

Spring  
2017



*Serving All of Lewis County and the Surrounding Areas!*

## *Broker's Byline*

Well, we're finally getting caught up in the hot market. We are experiencing multiple offers, full price offers, and other indications of a swing through a balanced market to a seller advantage. Another indicator of recovery is an increase in the sale of vacant land listings and higher end properties. Assessments will take a while to catch up which causes some problems with appraisals but we'll work through it just as we did as the market was receding. Inventories in the under \$200,000 range are low so it would be a great time to list if you've been sitting on a property until the market recovered.

We are all looking forward to some spring weather after all the snow and rain this year. Elk are about to calve and there is plenty for them to eat besides my peonies! I just need to get that message out. Hope you all have a lovely spring and that you call us for an update on your property any time.

Maree





## *Puppy Love:* **How to Market Your Home to Dog Owners**

Does that title sound funny to you? As a potential homeseller, you have probably been thinking about stainless steel appliances and bathroom upgrades when it comes to what adds value to your home to potential buyers. But, according to a recent survey conducted by the National Association of Realtors, you probably should be thinking about those four-legged members of the family too. Check out these statistics:

- **99%** of those surveyed said they considered their animal part of their family.
- **81%** of those asked said that “animal-related considerations” played a role in deciding where they lived next.
- **52%** renovated their home to accommodate a pet
- **89%** said they wouldn’t give up their animal because of housing restrictions or limitations.

This isn’t a new trend. In 2014, Standard Pacific, a home-builder based in Irvine, California, offered pet-specific rooms in their new homes – pet owners lined up at the grand opening. Ever heard of William Shatner? When he remodeled his home in California he added [built-in dog crates](#) under the kitchen counter.

**But here’s the part you REALLY want to pay attention to:**

**1/3 of Realtors who were surveyed said that their pet-owning clients had refused to make an offer on a home because it did not work for their animal.**

So how do you, as a home seller, use this to your advantage?

When you are listing your house, make note of things that buyers with dogs may be interested in. Take pictures of important ones and list them in the housing description. Also, ask the realtor showing the house if the prospective buyers have dogs, so you can prepare a “tipsheet” with any of the following information that is not on the listing:

**Fenced in backyard that is dog-proof.** If you have a 6-foot solid cedar fence with locking gates, for example, be sure to tell potential buyers and use words like “fenced-in backyard, perfect for kids and dogs” in your listing.

**Large laundry room.** Laundry rooms are helpful to dog owners. They can wipe off their feet after they have gone outside, and it gives them room to get the dog leashed up to go out.

**Tub.** Why? For baths of course! Even an all-adult home will probably want a tub if they have a dog.

**No carpet.** Most dog-owners are looking for no-carpet because it’s easier to clean up hair and accidents.

**Dog door.** Already have a dog-door installed? Let it be known to potential dog-owning buyers!

**Space for crates, dog beds, etc.** Does your house feature open-floor plans with spaces for crates and dog beds? You may not want to put this in the listing, but it’s a good thing to

mention as they walk through your home. Or maybe even stage a crate in the room if you know the people looking are dog-owners.

**Neighborhood Amenities.** Is there a park, or even better a dog park, within walking distance or a short drive? What about a dog training facility or doggy day care? Does an award-winning vet have a practice nearby? Does your neighborhood have nice sidewalks for walking? These are things dog owners care about.

Also:

**61% of buyers in the NAR survey said they found it difficult to find a home where the HOA's accommodated their animals.**

So if you have no HOAs, be sure to put that in your listing. If you know your county is particularly lenient on dog restrictions, that's a good thing to list to for out-of-town buyers, or at least to have handy should they ask.

If your property does have HOAs, read up on the rules so you can answer questions and if they are dog-friendly, be sure to advertise that.

With approximately 44% of households in the U.S. owning dogs (and 35% with cats, by the way), it's definitely worth your time to consider this population's wants and needs when getting your house ready to list. It's just another way to help your house stand out from others and get that sold sign out front faster.

Springingly yours,

Janet

If you're looking to buy or sell, I'm here to help.

I'm Passionate about Real Estate and eager to answer all of your vital real estate questions! Text or Call **360-880-2356** or [email me directly](#) to ask about Buying, Selling or Investing today.

