

# Cowlitz County

## Buyers Guide

June 2025

**SERVING COWLITZ COUNTY AND SURROUNDING AREAS SINCE 2006**



*Privacy, Views,  
and Space ~ oh, my!*



**Property Presented By:**

*MaryAnn Whittaker*

Owner / Broker / Realtor®

**360.430.8533**

**For More Details See Page 8**

**REALTYONEGROUP**  
PACIFICA





**Jessica Baker**

Realtor®/Broker

360.431.6744

jessicabakerproperties@gmail.com



**Craig Frkovich**

Realtor®/Broker

360.999.7724

Realtorcraig@kalama.com



**Corey Whitcomb**

Realtor®/Broker

360.949.3338

coreywhitcomb@johnlscott.com

**John L. Scott**  
REAL ESTATE

414 Pioneer St Suite 201  
Ridgefield, WA 98642



**Susan Wood**

Realtor®/Managing Broker

360.430.9373

Your Global Luxury Realtor

SusanWoodSells@gmail.com

## Local, Experienced Real Estate Brokers

Serving Clark, Cowlitz & Lewis Counties and OREGON



### *New Listing!*

418 Shy Bear Road, Toutle  
3 bd | 2.75 bth | 3,357 sf | #2370403  
This breathtaking first-time listing  
offers a multitude of appealing  
attributes for its purchaser.



\$875,000



\$524,900

### *New Listing!*

2914 Columbia Heights Rd, Longview  
4 bd | 1 bth | 1,978 sf | #2380686  
Captivating single-level home



\$709,900

### *New Price!*

208 Salmonberry Ln, Longview  
4 bd | 2.25 bth | 2,441 sf | #2370203  
Tranquil oasis on 2.39 acres



\$659,900

### *New Price!*

137 Cornell Rd, Toutle  
4 bd | 2 bth | 2,139 sf | #2366965  
5 acres in gated community



\$404,900

### *New Price!*

1440 Ostrander Rd, Kelso  
3 bd | 1 bth | 1,200 sf | #2367107  
Freshly remodeled



\$489,900

### *Camas Condo!*

802 NW 5th Circle, Camas  
4 bd | 2 bth | 2,005 sf | #758373345  
Numerous upgrades



\$795,000

### *Pending!*

XXX Grimm Place, Kelso  
11 Acres | #2212711  
Subdivide, Private Estate, or.....





*Joy Beard-Eggert*  
REALTOR® / BROKER

360.580.4720

jabeard@windermere.com

  
**Windermere**  
REAL ESTATE  
ABERDEEN

101 S Broadway St.

Aberdeen, WA 98520 | (360) 533-6464



## Commercial/Residential Property In The Beautiful City Of Long Beach



**NEW LISTING \$509,000**

**3BD | 1.5 BA | 1,100 SF**

**MLS# 2372674**

This welcoming home is Two blocks from the beach. Four blocks to down-town. Cozy, charming and playfully beachy. 3 bedroom, (2) 3/4 baths, single story home WITH a 1 bed, 3/4 bath ADU on the back of the property and a parking strip. Presently ADU brings in \$850 monthly. Live in the main house or do Airbnb. 10,000SF corner lot. Extensive cottage style landscaping. Two ponds, as well as, two covered decks, and an enclosed back patio. Sunny, warm, inviting rooms. Heated with propane freestanding stove. There is a chicken coop and sectioned garden areas. Agricultural well for watering. Don't miss this comfortable, interesting property with income potential. Zoned for Airbnb and there is an additional rental on the property.

**804 Pacific Avenue N, Long Beach**







### NEW LISTING

\$419,000 | MLS#2377497  
3 Beds, 1.75 Baths  
Single level on oversized lot!



\$1,425,000 | MLS#2358174  
3 Beds, 2.25 Baths  
Battle Ground!



### PRICE REDUCED

\$509,900 | MLS#2362464  
3 Beds, 2 Baths  
Stunning water views!



\$889,000 | MLS#2342892  
3 Beds, 2 Baths  
100+/- acres of pasture!



### PRICE REDUCED

\$404,900 | MLS#2325377  
3 Beds, 1.5 Baths  
Riverfront Retreat!



\$369,000 | MLS#2360750  
2 Beds, 1.75 Baths  
Beacon Point home with views!



\$385,000 | MLS#2326160  
4 Beds, 1.5 Baths  
Charming well kept home!

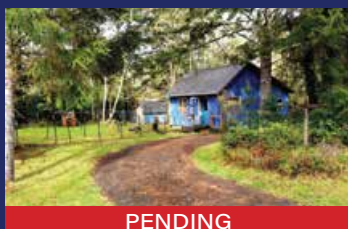


### PRICE REDUCED

\$675,000 | MLS#2348039  
4 Beds, 2.75 Baths  
Don't miss this one!



\$280,000 | MLS#2349694  
2 Beds, 1 Baths  
Remodeled 1930 bungalow!



### PENDING

\$169,900 | MLS#2353913  
1 Beds, 1 Baths  
Coastal retreat cabin!



### PENDING

\$359,900 | MLS#2333396  
4 Beds, 2 Baths  
North Kelso neighborhood!



\$189,000 | MLS#2293830  
40 Acres  
Forestland parcel in Castle Rock!

Interested in properties in  
Southwest Washington?  
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for more information:



Debbie Brunskill  
Principal Managing Broker  
360.567.9635

# Local Realtors Supporting Local Businesses!

## Give Coldwell Banker Bain a CALL at 360.425.3020



\$999,999 | MLS#2298225  
50 Acres  
4 separate parcels!



\$699,900 | MLS#2342624  
1.86 Acres  
Blank canvas zoned C-2!



\$789,000 | MLS#2156058  
145.9 Acres  
Salmon Creek Frontage!



\$379,000 | MLS#2207839  
46 Acres  
Level with a seasonal creek!

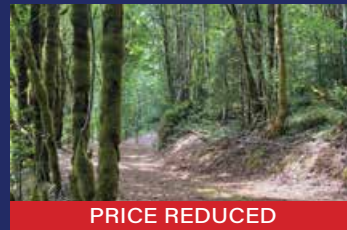


\$1,710,000 | MLS#2126278  
194 Acres  
Potential residential home sites!



**PRICE REDUCED**

\$139,000 | MLS#2279580  
.39 Acres  
Rare Lot Opportunity in Longview!



**PRICE REDUCED**

\$440,000 | MLS#2155733  
39.4 Acres  
Timber & recreational parcel



\$550,000 | MLS#2071272  
138.73 Acres  
Heavily timbered parcels!



\$389,000 | MLS#2293831  
80 Acres  
Amazing territorial & mountain views!



\$155,000 | MLS#2262181  
2 Acres  
Beautiful views!



