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Personal Note



Referral Thank You's!

I would like to give a big shout out to the great customers and community who gave me their referrals for this year.

Your referrals are the "Heart of My Business" and it is deeply appreciated today and always! Please keep me in mind when you hear of someone discussing the possibility of buying or selling real estate. Then provide their name and number to me, so I can have an early discussion with them about all the choices and options there are for them.

Always offer my name and contact information for their easy reference. Thank you for thinking of me when you hear anything real estate related. It is my passion!

Seven Qualities of a Successful Homebuyer Today



Relying on certain behaviors and a particular mindset is what is needed to persevere in the housing market. Here are some tips:

- 1. Be persistent.** If your first, second or third offer doesn't get accepted, don't give up.
- 2. Keep your emotions in check.** Don't take rejection personally. If a house doesn't work out, there will be others. Do your best to never allow yourself to get too attached to a house before the deal is done.
- 3. Be open-minded and willing to move.** In this strong labor market, negotiating remote or hybrid working arrangements is more common. Your home may be more affordable with an expanded home search.
- 4. Don't be afraid to ask questions.** As this is the largest investment you'll ever make, smart shoppers have lots of questions. And I always say, "there is NO dumb question".
- 5. See beyond how a home looks.** You may have to make some compromises while inventory is still low and multiple buyers are competing for the same few homes.
- 6. Draw a firm line between wants and needs.** If your list of needs outweighs the wants, you might need to reevaluate your criteria. While needs are non-negotiable, be flexible to your wants, especially if they are things you can add later to the property.
- 7. Be flexible and available.** Waiting until the weekend may be too late. If you get a call about a great new listing, go as soon as you can. And if you make an offer, be flexible and accommodating when it comes to contract negotiations.

"Pack" first, you'll soon be *Moving!*

For Rent (Coming Soon!)



14225 SW Compass Drive, Beaverton \$3,295/mo

Located at 45 Degrees Central, this single family home has the perfect floorplan for generational living. 4 bedrooms, 3 baths, 2-car garage, all appliances, central air, swimming pool and recreation center to enjoy, walking distance to the Health Club and Water Slide, across from the Nike Campus and great freeway access to downtown Portland or the beach. No maintenance yard & vibrant community! Available mid-February, 2023. **Contact LeeAnn Pack at 503-708-0940 for viewing or questions.**

Real Estate Highlights

Below are the 12 month appreciation figures for your area during December 2021 to December 2022.

N Portland	2.7%	Gresham/Troutdale	7.0%
NE Portland	4.5%	Milwaukie/Clackamas	8.5%
SE Portland	4.8%	Oregon City/Canby	9.2%
W Portland	7.0%	Lake Oswego/West Linn	6.1%
Mt. Hood	24.0%	NW Washington Co.	14.5%
Beaverton/Aloha	11.0%	Hillsboro/Forest Grove	11.1%
Tigard/Wilsonville	9.6%	Columbia County	15.5%
		Yamhill County	3.5%

Radon Awareness

What is Radon?

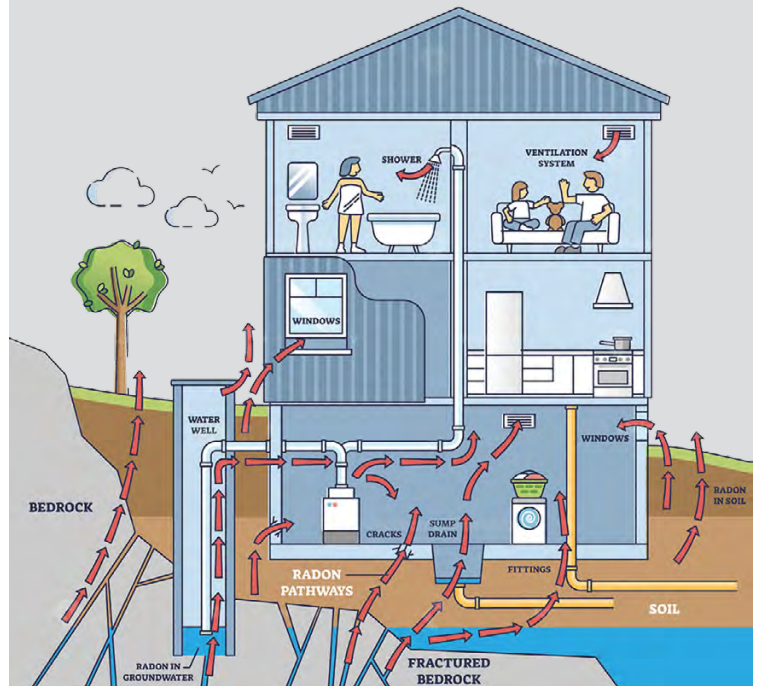
Radon is an odorless gas that comes from the natural decay of uranium. Radon is found in nearly all soils and rocks, and typically moves up from the ground to the air above and into buildings through cracks and other openings in the foundation. Homes trap radon inside, where it can build up to be at unsafe levels. Breathing it in can cause damage.

What to Know About Radon

1. Radon is the second leading cause of lung cancer in the United States
2. Radon causes over 21,000 lung cancer deaths each year in the United States
3. One out of 15 homes have high radon levels
4. Testing your home is the only way to find out if your house has an elevated radon level

PROTECT YOURSELF AND YOUR FAMILY BY HAVING YOUR HOME TESTED

If you want resources for this service, please contact LeeAnn Pack for a list of professionals.



♥ Do you know someone who is buying or selling? I love referrals! ♥



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Are you planning to sell?
Call 503.708.0940 or visit PackFirst.com
for a **FREE MARKET EVALUATION!**