



More Than Just Real Estate News

HOMeward BOUND

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Prepare in Advance for Winter Emergencies

Winter is coming and with it the chance of some major storms that can knock off the power. Some outages last for several hours, but on rare occasion, it might be days before power is restored. In the cold of winter, that can be a big problem.

So while the weather is still nice, here are 9 simple ways to plan ahead so you're ready for winter emergencies.

1. Have Emergency Lighting Ready

This could mean candles, oil lamps, or flashlights along with the right size of fresh batteries. It's a simple thing, but light is your first need when the power goes out in the dark months of winter.

2. Be Ready to Keep Warm

Make sure you have a set of emergency warm clothes, including hats and gloves, extra blankets, those chemical hand warmers and other warm items in a place that will stay dry and easily accessible. My wife, Juju, and I put our supplies in those spacesaver vacuum storage bags that you can buy online – they really work great!

3. Emergency Communication

For outages that go longer than a day, your cell phone battery might die. An emergency radio that runs on bat-

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Overcoming a Broken Early Childhood

Babies and young kids need to know they are loved and that their needs matter. What happens when they don't receive this?



Photo by Nattalia Nuñez on Unsplash

At just one year old, a little girl named Ryan arrived at Childhaven. Her first year of life had not been kind to her, as she faced substance abuse, domestic violence, and unstable housing. Her future hung in the balance.

Three years later, Ryan had successfully hit many of her developmental milestones. She was now a confident, conversational, funny kid with "above average social and cognitive skills," according to the Childhaven staff.

She developed healthy relationships with the teachers and therapists, and benefitted greatly from the

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Prepare in Advance for Winter Emergencies (continued from back)

teries and a built-in hand crank charger can provide useful emergency information AND offer an emergency charging station for your phone.

4. Keep Ample Supply of Non-Perishable Food

Don't get stuck with an empty pantry in the winter. Canned food has many merits, and this is one of them. You can eat it cold, and it isn't that bad – especially if that's all you can do, like in a power outage combined with a snowstorm that prevents you from going out easily. You can also buy emergency food packets online, although some may require warming or adding hot water, so if the power is out, that might be a problem.

5. Have a Backup Supply of Water

This is another easy one that you should already have. Buy a case or a few gallons of bottled water and store it somewhere. If you ever need it, you'll be the hero of the day. Another option is to get one of those water filters that are designed for camping. They can easily produce a liter of water in just a few minutes, removing even harsh chemicals and biological contaminants.

6. Weatherstrip Doors and Windows

This is a low-cost way to increase your energy efficiency by keeping more heat in the house. If the power goes out and it's 30 degrees outside, this takes on a whole new urgency – especially if you don't have a fireplace.

7. Insulate Your Pipes – or Have a Backup Plan

Exposed pipes can burst if the water inside them freezes, which can happen in extended cold periods without power. Burst pipes can cause tens of thousands in damage and be very disruptive to your life. Pipe insulation is available at any home goods store, and easily wraps around pipes to keep them warm.

If you can't reach certain pipes (like behind cabinets) or don't get around to insulating them in time, your other options are to either keep one or two faucets running 24/7 to keep the water flowing through the pipes, or to shut off the water main to the house (make sure you know where it is).



PHOTO BY ANNIE SPRATT ON UNSPLASH

8. If You Have a Fireplace...

Make sure it's ready to use! If it's a wood fireplace, have wood or those emergency fire starter logs that are available in stores. Make sure the wood is stored somewhere dry and to open the chimney flue when you start the fire. For a gas fireplace, make sure it's working properly, and have it serviced ahead of time if it's been a while.

Then, when you use the fireplace, try to close all the doors to surrounding rooms so you can confine the heat in a smaller space.

9. Never, Never, Never Use Your BBQ Indoors

When it's cold for days without power, some people get tempted to bring their barbecue inside and use it to heat the house. DO NOT DO THIS! EVER! Burning a BBQ produces carbon monoxide, which is odorless and deadly.

Every winter, you hear about a tragedy where a whole family is found dead in their home for exactly this reason. BBQs are for outdoors only! (And while on the topic – make sure to check the batteries on your smoke alarms and CO detectors).

Stay warm, dry and safe this winter!

Your Referrals Help Kids in Need

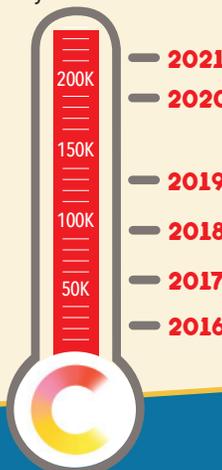
Through all of COVID-19 the Childhaven staff continues to care for every child, delivering counseling, developmental therapy, wrap-around supports, home learning, meals, family meetings, and much more.

