

ROCKY, JASON & JEREMY'S REAL ESTATE REPORT

Published by Rocky Reynebeau ♦ Jason Reynebeau ♦ Jeremy Kendall

Inside This Issue

Analysis of Denver's real estate market 1
 Allow it to be easy! 1
 Our current inventory 2-10
 Real estate tidbits 4
 Recent sales - 2/24/16 - 6/1/16 5-10
 Green Mountain Core Products 5-6
 Sixth Avenue West & Mesa View Estates 6
 South Slope Products 8
 Union Square Products 10
 Curb Appeal - Inexpensive ways to increase the value of your home 7
 Summer - good people to know 7
 Buying a home *Cognitively* 8
 Other broker sales 9
 One-phone-call solutions 11



Jason, Rocky & Jeremy

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ANALYSIS OF DENVER'S CURRENT REAL ESTATE MARKETPLACE

Our Real Estate Market Continues to Rock and Roll.



By **Jeremy Kendall**

Our current real estate market reflects Colorado's robust growth patterns in the millennial sector, strong economic base and low unemployment numbers. Importantly, we don't see anything on the horizon that will alter these current trends. As a market, we weather minor disruptions very well and mega disruptions better than most states. This history of Colorado's great market pressures is for the most obvious of reasons - it's simply a great place to live.

Real estate values are in a constant state of flux - always seeking *value equilibrium*. You would think that achieving "equilibrium" would indicate a market with stable values! We doubt if that can ever happen because there are always underlying market pressures favoring either sellers or buyers. In the 41-year history of our company, 27 years favored sellers and 14 years favored buyers - it is just the nature of the beast. The inset below reflects a snapshot of Denver's real estate market as of 5am 6/2/16. Each "pressure" (inventory, the pulse and value trendlines) clearly demonstrates an upward bias favoring sellers. Again, we're in great shape so this bias should continue as far out as we can reasonably see.

Still, history always repeats itself! At some point, the tipping point of *value equilibrium* will be reached and pressures will begin to favor buyers. The change will reflect in inventory imbalances, long selling times, price tweaks, more off markets and fewer water cooler conversations about how much our homes are worth. There will be no "tweet" on the subject; there will just be some simple signals from the market! *Watch these market trending pressures for those signals.*

Watch for Trendlines

- Inventory:** Imbalance between supply vs. demand puts pressure on values.
- Time to Sell:** The days on markets - less than 30 days is strong, 30-90 is normal and over 90 is weak - values rise in the former and fall in the later.
- Off Markets:** When *many* homes come "off the market" unsold or "back on the market", that is a sign of a weakening market.
- Prices:** This one is obvious - prices go up in strong markets and down in bad markets. When *lots of price decreases* are required to attract buyers, then the market is changing.
- Policy:** Washington matters! The current policy of near-free money is embellishing values, but both of the mega-disruptions over the last 41 years were also triggered by government policy.

DENVER'S REAL ESTATE MARKET

Single Family & Easy Living*

CURRENT INVENTORY - as of 5am 6/2/16

| ACTIVITY | SINGLE FAMILY | EASY LIVING* | TOTAL |
|-------------------------|---------------|--------------|--------|
| ACTIVE | 8,667 | 2,005 | 10,672 |
| UNDER CONTRACT | 7,518 | 3,174 | 10,692 |
| SOLD (1/1/16 - 5/28/16) | 13,868 | 5,305 | 19,173 |

THE PULSE OF ONE WEEK - 5/21/16 - 6/2/16

| | 1171 | 375 | 1546 |
|-------------------|------|-----|------|
| NEW LISTINGS | 1171 | 375 | 1546 |
| BACK ON MARKET | 191 | 57 | 248 |
| PRICE INCREASED | 93 | 20 | 113 |
| PRICE DECREASED | 547 | 123 | 670 |
| UNDER CONTRACT | 1254 | 402 | 1656 |
| WITHDRAWN/EXPIRED | 216 | 48 | 264 |
| SOLD | 894 | 343 | 1237 |

NOTES: There's no way to compare this data on a year-to-year basis. Still this data is useful - for example: *New Listings* vs. *Under Contracts* tells you a lot. * **Easy Living** = Condos, Patio & Townhomes

VALUE TRENDLINES FOR THIS CYCLE

| VALUE TRENDLINES | SINGLE FAMILY | EASY LIVING | AMALGAMATED | CHANGE |
|------------------------|---------------|-------------|-------------|--------|
| SOLD - 1/1/16 - 6/2/16 | \$423,740 | \$284,579 | \$385,236 | +6.8% |
| SOLD - 2015 | \$400,438 | \$258,819 | \$360,592 | +10.4% |
| SOLD - 2014 | \$359,986 | \$225,368 | \$326,756 | +7.0% |
| SOLD - 2013 | \$332,047 | \$198,913 | \$305,304 | +10.1% |
| SOLD - 2012 | \$304,226 | \$180,540 | \$277,379 | +8.6% |
| SOLD - 2011 (BOTTOM) | \$279,271 | \$159,048 | \$255,423 | N/A |

SOURCE: MATRIX - AS OF 5AM 6/2/16

Yesterday does not matter much in a real estate market - what matters is the "*right now market pressures.*" As Denver's value trendline dramatically demonstrates, we've been in this cycle for 5 years now and we feel it's likely to continue. Still, nobody knows how long this market will have legs - the weekly pulse will give us a heads up.

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

Our Complete Inventory - pages 2-10



GREEN MOUNTAIN ESTATES

13587 W. Alaska Drive - Page 3

Status - New Listing ♦ Offered at \$400,000



GREEN MOUNTAIN VILLAGE

13091 W. Jewell Circle - Page 5

Status - New Listing ♦ Offered at \$440,000

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ALLOW IT TO BE EASY!

Big and Bold - write the word "easy" and put it on your refrigerator - seriously.

By Jason Reynebeau

No matter the circumstances, it's so stressful to move . . . to a new apartment, across the country, to a new home, a senior citizen apartment or off the grid - these all disrupt your nest by changing the patterns of your life - stress!

