



LIVING ROOM
REALTY

SUMMER
2013

WHERE'S YOUR LIVING ROOM?

JENELLE ISAACSON

Owner, Living Room Realty

"She Flies With Her Own Wings"
— Oregon State Motto

I love doing business in Oregon. Of course, you could substitute the word business for living, the people, raising a family, backyard dinners, restaurants, farms, wine, traveling, golfing, etc., and it would all still be true. Anything I love about life, I love even more when I'm doing it in Oregon. I'm proud that, as a company, Living Room understands the importance of being involved in the community that supports us. We understand that the more we give and share with those around us the more balanced, nourished, and connected we feel. We're redefining success in business for the real estate industry.

One of the people in our company who's leading the way to redefine success is our office manager, Katherine Millan. It's her job to ensure we're supported with not only the most relevant tools, offices, and technology in the industry, but also the most sustainable. Since her first day, Katherine has been committed to maintaining a workplace that is the best it can be. She spearheaded the effort to get Living Room's silver certification from the city's office of sustainability. She did this by implementing a paperless transaction management system and, in the process, taught many of us old dogs some new tricks. She embodies the Gandhi quote, "Be the change you wish to see in the world." It's this get-it-done-not-afraid-to-roll-up-your-

sleeves-and-dig-in attitude that I love about living and doing business in Oregon. I want more Oregonians with this type of spirit and commitment to have meaningful jobs that support their families. I want Oregon to be the first place business owners think of when they think of a home for their sustainable businesses.

Recently, I received an invitation from Secretary of State Kate Brown to "be a part of the change I want to see." I was invited to speak in Salem to the legislature during the introduction of her bill, 2296A, which gives business the freedom to redefine success for themselves. The bill allows for the creation of "benefit companies." A benefit company is one where one of the company's primary missions is to provide a public benefit.

Previously, legal designations for corporate and business organizations focused the duties of corporate officers on matters of financial stability. Businesses that wanted to provide a larger community benefit under the previous structure had to validate these benefits strictly through the lens of the financial viability of the organization. Now a company can add a social or environmental benefit as a key mission of the business in addition to profit. There are more ways than one to define success for Oregonians. For many of us, lifestyle and values are a sum total that is greater than the bottom line.

During the legislative hearing, I was able to share the story of Living Room's success, the company values and commitment to sustainability, and the positive impact it has had on the

growth of the company. I am so proud of our state for passing this key piece of legislation that explicitly serves the public interest. Every business should have the freedom to put public interest and benefit before short-term profit.

Our agents inspire me with their commitment to raising the industry standards of service and redefining their own success in business. We have the brightest and best group of agents in the city. According to current RMLS statistics for Multnomah County, we currently have the seventh largest market share and our agents have the highest average volume of any company. We are the smallest company among the top ten grossing companies, but our numbers prove that, as a committed community of agents who are redefining the industry with teamwork and a values-driven business model, we can do more with less.

What is the change you most want to see in your "Living Room"? What life changes are you making that might reflect a new definition of success for you and your family? We would love to hear about it. Snap a photo or drop us an email—or better yet, stop in and share it with us!

Email: home@livingroomre.com

Twitter: @livingroomrealt

#whereisyourlivingroom?

For more info about house bill 2296A;
<http://www.orsenatemajority.org/tag/house-bill-2296a>

"Rest is not idleness, and to lie sometimes on the grass under trees on a summer's day, listening to the murmur of the water, or watching the clouds float across the sky, is by no means a waste of time."

John Lubbock

JULY

Thursday 4 - Sunday 28

WATERFRONT BLUES FESTIVAL

Help fight hunger while listening to great blues. This four-day festival includes over 150 artists performing on four stages. Proceeds benefit Oregon Food Bank.

Location: Waterfront Park

www.waterfrontbluesfest.com

Tuesday 23

PORTLAND'S 11TH ANNUAL BASTILLE DAY FESTIVAL

Celebrate all things France with the largest Bastille Day festival on the West Coast.

Location: Director Park

www.afportland.org/bastille-festival-in-july

AUGUST

Friday 2 & Sunday 4

OPERA IN THE PARK

This free concert, now in its 11th year, presents Verdi's opera, *Otello*, with full chorus and orchestra and a stellar cast.

