Top-Ten Features in Demand



Jack Kestell 2015 President Spokane Association of REALTORS®

OPINION

ay is National Moving Month, so dedicated by the American Moving and Storage Association (AMSA). This is the beginning of the moving industry's busiest season. By one estimate I read this week, more than 43 million Americans will pack up their belongings and relocate to new homes and communities between now and September.

Most of those people will be buying and/or selling a house which means this is the busiest season for REALTORS®, too. When lots of people are out house shopping, they like to have a variety of homes from which to choose. In the real estate business, we call that "inventory." In a good year, my colleagues and I in Spokane like to see about a six-month supply of houses on the market to offer a good inventory to our clients. We currently have only about a four-month supply of inventory in the local market. Compared to last year at this time, inventory is down 8.6%. This makes it a seller's market.

Spokane single-family home sales are up 23% over last year (total unit sales). Prices, too, continue to climb at a modest and sustainable 4% over last year. The average closed price of a Spokane home last spring was \$177,000. This spring, it's \$185,000.

If you are considering selling your home – adding it to the current inventory – here are some features that the Demand Institute says are the top ten things you should promote when you decide to list your home for sale in order to maximize your search and results exposure:

- 1. Very energy efficient with lower monthly utility costs
- 2. Requires little or no renovation or improvements
- 3. Has an updated kitchen with modern appliances and fixtures
- 4. A home I can stay in as I get older
- 5. Home is located in a safe neighborhood with low crime
- 6. Fits my budget, without requiring sacrifices
- 7. Offers a lot of privacy from neighbors
- 8. Has a lot of storage space
- 9. Has a good manager that is responsive to maintenance requests (some homeowners associations offer this)

10. Is a good long-term investment

Your REALTOR® can help you craft a listing that takes best advantage of as many of these features as your home offers and find others that would be unique to your particular location, such as being near one of our great community parks or playfields. Additionally, a local REALTOR® will have exclusive access to the Spokane Multiple Listing Service to get your home maximum exposure to buyers who are currently looking to buy. Finally, your REALTOR® will be up to date with our professional education requirements and subscribe to the REALTOR® Code of Ethics.

Whatever may be your reason to move, your reason to work with a REALTOR® is always the same: s/he is the real thing when it comes to hiring a professional real estate broker.

Talk with a REALTOR® today!

OPEN HOUSE 12-3

Real Estate

FIVE MILE HEIGHTS North on 5 Mile Rd. to Alberta TR on Kammi. City water & sewer Large lots, Mead Schools. We can help you build your dream home starting at \$290,000

NEW HOMES 7509 N. Rye \$334,900 2020 W. Cascade \$369,900 2043 W St Thomas More\$342,950 Don Willard, 844-5081 **PARK PLACE**

Brand new homes near Riverside State Park, all city services available. Large treed lots, 3 car gar, several builders to select from. West on Francis, L on Royal

5205 W Oxford Rancher \$333,500 Mike Graham 993-4606 **ROCKY RIDGE**

Fantastic Five Mile Prairie location with panoramic views of the city. Close to shopping. Neighborhood sports court, landscaped front yards, 3 car garages, Mead schools. N on File Mile Road, L on Lincoln Rd, L on Lapis Ln. 7802 N. Lanis Ln \$339,900

Rancher, 4bdrm, 3 bth, 2300 sqft Phil Konynenbelt, 991-7445 OPEN HOUSE 1 - 3

7429 W JOHANNSEN AVE. Great 55+ Condo in Fairway Village II development across the street from Sundance Golf Course 3 bdrm, 3 bth, 1474 sq ft. up and down. Home has just been painted upstairs and down. Mn fl has new carpet and mstr bth tub is new with a beautiful tile surround This home is just like new. Fin 2 car gar w/storage. Newer deck with a retractable awning that leads out to an amazing backyard. HOA dues covers water, sewer, garbage, Indscpng & snow remvl. Priced at \$222,500, call Steve Anderson for more info. 898-4539.

