

Laura's NEWS YOU CAN USE –

MARCH 2019

Moving is hard – Let me help with the heavy lifting!

Referrals handled with care.

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Please use and share this edition of News You Can Use – hopefully you'll find a tidbit or two that's helpful to you or someone you know!

[As I write this – new listing at 2417 E. Casper Dr., Spokane, 99223, a 3 bedroom, 3 bath condo in Hangman Valley – just 11 miles from downtown but you think you're in the woods! \\$215,000 buys this rare duplex condo with a double tuckunder garage. Call me for more info or a private showing!](#)

EMOTIONAL HOME BUYING & SELLING !!!

A wise mentor said, "People buy emotionally, and justify logically." Think of the last purchase you made – a big one like a car or house or even a small one that perhaps you thought was unnecessary. Did you rationalize it later? When I was a financial advisor, people often bought or sold completely on emotion of the stock market, then justified it later ("Well, it was DIFFERENT this time! It was a _____ crash/bubble/war/national crisis.").

The "tight" Spokane housing market puts even more emotion into what already makes people stressed. After all, you are buying and selling your biggest investment, where you/your family lived and has memories, or perhaps even when you have to move because of a job, divorce or death. Many people are worried about selling too low, buying too high, or the sale taking forever.

If it's a "seller's market," I can get big bucks, right?

Professional realtors will help you price your home according to actual sales prices of what comparable properties in your area. Just because buyers may feel pressured doesn't mean they are

naïve. If the home buyer is financing their purchase (as most do), an appraisal will be required, and appraisers tend to look at comparables and objectively decide what the home is worth. If the appraisal is lower than the sales price, the financing can fall through.

If you want to BUY a house, are you afraid of this market?

You've heard the stories...people are competing against multiple offers all written the first day the house was on the market, or buyers have to write several offers before one is accepted, or the house they wanted sold for much more than asking price. You may be thinking, "If I sell my house, will I be able to find a home to buy?" or "I can't pay cash, will I ever be able to buy a house?"

Don't be discouraged! Being realistic can help. Note:

- It may take several months to have an accepted offer after you obtain mortgage pre-approval, so make sure you check with your lender on how long your pre-approval is valid. Typically, it's 90 days. Ask for clarification of what happens after 90 days.
- If you are a slow decision-maker ("I need to sleep on it"), note you probably will need to make a decision to make an offer when you see the home you want. So do enough research so that you are ready when you see "the one." (If you have not narrowed down your search, drive through several neighborhoods and drive by homes for sale to refine your choices.)
- Because many offers do get withdrawn, make a back-up offer on the house you want even if its status is "contingent." Sometimes the first offer falls through.
- As realtors, we do have some ways to make financed offers more attractive, so ask about that.
- You may want to look at less expensive houses so you are prepared to offer more than the asking price on a home you really want (assuming you are not overpaying and the property will be appraised for what you offer).
- Remove the "contingency" of having to sell your house before buying another one. If it's fiscally and physically possible for you to buy a new home BEFORE you sell (with a "bridge loan," for instance), that could lower the stress level. Moving your belongings and getting settled is stressful, and if you can do that ahead of time, you may be paying two mortgages for a bit until you sell your old home, but it may be worth it. Plus, you don't have to clean the house daily for possible showings, leave quickly for showings, ask yourself while you're at work if you left a dirty dish in the sink, or have the neighbor come over to kennel the dog! Bridge loans often will offer up to 65% of the value of the equity in your home, charge a higher interest rate than a regular mortgage, and are not offered by every lender (contact me if you need to know who does them).



FEATURED BUSINESS – Tim's Hauling

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Tim and Bill helped me out when I had a listing with out-of-town owners. A garage freezer and other items had to go before new carpet could be put in, and then photos taken. (They were going to move a heavy safe if the owner didn't get it, but he did, whew!)



They gave me phone estimates, showed up on time, did what they said, were done in 20 minutes and it was off my shoulders! And they were pleasant to deal with! 509-994-9442 or www.timshaulingspokane.com

Do you have a business person you highly recommend who is accepting new customers? I keep a list of professionals in a variety of fields – so please email me their information at LauraZahn@Windermenre.com.

FEATURED RECIPE – Make-Your-Own

Salad Dressings

SALAD? Yes, as February leaves us with snow on the ground, it's hard to believe that we'll have beautiful spring weather by the end of March. But we will, and you will want to eat salad again, as opposed to stew, soup and pot pie! Salad dressings are SO much better homemade – and cheaper and easy!

Mix in a leftover bottle with a top so you can shake it before using and refrigerate leftovers.

Try an Asian dressing for salad with chicken, almonds, red onion, mandarin oranges or clementine segments: Mix



toasted sesame oil (just a little, it's strong), low sodium soy sauce (not too much) and rice wine vinegar.

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For a bright orangey vinaigrette, use Trader Joe's Orange Muscat Champagne vinegar, your favorite oil (grapeseed or avocado?) and a little fresh orange juice, and fresh ground salt and pepper. (I play with amounts because I like less oil, but traditional vinaigrettes are about one-fourth cup vinegar and two-thirds cups oil.) Optional to add a bit of your favorite mustard or finely chopped garlic or shallot. Delicious over greens, red onion and maybe feta (or I hate it but you go ahead) goat cheese.

SVEN "Air Buddy" SEZ:



I'm settling in nicely and I LOVE all the snow Spokane got in February! Made me jump for joy, even more than usual, and I could play in the street!

As a recent adoptee, I know how important a HOME is. Call my mom if you need to buy or sell yours!





Do you have overnight guests coming but no room ⁵ to host? Consider my private-entrance AirBnB in NW Spokane. Look it up at <https://www.airbnb.com/rooms/27362952>



I would love your feedback about this newsletter, my website www.LauraZahn.com and Facebook page - <https://www.facebook.com/Laura-Zahn-Residential-Real-Estate-714193622300738/>

Would you please LIKE the Facebook page and FOLLOW it and share postings of interest? What would you like to know about buying or selling a home?

Please don't be a stranger – how can I help you?

Email me at LauraZahn@Windermere.com or call 509-294-1085!

