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REAL ESTATE

**TANYA STARKEL**

Real Estate Professional

**509.475.9075**

Tanya@AvenueStoneRealEstate.com

www.AvenueStoneRealEstate.com



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Each office is independently  
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# • SPOKANE LUXURY •

*MARCH 2022 MONTHLY REPORT*

NOW PENDING

12117 S HANGMAN  
VALLEY ROAD

4 BEDS | 4 BATHS

5,349 SQ. FT. | 9.5 ACRES  
OFFERED AT \$1,100,000



## A FEW WORDS FROM A HAPPY CLIENT

"We have worked with several realtors in Spokane over the years and Tanya was by FAR the most professional and effective. I first contacted her months before I was ready to start the process of selling my home and she followed up with me periodically without being pushy. When it was time to sell, we did not live in Spokane and she handled the entire process remotely. She remained calm and reassuring when we encountered "speed bumps" with the buyers. I would recommend her to anyone looking for an agent who knows what she's doing." - **Cheryl S.**



## JONATHAN AND ANGELA-MARIE,

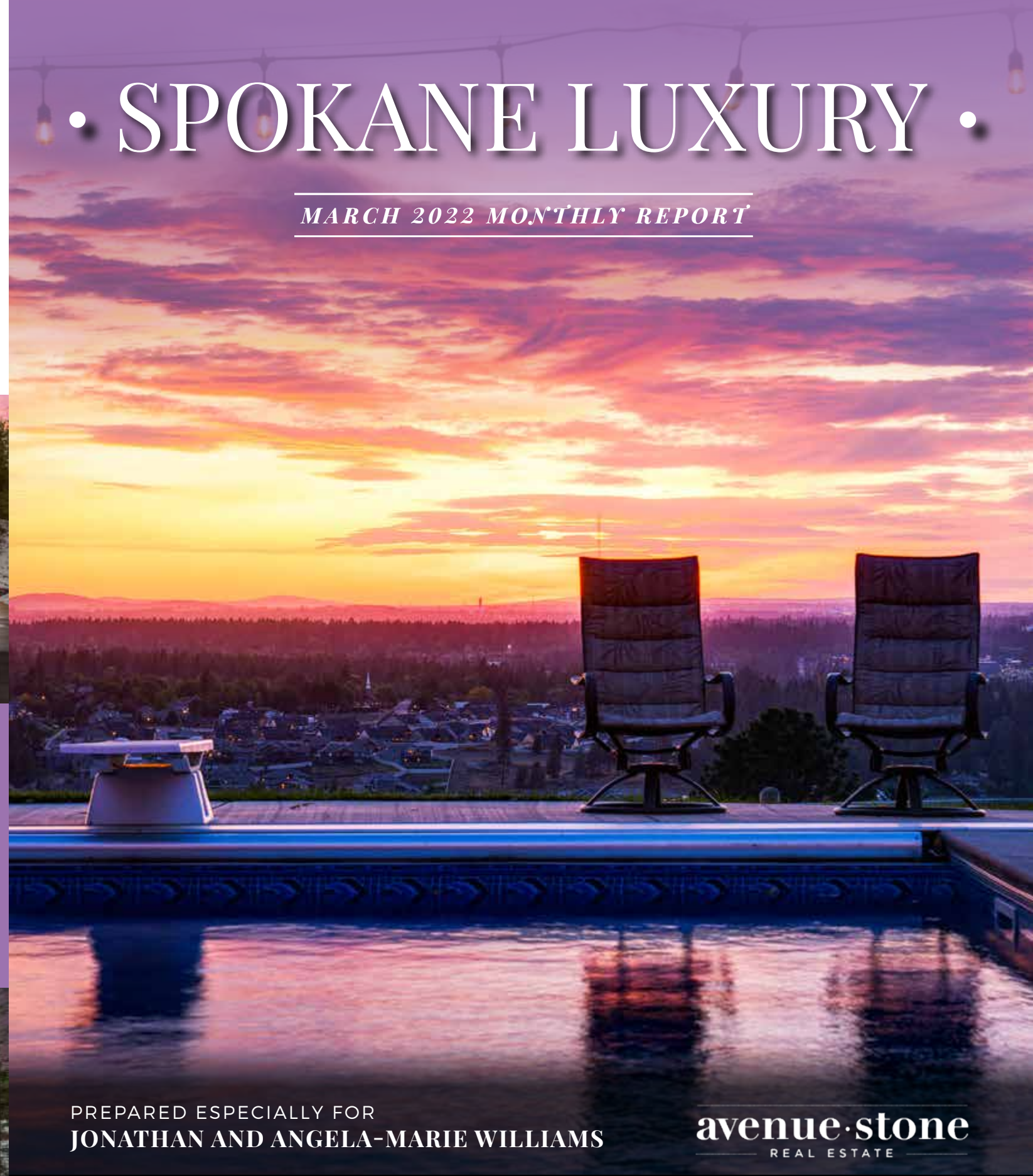
When selling real estate, you deserve representation that is collaborative and focused on your success so you feel ready to begin the next chapter of your life with confidence. Call me today at **509.475.9075** to work with a life-long agent.



