

# ROCKY, JASON & JEREMY'S REAL ESTATE REPORT

Published by Rocky Reynebeau ♦ Jason Reynebeau ♦ Jeremy Kendall

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Rocky, Jason and Jeremy  
 Metro Brokers - Reynebeau & Company  
 215 Union Blvd., Suite #125  
 Lakewood, Colorado 80228  
**303-989-5462**



## THE MARKET IS STARVED FOR LISTINGS

By Rocky, Jason and Jeremy

**W**e are forever taking the temperature of our housing pressures - however, we are too early in the year to determine what the market feels like at this particular moment. *Some historical perspective.* The early months of any year is always short of inventory but that's offset by weaker demand - so the market balances itself out. That's the normal condition in the early part of most years! The last four (2013-16) years have been different with heavy carry-over demand in a market starved for listings. The result has been robust showing activity and multiple offers and that continues to be the case. But, since the middle of last year, we began to see the encroachment of some very minor price resistance. What will Denver's values look like at the end of 2016? Will we enjoy 0-5%, 6-10% or +10% gains? Our intuitive and gestalt skills suggest that 2016 will be a very good year but with moderating gains. It may also be a defining year in terms of establishing whether Denver is *just a very strong market* or are we something beyond that? *See related article on page 8.* And, what is the trump card - growth or interest rates?

In our 41-year history, we've only seen a couple periods of multi-year / double-digit gains - they are rare events. All mar-

### Sold Price vs. Asking Price

Jan - 2015	97.7%
Feb - 2015	98.7%
Mar - 2015	120.0%
Apr - 2015	100.4%
May - 2015	100.5%
Jun - 2015	100.5%
Jul - 2015	100.1%
Aug - 2015	99.8%
Sep - 2015	98.7%
Oct - 2015	97.9%
Nov - 2015	97.6%
Dec - 2015	116.3%
Jan - 2016	97.3%
Feb - 2016	98.0%

Source: Matrix - Denver/Metro - finals sales vs. the original asking price Jan -2015 - Feb - 2016.

kets are in a never-ending attempt to find value equilibrium. If 2016 is another year of double-digit gains in value - then, we may in fact be something more than *just a very strong market*. In any event, 2016 will be great and fun to watch.

Our sense is that the market will take a breather but we always trust supply / demand pressures. And, most importantly, it's best to *never be smarter than the market*. We accommodate this belief by suggesting a strategy which pushes the pricing envelope and allows the market to set the final value.

Values should rise in 2016 simply because there is not enough supply relative to the demand created by the continuing flood of people and businesses migrating to the magnificent Rocky Mountain West.

## THE DEVASTATION FACTOR

When a decision is unclear, consider your Devastation Factor

By Jason Reynebeau

**D**ECISION TIME! Whether you've received an offer on your home or are contemplating submitting an offer to purchase a home - it's time to make a choice. Many things need to be considered - namely price, down payment, closing date, inclusions, possession, etc. While the buyer/seller's focus is on those issues, we also focus on risk management and what we call *the devastation factor*. Will the deal get to the closing table and how devastating would it be if it didn't. The degree of devastation varies by situation/person and sometimes it's an enormous issue. It's a wonderful analytical tool to help the buyer/seller accomplish their goals with some measure of control over their lives. The devastation factor is different for sellers vs. buyers but there is a similar degree-of-satisfaction when they know that the issue has been covered.



### Seller's Devastation Factor

When an offer is received for your home, your agent should help you assess the merits of the offer. *We see an offer as a 5-piece puzzle* - each piece (listed in the graphic) is objectively evaluated to determine if they fit together snugly. If so, then we have a workable offer and, if not, then a counter or rejection is required. The same applies with multiple offers. That's only the objective side of the decision.

The devastation factor is subjective - *will this deal close?* Sometimes the risk is clear and if it can't be mitigated then a rejection may be required. Often, that risk is an unforeseen wild card which surfaces after we are in the deal. The ability to foresee potential risk is why experience matters.

We always consider how devastating it will be if the contract falls apart. The degree of devastation is based on the seller's current circumstances, finances, ultimate goal and emotional makeup. *Here are two examples:*

**Major Devastation Factor** - Seller will lose their home to foreclosure in 8 weeks - if that happens the seller will lose \$50,000 in equity.

Seller receives a full-price offer in week #2 - contingent upon the buyer's home selling by week #6 - but that home isn't even on the market yet.

*The devastation factor here is tremendous.* The risk is so high that the seller is better off rejecting the offer and waiting for one with lower risk - even if it means a lower price.

**Minor Devastation Factor** - Sellers are moving to a home they already own in Montana *whenever their Colorado home sells*. No driving force, other than, it's just time to get closer to family.

Sellers receive a full-price offer contingent upon the buyer's current home closing in 3 weeks. The contingency contract is past the inspection period but the lender requires that it must close before they can close on the new home.

As long as the seller understands and accepts the risk, their devastation factor is somewhat minimal. If the contract fails in 3 weeks, they still have someplace to live and, if it's meant to be, another buyer will come along. *Montana isn't going anywhere.*



Buyer's Devastation Factor - Continued on page 3.

# ROCKY, JASON AND JEREMY

We Do Real Estate

## MOST RECENT SALES

Sorted - core area - sub area - sold date - 1/1/16 - 2/23/16

### Green Mountain Core Products

#### Campbell Green - Townhomes

Address	Style	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
1019 S Alkire St. *	2S	4/4	1610	FF	2/17/16	\$315,000	22	

#### Fox Point - Townhomes

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

#### Green Mountain I, II & III - Townhomes

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
608 S Youngfield Ct. *	II	2S	1650	FF	1/8/16	\$259,500	18	CP
576 S Youngfield Ct. *	II	2S	1650	FF	1/28/16	\$260,500	7	
12724 W Virginia Ave. *	2	2S	1576	N/A	2/11/16	\$242,250	57	CP
546 S Xenon Ct. *	I	2S	1120	N/A	2/11/16	\$201,000	20	CP

#### Green Mountain Estates - Single Family

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
13661 W Alaska Pl. *	2	BI	2237	N/A	1/4/16	\$355,000	14	
978 S Alkire St. *	GME	R	1414	PFF	1/5/16	\$360,000	36	CP
13920 W Alaska Dr. *	4	RR	1420	N/A	1/20/16	\$375,000	5	CP
14432 W Center Dr. *	8	BI	2975	N/A	1/25/16	\$407,500	18	
13537 W Exposition Dr. *	5	BI	2204	N/A	2/12/16	\$400,000	2	CP
13497 W Exposition Dr. *	1	TRI	1422	N/A	2/16/16	\$385,000	4	CP
13277 W Exposition Dr. *	1	BI	2284	N/A	2/16/16	\$360,000	135	

### GREEN MOUNTAIN VILLAGE - POST

#### Post - Bi-Levels - Q's & R's - Single Family

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
2093 S Yank Way *	30	Q	1918	N/A	1/25/16	\$280,021	16	L
1814 S Youngfield Pl *	25	Q	1917	N/A	2/12/16	\$324,900	68	CP

#### Post - Four Levels - 3N's & 4N's - Single Family

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

#### Post - Large Ranches - A's, B's & D's - Single Family

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
2302 S Braun Way *	40	A	1477	FO	1/7/16	\$312,000	5	E/EX
1576 S Wright Ct. *	18	A	1455	FF	1/14/16	\$396,000	18	
13004 W Florida Pl. *	23	A	1446	FF	2/18/16	\$400,000	68	

#### Post - Smaller Ranches - J's, E's & H's - Single Family

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

#### Post - Hybrids - Mixed Floor Plans - Single Family

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

Continued on page 3 - Green Mountain Village - Pre's  
See disclaimers and footnotes on page 5.

