

Greenlake

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THURSDAY 19TH DECEMBER 1991

GREETINGS!

WE ARE VERY LATE IN DOING THIS THIS YEAR. I CAN TELL WE ARE LATE, AND TOO CLOSE TO THE HOLIDAYS, BY THE INCREASE IN THE NUMBER OF COMMENTS AND REQUESTS FOR THIS LETTER AND CALENDAR. I KID YOU NOT. THROUGHOUT THE YEAR PEOPLE COMMENT ON THIS MAILING, BUT WE CAN NEVER FIGURE OUT IF THEY LIKE IT OR NOT - THE COMMENTS ARE TOO VAGUE. THE COMMENTS INCREASE IN NUMBER ABOUT THIS TIME OF THE YEAR; PEOPLE CALL AND WRITE NOTES ON THEIR CHRISTMAS CARDS TO US. THEY SAY THINGS LIKE: "I'M LOOKING FORWARD TO GETTING MY CALENDAR, WILL THE LETTER BE NINE PAGES AGAIN THIS YEAR?" OR "PLEASE DON'T DROP ME FROM THE CALENDAR AND LETTER LIST. WILL THE LETTER BE AS LONG THIS YEAR AS IT WAS LAST?"

WELL, WE DOUBT IT. WE'RE LATE, AND IN A HURRY, AND HAVE A TON OF OTHER THINGS TO DO, AND LITERALLY EVERY NIGHT THIS MONTH HAS SOME EVENT MARKED ON THE KITCHEN CALENDAR. AND LAST YEAR WAS A NINE PAGE YEAR WHEREAS THIS YEAR WAS NOT. SO.....

KISSING 1991 GOODBYE:

WE ONLY WISH THE YEAR COULD END ON AS HIGH A NOTE AS IT STARTED ON. WE RANG IN THE NEW YEAR IN HONOLULU WITH OUR FRIENDS JACK, GREG, AND LARRY. FRIENDS OF GREG AND LARRY LET THE FIVE OF US STAY IN THEIR CONDO - A VACATION EVEN WE COULD AFFORD!!! WE WERE IN HAWAII FOR ELEVEN DAYS AND HAD A GREAT TIME. WHEN WE RETURNED TO SEATTLE, IT WAS BACK TO THE ROUTINE WITH SOME ADDITIONS. MICHAEL TOOK ANOTHER EVENING CLASS IN SOME ADVANCED ASPECT OF REAL ESTATE FOR THE WINTER MONTHS. DAVID INVOLVED HIMSELF IN HISTORIC SEATTLE AND ITS SERIES OF LECTURES ON BUNGALOWS. ON JANUARY 15TH DESERT SHIELD BECAME DESERT STORM AND REAL ESTATE STARTED TO SELL. LITERALLY. THE NIGHT THE PRESIDENT WAS ON T.V. ANNOUNCING THE FIRST BOMBS, THREE OFFERS CAME IN ON ONE OF OUR LISTINGS AT ONCE. IT JUST HAPPENED TO BE EAST EGG (MICHAEL'S FIRST HOUSE). SO DAVID AND MICHAEL TRIED TO NOT FOCUS ON WHAT THE COUNTRY WAS DOING AND LOOK AT THREE OFFERS IN THEIR OLD HOME INSTEAD. AN ODD EXPERIENCE TO SAY THE LEAST. AFTER THAT NIGHT, THE REAL ESTATE MARKET SEEMED TO PICK UP FOR A FEW MONTHS. AT LEAST OFFERS DID.