DOWNTOWN RIVERPOINT CONDO Located right on the Spokane River and Centennial Trail. Mn fl living with 1500 sq ft 3 bdrm, 2 bth, private balcony w/views of the river, cov'd parking. Close to shopping and restaurants. Priced to sell \$399,900. Phil Konynenbelt,

5304 W. RIDGECREST Great Indian Trail Home with 4 bdrm, 2 bth, New carpet, sprink sys, kit remodeled 2014, brand new roof 2015. Just a few of the updates. \$219,900 Kelly Stewart 509-993-4425

W. 7003 JIMMY LANE SUNDANCE MEADOWS 55+

Snowbird Solution! Looking for that perfect home so you can go south for the winter? Brand new 3 bed/2 bath Marlette with many upgrades. Price includes sales tax, custom window coverings upgraded Whirlpool kitchen appliances, landscaping, sprinklers rain gutters, extra kitchen cabinetry, RV parking available, 35 yr. ground lease, all for \$174,900 Sue Jessup 509-499-7656

1933 E. ILLINOIS AVE Amazing views of the city & mtns. 4BR/3BA w/large spacious rooms. Main flr utility. Gorgeous yard with multi level deck & basketball ct. Great entertaining home. Move in ready!!! \$209,900. Kim McCracken, 435-3124.

PLESE REALTY, LLC 489-2323 www.plese.com

1095 HOMES FOR SALE, AREA WIDE

John L.Scott REAL ESTATE

> Northwest Open Today 1-4pm 2721 W Sanson \$140,000 Immaculate, move-in ready

rancher, quiet neighborhood. Walk out basement w/finished family rm master w/ walkin closet, 2-car alley garage. Fenced backyard w/ large deck. All appliances included Call: Pamela Brown 714-3955

198 HOMES FOR SALE, NORTHWEST



CUSTOM BUILT 5MILE PRAIRIE RANCHER 4 BR/3 BA 3,678 sf in desirable Jesse's Bluff neighborhood

Full of upgrades! Open Floor Plan Cul-de-sac. LARGE .48 lot Mead ***Buyers Agents Welcome!***

For Sale by Owner, \$399,000 For more info (334) 462-3519

Arrowhead Point -

New Construction The Last Few Lots are available for custom construction. 516 W. Wilson to be built, Daylight Rancher \$399,900 520 W. Wilson, Daylight Rancher \$459,000.

Still time to bring your own plans. Gorgeous View Lot for custom construction Call Jim 994-3763 **Windermere North**

6014 N Nettleton St MLS 201516582 \$118.500 2Bd up; 2Bd down(egress) Great starter or investment Jan Roseleip 509.995.7518

REAL ESTATE *********

Incredible Panoramic View Gorgeous Panoramic Views From Liberty Lake to Airway Heights -Unbelievable View of Downtown City Lights. 1750 Sq Ft Rancher. Large Lot - Breathtaking Views From Everywhere Call Jim Farrow - 994-3763 Windermere North

FSBO OPEN HOUSE SAT/SUN 11-4 3528 W. Lacrosse. \$179,900. 4BD/ 1.5BA, Fam/rm, 2200+sqft, updates thru-out, nwr/crpts, vnvl/wndws. newrf, fncd crnr lot, Spr/Svs. FA gas & Much More! Audubon Park area 509-328-0108 or 951-5287

Live for Free '81 Blt 4 Plex 2BR units, updates! rent 3 pays the mortgage & expenses live in 1 free 1912 W. Mallon \$174,000 Kirk 999-3290 Gladhart Realty

New on Market Shadle 3BR 2Bth 1700sqft, Corner Lot, Mn Fl Util New Bath Updated large kitchen Siding Vinyl Windows \$129,000 Kirk 999-3290 Gladhart Realty

4Br/3Ba Daylight Rancher, on 5-Mile Huge lot. New Price \$344K. 218-0160

OPEN HOUSE 1-3 1205 E. LYONS AVE #3

Contempo Mobile Home Park 55+ Gorgeous Double Wide, 1440 Sq. Ft. 2 BR/2BA, Mstr has a walk-in shower Lrg liv rm w/fp. Lrg kit inc all appl & pullouts, 2 lrg decks w/hot tub \$44,900 Mike Happy 990-3455 PLESE REALTY, 201 W FRANCIS

195 HOMES FOR SALE, AREA WIDE

HOMES FOR SALE, South Hill

OPEN 12-3PM 1311 S. Crestline St. Great location w/park like .99 acre lot off Altamont loop. Reinvented carriage house w/over 1000 Sq. ft. of living space plus additional guest house. Own vour own oasis! \$250K Flizabeth Bendinelli 389-6380, KESTELL CO.

