



# helping you find your way home

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### Quote of the Month

*"A bird doesn't sing because it has an answer, it sings because it has a song."*

*-Maya Angelou*

**Congratulations** to Karina for being the first to correctly answer the February Trivia Contest. The answer was "Mt. Hood - 65 miles".

**the RJ team**



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### Real Estate Facts

Portland metro area real estate facts and figures:

- When comparing the 12 months ending with February 2008 with the prices for the 12 months ending with February 2007, the average sales price appreciated 5.8% (\$344,700 vs. \$325,800).
- Using the same formula, the median sales price in the Portland metro area has appreciated 5.5% (\$290,000 vs \$275,000).

Short sales – What are they?

If you've been shopping for a home recently you may have noticed an increase in the number of houses available as "short sales". This is an option for homeowners who can no longer make their mortgage payments and want to avoid foreclosure. If the homeowner's lender agrees to a short sale, they are willing to sell the home at a loss (below the loan amount). Short sales typically require more time to process and are more complicated than a normal home sale, but could deliver a potential home buyer a great bargain.

### Trivia Contest

What is the only land in the world that has not been walked on by human feet?

### Real Estate Tips

- Tired of receiving catalogs that you don't want? [Catalogchoice.org](http://Catalogchoice.org) offers a free service that lets you opt-out of unwanted catalogs.
- For home owners, here is a home maintenance schedule that will help prevent small problems from turning into big headaches:

Schedule for Replacement (average life span in years)

Exterior painting	5-10
Furnace	15-50
Roof	13-15
Water heater	7-15
Wood deck staining	4-7

### RJ Team Facts

In 2007, The RJ team was in the top 2% of all real estate agents in the Portland metro area in terms of transactional sales.\* Information Courtesy of Agent Locator