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Your Market Data for:  
**Tri-Cities**

Your real estate information source.

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## There's No Place Like Home!

As a real estate professional, I strive to keep in touch with my clients and provide them with information that I hope they will find useful. This newsletter is an opportunity to let you know about the state of the market and current trends. It may even touch on ways that you could enhance your home's value. I hope the market data and articles will help you with understanding real estate today and help you with your real estate decisions. If you have any questions, please do not hesitate to contact me.

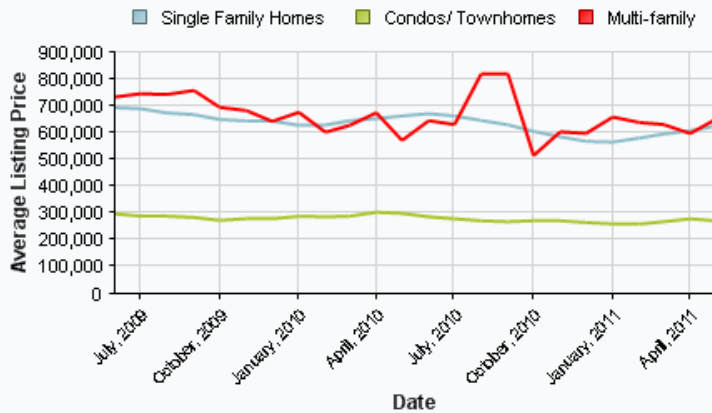
**Amanda Chun**



## Trend, Tips & Tricks

### Tri-Cities Real Estate Sales Data

Average Listing Price (last 24 months)



#### AVERAGE LIST PRICE IN MAY

Single Family Homes	\$624,760	Condos/Townhomes	\$271,377	Multi-family	\$649,951
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### Keys for Buying and Selling when the Market is slow

#### Keys for Selling When the Market is Slow

It's a whole new world for home buyers. So, how do you make a smart purchase? You can find some excellent bargains but you still need to do some work.

Inspect the House. Don't assume because the house has new paint that the house is in good condition. Look at the roof and the area directly below it. Any sign of water damage? When was it last replaced? What about the plumbing and the wiring? Turn on taps, flick light switches. Even a small problem could be a sign of a serious problem that could be costly to repair. Check the basement and exposed areas for any signs of rot or termite damage. Look for cracks in the foundation. Is there any evidence that the foundation is buckling? Are the walls in the rooms upstairs still straight? If you can, get a qualified home inspector in to check the house. If you buy a house that is sold As Is, be prepared for potentially costly repairs that could turn that bargain into a nightmare.

### Tri-Cities Real Estate Sales Data

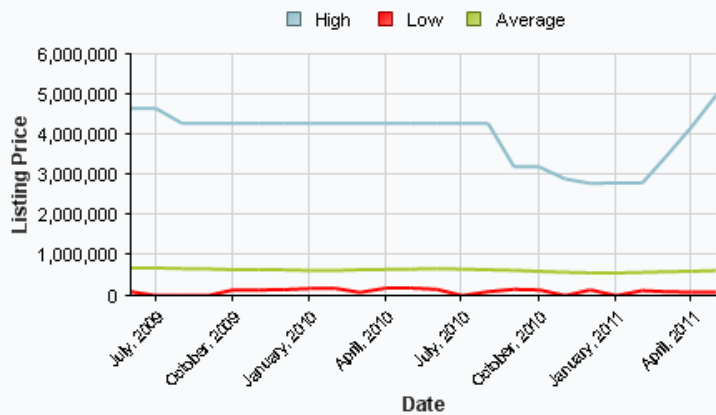
Average Listing Price (last 24 months)

### Negotiate the best Deal

#### How to Negotiate the Best Deal

Buyers are finally being able to take advantage of cooling trends in previously hot markets. Multiple offers are no longer being thrown at sellers as soon as the For Sale sign hits the front yard. Here's a tip about negotiating the best deal.

After 45 to 60 days the seller is usually absolutely sick of keeping their house spotless and sick of people walking through. This is when a seller may be the most anxious about selling their house as traffic to their house has likely fallen sharply.

