

get connected

# LIVING ROOM REALTORS

WINTER NEWSLETTER 2012

## TURNING A CORNER IN THE PORTLAND MARKET

"Courage can't see around corners, but goes around them anyway." Mignon McLaughlin

I have been asked by small business owners who are in the process of starting their own businesses how I knew Living Room would be a success. I didn't know and neither does anyone else that's starting out. Most of what anyone can tell you about success is after-the-fact rationalizations. So what I tell them them is luck and courage.

I opened Living Room with the vision of the sort of company I wanted to work for. I was looking to create an enjoyable and satisfying experience for myself, the agents and our clients. I envisioned a fresh and smart company that was in step with Portland's evolving culture and the personalities of its urban neighborhoods. Did I know for certain, outside my gut, there was room in the market for this? "No." When we opened in 2008, the market had crashed. Did I know when it would recover and that I would have a place in this new market? "No."

I have since read that the sooner you realize no one knows what they are doing, the sooner you'll lose your uncertainty and go for it. This may have looked like courage from the outside, but for me there was no more security in the old way of doing things, for it had

become no longer meaningful to me. I felt I had no choice but to move forward and embrace the new. For me there was more security in the unknown. In change and movement there is life and there is power.

There was the courage to face the uncertain but it is also luck that Living Room has become one of the most successful companies in the Portland housing market. I believe we create our own luck by being willing to get our hands dirty, to try. To believe it's possible in the first place.

Psychologist Richard Wiseman studied 400 people over the course of 10 years and watched for lucky breaks or chance encounters, both good and bad. This is what he found:

*"My research revealed that lucky people generate good fortune via four basic principles. They are skilled at creating and noticing chance opportunities, make lucky decisions by listening to their intuition, create self-fulfilling prophesies via positive expectations, and adopt a resilient attitude that transforms bad luck into good."*

The agents that make up Living Room Realtors all have that willingness to try, to get their hands dirty, work hard and create success for themselves. With the highest sales volume per

agent in the Portland market, the agents here have demonstrated they have the fortitude to be successful in any market we may face. They are comfortable in uncertain environments and step forward to face challenges head on. These are the marks of great leaders.

So as we turn the corner and the market begins picking up again I look forward with the expectation things are only going to get better, and the skills and confidence we have developed rounding this corner will give us courage and strength to round the next. This year we have seen a steady improvement in the market and the forecast for 2012 looks to be even better.

Living Room is opening a second location in February in the heart of the Clinton neighborhood at 2625 NE 26th & Clinton. With a little luck and the courage of our agents, this will mark the beginning of another successful era for Living Room Realtors and our clients.

Wishing *you* luck, courage and success in the New Year for all your future endeavors!

Jenelle Isaacson  
Principal Broker

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WWW.LIVINGROOMREALTORS.COM

Our agents play together + work together. A few highlights from 2011!



Daniel Fleischer & Heather Lamkins tour property for sale on a bicycle built for two.



Teri Toombs & Maureen Swan celebrating their strikes & spares at the Living Room bowling party



Jacob Wry & LRR agent, Tim Pitts, attend the Ground Works silent auction hosted by Living Room Realtors

## What A Year Tells Us

A year-in-review can be a bittersweet moment. As with any industry, we work our way through, and around, a lot of challenges. Living Room Realtors has grown significantly and is still growing, our agents share a common vision of working towards a sustainable, healthy, environmentally aware company. We support the people and businesses within our communities and we are always looking to share what we discover with our clients, coworkers, friends, and neighbors.

When looking at the Market Share Statistics provided by The Regional Multiple Listing Service (RMLS) we can't help but feel a sense of pride and enthusiasm knowing that a chain of inspiration is flowing through our relationships with our clients and our community in a way that isn't just working, it's thriving.

Living Room Realtors is among the **top 15 Real Estate companies for total sales volume**. With 22 amazing agents, we are easily the smallest of the top 15 companies in Multnomah County (the average number of agents per company is 69). Our agents are among the highest producing agents in the city and we are among the **top 3 companies for average sales volume per agent** in Portland. Living Room Realtor **Laura Wood is among the top 3 buyers agents** out of over 2065 producing agents in the Portland area.

In the last year we added **8 new realtors** to our group with 4 more arriving in early 2012. We've **sold 67 houses** and **represented buyers in 163 home purchases**.