\$129,000 | MLS#2225873  
2.79 Acres  
Across from Abernathy Creek!



**PENDING**

\$270,000 | MLS#2345085  
1.4 Acres  
Lakeside in Mossyrock!



Rick Arkell  
Real Estate Broker  
360.562.7799



Jamie Girvin  
Managing Broker/Licensed in OR/WA  
503.858.8394



Darla Gould  
Real Estate Broker  
360.751.2844



Jenny Jones  
Real Estate Broker/Licensed in OR/WA  
360.771.6733



Rosalie Landino  
Real Estate Broker/Licensed in OR/WA  
360.241.2371



Dennis LaVoie  
Real Estate Broker  
360.751.2372



Gabriel Negrete  
Real Estate Broker  
360.270.0238



Angela Rich  
Real Estate Broker  
360.818.1323



Mark Scroggins  
Real Estate Broker  
360.430.8863



Ariana Watson  
Real Estate Broker/Licensed in OR/WA  
360.903.3505





**Peggy Dent**  
Owner/Broker  
360-425-5815



**Diane Lokan**  
Owner/Broker  
360-270-8782

# John L. Scott® REAL ESTATE

**John L. Scott LVW**  
1700 Hudson Street, Suite #101, Longview WA  
360-425-5815 • longview@johnlscott.com



*This office is independently owned & operated*



**Amber Cabrera**  
360-431-3832



**NEW LISTING!**

**\$199,900 ~ Kelso**  
**3 Bdrms, 1 Ba, 1,040 sq. ft.**  
Wonderful 5 acre lot!! Well and 1000 gal septic system installed to place a new manufactured home or build the home of your dreams. #2378588



**NEW LISTING!**

**\$314,900 ~ Longview**  
**1 Bdrms, 1 Ba, 792 sq. ft.**  
Curb appeal abounds in this one level home near the Fairgrounds and Kaiser Permanente! Trane heat pump, vinyl siding w/scalloped dormers, vinyl windows and a newer 30 year architectural roof. #2377921



**NEW LISTING!**

**\$399,000 ~ Longview**  
**3 Bdrms, 1.5 Ba, 1389 sq. ft.**  
Wonderful single level 3 bed, 1 1/2 bath home in quiet neighborhood close to restaurants, shopping & beautiful Lake Sacajawea! Assumable VA loan at a very low interest rate! #2370446



**Vicki Johnson**  
360-751-8031



**Buddy Kayser**  
360-270-5511



**NEW LISTING!**

**\$419,000 ~ Longview**  
**3 Bdrms, 1.5 Ba, 2,056 sq. ft.**  
Wonderful home on 1.35 acres located in a desirable Columbia Heights location. Adorable home boasting 3 bedrooms, 1.5 bathrooms, formal living room w/bay window. #2357207



**\$499,900 ~ Silverlake**  
**3 Bdrms, 2 Ba, 1,589 sq. ft.**

Silver Lake Village. One level with 1589 square feet. 3 bedrooms and 2 full baths. Great room with vaulted ceilings, Propane floor to ceiling stone fireplace, recessed lighting and gorgeous hardwood flooring. #2310901



**\$575,000 ~ Castle Rock**  
**4 Bdrms, 1.5 Ba, 1,372 sq. ft.**

The Magical Life on a Real Functioning Farm with Mount Rainier and Silver Lake Views! Live the dream life in this meticulously kept farm home boasting 1,372 SF, 4 bdrm, 2 bthrm, living rm w/ pellet stove, country kitchen w/breakfast nook. #2369802



**Trish Olson**  
360-560-2710



**Dean Gehrman**  
360-431-9735



**Derek Cowan**  
360-261-2262



**\$579,000 ~ Longview**  
**4 Bdrms, 2.25 Ba, 2,328 sq. ft.**

Stunning Colonial in a desirable Columbia Heights location! Fabulous "1996" Street of Dreams home. 2 car garage, beautifully landscaped grounds, fully fenced private back yard, gazebo w/deck. #2267918



**\$619,900 ~ Longview**  
**3 Bdrms, 2.5 Ba, 3,012 sq. ft.**

Beautifully updated home located in a desirable Columbia Heights location! Luxurious home boasting 3 bdrms, 3 bthrms, living rm w/ vaulted ceilings & soaring rock FP #2291519



**NEW LISTING!**

**\$650,000 ~ Castle Rock**  
**4 Bdrms, 2 Ba, 2,966 sq. ft.**

4 Bedroom, 2 bath home on 3.72 acres. Living room w/wood burning fireplace, Hardwood flooring and upper deck overlooking Silverlake. #2379804



**Tina Wallace**  
360-751-3798



**Rex Salzsieder**  
360-560-7808



**Dusti Carlough**  
360-751-2922



**Jenessa Kell**  
360-703-4618



**Nicole Bernet**  
503-560-0550



**Maddy Carriker**  
360-560-5356

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**THERESA BYRD**

Branch Manager | Escrow Officer | LPO  
theresa.byrd@fnf.com  
360-828-3001

**HEIDI BOND**

Escrow Officer | LPO  
heidi.bond@fnf.com  
360-258-2229

**KRISTY NORMAN**

Escrow Officer  
kristy.norman@fnf.com  
360-828-3004

**ELIZABETH MARRS**

Escrow Officer | LPO  
elizabeth.marrs@fnf.com  
360-828-3003

**KAYLEE BENSON**

Escrow Officer  
kaylee.benson@fnf.com  
360-828-9074

**MAKAI MOBBS**

Sales Executive  
makaio.mobbs@fnf.com  
360-334-0381

**HECTOR AGUILUZ**

Title Officer - Se Habla Español  
hector.aguiluz@fnf.com  
360-828-3002

## Your Local Cowlitz County Title & Escrow Team

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to LIST YOUR HOME TODAY!**



*Cowlitz County*  
Buyers Guide

**LISTINGS NEEDED!**



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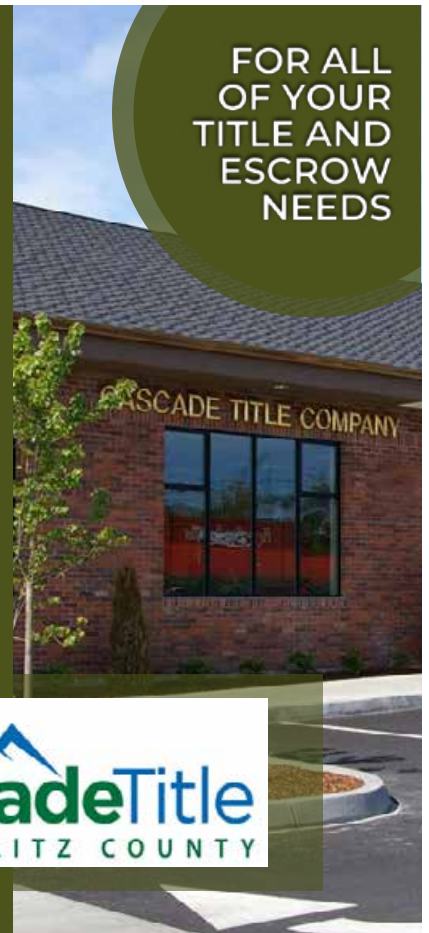