Stress is relative! A young single moving from one apartment to another is easy compared to a family of 5 moving across the country. There's stress in both moves but the degree is relative. This is where the word "easy" comes into play. We suggest to our clients to write the word "easy" big and bold on a piece of paper and tape it to the refrigerator. Then proceed with the process of moving by filtering everything through the prism of that word - easy!

How do I make this easy?

The stress of *your move* is unique to you - only you would know how to incorporate the easy concept into the complexities of your life. It's risky to suggest to anyone that making something easy is important. At the same time, we've heard so many times that the best advice we've ever suggested was "allow it to be easy!" If this is beyond our scope - I apologize.

Relative to changing housing, easy is unique to the individual but here are two simple examples for a move involving selling one house and buying another.

Allowing it to be easy.

Stuff!

What stuff is important to your life and what is just junk?

If it's really just junk - Room by room, in a short period of time, collect all that junk to one spot - perhaps a corner in the garage. Then bring it to charity, give it away or toss it. Got too much junk - get a roll-off. Do not have a garage sale - a week of a stressful and distracting effort is not worth the \$300 of extra cash. Moving that junk to a new home requires that you handle it twice - for every move you make!

Important stuff that can be pre-packed - Again, room by room pack up everything that can be pre-packed and ready for the move. Mark the boxes and then move to one location in the home and stack it neatly - buyers will understand!

Cleaning

Think about this - you've just moved but the previous home still needs to be cleaned for the new owner. With advanced planning - hire that out! The couple hundred bucks spent will allow you to focus only on the new home. And, seriously, do you want to go back and clean the old one? *Hiring it out makes it easy!*

The Realtor

A great agent should be highly engaged in your transaction - allow them to lift a lot of stuff off your shoulders.

The concept of making it easy can be applied to nearly every stress point involved in moving. We just need to ask ourselves - how do I make this easy?



Other Recent Sales



SOUTH SLOPE - PULTE 47
14395 W. Yale Place

Sold Price - \$397,400 ♦ DOM - 4 ♦ Date - 4/1/16



GREEN MOUNTAIN VILLAGE
753 S. Union Blvd.

Sold Price - \$335,000 ♦ DOM - 2 ♦ Date - 5/20/16



UNION SQUARE - RIVA RIDGE
579 Wright St. #204

Sold Price - \$130,000 ♦ DOM - 4 ♦ Date - 5/18/16

May We Help You?

SIXTH AVENUE WEST - PROPER



Wow CURB APPEAL
14567 W. Bayaud Avenue

4 Beds/3 Baths - 2572 + 1092 Sq. Ft. - French Country 2-story - 2-car garage - Taxes - Senior Exemption - estimated to be \$3500 - Excellent floorplan with large and spacious rooms - Gas fireplace in family room - Updated kitchen and baths with granite countertops - Excellent curb appeal - Large side load garage - Wonderful backyard with a large covered patio - Popular floorplan with excellent flow from the kitchen, eating space, family room and egress to the covered patio - Sprinkler system - Newer furnace - Beautifully maintained home that is an opportunity to make it your own - Lots of pride-of-ownership with a great location and neighbors - Walk to the trailheads of **Green Mountain Open Space** - Perfect location with an easy commute to downtown, light rail, the mountains and the **Federal Center**

Schools - **Kyffin, Bell and Golden**

Status - Under Contract ♦ Offered at \$515,000



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REAL ESTATE GUIDE

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GREEN MOUNTAIN VILLAGE



WONDERFUL REMODEL 1968 S. Van Gordon Street

4 Beds/3 Baths - 2187 + 716 Sq. Ft. - Tri-level with basement - 2-car garage - 2015 Taxes \$1625 - Beautiful remodeled kitchen - Wood flooring throughout the main and upper level - Master bedroom enjoys plenty of natural light - Remodeled bathrooms - Large family room with stone wall fireplace - Partially-finished basement has new paint, new carpet and an egressed window - 2 extra storage rooms - Wonderful backyard with a large covered patio - Perfect yard for entertaining - Tuff shed included - Beautifully maintained home with lots of upgrades and modern style - a great location on a quiet street - Close to the hiking and biking trails of **Green Mountain Open Space** - Perfect location with an easy commute to downtown, the beautiful **Rocky Mountains** and the **Federal Center Schools** - **Devanny, Dunstan and Green Mountain**
Status - Active ♦ **Offered** at \$440,000



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.

GREEN MOUNTAIN ESTATES



EXCELLENT CONDITION 13587 W. Alaska Drive

4 Beds/2 Baths - 1100 + 1100 Sq. Ft. - Ranch - 2-car garage - 2015 Taxes \$1,985 - Beautiful 3/4 inch oak hardwood floors on main level - Newer carpet upstairs - Wonderfully updated kitchen with all appliances - Updated bathrooms - Large enclosed patio with full length windows - Wonderful curb appeal - Great yard with mature trees, a small water feature, lots of privacy and an excellent hot tub - Sprinkler system - Full basement with fireplace and bar - Large additional driveway, perfect for R.V. - Plenty of additional parking - Located on a quiet street within walking distance to **Green Mountain Open Space** and trailheads - Perfect location with an easy commute to downtown, the beautiful Rocky Mountains, **St. Anthony's Hospital** and the **Federal Center Schools** - **Foothills, Dunstan and Green Mountain**
Status - New Listing ♦ **Offered** at \$400,000

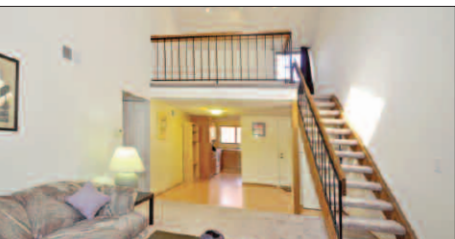
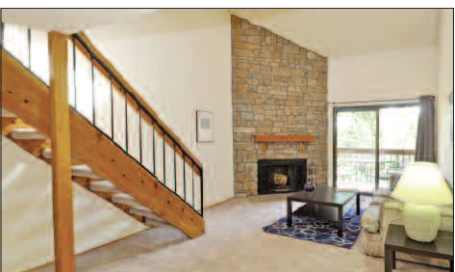


