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THE VILLAGE KEEPER

A Community Newsletter Serving Westlake Exclusively

August 2016

After the most extreme selling season I've seen in my 25 year career, this wild upward (price) climb we've been on may be settling down. We've seen a noted decrease in showing activity in the 2nd quarter, fewer offers being made (although multiple offers are still common), and a slowly growing inventory. Price reductions are also routinely happening on listings that aren't selling.

The bottom end of our market (under \$200k) is still out of balance with far more buyers than listings, but the remainder of the price points are more balanced. This creates an opportunity to make a move up to a larger home more possible than it's been for a year or more, but with today's prices you have to be very careful not to overpay. Having competent, knowledgeable representation is the best way to protect yourself. I happen to know a guy...

One final note: If you have an energetic, social child 5th-10th grade who would like to earn a little extra money by joining my crew to deliver newsletters, calendars, Bronco schedules, etc.. please send me an email. I have a few spots open. We typically deliver on Wednesdays to take advantage of early release from school. Thank you.

Mike



Who is Tri-County Associates?

- Each spring we cover Bronco Park with thousands of Easter eggs, and bring the Easter Bunny to the neighborhood for a visit.
- In May we help you clean out your garage by organizing the community garage sale.
- In July we fill Westlake with American flags to celebrate our independence.
- in December we bring Santa to the streets of Westlake in hopes of spreading a little holiday cheer.

On these days, and the remaining days of the year, we are your neighborhood Realtor, and we have served Westlake with pride since 1984. We want you to call us when you're ready to make a move.

Our business is to assist you in buying and selling homes. We exist because of you, and to serve you. We have worked with thousands of sellers and buyers over the years. Each transaction is handled with great care, skilled negotiations, attention to detail, and sound, professional advice. That's why people continue to come back to us and refer us to their friends and family.

We strive to help you, the residents of Westlake, get the most money from your home sale and get the best value when purchasing your new home. Our past sales history confirms this.

We offer competitive fees and in addition, if you call us **before** you start the search for a new home, we can offer you a substantial discount on the commission for the sale of your existing home.

We help you properly prepare and effectively market your home for sale in order to help you sell quicker and for a better price than the competition. We have neighborhood market statistics at our fingertips at all times to keep you abreast of the local conditions that may impact your home sale.

We are easy to reach, accessible, and always return your calls promptly. We are in the neighborhood almost every day. Most importantly, we have committed ourselves to know more about your neighborhood and your home than anyone else. We want to help you when you need it the most.

Have real estate needs outside of Westlake? No problem. We've sold homes from Loveland to Greeley, and down to Castle Rock. We go where our business takes us. If you have needs that are outside our area of expertise we have a trusted network of Realtors we can refer you to.

We will not let you down. We are just as we appear to be...no hidden agenda. Call or email when you're thinking about a move and you'll see the difference focus and commitment make. We are here for you. See you around the neighborhood!

Mike's Real Estate Page

Westlake Yearly Totals for 2016

# of Homes sold for 2016	23	Over the last 32 years Tri-County Associates
Average Sales Price	288,230	has sold over 750 homes in Westlake and we
Average # of Days on Market	7	have averaged 2.87% more for our clients.
Fixed Rate Mortgage (7/15/2016)	3.50%	That's \$8,272 more at today's prices.

Twenty three home sales for the first 6+ months of the year is very low (by about half), and shows just how constrained the inventory has been. This has been driving prices higher at a record pace for the past 4 years. The average home price in Westlake for 2012 was \$184,500. That means the average price of a home in Westlake has gone up by OVER \$100,000 in the last 4 years.

I have a beautiful 4 level coming on the market in August. The inside is wonderfully maintained and the front and back yards are landscaped to perfection. This home sits on a quiet side street and will be priced at \$300k. If you know of someone looking to move in to the area have them get in touch with me for more details.

