



Laura's NEWS YOU CAN USE – Sept. 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!



COMING on the market in mid-September:

Beautiful 1911 South Hill English Tudor owned by same family for 22 years – double lot, composite (Trex) deck, partially finished basement for guest or game room, 3 upstairs Bd, 2.5 baths, new double car garage with work area & extra parking spot – some leaded glass, original chandeliers and mahogany inlaid floors in living and dining rooms – private yard features perennial garden, hot tub, plenty of room for games on the extra lot, and a (vacant) cute chicken coop (used for storage).



It's only 2.5 blocks to Spokane's gorgeous Manito Park

(LEFT, my son dared me to print this in some promotional material, so I worked it in! Make sure you see Duncan Garden at peak bloom!)

Someone is going to have a lovely new vintage home to decorate for Christmas – who do you know who wants a welcoming home like that? Please have them or their agent contact me now!

WINDERMERE NORTH SPOKANE, LLC



Adorable Spokane Valley condo under contract in 2 days, multiple offers!

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The market in Spokane continues to sizzle. While we are seeing occasional price reductions, it's usually on homes that were priced too high in the first place.

Interest rates continue to remain low – that continues to encourage buying NOW!

A few hints in a competitive market:

- ✚ Pricing your home too high deters buyers from making an offer – they don't want to offend, and may feel the sellers are not willing to negotiate on repairs or other aspects of the contract if it appears they are unrealistic or are trying to capitalize on "outsiders" moving from more expensive markets.
- ✚ Rather than offering a "carpet allowance," either **replace the carpeting** with moderately priced neutral carpet, or **lower the sale price** of the home. While it seems buyers might want to choose their own carpet, most buyers don't want to do the work – and **the first impression** of an old, dirty and/or smelly carpet sends buyers running.
- ✚ Speaking of smells, if you can't tell if **your house smells** – especially if you smoke – find someone who has a sensitive nose and will be honest with you. (I do and will.) Repainting and new flooring is about the only way to really remove smoke smells. Pet accidents often cannot be masked by cleaning the carpet, and carpet cleaning involving liquids may actually make the smells worse!
- ✚ Painting is super fast and fairly easy and inexpensive. **Concrete foundation, basement or porch paint can make a HUGE difference**, even on cracked concrete. A painted basement floor will scratch later, but painting then adding a **fashionable rug** really increases appeal.
- ✚ If you can make **one and only one structural change** to make your house more appealing to buyers? Well, an open floor plan – i.e. knock out the wall(s) and open the kitchen/dining/living rooms. But if that's too dramatic or expensive, I'd suggest a main floor laundry. Tons of baby boomers are looking to "right size" (not necessarily "downsizing" to something smaller), and that and an attached garage are often on the



top of their lists. It might be possible to take a bedroom, split it and make half the laundry and half a walk-in closet. Many older homes don't have much closet or pantry space on the main floor. 3

If you need more information or want me to walk-through your home prior to listing/updating, please contact me at 509-294-1085 or LauraZahn@Windermere.com. Also, I have access to names of many professionals, so if you need a referral for someone to do the work in your home, do let me know. I can't promise you'll get the same great service, but it's at least a place to start.



SVEN SEZ: *My first summer in Spokane (I moved up from Moses Lake) has been pretty danged good, I must say. I had never been swimming before and not only do I do that, I kayak, too. Well...it kind of relaxes me and puts me to sleep, that wave motion. But I digress.*

If waves make you happy, this is a good time of year, my mom says, to buy lake property. There's more on the market because sellers wanted to use it one more summer before selling.

Call her today at 509-294-1085 for all your real estate needs. I hope you are as relaxed as I am on the water!



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/>

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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?



Are you on our mailing list? You don't want to miss Sven news...

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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And don't forget, my AirBnB sleeps 4 with a private entrance to come and go as you please. 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.