UNION SQUARE - TELLURIDE



EXCELLENT CONDITION 441 Wright Street #325

2 Beds/1 Bath - 1036 Sq. Ft. - Ranch - 1-Reserved space (#47) - 2015 Taxes \$877 - Penthouse unit with additional loft - Vaulted ceilings - View of the city off the back deck - New paint - New carpet - Newer pergo flooring - Beautiful stone fireplace from floor to ceiling - New appliances - New windows in both bedrooms - Updated kitchen countertops - Washer & dryer included - Beautifully maintained - Great location and neighbors - Clubhouse & pool - Walking distance to **Union Ridge Park & Union Square Park** - Close to **St. Anthony's Hospital**, the light rail, hiking and biking trails - Easy commute to downtown or the mountains via 6th Avenue, C-470 and I-70. Schools - **South Lakewood, Creighton and Lakewood**
Status - Under Contract ♦ **Offered** at \$205,000



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

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ROCKY, JASON AND JEREMY

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OUR REAL ESTATE TIDBITS

THERE'S NO SNAKE OIL IN OUR QUIVER!



Snake oil has been around forever - these days we live in a big pile of it. It's embellished with meaningless sound bytes, narratives, "spinning" and *devices* which have created a world in a constant state of hype. Worse, many intrusions into our brains suggest that we're all victims. Goodness, "victim advocacy" is a growth industry. It would be entertaining to watch if it wasn't so demeaning. Being dumbed down by those who want to serve us seems incongruous.

We must live in a different orbit because this is foreign to us - our clients don't want to be dumbed-down with misleading, incomplete / inaccurate information or gimmicks. They simply want an honest evaluation of how their home relates to Denver's current market pressures. Whether buying, selling or liquidating an estate or a rental property, our clients want our council to help them determine the best options and strategy for their particular and unique needs.

We do that well and we don't use snake oil to do it. The best arrows in our quiver are common sense, knowledge, skill, logic and honesty - it feels so good to us and is refreshing to our clients. Really!

New Apartments?

Wow! There are new apartments everywhere - most of a high-end nature with luxurious lounges, spa-type pools and many with cooking classes and community wine tastings. Most are beyond apartment living and are appealing to a different type of renter. There's a need for higher-end apartments, which allows for the flexibility that comes with renting, but also provides more home-type feelings.

Yet, there's also a need for new condo and townhome products but very few are being built. Why?

There may be something else going on *beyond providing rental housing* because many of these apartments have legal descriptions which would allow for easy conversion to condominiums. Here's a school-of-thought. Developers and builders live in a litigious world and have to deal with nuisance lawsuits - especially in common interest communities like condos and townhomes. Because of the statute of limitations, it may be better to build rentals, which avoids the nuisance lawsuits, and then convert to condominiums after the statute of limitations has expired.

We wouldn't know if this is the case for many years but many thoughtful people have been talking about this and it seems to make sense.

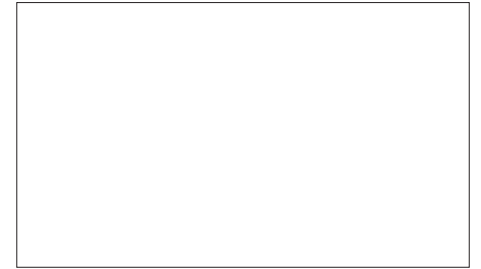


GREEN MOUNTAIN VILLAGE



PARK-LIKE BACKYARD 12306 W. Green Mountain Drive

4 Beds / 3 Baths - 2718 Sq. Ft. - Bi-Level - 2-car garage - 2015 Taxes - (Senior Exemption) \$1741 - A private & serene, park-like backyard provides an amazing setting - The perfect sun room addition brings the outdoors in & allows for yard enjoyment year round - Perfectly maintained & upgraded throughout - Tons of space - Updated kitchen w/ hickory cabs, hardwoods & recessed lighting - All appliances included - Huge family room w/ picture window & brick fireplace - Updated master bath w/ custom tile work & newer vanity - High-quality windows & doors - Solar light tubes - Lower level boasts a large rec room w/ 2nd brick fireplace, large bedroom, utility room & storage - Walk to **Green Mountain Open Space** & trailheads - Easy commute to downtown, the mountains, Union Square Restaurants, St Anthony's, Light Rail & the **Federal Center** - This is a lovely home. Walk to all the Schools - **Devinny**(A-Rated) , **Dunstan** and **Green Mountain**
Status - Contract Working ♦ **Offered** at \$430,000



GREEN MOUNTAIN I, II & III



WONDERFUL TOWNHOME 12503 W. Alameda Drive

3 Beds/3 Baths - 1576 Sq. Ft. - 2-Story - 2-carports - 2015 Taxes \$1215 - HOA is \$264 /month - What a wonderful townhome - Family room enjoys lots of natural light through large front window - Dining room looks out on a private patio - Large master with walk-in closet and a private bath - Newer sliding patio door - Newer Carpet on main level - Newer vinyl windows - New carpet in all bedrooms - Updated bathrooms - Plenty of additional parking on Alameda Drive - Run by a quality HOA - Great location close to shopping centers and **St. Anthony's Hospital** - Easy commute to downtown, the mountains and the **Federal Center** - You'll love calling this place "home."
Schools - **Foothills**, **Dunstan** and **Green Mountain**
Status - Active ♦ **Offered** at \$245,000



