

# Greenlake

R E A L T Y

TUESDAY 18TH DECEMBER 1990

## HOLIDAY GREETINGS AND THOUGHTS FOR THE NEW YEAR FROM DAVID AND MICHAEL

WELL IT'S GETTING LATE IN THE YEAR AND I STILL HAVEN'T WRITTEN THIS, OUR ANNUAL HOLIDAY LETTER. I AM SKIPPING OUR WEEKLY OFFICE/STAFF MEETING TO DO THIS. IF WE DON'T GET THIS DONE AND MAILED SOON IT WILL BE TOO LATE FOR HANUKKAH AND/OR CHRISTMAS. TWO DAYS AGO WE STOPPED CALLING THIS OUR "CHRISTMAS LETTER" AND BEGAN TO REFER TO IT AS OUR "NEW YEAR'S LETTER." LAST NIGHT WE, FOR THE VERY FIRST TIME, PRINTED LABELS ON THIS COMPUTER. IT TOOK A HECK OF A LOT LONGER TO DO THAN WE EXPECTED IT WOULD. DAVID IS THE COMPUTER EXPERT AROUND HERE. I HAVE NO IDEA HOW TO MAKE ALL OF THIS EQUIPMENT DO THINGS. HIS PATIENCE AND SMARTS MAKES THIS STUFF RUN. BUT I ENJOY USING IT. I CAN WRITE LETTERS WITH GREAT EASE. I CAN MAKE THE MODEM CONNECT WITH REAL ESTATE AND PROPERTY TAX COMPUTERS AND GET TONS OF INFORMATION ON HOUSES AND LAND. WE CAN COMPOSE MENUS AND MAKE LISTS OF THINGS. I GET TO COMPULSIVELY TITLE, LABEL, AND STORE ALL OF THESE DISKS. SO MUCH FUN!

ANYWAY, LAST NIGHT IT WAS THE LABELS - ABOUT 500 OF THEM. PRIOR TO THAT IT WAS STAMPING THE ENVELOPES - ABOUT 580 OF THEM. WE OVER STAMPED NOT KNOWING EXACTLY HOW MANY NAMES WE HAD ON THE DISK. EACH DAY THE NAMES GROW AND GROW. LAST NIGHT, WHILE DAVID WAS UPSTAIRS MAKING THE LABELS PRINT, I WAS DOWNSTAIRS WRITING AN OFFER ON A DUPLEX IN THE INTERNATIONAL DISTRICT FOR A NEAT COUPLE WHO HAPPEN TO BE THE SISTER AND BROTHER-IN-LAW OF SOME VERY FUN AND GOOD FRIENDS WHO HAPPEN TO BE REPEAT CLIENTS. SO BEFORE THE LABELS WERE EVEN FINISHED BEING PRINTED, I HAD MORE NAMES TO ADD TO THE RUN. ONE OF THE ASPECTS OF REAL ESTATE THAT DAVID AND I LIKE BEST (GOSH THIS IS GOING TO SOUND TRITE) IS THAT WE GET TO MEET SO MANY NICE, FUN, COOL, INTERESTING PEOPLE. IT MAY SOUND SILLY, BUT WE HAVE LOTS OF FRIENDS AND LOTS OF DINNER INVITATIONS AND LOTS OF JOB SATISFACTION.

SO.....WHAT'S UP WITH US ??? WELL WE'RE GOING TO LET YOU KNOW, IN  
DETAIL. DAVID AND I HAVE COME TO ENJOY THIS HOLIDAY LETTER AND NOW  
DISCUSS WEEKS IN ADVANCE WHICH SALIENT EVENTS AND CHANGES TO  
INCLUDE. KEEP READING FOR MORE NEWS THAN YOU EVER THOUGHT  
POSSIBLE, OR TOSS THIS LETTER OUT NOW AND JUST ENJOY YOUR FABULOUS  
CALENDAR GIFT. PLEASE NOTE THAT LAST YEAR IT WAS A WASHINGTON  
STATE CALENDAR, WHEREAS THIS YEAR WE HAD, AND GRABBED, THE OPTION  
OF A SEATTLE CALENDAR. IT'S STILL HIGHLY TASTEFUL AND USABLE, AND  
THIS YEAR IT HAS BOTH OF OUR NAMES ON IT. ON WITH THE NEWS.....

