



# helping you find your way home

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### Quote of the Month

*“My philosophy is that not only are you responsible for your life, but doing the best at this moment puts you in the best place for the next moment.”*

*Oprah Winfrey*

**Congratulations** to Ryan for being the first to correctly answer the May Trivia Contest. The answer was **“Great Blue Heron”**.

### the RJ team



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### Real Estate Facts

Here is a look at the second quarter of 2008 compared with the same period in 2007 for sales in the Portland Metro area. According to RMLS data there was a 34.7% decrease in closed sales and 31% drop in pending sales. New listings also fell 8.1%.

### Trivia Contest

How many eggs will the average hen lay in a year?

### Upcoming Event

The Bite of Oregon comes to Portland during the weekend of August 8 – 10 and is held at Waterfront Park. The Bite is a celebration of local food, drink, and live entertainment. You can nosh on food from dozens of restaurants. You'll have an opportunity to taste a wide variety of appetizers, entrees, desserts, and drinks made right here in Oregon. Also, you can check out two stages of entertainment with acts ranging from local jazz to national acts. You can get more details at [www.biteoforegon.com](http://www.biteoforegon.com)

### Real Estate Tips

When you list your home with the rj team, staging services are included at no additional cost to you. We provide the expertise and home furnishing inventory needed to effectively stage a home.

If you are considering selling your home, be aware that when buyers view your house, they have already established their basic needs. It takes the average buyer about 3 minutes to walk through a house and only 90 seconds to form an opinion. It is important that buyers see the full potential of your home the moment they walk in the door. With staging provided by the rj team, the results of de-cluttering, de-personalization, and decorating give the buyer a great first impression. Studies have shown that staging a home can decrease the home's days on the market by half.

### RJ Team Updates

Congratulations to Jessica and family on the arrival of their son, Caplin Gray Lipscomb!