



avenue·stone
REAL ESTATE

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KELLERWILLIAMS
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INTERNATIONAL

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Want to make your dream home?
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1827 S ROCKWOOD BOULEVARD
THE FRENCH COTTAGE

5 Beds | 3.5 Baths | 2,948 Sq. Ft. | 2 Car Garage

Listed at \$899,000

SOLD FOR 124% OF
ASKING IN 3 DAYS!



13117 S. FAIRWAY RIDGE LANE
PACIFIC NORTHWEST MODERN GEM

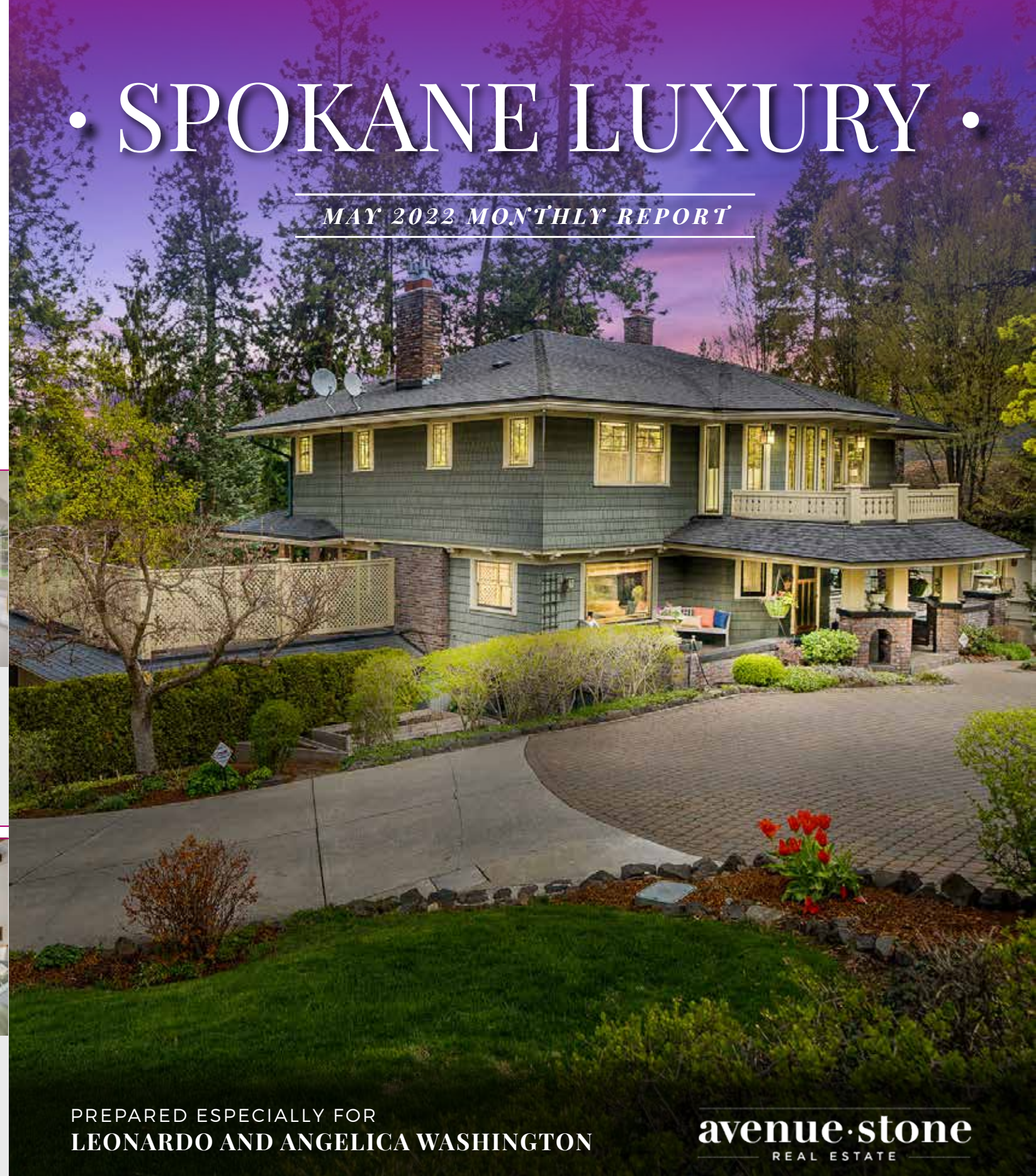
3 Beds | 3.0 Baths | 3,916 Sq. Ft. | 3 Car Garage

Sold for \$1,525,000

Leonardo and Angelica,
If you would like your home professionally marketed and featured in my publications, which are mailed to hundreds of potential buyers every month, call me at 509.475.9075.

• SPOKANE LUXURY •

MAY 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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INVENTORY VS. SALES



Why A Realtor is Key When Selling Your House



In today's real estate market, working with a Realtor is more essential than ever. As your Spokane luxury specialist, I have the skills, experience, and expertise to attract the most buyers in the shortest time, thus garnering you the highest possible price.



I KNOW WHAT BUYERS WANT TO SEE

I can help you designate which projects and repairs will bring the greatest return.



I WILL HELP MAXIMIZE YOUR BUYER POOL

I will use professional marketing, social media, and the MLS to attract more buyers and offers.