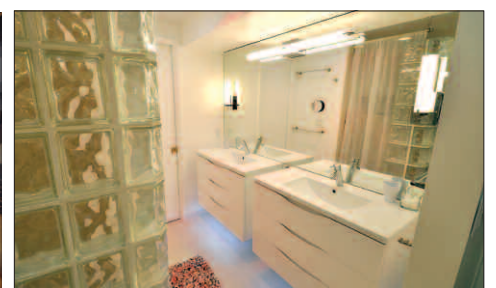
GREEN MOUNTAIN VILLAGE



SUPERIOR HOME - QUIET STREET 1481 S.Valentine Way

4 Beds / 2 Baths - 1273 + 1026 Sq. Ft. - 2015 Taxes (Senior Exemption) \$1163 - Incredible all-brick ranch - Quiet neighborhood & setting - Superior quality - Enhanced throughout - Oversized & heated art. 2-car gar. + detached tandem gar. + additional carport w/sun shade - Refin. hardwoods - Upgraded kit w/ slate floors, newer counters & gas stove - Amazing all-season sun room addition with "walls of windows" brings the outdoors in - Fully-finished basement & Fam. Rm. with all brick gas fireplace could be master suite with its 38k custom, high-end bathroom remodel - Elaborate remodel includes wall hung Madelli cabinets, Hansgrohe faucets, high-end lighting & walk-in glass block shower - Front & rear flower gardens w/space for veg. & spices, improved soil, raised-beds, fenced yard, mature trees - RV Parking suitable for Class A RV w/water & electric - Detached Shed/Root Cellar - The sellers have loved this home & it shows. Walk to high-quality schools **Devinny**, **Dunstan** and **Green Mountain**

Status - Active ♦ **Offered** at \$390,000



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ROCA CUSTOM HOME



CUSTOM HOME / 3-CAR GARAGE 12605 W. Iowa Drive

4 Beds / 3 Baths - 2079 + 1130 Sq. Ft. - 2-Story - 3-car garage + workshop - 2015 Taxes = \$2551 - Totally unique - Custom 2-Story located in the niche neighborhood of Roca (right in the heart of Green Mountain) - Rare 3-car garage w/ additional workshop space - Perfectly appointed - Tiled Entry - Beautiful laminate floors & custom tile work - Exposed brick - Tons of south-facing windows provide solar gain & amazing natural light - Large kitchen w/ oak raised panel cabs, tiled counters, stainless appliances & pantry - Main-level laundry - Wood-burning stove - Fully-finished basement w/rec room, bedroom & 3/4 bath w/ steam shower - Water softener - Easy to maintain backyard w/ large patio & sprinkler system - City & Mtn. views from all the bedrooms

Schools - Devinny, Dunstan and Green Mountain

Status - Coming - Watch Website **Offered** at \$TBD



UNION SQUARE - SNOWBIRD



WONDERFUL LOCATION 380 Zang Street #104

2 Beds/2 Baths - 1174 Sq. Ft. - Ranch - 2 reserved spaces - 2015 Taxes \$953 - Great Snowbird condo - Garden level entrance and ground level patio - Open floor plan - New carpet - Kitchen & dining area flow into the large family room - Stone wall fireplace - Large master bedroom with walk-in closet - All appliances included - Washer & Dryer - Near pool - This complex is managed by a high-quality professional H.O.A - Close to light-rail & bus stops - Walk to Red Rocks Community College, Union Ridge Park & Union Square Park - Easy commute to downtown, the beautiful Rocky Mountains, St. Anthony's Hospital and the Federal Center

Schools - South Lakewood, Creighton and Lakewood

Status - Coming - Watch Website **Offered** at \$TBD



GREEN MOUNTAIN VILLAGE

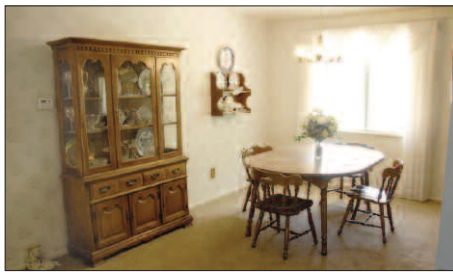


BACKS TO HUTCHINSON FIELDS 13091 W. Jewell Circle

3 Beds/3 Baths - 1918 Sq. Ft. - Bi-level - 2-car garage - 2015 Taxes estimated \$2010 - Excellent curb appeal - Front yard finished with a low maintenance rock garden - Open living room on upper level with great view out the front window - Nice egress to dining room and kitchen - All kitchen appliances included - Large lower-level family room - Laundry Room - Additional 3/4 bath on lower level - Yard backs up to the fields of Hutchinson Elementary - Large oversized garage - Quiet location on great street - Easy commute to downtown, the mountains and the Federal Center - Short distance to Bear Creek Park & Green Mountain Open Space.

Schools - Hutchinson, Dunstan and Green Mountain

Status - Coming Soon - Watch Website **Offered** at \$TBD



MOST RECENT SALES

Sorted - Core area/sub area/sold date - 2/24/16 - 6/1/16

Green Mountain Core Products

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|-----------------------|------|-------|---------|------|---------|-----------|-----|-------|
| 12425 W Alameda Dr* | I | 2S | 1440 | N/A | 5/16/16 | \$238,000 | 4 | |
| 12470 W Virginia Ave* | I | 2S | 1432 | N/A | 5/11/16 | \$245,000 | 13 | |
| 12674 W Virginia Ave | I | 2S | 1576 | N/A | 5/4/16 | \$255,000 | 7 | |
| 12646 W Virginia Ave* | I | 2S | 1432 | FO | 4/29/16 | \$234,500 | 6 | CP |
| 757 S Youngfield Ct* | III | 2S | 1650 | FO | 4/29/16 | \$247,000 | 5 | |
| 12714 W Virginia Ave* | I | 2S | 1440 | N/A | 4/14/16 | \$228,000 | 2 | |
| 12999 W Ohio Ave | III | R | 1140 | N/A | 4/4/16 | \$238,000 | 5 | CP |
| 656 S Youngfield Ct* | II | 2S | 1173 | N/A | 4/4/16 | \$215,000 | 2 | CP |
| 13109 W Ohio Ave* | III | R | 1140 | N/A | 2/26/16 | \$235,000 | 4 | |

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|---------------------|------|-------|---------|------|---------|-----------|-----|-------|
| 13610 W Dakota Pl* | 3 | BI | 2192 | N/A | 6/1/16 | \$386,000 | 3 | CP |
| 13405 W Center Dr* | 1 | 2S | 2048 | PFF | 5/26/16 | \$455,000 | 13 | |
| 575 S Coors Ct* | 4 | 4L | 1686 | PO | 5/9/16 | \$350,000 | 8 | CP |
| 820 S Arbutus St* | GME | 4L | 1808 | PO | 4/14/16 | \$399,000 | 1 | |
| 1081 S Foothill Dr* | GME | RR | 1924 | N/A | 2/24/16 | \$500,000 | 5 | |