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**Brad Whittaker**  
Realtor®  
Designated Broker/Owner  
360.560.2402



**MaryAnn Whittaker**  
Realtor®/Broker  
Owner  
360.430.8533

UNPARALLELED  
UNCOMMON  
UNBELIEVABLE



**Rebecca Osmialowski**  
Giver of Paychecks / Compliance  
360.500.8237



**Jim Baker**  
Realtor®/Broker  
702.630.0345



**Lisha Baker**  
Realtor®/Broker  
360.749.4206



**Lisa Blake**  
Realtor®/Broker  
360.762.7523



**Ken Blanchard**  
Realtor®/Broker  
360.431.6250



**JJ Boyd**  
Realtor®/Broker  
360.880.8033



**Jenny Boyet**  
Realtor®/Broker  
360.644.4373



**Bryan Crisp**  
Realtor®/Broker  
360.901.1007



**Katie Keaton**  
Realtor®/Broker  
360.751.6258



**Cody Kruse-Flores**  
Realtor®/Broker  
971.813.3038



**Cassandra Kobayashi-Gallagher**  
Realtor®/Broker  
360.608.4759



**Molly Malinowski**  
Realtor®/Broker  
360.353.1947



**Roz Mallett**  
Realtor®/Broker  
360.703.8246



**Amy McMahon**  
Realtor®/Broker  
360.355.4494



**Sherri Ollom**  
Realtor®/Broker  
360.932.7837



**Ryan Osmialowski**  
Realtor®/Broker  
360.559.4333



**Lisa Thompson**  
Realtor®/Broker  
360.431.4645



**Jamie Trusclair**  
Realtor®/Broker  
253.719.4668



**Heather White**  
Realtor®/Broker  
907.982.1045



**Darrell Whittle**  
Realtor®/Broker  
360.957.3887

**A HOME SOLD!**  
(by a RealtyONEGroup rockstar!)  
**EVERY 15 MINUTES!**

**Featured On Cover**



**MaryAnn Whittaker**  
360.430.8533

**\$939,999**

3BD/2.5BA Privacy, views, and space! 2022 contemporary build hums with luxury and quality workmanship. Living spaces built over 3-car, oversized garage, views of the Columbia River in a sought-after area. #2355935



**Heather White**  
360.982.1045

**\$689,900**

5BD/2.75BA Incredible, beautifully updated home situated on nearly 1 acre with breathtaking views and room for everything. New roof (Oct 2024) and Updated electrical, plumbing and modern remodeling throughout. #2380688



**Tracee Stoner**  
360.751.1700



**Tammy Payne**  
360.431.8970

**\$97,000**

1.25 ACRES Peaceful parcel located midway on a quiet, dead-end country road. This partially cleared property features mature trees, flagged corners, and potential for a beautiful view with some selective clearing. #2379638



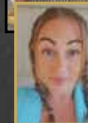
**Tracee Stoner**  
360.751.1700



**Tammy Payne**  
360.431.8970

**\$857,000**

2BD/1.75BA Private oasis with 102' of sandy beach—perfect for fishing, or relaxing by water. Outside of 500 yr. flood zone. Beautiful lodge-style home with large windows & glass doors to take in the view. RV parking and ADU. #2377238



**JJ Boyd**  
360.880.8033

**\$569,000**

4BD/2BA Tucked away in the peaceful Elochoman Valley. Sits on nearly an acre with easy, single-level living. Primary suite includes a walk-in closet and in-room laundry. Huge 72'x42' shop with tall bay doors. #2377191



1322 Commerce Ave  
Longview, WA 98632

<http://pacifica.myrealtyonegroup.com>

the **UNBROKERAGE**

agent first, client first



**Pam Crisp**  
Realtor®/Broker  
360.703.7412



**Fran Davis**  
Realtor®/Broker  
503.936.8674



**Daren Dean**  
Realtor®/Broker  
360.880.5171



**Ashley Eckert**  
Realtor®/Broker  
360.431.4410



**Briana Guthrie**  
Realtor®/Broker  
406.490.3157



**Reese Hendrickson**  
Realtor®/Broker  
360.998.0462



**Michael Hensley**  
Realtor®/Broker  
360.270.9595



**Shelby Hiatt**  
Realtor®/Broker  
360.747.0355



**Tammy Payne**  
Realtor®/Broker  
360.431.8970



**Jazmine Ribelin**  
Realtor®/Broker  
360.562.7873



**Sara Sánchez**  
Realtor®/Broker  
360.355.4494



**Kevin Sheehy**  
Realtor®/Broker  
360.431.7024



**Sharae Snider**  
Realtor®/Broker  
253.350.9886



**Tracee Stoner**  
Realtor®/Broker  
360.751.1700



**Emily Strum**  
Realtor®/Broker  
503.453.3281



**Kyle Strum**  
Realtor®/Broker  
425.443.9690

## Listings services can include:

Matterport 3D photography,  
professional photography, drone photography,  
2 hrs of complimentary professional staging



**Daren Dean**  
360.880.5171

**\$815,000**

4BD/2.25BA Stunning one level custom home. Sitting on 5 acres. Inside the 3,269SF home is large laundry room and den. Gourmet kitchen with hickory custom-built cabinets, walk-in pantry. #2374366



**Darell Whittle**  
360.957.3887  
**Pam Whittle**  
360.560.3885

**\$340,000**

2BD/1BA Move-in ready in desirable New Westside neighborhood! Fresh new flooring and paint throughout. Cozy pellet stove, large front window for natural light, and built-in cabinets for added charm and storage. #2378625



**Cassandra Kobayashi-Gallager**  
360.608.4759

**\$460,000**

5BD/1.5BA Original long bell cabinets, hardwood floors, and wood stove insert in living room. Additional half bath located in the garage. Space downstairs could be perfect for guests or multigenerational living. #2375717



**Chris Wills**  
360.360.0433

**\$225,000**

4 ACRES Rural living on this versatile 4-acre parcel located less than 2 minutes from I-5 and just outside the charming community of Castle Rock. With no CCRs, you have the flexibility to build your dream home. #2378058



**Ashley Eckert**  
360.431.4410

**\$685,000**

3BD/1.75BA Experience lodge-style luxury in this one-of-a-kind old growth timber A-frame, featuring a grand river rock fireplace as its centerpiece. Thoughtfully updated with a brand-new kitchen, stainless steel appliances. #2374997

