

HOMES+

LIFESTYLE | COMMUNITY | REAL ESTATE | SEATTLE

5 MUST-HAVE HOME ACCESSORIES

A must read for the techie at heart

SUMMER IS THE PERFECT SEASON TO BAKE A SIMPLE CRUMBLE

One of our team members shares her favorite recipe for a summer dessert



AARON HARRINGTON
WINDERMERE REAL ESTATE CO.

MATT BAEBLER
WINDERMERE REAL ESTATE CO.

WHAT'S THE SEATTLE MARKET LOOKING LIKE?

Get the update with the Harrington Post



SUMMER 2019 EDITION

SUMMER CRUMBLE

RECIPE BY ANNALIESE TROXELL,
LISTING COORDINATOR



INSPIRATION

Crumbles and cobblers have long marked the beginning of summer for me. Long days of sunshine filled with tart sweet treats, running outdoors, and picnics with neighbors. In this crumble I wanted to combine some of my favorite summer flavors into one picnic perfect delight that would capture the essence of summer days.

Refreshing
and Tangy!



DIRECTIONS

In a large bowl mix flour, oats, brown sugar (lightly packed), ginger, and vanilla. Cut butter into cubes and add to dry ingredients using pastry blender or two knives (cutting crosswise) to mix. Slice peaches into 12 pieces each and place in pastry dish(s). Sprinkle lemon juice over the peaches and spoon the now mixed dry ingredients over the top till all peaches are covered. Bake at 425 degrees for 25 minutes or until tops start to crisp and bubble. Serve hot or cold with coconut ice cream and lemon slices for a refreshing summer treat. Serves 5-10 depending on how large of a helping you like!

INGREDIENTS

- 1 cup flour
- 1 cup oats
- ½ cup brown sugar
- 1 ½ tsp ginger
- 1 tsp vanilla extract
- 6 tsp lemon juice (optional)
- ½ cup butter
- 6 peaches (fresh or frozen)
- coconut icecream

Magazine by Harrington + Baebler, Licensed under Windermere Real Estate Co.

Managing Editor, Layout Designer, & Photographer
Vicente T. Capala III

Copy Editor & Fact Checker
Koltyr Griffin and Kerry Sedivec

Writers
Annaliese Troxell, Sharlane Chase, Hakan Olsson, Kim Olsson, Matt Baebler, and Aaron Harrington



Spinasse | 1531 14th Avenue, Seattle, WA 98122

Favorite dish: Menu Degustazione.

Okay, so not a "dish", this is the only way I order at Spinasse. It is a family style tasting of every antipasto, primo and secondo on the menu. Normally, I am not one for a tasting menu; I want what I want and I don't want to share, but this is an exception. I begrudgingly took part once at my husband's urging and I have never ordered anything else since. I tried things that I would have never ordered and they turned out to be absolutely amazing. If you are still hesitant and really hate to share (no judgment. I get it) then order the Tajarin con burro e salvia. The full order. Trust me.



Kedai Makan | 1802 Bellevue Ave, Seattle, WA 98122

Favorite dish: Beef ribs for me. Spicy Frog legs for my husband (I did NOT partake).

Truth be told, I love food but I am not an experimental eater. My husband, David, on the other hand will eat anything. That said, this place is great for the both of us. Weird meats for him, comforting recognizable food for me. Although the beef ribs were a seasonal selection from their past menu, I always suggest to explore their newest dishes.

Things to know before you go; 1) They have no phone so don't even try to make a reservation. You can't. 2) Be prepared to wait...a long time... Unless you sign up for Yelp's "No Wait" app. Then you can go to the restaurant, check in with No Wait, go get a drink and come back when your table is ready. This is the way to do it.



Pair | 5501 30th Avenue NE, Seattle, WA 98105

Favorite dish; A French 75 cocktail, French onion soup, Painted Hills Steak Frites, Flourless Chocolate cake, French press coffee. In this order.

