



avenue·stone
REAL ESTATE

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DON'T JUST LIST YOUR HOME, GET YOUR HOME SOLD!

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NOW ACTIVE

6012 E Custer Lane

OFFERED AT \$1,195,000

3
BEDS

3.5
BATHS

4,376
SQ. FT.

5
ACRE LOT



SOLD FOR 105% OF ASKING PRICE!

LEONARDO AND ANGELICA,

Let us achieve the same exceptional results for
you as we did for this client. Call us today at 509.475.9075
to have your home professionally marketed and
featured in our monthly publication.

911 E 20TH AVENUE

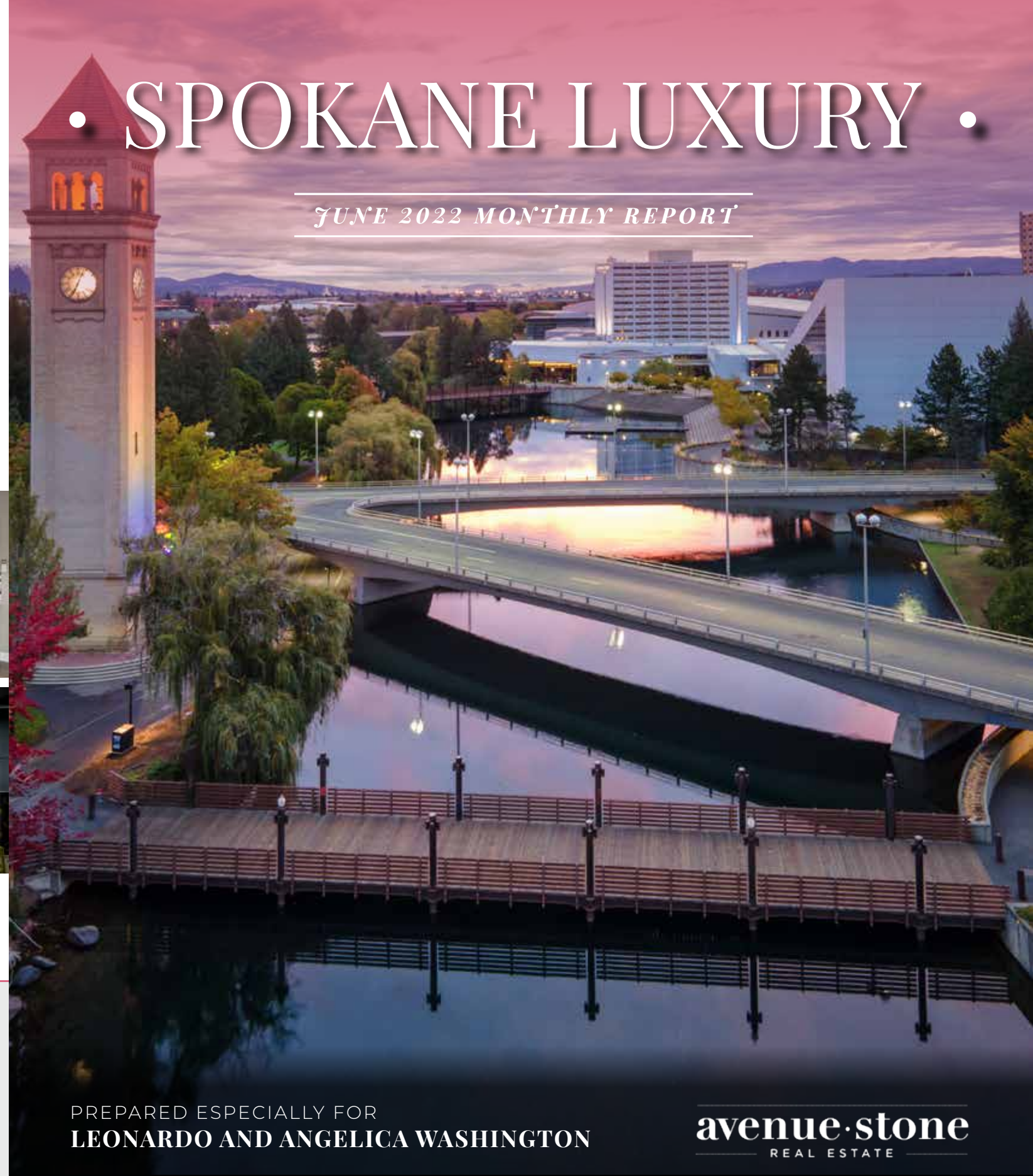
SOLD FOR \$1,365,000

3 BEDS
3.5 BATHS



• SPOKANE LUXURY •

JUNE 2022 MONTHLY REPORT



PREPARED ESPECIALLY FOR
LEONARDO AND ANGELICA WASHINGTON

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PRESENTED BY TANYA STARKEL
YOUR REAL ESTATE EXPERT AND LUXURY SPECIALIST



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INVENTORY VS. SALES

THE IMPACT OF RISING MORTGAGE RATES



LEONARDO AND ANGELICA,

If you are thinking of selling, now may be the perfect time to act. Listing your home this season means you'll be in front of serious buyers, which could result in multiple competitive offers.

If you are ready to make a move, call me today at 509.475.9075.

