



avenue·stone
REAL ESTATE

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KELLERWILLIAMS
Luxury
INTERNATIONAL

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CONSTRUCTION

Want to make your dream home?
My family has you covered

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KELLERWILLIAMS
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799 S. Stevens Street
Spokane, WA 99204
Each office is independently
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PRESORTED
STANDARD
US POSTAGE
PAID
REAL MARKETING

SUCCESSFULLY SOLD

BY TANYA STARKEL - REPRESENTED SELLERS

3621 S BERNARD STREET

5 BEDS | 3.5 BATHS | 4,344 EST. SQ. FT.

SOLD FOR \$890,000

LEONARDO AND ANGELICA,

If you would like your home featured and
strategically sold please call me today.

TANYA STARKEL | 509.475.9075



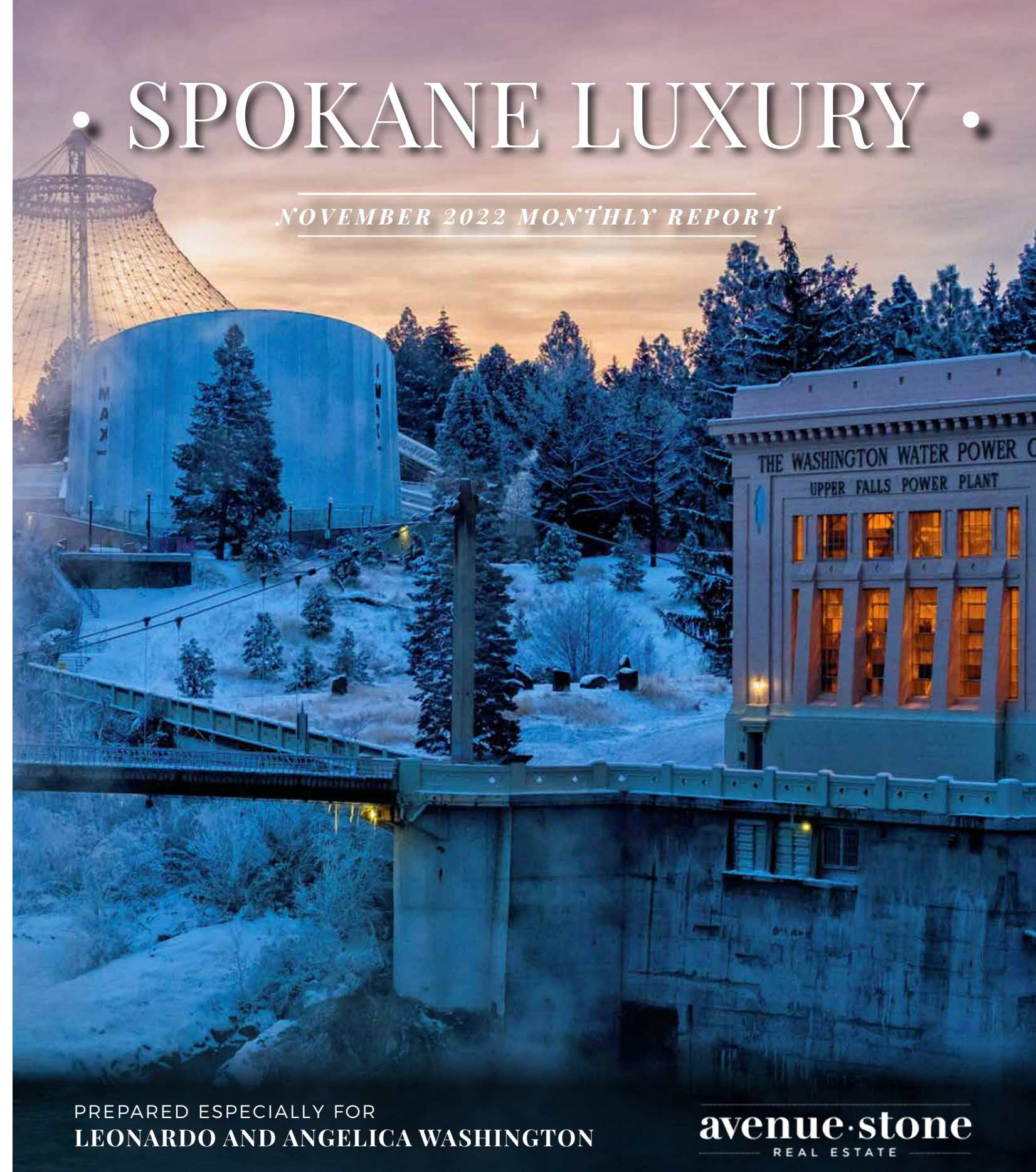
THE BEST REALTOR EXPERIENCE
YOU COULD IMAGINE!