## GREEN MOUNTAIN VILLAGE



### WONDERFUL RANCH HOME

1950 S. Youngfield Street - (A-Plan)

4 Beds / 3 Baths - 1477 + 1147 Sq. Ft. - Ranch - 2-car garage - 2015 Taxes \$2191 - Perfectly maintained & nicely upgraded throughout - Updated kitchen w/ 42" hickory cabinets, beautiful hardwoods (into the family room) & a large island w/ butcher block top - Popular floor plan - Updated baths w/ newer flooring & vanities - 3rd bedroom has custom high-quality built-in desk (great study) - Fully-finished garden-level basement w/ Large rec room (w/ gas stove on a thermostat), utility room, bedroom, updated 3/4 bath and awesome man cave / flex space - Large private yard w/ patio & lots of mature landscaping - Close to Green Mountain Open Space & trailheads - Easy commute to downtown, the mountains, Light Rail, St. Anthony's & the Federal Center Schools - Hutchinson, Dunstan and Green Mountain

Status - Under Contract ♦ Offered at \$375,000

## GREEN MOUNTAIN TOWNHOME



### RARE RANCH TOWNHOME

12999 W. Ohio Avenue - (III)

2 Beds/2 Baths - 1140 Sq. Ft. - Ranch - 2-car detached garage - 2014 Taxes \$1750 - Hardwood floors - Newer vinyl windows - Fireplace in family room - Kitchen with granite tile countertops and all appliances included - Large pantry cabinets - New vanity in main bath - Washer and Dryer included - Quiet location - Fronts to large common area - Steps away from the indoor pool - Wonderfully-run HOA - Walk to Green Mountain Open Space, parks and trailheads - Perfect location close to shopping and restaurants - Easy commute to downtown, the mountains, St. Anthony's Hospital and the Federal Center Schools - Foothills, Dunstan and Green Mountain

Status - Contract working ♦ Offered at \$245,000

## SOUTH SLOPE - PULTE #47



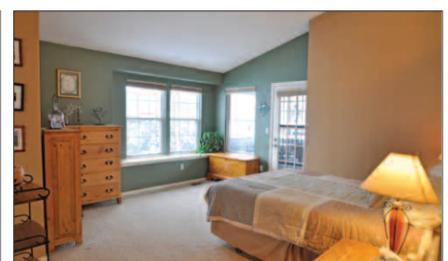
### EXCELLENT CONDITION

14395 W. Yale Place

3Beds/3 Baths - 2057 Sq. Ft. - Split Level - 2-car garage - 2015 Taxes \$2419 - Beautiful home on Green Mountain - Vaulted ceilings - Newer Champion windows on the front of the house - Newer paint - Central air - Updated kitchen with cherry cabinets, granite countertops, designer tile floors and stainless steel appliances - Large master with walk-in closet and a private entrance to its own balcony - Remodeled master bathroom with granite tile and a steam shower - Updated vanities - New roof to be installed prior to closing - You will love the family-friendly neighborhood - Close to the hiking and biking trails of Bear Creek Lake Park, Green Mountain Open Space & Matthew Winters - A 5-minute walk to Coyote Gulch Park - Easy commute to I-70 and C-470

Schools - Rooney Ranch, Dunstan and Green Mountain

Status - Under Contract ♦ Offered at \$395,000



Rocky, Jason and Jeremy - Real Estate Professionals

303-989-5462 (Office) ♦ Jason's Cell - 303-875-1840 ♦ Jeremy's Cell - 720-280-6377 ♦ Rocky's Cell - 303-667-7075

jreynebeau@aol.com ♦ jkendallmb@aol.com ♦ rlestrocky@aol.com



# REAL ESTATE GUIDE

We Do Real Estate

Devastation - Continued from Page 1.

## The Buyer's Devastation Factor

We also use the devastation factor on the buyer's side to help gauge whether a purchaser should be submitting an offer on a given home. In working with a buyer, our goal is always to get ourselves educated to the point that they're capable of making a good informed decision.

Thus, we begin the process with an *education day* - which is the buyer's first day out looking at property. The focus on *education day* is not to buy a home but rather to learn what the buyer's money is worth in the marketplace, to determine what we're really looking for and what pushes their emotional buttons. We look at a bunch of products in various price ranges and locations. Every viewing contributes to the buyer's base of information. This helps the buyer assimilate the marketplace, establish baseline parameters and see more clearly what they are looking for.

### EDUCATION DAY

*Establishing the Baseline*

<b>Geography</b>	What defines an acceptable location and where and how big is the circle?
<b>Price</b>	What price range gets the job done.
<b>Product Type</b>	Single family, condo or townhome - What works best for your family?
<b>Attributes</b>	How much space do we really need and what should that space look like?
<b>Special Needs</b>	Will special needs/requirements narrow the search for that perfect home?
<b>Compromise</b>	Every purchase requires acceptable compromises - can we give up on the fireplace to get the two-car garage?



Then, we start looking for the perfect home based on the baseline information. There is a lot of tweaking but ultimately we find a home that peaks the buyer's interest. *But, is it really the one?* That's an important question!

### THE BUYER'S DEVASTATION FACTOR

That's the moment to introduce the devastation factor with a very simple question: "If I called you to tell you that THE HOME was sold, *how devastated would you be?*" If the reaction is:

#### Response

**"No big deal"**

**"I'd be really bummed out"**

#### What that means:

Clearly, it's not the home. It could suggest that we need to tweak the baseline. Keep searching!

This could be the home we're looking for but doesn't mean that we should buy that home. However, it does mean we are on the right track. The buyers will know what to do.

The devastation factor is a wonderful tool to help guide buyers and sellers in their decision making process. It puts the power of the decision and its consequences in their control. I love bringing it into our conversations because so many people will give it a quick chuckle, think about it for a second and then really use it to guide us through the decision. It's an awesome concept!

Continued from page 2 - *Green Mountain Village - Pre's*

### GREEN MOUNTAIN VILLAGE - PRE

**Pre's - Small Ranches** - Single Family

Address	Flg.	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
12157 W New Mexico Pl *	15	4/2	1000	FF	1/29/16	\$352,000	4	CP
12083 W Maryland Dr *	8	4/2	998	FF	2/5/16	\$330,000	0	

**Pre's - Large Ranches** - Single Family

Address	Flg.	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
12225 W Ohio Pl. *	2	3/3	1254	FF	2/5/16	\$364,500	45	
12079 W Center Ave.	4	2/4	1197	FPF	2/12/16	\$345,000	11	
12252 W New Mexico Ave.*	24	3/5	1633	FF/WO2/18/16		\$385,000	10	CP

**Pre's - Bi-levels** - Single Family

Address	Flg.	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

### OTHER CORE GREEN MOUNTAIN PRODUCTS

**Grn. Mtn. Vista** - Single family - No sales reported from 3/12/15 - 9/15/15

**Grn. Mtn. Village** - Filing #39 - No sales reported from 3/12/15 - 9/15/15

**High Point** - Patio Homes - No sales reported from 3/12/15 - 9/15/15

**Lakewood Vista** - Condos/townhomes

Address	Style	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
1880 S Cole St B2 *	C	2/2	837	N/A	1/12/16	\$199,900	19	CP
1661 S Cole St A2 *	C	2/2	837	N/A	1/22/16	\$185,000	5	
1655 S Cole St B7 *	C	2/2	837	N/A	1/29/16	\$204,900	31	CP

**Mom's Hill - Americana Lakewood/Grn. Mtn. Vista**

Address	Area	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

**Morningstar** - Single Family

Address	Style	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
2657 S Deframe Cir *	TRI	3/3	1352	N/A	1/14/16	\$339,900	8	

**Roca** - Single Family - No sales reported from 3/12/15 - 9/15/15.

**Terrace/Villa Montana** - Condos/townhomes

Address	Area	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

### SIXTH AVENUE WEST PRODUCTS

**Amberwick** - Townhomes

Address	Slope	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

**HIGHLAND** - Townhomes

Address	Style	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

**Mesa View Estates** - Single Family

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

**Sixth Avenue West Proper** - Single Family

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
13862 W Maple Pl *	4	BI	3350	N/A	1/15/16	\$628,000	21	

**Sixth Avenue West I & II** - Townhomes

Address	Flg.	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
404 Gladiola St 404 *	I	3/3	1320	FF	1/13/16	\$237,900	26	CP

Continued on page 5 - *South Slope Products*

See disclaimers and footnotes on page 5.

