



Lovely home in gardener's paradise with a separate guest cottage! Organic food & herb gardens, orchard, vineyard, berries! Year-round creek & 2 ponds. Passive solar hot water. Irrigation rights for 22 of the 24.5 acres. Beautiful home with hickory floors, vaulted wood ceilings, large kitchen & pantry, 20x60' greenhouse, 66x78' barn/shop w/cement floor & hay loft. Guest cottage w/full bath & kitchen. Additional buildings and many extras. MLS# 10033034 . Pleasant Hill. \$790,000 Go to [www.herbaltransitions.com](http://www.herbaltransitions.com) & click on "Farm for Sale". 541-736-0164

## Ask The Expert



**Dave McJunkin**  
Principal Broker  
**ABR, SRES, ALATS**  
**Earth Advantage**  
All State  
Real Estate

### Should I List In The Fall?

**A**s a broker entering my 21<sup>st</sup> year here in Lane County, I'm often asked by sellers when is the best time to sell? Is it in the spring when the housing inventory is beginning to build? Or is it during the summer months when kids are out of school and most families relocate and buying picks up? Finally, what about Autumn when the active home inventory tends to drop?

My answer usually goes like this: It is the right time to sell when you have completed all preparations (cleaning, inspections, repairs, remodeling, etc ) on your property including neat and tidy landscaping. Hopefully, you've been able to pop into a few open houses to see what little extras may be required for your home to sell

more quickly and end up with a better final sales price. Also important is planning your relocation whether buying another home or choosing to rent.

Every season has its upside. You as a seller, however, need to blend your lifestyle with the tasks at hand. Sometimes Autumn can be the most convenient time to sell if you have spent the summer getting your property ready to sell. With the support of a professional real estate broker, you should be aware of the selling trends in your neighborhood.

In a normal Fall market, listing inventory should be declining and prospective buyers usually need to move more quickly. These are commonly more serious buyers, better qualified and anxious to close the sale in time for school and/or the holiday season.

Being in a new home in time for the holidays is highly motivating to finalize the sale.

As for statistical data, it's a bit more complicated, with more sellers and buyers looking in the spring and summer. Looking more closely however, one finds the length of market time reduced for well priced properties in the Fall and showings draw more serious buyers thus quicker sales and sometimes fairer negotiations of the final price and terms.

So there it is. You can still get your home on the current market if you've done your homework and can take advantage of the incredible low interest rates, (lowest since 1971).

*Dave McJunkin, TEAM DAVID*  
*BROKER, All State Real Estate*  
*541-687-1663*  
*541-221-1480*  
*teamdavid@hotmail.com*  
*www.homesforduckfans.com*



You will love the sunsets and the view of Fern Ridge Lake to the North and West. To the East and South are breathtaking views overlooking the farmlands below, Spencer Butte and the Cascades. At the top of this beautiful 67 plus acres with an almost 270 degree view, is the prepared homesite. All utilities are existing in place and ready for a spectacular home. The property has about 1200 feet of frontage on the Coyote Creek with about 10 to 12 acres of natural wildlife area, at least 24 acres of level improved pasture with a barn for livestock, mature fruit trees, 5 to 8 acres of mature timber and over 18,000 10 year old fir trees in a "free to grow" program. All within mere minutes of the airport, town and all services. Priced at \$825,000. Please give me a call more information or to personally view this magnificent property! Call Bonnie Fick, Broker.

541-554-2791

## White Sails In The Sunset



**THE HOUSING GUIDE**  
Western Oregon's Real Estate Publication

[www.housingguide.com](http://www.housingguide.com)

Phone: 541-687-8633  
Fax: 541-687-8633  
E-Mail:  
[sales@housingguide.com](mailto:sales@housingguide.com)

*Publisher:*  
Anne Seales

*Production:*  
Sarid Ditton, Lisa Baker

*Web & Photography:*  
Sarid Ditton

Next special 5 Week Issue:  
September 21<sup>st</sup> - October 26<sup>th</sup>, 2010  
Deadline: September 2<sup>nd</sup>

*Distribution:*

This Publication is 100% Recycleable



Robin Addcox, Lanny Martin, Quickdraw, Jim Harris