UNCONVENTIONAL  
UNEQUALLED  
UNBEATABLE





**Brad Whittaker**  
Designated Broker/Owner  
360.560.2402



**MaryAnn Whittaker**  
Realtor®/Broker/Owner  
360.430.8533



**Kasey Dawes**  
Realtor®/Broker  
360.600.0731



**Stephanie Evans**  
Realtor®/Broker  
360.324.2436



**Alicia Fox**  
Realtor®/Broker  
360.269.1952



**Stan Giske**  
Realtor®/Broker  
360.269.1991



**Taylor Giske**  
Realtor®/Broker  
360.957.9821



**Andy Justice**  
Realtor®/Broker  
360.880.8447



**Jessica Kretz**  
Realtor®/Broker  
360.600.0672



**Brittany Martin**  
Realtor®/Broker  
253.686.1315



**Staci Perez**  
Realtor®/Broker  
360.388.7169



**Jake Sebens**  
Realtor®/Broker  
360.762.7218



**Tyson Simonson**  
Realtor®/Broker  
253.230.9228



**Torri Woodruff**  
Realtor®/Broker  
360.623.6833

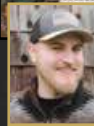


**Amber Wrzesinski**  
Realtor®/Broker  
360.880.5032



**Stan Giske**  
360.269.1991  
**\$435,000**

80.64 ACRES 2 Lush parcels of intriguing vacant land. Timber, wildlife, nature & character are abundant. Tour the many aspects this land has to offer. Not in a timber tax program. #2379265



**Tyson Simonson**  
253.230.9228  
**\$329,000**

3BD/1BA Peaceful 55+ community of Ryderwood! This charming home features updated flooring, fresh paint, and a cozy layout. Enjoy a spacious lot with a fenced backyard, detached garage, and covered front porch. #2379992



**Brittany Martin**  
253.686.1315  
**\$220,000**

2BD/1.75BA Clean and tidy home in the lovely Golden Estates community. This 55+ park has clean streets, and nicely maintained landscaping. Home has a spacious layout, with comfortable rooms. #2379235



**Jake Sebens**  
360.762.7218  
**\$520,000**

3BD/2.5BA Suburban homesteading dream property! On a dead-end street offers space & privacy, with convenient access to I-5. Oversized bedrooms and spacious kitchen, w/ a two-car garage. #2352330



**Stephanie Evans**  
360.324.2436  
**\$439,000**

3BD/2BA Blends modern comfort with a hint of country. It was built in 2022 and is 1530 sqft with an open floor plan. The kitchen was built for function and style with stainless steel appliances. Fully fenced yard. #2375486



**Alicia Fox**  
360.269.1952  
**\$249,999**

6.11 ACRES This beautiful piece of property provides privacy and a fantastic possible building site for a home. The property currently is in designated forestland and can continue on being recreation/forestland. #2375407



**Stan Giske**  
360.269.1991  
**\$815,000**

4BD/2.5BA Peaceful sanctuary! Inviting & open floor plan. Small dead end road serves 7 nice homes w/ CCR's in place to protect your investment. 5 acres is plenty of room to create your shop. #2369265



**Brittany Martin**  
253.686.1315  
**\$350,000**

7.5 ACRES Large lot, ready to go, on the highly desirable Brockway Rd! Lot is cleared with a driveway and building pad ready for development, so bring your plans! Power on property. Two mountain views. #2373688



# WHERE **NORTHWEST LIVING** BEGINS



**\$675,000**



*Barbara Stephenson*

(360) 562-6382 | MLS# 2370852  
2350 38th Ave | Longview, WA



**\$489,000**



*Melissa Erickson*

(360) 772-1623 | MLS# 2378127  
3213 Lindsey Dr | Longview, WA



**\$799,000**



*Melissa Garrett*

(360) 561-3156 | MLS# 2332760  
314 E Valley Rd | Skamokawa, WA

PENDING



**\$400,000**



*David Thelin*

(360) 749-5667 | MLS# 2365756  
56 Shear St SW | Castle Rock, WA



**\$315,000**



*Amanda Kurtti*

(360) 431-3448 | MLS# 2359392  
304 Winston Creek Rd. B10L2 | Mossyrock, WA

VACANT LAND



**\$139,000**



*Shelby Peterson*

(360) 846-3559 | MLS# 2362863  
Bunker Hill Rd | Longview, WA



**\$299,900**



*Chad Earhart*

(360) 560-2044 | MLS# 2371210  
103 Madison St | Ryderwood, WA



**\$4,995,000**



*Sherri Kingsley*

(360) 751-2002 | MLS# 2326457  
266 Columbia Point | Longview, WA

PENDING



**\$390,000**



*Nicole Graichen*

(360) 957-1526 | MLS# 2308223  
2809 Field St | Longview, WA



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AND **OPEN HOUSES** BY  
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WINDERMERE NORTHWEST LIVING

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## COWLITZ COUNTY

# Where NORTHWEST



**Amanda  
Kurtti**  
360.431.3448



**Barbara  
Stephenson**  
360.562.6382



**Bill  
Wilkins**  
360.261.1802



**Chad  
Earhart**  
360.560.2044



**Darla  
Brown**  
360.431.3413



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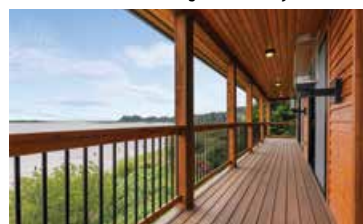
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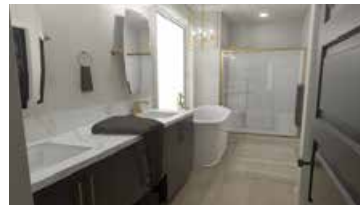
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BATHROOM

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Bedrooms

 2  
Bathrooms

 2  
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# So, you're ready to buy a home. Here's your next 111 to-dos.\*

## Get Informed - Do Your Research

1. Research the real estate industry and legal services to understand what's available to you, including the entire process and necessity for legal representation.
2. Achieve proficiency in federal and state fair housing laws that protect your rights. You want to be sure that you're not being denied the opportunity to make an offer on a home or secure financing based on your race, religion, national origin, sex, disability, or family status.
3. Research local and national down payment assistance resources. These programs can help make your home purchase more affordable.
4. Check your eligibility for down payment assistance programs.
5. If you're a Veteran, research home services and loan programs available to you.
6. If you're a Veteran, determine whether you qualify for a zero-down VA home loan. Making a down payment is a significant hurdle for many home buyers. Programs like these can open the door to homeownership for those who know about them and qualify.
7. Learn about local home prices, inventory levels, and market demand in your desired area. If you are in a hotter market, high demand for homes may affect your buying process and offer strategy.
8. Ensure that all personal and financial information remains confidential to mitigate risk of identity theft. Research the steps that you can take to protect your identity when buying a home.
9. Throughout the process, know the risks of posting home search details on social media to avoid being targeted for fraud.
10. Do some research on what home features are currently popular to help identify your preferences and how this may affect the value of the home.