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 me an email to referral@weisbarth.com with the contact info of the person you know who is considering a move.
2. Call me direct or pass on my number – 206.779.9808
3. Go to our website at [Weisbarth.com/referrals](https://www.weisbarth.com/referrals)

Our donations to date for Childhaven!

A portion of every sale from Weisbarth & Associates is given to Childhaven and in the past 5 years we have donated over **\$200,000** to Childhaven.



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A Tale of Two Identical Homes that Sold for \$185,000 Apart

(continued from front)

their original features from when they were built over 30 years ago, I can assure you that the cost of this regular maintenance and upkeep was far, far less than the \$185,000 price difference.

You see, buyers today are willing to pay a premium for homes that are in good condition and are 'move-in ready.' The really nice properties continue to sell like hotcakes, receiving multiple offers and selling for above asking price, while the homes that need more work take far longer to sell

In fact, in Seattle, as the graph shows, homes listed on the market in the \$500k-\$750k range sell within 30 days 72.4% of the time. But the higher priced homes sell even faster! Homes listed for over \$1 million sell within 30 days 76.8% of the time. These higher end homes tend to be in better shape and therefore attract stronger, more committed buyers.

Now even if a home needs some TLC, there are many things you can do quickly and cheaply to make the home stand out and elevate its market value. Finding the right balance between spending too much and too little requires expert advice and a deep understanding of the marketplace. So if you or someone you know needs some help, my team and I offer a no-obligation consultation and are always happy to give specific advice.

Please Send Us Your Referrals!

If you or someone you know is looking to sell or buy a home, we'd love to help! Please send us your referrals and we'll take great care of them and guarantee their success and happiness. And remember that your business and referrals help the kids at Childhaven.

Here's how to send us referrals:

- 1) Email me at referral@weisbarth.com with your friend's contact info
- 2) Call me directly, or pass my number on to them – 206.779.9808
- 3) Go to our website at [Weisbarth.com/referrals](https://www.weisbarth.com/referrals)



Doron Weisbarth



Michelle Shafagh



Chris Masseth



Debbie Sipes



Blake Cisneros



Dominic Wood



Steve Thompson



Laura Villar

Overcoming a Broken Early Childhood

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one-on-one behavioral therapy. This helped her learn how to manage her emotions and get along better with other kids, especially when they didn't want to play with her. To Ryan, it's unimaginable why anyone wouldn't want to play with her, but she had to learn how to work through unexpected situations and the emotions they produce.

This is one of the primary methods Childhaven uses to help prepare kids for kindergarten. Ryan's mom, Brook, says, "She's a natural born leader and I know she's going to continue to excel thanks to the support we've received at Childhaven."

We give a portion of the proceeds from every house we sell to Childhaven, because we wholeheartedly believe in their mission and the great work they're doing with at-risk kids.



Join us **ONLINE** for the special
20th Anniversary
of the Annual Childhaven
Auction on

Saturday, October 23rd 2021.

Find out more at childhaven.org/events

The 2021 Weisbarth Team

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

**"Your Home Sold for at Least 100%
of Asking Price or I'll Pay You the Difference!"**

Learn more about this exclusive guarantee at [Weisbarth.com/guarantee](https://www.weisbarth.com/guarantee)

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100 MOST INFLUENTIAL REAL ESTATE AGENTS



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& ASSOCIATES

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

A Tale of Two Identical Homes that Sold for \$185,000 Apart

An interesting thing happened recently that shed some light on what’s driving the current home buying trends in Seattle. My team and I had listed a Seattle home, and the house right next door listed with another agent just a few days later.

Both homes were practically identical: Built by the same developer. Same year. Same floor plan. Both still had their original kitchen, bathrooms and other features. In many ways they were basically the same house.

Both homes were listed for the same price. The house that we listed received three offers and sold for **\$156,000 OVER** asking price. The other house received only one offer and sold for **\$25,000 UNDER** asking price.

Why would these two homes sell for \$185,000 difference?

There are two good reasons. First, in all honesty, my team and I did a far superior job of preparing and marketing the

How Quickly Will Your Home Sell in This Market?



home. We were able to advise our clients on what to do and, more importantly, what not to do, to prepare their home to maximize their results. And we employed marketing plans and systems that we developed that increased the home’s exposure and sellability.

Second – and this is where the crux of this story lies – is that the home that we listed had been kept in better shape over the years. And while both homes still had most of

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