

# HOME OWNERSHIP HAS SOCIAL BENEFITS



**Jennifer Valerien**  
**2017 President**  
Spokane Association of REALTORS®



## OPINION

**I**magine finding a common denominator among improved educational performance, higher civic participation, lower crime rates, and improved health. If such a thing existed, would you want to be part of it?

Such a thing does exist – homeownership – and you can be part of it!

Education, civic engagement, crime, and health are the biggest social benefits linked to homeownership, according to a new research paper by NAR Chief Economist Lawrence Yun and research economist Nadia Evangelou, which appears in *The Journal of the Center for Real Estate Studies*.

Dr. Yun was in Spokane in September, and many of my Spokane REALTOR® colleagues and I enjoyed meeting with him. He was here for our Housing Summit that we hosted with Spokane Home Builders Association.

Some findings from the latest research cited in the paper include:

Health. Children of homeowners tend to be happier and healthier than children of non-owners, even after factoring in income and education levels. More recently, studies have found the wealth-building effect of homeownership and the sense of control it often brings in a stable housing market can positively affect homeowners' mental and physical health. On the other hand, some studies suggest that areas where housing distress is high tend to see greater rates of mental health and stress-related health diagnoses among residents.

Crime. Research has confirmed homeowners have a lower instance of

involvement in crime than non-owners. Also, neighborhoods with stable housing options—regardless of ownership structure—are more likely to have lower crime rates. Some studies have found, however, that foreclosure levels do influence burglary and violent crime rates.

Education. Researchers have found homeowners tend to accrue more wealth and save more money—such financial practices are associated with lower rates of homeowners' children dropping out of school.

Civic engagement. Homeownership and residential stability continues to be linked with an increased likelihood of electoral participation. Homeowners remain more likely to participate in local elections and civic groups than renters, the paper states.

"Owning a home embodies the promise of individual autonomy and is the aspiration of most American households," the researchers note. "Homeownership allows households to accumulate wealth and social status, and is the basis for a number of positive social, economic, family, and civic outcomes."

Homeownership is the American dream, and it's a dream that can come true for you. There is affordable inventory at all price levels here in Spokane. A Spokane REALTOR® can help you unlock the door to your new home, and all the benefits that come with it.

I wish you warmth and happiness wherever your Thanksgiving table is this year.



## A NICE AND EASY GUIDE TO HOME SELLING AND BUYING

**Marilyn Kennedy Melia**

CTW Features

**L**inda Levin has unusual advice on selecting a real estate agent: "Arrive late for your first meeting, or call to change the time."

Then, suggests Levin, an agent with Jameson Sotheby International Realty in Chicago, observe how the agent reacts.

Is he or she obviously miffed?

If so, then you might want to keep searching for an agent who can react more politely. Many people, Levin says, mistakenly think that an agent who is aggressive, or even rude, is a good negotiator. But what's really needed is an agent with high emotional IQ, who can smooth over the often-rankled emotions of buyers and seller.

"A seller might be insulted by an initial offer," she illustrates, "or a buyer gets angry if he can't get a showing at a convenient time." Then, a transaction that could benefit both is sabotaged by unbending anger.

Today's "limited supply of homes in many markets is sparking more antagonism, leading to the high rate of purchase contracts that don't go through to closing," observes Brian Etheridge, broker at Wilkinson ERA, Asheville, N.C.

"Sellers feel that they can get top dollar, while a buyer may feel think they're overpaying," he says.

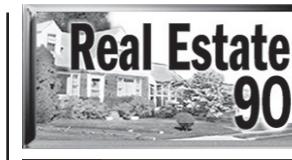
Yes, agents do need the ability to mediate anger, agrees Bennie Waller, Longwood University real estate professor. But other key skills are a good understanding of what is reasonable for the market and the ability to honestly communicate to a client.

"Sellers have to hear from their agent that what they want to list their home at is too high," Waller says.

Once they select an agent they believe knowledgeable, sellers and buyers should tamp down their emotions and listen to his or her advice, he adds.

Another way both buyers and sellers reduce the chance of alienating the other side to respond to emails and other communications within a reasonable time, Levin says. "Otherwise the other side thinks they're playing games."

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**095 HOMES FOR SALE, AREA WIDE**

### PANORAMIC VIEWS.

One owner home has over 5100 sq ft on 1.3 acre w/fantastic views. 5BR + office, 3 full BA, 2 half BA. Great room concept, 3 gas frplcs, Corian & granite tops, daylight bsmt w/2nd kitchen/wet bar. List of amenities is endless. 1,245 sq ft 4 car gar. \$599,900

Call Vic Piese, 217-7889.

**PLESE REALTY, LLC 489-2323**

Do you want Main Floor Living?

Close to Golf Course!

This House is an Entertainers Dream!

4+ BED / 3 BATH 4900 Sq. Ft. Beautiful Kit w/SS Appl., B'fast nook. Formal Dining, Living room, Family room, Rec Room w/Wet Bar + Laundry All On The Main Floor. Full Finished Basement, Covered Porch, Private Backyard, RV Parking, O'sized 2 Car Gar. \$329,000. Sandi Blake 509-993-7894

Kestell Co.

