



**DORON WEISBARTH**  
Designated Broker/Owner

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# HOMeward BOUND

*More Than Just Real Estate News*

## 3 Types of Flowers to Liven Up and Beautify Your Curb Appeal

Looking to add some flowers to your home's exterior? Not only are they pretty, but they can increase your home's value by communicating the love and care that you give to your home. It's amazing how much people pick up on that energy, and how well they respond to it.

However, flowers can also be a challenge. In our NW climate, some of them struggle to survive in the cold winters. Some need more sunlight than others. Some only live one year, whereas others return and get bigger each year.

Now, those who know me, know that I'm really not much of a gardener (just ask my wife...). But I have learned a few tricks. If you're a neophyte like me, I hope that this will help get you started in the right direction.

So, you have three good options for types of flowering plants in the NW. You can choose **native plants**, which means they have thoroughly adapted to our climate and require less maintenance. You can also get **native perennials**, which will disappear in the cold but return in the spring. Again, since they're native, they will thrive in your garden with little maintenance. If you have areas that get less sunlight, you can choose from **low maintenance shade-lovers** that can get by with just 3-4 hours of sunlight per day.

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## Thank You Volunteers!

Volunteers at Childhaven play an essential role in helping make sure that every kid receives the attention, care, and healthy developmental opportunities they need. Kids come to Childhaven with a variety of needs, but when you boil it all down, they need loving attention.

With volunteers in the room, the teaching staff can devote more time to work one-on-one with children, and help each one in the areas they're struggling. Childhaven puts volunteers through a training program before assigning them to a classroom.

One volunteer, Jeff Stanley, says the kids give him way more than he gives them. "It's the selfish time of my week," he said, while building foam block towers with 2-year-olds and driving trucks through the tunnels they had made. Later, he chased kids around on tricycles, and sang Itsy Bitsy Spider, always a big hit.



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# How to Effortlessly Lose Money When You List Your Home

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For example, we watched one home in the Central District get caught up in an 11-way bid. The final price was six figures higher than the listing price. We saw a Shoreline home get 80 offers. Yes – offers, not visits. Another home in Crown Hill got listed at \$1.1 million, but sold for \$1.5 million – a huge discrepancy.

And just last week, there was a home I thought at first would sell for \$1.25 million. But the more I studied the data with my SMA – the Strategic Marketing Analysis system, I suspected that was too low. I intended to recommend to the seller to list it at \$1.35 million. But by the time we got to that point of the process, things had changed again and it looked like \$1.5m was very attainable. We eventually listed it at \$1.45m.

But here's the thing – it sold for \$1.52m – about the amount I expected. Imagine if we had listed it at my original assumption of \$1.25m. If not enough buyers came around, that seller could have missed out on \$250,000 in profits.

I'm sharing this because too many listing brokers rely too much on a CMA – the Comparative Marketing Analysis.

This is where they look at what other homes in your area with similar features are selling for. But the problem with a CMA is that it's looking backwards only. And homes were selling for much less in December and January than they are now and will be in the spring.

Relying only on a CMA is how you end up with a selling price \$400,000 higher than a listing price. That's not always the result of a bidding war. It can also happen when a listing broker under-prices your home. Using my SMA approach, you get a better and more accurate listing price, which reflects the true value of the home, and that usually results in more money for the seller.

If you know anyone who is thinking about selling, please send them our way. You can give them this newsletter or give them our contact information. **Our 5-step system**, including our Strategic Marketing Analysis, lays out the plan for selling fast and for the most amount of money. And a good portion of our income then goes to support the kids at Childhaven.

## 3 Types of Flowers to Liven Up and Beautify Your Curb Appeal

(continued from front)

Here are a few examples of each – and there are many more to choose from than what we can cram in here.

**WESTERN WALLFLOWER** – a native plant that is a pollinator with bright orange flowers. It does well with dry summers and thrives in full sun or partial shade. It is also a perennial, but has a short lifecycle and can sometimes bloom twice per year.

**PURPLE CONEFLOWER** – a native perennial that is loved by bees and other pollinators, this plant does well in full sun, and flowers best when it grows in poor soil. Overly rich soil produces more leaves but fewer flowers. So if you have some low-quality soil you don't know what to do with in an area that gets 6 hours of sun per day, this is a good option.