IN MY OPINION THE BIGGEST NEWS ITEM FOR 1990 IS OUR HOUSE AND WHAT  
WE'VE DONE TO IT. ONE THING THAT WE'VE DONE TO IT IS TO MORTGAGE IT  
TO THE HILT. SERIOUSLY. IN JANUARY OF THIS YEAR WE REFINANCED IT  
AS OWNER OCCUPANTS, WHICH WE REALLY ARE. THIS ALLOWED US TO NOT  
ONLY GET A LOWER INTEREST RATE (NINE AND A HALF PERCENT), BUT TO  
PULL CASH OUT OF THE NEW LOAN AND INTO OUR POCKETS. SO THERE WE  
ARE WITH A GREAT 15 YEAR LOAN, A LOW RATE, AND A WAD O' CASH. DID  
WE MOVE ON FROM THIS POINT AND MAKE SOUND, WISE INVESTMENTS WITH  
THIS NEW FOUND FORTUNE??? DID WE PAY OFF EVERY DEBT WE'VE EVER  
HAD??? DID WE SIMPLY SAVE IT???

NO

WE HAD A LARGE TWO CAR GARAGE BUILT IN OUR BACKYARD. WE FINISHED  
OUR DECK. WE WORKED ON THE FENCE AND INSTALLED LATTICE SCREENS,  
GRAPE ARBORS, AND FRENCH DOORS. WE HAD THE ENTIRE OLD ROOF  
(ROOFS? - MANY LAYERS) TORN OFF OF OUR HOUSE. DRY ROT AND ANTS  
WERE REMOVED FROM THE WALLS (ACTUALLY THE WALLS WERE MERELY  
REMOVED AND REPLACED). EXCAVATION. THE CRAWL SPACE UNDER HALF OF  
THE HOUSE WAS EXCAVATED; A MOUND OF DIRT GREW IN THE FRONT YARD.  
LANDSCAPING WAS REQUIRED. WE ALTERED THE SLOPE OF OUR ROOF ON  
THE ENTIRE BACK PORTION OF THE HOUSE. WE HAD A NEW CEDAR SHAKE  
ROOF PUT ON THE HOUSE. TREES, GRAPES, WISTERIA, AND FLOWERS WERE  
PLANTED. NO MONEY WAS SAVED. SOME DEBTS WERE PAID OFF. WE  
REALIZED IT IS SOMEHOW MORE EXCITING TO WATCH A HUGE TWO CAR  
GARAGE WITH PUSH BUTTON DOOR OPENERS, KEYPADS, MAIL SLOTS, AND  
OUTDOOR LIGHTING GO UP THAN IT IS TO WATCH A CHARGE CARD BALANCE  
GO DOWN OR DISAPPEAR. BESIDES, THE REAL ESTATE MARKET WAS GOING  
CRAZY.....DON'T WORRY, BE HAPPY. SPEND.

SO.....AFTER THIS SPATE OF CONSTRUCTION WAS OVER, AFTER THE DUST SETTLED, THE WALLS WERE RETURNED, AND LOCKS WERE AGAIN ON THE HOUSE - LITERALLY THE NEXT TIME WE HAD A CHANCE TO LOOK AROUND - IT WAS JULY. FOR MOST OF THE MONTH OF MAY AND ALL OF JUNE WE DID NOT HAVE A BACK DOOR. THIS WAS BECAUSE THERE WERE NO BACK WALLS TO WHICH A DOOR COULD HAVE BEEN CONNECTED. MANY OF YOU SAW THIS, YOU KNOW THIS IS NOT AN EXAGGERATION. SOMETIMES I AM ACCUSED OF THAT. ANYWAY IT WAS JULY AND WE HAD A VACATION PLANNED. THE WORK WAS "DONE" AND THE LOCKS WERE BARELY ON THE DOORS, AND WE WERE OFF.