GREEN MOUNTAIN VILLAGE - POST

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|-----------------------|------|-------|---------|------|---------|-----------|-----|-------|
| 1653 S Beech St* | 28 | R | 2766 | N/A | 5/26/16 | \$400,000 | 0 | |
| 12711 W Asbury Pl | 31 | R | 2388 | N/A | 5/6/16 | \$415,000 | 24 | |
| 13969 W Harvard Ave* | 41 | R | 2388 | N/A | 4/29/16 | \$351,400 | 4 | |
| 2257 S Coors St* | 38 | R | 2608 | N/A | 4/29/16 | \$444,000 | 4 | |
| 2093 S Yank Way* | 30 | Q | 1918 | N/A | 4/27/16 | \$401,000 | 5 | CP |
| 13751 W Montana Ave* | 27 | Q | 1918 | N/A | 4/26/16 | \$372,500 | 4 | |
| 12917 W Oregon Dr | 25 | Q | 1918 | N/A | 4/25/16 | \$426,000 | 5 | |
| 1683 S Beech St* | 24 | R | 2388 | N/A | 4/15/16 | \$355,000 | 6 | |
| 2345 S Ellis St* | 43 | Q | 2026 | N/A | 3/28/16 | \$405,000 | 5 | CP |
| 2089 S Xenophon St* | 31 | Q | 1918 | N/A | 3/21/16 | \$334,000 | 7 | CP |
| 12837 W Arizona Pl* | 24 | Q | 1968 | N/A | 3/15/16 | \$322,000 | 5 | |
| 1231 S Welch Cir* | 21 | Q | 1884 | N/A | 3/10/16 | \$359,213 | 3 | |
| 12878 W Adriatic Ave* | 31 | Q | 1918 | N/A | 3/1/16 | \$333,000 | 5 | CP |
| 12927 W Oregon Dr* | 25 | Q | 2550 | N/A | 2/23/16 | \$430,000 | 21 | |

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|-----------------------|------|-------|---------|--------|---------|-----------|-----|-------|
| 1964 S Van Gordon St* | 34 | 3N | 2562 | PFF/WO | 5/12/16 | \$419,000 | 54 | L |
| 2408 S Eldridge Ct* | 43 | 4L | 2294 | PFF | 4/26/16 | \$474,900 | 28 | |
| 13823 W Warren Dr* | 38 | 4N | 2188 | PFF | 4/21/16 | \$440,000 | 4 | |
| 1969 S Van Gordon St* | 34 | 3N | 1920 | PO | 4/13/16 | \$410,000 | 4 | CP |
| 1818 S Yank Ct* | 25 | 4N | 2142 | PFF | 4/1/16 | \$416,000 | 2 | CP |
| 12841 W Warren Ave* | 31 | 4N | 2187 | FF | 3/15/16 | \$405,000 | 2 | |
| 1550 S Arbutus Pl* | 28 | 4N | 2187 | FF | 3/11/16 | \$410,000 | 5 | |

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|----------------------|------|-------|---------|--------|---------|-----------|-----|-------|
| 13453 W Oregon Ct* | 28 | B | 1486 | PFF/WO | 5/25/16 | \$395,000 | 3 | |
| 1474 S Zang St* | 22 | B | 1530 | FF/WO | 5/18/16 | \$412,500 | 2 | |
| 2032 S Yank Way* | 30 | A | 1492 | PFF | 5/16/16 | \$363,500 | 10 | L/FX |
| 13346 W Warren Cir* | 36 | B | 1511 | PFF/WO | 5/13/16 | \$425,000 | 5 | |
| 1950 S Youngfield St | 31 | A | 1477 | FF | 3/30/16 | \$369,500 | 9 | |
| 2251 S Beech Way* | 40 | D | 1673 | FF/WO | 3/2/16 | \$430,000 | 43 | |

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|--------------------|------|-------|---------|-------|---------|-----------|-----|-------|
| 2284 S Coors Ct | 38 | Hd | 1320 | FF/WO | 4/27/16 | \$420,000 | 7 | CP |
| 2135 S Deframe St* | 37 | J | 1055 | PFF | 4/13/16 | \$326,800 | 6 | |
| 2276 S Coors Ct* | 38 | Hd | 1314 | FF/WO | 3/15/16 | \$383,275 | 3 | |

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|---------------------|------|-------|---------|------|---------|-----------|-----|-------|
| 2239 S Eldridge St* | 42 | 2S | 1852 | FO | 3/10/16 | \$375,000 | 115 | CP |

GREEN MOUNTAIN VILLAGE - PRE

| Address | Flg. | B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|-------------------------|------|-----|---------|-------|---------|-----------|-----|-------|
| 12025 W Virginia Pl* | 4 | R | 1197 | FO | 5/31/16 | \$320,000 | 0 | |
| 1696 S. Van Dyke Way* | 12 | R | 1247 | FF | 5/27/16 | \$370,000 | 4 | CP |
| 921 S. Taft Street* | 2 | R | 1242 | FF | 5/27/16 | \$360,000 | 3 | |
| 12000 W. Almada Pkwy* | 4 | R | 1197 | FF | 5/27/16 | \$315,000 | 11 | |
| 1714 S Wright St* | 16 | R | 2316 | N/A | 5/26/16 | \$350,000 | 56 | |
| 12249 W Kentucky Dr* | 2 | R | 1169 | FF | 5/25/16 | \$355,000 | 17 | |
| 753 S Union Blvd | 2 | R | 1197 | FF | 5/20/16 | \$335,000 | 2 | |
| 12531 W Dakota Dr | 5 | R | 1168 | FPF | 5/5/16 | \$320,000 | 3 | |
| 12111 W Louisiana Ave* | 8 | R | 1197 | FPF | 4/25/16 | \$329,000 | 5 | E |
| 12285 W Jewell Ave* | 16 | R | 1326 | FF | 4/11/16 | \$357,000 | 1 | CP |
| 1613 S Valentine Ct* | 12 | R | 1247 | FF | 4/8/16 | \$346,000 | 4 | E |
| 12256 W Wisconsin Dr* | 10 | R | 1381 | FF | 4/8/16 | \$397,000 | 3 | |
| 12181 W Dakota Dr* | 4 | R | 1154 | FF | 3/15/16 | \$331,000 | 4 | CP |
| 863 S Union Blvd* | 2 | R | 1197 | FF | 3/8/16 | \$369,900 | 6 | CP |
| 12282 W New Mexico Ave* | 14 | R | 1779 | FF/WO | 2/29/16 | \$410,000 | 1 | |
| 719 S Swadley St* | 2 | R | 1197 | FF | 2/25/16 | \$375,000 | 34 | CP |