Most Recent Home Sales

<u>Address</u>	<u>Model</u>	<u>Sold Price</u>	<u>Bedrooms</u>	<u>Basement Finish</u>	<u>Garage</u>	<u>Days on Market</u>
3441 Baron Ct	2 Story	\$330,000	4	50%	2 car	4
3138 W 131st Cir (\$)	2 Story	\$362,000	4	0%	2 car	6
*12820 S Princess (\$)	2 Story	\$252,000	4+1	90%	2 car	2
2998 W 134th Pl	2 Story	\$390,000	4	100%	2 car	5
13487 Bryant Way	Front/Back 4 Level	\$299,500	3+1	0%	2 car	12
2613 W 132nd Ave	Front/Back 4 Level	\$312,000	3+1	0%	2 car	6
12960 Knight Ct (\$)	Tri-Level	\$305,000	3	n/a	2 car	2
2773 W 132nd Ave	Bi-Level	\$282,550	2+1	n/a	1 car	4
13315 Alcott Cir	Bi-Level	\$280,000	2+1	n/a	2 car	2
13280 Grove Way	Bi-Level	\$291,000	2+2	n/a	1 car	5
13013 Grove Way	Meadow 1330	\$340,000	3+1	100%	2 car	4
3136 W 134th Cir (\$)	3 Bedroom Ranch	\$263,000	3	90%	2 car	0

(*) Indicates the home was in distress (fix up, short sale, bank repossessed or in foreclosure/pre-foreclosure).

(+) Indicates the home has additional square feet vs. similar floor plans (addition, garage conversion, etc...)

(\$) Indicates that the sales price included a significant amount of seller financing concessions (closing costs, repair allowance, etc...)

****Homes in bold have been sold by Tri-County Associates**

When you're ready to buy or sell call me at 303-466-5777. I know the neighborhood and I can do the job.

VILLAGE KEEPER CLASSIFIEDS

BEFORE & AFTER SCHOOL CARE 720-556-8879

If you are looking for before and after school care during the 2016-2017 school year, you have come to the right place. I have experience watching children over the years. I have 13 year old twin boys. If your child attends Centennial or Westlake middle school contact Sheri to set up a time to meet and discuss your child care needs.

MASTAY'S PAINTING SERVICE 303-929-8674

Custom Int/Ext painting. Quality work, satisfaction guaranteed, residential & commercial, fully insured call Bruce.

YARD CARE SERVICES 303-929-7989

Mowing, aerating, bushes, trees, sprinklers. Please call Joe.

BASEMENTS & REMODELING 720-299-1368

Specialize in basements and bathrooms. Been in business over 8 years with countless referrals. Very reasonably priced. Call Brett.

TOYOTA SERVICE 303-668-5412

Service your Toyota car or truck with Toy-Crawlers. Install lifts and accessories, also check us out at toy-crawlers.com for all of your Toyota needs.

NEED EXTRA MONEY? 720-556-8879

Could you use an extra paycheck a month?? For only \$15.00 you could own Your Own Business!! By selling Avon. No inventory. No hidden fees, Free website, No territories, No parties, Low cost for supplies, Free training, Set your own hours and Be Your Own Boss. Contact Sheri if you are interested and need more information.

MASTER ELECTRICIAN 303-332-5990

Available for any residential or commercial projects. Call for estimates. Licensed bonded and insured.

DEREK'S YARD WORK / PET CARE 720-421-0845 dtou192753@adams12.org

I can do mowing,trimming,edging,weed eating and other yard work.I can also do pet walking and other pet tasks.

HANDYMAN / REMODELING
303-704-0762 / wall.jeremiah@gmail.com
Drywall, Tile, Electrical, Plumbing, and many other home repair needs!

CARMICHEAL'S HOME REPAIR 303-870-5529

Home Improvements and the Honey Do's too.

FOUND BIKE 303-466-1036

Small child's bike found in the trails. Call to identify and claim.

2 YOUTH BEDROOM SETS FOR SALE 720-635-6740

One white - twin bed w/solid wood headboard & footboard, rails, chest, white desk & misc. storage pcs. - \$100 Other set is birch colored - twin bed w/headboard and rails, 2 chests, trunk, nightstand, matching shelving and other misc. storage pcs. - \$150 Pricing firm as both sets are in excellent condition.

SMOKIN' BBQ

303-997-5891 / www.broomfieldbbq.com
12920 Lowell Blvd. Southern style - Take out/ catering Under new management. Check out the homemade food.

TAYLORS HOME IMPROVEMENT 303-349-7790

Basement finishes, kitchen remodel, bathroom remodel, tile, electrical, plumbing, fences, etc.. Ask for Mark.

