



*More Than Just Real Estate News*

# HOMeward BOUND

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## Two decades after Childhaven, a young man bounds to success

Most kids who grew up like Norris Frederick find themselves behind bars, not leaping over them.

From a family wracked by child abuse, alcoholism, domestic violence and even murder, Norris persevered to become a world class track and field star and motivational speaker. Fueled by the love he found at Childhaven as a preschooler — a connection that endures today — he overcame more hurdles before he turned 25 than most people face in a lifetime.

Norris remembers being combative and disrespectful at Childhaven, “but they treated me to my potential instead of treating me just in the moment,” he says. “I’d never been any place where people cared so much about what I could be, what I was destined to be.”

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[Weisbarth.com](http://Weisbarth.com)

## Happy Back to School Season for All

If you are a parent to school-aged kids, you probably participated in that age-old, annual ritual called “Back-To-School”. Incidentally, that event marks the end of yet another annual ritual called “Parents-Breathlessly-Counting-Down-The-Days-Until-The-Kids-Go-Back-To-School”.



Jokes aside, my kids had an amazing summer, filled with camps, trips, activities and experiences that help them discover their true potential. Juju and I find that these summer activities help our kids to grow and develop into the happy, loving and caring people that they are and, more importantly, into the kind of leaders that our world needs.

(continued inside)

## Real Estate Lessons and Observations from this Summer

Real estate activity in summertime has always been a hard one to predict. The general convention is that the beginning of the summer will have good market activity that taper down starting around late July and then pick up again in mid-September. In addition to the ‘usual’ factors, such as inventory level, interest rates, etc., there are unique factors that are in play as well – the weather, people’s activity level are with family and vacations, etc.

Sometimes August can be the best month of the year, so go figure.

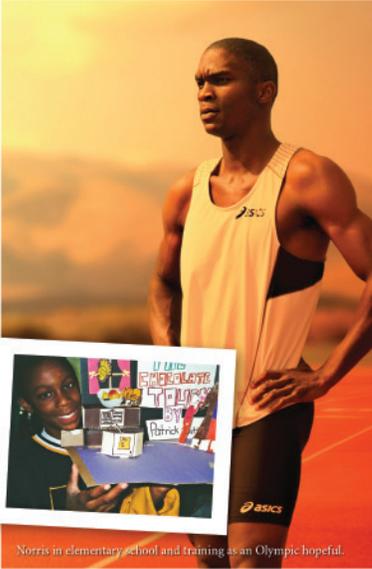
Looking at the Seattle and King county data for this year’s summer months, which is indicative of pretty much most areas,

(continued inside)



# Norris Frederick

(continued from front)



One of the most decorated athletes in University of Washington history and a five-time All-American (four times in the long jump and once in the high jump), Norris is now training for the 2016 Olympics. He will share his remarkable story with guests at Childhaven's Celebration luncheon on Thursday, March 7.

Alicia Roper was one of Norris' teachers when the little boy came to Childhaven in 1989. She remembers the fear, anger and confusion that came

from living in disruptive household.

"He was a contradiction, swearing a blue streak and acting out on the playground one second, charming and gregarious the next," Alicia recalls.

When both Norris and Alicia left Childhaven, she remained close to the family. Today, Norris calls her his godmother.

"She was the first person not of my race who I learned to trust," Norris says.

Racial discrimination, gang tensions and school disruptions marked much of Norris' life outside the home in the following years. But the trust he learned at Childhaven laid the foundation for other important relationships with caring adults who helped him believe in himself and rise above hardship and tragedy.

"Childhaven was a safe place for me," he recalls. "I want people who hear my story to know that kids who grew up like me can change and rise above difficult upbringings."



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.

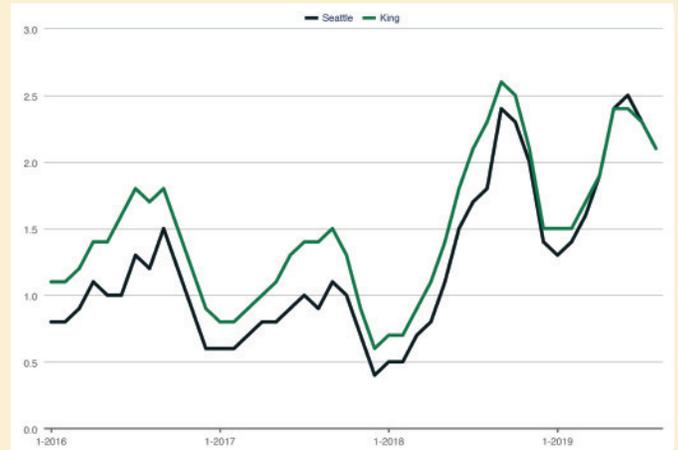
**Science-based. Heart-centered.**  
Learn more at [childhaven.org](http://childhaven.org)

**Please give today to support children like Norris at Childhaven.**

# Real Estate Lessons and Observations from this Summer

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## MONTHS SUPPLY OF HOME FOR SALE



I'm seeing some mixed messages. On the one hand, inventory levels have declined, putting us deeper into "seller's market" territory, while "time on market" has increased and prices are a down a bit. For my team and I, August was a very busy month, primarily with buyers. If our experience is any indication, then the two truths that I'd been reporting for a while now, still stand: (1) buyers are willing to step up quickly and decisively, but only if the home is a good home that is priced correctly; and (2) many sellers are still not listening to the market, wishfully trying to relive the 'good old days' of 2017 when almost any home would sell fast and with multiple offers regardless of its quality, location, price, etc., even though those days are now long gone. Sellers who ignore the market do this at their own peril and will likely experience longer times on market and a final sales price that will be less than their home's full potential. This is an avoidable problem.