Location: Washington Park Amphitheatre and Concordia University Campus Green

www.portlandsummerfest.org

Sat/Sun 3-4, 10-11, 17-18, 24-25

TREK IN THE PARK

Sci-fi fans young and old will love Atomic Arts' fifth annual Star Trek reenactment. This year's show is "The Trouble With Tribbles." Pack a picnic and show up early for goods seats.

Location: Cathedral Park

www.atomic-arts.org

SEPTEMBER

Labor Day Weekend

PEARL DISTRICT ART FESTIVAL

Browse over 100 booths of fine art at this annual Labor Day weekend festival, now in its 17th year. There's also food, music, theater, and hands-on activities for people of all ages.

Location: NW 8th Ave in North Park Blocks.

www.artinthepearl.com

Thursday 19 - Sunday 22

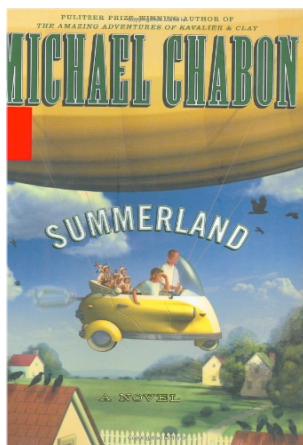
FEAST PORTLAND

Taste the best food that Oregon ingredients and local culinary talent can bring you at this four-day festival that benefits Partners for a Hunger Free Oregon and Share Our Strength.

Location: Various downtown venues

www.feastportland.com

S U M M E R R E A D I N G L I S T



Summerland

by Michael Chabon

Any book with the word "summer" in the title should be a good summer read, and this one is no exception. Although this was a New York Times #1 Best-seller, it sometimes gets overlooked among Michael Chabon's adult-oriented works, which include the Pulitzer Prize-winning novel *The Amazing Adventures of Kavalier & Clay*.

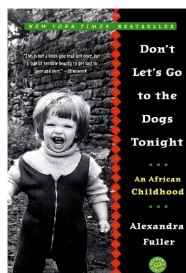
Although this is considered a young-adult book, its cross-over appeal is undeniable. This is a great book to read out loud to the kids on those long twilight evenings when it's too light to go to sleep but it's already past bedtime. You'll be tempted to take it to your own bed and read ahead. (If you haven't already read *The Amazing Adventures of Kavalier & Clay*, put that on your summer reading list too. You won't regret anything other than finishing it too fast.)



The Beautiful and the Damned

by F. Scott Fitzgerald

Yes, Hollywood just remade *The Great Gatsby*, so of course a lot of people are going to be re-reading this classic from high school English class. It's worth it, for sure, but in case you're trend-phobic and are tempted to pass over *Gatsby* because everyone else is doing it this summer, or if you've just re-read it and are hankering for more of Fitzgerald's genius, you should check out this often-overlooked gem. It's got everything you need from a poolside lounge-chair read—glamor, reckless behavior, soap-opera drama—plus insight into the human condition and moments of pure poetry.



Don't Let's Go to the Dogs Tonight

by Alexandra Fuller

Every summer reading list should have something true in it, preferably not too heavy. This funny and poignant memoir about a quirky, tumultuous childhood among British colonial holdovers in Africa should stop you from even thinking about complaining about the summer heat.



MODERN DOMESTIC

SEWING STUDIO ADDS FABRIC TO RETAIL STORE

Modern Domestic has undergone its third expansion in the three years it's been in business. This time, they've added over 3,000 square feet of retail and classroom space. The addition of a dedicated fabric retail area means sewists from miles around can select from a large, curated selection of fine fabric, including: cotton, knits, quilting fabric, Liberty of London, and more. For customers and students, this means more options and better support when choosing the perfect fabric for each project.

Over the next few months, they will add 400 bolts of fabric to their growing selection. These will include special fabrics and notions from around the world, such as

Skinny LaMinx hand-screened canvas from South Africa; Dovo scissors from Germany; Merchant and Mills sewing tools and Liberty fabrics from the UK; Sajou needlework supplies; and Doe and Dear patterns from France, to name a few. The ladies at Modern Domestic take great pride in being a local source for hard-to-find items of the finest quality.