CURRENT NEWSFLASH:

I JUST HAD A PHONE CALL FROM A WOMAN IN ABERDEEN. SHE WANTS TO BUY A CONDO OR CO-OP IN SEATTLE FOR THE WEEKENDS. I ORIGINALLY MET HER AT LEAST TWO YEARS AGO VIA OUR FRIEND AND ATTORNEY. WE HAD LOST TOUCH OVER TIME - SHE HAS ENDED UP WORKING IN ABERDEEN. SEVERAL YEARS AGO WE WERE STAYING IN LA PUSH AND OUR FRIENDS GREG AND LARRY DROVE UP TO VISIT US AND FLIPPED THEIR CAR OVER INTO A DITCH ON BLACK ICE. SO WE WERE GOING TO DRIVE ALL FOUR OF US HOME, THEN OUR CAR BROKE DOWN. THE TOW COMPANY THAT TOWED US ALL THE WAY TO HOQUIAM, AND THE AUTO REPAIR SHOP IN HOQUIAM THAT REPLACED THE .80¢ PART THAT WE NEEDED TO MAKE THE CAR OPERATE (BUT NOT TILL AFTER WE RENTED A CAR AND DROVE TO SEATTLE) HAVE BEEN RECEIVING THIS LETTER AND CALENDAR EVER SINCE. THIS NEW CLIENT (I HOPE SHE WILL BECOME A NEW CLIENT) RECENTLY FOUND OUR NAMES AND NUMBERS ON THE CALENDAR WHEN SHE HAD WORK DONE ON HER CAR IN HOQUIAM. IT'S A BIG NASTY WORLD, BUT THIS LETTER AND CALENDAR SOMEHOW MAKES IT SEEM SMALLER AND SO MUCH FRIENDLIER, DON'T YOU THINK SO?

SPEAKING OF SMALLER AND FRIENDLIER, BOTH DAVID AND MICHAEL HAVE ATTEMPTED IN SOME SMALL WAY TO MAKE A DIFFERENCE IN 1991. THIS STARTED OUT IN EARLY '91 WITH DAVID VOLUNTEERING ONE DAY A WEEK AT ROSEHEDGE. AMONG OTHER THINGS, HE WOULD TAKE FLOWERS, TALK WITH RESIDENTS, GO ON SHOPPING TRIPS TO COSTCO WITH THE COOK, AND - MICHAEL STILL CAN'T BELIEVE THIS ONE - DO YARDWORK. THEN, AS THE YEAR PROGRESSED, MICHAEL TRAINED AT THE NORTHWEST AIDS FOUNDATION AND IS CURRENTLY A FOUR HOUR A WEEK VOLUNTEER ON THE INFORMATION AND REFERRAL LINES THERE. THIS IS WHY YOU CAN NEVER FIND HIM ON FRIDAY AFTERNOONS. AND WE HAVE TRIED, IN ADDITION TO TIME, TO MAKE LARGER AND MORE FREQUENT DONATIONS TO VARIOUS ORGANIZATIONS.

ON THE HOME FRONT, THIS WAS NOT THE YEAR FOR HOME REMODELING. WE HAVE A GOOD CLIENT AND FRIEND WHO HAS STARTED TO FRAME IN OUR DOWNSTAIRS BATHROOM, BUT THAT PROJECT KINDA GROUND TO A HALT MONTHS AGO. I THINK IT HAS BEEN WELL OVER SIX MONTHS SINCE ANY WORK AT ALL HAS HAPPENED ANYWHERE HERE. NO, WAIT! TWO GLASS BLOCK WINDOWS WERE INSTALLED UPSTAIRS IN OCTOBER - IN THE NICK OF TIME TOO. WE ARE OUT OF MONEY. IF WE HAD MONEY WE WOULD NOT APPLY IT TOWARDS THE REMODEL AT THIS TIME ANYWAY - WE WOULD APPLY IT TO DEBTS, SINCE THE COUNTRY SEEMS TO BE "GOING TO HELL IN A HANDBASKET" AS THE OLD SAYING GOES. MOST OF THE WORK DONE HERE IN 1991 HAPPENED IN THE FRONT AND BACK YARDS. WE FINALLY FINISHED THE VARIOUS LEVELS OF THE DECK AND MICHAEL'S DO IT ALL BY YOURSELF LANDSCAPING PLANS FINALLY WERE IMPLEMENTED. WE NOW HAVE 15 TREES IN OUR BACK YARD (EIGHT DIFFERENT VARIETIES, SEVEN OF ONE TREE OR BUSH OR WHATEVER IT IS) AND SEVERAL MORE IN THE FRONT. WE SPENT MOST OF THE YEAR RUNNING TO AND FROM NURSERIES AND DIGGING IN THE DIRT. WE NOW HAVE, AFTER LIVING HERE FOR OVER FOUR FULL YEARS, THE MAKINGS OF A FINISHED YARD. ALL OF THIS TENDING THE SOIL GAVE GREAT PLEASURE TO BOTH OF US AND WE LOOK FORWARD TO SPRING TO SEE WHAT THE FIRST YEAR AFTER THE PLANTINGS WILL BE LIKE. WE HAVE HIGH HOPES FOR OUR YARD SPACES IN 1992.

