

## Laura's NEWS YOU CAN USE – March 2020



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or [LauraZahn@Windermere.com](mailto:LauraZahn@Windermere.com)*

*(Left, 2-29-2020 blooms!)*



**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!

### **1st Time Homebuyer class, Sat., March-28 9 am-2 pm, 1227 N Argonne**

If you or someone you know is a first-time homebuyer, you'll want (them) to take the free Washington State Housing Finance Commission course for certification that can translate into a better mortgage deal. Dinah Ford of Heritage Home Loans and I will offer a class at her office in Spokane Valley. If you can't attend, we'll offer another Sat, 3/28. all 208-651-2887 or email [Dinah@HHLnorthwest.com](mailto:Dinah@HHLnorthwest.com).

**GENERAL HomeBuying Course – Progressions Credit Union – Saturday, April 18, 9 a.m.** Herb Anderson, PCU's experienced mortgage officer, and I will have a presentation and handouts, then answer questions. This is a good intro to homebuying and a great way for people who haven't bought or sold in a long time to get a refresher!! (Loans, markets and procedures do change!) RSVP with [HerbA@progressionscu.org](mailto:HerbA@progressionscu.org)

Please contact me if you have questions about either course.

### **Spokane area: Nothing but up!**

In the past couple weeks, I've heard County Commissioner Al French speak on economic development, and several speakers at a joint Spokane-Kootenai Counties Real Estate meeting. If you or others you know are waiting til the real estate market here "settles down," don't be holding your breath. These meetings verified what Windermere's economist Matthew Gardener has said for two years: this area will continue to "outperform" in terms of a housing market.

Some take-aways to consider:

- ❖ West Plains development – Railway, Roadway, Runway – continues at a fast pace because there is available land and access to rail, planes and interstate.
- ❖ 30,000+ jobs should be created in the next three years by companies expanding to West Plains, including Selkirk Pharma, Exotic Metals, Kenworth Trucks, Collins and Katerra Manufacturing, Mullen (electric car and battery) Technologies and Progress Rail.
- ❖ We are still in the running for testing for Boeing’s new 777X plane
- ❖ Average commute time in Spokane area is 20 minutes
- ❖ Educated talent available via 90,000 students at colleges and universities within 80 miles
- ❖ 25% of people moving to Kootenai County last year were 65+ - the area is very appealing to retirees
- ❖ Average housing prices in Coeur D’Alene area were higher (over \$300,000) than Spokane, and lakefront homes on Lake CDA average over \$900,000
- ❖ Couer D’Alene is expanding a health care development zone around its renowned Kootenai Clinic that will employ 3000 health professionals
- ❖ Planners are proactively working to make sure that when the North-South Freeway is done (within 10 years), Division St does not turn into Hwy 95 in Hayden.



## For some, it’s a LONG way up...and the cupboard is bare. Are you spring cleaning and can spare some items?

Family Promise of Spokane has an emergency family shelter on Mission Ave at Napa, and helps with the Bridges program that, along with 12 churches, provides shelter to homeless individuals/families.

Both programs work to transition people into apartments – and they need EVERYTHING to furnish them: pots, pans, furniture, bedding, towels, art work for the walls, silverware/utensils, bath rugs. Also



needed are toiletries like shampoo, hand soap and lotion (enough conditioner and bar soap right now), plus laundry detergent and cleaning supplies.

During “intake,” kids get a blanket and a stuffed animal (new).

The good news is, a number of families recently moved into their own apartments – and they have “shopped” the store rooms, **which left the shelves bare. (Left, utensils & kitchen supplies all used up!)**

Can you help re-supply? Clean and “gently used” are fine for most items.



Diapers and “pull-ons” in larger sizes – 4 and up – are almost out.

Furniture, including mattresses, tables, chairs, desks, bookcases, etc., are also needed.

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To donate, contact Donations Coordinator Rebekah “Bek” Leech at 509-309-1552. Donations are stored at 904 E. Hartson.

If you have a group who would like to get involved with a donation drive, blanket/quilting party, etc., contact Emma Hughes, Outreach & Recruitment Manager, 509-747-5487 or [EHughes@FamilyPromiseofSpokane.org](mailto:EHughes@FamilyPromiseofSpokane.org).

Many thanks – little kiddos are out there counting on you!

*(Intake room, left, includes some baby clothes and blankets)*

## Traits of a good agent?

Well, you tell me! I often meet people at open houses who tell me about their negative experiences with agents.

So here’s what I’ve gathered people really want in the agent they select to help with a home purchase or sale, or both:

- **Communication.** Even if just to stay there’s nothing new. No news makes people nervous
- **Sense of calm and confidence.** Especially in a heated market. Makes buyers/sellers feel they can bring up concerns they are having.
- **Time/Availability.** Some buyers/sellers who hire agents who are very, very busy may feel they aren’t getting the attention they need. When you see a house that comes on the market, you need to see it ASAP.
- **Hard work.** Yes, it’s still important to do open houses for sellers. It creates excitement and gives great feedback on pricing and other info about the home.
- **Speaking truth to power.** Buyers or sellers may not want to hear that their offer isn’t desirable enough, or their house needs a little TLC to get top price, or whatever. (And when I do the comps and told people what their home should be listed at, once in awhile it has cost me a listing to someone who will list it as much as 20% higher.) But clients seem to appreciate that honesty because it saves time in the long-run. And time is money!
- **Referrals.** Buyers/sellers don’t always know who can put on the earthquake straps on the water heater or who to consult for a home inspection or mortgage. Or work AFTER the sale they want completed.

