



*More Than Just Real Estate News*

# HOMeward BOUND

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## 9 Tips for FINALLY Organizing Your Garage

If the mess in your garage has reached epic proportion and you can't find items when you need them, these last days of summer are a great time to clean and organize your garage. And you'll feel sooo good when you're done!

A quick search online will yield thousands of tips and ideas, which can be overwhelming. So here are 9 tips for putting your garage in order so you can easily find the things you need and keep them out of the way when you don't.

### 1. Start by Making Piles

You might need to start by decluttering. A good approach is to break your stuff into four piles: Trash, Recycle, Keep and Donate. Do this step first, because there's no sense in organizing your garage for items that you aren't going to keep anyway.

### 2. Assess Your Needs

With what remains, figure out your greatest organizational needs and build the plan from there. It might be best to draw you plan on grid paper. Do you have more items that need shelves, or do you have more items that need floor space? What items do you use

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## Craving Attention but Getting None



Photo by Tetbirt Salim on Unsplash

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



One child named Kai didn't receive it. When Kai was a baby, his mother was never a consistent presence in his life, too consumed with addictions. She often left him strapped to his high chair, stuck there, getting no attention.

Can you imagine the effect this would have if it had kept going like that?

A woman from his church tried to care for Kai, but by this point he was too hard to handle, off the walls crazy with energy. And whenever he got hurt he would show no emotion – another common side effect of prolonged neglect.

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# Why Fall is a great time for both buyers and for sellers

(continued from back)

Historically, from about mid-September through about mid-November, we see a declining number of new listings that hit the market. They join whatever listings from Spring and Summer that didn't sell, usually because those homes were overpriced. This combination nets a relatively good inventory of homes that are available for sale.

On the demand side this time of year, the pool of buyers tends to be a bit smaller in the Fall, for two reasons. First, we have fewer new buyers who enter the market this time of year (the largest surge of new buyers is right after the new year). And second, because of attrition in the existing buyer pool, mostly by people who tried and failed to make a purchase and therefore decided to exit the market emptyhanded. This smaller pool of buyers means that the competition is not quite as fierce as it is in the Spring and Summer, making it a bit easier for the buyer to compete. But there's a boon for seller too - this smaller pool of buyers is typically made up of people who are both financially strong and very, very motivated!

The net results, as you can see from the diverging trends of the two lines, starting around September, is that despite the lower number of new listings, the market activity typically remains very strong, making it a great time for both buyers and sellers!

If you know anyone considering buying or selling their home, we would love to help! Please refer them to us and we'll take great care of them. Remember to tell them about our performance guarantee and how their business will help support the kids at Childhaven. And thank you for your help and support!

## 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](mailto: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.



Join us **ONLINE** for the special **20th Anniversary** of the Annual Childhaven Auction on **Saturday, October 23rd 2021.**

## Craving Attention but Getting None

(continued from front)

When he came to Childhaven, Kai developed a reputation for hugging other kids. But his hugs were pretty rough and he sometimes hit them. He became known as the 'panther pouncer,' because he would pick a random kid and just pounce on him.

Childhaven's staff helped Kai develop healthier ways to interact with kids, and over time he overcame the trauma of neglect.

They taught him to act out plays with stuffed animals, and used them to teach him not to hit. He learned to use words instead of hands, and to ask nicely for toys rather than just grabbing them.

Eventually, he stopped pouncing and learned how to give fun hugs that made everyone happy.

After Kai received the attention he needed, Childhaven's team had prepared him for entry into kindergarten, so he would have a chance at a better life.

On October 23rd, Childhaven will be holding the 20th anniversary of the Childhaven Auction. It's moved online, but we'll be there and we would love to see you there!

Find out more at [childhaven.org/events](https://childhaven.org/events).

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# 10 Tips for FINALLY Organizing Your Garage

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regularly and what item do you only use on rare occasions? Be strategic in how you place your items.

## 3. Use 3-Space

In garages, vertical storage is the secret to happiness. For smaller items, pegboards are an excellent use of space because you can hang things on them and get them off the floor. And look for creative ways to use the overhead space with wire shelving that attach to the ceiling where you can store large items out of the way.

## 4. Screw Plywood – not Wire Shelves – into the Wall Studs

Wire shelving is popular because it's versatile and see-through. The problem is, it needs a sturdy wall to screw into, and this limits how you can use it.

