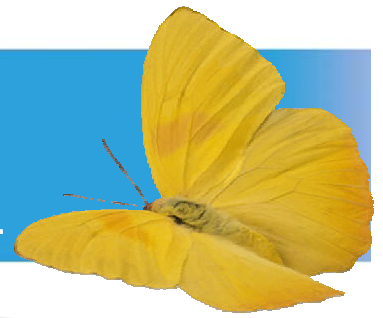




## April 2006 Volume 5, Issue 4



The history of April Fool's Day, sometimes called All Fool's Day, is not totally clear. Some believe it evolved simultaneously in several cultures from celebrations involving the first day of spring. The closest point in time that can be identified as the beginning of this tradition was in 1582, in France.

With the reform of the calendar under Charles IX, the Gregorian Calendar was introduced, and New Year's Day was moved to January 1. Some people simply refused to accept the new calendar and continued to celebrate the New Year on April 1. These people were labeled as "fools" by the general populace, and were subject to some ridicule, sent on "fool's errands", or were made the butt of others' practical jokes.

This harassment evolved, over time, into a tradition of prank-playing on the first day of April. Pranks performed on April Fool's Day range from simple to elaborate. Whatever the prank, the trickster usually ends it by yelling to his victim, "April Fool!"

I currently have openings for 3 listings and a buyer. If you know any friends, family, or customers looking to buy or sell a home please give them my name!

Sincerely,

**Lise McCleerey**, Associate Broker

Keller Williams Realty Bellevue



Call me at: 425-458-4887 Email: [LiseM@kw.com](mailto:LiseM@kw.com) Website: [www.EastsideLise.com](http://www.EastsideLise.com)

### Seasonal Scoop

- Clean, oil & reverse ceiling fans. Clean the motor housing, blades and blade irons. Dry each piece as you go. Reverse the air flow direction.
- Replace batteries in smoke alarms and clean according to manufacturer's instructions.
- Now is a good time to make an appointment to have your heating and air conditioning systems inspected. This way you can repair any problems before it gets too hot and contractors get too busy.

### Your Home...Talking Tips

#### Getting your home ready to sell (Series 1 of 5)

When talking to real estate agents, you will find that when they talk to you about buying real estate, they will refer to your purchase as a "home." Yet if you are selling property, they refer to it as a "house." There is a reason for this. Buying real estate is often an emotional decision, but when selling real estate, remove emotion from the equation. If you do not consciously make this decision, you can inadvertently create a situation where it takes longer to sell your property. The first step in getting your house ready to sell is to "de-personalize" it. Home is where the heart is- put your heart in your new home.

### Real Estate Question of the Month

You may know I love to be challenged in my Real Estate Knowledge and look forward to any question you have to throw my way. Please keep in mind I'm not an attorney. This month's question: **What is a Fixture? Do I have to leave them in my place when I sell?**

A fixture is something that at one time was personal property, but is now attached to the land. We all know that your chandelier is a Fixture that stays with the house—but, what about built in shelving or your closet organizer? A general rule of thumb that I give my clients is that if it takes big power tools and an investment in spackle it should stay with the house. Otherwise, remove it before it goes on market and it will most likely never be an issue. A great example is lumber. If it's in a pile on the side of the house it's personal property and stays with the seller. If it's used in a fence, it's attached to the land and a fixture and needs to stay with the Buyer. Email me if you have a specific scenario you'd like to run by or a real estate question you think might stump me. I love a challenge!



### Maintenance Tools

Clean the interior of your microwave with diluted soap solution or baking soda. An abrasive cleaner may damage the lining and expose metal causing the unit to fail.

