

Aug 2026 Newsletter Central Everett

Hi Everybody! I've expanded my door-knocking footprint—and some of you have become friends along the way! I've also hosted a first-time homebuyer workshop and started a 😊 ladies-only ☺ coffee/book club at The Muse.

I'm grateful to everyone who opens their door. I've sold 3 homes through these connections and look forward to serving many more!

I'm also continuing to co-list with highly experienced brokers to deliver experience + experience.

August Home Sales Legend

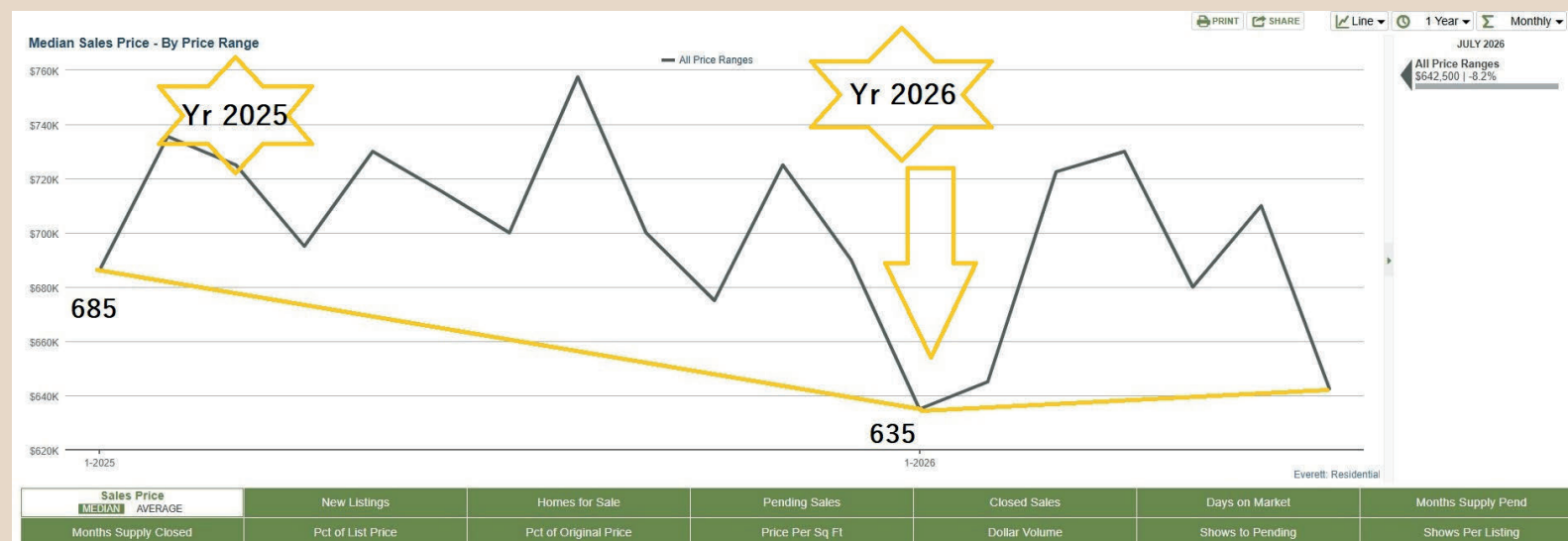
Pin#	Address	Sold Price \$	Listed Price \$	Bed	Bath	Year	Sq Ft	Lot SqFt	*DOM	Neighborhood	Type
1	7502 Beverly Lane	\$ 549,000	\$ 575,000	3	1.75	1963	1584	7405	20	Evergreen	House
2	516 72nd St SE	\$ 900,000	\$ 975,000	4	3	1959	2903	49223	5	Evergreen	House
3	7918 W Glen Dr	\$ 710,000	\$ 720,000	3	2	1967	1610	10019	26	Evergreen	House
4	7425 3rd Dr W	\$ 748,000	\$ 748,000	3	1.75	1996	1455	6098	2	Evergreen	House
5	5120 Beaumont Dr #C	\$ 579,500	\$ 579,500	3	1.75	1976	1717	3049	18	Glacier View	Condo
6	4826 Delaware Ave	\$ 720,000	\$ 775,000	3	1.75	1953	2478	7841	43	Glacier View	House
7	5806 Commercial Ave	\$ 387,000	\$ 395,000	2	1	1926	768	9148	4	Glacier View	House
8	1310 Maryland Ave	\$ 645,000	\$ 667,000	4	2	1957	2460	14375	22	Glacier View	House
9	1711 52nd St SE	\$ 667,000	\$ 675,000	4	2	1956	2124	10019	12	Glacier View	House
10	5302 Wetmore Ave	\$ 470,000	\$ 535,000	2	0.75	1990	972	8	41	Glacier View	House
11	5502 S 2nd Ave	\$ 695,000	\$ 695,000	3	1.75	1910	1664	6970	3	Lowell	House
12	5829 S 2nd Ave	\$ 750,000	\$ 749,950	3	1	1942	2316	271379	14	Lowell	House
13	2509 73 St SE	\$ 525,000	\$ 525,000	4	2	1963	1734	9583	9	Pinehurst	House