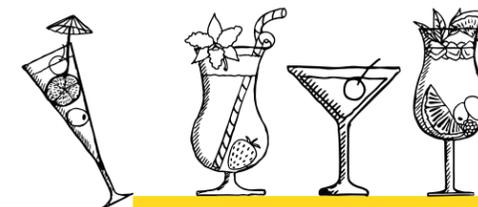
So again, not a dish, but this is my order every time I go. Okay, okay, there is probably one more French 75 slipped in there during dinner. If I am feeling particularly bossy, I talk my dining guest into ordering the Beef Brisket because it is SO GOOD. If I am successful in that, I will leave ridiculously full, and very, very happy.



For me, the best thing about living in Seattle is definitely the food. I wish I could say it is the theater, the opera, or the nightlife that keeps me in love with this city. That would sound so much more sophisticated, but nope, it's the food. Here are some of my favorites that keep me loving Seattle.



**BY SHARLANE CHASE,
REAL ESTATE SPECIALIST
WINDERMERE REAL ESTATE CO**



Selections by
SHARLANE

5 MUST-HAVE AUTOMATED HOME ACCESSORIES

By Håkan Olsson, CEO of Beemer Smart Home

The home of the future has arrived, thanks in large part to state-of-the-art automation accessories. These "smart" devices can transform an ordinary house into one with improved energy efficiency, safety, and privacy - while making daily tasks a lot more convenient and fun.

Smart home automation could even change the math on your mortgage - potentially giving you greater equity and lowering your loan-to-value (LTV) ratio. Beyond any other benefits, however, the improvement in convenience and quality of life makes smart home automation a worthwhile consideration for any homeowner.

From controlling your home's temperature, lighting, and security system, to making it all work together with just a simple voice command, here's a look at five must-have smart home accessories.

1. Motorized Window Treatments



Smart window treatments allow you to open and close your motorized blinds or shades from your mobile device, a touch screen or keypad on the wall, or program them to open and shut on a schedule.

Automated window treatments can make a world of difference, particularly for homeowners who want to reduce their heating and cooling bills. Set your shades to block out the sun on a sweltering summer day, or open them to let the sun shine in, naturally heating your home in the winter, all while you're away at work.

There is no need to sacrifice your distinct sense of style with automated window shades, either. You can choose from a broad array of motorized blinds and shades in colors and fabrics to complement and enhance your house's appearance. Additionally, companies like Lutron offer battery operated shades, which make it easy and convenient to upgrade - no additional wiring required.

2. Thermostats



A smart thermostat helps you keep your house at the optimal temperature, while using only the necessary energy. While a regular thermostat allows you to manually adjust the temperature of your home, a smart thermostat can deliver the right level of comfort with advanced presets and scheduling. It can also respond with the seasons or the humidity within your home.

Additionally, with a smart thermostat, you can manage your house's temperature remotely, warming up the house before you arrive home or setting it to "Vacation" mode while you're away. It may even lower your annual energy bills and help to reduce your carbon footprint.

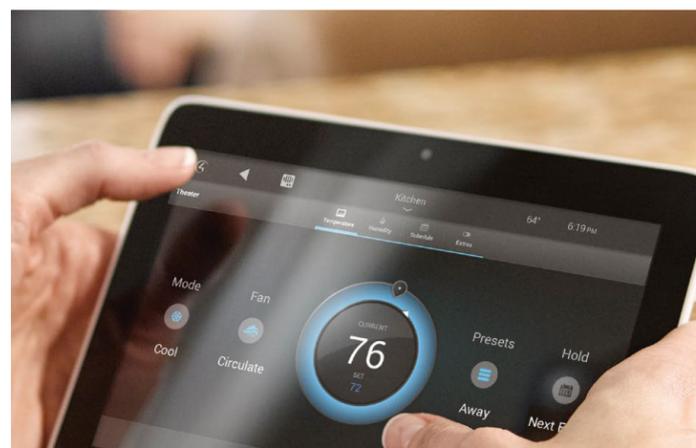
3. Door Locks



Ever worry that you forgot to lock the front door when you left the house? With smart locks, you can put this worry to rest.

A smart lock frequently complements a traditional front door deadbolt. It enables you to unlock your front door without a key, lock and unlock it remotely, as well as receive alerts about who is entering and exiting your home.

For additional convenience, a smart lock can be paired with a video surveillance camera and security system to provide continuous home monitoring.



4. Smart Lights



Smart lights give you additional control over your home lighting and may even help you sleep better at night.

