



More Than Just Real Estate News

HOMeward BOUND

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What Buyers Want to See When They Visit Your Home

Once you put your home on the market, it's not what you want, it's what the buyers want! If you want to sell, and sell fast, and sell for top dollar, then you have to see your home through the fresh eyes of a buyer who'd never been to your home. Here is a list of points to consider, that will help you your home appeal to a wide variety of potential buyers.

1. Neutral Paint Colors

Gray or white may be 'boring,' but they sell. One survey of real estate agents found that 98% of agents said gray or white are preferable to bold colors when selling a home. Why?

Because buyers like to see homes that feel new and are "move-in ready", sort of

(continued inside left)

Breaking the Cycle of Abuse!

You probably know that bad habits, harmful behaviors, and substance abuse tend to repeat with each generation within family lines. It's a tragic pattern we see over and over again.

One reason I support Childhaven is because they are determined to break that cycle. But it is not easy.

As one example, a boy named Joshua was born to a mother who grew up surrounded by drugs and alcohol. As an adult, she fell into the same patterns of substance abuse, and it was so bad that she used meth and cocaine even while pregnant with Joshua.

(continued inside right)



PHOTO BY PETER IDOWU ON UNSPLASH

Why Low Interest Rates Are Even More Beneficial Than You Thought

As of this writing, the 30-year fixed mortgage interest rate is below 3%. The 15-year fixed rate is an astonishing 2.39%.

For buyers this means that they can now qualify for a higher loan amount, while keeping their monthly payment the same. And since they are able to afford a larger loan amount, buyers had been bidding home prices up aggressively.

For existing homeowners, this is a great time to refinance your current mortgage. In fact, I just completed a second refinance in less

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The 2021 Weisbarth Team



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

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

What Buyers Want to See When They Visit Your Home

like a blank canvas. Those pink walls you painted for your daughter when she was 3 just aren't going to work for most buyers.

2. Stainless Steel in the Kitchen

Buyers love updated kitchens. That could mean new appliances, where stainless steel is practically a must. It could also mean other design upgrades such as an island, new counters, or new cabinets. A quick, easy and cheap upgrade is to just change the cabinet knobs and other hardware – you would be amazed at what a difference it makes on the look and feel of a kitchen!

3. Modern-Looking Bathrooms

New bathrooms look clean, bright and healthy. Those are major selling points. Buyers today prefer walk-in showers to shower-tub combos, though make sure at least one bathroom has a tub.

Also, you can brighten up and neutralize the room by painting your wood cabinets. Again, use white or gray. For walk-in showers, curbless ones are growing in popularity. And, as with kitchen, see if you can give and update feel by just changing the knobs and other hardware.

4. Offer Low Energy Costs

There are a ton of options here, too many to list in brief. Everything from replacing windows, to planting trees on the west or south side, to adding insulation in the attic or in the crawl space, can draw big appeal from buyers. They like the idea of spending less on energy.

Spend some time looking into ways to increase the energy efficiency of your home.

5. New Roof

If your roof is old, and visibly showing its age, putting on a new roof is a great investment, and you are likely to recover most of your costs in the sale. Buyers like the idea of moving into a place where they won't have to deal with the roof for a while.

6. Fix Up the Yard

Pull the weeds. Plant some new plants or flowers. Add fresh bark dust or mulch or whatever you're using. Trim the trees. Clear the cobwebs. Wash the driveway. Oh, and paint the front door. This is an often overlooked one. There's something about a new-looking door that adds to the excitement of viewing a home.

If you are considering any specific projects and need a second opinion before you get too deep into the costs and effort, please feel free to give us a call. This is particularly true if you're planning to sell your home. Some projects will pay you back and some will be a clear loss, so plan wisely.

Breaking the Cycle of Abuse!

(continued from front)

He was born underweight and with a sensory integration disorder. That means he was easily overwhelmed by information related to his senses, and had a very hard time focusing. Because his mother was unable to care for him due to her addictions, Joshua was given directly to his grandmother after being born.

The Childhaven staff immediately noted his overactive behaviors. He had to keep moving all the time, and he hummed and vibrated himself constantly.

What do they do with a child like this in order to give him a chance to break the cycle of substance abuse that has left him with these great challenges?