The Modern Domestic website offers a complete list of current classes. Class offerings change regularly so be sure to check early and often. All levels are welcome. Learn how to sew, quilt, work with a serger, or simply use the open classroom time to work on your current project.



Modern Domestic

(503) 808-9910

1408 NE Alberta St.
Portland, OR 97211

M-F: 10:00–8:00

Sat: 10:00–6:00

Sun: 11:00–5:00

moderndomesticpdx.com

GIRLS LEARN THE ART OF APP DEVELOPMENT

App Camp For Girls offers young girls an opportunity to put their creative power to work conceiving of and building apps while learning about the software business from women who are

professional software developers. App Camp founders believe strongly that when girls see how fun and creative app development can be, they'll be more likely to pursue a career in

software development and technology.

Apps are the present and the future, and without

a strong female presence and perspective in this arena, we all lose.

The founders are currently raising money for the program; go to www.indiegogo.com/projects/app-camp-for-girls to find out more.

The first full camp session is scheduled for August 19-23, 2013.

appcamp4girls.com





SUMMER HOROSCOPE

ARIES

It's easy for some people to let summer wander past them without taking advantage of all the season has to offer. That's not you at all, so do those others a favor and embrace your natural urge to organize summer events. The hikes, picnics, barbecues, and beach trips that wouldn't happen without you should and must happen.

TAURUS

You have plans for this summer. That's obvious. You always have plans. But the spring was already so unpredictable that you should expect summer to be the same. Follow the fickleness of Mother Nature and let yourself go with the flow this year. You'll like where it takes you.

GEMINI

Just like you, summer has two sides. There's the slow, sultry, kick-back-and-do-nothing summer, and the fast-paced, take-advantage-of-every-outdoor-opportunity summer. No one is better positioned than you to enjoy both sides of this bipolar season, so don't think you have to either slow yourself down or speed yourself up. Do what only you can do: both.

CANCER

A summer birthday can get to you. You remember bringing in cupcakes before the school year ended, and you know a lot of people will be out of town for your party. This year you're not going to dwell on things like that and let summer slip away without tasting all of its delights. You're going to do everything you've wished in previous Septembers that you'd done in July and August

LEO

Summer is your season, so you should just go out and make it a great one. Some advice, though: let others contribute some ideas about what to do and where to go. Surprises are always nice, and you might be astounded by what others can come up with. And if you're not, you can always ignore others' input in the fall

VIRGO

You understand what makes others tick better than most, but self-reflection isn't always your strong suit. The slow, sultry days of summer are a great time to turn inwards and consider the sources of your creativity, your uniqueness, and your inner power. The self-confidence you store up this way will come in handy later in the year.

LIBRA

Spring gets all the credit for being a blossoming, fecund time, but there's plenty of fecundity in summertime as well. Your task this summer is to slow it down when others are rushing off to the beach or the lake or the park. Make it your daily practice to stop and take a deep whiff of something growing around you. It feels good.

SCORPIO

There's no doubt about it: you're sexy. But yours is a more of an autumnal sexy than a summertime sexy. That's okay. While everyone else is off acting gaga about all that sun and heat, you can lay low, read some nice thick novels in the backyard, and enjoy summer in your own quiet, slightly disapproving, but completely appropriate way.

SAGITTARIUS

If there's one thing you hate, it's advice to reign in your reckless side. You'd prefer to curtail your natural honesty or generosity rather than play it safe, but even a staunch Sagittarius has to recognize that luck sometimes runs out. So let your generous side run free this summer and give your wild side a rest. The world isn't running out of crazy things to do.

CAPRICORN

You have a tendency to think that there's something better going on than what you're doing at the moment. The grass is sometimes greener, but even if your hunt for the perfect thing does land you in Eden occasionally, you also waste a lot of precious time getting there. Try enjoying wherever you find yourself this summer instead of wondering where the real fun is.

AQUARIUS

Embracing personal change is how you approach life these days, but this summer, try mimicking the school calendar and take a vacation from your program of self-improvement. Recharging your batteries with some long summer afternoons spent in the sun, reading a book that's not on your must-read list, will leave you refreshed for a renewed push this fall and beyond.