Search EVERY Listing For Sale www.AllSpokaneHomesForSale.com Exit Real Estate - 509-499-0883



For Sale by Owner, Realtors Welcome! Open House 10:30-12 & 4-7 8810 E Blue Fox Ln

Northwood View, fabulous 1 owner custom daylight rancher, 4bd, 3ba, 3 car gar. Loaded with upgraded ammenities, including: Turkish tile, slab granite. SS appl, central vac maple cabs. Irg 12x22 composite deck off great room, 2 spetacular views Spacous mstr w/ additional views mstr bath, jetted tub, Tumbled

Travertine counter tops, walk in closet lower lyl includes heater room down. w/wetbar & rec room and 2 additional egress bed rooms & hobby room 3175 sqft finished

Must see now. \$344.500. Call John (509)879-9001 www.8810EBlueFoxLn.com Text 1605828 to 79564

DOWN SIZING?? THIS 1400 FT. FINISHED 2 BED, 2 BATH RANCHER IS IN THE HEART OF THE VALLEY! Features a Great Master Suite, New carpet, Wood Floors, Updated Baths, Cent Air, Gas Heat, 2

car Garage, Fabulous Ig. Entertaining Deck & Patio!!. Only \$168,900. Call Dave Holmes-979-2002 -Kestell Co. OPEN 11-5PM 4813 S. Lapwai Ln. Brand New

4BR/2BA built by Hayden Home: \$283,977, Danielle LaBar 979-8173, KESTELL CO. FSBO: 2B/1B newly remod Bth, 1200sf

up;900sf/down. Covr'd patio, gar, fncd yrd front & back. Access to back off Knox: access to front, off Shannon \$138,500, AS IS. * 509-891-9388 **SELL YOUR HOME**

Guaranteed Services Flexible Commissions ThePerfectListing.com Exit 509-499-0883 Leif Tangvald Ponderosa 5BR 3Bth 3100sqft Da-

Lite Rancher, Mn FI Fam & Liv Rms, 4725 S. Bates \$209,500 Kirk 999-3290 Gladhart Realty REAL ESTATE, OUT OF STATE

TRESTLE CREEK GOLF COURSE HOMES \$349 000 on Clarkfork River \$359,000 Carol Tibbles, Realton Montana Properties Clearwater (406) 253-2893

122 REAL ESTATE, OUT OF SPOKANE COUNTY DAVENPORT-902 Ross st, 3bd, 2bth

MFH, wd flrs, AC, Walk-in closet & hetted tub in mstr, \$97,000. Bev 990-1809 MALDEN-2bd, 1 bth, 4 lots, fixer, \$35,000. Debbie 270-1179 CHENEY REALTY, INC. 235-6191

136 MANUFACTURED HOMES

OPEN 2-4 W. 3231 Boone, #502 3 BEDRM, 2 BATH, 1992 BUILT DOUBLE WIDE MOBILE IN SAN SOUCI 55+ GATED PARK, MAIN FLR LAUNDRY, **COVERED DECK \$33,500** CHUCK L. W/ G.K. HANSEN 981-1326

195 HOMES FOR SALE, AREA WIDE



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Forty years ago, Windermere's Founder, John Jacobi set out to change the real estate industry. His focus? Put relationships before sales quotas. Relationships that last not just for a transaction, but for a lifetime.

Today the Windermere vision remains the same. Which means whether buying or selling, you can expect integrity, professionalism and local market savvy every step of the way.

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SPOKANE SPOKESMAN-REVIEW MORTGAGE GUIDE

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Michele Buck

Your Home Handled With Care! Serving Buyers and Sellers with Professionalism, Enthusiasm & Integrity In a day when professionalism matters, I look forward to being your Realtor of choice. I bring a fresh perspective to Real Estate having traveled and lived in many countries throughout the World. I am proud to call Spokane home with its natural beauty, clean environment and civic mindedness.

 My philosophy is simple: I build my business on REPUTATION and REFERALS. My goal is to provide each client with OUTSTANDING SERVICE, as a result they will refer me to their friends

I look forward to your call 509 570 4100, text or email: michelebuck@windermere.com

Windermere



GET TO KNOW YOUR LOCAL REALTORS!



Peggy McCartney has been a REALTOR® since 2004 and is a recipient of the John L. Scott President's Award. Licensed in Washington and Idaho, Peggy knows that the process of buying or selling your home is

a very important personal decision and she works hard to make the process as simple and stress-free as possible .. and hopefully even fun!

Contact Peggy at: (509)993-0186



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