THE MUSICAL LES MISERABLES CAME TO TOWN IN THE SPRING. THROUGH THE ODDEST STRING OF EVENTS WE GOT VERY GOOD SEATS TO SEE THE SHOW AND LOST ONE OF OUR BEST FRIENDS, WHO WAS ALSO A FELLOW (WELL, A FEMALE FELLOW) AGENT AT GREENLAKE REALTY TO THE STAGE MANAGER WHO LIVES, OF COURSE, IN MANHATTAN. REBECCA AND CHERESE NOW LIVE IN NEW YORK AND WE HAVE MORE PEN PALS AND A PLACE TO STAY WHEN WE CAN AFFORD TO SEE BROADWAY SHOWS AGAIN.

SPEAKING OF SHOWS, WE CONTINUE TO SEE THINGS IN SEATTLE. DAVID'S BEST PICK REMAINS THE OPERA SEASON, WHILE MICHAEL MUCH PREFERS THE SEASON AT A.C.T. ALSO SUPPORTED ARE ALICE B. THEATRE AND THE SEATTLE MEN'S CHORUS, WITH JAUNTS TO OTHERS AS TIME AND MONEY ALLOW. WE ARE CURRENTLY WAITING TO SEE M. BUTTERFLY IN THREE DAYS AT THE SEATTLE REP FOR INSTANCE.

ANYONE REMEMBER OUR RENTAL HOUSE?

IN MAY OUR TENANTS SKIPPED OUT ON US. DURING THE FALL OF 1990, WE RENTED TO TWO WOMEN WHO HAD, WE WERE TOLD, THREE KIDS. FOR THE NEXT EIGHT MONTHS THEY FAILED TO PAY RENT ON TIME, OR JUST FAILED TO PAY IT, RAN UP AMAZING UTILITY BILLS WHICH THEY DIDN'T PAY, AND COMPLETELY TRASHED THE HOUSE INSIDE AND OUT. WE DON'T KNOW HOW MANY PEOPLE ACTUALLY LIVED THERE, HOW MANY KIDS THEY REALLY HAD, HOW MANY PETS THEY REALLY HAD, OR WHO FAILED TO TRAIN THE KIDS AND THE PETS. ONE OF THE

NEIGHBORS BLAMED US AND THEN TOOK A DIVE OFF THE DEEP END AND BEGAN NASTY PHONE CALLS TO US AT ODD HOURS. MEANWHILE WE WERE AT WITS END WITH NO LEVERAGE TO REMOVE THEM. FINALLY A SOLUTION OF SORTS! THE TENANTS JUST SKIPPED OUT ON A MONTH - MID MONTH - WITHOUT, OF COURSE, HAVING PAID RENT OR THE REALLY BIG WATER BILL. AROUND THIS TIME WE STARTED TO THINK ABOUT EUROPE. THE FOUR PARTNERS (TIM, DAVID, MICHAEL, AND DAVID) FINALLY FIGURED OUT THEY WERE GONE AND LIED ABOUT COMING BACK FOR THE THINGS THEY LEFT BEHIND (GARBAGE LIKE YOU HAVE NEVER SEEN BEFORE). THE THIRD WEEK OF MAY WAS SPENT IN INTENSE CLEANING BY TIM AND DAVID. THE FOURTH WEEK OF MAY AND MEMORIAL DAY WEEKEND WAS SPENT REPAINTING EVERY INCH OF THE INTERIOR OF THE HOUSE BY YOURS TRULYS, MICHAEL AND DAVID. THIS WAS FOLLOWED BY THE ADDITION OF ALL NEW CARPETING AND LINOLEUM, VARIOUS REPAIRS, AND MUCH YARDWORK. IT BECAME A NEW HOUSE IN THREE WEEK'S TIME.