RATES ARE ON THE RISE

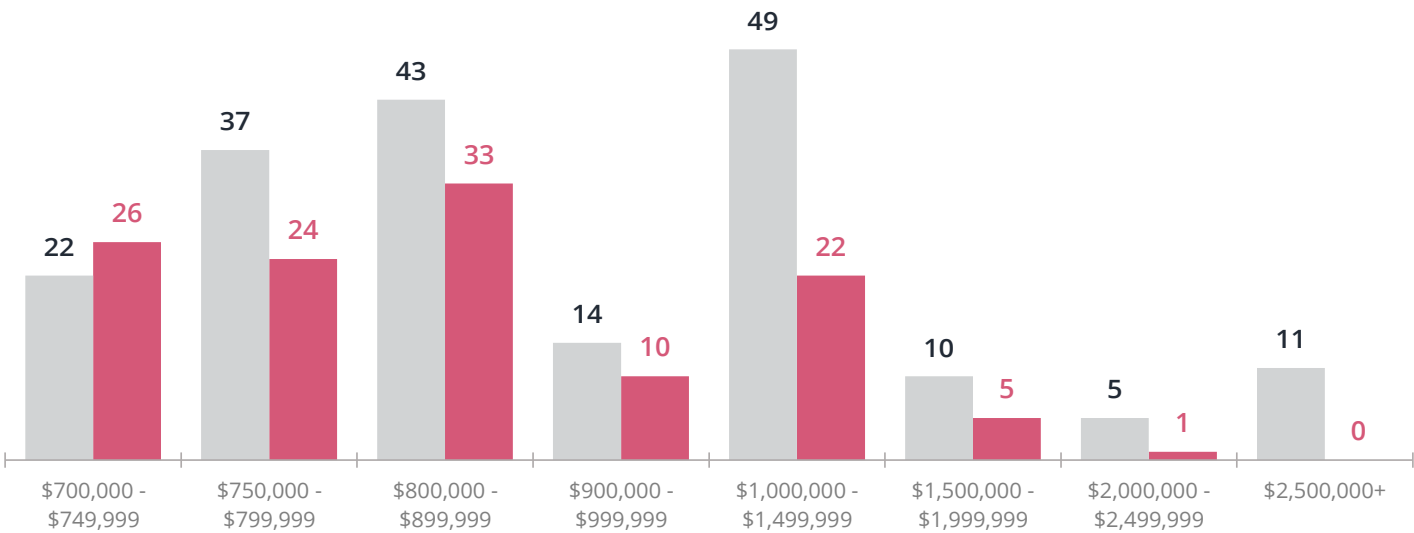
In the last few weeks, the average 30-year fixed mortgage rate from Freddie Mac inched up over 5%, and rates are forecast to continue to increase in the year ahead. While that news may have you questioning the timing of selling your home, **the market has not slowed down!**

Rising interest rates may greatly reduce the number of qualified buyers, affecting what your home sells for. However, **serious buyers are approaching the rising rates as a motivating factor to buy sooner** before rates increase even more.

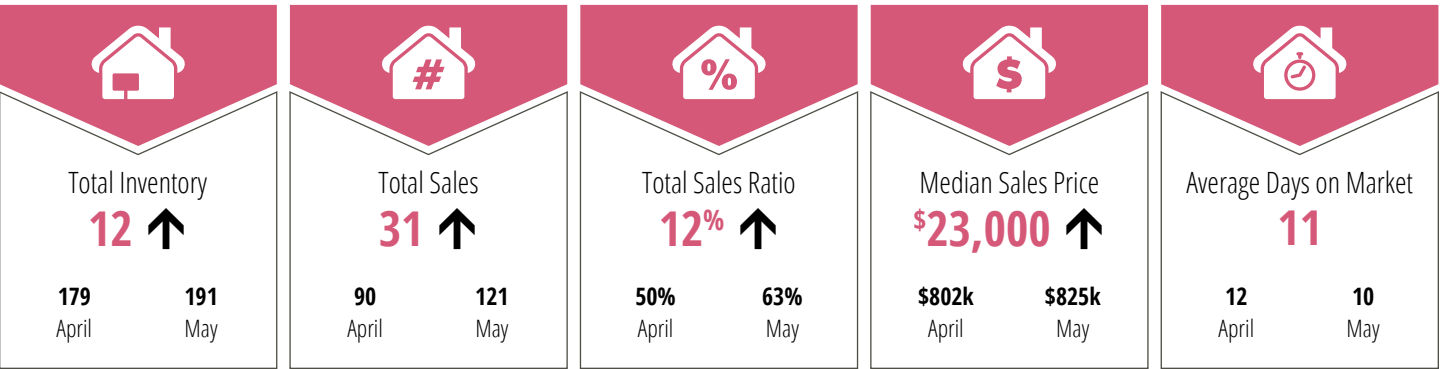
WHAT DOES THIS MEAN FOR YOU?

Sellers should act fast. Listing your home now provides an excellent stage to highlight your home and **capture the steady buyer demand**, especially as competition continues to rise. **Let's make your home stand out from the crowd!**

Inventory Sales



MONTHLY COMPARISON | SELLER'S MARKET



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-
2,500 - 3,000	\$719,250	4	0	12	32	37.50%
3,001 - 3,500	\$776,684	4	0	25	30	83.30%
3,501 - 4,000	\$799,950	4	0	31	27	114.80%
4,001 - 4,500	\$814,880	5	0	18	23	78.30%
4,501 - 5,000	\$925,000	5	0	7	14	50.00%
5,001+	\$1,179,500	4	0	8	30	26.70%

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 April 1st and May 31st, 2022. SAR does not guarantee the accuracy of this data, which may not reflect all the real estate activity in the area.