If you screw a solid sheet of plywood into the wall studs, now you can attach the wire shelves to the plywood. This

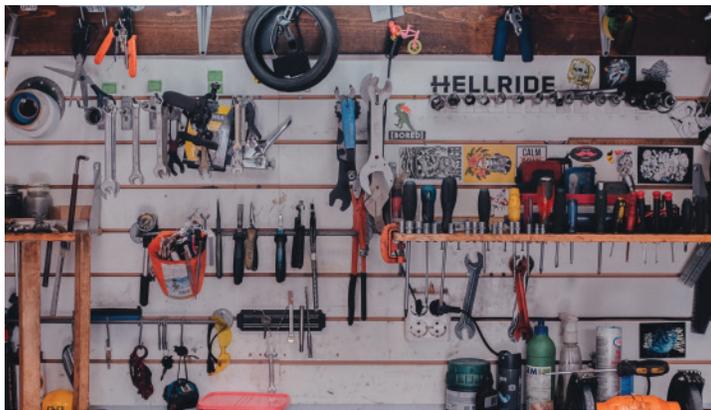


Photo by Maxim Selyuk on Unsplash

opens many more arrangement possibilities so you can maximize the space.

## 5. Use Large Tubes for Storing Tall Stuff

You can find tubes of different sizes and materials, such as plastic, PVC, and even those tubes designed for forming concrete footings. These work great for storing things like long-handled tools, such as rakes and shovels, as well as fishing poles and bats. Secure the tubes to a wall or shelf with straps or wires.

## 6. Captain Hook

Hooks are great for getting larger items, like bikes and leaf blowers out of the way. You can attach hooks to walls and to ceilings. Rubbermaid makes the FastTrack power tool hook that is great for holding moderately heavy items.

## 7. Stackable Cubbies

For items that just need a place, stackable cubbies keep it out of the way and don't require any installation or construction. Great for kids' stuff, smaller sports equipment, and yard stuff. For safety, make sure to secure to a wall.

## 8. Track Systems

For oddly shaped items that need to be put somewhere, a Gladiator Track System gives great flexibility. It uses hooks and various other attachments to customize your wall to fit your needs, so that everything has a place.

## 9. Free Standing Shelves

You can find these in metal or plastic, and in a variety of sizes. They can be moved around as needed and some even come with heavy duty wheels. If you cannot secure your shelves to a wall, make sure to put heavy items on the bottom and light ones on top, to help anchor them in place.



Doron Weisbarth



Michelle Shafagh



Chris Masseth



Debbie Sipes



Blake Cisneros



Dominic Wood



Steve Thompson



Laura Villar

## 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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Designated Broker/Owner



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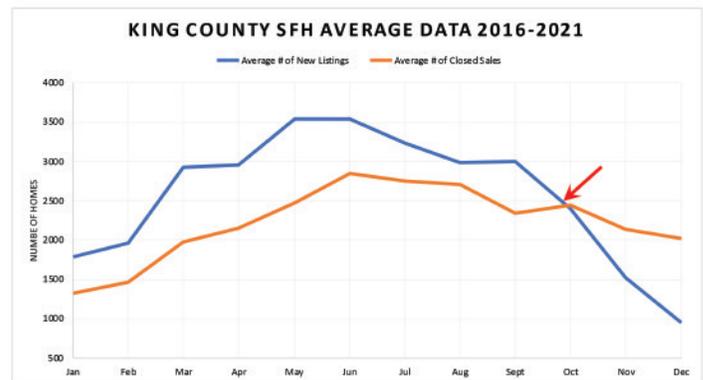
If your home is already listed, this is not intended as a solicitation

## Why Fall is a great time for both buyers and for sellers

Buyers and sellers often ask me: What is the best time of the year to buy or sell a home? In other words: what time of the year do home prices go up and when do they go down? For many years now, with the exception of a few short aberrations, the answer had been that prices aren't going down, and for good reason.

You see, the market forces in our area are quite strong and clear. We have an oversized demand, driven by the mass influx of newcomers. The latest census results show that Seattle proper grew by over 147,000 people since 2010 - an increase of over 24%! In fact, Seattle was one of only 14 large cities nationwide that actually grew during the pandemic. Almost on que, just a few days ago Amazon announced that it is going to hire another 12,500 people for their Seattle office, and another 1,500 people for their Bellevue office. So the strong demand is not going away any time soon.

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On the supply side, the market just can't keep up with this enormous demand. What's more, the average homeownership, which used to be 5-7 years, is now at about 11 years and growing. Meaning that the already low supply is made worse by homeowners who are staying longer in their existing homes.

Still, there is a seasonality to our market that can help buyers and seller strategize a bit to help improve their outcome. And what's interesting is that the coming next few months are a great time for both buyers and for seller.