MAJOR COINCIDENCE: WE JUST GOT A CHRISTMAS CARD IN THE MAIL TODAY FROM THE BODY SHOP IN HOQUIAM!! THE ONE REFERRED TO A MERE PAGE AGO! AFTER THE WOMAN CALLED WHO HAPPENED TO SEE THE CALENDAR THERE. ALL THIS HAPPENS ON THE DAY WE WRITE THIS. WHAT DOES THIS ALL MEAN?

SO - WE OWNED THE RENTAL HOUSE FOR EXACTLY TWO YEARS. IT HIT THE MARKET ON SATURDAY JUNE 8TH IN MINT CONDITION. WE WORKED FOR WEEKS GETTING IT READY TO LIST. IT WAS VACANT AND CLEAN AND ALL THE FLOORING AND WALLS NEWLY COVERED. ON THE FIRST DAY, LATE IN THE DAY, A MAN RIDING HIS BIKE STOPPED BY THE OPEN HOUSE. HE CALLED THE SECOND DAY AND CAME BACK WITH HIS WIFE. AFTER LESS THAN 24 HOURS ON THE MARKET WE RECEIVED WHAT WAS ESSENTIALLY A FULL PRICE OFFER. AND, AS WE WILL SOON TELL YOU, 1991 WAS NOT A YEAR FOR QUICK SALES FOR SELLERS. OUR SECRET???? WE FOLLOWED OUR AGENT'S ADVICE AND LISTED THE HOUSE FOR SALE AT A REALISTIC PRICE. AT THE TIME THE CLOSEST COMP TO OUR HOUSE WAS ON THE MARKET FOR \$16,000 MORE THAN WE LISTED OURS AT. OURS SOLD THE FIRST WEEKEND. WE KNOW THE OTHER HOUSE, FOUR BLOCKS AWAY AND VERY SIMILAR TO OURS, BUT PRICED MUCH HIGHER, NEVER DID.

ABOUT THIS TIME MICHAEL GOT HIS LEFT EAR PIERCED.

ABOUT THIS TIME TWIN PEAKS LEFT THE AIR. WE HAD NEVER MISSED A SHOW. WE HAD A SMALL WAKE WITH THE REQUIRED TWIN PEAKS FOOD GROUPS.