*"This is our second home sale with Tanya as our
guide. Both experiences were remarkably smooth
and carried out with complete professionalism.*

*Questions are answered quickly. Concerns are
handled professionally and with calm measured
guidance. You are in control of the process, but as
stated above, Tanya is your guide. She will always
give you good advice. Whether it's what you want
to hear, or what you don't want to hear, it's always
good council. I could go on, but really what you
need to know is...Hire Tanya and her team for your
next real estate deal."*

ROBYN F. - HOME SELLERS



• SPOKANE LUXURY •

NOVEMBER 2022 MONTHLY REPORT

PREPARED ESPECIALLY FOR
LEONARDO AND ANGELICA WASHINGTON

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REAL ESTATE

PRESENTED BY TANYA STARKEL
YOUR REAL ESTATE EXPERT AND LUXURY SPECIALIST



TANYA STARKEL

Realtor® · Luxury Specialist

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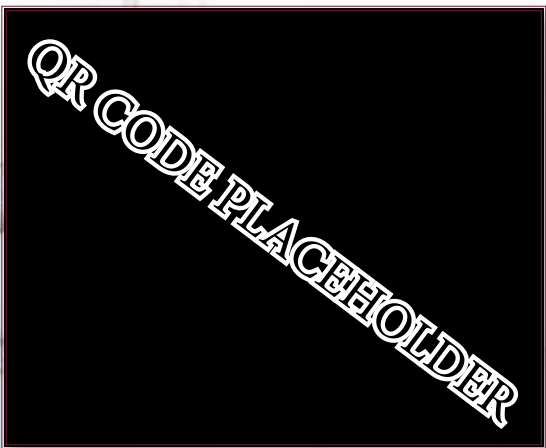
• SPOKANE LUXURY •

13-MONTH LUXURY MARKET TREND

If you're thinking of selling your home this season, let's assess your home's value and explore what options will maximize your success. Call today!

6 REASONS TO SELL DURING THE Holiday Season

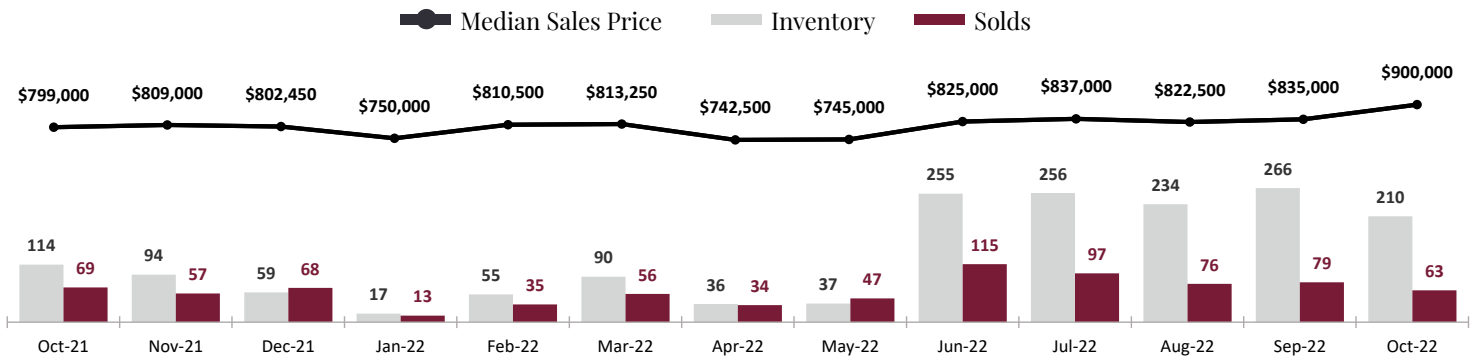
- 1 LESS COMPETITION**
Fewer homes on the market
- 2 STRONG BUYER DEMAND**
Winter buyers are more motivated
- 3 HOLIDAY BREAKS**
Buyers have more time to view listings
- 4 NATURAL CURB APPEAL**
Homes and neighborhoods look more festive
- 5 'TIS THE SEASON**
Holiday emotions benefit the seller
- 6 TAX PURPOSES**
Some buyers purchase for year-end tax reasons



LEONARDO AND ANGELICA,

This market report was created especially for you. If you are thinking of making a move to your next dream home, or wanting to know your homes value, scan my new QR code!

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INVENTORY		MEDIAN DATA		SALES PRICE	
September	October	September	October	September	October
266	210	79	63	\$835k	\$900k
VARIANCE: -21%		VARIANCE: -20%		VARIANCE: 8%	
SALE PRICE PER SQFT.		SALE TO LIST PRICE RATIO		DAYS ON MARKET	
September	October	September	October	September	October
\$229	\$253	98.76%	97.50%	17	14
VARIANCE: 10%		VARIANCE: -1%		VARIANCE: -18%	

MEASURING UP: HOMES LISTED & SOLD BY SQUARE FOOT						
Square Feet -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$750,000	2	3	1	8	13%
2,000 - 2,999	\$783,348	4	3	13	40	33%
3,000 - 3,999	\$934,925	4	3	18	75	24%
4,000 - 4,999	\$845,000	5	4	20	37	54%
5,000 - 5,999	\$1,515,000	5	5	6	28	21%
6,000+	\$1,590,000	6	5	5	16	31%

Sales Ratio is the ratio of homes sold to homes listed. It is used to determine market type:
Buyer's Market = Less than 15% Balanced Market = 15% to less than 21% Seller's Market = 21% or higher
This representation is based on sales and data reported by multiple brokers/agents to the SAR between October 1st, 2021 and October 31st, 2022. SAR does not guarantee the accuracy of this data, which may not reflect all the real estate activity in the area.

SPOKANE MARKET SUMMARY | OCTOBER 2022

- The Spokane single-family luxury market is a **Seller's Market** with a **30% Sales Ratio**.
- Homes sold for a median of **97.50% of list price** in October 2022.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes has decreased to **\$900,000**.
- The median days on market for October 2022 was **14** days, down from **17** in September 2022.

¹Square foot table does not account for listings and sells where square foot data is not disclosed. ²Data reported includes Active and Sold properties and does not include Pending properties.