

HOMEOWNERSHIP HAS SOCIAL BENEFITS



Jennifer Valerien
2017 President
Spokane Association of REALTORS®

OPINION

Imagine 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

Linda 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
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Close to Golf Course!
This House is an Entertainers Dream!
4+ BED / 3 BATH 4900 Sq. Ft. Beautiful Kit w/SS Appl., B'kfst 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 bd rms + den, 4 bths in main house PLUS bdrm, bth, kitchenette in private Casita! \$1.5 M. Phil Konyonenbelt, 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 bd rms plus den, 4 bths. Chef's kitchen w/huge island kit. Full bsmt finished w/2 bd rms, 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 Konyonenbelt, 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 Bd rms, 3 Baths, Walk Out Bsmt, Formal Dining, Large Deck, Fresh Paint, Newer Carpets, Room for RV Parking, 3 Car Garage. Won't Last, \$332,900
Call Phil Konyonenbelt, 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 frpls, 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, Mead 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 Plese, 217-7889
PLESE REALTY, LLC 489-2323

OPEN HOUSE 12-3
PARK PLACE
5110 W. Bismark 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

103 HOMES FOR SALE, NORTHEAST

Open House 2-4 1023 W. 15th
South hill turn of the century Craftsman. 4+bedroom 4 bath. 3+car Garage, gas heat, wood floors, fenced back yard. \$269,900
Hosted by Chuck Laughrey, G K Hansen Real Estate 747-3441

095 HOMES FOR SALE, AREA WIDE

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, O'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 bth Calif split, laminate flrs, newer roof, ht pump, 2 car gar, \$205,000. Brad 599-1917 CHENEY REALTY, INC. 235-6191

114 HOMES FOR SALE, LIBERTY LAKE

Open12-4 700 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 & furnace, A/C, sprinklers, 2 level deck patio. \$319,900. Kelly Stewart, 993-4425.
PLESE REALTY, LLC 489-2323

Open Sunday 12-3. 14607 E 10th Ave. 5Bed/3Bth, \$304,970. Pam Fredrick 924-4200 John L Scott

Open Sunday 1-3. 10723 E 39th Ave. 3Bed/3Bth, \$327,970. Pam Fredrick 924-4200 John L Scott

122 REAL ESTATE, OUT OF SPOKANE COUNTY

DAVENPORT - 41000 Spencer Ln 11.85 acres, \$185,000. Brad 599-1917
FRUITLAND - 5867 River Bend Wy, 20 acres, well & septic, \$60,000
Brad 599-1917
CHENEY REALTY, INC. 235-6191

136 MANUFACTURED HOMES

New & Used MFG Homes
Fleetwood, Karsten, Golden West
The Home Boys 15906 E Sprague
Open 7 days 509-481-9830
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148 FARMS FOR SALE

DAVENPORT - 23623 N. SR 28 Rd, 14 acre farm, 9 outbldgs, 2 barns, water rights, huge 3800 sq ft home with full bsmt, 4 bd, 3 bth, \$900,000. Bev 990-1809 CHENEY REALTY, INC. 235-6191

156 ACREAGE

NEW LISTING
FAIRFIELD WA
Beautiful 2.18 acres close to downtown at end of quiet street. Public water, sewer, 50x30 shop & three car garage. Foundation of previous existing 2,284 ft home remains. \$85,000. Steve Drennon 509-570-8346
PLESE REALTY, LLC, 201 W. FRANCIS AVE

FOUR LKS - 9713 S. Garfield Ln almost 1 acre lot, \$32,000. Brad 599-1917. CHENEY REALTY, INC. 235-6191

158 HOMES & ACREAGE

29806 W. BOSTON - Wonderful custom 3 bd, 2 bth, 2 car gar, huge shop, yr-round pond, 64+ treed acres, \$450,000. Bev 990-1809
EDWALL-29209 W. Tucker Prairie Rd, 2 small outbldgs, carport, 10+ nicely treed acres, \$99,900. Benji 990-9221
CHENEY REALTY, INC. 235-6191

095 HOMES FOR SALE, AREA WIDE

166 RECREATION PROPERTY, GENERAL

ST. JOE RIVERFRONT ACREAGE
12.5 ac. 1/2 mile frontage. Sealed bids by 11/30/17. Must close 2017. 208-748-2033
[PotlatchLandSales.com/Idaho](#)

168 LAKE PROPERTY, WASHINGTON

1ST TIME ON THE MARKET!!
LAKE ROOSEVELT HOME \$ SHOP!!
Insulated Concrete Block 2 Bed, 2 Bath HOME w/2 Car Garage PLUS a 30'x60' Shop (NOT a Pole Building) Deer Meadows w/ Great Views, Paved Roads, Economical Water District & NO FEES!!!!
ONLY \$275,000
CALL DAVE HOLMES @509-979-2002 -Kestell Co.