IN LATE JUNE RELIEF ARRIVED ONCE AGAIN IN THE FORM OF GREG AND LARRY. THESE ARE TWO GUYS WITH INFINITE CONNECTIONS. THIS TIME IT WAS AN ABSOLUTELY STUNNING ADOBE HACIENDA IN THE HEART OF SANTA FE - YET ANOTHER VACATION WE COULD AFFORD. THE LAST WEEK OF JUNE WAS SPENT IN THE SUN AND IN A RENTED CAR DRIVING AROUND NEW MEXICO AND ARIZONA. MICHAEL HAD WANTED TO SEE THE GRAND CANYON FOR 35 YEARS AND HE FINALLY GOT TO; DAVID SAW A BIT MORE OF IT THAN HE WANTED TO - FROM A ONE HOUR HELICOPTER RIDE - WHICH HE WOULDN'T TAKE WITHOUT FIRST WRITING OUT HIS WILL ON THE BACK OF A "WHILE YOU WERE OUT" MESSAGE SLIP HE GOT FROM THE MANAGER OF THE HELICOPTER SERVICE. TURNS OUT IT IS A GOOD THING WE DIDN'T CRASH SINCE WE LATER LEARNED, WHILE BEING REALLY ADULT AND ACTUALLY HAVING OUR REAL WILLS DONE, THAT WILLS MUST BE WITNESSED BY TWO PEOPLE AND DAVID ONLY HAD ONE PERSON WITNESS HIS "WHILE YOU WERE OUT" SLIP. SO WE SAW: SANTE FE, TAOS, PHOENIX, ALBUQUERQUE, SEDONA, AND, WITH THANKS TO LARRY AND GREG, THE LIGHTNING FIELD. IF YOU DON'T KNOW WHAT THE LIGHTNING FIELD IS, WE MAKE POLITE, WITTY, AND INFORMED GUESTS FOR DINNERS AND SMART GATHERINGS.

THE REST OF THE SUMMER WAS SPENT GETTING READY FOR (WHAT WE HOPE IS) OUR YEARLY PARTY. THE PARTY HAPPENED ON FRIDAY AUGUST 16TH. IT WAS A PERFECT DAY FOR A PARTY - SUNNY AND WARM ENOUGH FOR OUTDOOR FESTIVITIES. WE WERE PLEASED TO SEE SO MANY OF OUR FRIENDS AND CLIENTS AND HAVE A CHANCE TO HEAR WHAT YOU'VE BEEN UP TO. WE HOPE TO MAKE IT AN ANNUAL EVENT, BUT EVERYTHING IS BASED ON THE VOLUME OF HOUSES SOLD - WHAT WILL 1992 HOLD???? IF YOU HEAR ANYONE MENTION REAL ESTATE MAKE THEM CALL US. A PARTY IS A TERRIBLE THING TO WASTE.

SEPTEMBER & OCTOBER:

REMEMBER THE RENTAL HOUSE? WE DIDN'T ACTUALLY MAKE ANY MONEY ON IT, NOT ANY REAL MONEY ANYWAY, BUT THERE WERE PROCEEDS. THE DECISION WAS MADE TO SPLIT THE PROCEEDS INTO ESSENTIALLY FOUR EQUAL PARTS. ONE PART FOR THE PARTY, ONE FOR MISCELLANEOUS BILLS, ONE FOR A CONDO, AND ONE FOR A TRIP TO EUROPE. SEPTEMBER AND OCTOBER WERE FOCUSED ON FINDING THE PERFECT CONDO. DAVID, AFTER AN EXHAUSTIVE SEARCH, FOUND ONE AND BOUGHT IT. ALSO DURING THIS TIME FAXES TO AND FROM EUROPE WERE FLYING ON THE WIRES. DAVID, AFTER EXHAUSTIVE RESEARCH AND A SEEMINGLY ENDLESS AMOUNT OF TRAVEL BOOKS, PRODUCED THE PERFECT EUROPE TRAVEL ITINERARY. OUR GOOD FRIEND ROY STAYED AT THE HOUSE WITH THE DOGS AND CAT. WE LEFT ON TUESDAY NOVEMBER 5TH (AFTER FILING ABSENTEE BALLOTS, WHICH DISTURBED MICHAEL NO END) BOUND FOR AMSTERDAM FOR SIX DAYS. THEN, A WONDERFUL TRAIN RIDE TO BERLIN (THE TRAIN HAD A GREAT DINING CAR) WHERE WE SPENT ANOTHER SIX DAYS. OUR NEXT MOVE WAS ON AN OVERNIGHT TRAIN WITH A PRIVATE SLEEPER CAR WITH BUNKS BOUND FOR PARIS WHERE WE STAYED FOR TWELVE DAYS. WITH TRAVEL DAYS INCLUDED, THE WHOLE TRIP AMOUNTED TO 25 DAYS. WE TROMPED THROUGH COUNTLESS MUSEUMS, CATHEDRALS, GALLERIES, AND CAFES. MICHAEL WANTS TO SCRAP HIS WILL AND ARRANGE FOR A TOMB SIMILAR TO NAPOLEON'S. DAVID WANTS TO POINT OUT THAT AFTER EATING TOO MUCH RICH FOOD, BREATHING TOO MANY DIESEL FUMES, AND COSTING ALL THIS OUT WE ARE REMINDED JUST HOW CLEAN, INEXPENSIVE, AND FUNCTIONAL SEATTLE IS BY COMPARISON.

