

Fall 2018  
in this issue >>>

- Farmer Feature  
- Green Bluff Real Estate  
Market Review.



Your Green Bluff Farming and Real Estate Resource

*"In Your Backyard"*



-The Promised Land Hazelnut Orchard-  
17827 N Sands Rd, Mead, WA 99021 – 509.238.2300  
<https://www.greenbluffhazelnuts.com/>

## Go Nuts at 'The Promised Land Farm'

Paul Eichin didn't always live in the nut house, and although he's there now, maybe even for life, he's still quite sane. About the time that folks are going crazy for apples and pumpkins during the October Green Bluff Harvest Festival, many are shelling out cash for another treasure that's sure to make you go nuts too!

Paul owns and lives on the Promised Land Hazelnut Orchard & Farm in Green Bluff. This peaceful property wasn't always home to hazelnuts though. Before arriving to the site or even to Spokane, Paul's journey to the Promised Land began back east in Rhode Island.

There he obtained a degree in electrical engineering from the University of Rhode Island in 1961. Reading about the work on the Grand Coulee Dam in a National Geographic made him feel charged about moving west. After seeing an engineering recruitment ad by the Bonneville Power Administration in Portland, Oregon, to help develop the Columbia River Power System, Paul applied and got hired.

*Continued on Pg. 2*

## Farmer Feature continued from cover pg.

What does electrical engineering have to do with hazelnuts, you may ask? Well, there's even a bit of chocolate in the mix too. You see, Paul's interest in hazelnuts was sparked by two events while living and working in Oregon: meeting a hazelnut farmer, and tasting his first chocolate covered hazelnut. But it would still be a while before it all came together.

A promotion with the BPA in 1981 brought him to Spokane, and his first home here was a cramped apartment in the 5 Mile area. Cycling trips in Green Bluff became his "promised land" because it rescued him from the urban busyness. Green Bluff was his respite, but unbeknownst to him, a property there on Sands Rd. with an antique store would have special meaning someday. After 14 years with the BPA in Spokane, Paul decided to capitalize on a monetary incentive to leave the BPA with a full retirement package and start his new life in the Spokane area on his own property. Where did his search for a new home end?

At the former antique store property. He then began his vision for the property he calls his earthly Promised Land. Because he missed the deciduous trees from his Rhode Island roots, he planted many oak, maple, fruit and other trees, including a 65-tree hazelnut orchard, which is unique to this area.

Since buying that property, The Promised Land Hazelnut Orchard & Farm has become Paul's beautiful home and a "growing" business. Just off the main Green Bluff loop, you can visit with Paul, and enjoy some tasty hazelnuts, whole, candied, or shell them yourself. Paul encourages people to stay a while. "This place isn't just for hazelnuts," he stated, "I also named it the Promised Land because I want people to experience God's presence and let the beauty of creation help them feel restored." Indeed, my time there left me with a profound sense of appreciation and peace! If you've never met Paul or visited the Promised Land Hazelnut Orchard & Farm, stop by, make a new friend, and support a Green Bluff business that's nuts!

## Green Bluff October Harvest Festival

October is a great month to visit Green Bluff. If you haven't been there before, many of the farms have fall produce, fun and games for individuals and families, and many other offerings. Enter Green Bluff from one of the main arterials on Green Bluff Rd or Day Mt. Spokane Rd and find the farm or farms of your choice to support. Get to know the farms, community, events, and people right in your own backyard this year!

For more details about farms, events, and produce, you can visit: <https://www.codykerr.com/> and then select the Green Bluff Events tab on the menu.