### PET UPDATE:

WE LOST TWO WEEKS OF TIME, INCOME, AND PROGRESS SOMEWHERE DURING ALL OF THIS CONSTRUCTION. IN MAY - IT WAS MONDAY THE 7TH - OUR NEW DOG DISAPPEARED. EVERYTHING STOPPED. THE DECK WAS STILL UNFINISHED AT THIS POINT AND THERE WAS, WE LEARNED LATER, A SPOT WHERE HE COULD GO UNDER THE DECK AND CRAWL TO AN OPENING IN THE FENCE AND BE GONE. THE NEXT TWO WEEKS WERE SPENT ON THE PHONE TO DIFFERENT AGENCIES, VISITING THE POUND AND TWO ANIMAL SHELTERS ON A DAILY BASIS, LISTENING TO THE LOST PET HOTLINE (A VERY SAD TASK), AND RUNNING ADS IN THE PAPER. ONE OF US WAS ALWAYS HOME, WAITING OR SEARCHING THE NEIGHBORHOOD, AND WE WENT ALL OVER TOWN WITH FLYERS AND A STAPLE GUNS. PEOPLE WOULD CALL AND SAY THEY HAD HIM. WE'D TRY AND DETERMINE OVER THE PHONE IF THEY KNEW THE DIFFERENCE BETWEEN A KERRY BLUE TERRIER AND A POODLE. THEY WOULD ASSURE US THEY HAD A KERRY BLUE TERRIER AND WE WOULD RUSH OFF TO BE DISAPPOINTED. AFTER TWO FULL WEEKS OF THIS, OF NOT WORKING, OF NOT DOING ANYTHING REALLY, WE DECIDED TO TRY AND GET ON WITH OUR LIVES. LATER THAT SAME DAY, ON MONDAY THE 21ST OF MAY, I GET A CALL FROM GREENWOOD UPHOLSTERY. THE OWNER SAYS SHE FOUND A DOG MATCHING OUR DESCRIPTION OF SAMSON PLAYING IN AURORA AVENUE WHEN SHE ARRIVED AT WORK THAT MORNING. I GUESS HE WAS ATTACKING MORNING COMMUTERS IN THEIR CARS, THAT SOUNDS LIKE HIM. SO, WITHOUT SAYING ANYTHING TO DAVID, WHO WAS EXTREMELY UPSET BY THIS ENTIRE EPISODE AND WHO I DID NOT WANT TO BUILD UP FOR YET ANOTHER SHAGGY-BLACK-POODLE LET DOWN, I GO OFF ALONE. THIS SHOP IS AT LEAST 13 MILES FROM OUR HOME. IN ORDER TO GET FROM THE CENTRAL AREA TO 100TH AND AURORA YOU HAVE TO CROSS OVER I-5 AND AT LEAST ONE BRIDGE. I HAD MY DOUBTS. BUT IT TURNED OUT TO BE HIM.

SO WE ARE A THREE PET FAMILY AGAIN. LAST YEAR WE WERE A FOUR PET FAMILY. THINKING BACK, THIS HASN'T BEEN OUR YEAR FOR PETS. PEARL, ONE OF OUR CATS, LEFT HOME IN THE FALL. ALSO SAMSON FLUNKED OUT OF OBEDIENCE SCHOOL. DAVID WAS TAKING HIM TO CLASS ONCE A WEEK IN JANUARY AND FEBRUARY, BUT HE KEPT BARKING UNCONTROLLABLY AND ATTACKING THE OTHER DOGS. DAVID QUIT TAKING HIM; DAVID IS PLANNING ON TRYING THIS AGAIN. SAMSON WILL BE TWO IN MAY, PERHAPS THEN HE COULD GO TO SCHOOL. LIBBY, THE DALMATION, IS A NORMAL, HAPPY, WELL-MANNERED DOG. JANE, OUR REMAINING CAT, SLEEPS A GREAT DEAL AND IS QUITE HAPPY.