**098 HOMES FOR SALE, NORTHWEST**

### NEW LISTING

7703 N. FIVE MILE RD.

Once in a lifetime opportunity to own this Five Mile Estate. Italian themed, custom built, one owner home on 5 acres with incredible city view! No expense was spared on this Jon Saylor designed home! Imported tile and marble, hand blown glass and alabaster light fixtures, one of a kind curved glass wall, copper rain gutters, in floor radiant heat, tile roof, 400 bottle wine cellar are just the beginning! 3 bdrrms + den, 4 bths in main house PLUS bdrrm, bth, kitchenette in private Casita!

\$1.5 M. Phil Konynenbelt, 991-7445, 991-7445.

**PLESE REALTY, LLC 489-2323**

### NEW CONSTRUCTION

3845 W. OSAGE WAY

Bring your pickiest buyers to this DL Brown Construction spec home. Nestled into the trees, very private setting on 1.25 acre lot within the city limits. Great room rancher with 4 bdrrms plus den, 4 bths. Chef's kitchen w/huge island kit. Full bsmt finished w/2 bdrrms, bth, fm. rm. Monster size garage w/room for 5 cars - 1362 sq ft and sep staircase to bsmt. 10' and 12' ceilings on main floor, boxed beam ceilings, linear gas frplc, covered deck. Amazing finishes. \$689,000.

Phil Konynenbelt, 991-7445, 991-7445.

**PLESE REALTY, LLC 489-2323**

### NEW LISTING

8010 N VALERIE

Well Maintained and Updated 4 Level Home in Pacific Park with a View! Huge 17,282 square ft Lot. 4 Bdrrms, 3 Baths, Walk Out Bsmt, Formal Dining, Large Deck, Fresh Paint, Newer Carpets, Room for RParking, 3 Car Garage. Won't Last. \$332,900

Call Phil Konynenbelt, 991-7445

**PLESE REALTY, LLC 489-2323**

### NEW LISTING!

N. 16511 BIRDIE

9 Mile Falls 4 level contemporary home on approx. 2 acres. 4 beds/3 baths, dbl gar, +2 shops & a barn. Updated kit, 2 frplcs, A/C, heat pump, sprinks, greenhouse, composite deck, fenced bk yrd all for \$349,999.

Sue Jessup, 509-499-7656.

**PLESE REALTY, LLC 489-2323**

### FIVE MILE HEIGHTS

North on 5 Mile Rd. to Alberta TR on Kammi. City water and sewer. Large lots, Meadow Schools. We can help you build your dream home starting at \$350,000.

2006 W. St. Thomas More

3 BR, 2 BA \$429,900

Vic Piese, 217-7889

**PLESE REALTY, LLC 489-2323**

### OPEN HOUSE 12-3 PARK PLACE

5110 W. Bismarck 3BR 2BA 1,890 SF main Rancher \$416,500 Great area adjacent to Riverside State Park & close to everything!

Don Willard, 844-5081

**PLESE REALTY, LLC 489-2323**

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**103 HOMES FOR SALE, NORTHEAST**

### NEW LISTING WITH 5 ACRES

Have it all in 4 bdrm/3.5 bth Colbert home with outbuilding, barn and complete fencing. Metaculously Maintained w/granite kit, gas stove in cozy den, salt water hot tub and fire pit. 3,600 sq ft inc fin bsmt w/custom storage. \$429,900.

Steve Drennon, 509-570-8346

**PLESE REALTY, LLC 489-2323**

**106 HOMES FOR SALE, NORTH SPOKANE COUNTY**

Reflection Lake!

Move in Ready!

3Bed/2Bath Kitchen w/All Appl. New

Flooring Thru-out. Cath Ceilings,

Skylights, Fenced Private Yard, 0'sized

2 Car Gar. w/Opener \$154,900. Please

Call Sandi 509-993-7894 - Kestell Co.

**109 HOMES FOR SALE, SOUTHWEST**

### 4225 W. 29TH

Fantastic home w/acreage in the city. Main home has 4 bds/2 bth, heat pump/A.C. 2.27 acres.

Cottage home/ shop has

1 bd/1 bth & full kit. Propane

heat. Shop can be used as a gar

or currently as craft headquarters.

\$329,900.

Kelly Stewart, 993-4425

**PLESE REALTY, LLC 489-2323**

**113 HOMES FOR SALE, MEDICAL LAKE**

311 N. SHERMAN - Spacious 4 bd, 3 bd slft, laminate flrs, newer roof, ht pump, 2 car gar, \$205,000.

Brad 599-1917 CHENY REALTY, INC.

235-6191

**114 HOMES FOR SALE, LIBERTY LAKE**

Open 12-4 700 N Stimson Ln 5000+sqft Contemporary Craftsman. Amazing Finishes & Views! 5bd/4bth. \$799,000.

Colleen Samson

509-280-6577 John L Scott

**115 HOMES FOR SALE, SPOKANE VALLEY**

5705 N. HERMOSA CT.

New listing in Spokane Valley!

Beautiful 5BR, 4BA. Contemporary

4 level home with oversize double

garage in desirable neighborhood

on north slope valley. View of city

night lights. Gas fireplace &