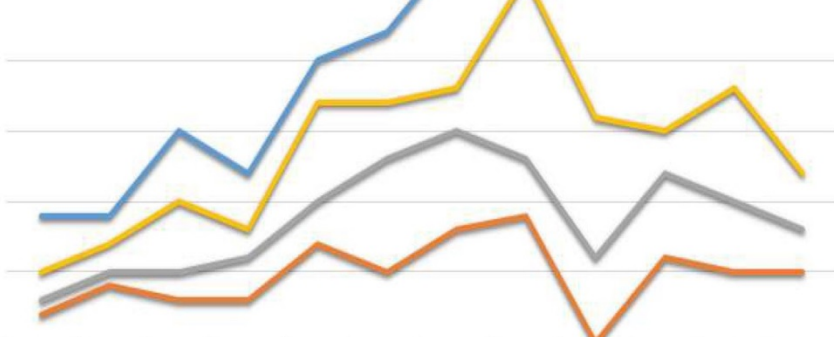
You can also visit the Green Bluff Growers at [www.greenbluffgrowers.com](http://www.greenbluffgrowers.com).

## The Promised Land Hazelnut Orchard – Additional Details

- Opening Day 2018 is September 29<sup>th</sup>.
- You can go WEEKDAYS when the "Open Sign" is hanging on the main sign on 17827 N Sands Rd. October and November, weekend hours are Sat. 9-5 / Sun. 1-5.
- Guests may also make an appointment, and tours are also available to learn about how nuts are grown and harvested with good environmental practices.
- Hazelnuts, apples, plums, and some pears for sale.
- Paul also wants to give special recognition to Cortney, his assistant who has helped to keep the farm running for the last 9 years.

## Market Snapshot and Summary

# of Closed Sales - Green Bluff Area Real Estate Properties on 1+ Acres



	January	February	March	April	May	June	July	August	September	October	November	December
Closed Sales 2018	4	2	5	4	3	5	10	7				
Closed Sales 2017	2	2	5	2	7	4	3	13	10	3	8	4
Closed Sales 2016	1	1	2	3	3	8	7	4	6	6	5	3
Closed Sales 2015	2	4	3	3	7	5	8	9	0	6	5	5

As we approach fall and winter, the Spokane and Green Bluff real estate markets experience a seasonal dip in sales, inventory, and property values. Closed sales in Green Bluff through August are at 40. The average sale price for Green Bluff is at \$442,000.

One interesting real estate statistic is the “odds of selling,” which indicate the chance of a successful sale. For August 2018, the odds of selling property in Green Bluff are 29%. Conversely, there is an 81% chance of not selling. Obviously, not every property reaches the closing table. What makes the difference? If done correctly, selling is less guesswork and more of a calculated risk. Strategy and planning are paramount, followed by pricing, presentation, marketing, market conditions, and other factors that can tilt the scale in your favor. One skill that sets me apart from many agents is that I have an appraisal background. This significantly helps me to position your property for a successful sale by utilizing market information and property valuation expertise so you can play the odds in your favor. If you would like a market analysis of your property, call me to make an appointment at 509.944.5071 or email at [codykerr.realestate@gmail.com](mailto:codykerr.realestate@gmail.com).



**COLDWELL  
BANKER**

**TOMLINSON**

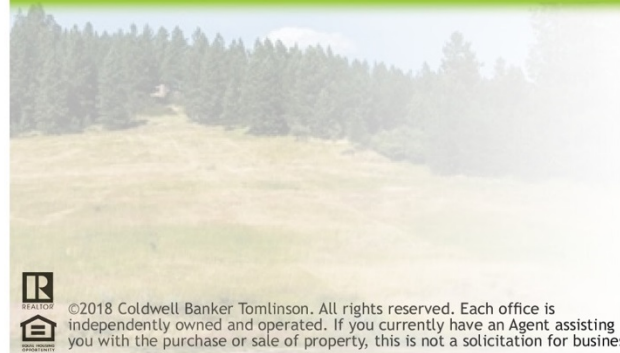
4102 S. Regal, Suite 201  
Spokane, WA 99223

**CODY KERR**

*The GreenBluff Specialist*

509.944.5071

[codykerr.realestate@gmail.com](mailto:codykerr.realestate@gmail.com)



©2018 Coldwell Banker Tomlinson. All rights reserved. Each office is independently owned and operated. If you currently have an Agent assisting you with the purchase or sale of property, this is not a solicitation for business.

**Cody Kerr – Real Estate Broker**  
**The GreenBluff Specialist**

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