ENOUGH ABOUT PETS. WE DO NOT CARRY PET PHOTOS AT LEAST. GUESS WHAT? IT IS SNOWING OUTSIDE TODAY IN SEATTLE. THIS IS THE FIRST TIME IT HAS SNOWED THIS YEAR AND - SINCE WE "DON'T GET SNOW" IN SEATTLE - THIS IS PROBABLY OUR LAST SNOW FOR THE SEASON. I DON'T HAVE TO LEAVE THE HOUSE UNTIL IT'S TIME TO PRESENT MY OFFER ON THE DUPLEX THAT I WROTE LAST NIGHT. THAT ISN'T UNTIL 5:15 P.M. OR SO. THEN WE HAVE A MEETING OF A CLUB WE JOINED AT 7:00 P.M. (YES, A CLUB. WHAT KIND YOU ASK? KEEP READING, I'LL GET TO IT). UNTIL THEN I CAN JUST SIT AND WRITE THIS LETTER. DAVID JUST LEFT TO SHOW A HOUSE TO SOMEONE'S MOTHER. YESTERDAY WE SHOWED IT TO A "NEW" COUPLE. TODAY ONE OF THE MOMS WANTS TO SEE IT.

LATER:

I JUST CALLED MY OFFICE.....IT'S REALLY SNOWING IN THE NORTH END!!! IF THIS KEEPS UP WE MAY GET A NIGHT OFF. I JUST LOOKED OUT THE WINDOW AND THE STREET IN FRONT OF OUR HOUSE IS A MESS: SNOW AND CARS ALL STOPPED AND GENERAL BLIZZARD CONDITIONS. DAVID RETURNED FROM HIS SHOWING TO SAY THE ROADS ARE BAD. HE JUST LEFT AGAIN TO WALK TO THE STORE TO RENT VCR MOVIES AND GET THINGS TO MAKE PIZZA WITH. WE CALLED SOME FRIENDS WHO WERE SMART ENOUGH TO BUY A HOUSE 2 BLOCKS BEHIND OURS, WALKING DISTANCE. SINCE WE'RE ALL SNOWBOUND, WE'RE GOING TO HAVE 'EM OVER TO MAKE PIZZAS, WATCH MOVIES, AND FOLLOW SNOW REPORTS. NEEDLESS TO SAY, EVERYTHING WAS CANCELLED. WHEN WILL I GET TO PRESENT MY OFFER? DON'T KNOW. I CALLED THE OFFICE TO TELL THE OFFICE MANAGER, ONE OF THE TWO FRIENDS COMING OVER TONIGHT, ABOUT OUR PLANS FOR THE EVENING, BUT SHE'S GONE ALREADY. SEATTLE SHUTS DOWN EARLY ONCE AGAIN.

MUCH LATER:

THIS LETTER MAY NEVER GET DONE. TOO MANY FUN DISTRACTIONS TODAY. WENT OUT TO WALK THE DOGS IN THE SNOW. VERY BAD OUTSIDE, GLAD I HAPPENED TO HAVE THIS ACTIVITY PLANNED FOR TODAY. WHAT LUCK, I DON'T HAVE TO DRIVE ANYWHERE TODAY. I HELPED PUSH CARS AROUND. TOO MANY HILLS IN SEATTLE FOR SNOW. THEY OUGHT TO JUST PARK AND START WALKING. ALL OF THE CARS IN THE NEIGHBORHOOD HAVE A FOOT OF SNOW ON THEM, BUT NOT OURS. DAVID'S DOWNSTAIRS MAKING PIZZA DOUGH; I'M UP HERE WORRYING ABOUT HOW I'M GOING TO GET TO THE KINKOS COPY CENTER ON BROADWAY OR TO THE POST OFFICE. BUT IT IS FUN TO BE SNOWBOUND - IF YOUR SCHEDULE PERMITS IT - IF YOU'RE NOT ALONE - IF YOU'RE HAVING FRIENDS OVER FOR PIZZA AND MOVIES. I CAN JUST AS EASILY SEE WHERE IT MIGHT NOT BE MUCH FUN FOR OTHERS TONIGHT.