| Address | Flg. | B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|----------------------|------|-----|---------|------|---------|-----------|-----|-------|
| 1706 S Van Dyke Way* | 14 | R | 1005 | FF | 5/5/16 | \$375,000 | 4 | |
| 12042 W Dakota Dr* | 4 | R | 997 | FF | 3/31/16 | \$300,900 | 3 | E |

No sales reported from 1/1/16 - 6/1/16

Continued on page 6 - Other Core Green Mountain Products
See disclaimers and footnotes on page 10.



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ROCKY, JASON AND JEREMY

We Do Real Estate

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

OTHER CORE GREEN MOUNTAIN PRODUCTS

Campbell Green - Townhomes

| Address | Style | B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|--------------------|-------|-----|---------|------|---------|-----------|-----|-------|
| 1049 S Alkire St * | 2S | 3/3 | 1610 | FF | 4/27/16 | \$285,000 | 67 | CP |

Fox Point - Townhomes

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|--|------|-------|---------|------|------|-------|-----|-------|
| No sales reported from 1/1/16 - 6/1/16 | | | | | | | | |

Grn. Mtn. Vista

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|---------------------------|------|-------|---------|------|--------|-----------|-----|-------|
| 12636 W Mississippi Ave * | GMV | 2S | 1521 | FF | 4/1/16 | \$370,000 | 4 | CP |

Grn. Mtn. Village - Filing #39 - No sales reported from 1/1/16 - 6/1/16

High Point - Patio Homes - No sales reported from 1/1/16 - 6/1/16

Lakewood Vista - Condos/townhomes

| Address | Style | B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|-----------------------|-------|-----|---------|-------|---------|-----------|-----|-------|
| 1650 S DeFrame St B1* | C | 2/2 | 837 | N/A | 5/25/16 | \$212,000 | 1 | CP |
| 1894 S Cole St* | T | 2/1 | 1143 | N/A | 5/13/16 | \$264,000 | 3 | E |
| 1888 S Cole St * | T | 3/3 | 1189 | PF/WO | 4/13/16 | \$295,000 | 5 | CP |
| 1697 S Cole St C7* | C | 2/2 | 791 | N/A | 4/4/16 | \$213,000 | 4 | |
| 1886 S Cole St * | T | 2/2 | 1143 | N/A | 3/14/16 | \$259,900 | 4 | |

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

| Address | Area | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|------------------------|------|-------|---------|------|---------|-----------|-----|-------|
| 12767 W Dakota Ave * | AL | R | 2097 | FF | 5/3/16 | \$674,000 | 27 | |
| 477 S Youngfield Cir * | GMV | R | 2350 | FPF | 3/11/16 | \$585,000 | 3 | |

Morningstar - Single Family

| Address | Style | B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|---------------------|-------|-----|---------|------|---------|-----------|-----|-------|
| 2655 S DeFrame Ct * | 46 | Tri | 1371 | PPF | 3/30/16 | \$367,000 | 6 | CP |

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 - 6/1/16 | | | | | | | | |

End of Green Mountain Products

SIXTH AVENUE WEST & MESA VIEW ESTATES PRODUCTS

Amberwick - Townhomes

| Address | Slope/B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|--|-----------|---------|------|------|-------|-----|-------|
| No sales reported from 1/1/16 - 6/1/16 | | | | | | | |

HIGHLAND - Townhomes

| Address | Style | B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|--|-------|-----|---------|------|------|-------|-----|-------|
| No sales reported from 1/1/16 - 6/1/16 | | | | | | | | |

Mesa View Estates - Single Family

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|-------------------------|------|-------|---------|-------|---------|-------------|-----|-------|
| 15875 W Bayaud Dr* | 2 | 2S | 4945 | FF/WO | 5/12/16 | \$1,160,000 | 96 | |
| 15887 W Ellsworth Lane* | 10 | 2S | 3088 | FO/WO | 5/6/16 | \$630,000 | 35 | |
| 12 Mc Intyre Ct * | 8 | 2S | 5435 | FF/WO | 5/4/16 | \$960,000 | 81 | |
| 16438 W 1St Ave * | 11 | 2S | 3767 | FO | 5/4/16 | \$711,000 | 21 | |
| 15277 W Ellsworth Pl * | 5 | 2S | 2409 | FPF | 5/3/16 | \$544,000 | 3 | |
| 126 Mc Intyre Cir * | 10 | 2S | 3568 | FF/WO | 4/13/16 | \$849,900 | 21 | CP |
| 16652 W Archer Ave * | 11 | 2S | 3484 | FF | 4/8/16 | \$825,000 | 6 | |
| 16551 W Ellsworth Ave * | 11 | 2S | 2353 | FF/WO | 4/7/16 | \$635,000 | 2 | |
| 7 Mc Intyre Cir * | 8 | 2S | 4001 | FF | 3/10/16 | \$667,500 | 227 | CP |
| 16388 W Ellsworth Dr * | 11 | 4L | 2923 | FO | 3/7/16 | \$597,900 | 58 | |
| 16565 W Bayaud Dr * | 11 | R | 2886 | FF/WO | 3/4/16 | \$1,284,800 | 12 | |
| 15124 W Bayaud Ave * | 1 | 2S | 3766 | FF | 3/4/16 | \$710,000 | 0 | |