I UNDERSTAND THE FINE PRINT

As disclosures and regulations grow, I will help you avoid costly missteps.



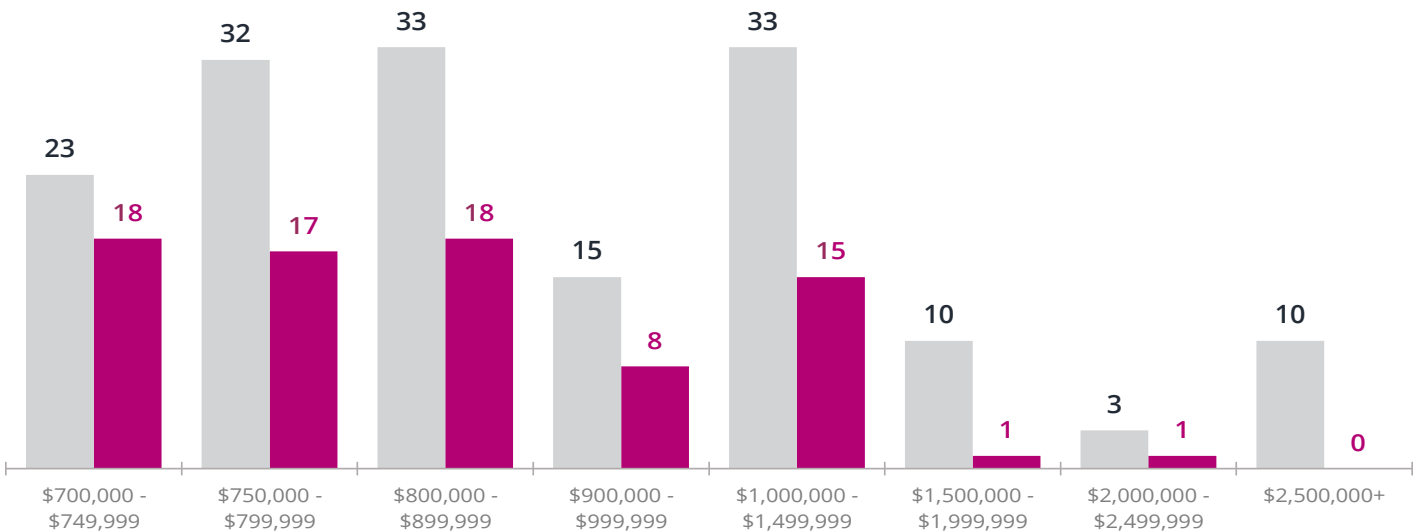
EXPERT NEGOTIATION

I will represent your best interests to ensure you receive top dollar for your home.

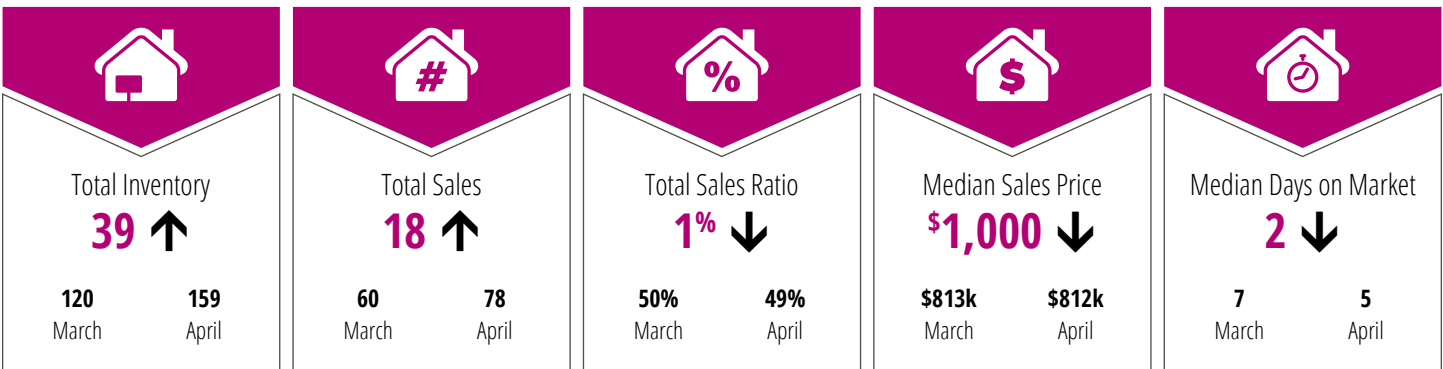
Leonardo and Angelica,

Before you decide to take on the challenges of selling your own house, call me today at **509.475.9075** to discuss why it's important to have an expert on your side throughout the entire process.

■ 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	\$743,000	4	3	12	18	66.70%
3,001 - 3,500	\$700,000	4	3	17	33	51.50%
3,501 - 4,000	\$824,900	5	3	19	27	70.40%
4,001 - 4,500	\$949,000	4	3	9	12	75.00%
4,501 - 5,000	\$1,045,000	5	4	5	9	55.60%
5,001+	\$1,325,000	5	4	6	26	23.10%

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 March 1st, 2022 and April 30th, 2022. SAR does not guarantee the accuracy of this data, which may not reflect all the real estate activity in the area.