JULY. THAT'S WHERE I LEFT OFF IN THIS YEAR, JULY AND VACATION. JULY CAME AND WENT IN A FLASH. DAVID SAW A NOTE ON THE BULLETIN BOARD AT OUR GYM FOR A HOUSE FOR RENT IN THE SAN JUAN ISLANDS. WE CALLED TO FIND - SMALL WORLD ISN'T IT - THAT THE HOUSE WAS A SUBLET AND THE PERSON WITH THE LEASE WAS A MAN WHOSE HOUSE IN MONTLAKE I SOLD JUST A MONTH OR TWO BEFORE. FORTUNATELY THAT TRANSACTION WENT VERY SMOOTHLY AND HE AGREED TO SUBLET THE HOUSE TO US AND OUR DOGS FOR TWO PLUS WEEKS. THE HOUSE WAS ON SHAW ISLAND. SOMEHOW NEITHER OF US HAD EVER BEEN TO THE ISLANDS BEFORE. SO THERE WE WERE, DAY UPON DAY OF BEAUTIFUL WEATHER AND NOTHING TO DO BUT READ AND WALK ON THE BEACHES AND IN THE WOODS. WE TOOK OUR BIKES. WE TOOK FERRYS TO EACH ISLAND. WE SAW ALL THE SIGHTS. WE HAD FRIENDS - FOUR DIFFERENT GROUPS, SOMETIMES OVERLAPPING - SAIL AND/OR DRIVE UP TO VISIT US. WE RETURNED TO SEATTLE AFTER THIS TRIP VERY RELAXED. WE RETURNED TO SEATTLE TO DISCOVER THAT THE ONCE BOOMING REAL ESTATE MARKET DIED WHILE WE WERE AWAY.

AUGUST AND SEPTEMBER SEEMED TO BE ONE ENDLESS HOUSEWARMING PARTY AND CLIENT BAR-B-QUE. IN THE FIRST FOUR MONTHS OF THE YEAR WE SOLD AN INCREDIBLE NUMBER OF HOUSES. BY AUGUST AND SEPTEMBER EVERYONE HAD MOVED AND SETTLED IN AND THE TOUR OF HOMES BEGAN. WE HAD PLENTY OF INVITATIONS AND KEPT QUITE BUSY. FRIENDS AND HAPPY HOMEOWNERS ALL WANTED TO INVITE THEIR REAL ESTATE AGENTS OVER TO SHOW OFF THEIR NEW HOME AND ASK "HOW'S THE MARKET NOW?" OR "DID I BUY TOO SOON?" OR "ARE YOU GUYS DOING OKAY - REALLY?"

## SNOW UPDATE:

I JUST PICKED UP THE PHONE TO CALL MY CLIENTS AND TELL THEM OUR OFFER PRESENTATION WAS PUT ON INDEFINATE HOLD, AND WE HAVE NO PHONE SERVICE. THREE LINES COME INTO THIS HOUSE AND NOT ONE OF THE THREE IS FUNCTIONING. SWELL. OUR FRIENDS HAVE ARRIVED, ON FOOT FROM SEPARATE PARTS OF TOWN, TO SAY IT IS REALLY AWFUL OUTSIDE. ONE HAD TO WALK FROM DOWNTOWN, IT TOOK HIM ONLY 25 MINUTES, THE OTHER ARRIVED FROM THEIR HOME SAYING IT WAS THE WORST THREE BLOCKS OF HER LIFE. I'M GOING TO STOP NOW, I'LL HAVE PLENTY OF TIME TO FINISH THIS TOMORROW IT WOULD SEEM. AS FOR TONIGHT -- THE LIGHTS KEEP FLASHING, WILL THIS HURT THE COMPUTER??? -- FROM HERE ON OUT IT'S PIZZA, MOVIES, MAJOR SNOW REPORTS, AND HOT BUTTERED RUMS.

EARLY THE NEXT MORNING - WEDNESDAY 19TH DECEMBER:  
NOT FUN. THIS MORNING THE HOUSE HAS NO WATER. I GUESS THE PIPES FROZE. A FRIEND IN TOWN FROM SAN FRANCISCO IS SUPPOSED TO MEET ME FOR BREAKFAST. CABLE T.V. IS NOT WORKING AND THE PHONE LINES ARE SPORADIC AT BEST. BUT ON THE BRIGHT SIDE I HAD ENOUGH ICE WATER IN THE FRIDGE TO MAKE COFFEE. SO I'M CALM. DAVID IS NOT HAPPY. HE IS UNDER THE FRONT PORCH WITH A HAIR DRYER (EVERYTME I TRY TO THROW IT AWAY HE SAYS IT MAY COME IN HANDY SOMEDAY) TRYING TO HEAT THE PIPES. WE DISCUSSED LEAVING A WATER FAUCET DRIP LAST NIGHT, BUT SAID NAAAHHHH.....IT NEVER GETS THAT COLD IN SEATTLE.