Like many smart devices, your lights can be controlled from a smartphone or tablet. And if you happen to have a Control4 smart home, you can even control the lights using a dedicated touch screen, keypads on the wall that replace traditional switches and dimmers, or even the TV remote! Smart lighting is customizable, and you can configure certain lights to automatically turn on or off based on the time of day, on a schedule, or activate lighting "scenes" based on certain moods and activities in your home (cooking, dining, parties, etc.).

If you have trouble sleeping, smart lighting may even help you get the Z's you need, as well. With color changing bulbs, you can find a perfect color and temperature that mimics natural lights and calming hues. Then, have the lights gradually decrease in illumination throughout the evening to prepare your eyes for bed.

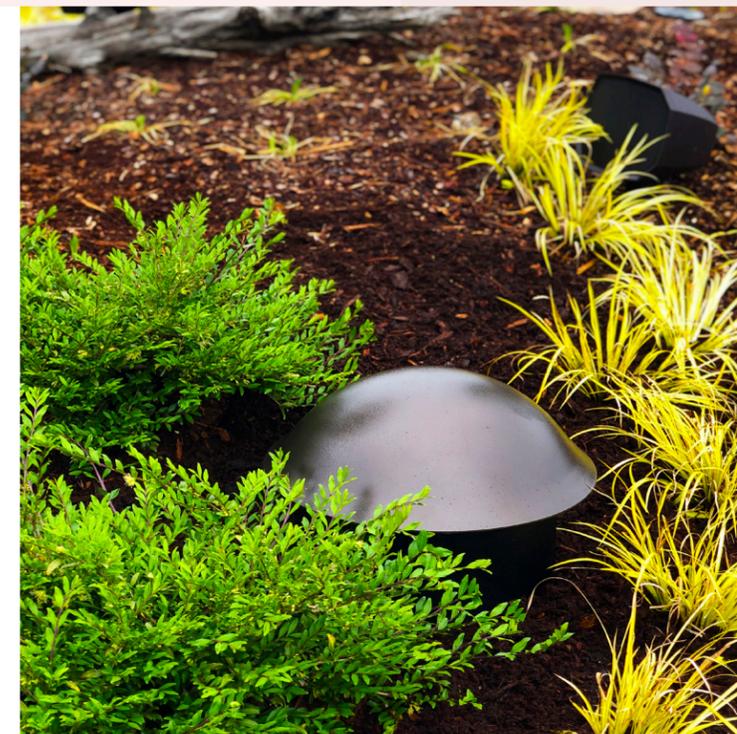
5. Voice Control Assistant



Imagine what it would be like if you could control all of your smart home devices with a single accessory. Today, voice control is making this dream a reality for homeowners.

Think of a voice control device as your very own personal assistant. The system responds to your voice commands, making it easy to do anything from order groceries to schedule appointments.

Voice control is also proving to be exceedingly valuable to users with disabilities, helping them accomplish many home tasks that they otherwise would be unable to complete on their own, like controlling the lights, thermostat, security system, and window treatments.



Smart technology bridges the gap between indoors and out. These all-weather outdoor speakers installed by Beemer Smart Home, are designed to withstand Seattle weather and still deliver a high-quality, natural sound. The design of the speaker evenly disperses the sound throughout the outdoor entertaining area shown here at Lucille on Roosevelt Apartments in Seattle.

Setting up a home with automation may seem like a significant up-front cost, but considering about 80 percent of today's home buyers prefer to buy a home equipped with smart technology, there's good reason to consider enjoying the benefits now versus later. How could automation make your day go a little smoother?

For more information, visit beemerhome.com or call 206-227-8770.

the HARRINGTON

By Aaron Harrington,
Windermere Real Estate Co. *Post*

The last 7 years have been unprecedented in the geographic areas I specialize in, which are Magnolia, Ballard, Sunset Hill, Blue Ridge, North Beach, Crown Hill and Broadview. Prices in all of these markets have risen dramatically. These neighborhoods have been highly sought after with the Amazon explosion in south Lake Union. Additionally, historically low interest rates have made borrowing money very affordable. Construction supply of new homes to the market has been weak, and affordability with new homes in these marketplaces has been an issue. The equity markets have been trending upward, bringing more wealth to our marketplace. The primary factors driving the directions of housing in these marketplaces have been strongly favoring sellers.

