

Laura's NEWS YOU CAN USE – June 2019

*Your no-nonsense, no-drama REALTOR®!
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!



MULTIPLE OFFERS: This little Craftsman on N. Howard was on the market Friday, May 3. After 2 open houses and 30+ viewings, on Tuesday, May 5, when I said we would present offers, we had 11!!!

Some anecdotal evidence exists that not all new listings are having that type of reaction, perhaps indicating a slight shift to a more "normal" market. Statistics show that after a slow spring – perhaps mostly due to a lot of snow in February, which un-inspired both home buyers and sellers – both listings and sales are down. However, April had

listings near last year and average sale price is up 11.8% year-to-date in Spokane.

Some sellers think this is a great time to sell their house themselves. How will they handle multiple offers? How will they price their home? There's more to selling than just putting a sign in the yard.

Waiting to buy? Some buyers are discouraged by a competitive market with low inventory – a seller's market. Before they drop out, they should consider:

1. Prices may not be lower next year. The last few years have seen 10-12% increases and there seems to be no need to slow down, with California, Seattle and now Portland hemorrhaging home owners who want reasonable prices and less traffic. Windermere's economist believes the housing market in Spokane (along with Boise and Las Vegas) will continue to "outperform," while San Francisco and Seattle will "soften significantly." 2. Rates may not be lower. Many lenders are

surprised that rates are not higher than they are. Check with a good mortgage lender to see to what rate your credit score entitles you – it may be lower than you thought! Historically, rates are very, very low. If you do not have a trusted loan officer, call me and I'll give you three names from which to choose. 3. Consider on-going costs of rent, or maintaining your current, aging home, when you stay in place. 4. Be realistic and don't shop at the top of your budget so you can compete price-wise. 2

THERE ARE WAYS to make your offers more competitive, and I'm not just talking about offering more money. A good agent has a trick or two up her sleeve so your offer stands out. Contact me if you've been discouraged and are ready to get a strategy together for the marathon that is buying, not the sprint! I'll be with you every step of the way!

Honestly, I am grateful every day that I am working with Windermere, where we have ethical agents and top leadership who work cooperatively. It makes a huge difference to clients, but you wouldn't know that unless I told you! So now you know.

FEATURED BUSINESS: The Scoop Ice Cream Shop, 1001 W. 25th Ave.



Ok, the photo at left says WINTER but Dreamsville is my favorite flavor at The Scoop ice cream shop, which you may have to hunt to find at 1001 W. 25th Ave on the South Hill (2 blocks off High Drive). While I keep asking owner Jennifer Davis to open a north side location, closer to my house, this is TOTALLY worth the drive if you love premium ice cream. She and her crew have excellent recipes (this is not your kid's strawberry, trust me) that they freeze with liquid nitrogen, which makes them super-creamy. That buttery mouth feel and flavor rivals any local ice cream



I've had anywhere, and I check them out wherever I go. And, as if it couldn't get any better, you can have a single for \$3!! I try to have a pint of Dreamsville in my freezer at all times (pints are \$9), in case of emergency! Steal of a deal, and a fun summer outing! BTW, Sven doesn't get much, just the tail end of the cone for being patient while I'm inside and then eating in front of him.

FRIDAY, JUNE 7, IS WINDERMERE ANNUAL COMMUNITY SERVICE DAY

For more than 30 years, Windermere agents take a day to improve where we work, play and live. This year we're working on the old Cassano's Italian grocery store at 2002 E. Mission Ave, which has



been acquired by Family Promise to turn into a FAMILY homeless shelter. Family Promise has programs that help families – often with kids sleeping in cars – who may simply need a helping hand ³ up after a job loss, sickness, divorce or other issue.

Family Promise is adding not just beds, but places where families can cook their own meals, do laundry and play areas for kids. And they offer services to help them move into their own home.

We'll be painting, drywalling, cleaning and other tasks.

One way to help is to save your hotel toiletries when you travel – soaps, shampoos, conditioners, lotions, etc. (It's not stealing, you pay for these in your room rate!) Personal hygiene is an issue for the homeless, and they'd appreciate these toiletries. Bring them home, and contact me to arrange pick up or delivery! I will sort and get them to Family Promise, I promise. Email me at

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SVEN SEZ:

This is my friend Maggie, the golden retriever who lives across the street. We have a lot in common. My mom says neither one of us behaves if we don't get enough exercise or are bored, so she takes us to the park and we play Chuck-It ball. It was hard for us to sit and pose for the picture, believe me!

If you need more room to run, let my mom help you find you a house with a big yard, or at least close to a park! 509-294-1085 is her number



Do you have overnight guests coming but no room to host? Fish and relatives smell after 3 days, you know. Weekends still open this summer!

Consider the private-entrance AirBnB in my lower level home in NW Spokane. Riverside Park rec trails, 1 mile! Dwight Merkel & VA Hospital, 1.3 miles.



Please look it up and make reservations at

<https://www.airbnb.com/rooms/27362952>



My AirBnB is licensed with the City of Spokane.

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!

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