WHAT ELSE HAPPENED IN 1990.....WE HAD HASSLES WITH OUR RENTAL HOUSE. THE KIDS THAT WE RENTED IT TO WERE TOO YOUNG TO HAVE A HOUSE. LATE RENT CHECKS, UTILITY BILLS NOT PAID, PARTIES THAT MADE NEIGHBORS CALL ME LATE AT NIGHT, AND JUST SLOPPY MESSY KIDS AND THEIR STUFF AROUND. THEN, JUST WHEN YOU LEAST EXPECT IT, THEY GIVE YOU 23 DAYS NOTICE. MAYBE IT WAS A MONTH. THE HOUSE WAS FILTHY WHEN WE GOT IT BACK. LESSON: TRY ALWAYS TO DEAL WITH PEOPLE OVER 25 YEARS OLD. SO WE CLEANED IT UP, PUT NEW LEVELORS IN ALL OF THE WINDOWS, HAD BROKEN THINGS AND GLASS REPAIRED, AND CHANGED ALL OF THE LOCKS. HUNDREDS OF DOLLARS LATER WE GOT TO EXPERIENCE ONCE AGAIN THE JOYS OF PLACING ADS AND DEALING WITH RE-RENTING IT.

LATER THAT SAME DAY:

DAVID HAS WALKED UP TO ROB & MERRITT'S HOUSE TO SHOWER AND SUCH. SO GOOD TO HAVE FRIENDS JUST A FEW BLOCKS AWAY. ALL ATTEMPTS TO MAKE THE WATER FLOW HAVE FAILED. RATHER THAN WARMING UP, IT IS SUPPOSED TO GET COLDER - IS THIS POSSIBLE - OVER THE NEXT FEW DAYS. MY FRIEND HAD TO CANCEL BREAKFAST DUE TO INABILITY TO GET HERE ON ICE. I'M CHOOSING TO BE QUITE STOIC ABOUT ALL OF THIS. I'VE TURNED ALL THE TAPS ON FULL BLAST AND WILL JUST WAIT. SOONER OR LATER SOMETHING WILL GIVE.

WE BOUGHT THIS COMPUTER FROM A VERY GENEROUS CLIENT WHO DIDN'T WANT TO MOVE IT IN JANUARY. IN APRIL WE BOUGHT A PRINTER AND SOFTWARE. I'M VERY AMAZED AT WHAT THIS THING CAN DO AND WONDER NOW WHY I DIDN'T JUMP ON THIS BANDWAGON YEARS AGO. I WISH I UNDERSTOOD MORE OF HOW THIS WORKS. I CAN MAKE IT DO THIS AND THAT, BUT IT'S ALL LUCK. I WANT TO KNOW HOW IT'S MADE AND WHY IT WORKS.

OCTOBER, NOVEMBER, AND DECEMBER HAVE BEEN SLOW. NOT COMPLETELY DEAD, BUT SLOW. AS MOST OF YOU PROBABLY KNOW, AND AS I HAVE HINTED AT ELSEWHERE IN THIS LETTER, SEATTLE'S CRAZY REAL ESTATE MARKET CHANGED DRAMATICALLY THIS YEAR. SOME PEOPLE THINK IT HAPPENED IN MARCH, OTHERS LATER, APRIL OR MAY PERHAPS. WE WERE BUSY EVEN IN JUNE. IT WAS LATE JULY THAT WE LOOKED AROUND TO FIND SOMETHING HAPPENED. THIS WAS MADE ALL THE MORE DRAMATIC WHEN YOU FACTOR IN THE SHAW ISLAND VACATION: WHEN WE LEFT WE WERE BUSY; WHEN WE RETURNED WE WERE SHOCKED. WE STILL HAVE CLIENTS WHO ARE LOOKING FOR HOUSES; WE STILL HAVE LISTINGS WE ARE TRYING TO SELL; WE STILL HAVE APPRAISALS TO DO AND HOUSES TO SEE. THE WORK REMAINS THE SAME, BUT THE PACE.....THAT'S WHERE THE NOTICABLE DIFFERENCE COMES IN. PROBABLY 85 PERCENT OF WHAT WE DID THIS YEAR HAPPENED IN THE FIRST 5 MONTHS. THE LAST QUARTER OF THE YEAR HAS BEEN FOLLOW-UP ON THE FIRST HALF OF THE YEAR: PAPERWORK, LISTS, TELEPHONE CALLS, AND THE CLOSING OF FILES.