The mean price of a single-family home in each of my focus markets has risen over the last seven years:

98117 | NORTH BEACH, CROWN HILL, LOYAL HEIGHTS, AND WHITTIER HEIGHTS
+92% | FROM \$409,000 TO \$784,500

98177 | BROADVIEW, RICHMOND BEACH, AND INNIS ARDEN
+82% | FROM \$420,000 TO \$765,000

98199 | MAGNOLIA, LAWTON PARK, AND BRIARCLIFF
+108% | FROM \$456,000 TO \$950,000

98112 | MONTLAKE, MADISON PARK, ARBORETUM, AND WASHINGTON PARK
+92% | FROM \$747,000 TO \$1,180,000

The average price in these markets has risen over **80%** in the last seven years (NWMLS).

With the explosion of Amazon as a tech giant in downtown Seattle, in combination with other major world technology leaders, the demand for housing has intensified. These new employees are high wage earners. They want walkable neighborhoods, preferably with charm and character. They want great schools, safety, and for the neighborhood to be relatively crime free. They want to be able to bike to downtown, and they want to have fun. And fun is not sitting in a car. Overall, our northwest Seattle neighborhoods provided many of the features our community's technology employees are looking for.

With exploding real estate prices, you'd expect to see interest rates move upward to stem the rise. Far from it.

Interest rates have remained low for many years now, and many believe they could stay low for quite some time. In 2018, we did see the federal funds rate change four times. This had a very strong effect on the housing market. The housing market is very sensitive to interest rate changes. Mortgage interest rates tend to move with the 10-year treasury bond. Lately, world markets have been looking to the safety of the United States Treasury Bond. This strong demand for our bonds has kept interest rates very low.

The supply of condominiums, townhomes and residential homes to the marketplace has been very weak. Condominium development has been almost non-existent in King County. Over 90% of those shiny, new buildings you see being built in Ballard, South Lake Union, Interbay, etc., are apartment buildings. Townhome development is on the rise, and we are just beginning to see significant supply coming on the market in 2019. Single family residences have come on the market at a slow pace. The average time to get a permit to build a new home is now over a year. This increases the carrying costs to the developer and increases the cost to the end user. The average price of a single-family new construction home in my marketplace (excluding townhomes) has risen from \$669,076 to \$1,506,469 in seven years (NWMLS). According to Windermere's chief economist, Matthew Gardner, 26% of each new home's sale price is attributed to regulation costs.

Markets move in waves. With the increases in interest rates in 2018, we saw inventory begin to start piling up. Our home pricing graph began to crest. And then the interest rate policy makers backed down on their determinant philosophy of raising interest rates. The housing markets returned in the favor of sellers very quickly. However, we did see the sensitive nature between housing and interest rates.

Somewhat coincidentally, the feverish pace of our housing market took a change immediately following the head tax vote by the Seattle City Council. Recently, Amazon announced they've spent \$194,900,000 to purchase 1.2 M square feet of office space in downtown Bellevue (Rosenberg, M., 2019). They've told thousands of employees they will be moving to Bellevue soon. Additionally, they have designated a new HQ2 location in Virginia. The decrease in the number of employees relocating to Seattle could affect the local housing market, since 25% of office space in Seattle currently belongs to Amazon.

I often wonder where our housing market would be if we had built condominium buildings instead of apartment buildings over the last 10 years. Historically, many young, just out of college adults looked to condominium ownership to get their foothold in home ownership. With the problematic defect laws and insurance companies running away from condominium development, local

developers haven't been interested in building condos. With the lack of attractive, affordable condominiums for entry level buyers, they've had to move their focus to traditional houses. Over the last 7 years, this has dramatically increased the buyer pool for entry level homes. It has not been uncommon to see first time home buyers in the \$800,000 to \$1,000,000 price range.

Could it all change very suddenly? Could mortgage rates climb to 7%? Possibly. Could Amazon look to decrease its footprint in Seattle? It might be happening now. Could condominium development suddenly become fashionable and offer home buyers more affordable options? With the new condominium law (Senate Bill 5334), we are seeing an increase in the number of applications for condominium development permits. Could townhome development become saturated and exceed demand? We are starting to see signs of this as the days on market begin to grow. Could we see the stock market dissolve and meltdown? We saw this with the dot com crash and the mortgage meltdown - all within the last 20 years.