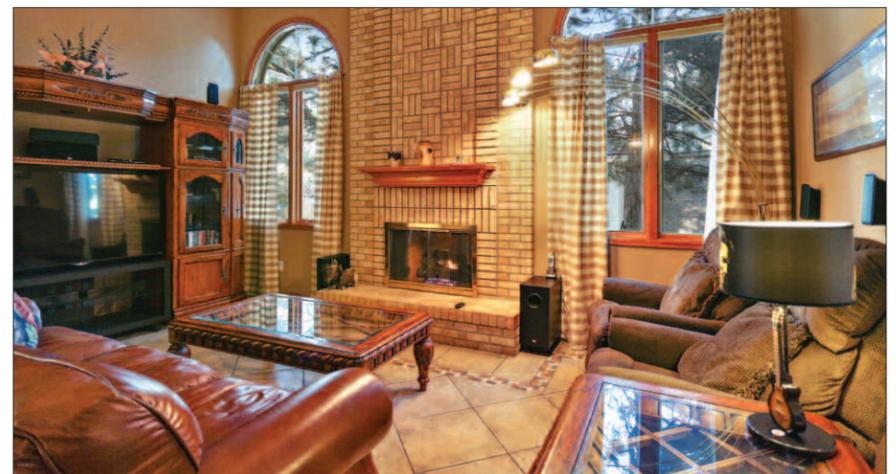
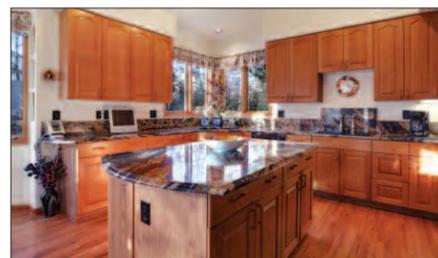
## SOUTH SLOPE - BEAR CREEK VILLAGE



### RARE OPPORTUNITY 13312 W. La Salle Circle

5 Beds / 4 Baths - 2993 + 1647 Sq. Ft. - Ranch - 3-car garage - Taxes (2014) - \$4564 - Rare opportunity to own a sprawling, custom-quality ranch in Bear Creek Village for under 700K - All brick - Grand entry - Extensive hardwoods - Vaulted ceilings - Custom tile work - Gourmet eat-in kitchen w/ Jenn-air cooktop, raised-panel oak cabinets & slab granite - Master suite w/ 5-piece master bath, walk-in closet & egress to the backyard - Incredible study - Awesome .25 acre lot w/ great privacy, water feature & large patio to enjoy - Cozy family room - 3 gas fireplaces - Fully-finished basement w/rec room, media room, 3/4 bath & 2 beds - Owned Solar = minimal electric bill & potential rebates - 3-year-old tile roof - Active community w/ pool, tennis courts & social / family events - Walk to Bear Creek Lake Park & trail heads - Easy commute to downtown, the mountains, Federal Center, St. Anthony's, Light rail & NREL - High-quality schools - Special home

**SOLD Price** - \$634,500 **DOM** - 33 **Date** - 1/27/16



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303-989-5462 (Office) ♦ Jason's Cell - 303-875-1840 ♦ Jeremy's Cell - 720-280-6377 ♦ Rocky's Cell - 303-667-7075

jreynebeau@aol.com ♦ jkendallmb@aol.com ♦ rlestrocky@aol.com



# ROCKY, JASON AND JEREMY

We Do Real Estate

## CARRY-OVER SALES

Since the 115th Edition



### GREEN MOUNTAIN VILLAGE

2450 S. DeFrame Street

SOLD Price - \$337,500 ♦ DOM - 18 ♦ Date - 11/4/15



### TERRACE AT GREEN MOUNTAIN

13353 W. Alameda Pkwy. #203

SOLD Price - \$236,500 DOM - 21 ♦ Date - 11/13/15



### FOX POINT TOWNHOME

1771 S. DeFrame Street

Sold Price - \$272,500 - DOM - 39 - Date - 10/15/15



### LAKWOOD VISTA TOWNHOME

1639 S. DeFrame Street

Sold Price - \$300,000 - DOM - 4 - Date - 9/18/15



### GREEN MOUNTAIN VILLAGE

1447 S. Van Dyke Way

SOLD Price - \$331,000 ♦ DOM - 3 ♦ Date - 11/19/15



### GREEN MOUNTAIN VILLAGE

12844 W. Iliff Avenue

SOLD Price - \$397,500 ♦ DOM - 15 ♦ Date - 10/23/15

## YOUR HOME'S VALUE

### INEXPENSIVE WAYS TO INCREASE THE VALUE OF YOUR HOME



#### By Jeremy Kendall

*There are three pieces to the puzzle of real estate - price, condition and location. The location attribute is established the day the home is purchased and the market is in charge of establishing the price. CONDITION is an attribute that can be effected by the owner.*

*Think about this - you look at two identical used cars - both in equally good mechanical condition. One is perfectly clean and the other is just a mess - dirty, smells and trash all over. Interested buyers would discount the first and pay a premium for the second. The condition of your home is controlled by the owner!*

*The same thing happens to homes that are not properly presented to the market. What can an owner do to actually improve both the value of their home without spending a ton of dollars? Interested in a higher value - here are things to do before you put your home on the market.*

## Preparing Your Home for the Market

### Before Game Day - Almost FREE

**Clean it:** Make your home so squeaky clean that a person could eat off the kitchen floor. This includes everything - if you've even cleaned the top of the hot water heater - then you have clean figured out. Even buyers who don't really value a clean home do not want to clean up someone else's mess.

**Wash the windows:** All of them both inside and out if possible.

**De-clutter it:** We all have clutter - much of it is important in our lives. BUT, to a buyer it's just clutter which distracts them from seeing your home for what it could be. A book shelf jammed with our beloved books *is clutter to a buyer*. A book shelf with some books, pictures, artifacts and space - is beautiful to look at.

**De-junk it:** If it's truly junk, it's very distracting - get rid of it before a home goes on the market NOT after it is under contract. If you have a lot of junk, get a roll-off if necessary - share the cost with a neighbor - they have their share of junk also. *See yard stuff below.*

**De-stuff it:** Most of us have too much stuff. If you have a moderate amount of stuff - pick one room (preferably in the basement or a corner in the garage) and box and neatly store all of it in that one space. If you have too much stuff - store it off site - if economically feasible.

**Neutralize it:** Always have neutral colors in the home. If you love purple incorporate that in the furnishings or wall hangings - not in a painted wall.

**Detail it:** Do all those little things like touch up chipped paint and woodwork.

**Do deferred maintenance:** Fix those things that have been put off - ie. that dripping faucet.

**Paint it:** Are there any rooms that need a paint job. Paint is cheap!

**Garage, basements and shed:** Ditto! De-clutter, de-junk and clean up.

**The yard:** Most yards also have junk - toss it in that dumpster. Then, if necessary, prune, trim, cut, flower, fertilize, edge, shovel and water.

*All of these things cost nearly nothing - perhaps some blisters and sweat.*

### On Game Day - FREE



The buyer will start making decisions when they drive on your street and up to the home. That's the very first impression.

When they walk in the front door they will validate their first impression. Little things matter - is your door bell dirty? Help them *want to buy* your home.

**Present Your Home Nicely** - Before the showing straighten up the home and especially the kitchen and baths. Make the beds and let the light in by opening the window coverings.

**The showing:** Make it easy to show the home. Then, repeat this three times - lights on, music playing and BE GONE!

## Summary

There is a distinct difference between "saleability" and "value." We must remember that all homes are equally saleable in ANY market - the price just has to reflect that property's condition and location. Why not present it to the buyer in the very best condition possible and get that higher price.