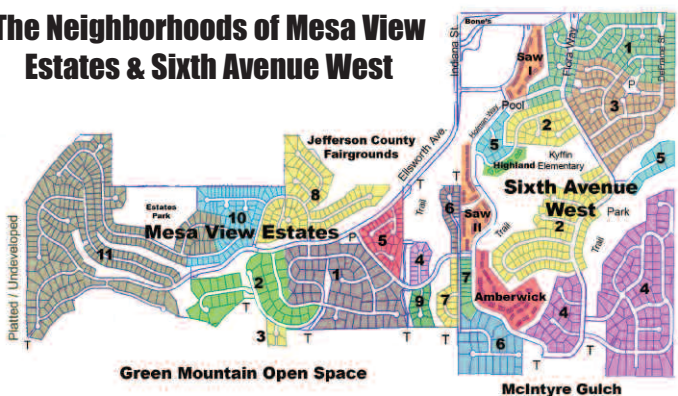
Sixth Avenue West Proper - Single Family

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|-------------------------|------|-------|---------|------|---------|-----------|-----|-------|
| 522 DeFrame Ct * | 1 | R | 1360 | PPF | 5/24/16 | \$408,000 | 18 | |
| 14656 W Byers Pl* | 6 | 2S | 3672 | FF | 5/18/16 | \$800,000 | 21 | |
| 14419 W 1St Pl * | 2 | 2S | 2817 | FF | 4/18/16 | \$592,400 | 41 | CP |
| 14360 W 5Th Ave * | 1 | BI | 1356 | N/A | 4/1/16 | \$385,000 | 5 | CP |
| 14215 W 2nd Ave * | 3 | 2S | 2418 | FF | 3/16/16 | \$490,000 | 12 | CP |
| 14359 W Ellsworth Ave * | 4 | 2S | 2730 | FO | 3/10/16 | \$485,000 | 15 | |
| 467 Devinney Ct * | 1 | BI | 1402 | N/A | 2/26/16 | \$365,000 | 41 | |

Sixth Avenue West I & II - Townhomes

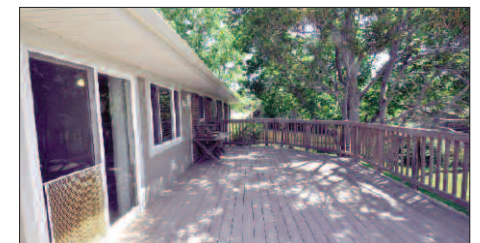
| Address | Flg. | B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|---|------|-----|---------|------|------|-------|-----|-------|
| No sales reported from 2/23/16 - 6/1/16 | | | | | | | | |

The Neighborhoods of Mesa View Estates & Sixth Avenue West



Continued on page 8 - South Slope Products
See disclaimers and footnotes on page 10.

GREEN MOUNTAIN VILLAGE



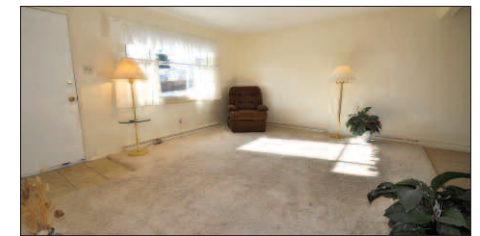
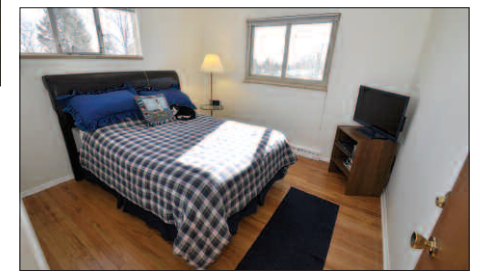
AMAZING CORNER LOT 2226 S. Beech Court

3 Beds / 3 Baths - 1517 + 1170 Sq. Ft. - Ranch w/Walkout- 2-car garage - 2015 Taxes \$2316 - Wonderful Hutchinson walk-out ranch - Amazing corner lot - Cul-de-sac loc. in the heart of Green Mountain Village - Incredible backyard oasis w/ lots of mature landscaping, mountain views & huge deck - Handicap accessible main level - Lovely laminate flooring - Galley kitchen - Master suite w/ walk-in closet - Vinyl windows - Solid core doors - Fully-finished walkout basement w/ Rec Room, bedroom & 3/4 bath - New in the last 5 years: Roof, Gutters, Siding, Fence, Furnace, AC, Water Heater, Upgraded Insulation - Walk to **Green Mountain Open Space** & trailheads - Easy commute to downtown, the mountains, light rail, St. Anthony's & the **Federal Center**.

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

Status - Coming Soon ♦ **Offered** at \$TBD

GREEN MOUNTAIN VILLAGE



LOVINGLY CARED FOR 12531 W. Dakota Drive

4 Beds / 3 Baths - 1168 + 1168 Sq. Ft. - Ranch - 1-car garage - 2015 Taxes (Reflect Senior Exemption) - \$1074 - Tremendous opportunity to own a wonderful Hutchinson brick ranch that's been lovingly cared for and make it your own - Clean & neutral throughout - Classic kitchen w/ all appliances included - Exposed Hardwoods - Some vinyl windows - Popular floorplan - Awesome lot w/ tons of mature landscaping, storage shed & RV Parking - Space to expand to a 2-car garage - Full basement, partially finished w/ a small rec room, bedroom, 3/4 bath - It's all ready for your touches - Just 2 miles to Light Rail, St. Anthony's, the Federal Center and all the wonderful Union Square restaurants - 10 minutes to downtown and the mountains.

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

Sold Price - \$320,000 ♦ **DOM** - 3 ♦ **Date** - 5/5/16

GREEN MOUNTAIN VILLAGE



AMAZING REMODEL 12917 W. Oregon Drive

3 Beds / 3 Baths - 1918 Sq. Ft. - Bi-Level - Oversized 2-car garage - 2014 Taxes - \$1918 - Amazing remodel - Greenbelt location w/ city & mountain views - Every surface touched - Gorgeous hardwoods - Updated kitchen w/ wall removed, cherry-finish cabinets, slab granite counters & stainless appliances - Updated bathrooms w/ custom tile work, new vanities & shower surrounds - High-quality carpet - Awesome light fixtures - Backyard oasis - Stained concrete patio w/ gas fireplace & flagstone patio - Corner lot w/ RV parking (potentially covered) - Huge garage - Walking distance to schools - Quick access to the trailheads of **Green Mountain Open Space**

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

Sold Price - \$426,000 ♦ **DOM** - 5 ♦ **Date** - 4/25/16



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REAL ESTATE GUIDE

We Do Real Estate

YOUR HOME'S VALUE - CURB APPEAL

INEXPENSIVE WAYS TO INCREASE THE VALUE OF YOUR HOME



By Jeremy Kendall

The very first impression that a buyer has of your home is when they drive up to your home. It's similar to the cover of a book - it is either very inviting or would be easy to pass up. First impressions matter!