PISCES

Life can seem like it's pulling you in many directions, especially during the summer, with all of the opportunities brought on by this lively outdoor season. Instead of submerging your summer in a headlong rush from one thing to another, choose only those few things that suit you the most. Even if you miss out on something, the inner peace you gain will be well worth it.

You will never be happy if you continue to search for what happiness consists of. You will never live if you are looking for the meaning of life. —Albert Camus

THE BATTLE AGAINST WOOD DESTROYING PESTS

BUGS! The warm weather is here, which means it is also the most active time of year for many of the wood destroying organisms in the Northwest. Here's a quick rundown of some common wood destroying pests in our area, and what to do when you find them.

1. Subterranean Termites

Of the two common types of termites here in western Oregon, subterranean termites are definitely the bigger cause for concern. They live in old decaying wood in the ground, build mud tubes up to the surface looking for wood to eat, and often end up finding their way to wood framing in homes. These mud tubes can be seen on foundation walls and at cracks in concrete. Termites tend to like warm temperatures, so activity can occur near water heaters or other heat sources. If found, these termites must be treated by a pest control operator. Structurally damaged wood must be replaced.

2. Dampwood Termites

This type of termite is common in wet, decaying wood. If you find these termites, there is a larger moisture problem that should be addressed first. Fortunately, solving moisture conditions and eliminating the damp wood will curb infestations, and no chemical treatment is needed.

3. Carpenter Ants

Carpenter ants typically nest in decaying wood outside of a structure, and over time will establish "satellite" colonies within homes, which can be located up to 300 feet away from the "parent" colony. These ants do not ingest wood as termites do, but rather excavate tunnels and galleries for nesting purposes. They create sawdust (frass) when excavating, which is usually the first indicator of

infestation. This frass often contains dead ant parts along with wood debris. Worker carpenter ants are relatively large, up to 1/2" in length. Treatment consists of locating the nest and applying pesticide, and replacing structurally damaged wood.

4. Beetles

A number of species of wood boring beetles are common in the Pacific Northwest. Anobids, or deathwatch beetles, are the cause of most of the structural beetle damage in the region, and are particularly active along the coast. Unlike larger flat and round head borers, they will re-infest wood (typically softwood framing lumber) that has already been milled, provided the moisture content is 13-18%. Lyctids, or powderpost beetles, are most often found in hardwoods, and also re-infest. Treatment for these beetles typically

consists of replacement of damaged wood, although a pest control operator should be consulted if damage is found.

5. Wood Decay Fungi

Wood Decay Fungi, or wood rot (aka "Dry Rot"), is the most common wood destroying organism in our area. Rot requires moisture in order to develop, so structural damage is often observed near roof or plumbing leaks, or in poorly drained or under-ventilated basements and crawlspaces. Once damage has occurred, the source of the excessive moisture must be corrected, and the damaged wood must be replaced.

By Alex Hayes

The Builder's Eye Home Inspections
503-867-1122
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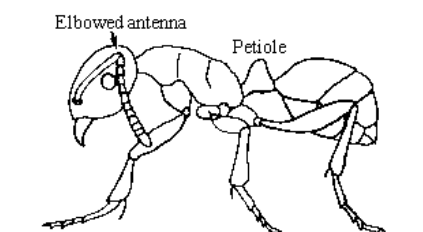


Fig. 1. Typical ant (illustrations not drawn to scale)

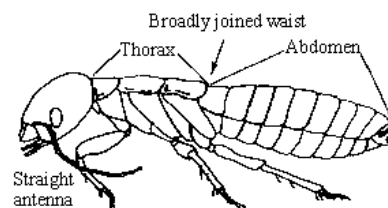


Fig. 2.. Typical termite.

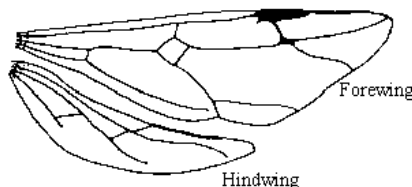


Fig. 3. Ant wings.