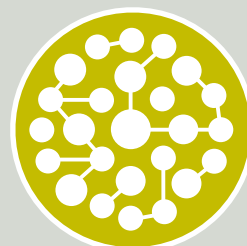
We estimate we've hosted 17 parties and artists receptions, all of which we've enjoyed mingling with clients, friends, and neighbors in our community. We are excited to continue hosting local artists in the upcoming

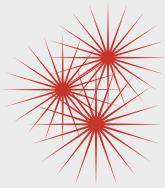
year and will be going strong in support of each Alberta Arts last Thursday event.

This year Living Room Realtors also received **Silver Certification status for sustainability** by the Portland Bureau of Planning and Sustainability. Company transactions are managed online with a paperless system as part of Living Room's commitment to reducing consumption. All agents are provided with the training and tools to be completely paperless in the field and in the office. We purchase 100% renewable energy and all of our purchased paper products contain 100% post-consumer recycled content. Living Room recently cancelled its bottled water delivery and purchased a water cooler/heater and 5 gallon BPA free refillable water jug. The investment will have paid for itself in 6 months.

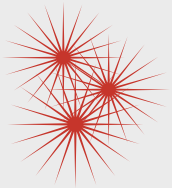
But perhaps what we are most thrilled to have accomplished this year was made clear during a recent informal estimate of the support we have each passed along to nonprofit organizations within our community. We believe in these organizations and have walked, raced, peddled, fundraised, and donated our time and money in hopes of bringing these charities the support they need. In the last year, our small but mighty workgroup has not only **raised over \$25,000 for local nonprofit organizations**, we've worked continuously to reach out beyond our own networks, into a larger community, gathering support for the organizations we believe in.

It's been an amazing year. Looking ahead with focus and enthusiasm, we can't wait to see what the next year will bring!

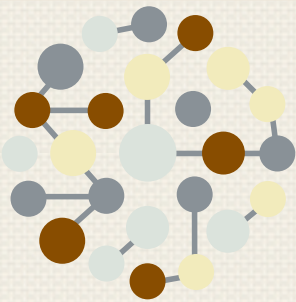




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## LIVING ROOM AGENTS

MEET A FEW OF OUR AGENTS THAT MAKE THIS THE BEST PLACE IN PORTLAND TO SELL REAL ESTATE.

TO SEE FULL BIOS AND READ MORE CHECK OUT OUR WEBSITE [WWW.LIVINGROOMREALTORS.COM](http://WWW.LIVINGROOMREALTORS.COM)



## JAKE GOODSON

JAKE IS A SEASONED AGENT WHO HAS EXPERIENCE REPRESENTING ARCHITECTS, BUILDERS & DEVELOPERS WHO ARE LOOKING TO MAKE THEIR MARK IN PORTLAND WITH EXCITING URBAN INFILL PROJECTS. JAKE'S A NATIVE OREGONIAN THAT KNOWS HOW TO WORK HARD & PLAYS HARD. IF HE'S NOT ANSWERING HIS PHONE HE'S LIKELY SURFING ON THE COAST.



## GREG SOBOTKA

GREG, A FORMER PARTNER AT PORTLAND GREATER REAL ESTATE, JOINED LIVING ROOM REALTORS THIS FALL. HE IS ORIGINALLY FROM OXFORD, MISSISSIPPI, AND UNDERSTANDS THE INS AND OUT OF MAKING A NEW CITY A PLACE TO CALL HOME. HE HAS A GIFT FOR MAKING THE HARDEST TRANSACTION A SMOOTH PROCESS FOR HIS CLIENTS. WE AT LRR APPRECIATE HIS HUMOR & LOVE FOR THE OREGON OUTDOORS.



## VERONICA POWELL

CUSTOMER SERVICE COMES NATURALLY TO VERONICA. SHE HAS A COMMITMENT TO DOING THE RIGHT THING FOR HER COMMUNITY BECAUSE SHE DEEPLY CARES ABOUT OTHERS. TOURING NEW INVENTORY IN THE WEST HILLS WITH VERONICA IS A HIGHLIGHT OF THE WEEK. NO ONE KNOWS MORE ABOUT THE MARKET IN THE AINSWORTH & CHAPMAN SCHOOL DISTRICTS THAN HER.