PREPARED ESPECIALLY FOR  
**JONATHAN AND ANGELA-MARIE WILLIAMS**

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**PRESENTED BY TANYA STARKEL**  
YOUR REAL ESTATE EXPERT AND LUXURY SPECIALIST







TANYA STARKEL

Realtor® · Luxury Specialist

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INVENTORY VS. SALES

## Spring Cleaning

# CHECKLIST

### 7 WAYS TO PREP YOUR HOME FOR SALE



#### LANDSCAPING

A well kept yard is an appealing yard. Trim hedges and trees, mow the lawn, remove weeds, keep plants healthy and well-maintained.



#### CLEAN OUTSIDE SPACE

Your yard is your first impression when selling your home. Clear gutters, store away seasonal decoration, and clean outdoor walls, windows, and floor spaces.



#### HOME REPAIRS

The less work for a potential buyer, the better. Fix up any damaged walls, ripped window netting, wobbly doors, plumbing issues, etc.



#### CREATE AN INVITING SPACE

While we want your home to be presentable, we also want it to be welcoming. Set up a nice foliage centerpiece and complement colors of the room's surroundings.



#### DECLUTTER AND ORGANIZE

Too much clutter may be distracting, and could discourage your potential buyers' imagination. Store away clothes, pictures, or any other small items, and organize closet spaces and cabinets.



#### INTERIOR CLEANING

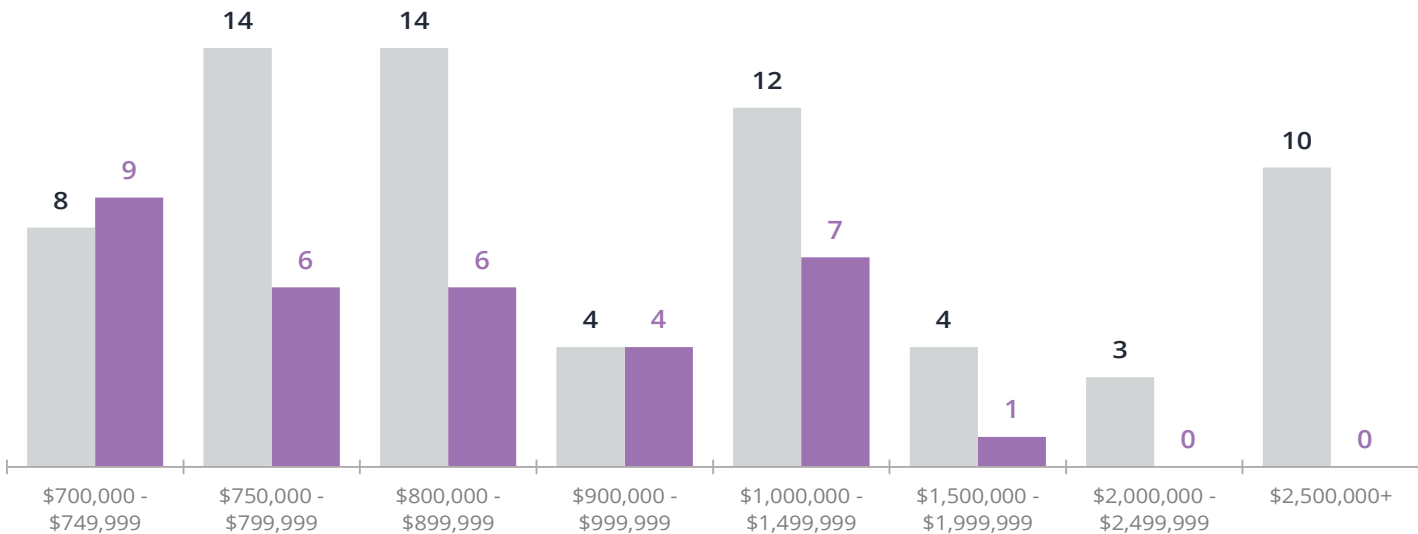
Deep clean your home from floor to ceiling. Remove webs, dust, clean mirrors, shine counters, remove grime from stove tops, sinks, and tubs.