AND MY BUT HOW CULTURED WE NOW ARE. WE WOULD LIKE TO AGAIN REMIND YOU THAT WE MAKE POLITE, WITTY, AND SOPHISTICATED GUESTS FOR TASTEFUL BRUNCHES, CHIC DINNER PARTIES, AND OTHER SMART GATHERINGS DEVOTED TO FOOD.

SO NOW WE ARE BACK AND ALREADY BEHIND. CALENDARS ARE LATE, BUSINESS IS SLOW, HOLIDAY SCHEDULES ARE STRESSFUL, AND THE YEAR IS ALMOST OVER. WE WILL REMEMBER THIS AS OUR YEAR OF TRAVEL WE ARE SURE. WE JUST CAN'T IMAGINE THAT THINGS WILL EVER FALL INTO PLACE FOR TRAVEL AGAIN QUITE THE WAY THEY DID THIS YEAR. WHICH IS FINE WITH MICHAEL.

AND WHAT OF REAL ESTATE YOU ASK?

1991 WAS A BUSY YEAR FOR US IN REAL ESTATE DESPITE THE SLUGGISH PACE OF SALES DUE TO THE OVERWHELMINGLY LARGE INVENTORY OF HOUSES AVAILABLE FOR SALE. OUR BIGGEST PROBLEM IN 1991 WAS CONVINCING HOME SELLERS THAT IT WAS NOT, WAS NOT, WAS NOT 1989. OR EVEN EARLY 1990. IT WAS 1991 AND IT WAS A DIFFERENT MARKET. 1989 WAS A GREAT TIME TO SELL A PROPERTY - IT WAS, AS "THEY" SAY - A SELLER'S MARKET. THAT ALL CHANGED IN MID 1990 AND IT HASN'T YET CHANGED BACK. WE ARE SURE IT WILL CHANGE BACK - EVENTUALLY. BUT FOR NOW IT IS 1991 AND IT IS A BUYER'S MARKET. NOT THAT

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HOUSES IN ANY PRICE RANGE AND ANY CONDITION WON'T SELL IF YOU PRICE THEM PROPERLY. THEY WILL. BUT RATES WERE LOW AND SELLERS EXPECTED BUYERS TO BUY - LIKE THEY WERE DOING IN RECENT MEMORY. MANY PEOPLE CHOSE TO REFINANCE INSTEAD - RATES WERE TOO LOW TO PASS UP. ALL THIS HAS BEEN QUITE FRUSTRATING TO OUR CLIENTS WHO LISTED THEIR HOMES THIS YEAR. WE DID OUR BEST, BUT THE COMPETITION IN THE FORM OF OTHER HOUSES AND THE PERCEIVED SOFT ECONOMY JUST SLOWED THINGS DOWN TOO MUCH.

BUT IT IS A GREAT TIME TO BUY A PROPERTY IF YOU ARE CONSIDERING IT. THE RATES ARE SO LOW IT IS SILLY. THERE IS A LOT TO CHOOSE FROM. IT IS STILL VERY DIFFICULT TO FIND LIVEABLE HOUSES BELOW \$100,000 - BUT WE HAVE A GREAT TIME LOOKING FOR THEM. ABOVE \$150,000 IS EASY. THERE IS A BIG GRAY AREA BETWEEN THE TWO - BUT WE ARE MASTERS OF THE GRAY AREAS. CONDOS & CO-OPS REMAIN A GREAT VALUE AND WE KNOW THAT MARKET WELL (HAVING SHOPPED IN IT FOR WEEKS FOR OURSELVES JUST THIS YEAR).