## HOT + NOT

- DUCK BOOTS - WET SOCKS
- FLANNEL - FLEECE
- CREDIT UNION - DEBIT CARD FEE
- HATS W/ EARS - ADULTS IN HATS W/ EARS
- DUBSTEP - DUBSTEP
- BUDGETS - GROUPONS
- BRICK & MORTAR - VIRTUAL
- WRIST CUFFS - ANKLE MONITORS
- CRAFTSMANSHIP - HALF-ASS-MANSHIP
- ANGEL INVESTOR - CREDITOR
- EAR BUDS - BLUE TOOTH
- TERRARIUMS - AQUARIUMS
- ADU'S - IOU'S
- FANTASY - STRUCTURED REALITY
- BELTRAN - PUJOLS
- HUNGER GAMES - HUNGER PAINS

## YEAR OF THE DRAGON

CHINESE NEW YEAR JANUARY 23RD 2012

The key to the Dragon personality is that Dragons are the free spirits of the Zodiac. Conformation is a Dragon's curse. Rules and regulations are made for other people. Restrictions blow out the creative spark that is ready to flame into life. Dragons must be free and uninhibited. The Dragon is a beautiful creature, colorful and flamboyant. An extroverted bundle of energy, gifted and utterly irrepressible, everything Dragons do is on a grand scale - big ideas, ornate gestures, extreme ambitions. However, this behavior is natural and isn't meant for show. Because they are confident, fearless in the face of challenge, they are almost inevitably successful. Dragons usually make it to the top. However, Dragon people should be aware of their natures. Too much enthusiasm can leave them tired and unfulfilled. Even though they are willing to aid when necessary, their pride can often impede them from accepting the same kind of help from others. Dragons' generous personalities give them the ability to attract friends, but they can be rather solitary people at heart.

# WINTER

*I am not afraid of storms for I am learning how to sail my ship.*

~Louisa May Alcott



# JANUARY

4

ARCHITECTURE + CITY SPACES  
Architectural Heritage Center 10 am

20-22

CHOCOLATE FEST  
wine + chocolate + food  
oregon convention center

26

LAST THURSDAY  
featuring the work of the LRR  
agents themselves!  
6-8pm 1422 NE Alberta

# FEBRUARY

9-25

35th Annual Foreign Film Festival  
1219 SW Park Ave  
[www.nwfilm.org](http://www.nwfilm.org)

17-26

Portland Jazz Festival  
[www.pdxjazz.com](http://www.pdxjazz.com)

23

LAST THURSDAY hosted by  
Hope Beraka + Laura Wood  
6-8pm 1422 NE Alberta

# MARCH

1

MARK ROTHKO  
opens at Portland Art Museum

17-18

POP SERIES CONCERT  
ST. Patricks Celebration  
Oregon Symphony  
Arlene Schnitzer Concert

29

LAST THURSDAY hosted by  
Amber Turner featuring Art  
Work by Mike O'Brien  
6-8pm 1422 NE Alberta



## MANAGE YOUR TIME IN 2012

(don't let it manage you!!)



### **SPEND A MOMENT TO PLAN EACH AND EVERY DAY.**

Take a few minutes to jot down the few key things you need to achieve today.

### **SET A TIME LIMIT.**

You're more focused and less likely to get distracted if you don't have an open-ended time slot in your day for a particular task.

### **WRITE EVERYTHING DOWN.**

You'll save time and be less stressed if you're not holding all those things you're trying to remember in your head.

### **FOCUS ON IMPORTANT TASKS.**

Don't just focus on the urgent items.

### **LOOK AT YOUR LONGER-TERM GOALS.**

Ask yourself how what you're doing each day fits in with your goals.

### **DO LITTLE AND OFTEN.**

Breaking tasks into chunks helps to prevent a build-up and is less overwhelming when you're only spending a few minutes on a task.

### **TAKE A BREAK.**

Doing so might seem counter-intuitive, but if you try to cram too much into your day, you end up stressed out and exhausted. Have regular breaks and you'll be more productive.

### **DON'T DO IT ALL ON YOUR OWN.**

Don't hesitate to ask for help when you need it.

### **KEEP THE BALANCE.**

Try not to spend all your waking hours at work - make time for home, family, friends, and make sure you leave time to eat properly and exercise regularly.

### **TOP TIME-SAVING TIPS**

**-Plan, Plan and Plan**

**-Have one diary for everything**

**-Switch off your email alerts**

**-Use a timer when you're trying to complete a task**

**-Schedule tasks in blocks of time**

**-Carry a notebook with you to make lists and make sure you don't forget anything**

2012



## Home & Garden Horoscope

**ARIES** This year may bring an increase in finances with a little bit of pressure. You may experience more travel than last year. To help balance the adventures that lie ahead, now is a great time to make your home a sacred space. Use patience during this process, it will be rewarded with a beautiful transformation.