14	7030 Beverly Blvd	\$ 530,000	\$ 569,890	2	1	1930	1624	12197	80	Pinehurst	House
15	7807 Grant Dr	\$ 589,000	\$ 589,000	4	1.75	1927	2264	22651	153	Pinehurst	House
16	7109 Rainier Dr #G	\$ 500,000	\$ 525,000	3	2.25	2019	1490	1278	50	Pinehurst	Townhouse
17	1623 Palm Ave	\$ 530,000	\$ 525,000	3	2	1936	1320	8712	7	Pinehurst	House
18	6628 Beverly Blvd	\$ 580,000	\$ 595,000	3	1.5	1991	1248	5227	45	Pinehurst	House
19	7826 Rainier Dr #A	\$ 650,000	\$ 650,000	3	2	1960	1392	6098	7	Pinehurst	Condo
20	7624 E Casino Rd	\$ 658,000	\$ 650,000	3	2.5	1999	2066	6970	4	Pinehurst	House
21	1215 Madison St	\$ 401,500	\$ 398,000	3	1.5	1935	1459	8712	4	Pinehurst	House
22	6807 Commercial Ave	\$ 422,500	\$ 429,950	3	1	1912	1010	6098	51	Pinehurst	House
23	3615 Friday Ave	\$ 490,000	\$ 525,000	4	1.75	1903	1921	7405	74	Port Gardner	House
24	3310 Rucker Ave	\$ 490,000	\$ 505,000	2	1	1910	1162	4356	40	Port Gardner	House
25	3121 Norton Ave	\$ 500,000	\$ 600,000	5	1.75	1911	3450	6098	30	Port Gardner	House
26	721 Laurel Dr	\$ 640,000	\$ 634,999	2	1	1924	2084	6098	5	Port Gardner	House
27	3416 Nassau St	\$ 645,000	\$ 600,000	3	2	1925	2039	5663	4	Port Gardner	House
28	3020 Gedney St	\$ 620,000	\$ 620,000	3	1.75	1907	1363	2178	5	Port Gardner	House
29	4315 Thomson Ave	\$ 494,500	\$ 489,500	2	1	1926	1418	13939	1	Port Gardner	House
30	4919 Dogwood Dr	\$ 605,000	\$ 679,990	3	1.75	1953	1920	7405	52	View Ridge	House
31	6217 W Beech St	\$ 580,000	\$ 575,000	3	1.75	1952	1424	9583	4	View Ridge	House
32	418 Magnolia Ave	\$ 680,000	\$ 674,950	3	1.75	1950	1458	10890	14	View Ridge	House
33	400 Park Place	\$ 865,000	\$ 870,000	3	2	1952	2597	10890	5	View Ridge	House