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jreynebeau@aol.com ♦ jkendallmb@aol.com ♦ rlestrocky@aol.com



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## SNOWBIRD CONDO



### AWESOME CONDO W/GARAGE 209 Wright St. #203

1 Bed / 1 Baths - 813 Sq. Ft. - Ranch - 1-car detached garage - 2015 Taxes - \$753 - Perfect condition throughout - Brand new high-quality carpet - Lovely laminate / wood flooring in the kitchen & bath - Fresh paint - New range - All kitchen appliances included - Excellent layout w/large rooms and lots of natural light - Brand new furnace - Spotless & ready to move in - Rare detached garage #216 - Tons of visitor parking close by - Neighborhood is surrounded by three wonderful parks - Walk to **Green Mountain Open Space** - Just 1/2 mile to light rail, St Anthony's, the Federal center, and all the wonderful restaurants on Union - Easy commute to downtown & the mountains. Great opportunity Schools - **South Lakewood, Creighton and Lakewood**

**Status** - Check with us ♦ **Offered** at \$150,000



## VILLAGE ON THE LAKES



### BEAUTIFUL LAKE LOCATION 153 Ward Court

2 Beds / 3 Baths - 1395 + 739 Sq. Ft. - 2-Story w/ walkout - 2-car garage - 2014 Taxes = \$1693 - Incredible lake-front townhome in one of the best areas on the west side of town - Wonderful open floor plan - Excellent condition throughout - Updated kitchen w/ oak cabinets & Corian counter tops - Hardwoods & atrium windows in the dining area - Large family room w/ wood burning fireplace - Huge deck w/ lake & wildlife views - Two master bedrooms - Vaulted ceilings - Fully-finished walk-out basement w/ large rec room, nice study area & utility room - Fenced-in backyard - Easy commute to downtown & the mountains - Walk to Light Rail, the Federal Center, **St. Anthony's** and all the wonderful restaurants in **Union Square** - Special home

Schools - **Foothills, Dunstan and Green Mountain**

**Status** - Under Contract ♦ **Offered** at \$355,000



## GREEN MOUNTAIN VILLAGE



### GREAT CONDITION 12079 W. Center Avenue

4 Beds/2 Baths - 1197 + 1197 Sq. Ft. - Ranch - 2-car garage - Taxes estimated \$1750 - Hardwood floors under carpet - Newer vinyl windows - Updated kitchen - Excellent curb appeal - South facing driveway - Wonderful backyard with a large covered patio - Perfect yard for entertaining - Popular floor plan - Sprinkler system - Security shade on sliding back door - Jet tub in main bathroom - Large basement with plenty of storage and potential for additional bedroom - Beautifully maintained home that is an opportunity to make it yours - Lots of pride-of-ownership with a great location and neighbors - Perfect location with an easy commute to downtown, the mountains, **St. Anthony's Hospital** and the **Federal Center**

Schools - **Green Mountain, Dunstan and Green Mountain**

**SOLD Price** - \$345,000 ♦ **DOM** - 11 ♦ **Date** - 2/12/16



Continued from page 5 - *South Slope Products*

## SOUTH SLOPE PRODUCTS

### Bear Creek Village - Single Family

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
12964 W Harvard Ave *	1	2S	3282	FO	1/26/16	\$600,000	112	CP
13312 W La Salle Cir	1	R	2993	PFF	1/27/16	\$634,500	33	
12630 W Auburn Ave *	3	2S	3148	FF	1/28/16	\$600,000	12	CP

### Coventry Heights - Single Family

Address	Style	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

### Pulte Homes - Single Family

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

### Ryland Homes - Single Family

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

### Solterra - Single Family

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
15229 W La Salle Ave *	12	R	2606	FF	1/11/16	\$668,655	56	
2155 S Nile St *	13	2S	2172	FF/WO	1/19/16	\$747,400	54	

### Village - Tamarisk Townhomes - No sales reported 5/19/15 - 9/15/15

Address	Style	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
3247 S Indiana St *	2S	3/2	1936	FO	2/11/16	\$378,000	25	CP

### Village Homes - Single Family

Address	Flg.	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

## UNION SQUARE PRODUCTS

### Cedar Ridge - Townhomes

Address	Style	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

### College West - Single Family

Address	Style	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
12818 W Ellsworth Pl. *	2S	3/4	2067	PFF	2/17/16	\$415,000	11	CP
75 Yank Way	BI	3/6	2583	N/A	2/19/16	\$355,000	129	CP

### Lakewood Hills - Townhomes

Address	Style	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
12474 W 2nd Dr	2S	3/4	1730	FF/WO	1/25/16	\$379,000	4	
179 Xenon St 28	2S	3/3	1814	FO	1/28/16	\$305,000	51	

### Mountainside - Townhomes

Address	Style	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
No sales reported from 1/1/16 - 2/16/16								

### Riva Ridge - Condos

Address	Style	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
539 Wright St. 108 *	R	2/2	929	N/A	1/29/16	\$155,000	15	CP
539 Wright St. 303 *	R	1/1	712	N/A	2/19/16	\$110,000	3	

### Snowbird - Condos

Address	Style	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
201 Wright St 104	R	2/2	1072	N/A	2/10/16	\$165,684	6	
410 Zang St 2-102 *	R	1/1	812	N/A	2/12/16	\$130,000	4	

### Telluride and Telluride West - Condos & Townhomes

Address	Area	Style	Sq. Ft*	Base	Date	Price	DOM	Notes
218 Wright St. 106 *	TW	R	1022	N/A	1/12/16	\$182,500	3	
412 Wright St. 102 *	TW	2S	1030	FF	2/3/16	\$223,500	55	CP
316 Wright St. 305 *	TW	R	1128	N/A	2/18/16	\$189,000	2	

### Village on the Lakes - Townhomes

Address	Style	B/B	Sq. Ft*	Base	Date	Price	DOM	Notes
63 Ward Ct *	2S	3/3	1800	FF/WO	1/25/16	\$360,000	37	

### Disclaimers and Footnotes:

**BASEMENT NOTES:** \* = plus basement if applicable, FO - Full open, FF - fully-finished, PFF - full partially-finished, PO - Partial open, PPF - partial partially-finished, PFF - Partial fully-finished & WO - walkout.

**OTHER NOTES:** CP - Concessions Paid, FX - Fix-up, E - Estate & L - Lender

**METROLIST DISCLAIMER:** This representation is based in whole or in part on data supplied by Metrolist, Inc. Metrolist, Inc. does not guarantee, nor is it in any way responsible for its accuracy. Data maintained by Metrolist, Inc. may not reflect all real estate activity in the market. \* - Indicates property sold by another company - Some properties were sold by other companies. Data to display trends only.

## Year-to-Year Comparative Unit Activity As of February 23, 2016

Year	Number of Closings
2016	46
2015	47
2014	44



Rocky, Jason and Jeremy - Real Estate Professionals

303-989-5462 (Office) ♦ Jason's Cell - 303-875-1840 ♦ Jeremy's Cell - 720-280-6377 ♦ Rocky's Cell - 303-667-7075

jreynebeau@aol.com ♦ jkendallmb@aol.com ♦ rlestrocky@aol.com



## THE REAL ESTATE CLOSING

*A time of smiles and wishing each other well.*



By Rocky, Jason & Jeremy

**T**he process of buying or selling real estate is very stressful because it disrupts the patterns of life and injects uncertainty and lack-of-control into your bone marrow. The closing removes most of that uncertainty. At that one moment in time the dots are connected, the legal parts are put to bed and the stress caused by uncertainty evaporates. It's an exciting time because you're ending one chapter and entering a new chapter of your life. What does a "closing" actually look like?

### Closing Basics

#### The Official Closing!

The closing is the culmination of a real estate transaction whereby the necessary actions of the buyers, sellers, agents and lender are pulled together, by the title company, to close the deal and transfer the title - OFFICIALLY!

Nearly all closings are done by a title company selected by the listing agent acting on behalf of the seller. If they choose, the buyer may pick the company but then they pay for the title insurance- so it is rarely done.

#### The Title Company

The title company provides a **Title Insurance Policy** that insures "good title" is being passed. Because of that significant mandate they take control of the process. The escrow officer, more commonly referred to as the closer, represents the title company and, while they may appear to be behind the scenes, they're a most important part of the process. Closers are highly skilled and consistently excellent. They pull it all together and after they do their magic, a **Title Insurance Policy** can be issued insuring that good title has passed. *Always thank the closer for a job well done after the closing.*

#### Closing Formats

Basically, there are two closing formats - *escrow closings* and *table-top closings*. The format used is typically uniform within a given state but does not matter - they both accomplish the same thing.

**Escrow Closings** - California is an escrow state whereby there is *no actual time and place*. Over the course of several days, the buyers / sellers meet with the title companies *separately* and once all the mandates are completed they disburse the keys and funds.

**Table-Top Closings** - Colorado is a table-top funding state whereby all the parties meet at one table-top *at the same time*. All documents, and lender funds, are collected *before the closing* and are executed at the table with the buyer and seller sitting across from one another. The Realtors/loan originators also attend the closing. Once the mandates are met the parties leave with their keys and their funds.

**Time and Place** - The contract establishes *who* sets the time/place and in most cases it's by *mutual agreement*. The listing agent typically pulls that together and insures that all parties are accommodated. The closing is always during business hours and generally takes place at the office of the title company or listing agent. The closing can last 30-90 minutes and at the conclusion you can say "we're done."

#### The Three Parts of a Closing

There are three parts to the closing with the closer shepherding it through the process. Many times the loan part is closed first and then the seller shows up for the real estate part.