WE AWAIT YOUR FRIENDS, RELATIVES, CO-WORKERS, AND (MOSTLY) YOU. GIVE US A CALL - ANYTIME. WE DITCHED OUR ANSWERING MACHINES IN LATE '91 AND NOW WE HAVE VERY PRIVATE, SUPER EFFICIENT, VOICE MAIL SYSTEMS. DON'T YOU LOVE IT?

DAVID'S HOME NUMBER IS 329-0484. MICHAEL'S HOME NUMBER IS 328-2145.

AS ALWAYS OUR OFFICE NUMBER IS 523-2000.

SO WHAT DO WE WANT FOR 1992?

WE WANT THE GOVERNMENT TO BRIGHTEN UP. WE WANT OUR FRIENDS TO QUIT SPLITTING UP. WE WANT OUR STOCK CLUB TO LIGHTEN UP. WE WANT TO RECEIVE MORE POSTCARDS (AND BIG CARDS, AND LETTERS TOO) IN THE MAIL. WE WANT TO BE ABLE TO ATTEND THE MOVIES AND HAVE WELL MANNERED PEOPLE SIT AROUND US IN THE THEATERS. MICHAEL WANTS TO FIGURE OUT WHAT TO DO WITH HIS HAIR. WE WANT ALL OF US TO PROSPER DESPITE THE GM ANNOUNCEMENTS ON THE NEWS TODAY OH BOY. WE WANT SEVERAL SMALL MINI TRIPS TO PORTLAND AND VANCOUVER AND TO BEDS AND BREAKFASTS AND THE ISLANDS WITH ANY OF YOU WHO MIGHT BE WILLING TO TRAVEL WITH US. WE WANT TO GET OUR CALENDARS & LETTER OUT IN LATE NOVEMBER. MICHAEL WANTS TO GET A KITTEN. DAVID WANTS MICHAEL TO DO SOMETHING WITH HIS HAIR. WE WANT PROGRESS MADE IN THE FIGHT AGAINST AIDS. WE WANT TO CONSUME LESS. WE HAVE TO BUY LESS. WE WANT TO REDUCE DEBT (I'LL BET WE SAID THIS LAST YEAR TOO - DID ANYONE SAVE THEIR LETTER?). WE WANT TO BE ABLE TO GO TO NEW YORK CITY AND VISIT CHERESE AND REBECCA. MICHAEL WANTS TO GET A THIRD HOLE IN HIS LEFT EAR (HE BECAME OBSESSED WITH THE FIRST PIERCE AND HE NOW THINKS HE IS TRAGICALLY HIP AND HE REFUSES TO AGE GRACEFULLY). DAVID WANTS TO HAVE A BATHROOM ON THE MAIN FLOOR OF THE HOUSE. EVERYONE WANTS US TO FINALLY WALLBOARD. WE REALLY WANT PEOPLE TO COME OVER AND BEG US TO SHOW THEM OUR 612 SLIDES FROM OUR EUROPE TRIP, AND WE WANT THEM TO BE CONVINCING WHEN THEY DO IT. WE WANT TO HAVE ANOTHER BIG PARTY. AND, FINALLY, IF YOU ENJOYED THIS LETTER, OR IF YOU FIND THIS CALENDAR USEFUL, WE WANT YOU TO DROP A LINE TO GREG AT THE GREG KUCERA GALLERY, 608 2ND AVENUE, SEATTLE, 98104. HE KIDS US UNMERCIFULLY ABOUT THIS ENDEAVOR. A SIMPLE POSTCARD WILL DO.

KEEP THE FAITH,

David Chapiro

Michael J. Smith