



LeeAnn Pack,
CRS, GRI
Owner/Principal Broker
503.708.0940
Homes4U@PackFirst.com

Save the Date, Folks!

Back... by popular demand!

You are invited to attend the Pack First Properties "Client Appreciation Night" at the Hillsboro Hops Friday night, **September 8, 2023**. The gates open at 6:00pm and the game starts at 7:05pm.

Enjoy a buffet of food and optional beverages before the game at the Picnic Pavilion. You will have bench seats along third base. There will also be a few raffles and prizes to make the evening even more fun. **Your only cost is \$5 for parking.**

You must RSVP to LeeAnn Pack at homes4u@packfirst.com or call at 503-708-0940. Your tickets can be picked up at "Will Call" only if you **RSVP by August 31, 2023.**

Let's have fun, and "play ball"!



4660 NE Belknap Court
Suite 101-D
Hillsboro, OR 97124

Cell: 503.708.0940

PackFirst.com

About 11,000 Houses Will Sell Today

Some homeowners have been waiting months to put their house on the market because they don't think people are buying homes right now. If that's you, know that even though the housing market has slowed compared to the frenzy of a couple of years ago, it isn't at a standstill. Contrary to what you may believe, buyers are still active and plenty of homes are selling right now. I just recently had a multiple offer situation on one of my listings.

According to the National Association of Realtors (NAR), based on the pace of sales right now, just over 4 million homes will sell this year. With simple math, let's break down what that means:

4.16 million homes / 365 days in a year = **11,397 houses sell each day**

11,397 / 24 hours in a day = **475 houses sell per hour**

475 / 60 minutes in an hour = **about 8 houses sell each minute**

So, on average, about 11,000 homes sell each day in this country.

I can provide more information about the houses being sold in your neighborhood, the amazing advantages that sellers are experiencing, and the most important things buyers are searching for in your area. Let's work together to market your house based on local trends.

Bottom Line

If you've been waiting to sell because you don't think there are buyers out there, know today's market is active. Every day you wait, around 11,000 other homeowners are selling. In the time it took you to read this, eight homes sold. When you're ready to sell too, connect with LeeAnn Pack, your Certified Residential Specialist.

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, know 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 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 & 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 Sale



7255 SW Hergert Road, Cornelius \$1,199,999

Come . . . listen to nature's quiet. . . Peaceful surroundings overlook a vast easterly estate view on a gentle sloping 5 acres, perfect pasturing for horses or small animals among a protective treed border. Welcome guests to a 2-story foyer with a sweeping staircase and entertain them on the full length balcony off the living area or from the private dining deck. Five generously-sized bedrooms, two are bedroom suites with views, four full baths, two large bonus rooms for hobbies or private offices, plus all the comfort of a large family room. There is so much potential for multi-generational living here! Central vacuum, new water heater, large laundry room with built-ins and sink, outdoor firepit, large barn with three horse stalls, chicken coop and more. Enjoy country living at its finest! Contact LeeAnn Pack at 503-708-0940 for a viewing.

Real Estate Highlights

Below are the 12 month appreciation figures for your area during July 2022 to July 2023.

N Portland	-6.0%	Gresham/Troutdale	-1.3%
NE Portland	-1.2%	Milwaukie/Clackamas	-2.4%
SE Portland	-3.9%	Oregon City/Canby	-0.6%
W Portland	-1.9%	Lake Oswego/West Linn	1.0%
Mt. Hood	6.5%	NW Washington Co.	1.8%
Beaverton/Aloha	-0.2%	Hillsboro/Forest Grove	2.8%
Tigard/Wilsonville	2.7%	Columbia County	-6.1%
		Yamhill County	0.1%

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



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