## Set Homeownership Goals and Budget

11. Obtain a copy of your credit report, including your credit score, to assess where you stand, and ensure you have time to dispute errors and improve your score. The better your credit score, the more likely you are to be approved for a mortgage and receive a better rate.
12. Consider all your homeownership wants and non-negotiable needs. You may need a certain number of bedrooms based on the size of your family, or a first-floor bedroom and bathroom if you plan to age in place.
13. Set your budget and be mindful of the complete cost of homeownership. Consider the purchase cost of the home and any ongoing living and maintenance expenses. Those ongoing expenses may include but are not limited to real estate taxes, heating, AC, water, yard and appliance maintenance, repairs, homeowners association fees, and commuting costs.
14. Assess your financial ability to purchase a home. The typical rule of thumb is that your total monthly housing payment (mortgage, taxes, insurance, etc.) shouldn't be more than 30% of your gross monthly household income, but individual situations may vary.
15. Assess your desired market's compatibility with your budget based on current income and other considerations.
16. Professionally advocate for yourself throughout the entire process. To do that, you should promote and defend your interests while keeping emotions in check to ensure you get your desired outcome.

## Start Your Home Search

17. Establish and adhere to a schedule for house hunting, mortgage approval, and closing to meet your desired timeline. If you miss any milestone deadlines, you could be at risk of losing your down payment or losing the home for purchase.
18. Learn how local markets could affect your buying and owning process. Fewer homes for sale, future development plans, school ratings, access to transportation, and community amenities are all elements that may affect demand in a given market.
19. Scout listings and online marketplaces for suitable properties.
20. Set up real-time alerts on home search marketplaces to get notifications when matching homes hit the market, and for open houses and price reductions.
21. Compare properties to your wants and needs list to ensure they align with what you're looking for.
22. Tap your network network to uncover additional properties of interest that are not yet publicly listed and may become available for sale soon.
23. Contact homeowners in desired areas to see if they are considering selling.
24. Gather information about any homes that might be for sale but are not actively being marketed.
25. Virtually preview properties that you're interested in.
26. Select homes for viewing that align with your specific needs.
27. Schedule multiple in-person home viewings by contacting each home's listing agent. Schedule separate appointments at times that suit the listing agent but may not always suit you.
28. Periodically reevaluate your needs and refocus your property search, as necessary.
29. Explore all available resources to learn more about prospective neighborhoods. Be sure to speak to local experts who understand the neighborhood and will give you honest feedback.
30. Tour the amenities, schools, and points of interest, and test commute times in your chosen search area.
31. Cross-reference local crime registries for the neighborhoods you are searching.
32. Educate yourself on what to look for in property disclosures of home listings while you search to make informed decisions. Required property disclosures vary by state and may include, but are not limited to rights of way, upcoming special assessments, whether the home is in a flood zone, past termite damage, and the presence of lead paint.
33. Stay current with the listing months of market inventory. As with days on the market, this indicates how competitive a given market is and should inform your offer.
34. Consider measures of home value beyond price per square foot. These include location, proximity to work and community amenities, and neighborhood development plans. Be sure to consult with a local expert to get the most comprehensive information.

35. Research municipal services and other relevant neighborhood information.
36. Be informed about potential neighborhood negatives such as noise levels, venues, or operations that could impact your property value.
37. Check applicable zoning and building restrictions if you plan to rent out your home or add a unit to generate short-term or monthly rental income.
38. Understand public property and tax information for potential homes. It's important to be informed about the possibility of future tax increases and property assessments, which will affect the property taxes you owe from year to year.
39. Gather and consider important data on utility availability and costs. For example, you'll want to confirm if the home has good high-speed internet access.
40. Research any environmental factors and risks that could affect your home, such as flooding, wildfire, heat, air quality, and noise. Some of these factors will affect the cost of ownership. For example, if the home you purchase is in a flood zone, you will need to obtain flood insurance.
41. Narrow down your top home choices for a closer look before considering making any offer.

## Prepare Financing

42. Analyze your finances to determine the total down payment and closing costs you can afford.
43. Gather and assess quality lender resources. Ask friends and family for recommendations.
44. Consider at least three mortgage lenders during the pre-approval process. Mortgage rates, terms, and eligibility may vary from lender to lender.
45. Familiarize yourself with the mortgage pre-approval process. Pre-approval means that a lender has verified your income, credit background, and other factors and has provided a conditional commitment for an approved mortgage amount. With pre-approval, your offer will be considered far more seriously.
46. Prepare and collect personal financial information like pay stubs, bank statements, and other existing loans, and share that information with the lenders you are considering.
47. Collect and compare multiple financing options. Beyond traditional mortgages, look into lesser-known alternative options like seller financing or rent-to-own programs.
48. Explore various financing options to find the best fit for your needs. Many people use a conventional, fixed-rate 30-year mortgage, but mortgages with other terms (e.g., 15- and 10-year fixed rate, adjustable rate, and assumable) might also be options.
49. Coordinate with your lender to discuss discount points, which you can pay to lower the interest rate on your loan.
50. Analyze loan estimates. Loan duration, size of your down payment, fees, and other loan terms can affect your overall mortgage costs.
51. Obtain a pre-approval letter from your lender, which is more comprehensive than pre-qualification. Pre-approval is a written commitment from a lender that stipulates the amount they will lend you for a home purchase.
52. Carefully review the pre-approval letter from your lender to understand its contents and ask necessary questions.