**TAURUS** Revival and progress are the key components for you this year. The year may start small but end big. This could be an ideal year for acquiring property as you will enter a prosperous phase of cash flow. New plans will come into play fueling the next few years. Get ready to express yourself!

**GEMINI** There's a lot of room for growth this year, which sometimes brings with it a lot of waste. This is a good time for sustainability for you, be practical with your decisions and stay focused on what matters. You're likely to be the preferred host amongst your circle, this is a great time to cleverly reinvent your dining and living room space.

**CANCER** Don't get caught up in negative thought patterns this year. You've a lot of hard work ahead and negative thoughts will keep you from reaching your potential. Increase your savings as you decrease your clutter. You will enjoy the benefits of a lighter load, and your junk may be the treasure somebody's willing to pay for.

**LEO** It's go go go for you Leo, as you start your year off with a bang. Don't get so busy that you take your home life for granted, this year promises abundance of family and friends. You may think about hosting a celebration to honor somebody close to you. Stay away from too good to be true scenarios and bad publicity.

**VIRGO** This year needs to see more balance between your work and home life. Because you're naturally drawn to healthy pursuits a good place to bring balance back into your life will be in the kitchen. Making this aspect of your home more efficient will make it easier to nourish your body and spirit.

**LIBRA** Hits and misses will keep things inspiring and challenging as you work towards your vision. Don't let any hurdles keep you from what you deserve. Keep organized and focus on your home and workspace, keeping everything exactly as you need it to be. This level of organization will help you overcome obstacles that may arise.

**SCORPIO** You will experience a vibrant increase in pleasures, however, this doesn't mean you should lose yourself in your experience. This may be a good time to relocate as you find yourself motivated by positive change. Exotic travel may be easy for you this year. Be inspired by what you see, and allow that inspiration to stay with you.

**SAGITTARIUS** Hard work is on the agenda as your ideas materialize into tangible things. The remodel of your life is about to begin and the harder you work now, the more you'll benefit from the sacrifice. Luck and karma skyrocket as you're likely to find yourself in a dream come true.

**CAPRICORN** This year you will spend a lot of time standing up for your convictions. Be careful not to lose any compassion or empathy for others. This may not be the best year for investments unless you've done your homework, so stay informed. People will be drawn to your knowledge and insight.

**AQUARIUS** If this last year brought challenges this next year will bring relief from those challenges. Stay away from people you don't know well as they may not have your best interests in mind. This is a good time to reinvent your space. Bringing positive new energy into your space will be greatly rewarded.

**PISCES** You are in a process of change and your home life needs to be as simple as it can be - clear space leads to a clear mind. Pressure will decrease in the latter part of the year as your expression becomes more dynamic and offers balance. Make your home the place you seek refuge, you'll be happiest there.

# LOCAL BUSINESS SPOTLIGHT

## DAILY NECTAR

NUTRITIONAL COUNSELING & EDUCATION

Daily Nectar services provide support, resources and education to individuals and families seeking to improve health through botanicals and nutrition.

Stephanie Pearson, owner and operator of Daily Nectar, has a long resume with an impressive list of accomplishments, certifications and degrees, but the most impressive thing on her resume is that she feeds a family of five including three small children a gluten-, dairy-, and sugar-free whole foods diet. If you can manage to cook and feed three kids, your spouse and yourself while maintaining carpools, your own small business, and your sanity, there is something to learn from her. Stephanie has easy and manageable solutions to help you increase your nutrition and improve your overall well being.

Is feeling and eating better on your New Year's resolution list?

To contact Stephanie and find out more about how the services at Daily Nectar can increase you and your family's well-being, call her at 971.678.4280 or email her at [stephbrooklyn@gmail.com](mailto:stephbrooklyn@gmail.com)

<http://www.dailynectar.net>

### AREAS OF SPECIALIZATION

- Childhood Eczema & Allergies
- Leaky Gut Syndrome
- Gestational & Type II Diabetes
- Adrenal Fatigue/Stress
- Inflammation
- Hypothyroidism & Hashimoto's Disease
- Digestive System Imbalances
- Insomnia/ Circadian Rhythm
- Blood Sugar Balance

### RATES

Initial one-hour consultations are complimentary

\$60 an hour

## RECIPES FOR NUTRIENT DENSE BREAKFAST & SCHOOL LUNCHES

### CRUSTLESS VEGETABLE QUICHE

#### Ingredients

5 eggs  
1/4 - 1/2 tsp sea salt  
1/2 cup assorted veggies; green onion, mushrooms, spinach, bell pepper  
cheese (optional)

#### Preparation

Sauté vegetables of choice in butter or ghee. Set aside. Whisk 5 eggs with sea salt, and pour muffins into tins. (Use foil cups if desired.) Add the veggie blend to each cup of egg mixture. Top each with a tsp. of cheese.  
Bake at 325 degrees fahrenheit for 25 minutes or until golden brown.