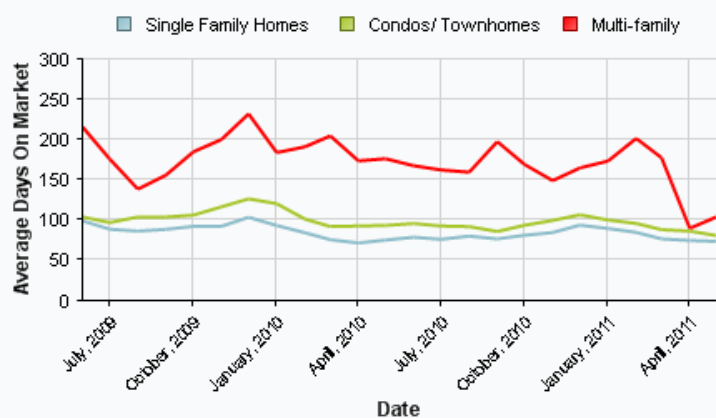


**LIST PRICES FOR SINGLE FAMILY HOMES IN MAY**

High	\$5,000,000	Low	\$89,900	Average	\$624,760
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**Tri-Cities Real Estate Sales Data**

Days on Market (last 24 months)

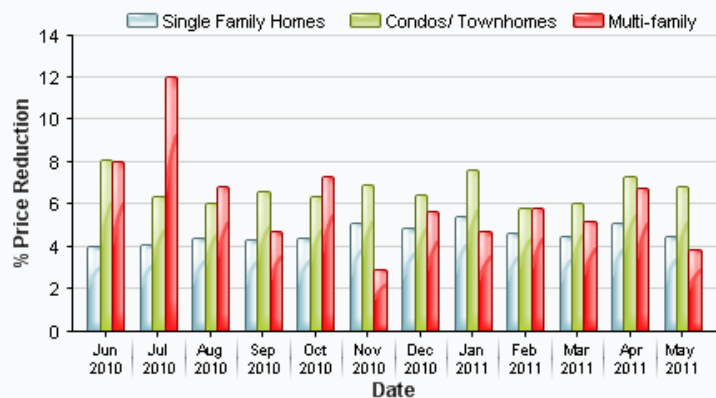


**CURRENT AVERAGE DAYS ON MARKET IN MAY**

Single Family Homes	74	Condos/Townhomes	81	Multi-family	104
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**Tri-Cities Real Estate Sales Data**

Price Reduction (last 12 months)



**RECENT PRICE REDUCTIONS IN MAY**

Single Family Homes	4.5%	Condos/Townhomes	6.8%	Multi-family	3.9%
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**An Easy Furniture Fix - Without Calling an Expert**  
Steam out a dent

A dent on a wooden surface can often be fixed by swelling the compressed wood fibers back to their normal size using moisture and heat. Prick the varnish finish of the dented area several times with a fine pin so that moisture can penetrate into the wood. Then cover the dent with a pad of wet cloth, put a metal bottle cap on top of the pad to spread the heat, and apply a clothing iron on a high setting for a few minutes. Be careful not to scorch the finish. Afterward, when the wood is completely dry, fill the pinholes with a thin coat of fresh varnish.

**Home Improvements and Which Ones to Do**

Home Improvements and Which Ones to Do

Whether you plan to sell in the near future, or just want to improve the value of your home, here is one low cost improvement you should consider. Attack the list of maintenance jobs you have been meaning to get to. Properly maintaining your home means keeping minor jobs minor, rather than letting them get larger, and more costly.

Homes that aren't properly maintained lose value, especially in today's real estate market where the buyers now clearly have the upper hand. So, where should you begin? Tackle the obvious maintenance issues first - the cracked stair, the circuit breaker that trips several times a week, the leaky roof. Maintenance issues such as these are safety issues, and can lead to greater problems. Be sure to take care of both the outside and inside jobs.

Data is deemed accurate but not absolute, no warranty is given. If you are already working with a REALTOR® this is not meant to be a solicitation.