



"Your Home Sold for at Least 100% of Asking Price or I'll Pay You the Difference!"

Learn more about this exclusive guarantee at Weisbath.com/guarantee

DORON WEISBARTH

Designated Broker/Owner

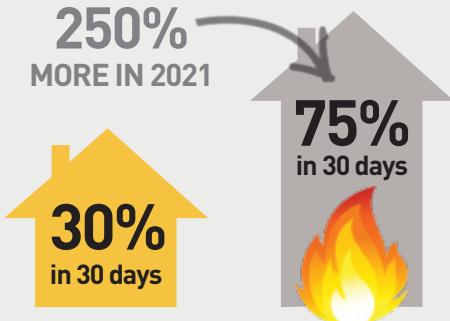


More Than Just Real Estate News

Pending Home Sales 250% Above Normal

The already hot Seattle real estate market is heating up far beyond normal levels, and April is just arriving.

In a normal year, about 30% of homes go 'pending' within 30 days of when they first get listed on the market. 'Pending' means an offer was given and accepted, but the deal is not yet close. Right now, 75.6% of newly listed homes in the Seattle area are going pending within 30 days. That's 250% more than in a normal year.



(continued inside left)

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HOMEWARD BOUND

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Trivia Time: Which Grade Level Expels More Kids Than Any Other?

If you've ever had kids, you know that one of the most exciting days is the first day of kindergarten.

For some kids, who come from homes struggling with homelessness, mental health, or drug addiction, simply making it to that first day of school is a big achievement. The problem is, many kids in situations like these aren't ready for kindergarten.

Making it even harder to be ready for that first day, pre-schools expel three times as many kids as K-12 schools do. Why? Because they simply aren't equipped to handle overly aggressive or emotionally unstable kids. It puts

(continued inside right)



Photo by Scott Webb on Unsplash

Spring Outdoor Maintenance – It's Time to Get Out There and Protect Your Investment

Maintaining your home isn't just something you do right before you try to sell it. By keeping your home in good shape year after year, you will reduce stress from last minute projects and repairs you'll have to do when the time comes to sell.

And spring is a great time to get outside and see how winter has treated your home. Here are eight outdoor home maintenance tips to get started on. You can probably do most of them in a weekend or two.

(continued inside right)

The 2021 WeisbARTH Team

We're looking for a few good people to join our team. Know any top candidates? Call me at 206-779-9808.



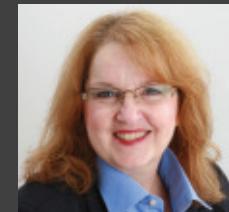
Doron WeisbARTH



Michelle Shafagh



Chris MassetH



Debbie Sipes



Blake Cisneros



Dominic Wood



Steve Thompson



Laura Villar

Spring Outdoor Maintenance – It's Time to Get Out There and Protect Your Investment

(continued from front)

1. Check Your Foundation and Walls

Look around your foundation as well as the walls and siding for cracks or other damage. If you find any, repair it and re-seal it as needed to keep moisture and pests from getting into the structure.

2. Check the Roof

Some parts of your roof may be hard to see. It may be worth having a professional climb on your roof to make sure that it's in good shape, clean off debris and moss and ensure that the vents are clear.

3. Clean Gutters and Downspouts

If you have leaves or pine needles falling on your house, you should be cleaning the gutters a few times throughout the winter to prevent big problems. But spring is a good time to make sure everything is clear and working properly.

If you find any holes or leaky sections, repair them. And make sure it drains correctly. Sometimes gutters get tilted the wrong way and water builds up on the wrong end.

4. Check Doors and Windows

Gaps in your doors and windows develop over time and let in moisture and cold air in winter. Go around and examine each one, and re-seal any openings you find.

5. Trim, Mow, Clear Debris from Yard

It's no fun to do this kind of work in the heat of the summer. Now is the best time to go clip the bushes and trees



Photo by Yoksel Zok on Unsplash

that are primed to run wild after all the winter rain. Do that first mowing, and clear away debris that has accumulated over the winter.

6. Plant Some Flowers!

If you want a nice-looking yard this summer, now is the time to make it happen. You could do something simple like planting flowers to create a new garden. Or plant some other small bushes or shrubs to beautify the exterior of your home.

Curb appeal is a huge factor in how many offers a home receives when it's up for sale. You can't create curb appeal in just a couple months. It's something you develop over time. Get outside in the fresh air and make some progress this spring.