The staff began each day by putting him alone in a room and encouraging him to run, yell, jump, and just do what

he needed to do. It was great fun for him. But it also helped him focus a bit more the rest of the day. Next, they found a textured chair with nubs that he loved to sit in.

Over time, his attention span started to lengthen, and he was able to make friends. His grandmother enrolled him in swimming, and then T-ball, and eventually soccer, where he could run to his heart's content.

Despite Joshua's very hard start to life, he is now able to make friends, play, and be happy. Now – he has a chance at a better life. And perhaps, at least in his family, the cycle of drug abuse will be broken.

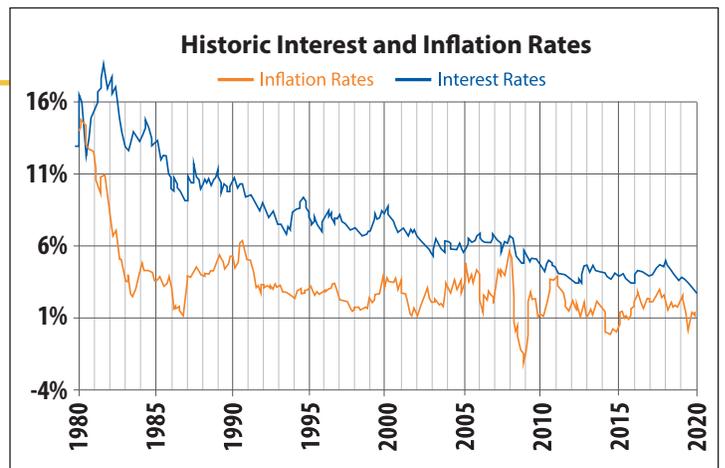
Why Low Interest Rates Are Even More Beneficial Than You Thought

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than 8 months. Lowering your monthly payment and reducing the total amount of interest that you'll pay over the life of the loan is great. But before you make the final decision, make sure to balance these benefits against the costs associated with getting the new loan, especially if you do not plan to stay in your current home for too many years.

The other advantage that these unprecedented low interest rates offer is an opportunity to hedge your bet against inflation. You see, with all the money that the US government had to pump into the economy recently, higher inflation is likely to be a significant risk over the coming many years. Assuming that your wages will increase to adjust for the growing cost of living, while your monthly mortgage payment will remain constant, that means that your housing expenses will become a smaller and smaller portion of your income every month. And since for most people the mortgage payment is their largest single expense every month, this is great news indeed! What's more, if the rate of inflation is equal to, or great than your interest rate, that means that the cost of the money that you had borrowed is going to be at or less than inflation - that's better than getting free money!

Of course, for those considering selling a property in the next few months, our current market conditions could hardly be more ideal. As noted above, demand is not just high, it comes from people who had been approved for



higher loan amounts. And supply is still definitely low. And since these two market forces don't seem like they will change any time soon, we're likely to see a continued seller's market for the foreseeable future.

So if you know someone who wants to take advantage of these great interest rates by buying a home and/or selling their home, please refer them our way! My team and I are happy to offer a no-obligation consultation. And our buyer guarantee and **seller guarantee** ensure your and your referrals' happiness and satisfaction. And, as always, your business and referrals help the kids at Childhaven!

Here's how to send us referrals:

- 1) Email me at referral@weisbarth.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 [Weisbarth.com/referrals](https://www.weisbarth.com/referrals)

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

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DORON WEISBARTH
Designated Broker/Owner



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AS SEEN AND HEARD ON:



WEISBARTH

& ASSOCIATES

YOUR HOME SOLD, GUARANTEED!

6826-B Greenwood Ave N
Seattle, WA 98103

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

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](https://www.weisbarth.com/referrals)

DORON WEISBARTH

Designated Broker/ Owner

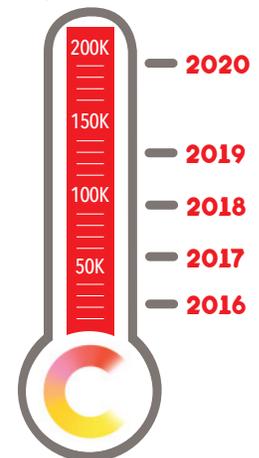
206.779.9808
Doron@weisbarth.com
[Weisbarth.com](https://www.Weisbarth.com)

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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.



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