This is a great weekend recipe that you can make on the weekend and it will keep giving for the week ahead. These can be stored in the refrigerator or freezer until they are ready to be eaten.

### LAMB BALLS (KIBBEH)

#### Ingredients

1 1/4 lb. ground lamb  
1 cup quinoa flour  
1 1/2 cup ground onion & celery in their juices  
3/4 tsp. ground cinnamon  
1 tsp. ground allspice  
1 Tbs. ground cumin  
2 tsp. sea salt  
a bit of ground pepper

#### Preparation

Peel and quarter onion and chop celery then puree in blender. Combine with remaining ingredients in bowl. When well-mixed, form balls with your hands 1.5 - 2 inches in diameter (kids love to help with this). Score them with a fork. Bake at 350 degrees for 15 minutes.

Kibbeh balls can be made ahead and frozen. Reheat in oven or cast iron pan  
*recipe adapted from Lebanese Mountain Cooking by Mary Hamady*

### NUT BALL SNACKERS

#### Ingredients

1 jar of almond or filbert butter  
5-10 oz. organic nuts (pecans, brazil, etc.)  
handful of organic seeds  
shredded unsweetened coconut  
alcohol-free vanilla extract  
one brick of butter  
optional: coconut flour  
coconut butter  
stevia  
ground nettles  
bee pollen  
cacao nibs or powder

#### Preparation

Use room temperature butter. Chop nuts a bit in the blender or on a cutting board. Combine all ingredients. Form balls and refrigerate so that butter will harden. These treats may also be frozen.

*Recipe from Primal Body-Primal Mind by Nora Gedgudas.*

# LIVING ROOM LISTINGS



NW Home Backs To Green Space  
6518 NW Arborview  
\$319,000 / MLS# 11030934

Located in NW Portland, this home offers quintessential northwest living near the best that Portland has to offer. This is a great commuter location just minutes from big Westside tech jobs, near Forest Park, the Arboretum, and NW Portland, but located on a quiet street. Just behind the backyard is the Roger Tilbury Memorial Park, a green space that is a part of the Tualatin Hills Parks & Recreation District. This West Haven neighborhood is a collection of homes with established landscaping that offers stunning autumnal views and a quiet place away from the hustle bustle workaday.

This home offers a low maintenance lifestyle for those who want to spend their weekends relaxing, traveling, entertaining and playing. The open

floor plan on the main floor is perfect for entertaining. The kitchen is at the heart of this home. Vaulted living room, informal and formal dining, family room w/fireplace and sliding glass doors to a private back deck, all offer sweet living options.

Just picture this: At the end of the day, retreat to the privacy of the master suite and enjoy the view from your soaking tub.

Other great things about this home: 4 bedrooms, 2.1 baths 2013 sq. ft. All bedrooms upstairs, Attached double garage with opener, Forced Air Gas Furnace, Central Air, Cedar Siding, Built-in vacuum, Portland address, Beaverton schools, No-mow landscaping with sprinklers & lighting

Old House. New House. Just For You, House!  
506 NE Ivy St  
#389,000 / MLS 114208880

Ta-da! From the outside, a charming, turn of the century Victorian, but step through this portal and enter a very different place & time. Ample, modern rooms with high ceilings? Check! New cherry hardwoods on both upper floors? Sure thing! A A flexible floor plan with all beds & baths above ground, and a killer 2nd floor with chic bonus spaces? Got it! Multiple options for the master bedroom location? Yup! Add to that, a flowing back and side yard with a one of a kind, Portland recycled fence, and you may find yourself double-checking your architectural style textbooks! Walk 1/2 block to Irving Park and then on down the road to shops, restaurants, coffee, and the public library at NE Fremont and 15th. Icing on the cake? Grant School district and downtown bike commute of 10 minutes tops.