**The Real Estate Part** - This part takes care the real estate piece *but not the loan*. The closer will present the tax agreements, affidavits, water escrow, HOA information, a myriad of other non-loan documents and finally the bill of sale and the deed.

**The Loan Part** - This part, if applicable, secures the loan and the collateral for that loan. Lots of repetitive and meaningless paper with the only documents that really matter being the note, deed of trust and payment coupons.

**The Smile Part** - The third part is the best part when congratulations are expressed, keys are passed and contact information shared. Most importantly are the smiles and wishing each other well - it's a happy time because a new chapter of life has begun.

### Closing Tidbits

#### Cost of Title Insurance

**Who Pays** - There are actually two policies issued by the title company and those are paid for by the one who is mandated to provide that insurance.

**The Title Policy** - the seller is mandated to insure good title. Thus, the seller pays for the **Title Insurance Policy** and the ancillary cost involved.

**The Mortgagee's Policy** - if there is new financing involved, the new lender mandates an additional policy insuring that they will have good collateral for their loan. That's called a **Mortgagee's Policy**.

### THE TITLE COMPANY Why They are So Important

The title company provides a **Title Insurance Policy** that insures "good title" is being passed from the seller to the buyer. Therefore, they control the process of:

- A.** Researching the title history to determine existing encumbrances, liens, judgements, tax problems or "clouds" against the parties or the property and establishing the mandates to pass good title.
- B.** Collecting existing loan information to effect the payoff and a proper release of the existing liens against the property.
- C.** Meeting the requirements of the new loan. Execute the new loan documents and the proper execution of the note and deed of trust - then package it off to the lender.
- D.** Collecting HOA and water company information and transfer properly.
- E.** Collecting the numbers, prepare the settlement sheets and balance with the lender.
- F.** Collecting proper ID's from the signing parties
- G.** Preparing and executes all contractual requirements including the Deed and Bill of Sale.
- H.** Collecting all funds and make final disbursements.
- I.** Insuring the proper recordings of the deed and deed of trust and secure release of existing liens.
- J.** Issuing the Title Insurance Policy

### Money

**Good Funds** - The buyer can either bring certified funds or have funds wired to the title company before the closing. Certified funds are made out to the title company.

**Seller Proceeds** - The seller proceeds can be wired or they can receive a check. Upon request, a certified check will be issued at no charge. There may be a small charge for wiring funds.

**Splitting Proceeds** - Proceeds can be split when requested in writing - like in the case of divorce. No problem but some insignificant logistics apply.

**Going to the next closing** - No problem: Title company can split and certify funds accordingly.

### Seller - Can't attend the closing

**Out of state** - Not a problem - it's called a "mail-out." The title company can accommodate the needs of the seller. This is very common and easy but avoid unnecessary drama by notifying the title company ahead of time!

**Out of State - Safety net** - To cover all the bases an "agent authorization" is suggested allowing the listing agent to

sign/initial non-notarized documents that are missed by the seller. Example: Correcting a zip code or signing a non-consequential document.

### In Town but Can't Attend

Often times a seller cannot attend a closing for health or other reasons. This is not a problem - there are two options.

**Sign out before the closing** - Sellers can sign documents before the closing at their office. Funds will be disbursed after the buyers side is completed.

**Sellers - Power of Attorney** - Sellers can arrange for an individual to sign on their behalf via a power of attorney. The title company will prepare that document at no cost. The POA is recorded and thus there is a very small recording fee.

### Buyer - Can't attend the closing

**Options** - Most of the above seller options are also available to the buyer but it's the lender who establishes method used.

### After the Closing

There are a number of things that happen after the closing and it's important to understand that no one is following up on these items EXCEPT the principal involved. You're not totally done until you dot the i's and cross the t's. Here they are:

#### The Buyer's Side

**The deed** - at the closing you will only receive a "copy of the deed." The actual deed will be recorded electronically and thus become part of the public record - that's important. Several weeks later the "recorded deed" will show up in the mail. You'll seldom need the actual deed again (because it has become part of the public record) but tuck it away with your closing documents - just in case.

**The Title Policy** - after all the proper releases and recordings have been completed, the title company will issue the actual "Title Insurance Policy." This is an important document so tuck it away with your other closing documents.

#### The Seller's Side

**Forwarding address** - at the end of the closing the closer will get your forwarding address - this is important because you will be receiving the release of deed of trust and your refunds.

**Release of the deed of trust** - if you had a loan against the property and after it has been paid off officially you will receive a copy of the note marked "Paid" and the recorded "Release of Deed of Trust." You're not likely to ever need this but tuck it away with the closing documents.

**Refunds** - you'll receive the following refunds after the closing. Check them off as you receive them and know that *nobody is following up on this but you*. After you have received all of them THEN YOU ARE DONE.

- a. **From your lender:** the tax/insurance escrow balance and the interest overage.
- b. **From the title company:** The water escrow overage
- c. **From your insurance company:** You need to cancel the existing insurance on your home and a refund of the unused portion will be returned to you unless you've applied that to your replacement home.



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# REAL ESTATE GUIDE

We Do Real Estate

## UNION SQUARE - LAKEWOOD HILLS



### INCREDIBLE TOWNHOME 12474 W. 2nd Drive

3 Beds / 4 Baths - 1730 + 904 Sq. Ft. - 2-Story - 2-car garage - 2014 Taxes (Senior Exemption) - \$918 - Totally unique end-unit townhome with an amazing lake front location - Lives like a single family home - Updated eat-in kitchen with Pecan cabinets, stainless appliances, slab granite & custom tile work - Main floor study with french doors - Large dining room & family room w/ vaults & corner gas fireplace - Sit on your huge two-tiered Trex Deck to enjoy the serene lake setting and cozy fenced-in yard- Master bedroom suite with vaults, two-sided walk-in closet, jetted tub & steam shower - 2nd master upstairs - Full finished walk-out basement with commercial quality bar, sunken fireplace area / pit, 3rd bedroom, full bath and huge rec area - Well run HOA - Walk to light rail, St. Anthony's, the Federal Center and all the wonderful Union Square restaurants - 10 minutes to downtown or the mountains - This truly is a special home in a rare location.

**SOLD Price** - \$379,000 ♦ **DOM** - 4 ♦ **Date** - 1/25/16

## SNOWBIRD CONDO



### GREAT CONDO W/GARAGE 201 Wright St. #104

2 Beds / 2 Baths - 1072 Sq. Ft. - Ranch - 1-car detached garage - 2014 Taxes - (Senior Exemption Reflected) \$366/year - High-demand Snowbird condo (with a detached garage #210) in an excellent location - Just 1/2 mile to light rail, St. Anthony's, the Fed. Center & Union Square restaurants - Perfectly clean and neutral throughout - Some fresh paint - Newer carpet - Newer furnace - Gas Fireplace w/ stone surround - Large open floor plan - All appliances included - Master bedroom with walk-in, jetted tub - South facing w/ lots of natural light - Covered patio w/ gated fence - Great HOA with lots of amenities - Surrounded by three lovely parks - Walk to Green Mountain Open Space & trailheads - 10-minute commute to downtown and the mountains  
Schools - South Lakewood, Creighton and Lakewood

**SOLD Price** - \$165,684 ♦ **DOM** - 2 ♦ **Date** - 2/10/16

## SIXTH AVENUE WEST



### 14393 W. Bayaud Place

**Sold Price** - \$457,500 ♦ **DOM** - 53 ♦ **Date** - 12/23/15

## SOUTH SLOPE - SOLTERRA



### 15184 W. Harvard Avenue

**Sold Price** - \$545,000 ♦ **DOM** - 106 ♦ **Date** - 11/24/15

## GREEN MOUNTAIN VILLAGE



### 12443 W. Green Mountain Cir.

**Sold Price** - \$341,000 ♦ **DOM** - 12 ♦ **Date** - 12/11/15

## GREEN MOUNTAIN VILLAGE



### 2446 S. Fig Court

**Sold Price** - \$425,000 ♦ **DOM** - 5 ♦ **Date** - 10/23/15

## Rocky, Jason and Jeremy

Real Estate Excellence Since 1975



Know that we are always thankful, always appreciative and we never take your business for granted.



If we can ever help you with any of your real estate needs - please give us a call. We would love to help.