We have a very diversified local economy. No longer is this just the town of Boeing. We have technology, biotech, philanthropic, medical advancement, and aerospace industries. Our economy could falter in

one sector without knocking the entire system down. We are entering the years of baby boomer retirement. According to Matthew Gardner, 77% of people's wealth at age 65 is in real estate. Right now, the variables are very strongly in favor of the sellers of real estate. If you need your equity, now is a good time to grab it.

Citations

Rosenberg, M., & Romano, B. (2019, April 24) Amazon grabs large downtown Bellevue property next to transit hub. *The Seattle Times*, Retrieved from <http://www.seattletimes.com>

Gardner, M. (2019) *Economics in Real Estate. Personal Collection of M. Gardner, Chief Economist for Windermere Real Estate, Seattle WA.*

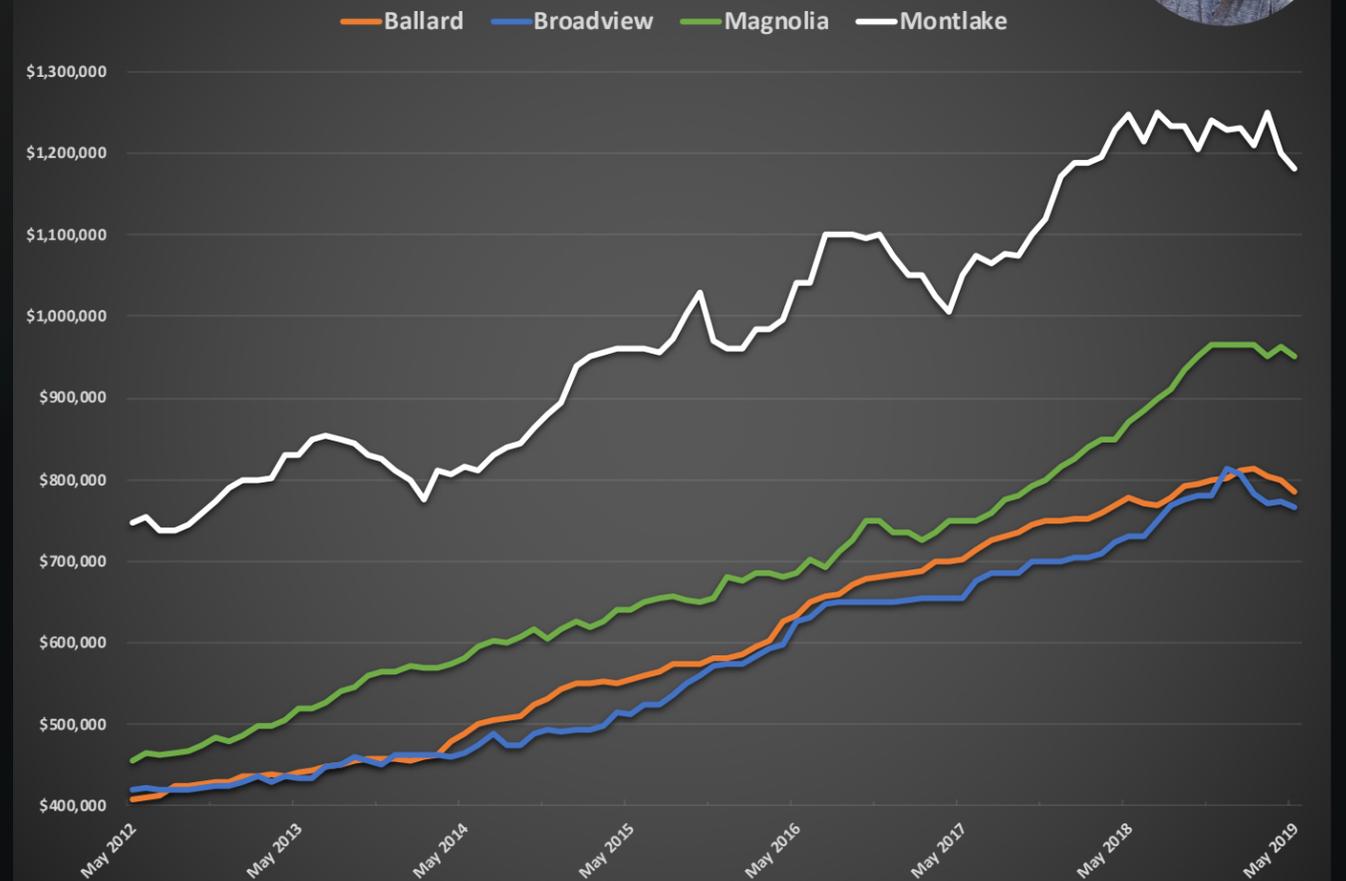
Northwest Multiple Listing Service

For questions or thoughts about this article, please, don't hesitate to connect with me.

206 251 5467
aaronharrington@windermere.com



Median Sales Price - 2012-2019



HOW DID SEATTLE BECOME SEATTLE?

A LOOK AT THE SHIP CANAL



In a speech delivered in 1854, Thomas Mercer (Mercer Ave) proposed canals connecting Lake Washington to Lake Union, and Lake Union to Puget Sound. He named the two lakes, Lake Washington, after George Washington and Lake Union because it would become the union of Lake Washington and the Puget Sound. However, to connect those lakes to the Puget Sound, there would need to be two long channels cut, and they would also need a locking system separating the fresh water of the lakes to the saltwater of Puget Sound.

In 1860, local land-owner Harvey Pike (Pike Place Market) tried to dig a ditch himself in Montlake, at the site of the current cut, in order to transport logs between Lake Washington and Portage Bay. In 1871 he gave up and joined Thomas Burke and Daniel Gilman (Burke-Gilman trail anyone?) and deeded his land to their company, the Lake Washington Canal Company. As that portion stalled, there were efforts ongoing to create the canal connecting the Puget Sound to Lake Union. Ultimately needing to build a dam where the current locks are and flooding Salmon Bay with the freshwater of Lake Union.