NW Architecture At Its Finest  
3122 SW Maricara St  
\$539,000 / MLS 11027130

One of Portland's finest examples of NW Modern Architecture. Home featured in [Portland Monthly Magazine](#) & [Street of Eames](#) Tour. Floor to ceiling windows, ornate woodwork, built in furniture & custom cabinetry, extensive use of Redwood, mahogany & rainbow flagstone add drama & richness to this unique unmatched NW Modern design. This exceptional home was invited to be on the cities "[Build It Green](#)" tour. Lavish & sustainable with "green" updates; commercial grade membrane roof with insulation, recycled terrazzo tiles, radiant floor heat, double paned windows, energy star appliances, convection range and new insulation. Home is on quiet dead end street that abuts Maricara Nature Park and SW trail system that leads to [Tryon State Park](#). This home is offered at \$539,000.

Happy In Happy Valley  
11336 SE Hilltop Ct  
\$429,900 / MLS 11057002

This Happy Valley house will make you....happy (couldn't resist). Tired of trying to fit all your hopes, dreams and family members into an older home? Not enough bathrooms, tiny dark living spaces and no where for the kids? Fret no more! Come on out where the air is clean and the bathrooms plentiful. This house has Craftsman charm, a huge kitchen (butler's pantry AND a regular pantry) that opens to an eating area and living area. Fireplace, vaulted ceilings, lots of windows, great paint colors and uber livable. All the bedrooms are on the main floor and there's a large family room up, big enough for a pool table. And that pool table stays with the house – bonus! The deck has a view of Mt Hood and there's a flat yard for kids and dogs to run around. The laundry room is so beautiful it makes me want to cry and it's on the same floor as your clothes. Imagine that.



The house is located in the small, upscale Greyhawk Ridge development. Get to the airport in minutes, downtown in under 30 minutes.



Hip And Modern In Irvington  
3411 NE NE 14th Ave  
\$509,00 / MLS 11094831

Ok, so I admit several times over the years when I have cruised by a For Sale sign that has a sticker on it that reads: Must See Inside! I snicker to myself and think yeah right.... Well this beauty is just fine on the outside; newer roof, paint and landscaping to name a few, but walk inside and you will be delighted you did. Sleek, open, bright spaces await you in this 4 bedroom 3 bathroom home. 3 bedrooms upstairs including a wonderful master suite with skylights and a large bathroom with a tiled walk-in shower. Another beautifully tiled full bathroom and 2 additional bedrooms. The main floor also has a very large bedroom and a full bath. The kitchen is a cooks delight. Viking range, concrete counters, custom cabinetry and stainless appliances as well as an eating area and french doors to the deck and backyard. The formal living room will please you with the stucco, wood burning fireplace, lots of windows and plenty of

space. A formal dining room and open stairway greet you upon entering the home.

This house is the best of both worlds to me. A traditional, 1920's English inspired design with wood floors throughout, picture rail, thick trim and mouldings but a super fresh, hip modern twist has been added. The color palette, feel and flow of this house is so sensible to today's living style. Flexible floor plan if you prefer your master bedroom on the main, a large garage, large deck and a fully fenced private backyard await you. All the mechanicals have been updated in the past few years including a newer sewer line and water main. The location is just about perfect for the urban commuter who wants to feel settled in a neighborhood. So close to Irving Park, Whole Foods, coffee, shops and bistros as well as the Public Library.

Cutie In Concordia  
5335 NE 41st Ave  
\$219,900 / MLS 11266705

OK. I know what yer thinkin. Cutie in Concordia? Yeah, I saw her in the produce section at New Seasons this morning. But no, not that cutie. This one is vintage '49, sits on a darling quiet street and has all the charm you've come to expect from our properties here at LRR. With 2 bedrooms plus that crucial office/den and an open floor plan, I'd be surprised if this one stays on the market for long. The backyard is fabulous to boot. Close to Fernhill Park and all things Concordia? Come n get it. Oh, and that cutie at New Seasons? That's my girlfriend, so back off pal!



# LIVING ROOM BUYERS GET CONNECTED

## SWEET MID-CENTURY FIXER, READY FOR RESTORATION



If you have ever searched for a great mid-century modern fixer, you know that grandma's have all the best houses. Whenever I hear "same owner for 40 years" I run right over, and right there among the sugar-free candy and family photos, I usually find great mid-century details such as mahogany paneling, green slate floors, and brick fireplaces.

Ben and Meredith were looking for a mid-century house that they could turn into an incredible modern home, when they found this great ranch. Owned by a very sweet lady, the house had not seen much renovation in many years. However, the great layout, clean lines, and mid-century features were all there, just waiting for Ben and Meredith to bring back to life.

This solid home sold for \$295,000.

