



Laura's NEWS YOU CAN USE – Aug. 2019

Your no-nonsense, no-drama REALTOR®!
Referrals handled with care. 509-294-1085 or
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Please use and share this edition of News You Can Use
Hopefully you'll find a tidbit that's helpful to you or someone you know!



\$110,000 SpoValley 1-bd condo just listed! 8/3/19 open house 10-12!



Super-cute, immaculate condo at 6007 E. 6th Ave., Spokane Valley, Unit W-6 just listed. Nearly everything in this 596 square foot, ground-floor condo is new or newer, including baseboard heat, appliances, kitchen/bath flooring and carpet (new 1 month ago!).



Nice Central Park complex, \$186/mo HOA covers water/sewer/garbage plus 2 pools and more. This will go fast, call me ASAP at 509-294-1085, or email LauraZahn@Windermere.com - offers being presented Sunday, Aug. 4! (For the open house, please park on 6th, not in assigned spaces.)

WINDERMERE NORTH SPOKANE, LLC



Despite a July 22 story in the Spokesman Review about Spokane being one of the hottest housing markets in the country (duh...formerly-hot markets like San Francisco and Seattle have slowed), **it IS possible to find a home to buy here and to buy it!**

In talking with clients and buyers who come to open houses, as well as my Windermere colleagues, the buyers having the most trouble being able to purchase a home are those who:

- Are in the under \$200,000 market,
- Live out-of-town and can't look at a home the day it comes on the market,
- Who have a home to sell, making their offer contingent on selling their

own home,

- Who want a fully-updated, perfect move-in condition home, or
- Whose agent appears to not advising them about competitive offers, or they're not listening!

The under \$200K market continues to be difficult because buyers:

- Are concentrated here, with competing first-time buyers, Boomers wanting to downsize, and investors picking up rental homes;
- Take a back-seat to cash buyers if they are getting a mortgage (cash buyers require no appraisal and often can close the sale very quickly, perhaps as little as 2 weeks).
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In other markets, many first-time, younger buyers won't consider

- bigger houses (too much to heat, clean and repair),
- houses that aren't within walking or bus distance to shopping, work or recreation, or
- which have not been updated with white shaker kitchen cabinets, backsplashes, etc.



Thankfully, lots of Spokane's housing stock -- ranchers and split levels built in the '60s-'80s -- are still selling, despite being in fairly remote subdivisions and often needing the shag carpet and fluorescent lighting replaced. That is, of course, if they are priced with updating taken into consideration. While not all buyers are willing to buy a "fixer upper," many are willing to replace carpet, paint and remodel a bathroom, for example.

What if you are selling "That 70s House"? If at all possible, do consider relatively inexpensive



updates: Update trim in white and walls light grey. Change the metal light faceplates to modern white or brushed silver. Update faucets, towel racks, shower heads and knob.



Research how to paint (or have painted) wood paneling and brick/stone fireplaces. Replace chandeliers with modern ones (note one on right, new, vs. one on left, old). Remove the fluorescent kitchen lights and have recessed lighting installed. Clean and then paint the cement basement floor. Confused? Check out popular home décor-selling websites like Wayfair.com for ideas and costs. If you need to hire someone to accomplish this, let me know -- I have access to many professionals.



SVEN SEZ:

Even with air conditioning, it's the dog days of summer! I LOVE that big fan!

Mom sez I can't stay in the hot car, so I get left home a lot. ☹️ I'd rather be swimming. Or kayaking. Or even chasing the ball or catching the frisbee til I drop.



If you need to live closer to the water or the park, or you need a bigger yard (one with a pool?), call my mom! 509-294-1085 is her number. Believe me, she is well-acquainted with dog needs! She'll listen to yours, too.



Laura Sez: 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/>

I'm on Instagram as LauraZahnSpokaneFan, so feel free to follow (Sven and) me there! 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!

UNSUBSCRIBE? *Simply email back with that (dreaded) word in the subject line.*

And don't forget, my AirBnB sleeps 4 and still has openings in August! Please look it up and make reservations at <https://www.airbnb.com/rooms/27362952> Sven and I will see you there!



My AirBnB is licensed with the City of Spokane. Master bedroom with king bed, and two twin XLs in the living area.