**303.989.5462**

[jkendallmb@aol.com](mailto:jkendallmb@aol.com) ♦ [jreynbeau@aol.com](mailto:jreynbeau@aol.com)



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[jreynbeau@aol.com](mailto:jreynbeau@aol.com) ♦ [jkendallmb@aol.com](mailto:jkendallmb@aol.com) ♦ [rlestroy@aol.com](mailto:rlestroy@aol.com)



# ROCKY, JASON AND JEREMY

We Do Real Estate

## CARRY-OVER SALES

Since the 115th Edition



### WESTGATE

8027 W. Harvard Drive

Sold Price - \$465,000 ♦ DOM - 9 ♦ Date - 10/29/15



### GREEN MOUNTAIN TOWNHOME

12722 W. Virginia Avenue - (I)

Sold Price - \$224,900 ♦ DOM - 20 ♦ Date - 12/2/16



### MEADOWLARK HILLS

10 Dover Street

Sold Price - \$305,000 ♦ DOM - 10 ♦ Date - 11/10/15



### APPLEWOOD KNOLLS

11675 W. 28th Place

Sold Price - \$442,000 ♦ DOM - 3 ♦ Date - 10/9/15



### BEAR VALLEY

2825 S. Pierce Street

Sold Price - \$295,000 ♦ DOM - 23 ♦ Date - 10/26/15



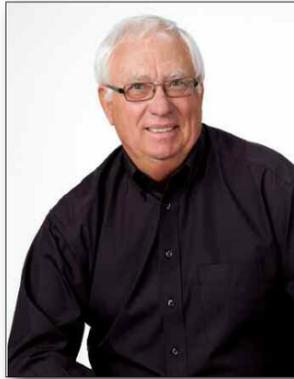
### BEAR VALLEY WEST

2796 S. Quay Way

Sold Price - \$300,000 ♦ DOM - 58 ♦ Date - 10/9/15

## BEING "IT" IS A VERY BEAUTIFUL THING!

*In life, all things are either growing or dying - growing is better!*



By Rocky Reynebeau

**T**he Denver metroplex continues to grow and is now ranked the 8th most expensive city in the country. The cause and effect of San Francisco - Washington D. C. is easy to understand - as is Seattle with Microsoft / Boeing and Portland with Nike. Why is Denver ranked at 8th vs. Kansas City or Atlanta which are also great cities?

We all know of our recent value gains! But Denver real estate has blown past value equilibrium and enjoys premium status at this point. Why is this the case?

My life is rooted in two worlds - the Denver metroplex and the Green Bay / Appleton metroplex in Wisconsin. Both enjoy strong industries, growth, quality of life and low mortgage rates. Yet, housing pressures responded differently with Denver values exploding and Green Bay/Appleton merely recovering. Ponder this!

### Yet, Colorado is Exploding!

The Federal Government / Federal Reserve has thrown everything but the kitchen sink at an anemic national economy with little effect. *Yet, Colorado is exploding!* The disruption in world-wide labor markets is punishing much of the country. *Yet, Colorado is exploding!* The current tools being employed by the Federal Government / Federal Reserve should be effecting inflationary pressures but may simply be off-setting deflationary pressures. *Yet, Colorado is exploding!* On a macro level, the vast middle-class is being squeezed. *Yet, Colorado is exploding!*

### Pure and Simple Appreciation!

Why, with no endemic inflationary pressures are Denver values at record levels. Is the value of your home just a fluke or are there demand pressures beyond that of a normal housing recovery. Denver's values are a conflation of numerous factors not just because of low interest rates. Your home is appreciating - not inflating - that's an important distinction. Appreciation is when the dirt under your home goes up and inflation is when the 2 x 4's get more expensive. Appreciation advances your well-being while inflation destroys it. *Appreciation is a very good thing!*

### The Carrie Underwood Analogy

Early in the 4th season of *American Idol*, Simon Cowell told Carrie Underwood that she had "it." The world agreed and Carrie became a worldwide phenomenon. It's difficult to put one defining finger on Carrie's "it" but it is likely a lot of exceptional things congealing with overwhelming force.

Colorado appears to have "it" also - though, we're not a worldwide phenomenon like Paris, Tokyo or London. Most of us are happy to let New York and Washington D. C. compete at that level because *we Coloradan's define "it" differently.* New York and Washington D.C. would define their "it" in terms of power and money and the excitement of having a zillion neighbors. Coloradan's would define their "it" as living an active life under a brilliant sun and having the Rocky Mountains as *their neighbors.* Many agree with our definition of "it." In 2015 over 80,000 people moved to Colorado. Many of which are millennials who define life as a proper balance between bright fluorescent lights and sun light - they live outside, play hard, are foodies, enjoy small batch beer and their special treat is sushi with friends. In measure, the critical mass of Colorado is changing.

It is easy to both like and dislike growth! Growth adds excitement, diversity, new restaurants and increases the value of your home. At the same time, it increases the cost of everything and buries us in traffic jams.

### Embrace the "it"

Whether you're a singer or city, being "it" is fragile and longevity is not assured. Witness the Colorado of the 70's when we were cooking on all the burners. Then, we voted against growth, Governor Lamm told people not to come here and John Denver, after singing Colorado praises *and after making his home in Aspen* lobbied against anyone else following in his footsteps. And, people stopped coming!

Colorado began to be seen as an unfriendly place. New businesses, who always desire friendly environments, stopped relocating here! The resultant lack of job growth, along with the crushing effect of the regulatory strangulation of our minerals/energy industries and the battle to beat inflation resulted in the loss of billions in housing equity, thousands of business failures and over 100,000 foreclosures from 1984-89.

The lesson learned is that if family's well-being is important then it's better to be "it" than "not-it." Right now, the value of your home is a function of Colorado being an exceptionally attractive place to live, work and do business. In life, all things are either growing or dying *and growing is better.* Love it, embrace it and treasure it - it's a very fragile thing!

### The 10 Most Expensive Real Estate Markets

1. San Francisco
2. San Diego
3. Los Angeles
4. New York
5. Boston
6. Washington D.C.
7. Seattle
8. Denver
9. Portland
10. Miami



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# REAL ESTATE GUIDE

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## DIFFERENT!

*When did it happen that being factual, honest, grounded  
& sensible became unusual?*

*Seems normal to us!*

**303-989-5462**

## THE SOUTH SLOPE - RYLAND



### WHAT A BEAUTIFUL HOME 2865 S. Devinney Court

4 beds/4 baths - 1819 + 975 sq. ft. - 2-story - 2-car garage - 2014 taxes - \$2322 - Beautiful Ryland home - Hardwoods in the entry & kitchen - Open floor plan w/tons of natural light & excellent flow - Vaulted ceilings - Eat-in kitchen updated w/white cabinets, stainless appliances & gas range - Newer carpet - New exterior paint - Vinyl windows - Perfectly clean & neutral - Nice setting w/lots of mature landscaping - Large brick patio - Vaulted master w/5-pc master bath, walk-in closet & custom tile work - Professionally finished basement w/rec room, bedroom & 3/4 bath - Main level laundry - 2 blocks to **Coyote Gulch & Bear Creek Lake Park** - Easy commute to downtown, **Green Mountain Open Space**, the **Rocky Mountains**, Light Rail, **St. Anthony's** & the **Federal Center**  
Excellent Schools - **Hutchinson, Dunstan and Green Mountain**  
**SOLD Price** - \$405,000 ♦ **DOM** - 23 ♦ **Date** - 12/22/15



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jreynebeau@aol.com ♦ jkendallmb@aol.com ♦ rlestrocky@aol.com



