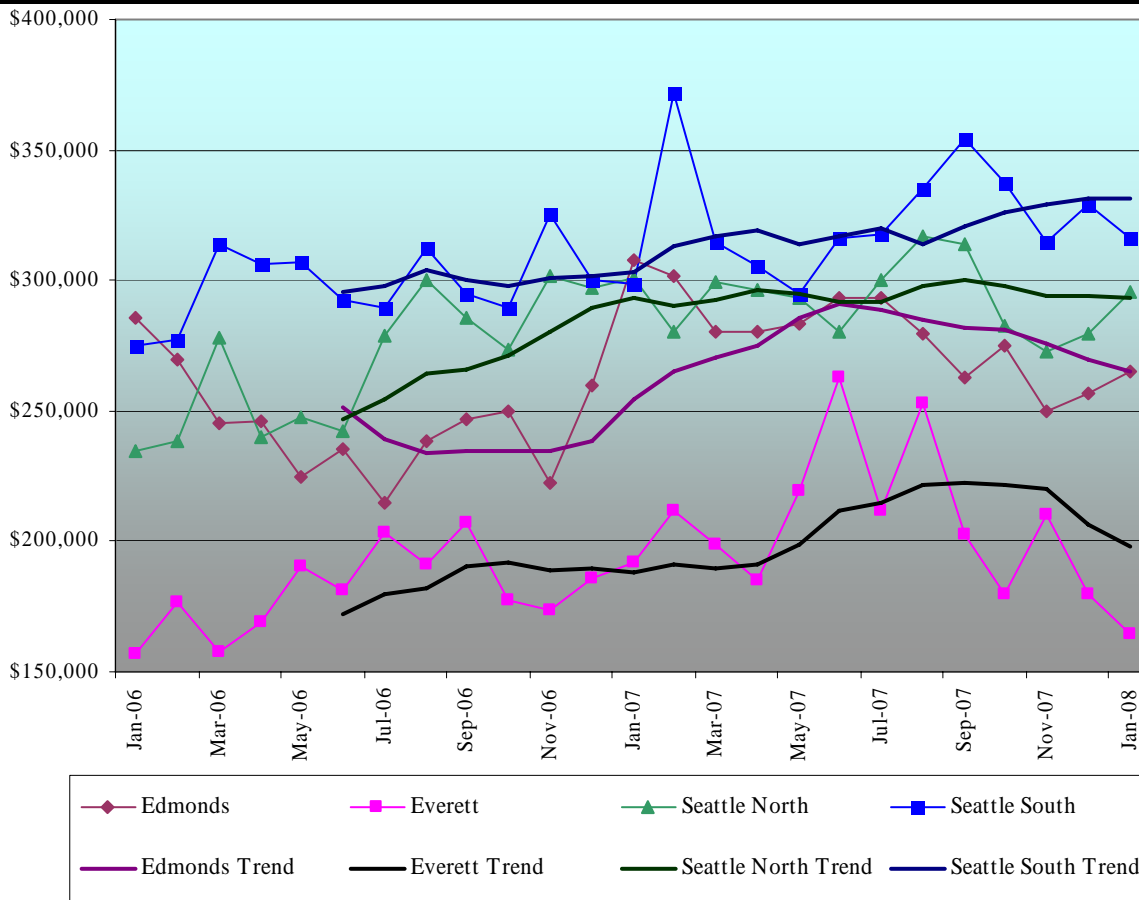
Million Dollar Home Sales Follow Seasonal Trends

Million dollar home sales in Puget Sound have followed a fairly predictable trend. The number of both active listings and sales tend to ebb and flow with the seasons. The average for the year shows that the number of sales is consistently on the rise. Based on the sales trend that these homes have followed, we can probably expect to see an increase in the spring and summer just as in past years. Don't let an unnecessary fear of the "declining" market keep you out of the home that you have always wanted. We can still help you out with a variety of jumbo loan options. Recent improvements in Jumbo rates should help in coming months.

Buying?
Call us for *great* Jumbo Rates!



King County Condo Prices on the Rise



King County condo prices continue to rise. The chart at the left shows the median home price for condos in the Puget Sound area. Prices have been trending up over the past two years both north and south of the Ship Canal in Seattle. As with many residential homes, there is a typical seasonal decrease in the winter, but the prices seem likely to continue to increase. Snohomish County is a different story. In both Edmonds and Everett, the county's two largest condo markets, prices have decreased over the past year. The bold line over each data series shows the average median price over the six preceding months. 100% financing is still available – call 206-325-8400 for details!

Seattle North is defined by zip codes 98103, 98107, 98117, 98105, and 98115. Seattle South is zip codes 98119, 98109, 98199, 98112, 98122, and 98144.