[www.21waterfront.com](#)
All available waterfront listings in North Idaho and Eastern Washington.
Bill Fanning 509.999.5444
Century 21 Beutler-Waterfront

WILLIAMS LK-41 W. Pommier Rd, Klink's Resort, park model MH, waterfront! \$99,900. Debbie 270-1179
CHENEY REALTY, INC. 235-6191

[LakeCountryUSA.com](#)
Deer/Loon Lks. Recognized Authority
Tamarack Realty NW 509-999-6354

170 LAKE PROPERTY, NORTH IDAHO

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All available waterfront listings in North Idaho and Eastern Washington.
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188 BUSINESS FOR SALE

Small Restaurant in CDA, owner retiring, low overhead, low rent, for more info & price call Dino 208-446-6040

194 OFFICE / BUILDING SPACE SALE / LEASE / RENT

515 W. FRANCIS
1675 sq ft \$1,500/mo
Beautiful brick building - lots of parking.
Call ROD V. PLESE, 489-2323
VIC PLESE, 217-7889
GARLAND DISTRICT
910 W. GARLAND
2300 sqft, 7 offices, \$1100 mo.
Vic Plese, 217-7889
PLESE REALTY, LLC, 201 W. FRANCIS AVE

196 COMMERCIAL PROPERTY FOR SALE

VALLEY OFFICE BUILDING
323 S. Pines Rd.
New Price, \$425,000
4,235 SF mol, 8 private offices
Reception Area, Kitchenette
Conference Room, Storage
Corner Lot, Easy Access to I-90

ARGER®
Real Estate, Inc.
Gene Arger 844-8814

197 COMMERCIAL PROPERTY FOR RENT

FOR LEASE
Spokane Valley Retail Showroom
13524 E. Sprague Ave.
3,200 Square Feet +/-
\$1500 per month NNN
Evergreen Corridor

ARGER®
Real Estate, Inc.
Easy I-90 Access
Gene Arger 844-8814

199 OTHER INVESTMENT PROPERTY

ST. JOHN -205 W Front, 2 bd, 2 bth MFH w/garage + 2 bd duplex, FP, \$130,000! Brad 599-1917 CHENEY REALTY, INC. 235-6191

208 DUPLEXES FOR RENT

SPOKANE VALLEY
3008 N Willow. Clean 3Bd, 1½ Ba W/D hk-up, gar, fpls, porch. No pets. No smk. Crd/chk/ Refs req. \$850/mo. (509)220-2752

095 HOMES FOR SALE, AREA WIDE

[www.CBTomlinson.com](#)

North 467-7400
South 535-7400
Valley 921-7400
West Plains 235-7400

See all our **NEWEST** listings, all *Spokane homes for sale* and map *Open Houses* on our website!

OPEN HOUSES
NORTH OPEN HOUSES
\$270,000 17921 N Colfax St #201725707
2-4 Lovely Home, Open and Bright. Lrg mstr w/ full bth & walk-in, lrg deck, fncd BY, Great lower level.

SOUTH OPEN HOUSES
\$569,000 1229 S Lacey St #201727272
12-3 Lux Vinyl Plnk Flrs w/ att. cork bk for sound deadening, Custom Cabs Quartz ctrtrops Kathy 710-3171

OPEN NEW CONSTRUCTION
NORTH OPEN NEW CONSTRUCTION
\$199,900 7125 N Crestline #201716245
1-3 Craftsman cottage granite counter, tile floors, wood wrapped windows, all appliances incl. Barb 714-5071
\$275,900 813 E Paske Rd #201726416
1:30-4 New const. Lodi model w/ 1593 sq ft 3 bdrm 2 bath 2 car gr. In a cul-de-sac. Jim Luster 939-7535

\$425,000 9107 N Rosebury #201710069
12-4 Come see this beautiful model home plan and other plans that Greenstone can build for you Heidi 998-7287

SOUTH OPEN NEW CONSTRUCTION
\$464,900 2506 S Grapetree #201715348
12-3 Lexington Homes spec in Grapetree. Great room w/ cathedral ceilings, hrwdw flrs Bth 475-4302

VALLEY OPEN NEW CONSTRUCTION
\$354,900 9010 E Courtview Ln #201625677
1-4 Gated Rock Ridge town home in Northwest 5bd 3ba maint free living mn flr mstr Chris Canning 842-2290
\$489,900 5006 N Hazelwood Terrace Ln #201712415
12-3 Paras Daylight Walkout Rancher 5br/3bth hdwd flrs, ss app, Indscpd, 4 car grg Fred 879-0506

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