

## Laura's NEWS YOU CAN USE – July 2019

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



**RED WHITE and BLUE MARKET UPDATE – Average closed price on residential real estate in May 2019 was \$281,189, up 7.3% from the previous May.**

**Inventory was down 12.2% over May 2018.** (Source: Spokane Association of Realtors.)

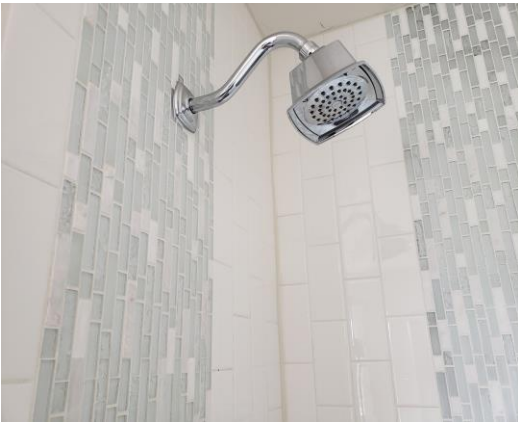
***More anecdotal evidence - homes over \$300,000 are not always selling the day they go on the market, and we have noticed some price reductions – rarely happening six months ago. Even homes under \$300,000 may be on the market for more than one or two days! (Woot woot, gives buyers time to breathe.) The lower-priced homes that sit for more than two weeks or so are almost always overpriced.***

***How to price it - The biggest advantage a seller has in this market may be the ability to generate multiple offers to bid up the price of his/her home. This of course happens as soon as the home goes on the market. Our designated broker, Dallas Becker, from whom our 90+ agents glean wisdom on a daily basis from his many years in the business, has cautioned my colleagues to err on the side of pricing low, rather than being tempted to overprice. If it's on the low side, multiple offers very well may be generated, and the competitive nature of the market will bring the price up to what it truly is worth (which is what someone is willing to pay.) Homes priced on the high side lose the ability to generate multiple offers.***

**Now is not the time for home-sellers to be greedy. Inventory is low and people are moving here from California, Seattle and Portland with profit in their pocket. But that does not mean buyers will naively overpay. Call me if you have questions on your home's value.**

**DO YOU LOVE YOUR BATHROOM? Apparently not everyone does, because about one quarter of all home remodelling projects are bathrooms – whether DIY or hired help. Bathrooms are the #1 remodeling project, according to the National Realtors Association. Maybe that’s because it looks SO much better after!**

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We know “kitchens and baths sell houses.” Though you probably don’t spend much time in your bathroom, an updated one will be enjoyable for you now, and will improve resale value of your home. So here are some bathroom redesign/remodel tips:

- ❖ Light colors make the room look bigger – and white makes it look cleaner!
- ❖ Consider inexpensive subway tile with glass tile accent tiles, running either vertically (as in this photo) or horizontally around the tub/shower, for upscale appeal on a

budget.

- ❖ Walk in showers are becoming more popular as the Baby Boomers age. Consider adding grab bar(s) and having non-slip surfaces in shower floors (you don’t have to be older to slip!).
- ❖ Clear glass shower doors (rather than etched or otherwise patterned) make the room look much bigger (but are harder to clean since you can see every streak or smudge).
- ❖ High-end faucets and hardware, vs. moderate-priced, are not worth the money as most people don’t know the difference. (Of course, chintzy stuff is never great.)
- ❖ Never get black or colored tubs or toilets, they show every speck and not everyone likes them.
- ❖ If it’s a choice between beige and grey, it’s grey all the way! (Beige/taupe is out.)

**If I can help with ideas or you need a talented professional to help, give me a shout. (I have access to lots of talented folks and/or folks who know talented folks!)**

**SVEN SEZ:**



*I absolutely HATE bathtime, even with my ball in the tub! (Peanut butter on the wall might work for some dogs, but not me!) If you need to love your bathroom and don’t want to remodel, my mom will find you a house with a bathroom to die for. Which is how I feel every time I come in here. 509-294-1085 is her number.*

**(I might be in here July 4<sup>th</sup>, though, to avoid firecrackers!)**



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!

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

Do you have overnight guests coming but no room to host?  
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.