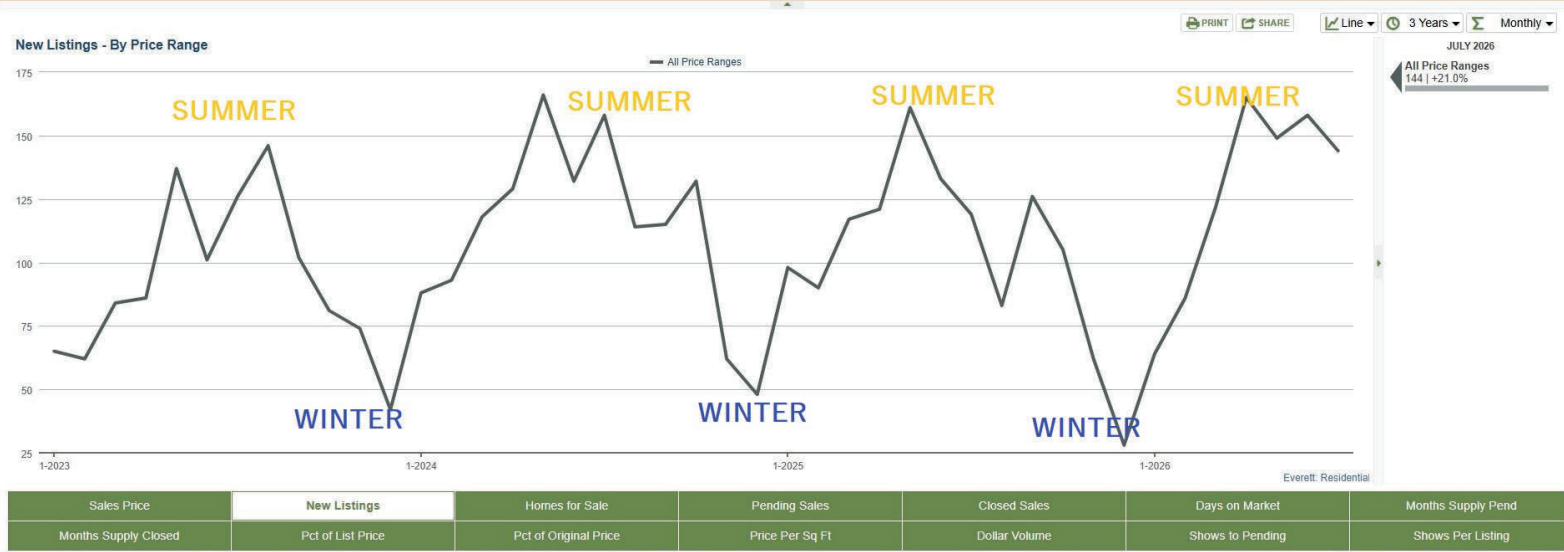
Way back in January 2023 coinciding with Boeing's 737 production line expansion announcement, homes started to list for higher prices and most were selling UNTIL the beginning of 2026...when the rise of prices stopped and "uncompetitively priced" houses were firmly rejected by buyers. Houses started to sit.