Due to your typical government red tape, lack of funds, multiple landowners and the massive engineering challenges, it took another 35+ years to get the project officially started and 45 years to complete. Major Hiram M. Chittenden (Army Corp of Engineers) was the driving force behind the set of links system locks Connecting Salmon Bay to the Sound.

With this now continuous ship canal, the city needed to build bascule bridges (drawbridges) to connect the now divided city. Four bridges were built between 1917 and 1930, and they remain the oldest four bridges in the city. From east to west, the Montlake bridge, University Bridge, Ballard Bridge, and the Fremont Bridge (one of the most often raised bridges in the world due to its clearance of only 30 feet above water). Although the raising of bridges can be inconvenient at times, it is a signature feature of our city. These canals have helped to connect communities and foster a lively and active boating culture for residents, fisherman, boating enthusiasts, and visitors from around the world.

The founders of our city have left a lasting imprint on Seattle, but you don't have to dig a canal to leave your mark. Each home has a rich history, and an important part to play in our community. I like to view every house I sell as its own unique piece of Seattle. The next time you walk around your neighborhood, take a moment to appreciate each house, road, building, and park. You and your home are an important thread in the decorative and vibrant tapestry that is Seattle. Let's embrace our history and create a better future together.



**BY MATT BAEBLER,
REAL ESTATE SPECIALIST
WINDERMERE REAL ESTATE CO**

Wish you could just chill out and let someone else handle the stress of getting your home ready to sell?

We've got you covered.

That's why we hired an expert specifically dedicated to get your home lookin' its best.

That way, you can get back to enjoying a cup of coffee with no interruptions.

Learn more at www.harringtonbaebler.com/concierge

**Now, go on.
Your coffee is getting cold.**



OUR IN-HOUSE MARKETING IS TOP NOTCH

VISIT HARRINGTONBAEBLER.COM FOR MORE INFORMATION ABOUT OUR MARKETING.

HIGHLIGHTING YOUR HOME'S BEST QUALITIES



Through the combination of drone photography, HD photography, and professional videography, our marketing team is able to showcase your home's best qualities. We use a multitude of promotional media that the competitors won't be able to replicate, and will surely attract potential buyers.