## VICTORIAN MEETS JAPANESE, WITH STUNNING MODERN RESULTS

Ryan wanted a house in Portland for his mom to move into. From California, Ryan had settled in Northwest Portland and developed an appreciation for hip, walkable neighborhoods, so he wanted his mom to be in a similarly-fun spot.

When a cute one-bedroom house a few blocks from 28th and East Burnside popped up, Ryan had to take a look. That neighborhood is packed with fun restaurants and shops, and would be a great spot for his mom. The house itself was beyond cool. A classic Victorian, it had been transformed by its architect-owner into a sleek, modern space. Walls were moved to create a flowing, open floorplan. A modern kitchen blended seamlessly with the original stained glass, fir floors, and period details. The bathroom was turned into a Japanese sanctuary, complete with a gorgeous, deep soaking tub. Ryan snatched this great little house for \$215,000.



## DON'T WAIT UNTIL SATURDAY



Scott and Sherry were looking to buy a home in Portland, after 18 years spent in Olympia. We quickly settled into a routine of Saturday home touring, a cooler loaded with snacks, the day spent on the prowl for their abode. We looked high and low, north and south. Buyer fatigue set in. Would they find it? Then it happened. This listing showed up on the RMLS on a Thursday. This place was just what they were looking for and it wasn't going to be around by Saturday. They were here the next day. Saw it. They didn't mess around. They wrote the offer. They got it. The key to their success? They didn't hesitate for a minute. They wisely bid \$9k over the asking price and provided excellent terms to the seller in order to procure their dream home. They stayed within their budget and got more home and shop than they could ever imagine. By acting quickly they got the house; if they had waited until Saturday the house would have been gone.

## SOLD: FRANK LLOYD WRIGHT INSPIRED HOME

Barbi and George love the [Tin Shed Garden Cafe](#), just next door to our office. So much so that rather than continue driving from Monmouth, OR on a regular basis, they decided they'd be better off just moving here and reaping the benefits of not only great grub, but the arts and the people, too.

It wasn't long into their Portland home search that we hit upon this gorgeous Frank Lloyd Wright inspired home in close-in NE. They loved the simple lines and the low maintenance of a newer home. Initially, timing and a few details weren't quite right, but after exploring several other options, my buyers circled right back around to this modern home. Featuring 2 beds, 2 baths, a covered porch on the second story, air filtration system, gorgeous trim details and a gas fireplace – it was such a tasteful choice.



Welcome to your Portland Home, Barbi & George – see you at the Tin Shed!

## A SKINNY HOME TO LOVE...



Try as I may to be flexible and open minded at all times, I tend to be a gal of absolutes. I seem to recall making the following statement at some point in my not too distant past: "I will NEVER, EVER, as long as I live and breathe, sell a skinny home."...

Last week, two very excited buyer clients of mine, closed on their very own, utterly adorable, thoughtfully designed, tastefully appointed, tall house in the Cathedral Park section of North Portland. No one was more surprised about all this than my clients Bob & Britta who, at the onset of our real estate journey, professed a deep and undying love for all things charming, quirky, and old. A great outline for many, but a plan that led us to a charming, cosmetically unique, spacious home with ancient systems. A LOT of ancient systems. The reality of the long term maintenance demands of owning an older home weighed heavy upon Bob & Britta and they decided to start over with a clean slate and an open mind.