## Making Your Offer

53. Review statistics to see what percentage of the list price sellers in your area are currently receiving. This will help you decide whether to offer the asking price, or adjust your offer below or above the asking price, to make your bid more competitive.
54. Consider the current, local average days on the market to gauge property pricing and market competitiveness. Fewer days on market indicates greater demand, which means you may need to raise your offer or offer additional incentives to make your offer more competitive.
55. Pay for a professional comparative market analysis (CMA) before making an offer to ensure it's competitive. A CMA is a report that details recent home sales, local market activity, and sales prices to help you craft a successful offer.
56. Research independent home valuation information from online resources like Zillow.com to assess an offer price that considers the sale of similar homes in the area. It's important to make an offer that's in line with local market conditions. You don't want to overpay for a home, or make an offer that's so low it won't even be considered, so it's good to talk to an independent advisor who has local market knowledge.
57. Consider hiring a real estate lawyer for legal representation as you build your offer and for legal due diligence as you review contractual documentation.
58. Review a sample sales contract to prepare to make an offer. This document outlines every facet of the transaction, but it may not include everything you want in the transaction or from the seller, so don't assume everything is there.
59. Understand common contract contingencies and the importance of including protective clauses in your offer. These may include but are not limited to your ability to secure financing that covers the appraised home value, inspections (home, radon, lead, etc.), closing date, date of possession, and owner lease-back terms.
60. Learn about any purchasing incentives that you might be eligible for. Home sellers may offer concessions like a pre-paid homeowner warranty, closing costs, or allowance for home improvements/repairs as indicated by a home inspection. You will need to negotiate these as your own representative.
61. Ensure your offer will stand out as the most attractive in the current market. Be ready to compete—many homes today are receiving multiple offers and bidding wars are common.
62. Craft an offer that is well positioned to be accepted, and submit it to the seller's agent. An offer typically includes how much you are willing to pay for the home, how much earnest money you can provide, when you want to close on the home, and the deadline for the seller to respond.

## Negotiations and Offer Acceptance

63. Identify and prioritize your main goals for contract negotiations.
64. Familiarize yourself with negotiation best practices.

65. Be mindful of how your body language and facial expressions can influence a successful negotiation.
66. Develop a negotiating strategy to secure the best terms. In addition to price, consider terms such as repairs, closing costs, or the timeline for closing.
67. Negotiate the best price with the seller's agent. The seller's agent will be negotiating on the homeowner's behalf. You will be negotiating with a professional who likely has extensive experience in this area, and you may be at a disadvantage.
68. Be prepared for multiple-offer situations. Don't get discouraged, and have your negotiation strategies ready.
69. Consider using offer strategies like an escalation clause, which raises the price you're offering by a certain amount over the price that another buyer is offering, offering flexibility on move-in/possession date, or waiving various contingencies.
70. Explore optional contingencies, and understand their advantages and disadvantages. If you agree to waive the inspection contingency, for example, you are accepting the risk of purchasing a home that may have myriad defects or require additional funds to repair or bring up to code.
71. Be aware that all known material defects should always be disclosed to you. Know what questions to ask, and ensure you receive and comprehend all required disclosure forms by state and federal laws. These forms vary by state.
72. Agree to final terms with the seller, and sign the contract. In some states an attorney may be required.
73. Verify the final offer is signed by all parties.
74. Prepare your lender for listing agent calls. The agent representing the home seller will contact your lender to confirm pre-approval and arrange other settlement details. These details will likely favor the home seller, since that agent is representing their interests, so you may want to participate in those calls to negotiate on your behalf.

## Facilitate Closing

75. Coordinate communications effectively among all parties, including your lender, the seller's agent, the closing attorney, and any additional third parties.
76. Seek additional guidance for transactions involving short sales, foreclosures, or bank-owned properties. These transactions often involve additional title, ownership, and financing considerations, and they may be as-is.
77. Understand the properties may be damaged or require costs for repairs that the buyer is accepting as a condition of purchase.
78. Estimate the gross-out-of-pocket cost of completing the transaction. This may include, but is not limited to, closing costs, a title search, financing points (to "pay down" the mortgage interest rate), and transfer taxes.
79. Acquaint yourself with flood insurance. If the home you purchase is in a FEMA-identified flood zone, you must obtain flood insurance as a condition of ownership. You may also consider adding flood insurance to your regular home insurance policy, because most regular policies do not cover damage from flooding.
80. Learn about title insurance, and consult a qualified insurance broker. Title insurance covers any pre-existing title problems that you may discover after you've purchased the home (e.g., tax liens, unpaid/outstanding mortgages, previous ownership claims).
81. Fully investigate your options for a home inspector, title company, appraiser, and other services. Forgoing a home inspection is not advised as these professional inspectors will provide a comprehensive assessment of the home's current condition and risks.
82. Create a list of required and optional home inspections, including environmental, roofing, and mold. This will help you determine what inspection contingencies to include in your purchase offer.
83. Ensure that necessary property surveys are ordered. A property survey will help you understand where your property begins and ends, and determine any potential issues—such as easements or encroachments—before you take ownership of the property.
84. Discuss any concerns arising from the home inspection. Use any negative findings from your home inspection report as leverage for repairs or credits.
85. Track and meet all contract deadlines. Depending on the terms of your offer, these may include deadlines for inspections, final financing/loan, down payment and earnest money deposits into escrow, title searches, and settlement date.
86. Order the appraisal. Confirm whether your lender will accept an independent appraiser or require an appraisal management company to conduct the appraisal.
87. Question the appraisal report if it affects your financing. Check for errors like square footage, inadequate home comparisons, or incorrect descriptions of the home or neighborhood.
88. Order the title search. A clean property title means the buyer and lender agree there are no claims on the property that could become an issue after ownership is transferred.
89. Regularly contact your lender to ensure the loan process is on track to meet the closing requirements.
90. Ensure any necessary funds, like earnest money or down payments, are received by the stated deadline to avoid any risk of the seller terminating your contract.
91. Ensure all parties have all forms and information needed to close the sale. Missing or late paperwork can cause delays.
92. Check addendums and alterations for agreed-upon terms.
93. Take note of the location and details of your closing meeting.
94. Confirm and communicate the closing date and time to the seller's agent, noting any changes.
95. Schedule and conduct a final property walk-through. Create a comprehensive checklist of your concerns regarding the home, and then confirm that any agreed-upon repairs were addressed or fixed by the seller.
96. Confirm the clear-to-close status, indicating all documents and conditions to approve your loan have been met, with your lender.
97. Review your closing statement. It explains the terms of the mortgage, the projected monthly payments, and how much your fees and closing costs will be.
98. Double-check all taxes, dues, and prorations related to your purchase.

99. Request the final closing figures from the closing agent. This is the total amount of money that you will have to bring to the closing table.
100. Review your title insurance commitment carefully to ensure all information is accurate.
101. Be aware of wire fraud risks, and verbally verify all wiring instructions with the seller's agent before transferring funds. Get the detailed instructions from your closing company, and be leery of any messages you receive that request changes to the original instructions.
102. Provide receipt of escrow deposit to the seller's agent/broker to verify this financial step has been completed.
103. Gather all required forms and documents for closing. Typically, you'll need a photo ID and a cashier's or certified check (or receipt of a wire transfer).
104. Perform any remaining closing activities to complete the transaction.
105. Review all closing documents with the closing agent or attorney. Be prepared to sign a ton of paperwork.
106. Distribute final documents to all involved parties for their records. You'll want to keep this important paperwork safe.
107. Verify receipt of all keys, access codes, garage door openers, and manuals for all equipment and appliances.

