

# Greenlake

R E A L T Y

Wednesday 13th December 1989

SEASONS GREETINGS FROM DAVID AND MICHAEL !

It's cold and the middle of December now, but in late June of this very year I was sitting in a small, hot conference room with another agent and a calendar salesman. Have you ever met with a calendar salesman? It was my first time. Last year I just ordered what everyone else always had ordered in years past. This year I looked at 78 different samples and then decided to order the same calendar I and everyone else ordered last year. It turns out that the one you're getting is (in our opinion) the best. You probably wouldn't believe the other 77 calendars I looked at. I've been told by a few people that I take this too seriously - even some of you said or implied so last year - but I actually enjoy sending these to you.

So.....what's up with us??? We're going to use the tradition of this Christmas/New Year's letter to let you know. We will include fun stories from the real estate war zone and real estate tidbits (we need to keep this fully deductible). Career changes, home remodeling, and a puppy that threw up six times today. You can throw this letter out now and hang your tasteful and highly usable calendar on the wall (it starts with December 1989 !!!) or keep reading.....

The biggest change in 1989 has to be David's career change from whatever he was doing at the Port of Seattle (he forgot) to full-time real estate agent at Greenlake Realty. It's going quite well: he has several closed transactions under his belt for 1989 and clients lined up for 1990. (That marks the first time I've typed or written "1990" - this living through complete decade business freaks me out. "Freaks me out" was over two full decades ago, but I still remember it.) (I'm typing now - Michael - least there be any confusion.) Anyway.....real estate is going well for the both of us. We're in the same office. We live in the same house. We go to the same social functions at the same time. We belong to the same gym. We see the same friends. We help the same clients. Is this difficult? Do we find this trying at times?? Have we ever snapped at each other?

**YOU BETCHA.**

At least our desks are on different floors at the office.

Seriously now.....this is actually working quite well (remember Michael is typing at the moment). On a daily basis we have two people to cover more ground; we now each know about twice as many condos and houses; we can hold two open houses on any give Sunday; we can be in two places at once.

Moving on to the home front: THE REMODELING REALLY NEVER ENDS.

If anyone (other than one of us) ever tries to tell you differently, just say "Yeah, sure." Our house is making vast strides in some direction, not always forward. The main rooms - the easy rooms - are finished. We have completed the livingroom, the diningroom, the master, and the hall. The kitchen is greatly changed, but as yet undone. We hope to have an oven by Ground Hog's Day. You would not recognize either bathroom as such. The back section of the main floor leaks (buckets, and this is not a typical Michael exaggeration, I mean buckets) when it rains even a little. We have about two thousand dollars worth of pest-type-wood-rot-earth-to-wood-contact-dirt-excavation work to be done under the house. In October we.... ah, maybe I should take the rap on this on.....started a deck in the back yard as a solution to flea and dirt problems. It's half finished. The dogs now go to the half that still isn't finished and wrestle in the dirt there instead. The carport has rotted beams and posts that are sorta holding it up. It leaks. Each year it leans towards the house more. All this is really quite fun, I assure you. Soon we will begin the process of interviewing house painters. Will they keep the appointments they make? Will they really know much about good prep work? Will the bids be fair and affordable? Will David and Michael still disagree on the color? (Michael wants white, pure good old-fashioned white with two trim colors; David wants grey or some shade of grey or some color that's been done to death.) Ah! 1990.....

When it's all said and made fun of though, we do love the house. The area is quiet, convenient and kind of away from it all, yet we're right next to downtown. The house has spaces we like and rooms located where they should be. And the quality of the work we have accomplished is pleasing to both of us. We are currently in the process of a refinance which will, with any luck, be completed before our January 15th payment is due. We had our credit interviews today (we hope we passed!) and should hear from the appraiser for scheduling any day now.

3

Our application is complete and we hope to close and pull cash out soon. Besides getting a lower interest rate and eliminating some bills, we get to put a roof on, build a garage, and get a light fixture for the diningroom (so I lied earlier - the diningroom isn't really completely finished). So we will be staying awhile. I think we'd like to see it finished before we move.

I've never worked with a word processor before. I just now printed out what I have "typed" and it looks odd. There are spaces on the page that are simply not on this screen. The type is much smaller than I expected. I called the office manager at home - and she's not home. Time is up.....this must be done tonight. In 1990 we hope to finally get a home computer. Then I can become a pro at this. For now - isn't it nice to know that I actually stayed late at the office and did this myself? How's that for holiday spirit and so forth? Some agents handed notes to the office manager and got back perfect looking letters.

David made me a list of things to say or touch upon. Most of it seems to relate to the house and remodel. I am sick of that topic. Ah! .....here's one: we bought a rental house. (It was kinda like the puppy: we frequently ask ourselves why). We didn't do this alone (thank god!), we did it with two friends. We couldn't have done this alone actually. Not financially and certainly not emotionally. We went into this in halves or fourths or whatever. It sure is easier to tackle the burden of a big project like this with support from others. And it gave David and I something new to feel guilty about: the fact that our partners spent more time working at the house than we did. We like guilt. Gosh it was fun. We decided to do this in June. We closed in July. We spent half of July and most of August working at the rental house. Of course we have all the time in the world for things like this - after all we live in a finished home. We got to clean an entire house (the former tenants had several ill trained cats and litter boxes that they must have thought were self cleaning); we had time to paint every interior wall; do lots of new and different yardwork; and worry about the payments vs. the rents. Then the real excitement started - we got to place ads in newspapers and meet and deal with prospective tenants. I'll stop this topic here. The house is now rented to some students, music students I believe, from Montana. They pay their rent and call us about electrical problems in the house.