So if you or someone you know needs expert advice on buying and/or selling a home, let's set up a time to talk. There's never an obligation of any sort, so no worries there. Just email or call me at 206-779-9808, my direct line, and let me see what I can do to help. Have a great Fall!

## AVERAGE DAYS ON MARKET



# Happy Back to School Season for All

(continued from front)

I sometimes reflect on what many of us considers 'normal': healthy food, clean water, safe environment, warm shelter, loving and supporting family and friend, etc. We may take these for granted, but sadly, they are not the default experiences of many kids and families. Their 'normal' is much different and far from what any of us would wish for another person or family out there. The life-trajectory that a kid who experiences the healthy, wholesome kind of 'normal' is likely to be much different than that of someone whose reality includes repeated abuse and neglect. That is exactly why Juju and I made the commitment to support the kids at Childhaven. We believe that by creating a healthy foundation for kids at risk, we can help alter their life-trajectories so that they too can become the happy, loving and caring leaders of tomorrow.

## Did you know that YOUR business and referrals help support the kids at Childhaven?

As you may remember, my team and I are on a mission to raise at least \$25,000 every year for the kids at Childhaven, by donating a substantial portion of our income from every home sale to help those kids in need. Childhaven does such an amazing job and offers such amazing programs and services to kids and families. So your business and referrals really do go to support the kids of Childhaven.

# Your referrals help kids in need!

You and your referrals mean more than ever to my team and I. As we move forward this fall, please know we are extremely thankful for you and your being a special part of our business. It's easy to refer those you know considering buying or selling a home. Here are the options:

- 1 Send me an email to [referral@weisbarth.com](mailto: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](http://Weisbarth.com/referrals)



And on October 12th Childhaven will celebrate another annual tradition – their gala fundraiser! It is supported by many of the business organizations in town, including the Seahawks. Juju and I had been "Table Captains" for several years now, which means that we sponsor a table of ten people at the gala. Beyond the glitz and the glamor, it's a great opportunity to celebrate and support this amazing organization and the work that they do. If you'd like to join me on that magical evening, please call me right away at 206-779-9808.

And if you know someone who is considering buying or selling a home, please refer them to my real estate sales team. Not only will they benefit from our award-winning service, but a very worthy cause will benefit as well. Simply call me direct at 206-779-9808 or forward my number on.



## WHAT'S YOUR HOME REALLY WORTH?

Did you know that automated, online "guesstimates" can be off by 20%?

To get a customized, accurate valuation of your home, call Doron today at 206-779-9808.

### DORON WEISBARTH

Designated Broker/ Owner

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**Also In This Issue:**

- > Happy Back to School Season for All
- > Real Estate Lessons and Observations from this Summer
- > Childhaven: Norris Frederick's Story
- > About Childhaven
- > How Your Referrals Help Kids in Our Community

AS SEEN AND HEARD ON:



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

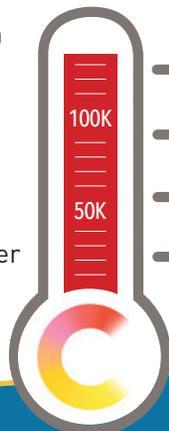
# Why I Support Childhaven

When my first-born turned one year old, my wife, Juju and I decide to throw him a birthday party. Our friends and family inquired about gift options for our little boy. "What does he miss or lack?" my wife and I thought. "Nothing" is all we could come up with. Truly and thankfully, our son's needs were met at the highest level – from the material to the emotional and spiritual. Instead, we decided to ask our friends and relatives to give to kids who were born into such opposite circumstances and who were so profoundly deprived, that their needs were urgent, real and deep. And I don't mean just material needs, although sometime basic nutrition was lacking, let alone proper clothes or toys. I mean fundamental human needs such as love, warmth and care. We wanted to try and make even the tiniest difference in the lives of these kids with the hopes that this difference will alter the course of their lives in a radically different and positive direction. Thus began our partnership with Childhaven that now spans over 14 years.

Sincerely,



Doron Weisbarth, Designated Broker/Owner  
 Weisbarth & Associates  
 206-779-9808



## Reaching our goals helps kids in need

Weisbarth & Associates is proud to announce that in the past 3 years we have donated over **\$132,000** to Childhaven, by giving a substantial portion of our income from every home sale to help those kids in need. Thanks to all of our clients for your trust, your business and your referrals. Together we are making a big difference in the lives of Childhaven kids.



Doron, Juju, Ori & Sophia at the Museum of Flight - Summer 2019