IN THE LAST FEW WEEKS WE'VE HEARD, SEEN, AND EXPERIENCED THE REAL ESTATE MARKET BEGIN TO SWING BACK. IT WASN'T SOMETHING WE REALLY BELIEVED IN WHEN WE FIRST STARTED.....THAT THERE WERE IDENTIFIABLE AND RELIABLE INDICATORS IN "THE MARKET." BUT WE FIND IT TO BE TRUE.

THE QUICKNESS WITH WHICH A PROPERTY SELLS, HOW CLOSE THE OFFER IS TO THE ASKING PRICE, HOW MANY OFFERS THERE ARE, TYPES OF FINANCING, THE SPIRITS OF THE AGENTS, BUYERS, AND SELLERS.....ALL OF THESE HELP TO INDICATE WHICH WAY THINGS ARE GOING. WE'RE PLEASED TO SEE THINGS GOING WELL THE PAST FEW WEEKS: THE ATTITUDES ARE UP AND THE INTEREST RATES ARE DOWN. FOR PEOPLE BUYING HOUSES, TIMES HAVE NEVER BEEN BETTER. PLENTY TO CHOOSE FROM, LOW RATES, NO FRANTIC RUSH, AND GOOD DEALS EVERYWHERE. FOR SELLERS IT STILL ISN'T LIKE IT WAS A YEAR AGO, BUT THAT WAS AN ABNORMAL TIME THAT MAY NOT SOON REPEAT ITSELF. HOUSES THAT ARE PRICED PROPERLY SELL IN A TIMELY FASHION, THEY ALWAYS HAVE AND ALWAYS WILL. THAT'S GOOD NEWS.

THIS YEAR WE'VE SOLD VACANT LAND, NEW CONSTRUCTION HOUSES, CO-OP APARTMENTS, CONDOS, DUPLEXES, HOUSES - ANYTHING YOU CAN THINK OF, WE'VE DEALT WITH IT SUCCESSFULLY. OUR CLIENTS ARE ALL OVER THE MAP - FIRST TIME BUYERS, NEWLYWEDS, RETIRING COUPLES, PEOPLE TRADING UP, PEOPLE TRADING DOWN, PEOPLE TRADING SPOUSES, YOUNG, OLD, GAY, STRAIGHT, LOCALS, TRANSPLANTS FROM OTHER STATES, FRIENDS OF FRIENDS, FRIENDS OF CLIENTS, ESTATES, OURSELVES (ALMOST!!!) - YOU NAME IT, WE'VE SUCCESSFULLY WORKED WITH THEM. AND WE LOVE IT.

OUR WATER JUST STARTED TO FLOW AGAIN!!! OUR PIPES UNFROZE!!! - 4 P.M.

IN OCTOBER WE CANCELLED A VACATION TO NEW ORLEANS. HAD TO STAY IN SEATTLE AND MIND THE MARKET. IN EXACTLY SIX DAYS WE WILL GET TO TAKE A DIFFERENT VACATION HOWEVER. SOME GOOD FRIENDS HAVE SOME FRIENDS WHO HAVE A TWO BEDROOM CONDO IN HAWAII. ALL WE HAD TO DO WAS BUY TICKETS - WHICH WE DID, THANKFULLY, SEVERAL MONTHS AGO. FIVE OF US WILL BE FLYING OUT ON CHRISTMAS MORNING AT ABOUT 8 A.M. WE RETURN ON FRIDAY JANUARY 4TH - 1991. DON'T EXPECT A POSTCARD AFTER THIS OVERLY LONG LETTER -- WHAT WOULD WE HAVE TO SAY? -- "WISH YOU WERE HERE!" -- THERE WE'VE SAID IT.