My team and I have a lot of experience in what makes the right kind of difference, what will pay off and what will be a money loser. If you want some free advice, with no obligation, please feel free to reach out and we'll be happy to help. Call me at 206-779-9808.

Trivia Time: Which Grade Level Expels More Kids Than Any Other?

(continued from front)

the other kids at risk, and teachers are in a tough spot trying to serve the needs of all their students.

Childhaven isn't a pre-school, and they developed a no-expulsion policy because their goal is to get all the kids in their program ready for kindergarten.

What does it mean to be "ready"? It's more than just knowing your letters and colors and getting along with other kids – though that is a big part of it. Being ready also means that the child feels like they belong there. Not as an outsider. Not like this is a different world they just stepped into that they have no idea how to navigate.

I support Childhaven and donate proceeds from every home we sell, in part because they don't expel any kids. In fact, they fight for every kid – with love, kindness, compassion and endless patience – and they have an amazing rate of success. Their program addresses the emotional and mental health needs that lie behind childhood aggression and instability. They blend normal curriculum content with home visits, emotional support, and mental health work.

These critical early years play an outsize role in the healthy social and emotional development for kids. And Childhaven has a track record of kids who come to them in great need, but who leave fully ready to succeed in kindergarten and beyond.

Since 1909, Childhaven has been a safe and caring place for babies, toddlers, and preschoolers in King County. Today, our early learning, early intervention, and counseling programs support positive outcomes for all children and families in the communities we serve.

We build upon the inherent and unique strengths of families to help them overcome adversity and thrive.



Science-based. Heart-centered.
Learn more at childhaven.org

Pending Home Sales 250% Above Normal

(continued from front)

For anyone looking to sell a home, that means you have a 3 in 4 chance of accepting an offer within a month. Now keep in mind that these statistics cover all homes, of any types, anywhere in the city, no matter how good, bad, or ugly. The good homes are actually flying off the shelf almost as fast as they are listed.

The percentage is even higher for certain home values. For homes worth from \$500k to \$750k, 78.5% are pending within 30 days. For homes worth from \$750k to \$1 million, it is 85.5%.

We are continuing to see an extreme shortage of houses on the market compared to the number of buyers who are looking. Combined with super low interest rates, which as of this writing stand on either side of 3%, this buying frenzy is pushing sales prices upward.

Median sale prices are currently coming in 14.5% higher compared to this same time last year.

In fact, Seattle currently ranks #5 in the nation for growth in home sales and sales prices. Home sales are

up 8.90% from last year, and sales prices are up 9.70%.

The real estate market quieted around this time last year because of Covid. Then it rebounded with a surge. That surge has yet to let up, and is actually increasing even more. For anyone looking to sell, now is the time to act.

Do you know anyone who is looking to sell? We'd love to meet them! Please tell them about our unmatched seller guarantee. If we don't sell their home for at least 100% of the asking price, I will pay them the difference!

Here's how to send us referrals:

- 1) Email me at referral@weisborth.com with your friend's contact info
- 2) Call me directly, or pass my number on to them – 206-779-9808
- 3) Go to our website at Weisborth.com/referrals

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- > Spring Outdoor Maintenance – It's Time to Get Out There and Protect Your Investment
- > Your Referrals Help Kids In Need

AS SEEN AND
HEARD ON:



If your home is already listed, this is not intended as a solicitation

WEISBARTH
& ASSOCIATES
YOUR HOME SOLD, GUARANTEED!

6826-B Greenwood Ave N
Seattle, WA 98103

Your Referrals Help Kids in Need

With COVID-19 still dominating life in our area and beyond, kids who normally find safety, love, and guidance at Childhaven are stuck at home, like many of us.

But through all this, the Childhaven staff continues to care for them, delivering counseling, developmental therapy, wraparound supports, home learning, meals, family meetings, and much more.

Every referral you send our way helps the kids at Childhaven, because we donate a substantial portion of our income from every home sale to this amazing organization. To date, home sales and referrals from people like you have led directly to over \$160,000 being donated to help vulnerable and traumatized kids have a chance at a better life.

If you know anyone considering buying or selling, you have three options:

1. Send me an email to referral@weisbarth.com with the contact info of the person you know who is considering a move.
2. Call me direct or pass on my number – 206.779.9808
3. Go to our website at Weisbarth.com/referrals

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Weisbarth.com

Like and follow us on:



Our donations to date for Childhaven!

A portion of every sale from Weisbarth & Associates is given to Childhaven and in the past 4 years we have donated over **\$195,000** to Childhaven.

