

Do You See What I See?

Yes, the seasons are changing, and I'm embarrassed to admit that Christmas songs are beginning to creep into my head. But the old classic, "Do You See What I See" gave me inspiration for this month's newsletter, so I'm grateful for it.

Each week, I spend three or four days touring properties for sale all over the city. Why? Often I'm previewing for clients seeking to buy, or researching comparable properties for a listing. I also tour homes that are outside my active clients' parameters. This is how I (and other good agents) stay on top of the market. What are prices doing in different pockets throughout the city? Why did house X sell in three days while its neighbor has been on the market for almost a year? What don't we see in the photographs? How are buyers responding to the latest design trends? Truly understanding the market requires getting out and seeing the homes that are for sale, and so I do.



Touring also affords me the great pleasure of seeing some of the most amazing properties the city has to offer. Homes that are designed flawlessly and executed perfectly. Or homes that stir my imagination because they offer such incredible renovation potential. Some of you receive excited e-mails from me when I see a great property. Now I've found a better way to let you all "see what I'm seeing." Not everything, of course, but the really good stuff—on my website!

At www.jhimschoot.com, you'll see some new searches in the top right corner of my homepage—the section labeled "Properties." You can search my geographic area, or browse all the active listings from the Madison Park office (always a fun

diversion). For those of you who share my passion for modern design and mid-century character, check out these two searches:

Modern and Fabulous

Masterpieces of Northwest Modernism. Experiments in Dwell-like living. Warm, stark, and everything in between. These are my favorite homes in the modern aesthetic, representing a rich array of talented architects and builders.

Midcentury Gems

Home is where the heart is, and for me, that's a 1952 midcentury brick ranch in Laurelhurst. Post-war practicality. Incredible materials. Experimental in their own time. I love the houses of the 40's, 50's, and 60's. When I see a great one, either already rejuvenated or waiting for new life through its next owner, I collect it on this list.

Of course I don't just gab about great architecture—I also sell it. If there's something on my site that catches your eye, let me know. Or if there's a category of home you'd like me to start featuring, drop me a line.

May the days leading up to your holidays be merry and bright. Trick or treat, happy Thanksgiving, merry Christmas, and I'll send you my next newsletter in the New Year!

Jonathan