**MARCH 2016**

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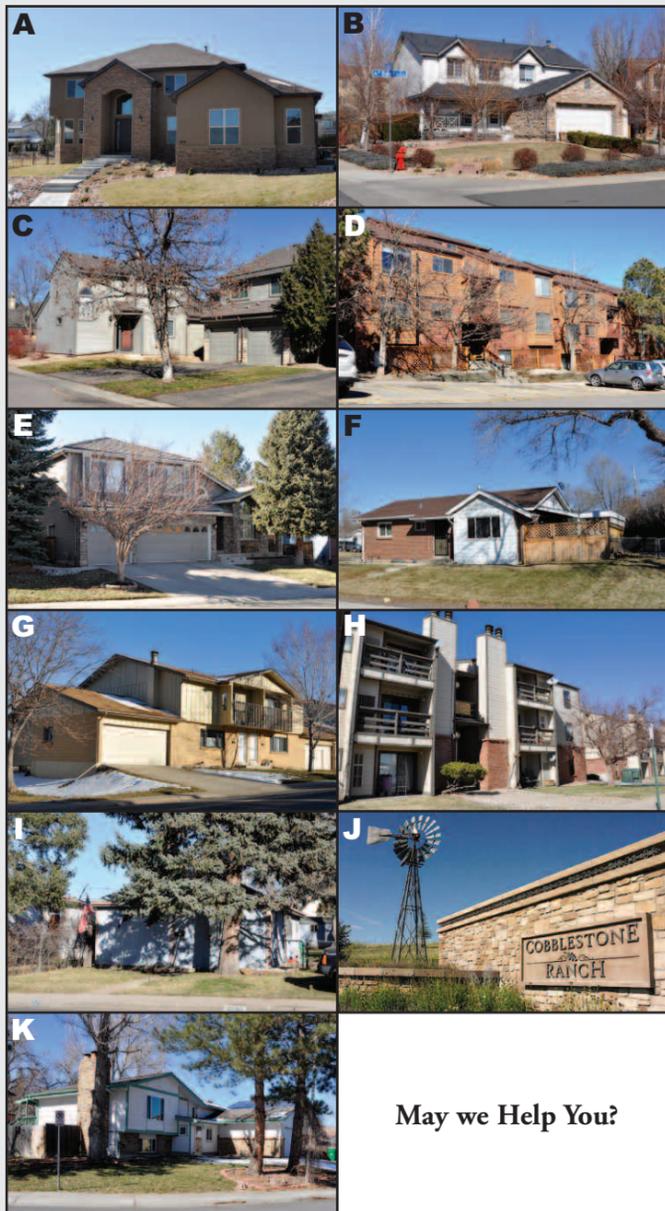
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## Other Broker Sales

Carry-over sales since the 115th Edition



May we Help You?

- A. Millhaven Estates**  
909 Arbutus Court - 12/15/15  
*Co/op Sale with Cherry Creek Properties/ Reynebeau & Company*
- B. South Slope - Ryland**  
14649 W. Baker Court - 11/15/15  
*Co/op Sale with Re/Max/ Reynebeau & Company*
- C. Crossings at Chatfield**  
8374 S. Everett Way - 12/30/15  
*Co/op Sale with Re/Max/ Reynebeau & Company*
- D. Telluride West**  
418 Wright Street #302 - 9/24/15  
*Co/op Sale with Metro Brokers/ Reynebeau & Company*
- E. Highlands Ranch**  
10257 Andee Way - 10/21/15  
*Co/op Sale with Re/Max/ Reynebeau & Company*
- F. Cress Clover**  
1204 S. Newland Court - 9/25/15  
*Co/op Sale with Kentwood Company/ Reynebeau & Company*
- G. Campbell Green**  
1034 S. Alkire Street - 12/22/15  
*Co/op Sale with Mile-Hi Property/ Reynebeau & Company*
- H. Riva Ridge**  
479 Wright St #308 - 10/5/15  
*Co/op Sale with Keller Williams/ Reynebeau & Company*
- I. Jacksons Broadway Heights**  
4280 S. Delaware Street - 1/28/16  
*Co/op Sale with Builders Realty/ Reynebeau & Company*
- J. Cobblestone Ranch**  
5909 Little House Lane - 1/28/16  
*Co/op Sale with Richmond Homes/ Reynebeau & Company*
- K. College West Estates**  
75 Yank Way - 2/18/16  
*Co/op Sale with Keller Williams/ Reynebeau & Company*

## GREEN MOUNTAIN TOWNHOMES



### Wonderful Townhome 606 S. Youngfield Court (II)

3 Beds / 3 Baths - 1650 Sq. Ft. - 2-Story - 2-car detached garage - Taxes - estimated to be \$1061 - Perfectly maintained townhome in a wonderful community - Partially updated Sun-drenched eat-in kitchen w/ white cabinets & all appliances included - Lovely fenced-in patio - Popular floor plan - Large family room w/ beautiful gas fireplace centerpiece - Huge master bedroom w/ walk-in closet & 3/4 master bath - High quality carpet throughout - Clean & neutral - Large 2-Car detached garage - Excellent HOA - Walk to Foothills park - Located near all the wonderful restaurants in Union Square - Close to Green Mountain Open Space & trailheads - 1.5 miles to Light Rail - Easy commute to downtown, the mountains, St. Anthony's & the Federal Center

Schools - Foothills, Dunstan and Green Mountain

**SOLD Price** - \$230,000 ♦ **DOM** - 13 ♦ **Date** - 12/8/15

## UNION SQUARE - LAKEWOOD HILLS



### Wonderful Neighborhood 179 Xenon Street

3 Beds/3 Baths - 1814 + 780 Sq. Ft. - 2-story - 2-car garage - 2014 Taxes \$1670 - This townhome in the Lakewood Hills complex has lots to offer - Hardwood floors - Vaulted ceilings - An updated kitchen with newer appliances and granite countertops - Gas burning fireplace in family room - Two masters upstairs and an additional double bedroom - Wonderful backyard with a large covered patio - Open basement with laundry area - Rough-in plumbing for 4th bathroom - Lots of storage - Beautifully maintained home that is an opportunity to make it yours - Walk to Green Mountain Open Space and trailheads - Perfect location with an easy commute to St. Anthony's Hospital, downtown, the mountains and the Federal Center

Schools - Foothills, Dunstan and Green Mountain

**SOLD Price** - \$305,000 ♦ **DOM** - 51 ♦ **Date** - 1/28/16



## SHADOW HILLS



### Wonderful Opportunity 12368 W. Nevada Place

2 Beds / 2 Baths - 913 Sq. Ft. - Ranch - 1-Reserved Parking Space #F703 - 2014 Taxes = \$496 - Brand new carpet and paint throughout - Clean & Neutral - Huge windows let in lots of natural light - Large family room w/ brick-surround wood-burning fireplace - Lovely galley kitchen w/ all appliances included - Nice Master bedroom w/ walk-in closet & oversized tub - New furnace & Water heater in Dec 2015 - Full length deck w/ storage closet for all your gear - Reserved Parking space #F703, right in front of the unit - Convenient to Union Square restaurants - Walk to Light Rail & public transportation - Easy commute to downtown, the mountains, St. Anthony's & the Fed Center - Rare price point for 2 bed & 2 bath condo in Green Mountain

Schools - Green Mountain, Dunstan and Green Mountain

**Status** - Under Contract ♦ **Offered** at \$155,000



Rocky, Jason and Jeremy - Real Estate Professionals

303-989-5462 (Office) ♦ Jason's Cell - 303-875-1840 ♦ Jeremy's Cell - 720-280-6377 ♦ Rocky's Cell - 303-667-7075

jreynebeau@aol.com ♦ jkendallmb@aol.com ♦ rlestroy@aol.com



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Owners Chris and Kara Rosecar are residents of Green Mountain and live in Sixth Avenue West

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## Our Business is Real Estate It's What We Do!

If we can help you with any of your real estate needs - please give us a call.

Rocky, Jason & Jeremy  
**303.989.5462**  
[jkendallmb@aol.com](mailto:jkendallmb@aol.com) ♦ [jreynebeau@aol.com](mailto:jreynebeau@aol.com)  
[rlestrocky@aol.com](mailto:rlestrocky@aol.com)



**Jason, Rocky and Jeremy**

# 2016 Best Recommendations

## We Do Real Estate

### Boutique and Locally-Owned Restaurants

Italian	Cafe Jordano	11068 W. Jewell Avenue	303-988-6863	Elisa Heitman has created a very special restaurant - try "Rocky's favorite."
Italian and pizza	Bono's	14799 W. 6th Avenue	303-278-1068	Al and Susan Bono's restaurant is special to Sixth Avenue West residents.
Pizza	Front Room Pizza	13795 W. Jewell Ave	303-969-8880	Green Mountain residents have been enjoying their pizza forever - great.
Cafe and Bakery	My French Press	7323 W. Alaska Dr. (Belmar)	303-984-5447	Great for breakfast, lunch and dinner - try the Breakfast Wrap.
American Contemporary Cuisine	240 Union	240 Union Blvd.	303-989-3562	Michael Coughlin's 240 Union is the best high-end restaurant on the Hill.
Mexican	Moose Hill Cantina	11911 W. Colfax Ave.	303-238-6188	We, and our grandchildren "Love the Moose." Try C9.
Bakery	Taste of Denmark	Old Kipling and Jewell	303-987-8083	Oh My Gosh! It truly is like being in Denmark - so good!
Best Hamburger	Five Guys	Colorado Mills Franchise		The very best hamburger of any franchise operation.
Bakery - Best Apple Fritters	Donut Burst	1870 S. Garrison Street	303-248-3851	Great donuts and the very best apple fritters. Family owned.
Czech / German / Polish	Golden Europe	6620 Wadsworth Blvd.	303-425-1246	Emilie Palla's family recipes are to die for! Mesa View Estates residents.
Best Steakhburgers	Freddy's Steakhburgers	Colorado Mills (By Best Buy)	303-279-9609	"Steakhburgers and Frozen Custard - Is this a great country or what!"

