



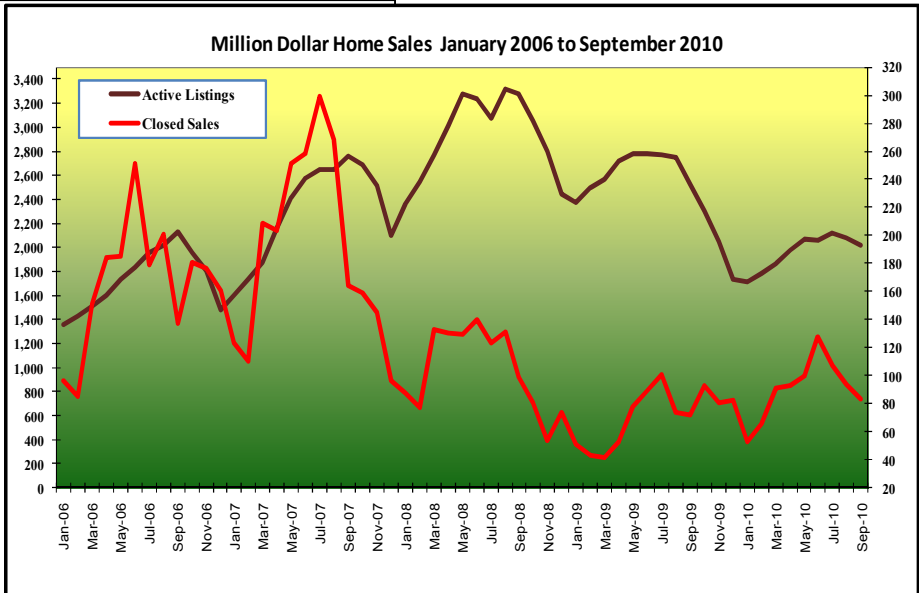
FEDERAL MORTGAGE RESEARCH COMPANY INC.
2371 EASTLAKE AVENUE EAST
SEATTLE, WA 98102

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www.fedmtg.com

Puget Sound Million Dollar Home Sales Trends

The number sales of homes over \$1 Million in our area have shown a slight upward trend in the past few months compared to last year as the number of listings have declined. In **Sept 2008 there were 3,277** single family homes listed for sale and at the end of **September 2010 only 2,020** were listed - a **37.5%** drop. The number of closed sales was 128 in June this year compared to 74 in August 2009 but still down significantly from the peak of 299 closed sales in July 2007. In the last 90 days there were 259 sales recorded **most were \$1,500,000 or less** (62.5%) and just 18.5% were over \$2,000,000 which took an average 210 days to sell. The overall average time on the market was **205 days**, however **30.8%**



of the homes sold in less than 30 days proving that if a home is priced right it can still sell quickly. At the far end of the scale there were **8 sales** so far this year over \$5 Million which averaged 263 days on the market and **all but one paid cash** for the purchase. One lovely 8,300 square foot waterfront mansion in **Medina** sold for \$11,280,000 in just **43 days** (it was first listed for \$15,800,000). Another huge 23,000 square foot **Mercer Island** home sold for \$12,000,000 after a special auction that was first listed for \$40 Million. The **good news** is that there are now more financing options for these homes with excellent rates and higher loan to values. Call Nancy, Mary Kay, or Conrad on **206-325-8400** and ask about our expanded Jumbo options. Please Email me at conrad@fedmtg.com with any questions or ideas about this information and look at www.fedmtg.com and click on **Single Family Sales Data** for more complete county home sales trends.

Our Low Jumbo Loan Rates

FNMA and FHLMC Agency Jumbo
 Local underwriting, fast appraisals, and efficient funding to \$567,500: Our 30 Year fixed is now 4.50% with zero points, the 15 year fixed rate is now 4.125% with zero points, and the 5 Year ARM is just 3.75% with no points. **Jumbo 15 Year Fixed Rate Loans are available** right now at **4.125%** with zero points up to \$1,500,000 loan amounts. **7 Year Jumbo ARMs** can be done now at **3.875%** with zero points to a \$2,000,000 loan amount. **TEN year ARMs** up to \$2,500,000 are **4.00%** with a .75% loan fee. **Note:** These loans have many **special underwriting provisions** including loan to value, credit score, debt/income, cash reserves, etc. Please call us with your scenario, and we can explain the finer points of current underwriting requirements and determine the very best pricing for you or your client!

Special Tip: Are you receiving a ton of **junk mail** that are financial or credit card offers? The major credit bureaus all sell prescreened names and contact information for people that have good credit scores. **This can be stopped:** look at www.optoutprescreen.com and you can **Opt Out** and stop most of the mailings. This is the **official secure website** sponsored by Equifax, Experian, TransUnion and Innovis. I did this and it all but stopped: this reduces junk in your snail mail box and it saves paper!

Funding Provided By:



Legacy Group Lending is an independent mortgage, capital, and escrow company based in Bellevue, WA committed to helping individuals and families with residential and commercial lending. We are licensed and bonded to originate commercial, portfolio, FNMA, FHLMC, FHA and VA loans in **Washington, Oregon, Idaho, Alaska, Arizona, and California**. Call Mary Kay Morse, Nancy Glover, or Conrad Wouters at **206-325-8400** on our expanded loan programs and a detailed estimate with specific financing terms available.



One needs to be **Smart** in 2010!