## Post-Closing Activities

108. Prior to moving, consider rekeying your locks and changing access codes as an extra precaution to safeguard your home from anyone who may have had access prior to your ownership.
109. Remember to transfer all utilities and services to your new residence so you do not incur costs on your former residence. This ensures everything is up and running in preparation for your move-in date.
110. Turn your home inspection report into a maintenance-to-do list.
111. File claims with your homeowner's warranty company as needed. A home warranty is a policy that covers the cost of major repairs or appliances.
112. Stay engaged and proactively follow up on any pending items or concerns post-closing. Keep a running checklist handy to ensure you stay on top of any potential warranties, including their expiration dates.
113. Arrange for the move-in day in your new home by contacting movers. Buy yourself a bottle of champagne. Congratulations, you're a new homeowner now.

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\*Actual services or to-dos will depend on the needs of the buyer and the transaction - not all 111 things will need to be done in every transaction.

\*\*Based on a 2023 proprietary survey among recent home buyers and sellers.



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**\$190,000**  
Castle Rock  
2.03 Acres  
(NWMLS 2365872)



**\$79,900**  
Kelso  
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**\$159,000**  
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**\$235,000**  
Castle Rock  
2.1 Acres  
(NWMLS 2365811)



**\$235,000**  
Castle Rock  
2 Acres  
(NWMLS 2365851)



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Kelso  
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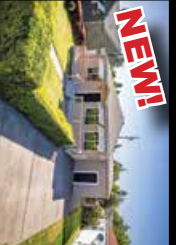
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Designated Broker  
360.957.7653

**NEW!**



\$555,000  
Kelso  
3 beds, 2.5 baths  
2,350 sq.ft.  
(NWMLS #2380281)

**NEW!**



\$334,900  
Longview  
3 beds, 1 baths  
1,199 sq.ft.  
(NWMLS 2369577)

**NEW!**



\$319,900  
Kelso  
3 beds, 1.5 baths  
1,042 sq.ft.  
(NWMLS 2373932)

**NEW!**



\$559,900  
Longview  
3 beds, 3.5 baths  
2,346 sq.ft.  
(NWMLS 2374313)

**NEW!**



\$565,000  
Winlock  
3 beds, 2 baths  
1,920 sq.ft.  
(NWMLS 2376190)

**NEW!**



\$399,900  
Silverlake  
4 beds, 1.75 baths  
1,680 sq.ft.  
(NWMLS 2369541)



Lisa Apo  
253.315-5954

**Reduced**



\$339,900  
Kelso  
2 beds, 1 baths  
720 sq.ft.  
(NWMLS 2323480)

**Reduced**



\$319,900  
Castle Rock  
3 beds, 1 baths  
1,084 sq.ft.  
(NWMLS 2358518)



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\$174,900  
Winlock  
1 beds, 1 baths  
548 sq.ft.  
(NWMLS 2346471)



\$75,000  
Longview  
2 beds, 1.75 baths  
858 sq.ft.  
(NWMLS 2372964)



Brandy Kays  
360.442.9448



\$729,000  
Toledo  
3 beds, 2.5 baths  
3,038 sq.ft.  
(NWMLS 2363214)



\$472,500  
Longview  
3 beds, 1.75 baths  
1,498 sq.ft.  
(NWMLS 2360057)



\$299,900  
Longview  
3 beds, 1 baths  
912 sq.ft.  
(NWMLS 2368152)



\$649,000  
Castle Rock  
3 beds, 2 baths  
1,750 sq.ft.  
(NWMLS 2333982)



\$618,000  
Silverlake  
4 beds, 2.5 baths  
2,498 sq.ft.  
(NWMLS 2361192)



\$734,900  
Anboy  
4 beds, 2 baths  
2296sq.ft.  
(NWMLS 2362943)



Sharon Leppert  
360.261.9626



\$465,000  
Kelso  
3 beds, 1 baths  
1,325 sq.ft.  
(NWMLS 2340496)



\$460,000  
Longview  
4 beds, 2 baths  
2,061 sq.ft.  
(NWMLS 2344668)



\$895,000  
Cathlamet  
3 beds, 2 baths  
2,252 sq.ft.  
(NWMLS 2338056)



\$525,000  
Longview  
Multi-Family  
2,260 sq.ft.  
(NWMLS 2361376)



\$349,900  
Longview  
3 beds, 1 baths  
1,040 sq.ft.  
(NWMLS 2308375)



\$420,000  
Longview  
3 beds, 2 baths  
1,458 sq.ft.  
(NWMLS 2358297)



Jan LeBrun  
360.846.5071



Shannon Crayne  
Office Managing Broker  
360.749.1207



Shelley Rinaud  
360.957.5253



Carissa Hopper  
360.430.6678



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360.669.6017



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## **\$575,000 ~ CASTLE ROCK**

The Magical Life on a Real Functioning Farm with Mount Rainier and Silver Lake Views! Live the dream life in this meticulously kept farm home boasting 1,372 SF, 4 bdrm, 2 bthrm, living rm w/ pellet stove, country kitchen w/breakfast nook, laundry/mud rm, primary bdrm & 2nd bdrm on main & 2 bdrms on upper floor, large viewing deck, a basement 1 car garage and a newer architectural roof. The grounds feature fenced pastures, 2 shop/garage/carports totaling 1,728 SF, large barn w/stalls and a wind shelter/lean-to, chicken coop, fenced orchard/fruit trees/garden space, black top driveway, 6 gorgeous acres w/Fir & Maple trees and a creek flowing at the back of the property! This farm home is a MUST SEE! MLS #2369802



## **\$499,000 ~ KELSO**

Beautifully Remodeled View Home on Old Kelso Hill! Your guests are greeted with a nautical theme & beautiful gate at the cozy front entrance to a pristine home boasting 2,040 SF, 3 bdrm, 3 bthrms, Great Room Living w/wall of viewing windows, living room w/FP, light and bright dining rm w/ FR doors to large viewing deck for entertaining, spacious updated kitchen w/SS appls-island eating bar-new cabinetry-quartz countertops-rock back splash-natural gas cooktop, primary bdrm on upper floor w/ensuite-tile floor-full bath, 2nd primary bdrm on main w/full bath-dual sinks, spacious family rm w/FP on lower level-door to covered patio & private back yard, lower level 3rd bdrm, new hardwood floors throughout, vinyl windows, utility rm & 1 car garage. MLS #2362547



## **\$977,500 ~ GRAYS RIVER**

Live the amazing life only a farm on a river can provide! Remodeled farm home on 69.39 level acres with 7,000 feet on the peaceful Grays River. Pristine home boasting 3 bdrm, 2 bthrm, open concept living w/walls of windows to take in the panoramic views, living rm w/wood stove & slider to covered deck, spacious kitchen w/eating bar & tongue & groove pine ceiling, dining rm, custom staircase to primary bdrm -3/4 bthrm-skylights-viewing deck, den/office, pantry/utility rm, crafts/exercise rm, ductless heat pump, vinyl windows, 806 SF attached garage/shop & 1 car carport. The grounds feature a 60x100 barn-shop-hanger, a 1,000 foot turf air strip w/taxi way, pastures, fruit trees & gardens. Additional home on the property w/remodel potential. MLS #2342691