**GOAT'S BEARD** – these shade-lovers produce a fluffy white array of tiny flowers in late spring. It does well in places that have little afternoon sun.

**BLANKET FLOWER** – these perennial native plants have a tropical look. Their flowers have yellow ridges and red-orange centers, and they remain bloomed for a long time. They're also drought resistant, so they'll do fine in the summer too.

**BLUE STAR CREEPER** – this is a type of ground cover that works great for filling in gaps, and it does great almost anywhere because it is so low maintenance and does well with any amount of sunlight. It can even handle being stomped on. So if you have little kids running around, you won't have to worry.

**BLEEDING HEART** – the pink flowers for this low-maintenance shade lover really do look like hearts bleeding from the lower tip. They bloom in early spring and do best in rich soil that is regularly watered and that gets healthy amounts of shade.

Spring is just around the corner – I hope you have a great time in your garden!



# Thank You Volunteers!

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One teacher comment about what a difference Jeff makes, "We can be having a really crazy day and Jeff comes in and he's a blessing. The kids love him, he serves as a positive role model in their lives, and he makes us all laugh. Having him here allows us to spend more quality therapeutic time with the children."

After attending the Childhaven luncheon for several years, Jeff thought about volunteering but was afraid he might be unable to handle the emotional impact of working with high-needs children.

But once he started volunteering, he realized his fears had no basis in reality, "From the first minute I walked into the classroom, it was not tough at all. For these kids, it's the best time of their day. They are so happy to be here."

We give a portion of the profits from every home we sell to Childhaven. If you're looking for a way to get involved somewhere and make a big difference in the lives of kids who have suffered from abuse, neglect, or other challenges, volunteering at Childhaven might be a great opportunity!

Check out more about Childhaven:  
[childhaven.org](http://childhaven.org)



## The 2024 Weisbarth Team



Doron Weisbarth



Debbie Sipes



Chris Masseth



Mary Cha



Dominic Wood



Ashley Heim



Cade Coleman



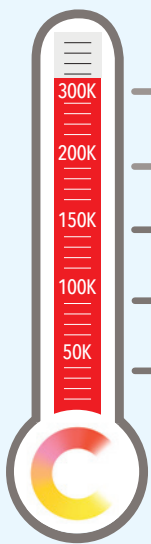
Steve Thompson



Laura Villar

We're looking for a few good people to join our team. Know any top candidates? Call Doron at 206-779-9808.

### Our donations to date for Childhaven!



A portion of every sale from Weisbarth & Associates is given to Childhaven and in the past 7 years we have donated over **\$300,000** to them.

**DORON WEISBARTH**  
Designated Broker/ Owner  
**206.779.9808**  
[Doron@weisbarth.com](mailto:Doron@weisbarth.com)  
[Weisbarth.com](http://Weisbarth.com)

Like and follow us on:



Real Estate Results That Move You

### Your business and referrals help the kids at Childhaven

Through all of COVID-19 the Childhaven staff continues to care for every child, delivering counseling, developmental therapy, wrap-around supports, home learning, meals, family meetings, and much more.

Every referral you send our way helps the kids at Childhaven, because we donate a substantial portion of our income from every home sale to this amazing organization. If you know anyone considering buying or selling, you have three options:

1. Send an email with your referral's name, phone and email to [refer@weisbarth.com](mailto:refer@weisbarth.com)
2. Call me direct or pass on my number – **206.779.9808**
3. Go to our website at [Weisbarth.com/refer](http://Weisbarth.com/refer)



Our team offers a no-obligation consultation to show you how to maximize your results from buying or selling a home.

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More Than Just Real Estate News

## Also In This Issue:

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If your home is already listed, this is not intended as a solicitation

AS SEEN AND HEARD ON:



Real Estate Results That Move You

7000 Greenwood Ave N  
Seattle, WA 98103

# How to Effortlessly Lose Money When You List Your Home

All current signs point to a great spring for buyers and for sellers. Everything is trending upward in King County and the surrounding areas – sales, pending sales, listings, and prices. If you're a buyer, your selection is growing. And if you're a seller, there's a growing number of buyers hungry for choices.

In the graph you can clearly see the increased activity in January of this year, and you can see how it's following an annual pattern.

But as a seller, there's one thing to beware of – make sure your listing broker knows what they're doing. We're seeing a number of homes getting listed for far less than buyers are willing to pay.

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