DJ SERVICES FOR CHARITY EVENTS 303-466-1036

DJ's available for charity events (free or low cost) or for other events at reasonable rates. Call Scott.

INTERIOR & EXTERIOR HOUSE PAINTING 720-291-3640 / Morningskypainting@gmail.com

Morning Sky Painting Quality interior and exterior painting service for all your house painting needs. Call me today for a free estimate.

MASSAGE THERAPY

720-260-3961 / dancinghands2@gmail.com
Experienced massage therapist right here in Westlake Village. Call Donia to make an appointment. 20 years experience; aromatherapy, lymph work, reflexology, acoustic table and soul tending tool! Don't miss out!

PEAK PAINTING COMPANY 970-397-3748 peakpaintingcolorado@gmail.com

Very detailed Professional Int/Ext Painting, Remodel, Drywall repair, Texture, and Stain. Residential and Commercial. Fully insured. Call Kyegan.

PAM'S PLACE FAMILY HAIR 720-231-5325

Pam's Place located inside Fantastik Cuts at 12920 Lowell Blvd. Appointments 10 - 7 Mon-Wed, Walk-ins always welcome. Color, Cuts, Women, Children, Men, family hair care.

THRIVE! www.therealyou.le-vel.com Created2bedivine@gmail.com

The lifestyle change your looking for is THRIVE! Our products are for both men and women! It can help with energy, weight loss/maintain, joints,and mental clarity, Thrive It's all about nutrition and filling the gaps your body is missing. It not a diet and it's not intended to be a diet. 3 steps in the 1st 20 minutes of your day and your done! And don't forget you can earn your product for FREE! Message me with questions or feel free to check out my website...

FOR SALE

cathode303@aol.com

Dining room table & leaves w/ 6 chairs and china hutch. 3 piece entertainment center. 8' pool table. All items in good shape. WILL TAKE BEST OFFER.

SENIOR CAREGIVING

720-229-6911 brianne_abrams@yahoo.com
I have worked with seniors for 10 years. My goal is to help people stay in their own homes at an affordable price. I have references. Call today for a quote. I also have CNA, QMAP, CPR and FIRST AIDE.

PROFESSIONAL PAINTER

720-413-0858 / eliacibm@msn.com

Amherst resident since 2005. Small business owner: Total Eclipse Painting, LLC HIGH QUALITY WORK AT REASONABLE PRICING. Painting your home, inside & out, improves curb appeal, character & resale value. Painting is one of the quickest and easiest ways to give your home a face-lift -- and it yields some of the most dramatic results as well. Interior, exterior, fence, deck, 25 years experience. Thumbtack Best 2015 Painting company. 5-7 years labor warranty. Free Estimate. Call me today to schedule a walk through.

YOUNG LIVING ESSENTIAL OILS

720-336-9045 / yleochellar@gmail.com

Low on energy, stressed or ill? Want a natural approach to health without OTC meds? Want toxins out of your home? YLEO can help! Call or email Chella today to chat or book a class! www.youngliving.org/chellar.

NEED LEGAL HELP? 720-514-9529

GeoffLouisPearson@gmail.com

Legal matters can be easy or complex- but are always stressful. I am a local attorney in the Westlake neighborhood. I can help with traffic tickets, criminal matters, estate planning, and divorce issues. Call me to see if I can help. Geoff Pearson, Pearson Law Office, LLC, 2205 W. 136th Ave, Ste 106-128, Broomfield, CO 80023.

AFFORDABLE PHOTO SESSIONS

303-204-3348 / jennmcdaniels@gmail.com
Local in the Denver metro area, I am a photographer with Savvy Click Photography. I offer very affordable photos sessions for all types of life events. I want to capture your special moments whether it is baby, maternity, family portraits, business headshots, save-the-date, engagement and weddings. Yes, I even shoot senior pictures, BFF minis, prom and other special events. Contact Jennifer for more information. I can customize any session to fit your budget. www.SavvyClickPhotography.com.

1ST CLASS ELECTRICAL, LLC

720-220-0688 / 1stclasselec.jesse@gmail.com
Full service electrical company with a bucket truck. Commercial, residential, remodel, new install, service panel upgrades, signs, parking lot lighting, services calls, etc. Free estimates.

To place a free ad, call 303-466-5777, fax 866-920-2902,
or go online to www.TCArealty.com