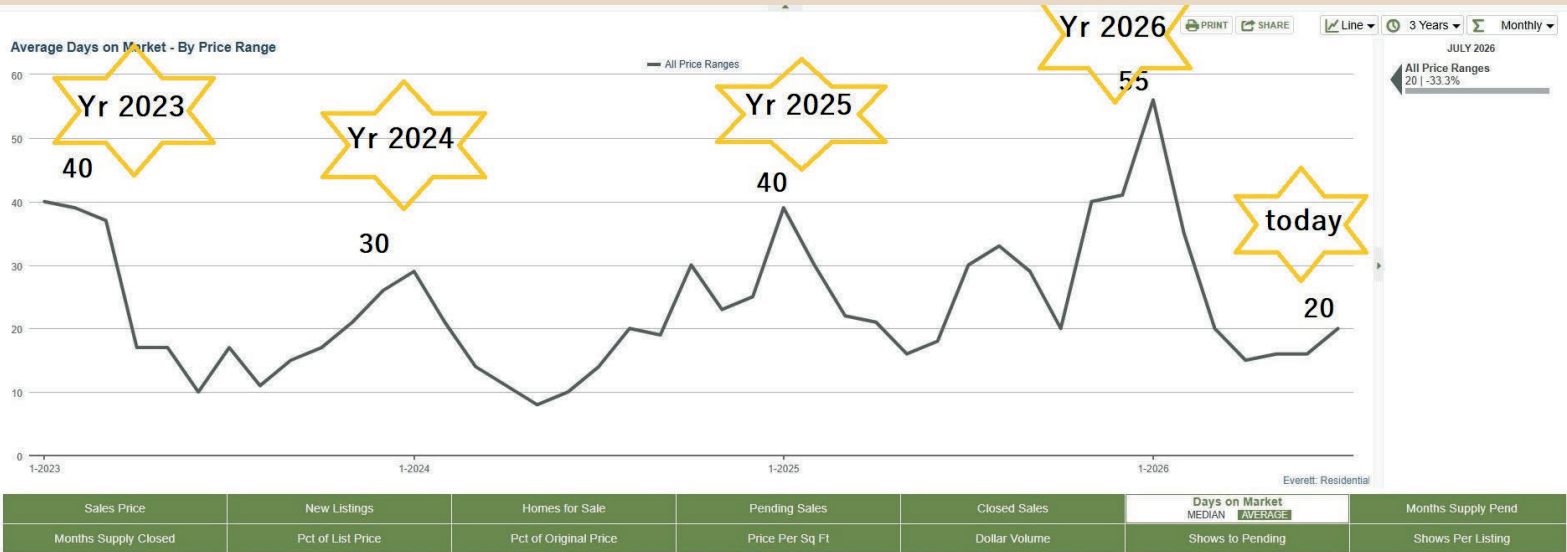
At the start of 2026 buyers make an entry on the market demanding lower prices!



But Net New Listings, competitively priced, continued to follow the same seasonal volume and pattern of the past 3 years



Once prices adjusted, Days on Market returned to Average 20.



Everett Boeing's \$1 billion expansion and new 737 production line as of July 2026 has created a potential source of housing demand. Reuters reported in February 2026 that Boeing had begun training staff for the new line.

A press release from Maria Cantwell on July 14, 2026, announced 1000 new SnoCo jobs (with more to come!) and hiring picks up steam. I am expecting the impact of the 1000 new hires to cause Everett's real estate prices to start growing again in the second half of 2026 -- early 2027.

Mistakes when listing a home for sale:

(1) **overpricing**. Buyers shop by price range: what they can afford. If a listing suddenly pops up on their radar, because of a price reductions, the next place the buyer will look is Days on Market and ask 'why hasn't it sold yet', what's wrong with it?.

A good agent will do the analysis to list the house strategically. I am a database developer and data analyst in former career, and I will have analyzed a lot of data before my first meeting with you. I will present my analysis and we'll work as team to arrive at listing price.

Caveats: Price reductions are common in a shifting market, such as we saw at the beginning of 2026.

(2) **not staging**. Unless it's a builder opportunity or an investor purchase, most buyers need help seeing themselves inside the home. Help them by minimizing clutter and creating neutral living spaces that buyers can attach meaning to.

(3) **not telling a story in the backyard**. Landscape with clean lines between mulched and lawn areas. Let the flow tell a story of how the buyer will move through the backyard. Don't worry about losing buyers because of your vision. The gardens are for the gardener and not the car tinkerer. The shop is for the tinkerers and not the gardeners. A little of both, tell that story, but tell a story!

(4) **not addressing smells**. The first thing that hits a visiting buyer when they walk in the front door is the smell. Smells embed in carpet, walls, and old wood. Talk with your agent for eliminating your house's unique smell before opening the home to the public.



If you are looking for an agent to list your home or show you properties, let's have a conversation 425-232-8522.

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