### Professional Services

Appraisals	Robbins-Marine Appraisals	5375 S. Hoyt St.	303-972-1916	I've been referring them for years (Scott & Marie).
Autobody Shop	Apex Autobody - Randy	5809 W. Colfax Avenue	303-462-2739	Quality work. Good people to do business with.
Banking	1st Bank	Many Locations	303-232-2000	Locally owned bank. Like banking with friends.
Car Buying - Centennial Leasing & Sales	Bob Perry	Anywhere	303-478-3322	Bob is the best! We buy all of our cars from him.
Computer Geek	Mike Schink	Anywhere	303-912-1276	He's great - not really a geek but excellent at fixing computers.
Dentist	Holmes Family Dentistry	6355 Ward Road #410	303-420-7100	Doctor's Jim and Caron Holmes are just wonderful!
Estate and Garage Sales	Debbe and Donna	All over Denver	303-989-7828	Terrific people and they make it easy to get rid of stuff!
Ear, Nose, Throat & Voice Specialist	Dr. Mike King	West Side	720-401-2139	He's an amazing Doctor. Loves his patients. Loves what he does.
Insurance	Mike Bailey - State Farm	143 Union Blvd. #790	303-988-3434	Mike is great with wonderful staff, fair rates and terrific service.
Mortgages	Tim Siebenthal - AmeriPro Funding, Inc	All over Denver	303-929-2853	Tim Siebenthal - you can trust him without question!
Movers	Norm Ihme	In & out-of-state mover	303-981-3848	Bailey's Moving & Storage - Lives on Green Mountain - Good guy.
<b>Realtor</b>	<b>Jason Reynebeau</b>	<b>215 Union Blvd. #125</b>	<b>303-989-5462</b>	<b>How could we do this list without recommending ourselves.</b>
<b>Realtor</b>	<b>Jeremy Kendall</b>	<b>215 Union Blvd. #125</b>	<b>303-989-5462</b>	<b>Ditto!</b>
<b>Realtor</b>	<b>Rocky Reynebeau</b>	<b>215 Union Blvd. #125</b>	<b>303-989-5462</b>	<b>Ditto!</b>
Optometrist	Dr. Joe Bebbler	10090 W. 26th Avenue #300	303-232-0200	A great doc and a great staff.
Orthodontics	Dr. Kevin Chapman	8852 W. 38th Ave	303-421-9814	Highly recommended by my three family members.
Veterinarian	Foothills Animal	13015 W. Alameda Pkwy	303-988-0403	Dr. Roger Liehr - good people to help your pets.

### Services for the Home

Animal/Pest Control	Animal Control Specialist	Don Scadden	303-987-0842	Get rid of those pesky critters like raccoons.
Appliance - service and repair	Jensen Appliance	Nickie Jensen	303-988-9159	So honest and such wonderful people to work with. Trust totally.
Carpet Cleaning - quality	Academy Services	14518 W. Bayaud Ave.	303-279-7214	Serving Grn Mtn/Sixth Avenue West since 1991. Quality!
Cleaning - Detailing homes/rentals	Viviana Barra	vi2595@yahoo.com	720-385-9553	Detail house cleaning services. Gets our listings ready for the market. She's Great!
Drain Problems	At Your Service Plumbing	At Your Service	303-986-5325	Excellent. Lowell is a very good man. Lives on Green Mountain.
Electrical	Garrison Electric - Mike Rose	12741 W. Asbury Place	303-994-9520	Very dependable and does a great job.
Fireplaces	Quality Fireplace Solutions	All over Denver	303-946-6535	They take care of all your fireplace needs. Gas or wood. The Best.
Gardener (Master Gardener)	Dirt Goddess	14223 W. 1st Drive	303-669-9405	Kristin Sutton has been taking care of our flower gardens perfectly.
Glass - doors and windows	Ken-Caryl Glass	All over Denver	303-791-3122	These people do a good job for us.
Handyman	Guy Goddard	Rent a Guy	720-364-9191	Provides professional handyman services - dependable.
Heating & A/C	Green Mountain Heating & A/C	Green Mountain	303-985-4884	Scott Johnson - family run, great service, honest - Cell: 303-359-7074
Home Inspections	Fineline Inspections	All over Denver	720-275-3895	Ross Bowen is great to do business with!
Landscaping	Green Mountain Garden	East of Union on Cedar	303-940-6762	Been on Green Mountain forever. Great People.
Lawn mowing	Loc Lee	All over Denver	303-249-2969	Le is a wonderful man - honest, trustworthy and fair.
Lock Smith	Craig or Greg	Golden Security	303-279-8642	These are good guys and very efficient and reasonable.
Plumbing	Scott Chamberlin	All over Denver	720-319-4280	We are excited to have Scott on our Recommendations list.
Rental equipment	A to Z Rental	11900 W. Colfax Avenue	303-232-7417	Everything you need. Owner Greg Kraxberger is a GM resident.
Roll-offs	Elite Roll-Offs	All over Denver	303-287-7800	These guys are so reliable and on top of their games. Fair prices.
Sewer line repairs	Lewis Water and Sanitation	Golden	303-279-4640	Terry Lewis is the best and you can trust them.
Sprinkler Systems	Jake Augustin	All over Denver	720-524-7222	Sprinkler system installation, repair and winterizing.
Storage	Summit View Storage	17550 South Golden Road	303-278-9525	Owned by Jim Billings - Sensible rates - great and honest people.
Tile and grout cleaning	Academy Services	14518 W. Bayaud Ave.	303-279-7214	Serving Grn. Mtn/Sixth Avenue West for 13 years. Quality!
Window Cleaning	Spitshine Services	Lakewood	303-514-5653	Green Mountain Residents - Mark and Julie Noone - Great!

### Home Remodeling and Repair

Appliances - All levels of quality	Specialty Appliance	8775 E. Orchard Road #805	303-790-9349	Absolutely the most wonderful people to work with. Family owned.
Carpet & hardwood & Tile	Green Mountain Interiors	14219 W. Center Drive	303-980-9836	Dave Drelicharz does a great job on floor coverings.
Garage Door Repair	A Modern Garage Door	Citywide	303-345-8471	Jason Mielenz - Great service from a very good man. Lives in Green Mountain.
Kitchen and Baths	Open Cupboard	12550 W. Colfax Ave.	303-915-4117	Chad Maisonneuve is knowledgeable and gives excellent service.
Mud Jacking	Statewide Mud Jacking	Don	303-985-3375	Knowledgeable and good to work with.
Painting	Chris Rosevear - High Country Application	West side of town	303-898-3218	Good service, very trustworthy, great work and fair prices.
Roofer	Earl Dodge of Roofix	All over Denver	303-423-8426	Earl is honest and fair. Great roofer. Cell 303-638-7981.
Window & Door Replacement	Bill or Lindsay	DMD Builders - Citywide	303-757-2721	Has Pella, Andersen, Milgard & Amerimax windows. Excellent people.

### Editor's Notes

The only listings displayed are those in which we had involvement with either the listing side or selling side. Properties are displayed through the Active, Under Contract and Sold stages and only displayed as SOLD in one issue.



**Metro Brokers - Reynebeau & Co.**  
215 Union Blvd. #215, Lakewood, CO 80228  
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**303.989.5462**

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

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# We do Real Estate

One family at a time . . .



Rocky and Sandee



Jeremy and Jennifer



Jason and Beth



Trevor, Reagan & Carter

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Jeremy's Cell - 720-280-6377 ♦ Jason's Cell - 303-875-1840