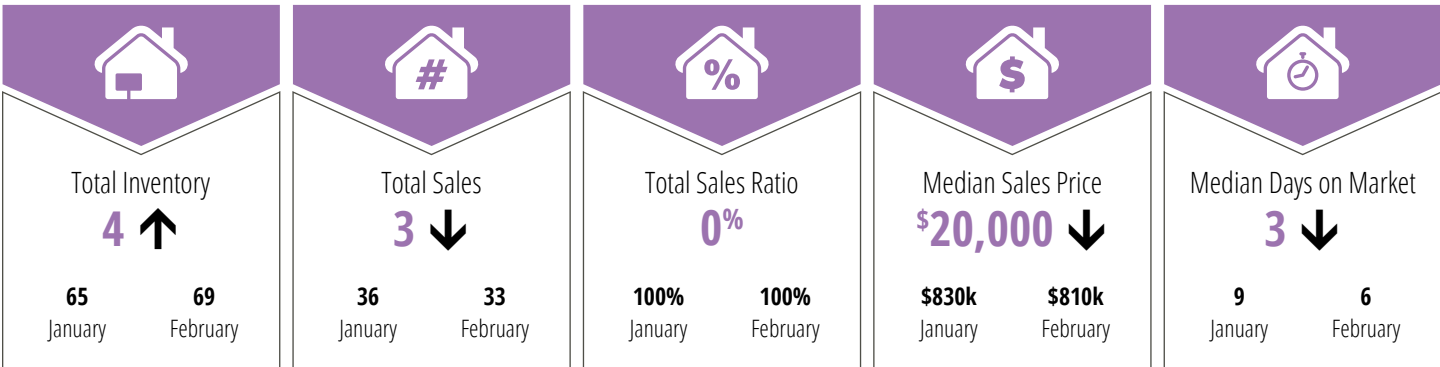
#### DEODORIZE

Keep bad smells at bay by setting up an essential oil or a reed diffuser. Keep fresh herbs like basil or rosemary on hand, toss lemon rinds into the disposal, heat up an aroma pot, or bake some treats!

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	\$975,000	4	0	1	5	20.00%
3,001 - 3,500	\$717,450	5	0	6	8	75.00%
3,501 - 4,000	\$812,450	4	0	6	9	66.70%
4,001 - 4,500	\$839,941	5	0	8	7	114.30%
4,501 - 5,000	\$882,538	5	0	3	4	75.00%
5,001+	\$1,197,500	5	0	2	17	11.80%

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 January 1st, and February 28th, 2022. SAR does not guarantee the accuracy of this data, which may not reflect all the real estate activity in the area.