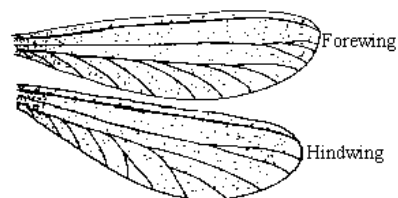


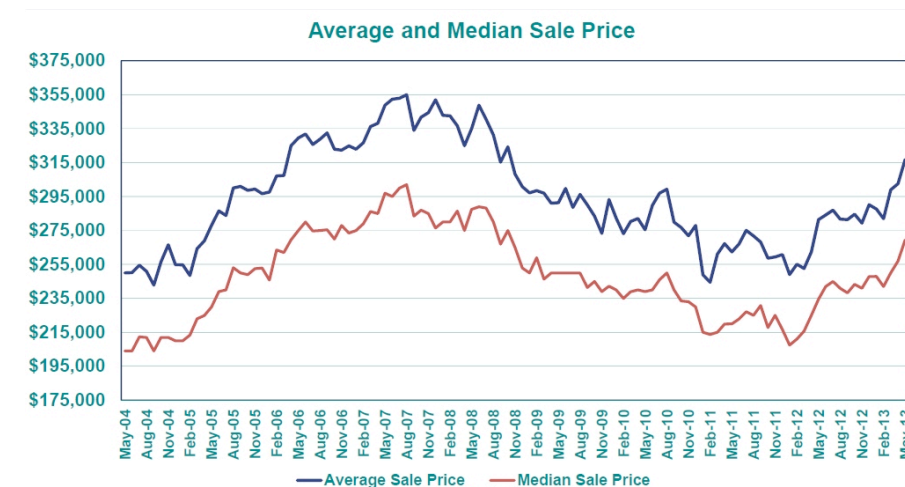
Fig. 4. Termitewings.

Prices, Sales Levels, and Interest Rates Are On Their Way Up

The real estate market has made a strong comeback during the past few months, both nationally and in the Portland metro area. In Portland, the average sale price in May was \$316,900, up 12.6% from May 2012. The median price increased 14.9% over the same period. Nationally, the gain in median prices was slightly better, up 15.4% over 2012. This marks the sixth straight month of double-digit increases for the national housing market, and the largest price gain since October 2005, which posted a record increase of 16.6%.

New listings in Portland were also up sharply, rising by 5.8% over April and 17.3% over May 2012. The last time the number of new listings was higher for a single month was July 2010. Total market time dropped as well, with the year-to-date average for 2013 at 100 days, 21.2% lower than 2012.

While sellers are celebrating the market's rebound—and entering the market in numbers not seen in several years—buyers are facing a double-bind of higher prices and lower inventory. Even though the jump in new listings brought the



number of active residential listings in Portland to 6,818, a high for the year, that number is substantially lower than the 8,742 active listings in May 2012 and just over half of the two-year high posted in July 2011. Inventory in months, the ratio of active listings to monthly sales, is down to a 7-year low of 2.5, less than half of what it was in January and a nearly 20% decrease over April.

Even with shrinking inventory and higher prices, real estate activity is experiencing robust growth. Closed sales increased significantly in May, rising 26.2% over April of this year and finishing

27.8% higher than in May 2012. Accepted offers, a leading indicator of future closed sales, were 18.1% higher than in May 2012.

Despite recent increases in sale prices, there are indicators pointing towards a leveling off period (see "Real Estate Economics" below for a discussion of different types of market indicators). The limited supply of residential listings has spurred a ramp-up in new construction. Multnomah County saw a nearly 50% increase in applications for building permits between April 2012 and April 2013. Nationally, applications for building permits rose to their highest level in nearly five years.

At the same time that new construction could soon bring supply back up to more normal levels, growth in demand may be tapering off. When more of the available supply comes from new construction, there are fewer new listings that create a new buyer at the same time, so supply can increase without bringing demand