## **\$519,000 ~ LONGVIEW**

Pristine Northwest Contemporary Home in a Magical Wooded Setting! Beautiful home boasting 2,106 SF, 3bdrms, 3 bthrms, Great Room w/cedar tongue and groove vaulted ceilings-wall of light filled windows, frml living rm w/wood FP & sliders to wrap around viewing deck, dining rm w/large windows to take in the serene wooded views, kitchen w/ vaulted ceiling-LVP flooring-all appliances-slider to side viewing deck, spiral staircase to large lower level family rm w/wet bar-wood FP w/insert-slider to lower covered patio & a private wooded sanctuary, spacious laundry room & oversized 594 SF garage. The wooded grounds offer an additional .20 acre parcel, flower beds and an incredible “Sea of Trees” view! The home is located minutes to Longview & Kelso. MLS #2374900

# John L. Scott

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### \$1,550,000 ~ VADER

Stunning Victorian Estate on 20.55 waterfront acres! Luxurious residence boasting 5187 SF, 4 bedrooms, 3 bathrooms, Great Room living w/9' coffered ceilings, frml living rm w/FR doors to large patio, frml dining rm, gourmet oak kitchen w/replica stove/oven-island w/eating bar, immense family rm w/wet bar-Fr doors to viewing decks-FP, spacious primary bdrm-jetted tub-walk-in closet, heat pump & 4 car garage. The manicured grounds feature a gated entry-2 rail fence-creek frontage-pond w/covered bridge, 2740 SF shop w/kitchen-half bath-720 SF awning-144 SF porch, a 2350 SF shop w/half bath-utility rm-12,000 lb car lift, 720 SF RV carport w/hook-ups & an ADU-("2019" 40' RV w/3 tip outs). The 2 shops are on a separate .54 acre commercial parcel. MLS #2348400



### \$584,900 ~ LONGVIEW

Stunning Craftsman home in Longview's Historic Old Westside! Beautifully updated home boasting 2,340 SF, 4 bdrms, 2 bthrms, frml living rm w/gas FP & refinished hardwood floors, frml dining rm w/French doors, remodeled kitchen w/quartz countertops, bdrm on main, partially finished basement w/bdrm-office space-utility rm, newer heat pump, roof & vinyl windows. The 1 car heated garage & attached ADU feature a spacious kitchen & living rm w/10' ceilings-large bdrm-3/4 bthrm & heat pump. The private back yard features a capped block wall w/lighting for ambiance, raised garden beds, ornamental trees & shrubs, pavers to ADU/garage, sprinkler system, and RV parking or patio next to the garage. The home is located minutes to town & Lake Sacajawea. MLS #2341873



### \$619,900 ~ LONGVIEW

Check out all the amazing updates on this beautifully appointed Columbia Heights home. New fully tiled kitchen with stone counters and SS appliances that all stay! Beautiful stone tiled showers in both updated main floor bathrooms. Newer floors throughout the entire home. Enjoy the end of summer evenings on the new deck, and the spacious backyard with raised beds for your growing aspirations. Park all of your toys in the detached carport and in your oversized breezeway connected 2 car garage. Upgrade possibilities with plumbing in place for a wet bar in the basement, and electrical panel in place in the garage to add your EV charging port to. This one is a must see! MLS #2291519



### \$579,000 ~ LONGVIEW

Colonial in desirable Columbia Heights! "1996" Street of Dreams home boasting 4 spacious bedrooms, 3 bathrooms, formal living room & dining room, cozy family room w/gas fireplace, built-ins, Primary suite w/walk-in closet-ensuite w/double sinks-tile floor, gourmet kitchen w/breakfast nook-stainless steel appliances-island w/eating bar-Corain countertops, grand staircase w/balcony, vinyl windows w/wood blinds & new luxury vinyl floors throughout, central air conditioning, 2 car garage, beautifully landscaped grounds, fully fenced private back yard, large patio, outbuilding, 1/3 acre lot, forest w/seasonal creek and newer architectural roof. MLS #2267918

### \$499,900 ~ KELSO

Commanding views from this Mount Brynion Country Home on 2.44 Acres! 2,400 SF, 4BD, 2BA, living rm w/wood stove-bamboo hardwood floors, dining rm w/built-in china hutch, spacious kitchen w/alder cabinets. Primary bdrm w/ensuite & walk-in closet, huge family rm w/built-in closets & door to back yard, vinyl siding, newer roof, 30x50 shop/ garage & RV parking, includes a communication tower that can be utilized for a Ham operator or leased for additional income. MLS #2363305



### \$333,000 ~ LONGVIEW

Beautifully updated Craftsman home! Pristine home. 2 spacious bedrooms, updated bathroom w/soaking tub, large light and bright living room, remodeled kitchen w/new cabinetry-countertops-SS appliances-bay window/eating area, new fixtures, large utility room, new luxury vinyl flooring throughout, new interior and exterior paint, new fixtures, newer roof, new heating system, oversized garage/ shop & additional storage area, private fenced back yard w/2 apple trees & cherry tree, alley access, nicely landscaped. Minutes to parks-shopping-restaurants-recreation and I-5. This home is a true Gem! MLS #2381137

### \$419,000 ~ LONGVIEW

Wonderful home on 1.35 acres located in desirable Columbia Heights location. Adorable home boasting 3BD, 1.5BA, formal living room w/bay window, formal dining room, spacious updated kitchen w/eating space and French doors to large covered deck, cozy family room w/wood stove, primary bedroom on main, 484 SF shop area and 460 SF hot tub/sauna room. Large flower beds, garden space, nature trails, large asphalt sports court or future shop floor on 1.35 private acres! Plenty of room for ADU. MLS #2357207

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360-355-3442

Maureen Mastrud  
Sr. Escrow Officer  
maureen.mastrud@stewart.com  
360-553-3975

Deena L. Dolbey  
Escrow Officer/LPO  
deena.dolbey@stewart.com  
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3 BD | 2 BA | 2,431 SQ FT | MLS #2374113



## Landmark Columbia River Waterfront Home!

1192 E SR 4 Cathlamet | \$900,000

3 BD | 2.5 BA | 3,200 SQ FT | MLS #2358098



## One-Level Craftsman Home + 36'x36' Shop!

108 Reynolds Rd Castle Rock | \$799,900

4 BD | 2.5 BA | 2,383 SQ FT | MLS #2378450





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