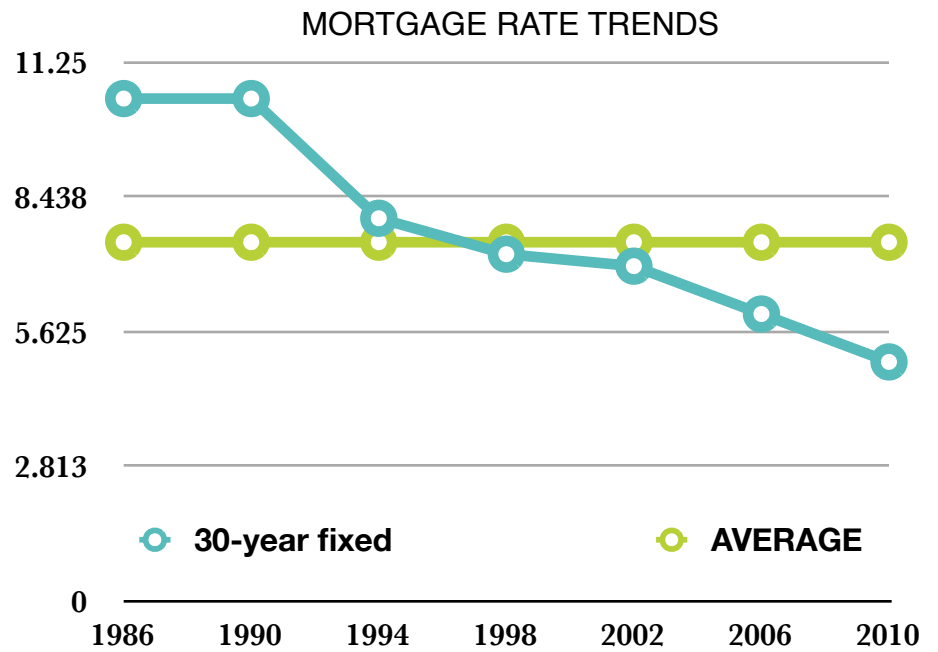
On a lark, we decided to visit a skinny house in mid-construction and presto-change-o, we had a match! What? Contemporary backsplash? A bonus third floor family room with a killer view of the St. John's Bridge? Add to that, the option for Bob & Britta to choose exterior paint colors, a sustainable upstairs flooring material, landscaping, and energy efficient appliances! Weeding is not B & B's idea of a fun Sunday afternoon so the petite patch of green out back was the perfect amount of yard for these two, and then there was the 8 minute stroll into downtown St. John's for coffee, lunch and movies. Sold!

So lesson learned for us all. Skinny homes are not what they used to be. Actually, some of them are so cool, they could end up being the house of your dreams, too.

## REAL ESTATE

America's best investment

**Mortgage rates have decreased over the last fifty years to record lows.** Due to the economic downturn, borrowers with stellar credit and a solid employment history are best able to secure financing right now. However, as conditions improve, the market will expand for borrowers who may not fit the mold of traditional lending standards, such as the self-employed.

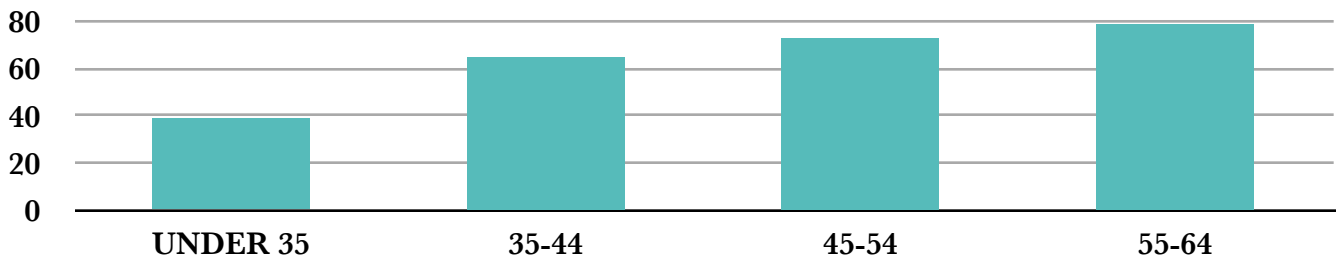


The Median home price is **3.4** times the median household income. While this is **20.9%** lower than the average from 1995-2010, it's more in line with the average from 1980-2000.

## HOME EQUITY

A major advantage of homeownership is building equity. The average seller who purchased a home in 2002 gained **24%** in equity, while those who purchased their homes 11 to 15 years ago had a median gain of **40%**

### PERCENT OF HOMEOWNERS BY AGE GROUP



## HOME BUYER DEMOGRAPHICS

While married couples and those over the age of 35 continue to comprise the largest share of home buyers, single women and men, particularly those under age 35, have been gaining ground over the last decade. In 2010, 20% of home buyers were single women and 12% were single men. Additionally, 36% of buyers were under the age of 35 in 2010.

Due to increased affordability, 25% of people under the age of 35 are planning to buy their first home within the next few years.

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This newsletter is my way of sharing what we at Living Room Realtors have been up to. It is my pleasure to let you in on what we have been learning and what new tools we have been applying to the business. These newsletters are issued quarterly and if there is a topic or question that you would like me to address, I would be happy to include it in the next issue. You can also download a copy of the newsletter at [livingroomrealtors.com](http://livingroomrealtors.com). Providing the best service to our clients is what we strive to do. At Living Room Realtors we enjoy building the relationships we have with each of our clients. We work on a referral basis and would be honored should the opportunity come up to work with some one you know.



Thank you!  
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