OUR THOUGHTS FOR 1991:

WORK HARDER, TREAT OUR NEW LINE OF CREDIT WISELY (EEEKS - ANOTHER MORTGAGE? - YES!), GET RID OF ALL DEBT, SAVE, CONSERVE, DO SOMETHING SOCIALLY RELEVANT, LOSE WEIGHT - MDN, WALK THE DOGS EVERYDAY, BE DEVOUT, STAY HEALTHY, BUY LESS THINGS, SEE OUR DENTIST, ALWAYS HAVE A BOOK WITH YOU, TRY TO FINISH THE HOUSE WITHOUT SPENDING TOO MUCH MONEY, EAT BETTER FOODS, MAINTAIN FRIENDSHIPS, GROW GRACEFULLY.



THUS ENDS THIS CATCH-UP LETTER AND 1990. WE SINCERELY HOPE YOU'VE ENJOYED OUR EFFORT TO STAY IN TOUCH. SHOULD YOU NEED ANYTHING OR HAVE ANY QUESTIONS THAT WE MIGHT BE ABLE TO ANSWER, PLEASE DON'T HESITATE TO CALL. WE WISH ALL OF YOU ALL OF THE BEST IN 1991. WE WISH ALL OF YOU WOULD BUY OR SELL A HOUSE NEXT YEAR AND LET US HELP YOU DO IT. SHORT OF THAT, WE WISH ALL OF YOU WOULD SEND US MAIL. WE LIKE MAIL. POSTCARDS FOR THE FRIDGE AND LETTERS TO SAVE.

STAY HAPPY.

STAY HEALTHY.

STAY IN TOUCH.

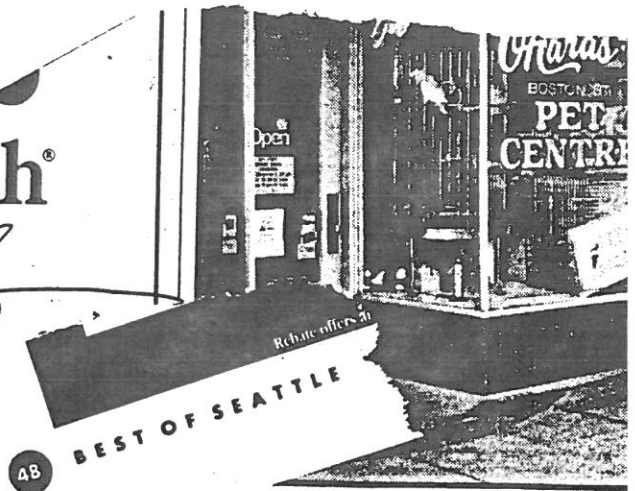
SINCERELY,

*David Updike*      *Michael Nelson*

DAVID UPDIKE

MICHAEL NELSON

intosh®



Queen Anne pet store wins.

P.S. --- IT WAS A STOCK CLUB.

P.P.S. --- DID YOU SEE THIS IN THE WEEKLY ???  
WERE YOU APPALLED TOO ???  
WHAT'S THIS "AS WITH CHIROPRACTORS"  
AS AN OPENER ??? WHY NOT "AS WITH  
BRAIN SURGEONS" OR "AS WITH SOCIAL  
WORKERS" ??? HELP-U-SELL? C'MON!!!  
MACPHERSONS??? THIS IS LIKE CHOOSING  
A 7-11 OVER A DELI OR CHOOSING CHEX  
MEDICAL CENTER OVER YOUR FAMILY  
DOCTOR!!! AND THE WON WITH 3 VOTES?  
NEXT YEAR PLEASE LET US FIND 4 OF YOU  
WILLING TO VOTE.....IT ONLY TAKES FOUR!

Property advisers  
**Best Real Estate Agent**

As with chiropractors, everyone had a different choice. The narrow winners were **Larry Apple** (Help-U-Sell, 3050 15th W, 286-1400) and **Rita Lindle** (MacPherson's Inc. Realtors, 525-6300) with three votes each. The ubiquitous Windermere company won two nominations, as did Windermere agent Roberta Zook and Re/Max agent Gary Thorn. Other Windermere agents scored single listings. Thin-skinned agents will be relieved to hear that only one respondent replied "No such animal," and only one declared specifically, "NOT..."

Peaches fest  
**Best Selection of Music  
By Local Artists**

No surprise that **Peaches** (several locations) led this one, but ponder this smattering of nominees in this apparently confusing category: Victory Music, Venus Envy, Seattle Men's Chorus,

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