### Spinach Deviled Eggs

#### Ingredients:

12 hard-cooked eggs  
¼ cup mayonnaise  
2 tablespoons vinegar  
2 tablespoons butter or margarine softened  
1 tablespoon sugar  
½ teaspoon pepper  
¼ teaspoon salt  
½ cup frozen chopped spinach, thawed and squeezed dry



#### Directions:

Slice eggs in half lengthwise; remove yolks and set whites aside. In a small bowl, mash yolks with a fork. Stir in the mayonnaise, vinegar, butter, sugar, pepper and salt. Add spinach and mix well. Spoon into egg whites. Serve immediately.

### Quote of the Month



*You can fool all the people some of the time, and some of the people all the time, but you cannot fool all the people all the time.*

~Abraham Lincoln



Active: 100	Pending: 79	Sold: 62	Other: 0	Total: 241		
	Bedrooms	Bathrooms	Square Feet	List Price	Selling Price	Days on Market
Minimum	2	1.00	780	\$287,500	\$299,950	1
Average	4	2.55	2,576	\$802,871	\$716,259	38
Median			2,320	\$639,950	\$604,975	17
Maximum	9	7.00	7,353	\$4,700,000	\$3,100,000	301
Total Dollar Value					\$44,408,066	

**Property Type** Residential **City** Kirkland **Statuses** Active (3/1/2006 to 3/31/2006) , Contingent (3/1/2006 to 3/31/2006) , Active - STI (3/1/2006 to 3/31/2006) , Pending (3/1/2006 to 3/31/2006) , Sold (3/1/2006 to 3/31/2006)

Average Days On Market Breakdown and Average % of List Price received on **Solds** by Market time:

	0-30 Days	31-60 Days	61-90 Days	91-120 Days	120+ Days
Number of Listings	34	7	6	3	12
Breakdown %	54.84	11.29	9.68	4.84	19.35
Average % Sales/List Price	100.65	98.43	98.11	99.32	97.02

If you've been watching the monthly market report I've sent over the last few years, you're probably expecting the market "BOOM" for home sales for the month of March. So did I. The volume of clientele that I've been working with has increased, but our inventory is pitifully small (let anyone thinking of selling know—it's a great time to be a seller). We still are experiencing an upward swing from February's 226 to our current 241. But one thing to note is that our Average day's on Market has a marked reduction from 49 days to 38. That's huge in Real Estate Speak. While Market Values on the Eastside went up over 17% this last year they're also going up in Seattle with no small 15%!

**Come hike this spring! Send me your snapshots of you and the trails you conquer!**

Trail	Location	Duration	Level	Scenery
Big Four Ice Caves	Granite Falls	1 hour	Easy	Waterfall, Snowfields, Ice Caves
Old Robe Trail	Granite Falls	2 Hours	Easy	Forest, Tunnels, Historic Mill Town
Naches Peak Loop	Mt. Rainier Nat'l Park	3 Hours	Easy	Vistas, Waterfalls, Campsites
Boulder River Trail	Darrington	3.5 Hours	Easy	Old Growth Forest, Waterfalls
Monte Cristo	Granite Falls	4 Hours	Easy	Ghost Town, Waterfalls
Lake George	Ashford	3 Hours	Moderate	Mt. Rainier, Wildberries
Twin Falls	North Bend	3 Hours	Moderate	Forest, River Waterfall
Sourdough Gap	Enumclaw	3.5 Hours	Moderate	High Lakes, Flowery Meadows
Snow Lake Trail	North Bend	4.5 Hours	Moderate	Snoqualmie Valley, Snow Lake
Indian Bar	Longmire	8.5 Hours	Moderate	Wildlife, Waterfalls, Mountains
Glacier Basin	Granite Falls	3 Hours	Strenuous	Waterfalls, Snow, Gold Mine Ruins
Kendall Katwalk	Skykomish	6 Hours	Strenuous	Granite cliffs, Spectacular views
Wonderland Trail	Ashford	15.5 Hours	Strenuous	Mountains, Suspension Bridge

"Spring Forward." Daylight Saving Time begins at 2AM, Sunday, April 2nd.

If your house is already listed with a Realtor®, please disregard real estate offers.