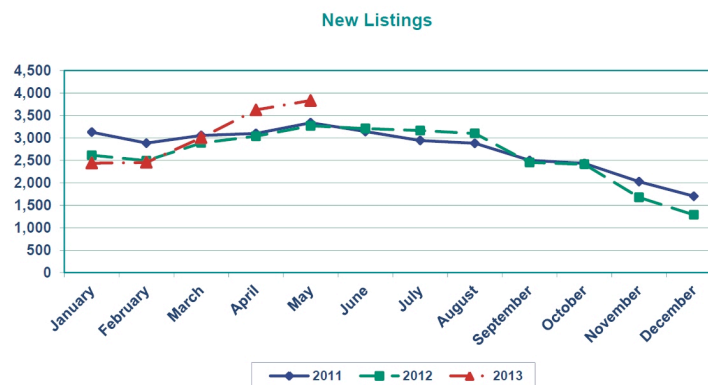
Portland Metro Residential Highlights		New Listings	Pending Sales	Closed Sales	Average Sale Price	Median Sale Price	Total Market Time
2013	May	3,833	2,978	2,682	316,900	269,500	85
	April	3,623	2,942	2,125	302,600	257,000	91
	Year-to-date	15,581	12,187	9,857	299,900	253,000	100
2012	May	3,268	2,522	2,098	281,400	234,500	114
	Year-to-date	14,540	10,341	8,441	261,100	220,000	127
Change	May	17.3%	18.1%	27.8%	12.6%	14.9%	-25.5%
	Prev Mo 2013	5.8%	1.2%	26.2%	4.7%	4.9%	-6.6%
	Year-to-date	7.2%	17.9%	16.8%	14.9%	15.0%	-21.2%



along with it. (One of the unique features of the real estate market is this inherent connection between changes in supply and changes in demand.) Further, mortgage rates have been on the rise, and market analysts are largely agreed that they will continue to climb, even if only to historically modest levels. In early June, the average rate on a 30-year fixed-rate mortgage jumped to 3.91%, up from 3.3% in early May. This represents an increase of

\$103 per month on a \$300,000 mortgage. An increase in interest

some of the competition among buyers.



rates generally reduces the number of first-time homeowners entering the market, relieving

The rest of 2013 could continue to be a wild ride, though, as there can be a substantial lag between the start of new construction and a noticeable increase in inventory. Additionally, rising interest rates may temporarily drive up demand, as fence-sitters are spooked into the housing market before rate increases put buying a home out of their reach.

REAL ESTATE ECONOMICS: MARKET INDICATORS

We live in a data-rich world, but getting to good information, and knowing how to make a reliable use of it, can be tricky. What most people want from economic data is just enough insight and understanding to help them make good choices. If you're thinking of selling your home, for example, it would be useful to know if home prices are rising or falling, whether this trend is going to continue, and if so, how strongly. If prices are expected to drop, you'll probably want to hurry up and sell; if they're expected to rise substantially in the short-term, you'll want to wait if you have that option.

Unfortunately, most of the prominent economic indices, while useful for understanding the current state of the economy, aren't fantastic predictors of the future, and under certain conditions, they can even be misleading. That's because many measurements are what analysts call "lagging indicators." A lagging indicator is something that tells you what's happened recently. Lagging indicators do a good job confirming long-term trends, but they don't predict the future very well.

Average and median selling prices for homes, probably the most familiar housing-market statistic, is a lagging indicator. The rapid drop-off in selling prices that occurred in 2007 and 2008 told us that the housing bubble had indeed burst, but price data in the months running up to the housing crisis didn't telegraph this drop-off very well. In

fact, among analysts studying long-term market trends from the vantage point of the mid-2000s, the steady and accelerating upward growth in housing prices seemed like it could and would continue indefinitely. (It can be hard to remember that kind of exuberance from our position in 2013, but it was the dominant thinking at the time.)

Fortunately, there are also "leading indicators." Leading indicators can be used to predict changes in the economy because they measure something, often something a bit obscure, that gives an idea of what's likely (though, of course, never certain) to happen in the coming months. Building permit applications and new residential construction (commonly known as "housing starts") are this type of indicator. So is the level of new residential listings.

The reason for the difference between lagging and leading indicators stems from where in an economic process the measurement is taken. Lagging indicators measure something at the end of a process rather than at the beginning or in the middle, so they can't tell us much about what's coming up.

Average and median sale price of homes is a lagging indicator because it's the last thing that happens in the process of selling a home. Measuring behaviors that occur earlier in the process, such as applying for a building permit, starting construction on a new home, or putting a house on the market, provides us with

the ability to see what is likely to happen later in the process.