BROADCASTING YOUR HOME INTERNATIONALLY



Having access to Windermere's international marketing megaphone, our team is able to market your home to international buyers from India and China. This allows us to promote your property through websites such as luxuryportfolio.com, mansionglobal.com, juwai.com, and wajule.com. We market your property to the world!

CREATING DESIGNS THAT SET YOUR HOME APART



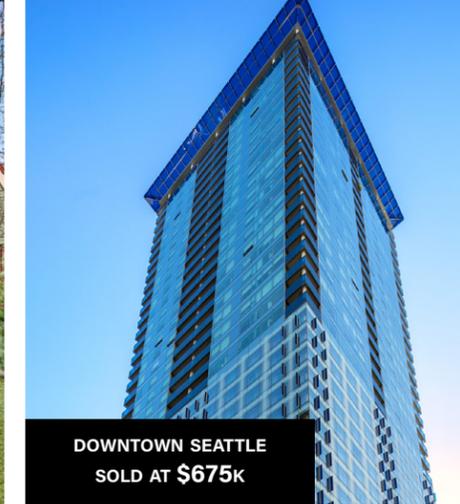
Having access to our own creative team of marketing mavens, we are able to draft beautiful print brochures showcasing your home in a variety of ways. From postcards announcing an open house to a 12-page brochure chronicling the history and architecture of your home, we can do it all!



QUEEN ANNE
SOLD AT \$2.825M



BALLARD
SOLD AT \$1.095M



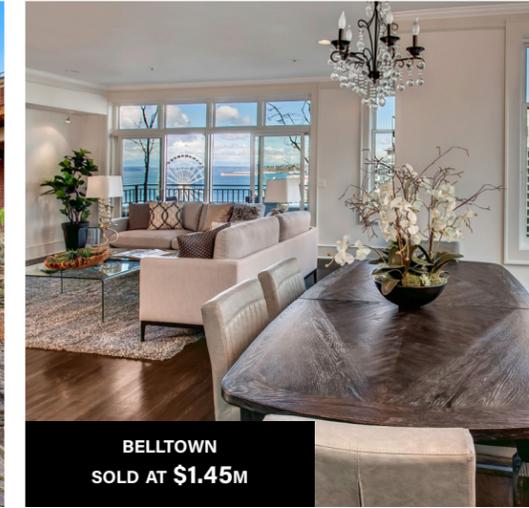
DOWNTOWN SEATTLE
SOLD AT \$675K



BLUE RIDGE NORTH BEACH
SOLD AT \$1.035M



BROADVIEW
SOLD AT \$1.45M



BELLTOWN
SOLD AT \$1.45M



HB
HARRINGTON & BAEBLER
LICENSED UNDER WINDERMERE REAL ESTATE CO.



AARON HARRINGTON
206 251 5467



KERRY SEDIVEC
206 290 6939



MATT BAEBLER
206 972 6998



SHARLANE CHASE
206 291 8694

COME
LEARN

THE STEPS TO MAXIMIZING YOUR REAL ESTATE SALE PRICE

LEARN HOW TO MAKE MORE MONEY.



PROUDLY PRESENTED BY
AARON HARRINGTON
WITH WINDERMERE REAL ESTATE CO.

Answering questions like...

When is the best time to put your home on the market?

What do you have to do to get your home ready to sell?

...and more!

RSVP TODAY

ONLY 25 SEATS LEFT

SEPTEMBER 25 6-8PM

VENUE TO BE ANNOUNCED
HARRINGTONBAEBLER.COM/EVENTS



Scan me

Thinking about selling your home?

Learn more about our **PLATINUM PROGRAM.**

Connect with our team today.



www.harringtonbaebler.com

206.251.5467 | connect@harringtonbaebler.com

Harrington + Baebler is licensed under Windermere Real Estate Co.



WE MARKET YOUR PROPERTY TO THE WORLD.

Windermere's **W Collection** properties are promoted to international buyers on websites such as LuxuryPortfolio.com, WallStreetJournal.com, MansionGlobal.com, Juwai.com, and Waijule.com. Through these sites we market your property to high-net worth home buyers around the world.