**Am I right or wrong? Do comment and let me know, and I’ll include (anonymously if you wish) comments next month! [LauraZahn@Windermere.com](mailto:LauraZahn@Windermere.com)**

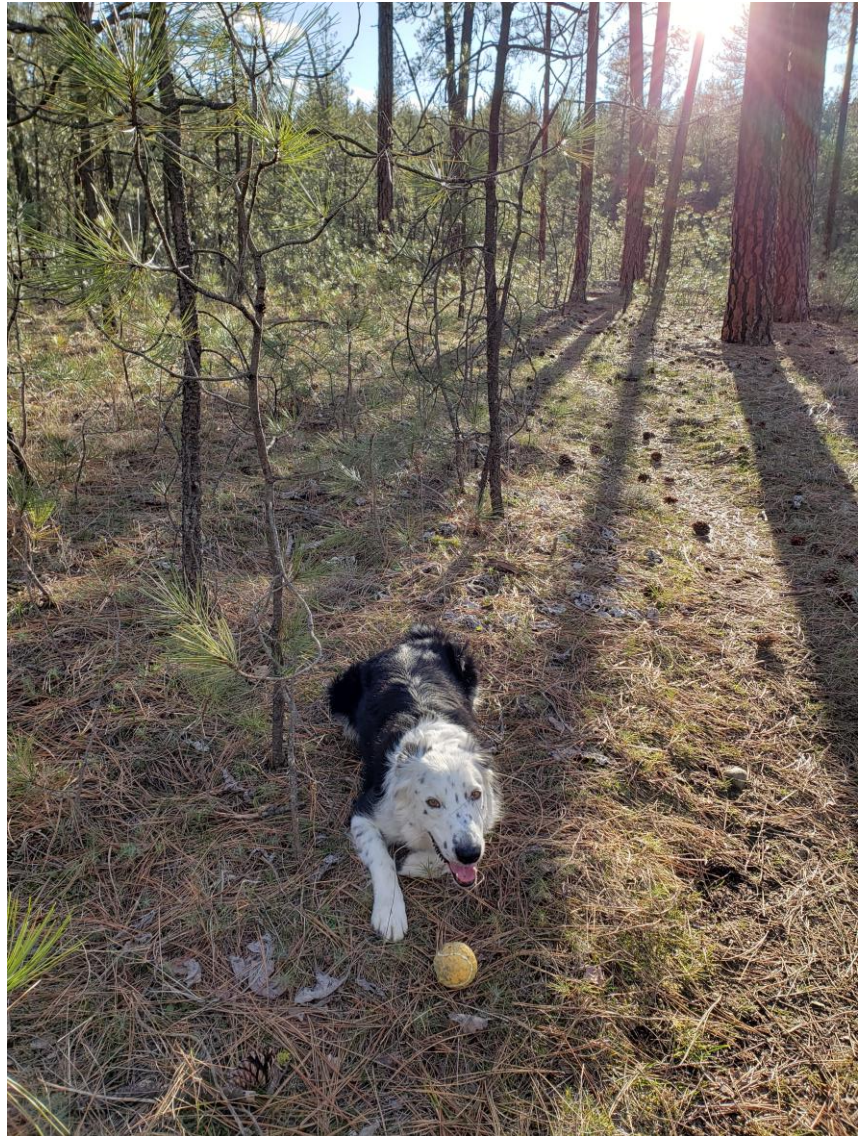


***SVEN SEZ:*** As you know, I'm all about my ball. Or Frisbee. Or stick. Or anything those of you with hands and arms want to toss.

*Mom had to teach me to hike. Coming from the country, it just didn't make sense to walk around in a big circle and never have her throw anything to fetch. What's the point?*

*I've been getting the hang of it. There's all kinds of great smells out there in the woods, and a million opportunities to...how you say...leave my scent? So imagine my delight when we were hiking on Leap Day, and after about a half an hour out on the trail, with no sign of humans or dogs, I FOUND A TENNIS BALL! It was MY LUCKY DAY! CAN YOU BELIEVE IT? So apparently hiking and ball playing DO go together!*

*If you need to be closer to a hiking trail or a park, call my mom. She'll help you find the home you need.*



Laura Sez: I would love your feedback about this newsletter, my website [www.LauraZahn.com](http://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](mailto:LauraZahn@Windermere.com) or call 509-294-1085!

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

And don't forget, my AirBnB sleeps 4 and still has opening for Bloomsday! Please look it up and make reservations at <https://airbnb.com/h/visit-laura-in-spokane>  
Sven and I will see you there!

My AirBnB is licensed with the City of Spokane, one of less than 100 out of 600! Safety matters. So do tax dollars paid to your city.