So a good leading indicator is the measurement of a behavior that, by its very nature, manifests itself in a set of future behaviors that are themselves fairly (though not completely) predictable. An increase in housing starts, for example, shows that there will soon be an increase in the supply of available houses. A jump in the number of new listings (see the Market Report above) shows the same thing. Under almost all circumstances, changes such as these have a predictable effect on the behavior of buyers and sellers, which in turn impacts selling prices in a manner that's pretty straightforward. In the present case, the increase in selling prices seen this spring is unlikely to keep rising at the same rapid rate as the supply of available houses, measured by new listings, increases, easing competition among buyers somewhat.

Of course, there's no guarantee of success at predicting the future of any market. Prominent economists disagree with each other all the time, and even the most successful financial prognosticators make a lot of mistakes and lose money. But checking the trends shown by lagging indicators against what the leading indicators are saying is a good way to avoid the irrational exuberance that can come from seeing all of those upward-sloping lines on the graphs of prominent economic indicators.

HERE ARE JUST A FEW OF THE BEAUTIFUL HOMES WE HAVE FOR SALE IN SOME OF PORTLAND'S MOST HAPPENING NEIGHBORHOODS. TO FIND OUT MORE PLEASE VISIT OUR WEBSITE AT **LIVINGROOMRE.COM**. CLICK THE **HOME** SEARCH TAB AND SELECT OUR LISTINGS.



MID-CENTURY BY ARCHITECT JAMES JAMISON 8121 SW 47TH AVE, PORTLAND 97219

This 1952 mid-century modern dwelling by architect James Jamison has been remodeled & updated with a healthy respect to its roots and a full embrace of life today. An open floor plan & a direct connection to enjoy indoor/outdoor living was underscored by the designer-owners during the remodel. Functional and poetic, no corner was left unconsidered to create an architecturally distinct house and a charming home in equal measure.

4 bedroom/2 bath/1648 sqft.

\$569,900



URBAN OASIS 2207 NE 9TH AVE, PORTLAND 97212

Built in 1900, this Irvington home has original architectural details that are a cross between Victorian and Craftsman. The built-ins, columns, bench, molding, and fireplace mantle are still natural wood. The kitchen has been tastefully updated, but the original butler's pantry remains. The third floor bonus room has a deck with a view of the west hills. The backyard is an urban oasis with a water feature, built-in BBQ, gazebo, shed, and raised garden beds.

3 bedroom/2+ bath/2636 sqft.

\$519,000



DOWN TO DAMASCUS 21935 SE TILLSTROM RD, DAMASCUS 97089

A truly gorgeous & meticulously maintained custom home. Manicured & forested lot. Additional garage/shop with electric, two Tuff sheds. Composite wrap around deck, garden area, private, gated drive, newer exterior paint, heat pump, electric panel, double paned windows & sliders. Wood floors, open kitchen, formal living/dining rooms. An oasis in the country, yet easy to get to the city.

4 bedroom/2 bath/2482 sqft.

\$499,900



CHIC LAURELHURST MID-CENTURY DREAM HOME 3309 E BURNSIDE ST, PORTLAND 97214

This home boasts master suite with balcony and amazing closet space. Outstanding open floor plan on the main floor with updated open kitchen and formal dining with great outdoor access. Lower level family room with fireplace and 1/2 bath.

3 bedroom/2+ bath/3012 sqft.

\$479,000



A TREE-LINED STREET IN BROOKLYN 4024 SE 10TH AVE, PORTLAND 97202

The perfect layout and floor plan with 3 bedrooms & a full bath upstairs. Gorgeous soapstone counter tops in stunning remodeled kitchen, formal dining with built-ins, french doors to private & beautiful back yard & deck! Hardwood floors, a main floor bath and two bonus rooms in the finished basement. New wood windows, exterior paint and sewer line. Close-in Brooklyn neighborhood, on a quiet tree lined street. Perfection!

3 bedroom/2 bath/2082 sqft.
\$429,000



ROOM FOR EVERYONE 7321 NE 8TH AVE, PORTLAND 97211

Old Pdx, 2010 build 4bdrm/2.1bath home. Over 2000 sq ft of living space, pre-wired for AC & central vac, 2 car garage w/fully permitted separate living quarters above. Great potential rental income! This a well built home. Will be complete with some cosmetic finishes. Steps away from the Dekum Triangle for coffee, pizza, and Woodlawn Park.