**Janet Simons | Managing Broker | ABR, ASR, E-PRO, GRI, CNE | Mountain Valley Real Estate**

Written by Janet Simons. To check out her blog by clicking the button below.

Photo Credit: Kaia Van Boheemen

[Janet's Blog](#)



## *Maria Andrews: Our Newest Broker*

After visiting her mother's home in Randle for nearly a decade, Maria knew this was the place she wanted to raise her children. She moved to the area from Bellevue in 2007 after falling in love with the community. Previously, Maria worked in the corporate tax department of a well-known telecommunications company and later supported executives in the timeshare industry. Her ability to research, keep processes running in an organized manner, leverage a variety of resources, and communicate efficiently are some of the strengths she offers her clients.

Maria and her three children can't imagine living anywhere but in Lewis County. They spend most of their free time volunteering and enjoying the many outdoor activities found in the area. She says, "My family is fascinated by learning. Science is our favorite subject. This area provides more to study than we could fit into a lifetime."

Whether you are looking for a permanent home or an investment, Maria's enthusiasm for Lewis

## 10 Spring Cleaning Items to Focus On When You're Ready to Sell Your Home



It is just about that time of year when many people are getting ready to put their home on the market. Perhaps they are ready to downsize or they would like to purchase a second home. Whatever the reason, here are some items to focus on cleaning to spruce up your house and make it ready to sell.

1. Cabinets and Walls
2. Windows
3. Wood Floors/ Carpets
4. Grout Lines
5. Dusting Up High
6. Batteries in Smoke Detectors
7. Door Mats/ Curb Appeal
8. Clutter
9. Depersonalize
10. Air Vents

## 1st Quarter Statistics

1st Quarter Statistics  
January, February, & March :Sold, Pending, & Actives

### **Sold** (Closed)

Commercial	0
Multi-Family	0
Single Family	24
Vacant Land	11

### **Pending**

Commercial	0
Single Family	15
Vacant Land	4

### **Active**

	<u># of Active</u>	<u>Days on Market</u>
Commercial	3	229
Farm & Ranch	1	814
Multi-Family	1	220
Single Family	52	305
Vacant Land	75	559

Statistics from NWMLS



# Upcoming Events

Courtesy of White Pass Scenic Byway &  
Winter Visitor Guide

## Events Calendar

### Packwood Mountain Festival

May 5-7 in Packwood

This annual event is a celebration of mountain culture, heritage, crafts, and customs, including Native American heritage. Packwood and surrounding history will be featured. This even is presented by the White Pass Country Historical Society & Museum. For information call 360-494-4007

### The Little Princess

May 5 & 12 at 7 p.m.  
May 6 & 13 at 2 p.m.  
Morton Roxy Theater

The fanciful and sometimes heart-breaking story of the imaginative Sara Crewe is told in captivating musical style.

### Cork 'N Caps

May 20th at Lake Mayfield Marina & Resort

Join the Eastern Lewis County Hospital Foundation's spring wine and beer meal pairing event at Lake Mayfield Marina & Resort. The Eastern Lewis County Hospital Foundation is a volunteer based organization that functions with the sole purpose of supporting Morton General Hospital and it's employees.

Packwood Flea Market

May 26-29 in Packwood

This bi-annual event turns the town of Packwood into a huge flea market, one of the largest in the Western US. Hundreds of vendors sell antiques, novelties, clothing, and all kinds of household and d



Mountain Valley Real Estate  
[www.mountainvalleyre.com](http://www.mountainvalleyre.com)  
P.O. Box 952 / 13068 US Hwy 12  
Packwood, WA 98361  
Office: 360-494-2323 Fax: 360-494-2324

Maree - [maree@mountainvalleyre.com](mailto:maree@mountainvalleyre.com)  
Sally - [sally@mountainvalleyre.com](mailto:sally@mountainvalleyre.com)

CONTACT US

Briston - briston@mountainvalleyre.com  
Janet - ibjanetsimons@gmail.com  
Amber - amber@mountainvalleyre.com  
Joan - ldybroker@hotmail.com  
Jolene - jobradley@peoplepc.com  
Cindy - cindy@mountainvalleyre.com  
Martha - mrgeorges@gmail.com  
Maria - maria@mountainvalleyre.com