David's back from shopping !!!! - Xmas shopping, small small items this year, if at all - and he actually approves of what I've written so far. (Now if I can only get him to like white.....). It's getting quite late and we need food soon. This is longer than I thought it would be (anyone who really knows me knows that is not at all true.....I knew it would be long) but it has been quite a year.

4

We had a big party in July. I promise you we will have another big party in 1990. Probably outside. The deck is so close to being done and we got a great deal on deck furniture (which is currently in our livingroom since we have no deck and no livingroom furniture).

We have a second dog. Libby, the Dalmation, is now six years old and as smart and active and beautiful as ever. And very patient. The puppy is a *the* Kerry Blue Terrier named Samson. A boy dog. This is first boy dog my family or I have ever had. The "blue" terrier is actually completely black. This is the dog David had his heart set on. Born in Texas and shipped to Seattle. The puppy is, as all puppies are, adorable. And a handful. He attacks the cats, barks at Libby when she tries to eat for absolutely no reason we can figure, and - today - throws up. We think he may be sick. Many analogies could be drawn between the puppy and the rental house. I will spare you and such insights. It's enough to say we're glad we did both and would definitely do both again.

One last item.....we tried to send as many postcards as we could while in MANHATTAN. But it was only a two week vacation. I sold a house (one of the 36 that I sold in 1989) to two guys from Brooklyn, New York. They stayed with us for two weeks in October when their Capitol Hill house closed. We became good friends. We visited N.Y.C. for two weeks in November. It was our first vacation in years. We saw five Broadway plays, shopped a great deal, ate in Little Italy, saw crime in the streets (really!), rode the subway and trains everywhere, and had an actual apartment *alone!* in the Village on Bleecker Street for a full week. We loved it - I honestly thought it was the best vacation I'd ever taken. I hate beaches and sunshine anyway.

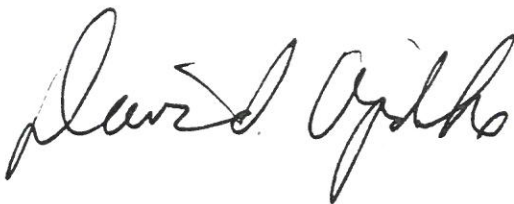
5

You know what.....I'm going to skip the real estate stories. Catch us in person or call either one of us on the phone for those. We can tell you of two bedroom houses that we thought we priced high at \$132,000 that end up in biding wars wherein nine offers appear all at once and the lowest one is full price and the highest is \$13,000 over full price (yes this did happen, just two weekends ago on our last listing). We have many stories to tell like this.

Call us for any reason, even if it's just to talk. We're always happy to listen and answer any questions you may have. If it has to do in anyway with real estate or home repair, we will either have the answers or be able to find them for you quickly. Propertry values in most of Seattle went up by a minimum of 25% last year - no matter what you may have read in the papers. This is a great time to invest and an amazing time to sell. Real estate can be profitable, but the best part is that with the right agent it can be fun and stress free as well. All this and you get to live in Seattle too!

There. Those last two paragraphs ought to keep the I.R.S. satisfied as to the business intent of this letter. I'm certainly satisfied. In closing we both want to thank you for your kind referrals of family and friends. That's why and how we keep going, and we deeply appreciate it. We also want to thank you for your trust and friendship - you've added excitement and joy to our lives. We both want to wish you the happiest of holidays and a good, safe, healthy, and faaaaaabulous 1990.

Sincerely,



DAVID UPDIKE



MICHAEL NELSON

Seattle Post-Intelligencer, Friday, September 22, 1989 B3

## This program is barking up the right tree

A program to "releaf" residential streets in Seattle with trees was launched yesterday.

Under the program, residential property owners will be able to buy up to three trees at a 50 percent discount, or a maximum of \$20 a tree, until March 31, 1990.

A total of \$10,000 is available for the program. The Ernest and Julio

Gallo winery in California donated \$5,000; the Washington State Nursery & Landscape Association, \$2,500; and the city Engineering Department, \$2,500.

Seattle is one of 10 cities receiving gifts from the winery to buy trees in an effort to encourage people to plant 100 million trees around homes and businesses by

1992. Some 35 to 40 nurseries belonging to the nursery association are selling trees at discounts through the program.

For more information, property owners should call Seattle City Arborist Jerry Clark at 684-5042. Clark said information on trees and where they can be planted will be mailed to property owners.

I've BEEN SAVING THIS CLIPPING for  
Months to include w/ this calendar!  
I Believe this would include  
CHRISTMAS trees AS well. Think of  
how Beautiful SEATTLE would Be  
if all my clients & friends  
would PLANT A tree or two.  
XXOXXO Michael