4 bedroom/2+ bath/2282 sqft.
\$389,000



SENSATIONAL SOUTH TABOR RANCH 2615 SE 79TH AVE, PORTLAND 97206

Tasteful upgrades to this fabulous Ranch are in keeping with it's classic 50's details. This home features gleaming hardwood floors, wood burning fireplace, charming retro bathroom and kitchen, and new vinyl windows throughout. Fully fenced yard and a separate garden area for those with a green thumb.

3 bedroom/1 bath/1045 sqft.
\$240,000



PARADISE ON THE RIVER 5015 NE 15TH, PORTLAND 97211

Remodeled with attention to detail: hardwood floors, fabulous tile, grass cloth, remodeled kitchen and baths. Skylights, sliders to deck and windows everywhere bring the outside in. Open floor plan and plenty of storage. Master on main, second bedroom and loft office up. Watch the river go by and your troubles disappear. Every day is a vacation on the river!

2 bedroom/2 bath/1426 sqft.
\$179,900

OUR BUYERS GET CONNECTED. TO FIND OUT MORE PLEASE VISIT OUR WEBSITE AT LIVINGROOMRE.COM CLICK THE **OUR CLIENTS** TAB AND SELECT **BUYER'S STORIES**.



BEAUMONT BEAUTY MIKE & SHANON

Like a lot of buyers, Mike and Shanon had a list of desired features, desired locations, and absolute must-haves. The winner was a beautifully remodeled Beaumont English with large formal living and dining rooms, remodeled kitchen and bath, sunny south and west facing yard for gardening, and a fantastic unfinished basement providing just enough room for Shannon and Mike to give the home their personal touch.



FROM OLD TO NEW RON

Ron purchased his previous home as a flip. Ten-plus years later and a major investment of time and money, and it was finally time to move on. We were switching gears and now looking for a new home for Ron. No more big home projects but something that is move-in ready and maybe just needs window coverings. We found that place in Sellwood, and since it was still under construction, we were able to get some custom features included. Instead of picking up a hammer and saw, Ron is picking up a margarita on his new deck.



TIMING IS EVERYTHING HENRY & JOCELYN

This search could've been a long one for these buyers in this market. Lucky for us we quickly found the most perfect starter home one could dream of. South of Lombard, close to everything cool and fun, these buyers scored. We couldn't be happier for them. They got exactly what they wanted: a work space for Henry's instruments, an office for Jocelyn, a big yard, and two bedrooms to start their family.



A LITTLE PEARL DONNA

This little piece of heaven in the Pearl was worth the the five months it took to find. Donna will be enjoying many a sunset on this stunning patio. Just plain SWEET!



MID-CENTURY CUTIE FOR \$200,000

JUSTIN & KIRSTEN

So what can \$200,000 get you in this market? Turns out quite a lot. We found a 3 bedroom/1.5 bath mid-century with plenty of natural light, cool vintage features and fixtures, and 1724 square feet on almost a quarter acre!



BACK TO THEIR 'HOOD

DOUG & MOLLIE

Mollie and Doug are happy to be moving back into their old neighborhood, Alberta Arts. They had the winning offer out of the 17 that were submitted! Whew! This house has so many lovely features, it's no wonder so many people wanted it. It has a retro-chic feel with wood floors, original detailing, a fireplace, large basement, and a spacious sunny yard with garden, deck and great detached garage, and of course the location is amazing.



A CONDO FOR THE CATS

My buyer had lived all over the world, and his two cats went along for the ride. He wanted a condo in the middle of the city but felt he owed the cats a balcony. We got a 450sf terrace at 937 in the Pearl just to be on the safe side. Meow.



LIFE IN CHERRY PARK

There's a magical place called Cherry Park – winding streets of midcentury homes, large lots and garages, nice neighbors...all at prices much, much lower than "close-in" Portland. My buyers were brave enough to cross the mighty barrier of 82nd and look what they got: 4bed/3 bath, extra large lot, 1957 goodness, all for \$240k with closing costs paid.