The real estate vernacular for this is curb appeal - while it might be hard to describe, you know it when you see it. Drive down any street and you'll immediately know which homes have great curb appeal and which don't.

Yet, because of the power of inertia, we never really see our home's curb appeal or lack thereof. Those overgrown trees and shrubs crept up on you over a long period of time - sometimes we can't see the house anymore - inertia. If you're happy with the curb appeal it really does not matter - this is America and you're free to choose. But, if you want top dollar when you sell your home, then the proper presentation of your home's curb appeal really does matter!

Years & Years Before

A home's basic curb appeal is generally established early in its life. The home's elevation and lot is set in stone by the builder. The basic landscaping is most often determined by the first owner's design. Once the baseline curb appeal is in place it rarely changes. Generally, a home's curb appeal falls into one of four categories.

FABULOUS CURB APPEAL - This is a long-term proposition involving lines, living spaces, floors, framing and lots of money! *Fabulous* is not obtained in a week - it's part of the owner's DNA! Books have been written on the subject and is beyond our scope.

GREAT CURB APPEAL - This requires advance planning but owners can always improve the plan by planting framing trees, building flower beds, focal points and consistent maintenance and updating.

VERY NICE CURB APPEAL - Every home can have very nice curb appeal simply by a good practice of maintaining the home and the landscaping.

What's Curb Appeal? - Many owners are indifferent to their home's curb appeal and that's ok.



Important to know: Four homes, with exactly the same attributes, but with these different levels of curb appeal - each would be *equally saleable* but the values will *vary*. Wonderful curb increases the value of a home.

This article is about inexpensive ways to improve the value of your home before it goes on the market and while it is on the market. No matter your level of curb appeal - here are some things to consider.

Curb Appeal - PREPARING YOUR HOME FOR THE MARKET

2-6 MONTHS BEFORE - ALMOST FREE

The Exterior of the Home - Clean & Detail: Walk around your home to make a to-do list - peeling paint, broken screens/windows, clogged gutters, loose downspouts and then get those done. If needed and possible, power wash the dirt off the home, stoops, patios and decks.

The Yard - Clean/fix it: Yards have deferred maintenance - old leaves, broken branches, piles of stuff, leaning fence posts, negative drainage, old hoses and pet damage. *Get er done!*

The Yard - Trim it: Yards need to be updated too! That small tree from 40 years ago has now become the only thing the buyer sees when they drive up to the house. Overgrown bushes, shrubs and trees can either be an asset or a liability - use these to your benefit - trim if necessary!

The Yard - Summer - Spruce it up: Aerate / power-rake if needed, fix dead spots, fertilize, edge it and water more frequently. Add color for the season: Spring thru fall is perfect for flowers. Create a focal point on the front stoop if possible - a chair with a big pot of flowers is perfect!

The Yard - Winter: If your home is going to be on the market during winter months - no problem. Clean up the yard and edge the walks perfectly *before* winter arrives.

ON OR NEAR GAME DAY - ALMOST FREE

The House: Assuming the above is done - wash the windows and the door bell!

The Yard - Spring/Summer/Fall: Assuming the above is done. Keep the landscaping as clean as possible. Keep the lawn and flower beds fertilized, edge the walks and water more frequently.

The Yard - Winter: If there is snow - keep the walks/driveway shoveled *beautifully* with neat edges.

Is any of this Mandated?

Of course not, not every owner cares just about money. Some just want it done - there is nothing wrong with selling a home with the least amount of effort possible. However, if the highest price possible is important, then improving your curb appeal will get a good return for the amount of effort and money involved.

If you need assistance on this or need recommendations on what needs to be done and who can help you - give us a call or see the side bar. And, remember, allow it to be easy!

SUMMER - VERY GOOD PEOPLE TO KNOW

Lee

Lawn Care with a big smile.

What a joy to have Le as part of our business and our personal lives. He takes care of us and he is totally reliable. Many times we have vacant properties for sale that need to have the lawns maintained while on the market and through the closing. Le never fails us - ever! He is always happy and he appreciates us as much as we appreciate him. It has always been difficult to find a lawn service that would take care of a lawn for just a couple weeks/months. His willingness and reliability have been an answer to our needs.

In addition to lawn mowing, power raking and aeration - Le does yard clean-up, flower beds, trimmings and general lawn care. Whether you need yearly care or just while you are out-of-town for just a month or two - Le is your man - you will enjoy him. You can reach him at 303-249-2969, 303-428-1617 or at lelawncare99@gmail.com.



JAKE AUGUSTIN

The best sprinkler people to work with!



We started working with Jake's father Wayne Augustin, almost 30 years ago. He has fixed or installed hundreds of sprinkler systems for our clients over those years. Over the last 12 years his son, Jake, has taken over the business - fruit does not fall very far from the tree. Jake is just great and he's a very good man like his father. One call is all it takes and the job gets done. Jake is supported by his wife Megan, his brother Josh and a great group of skilled people. Our family uses him personally - you'll like him a lot.

In addition to sprinkler systems they do all forms of general landscaping - fences, walls, rock/mulch/pavers and water features. You can reach Jake or Megan at 720-524-7222 or email him at dreamirrigationandlandscaping@gmail.com.

Rent-a-Guy

Handyman - Guy Goddard - we could not function without him.

One of the best days ever was the day that **Guy Goddard** became our handyman. He is more than a handyman to us - he's our right-hand-man in many deals.

We appreciate him so much. He will do anything for us. All we have to do is call Guy, explain what needs to be done and that's it - DONE!. We don't have to follow-up, don't have to worry about him not showing up and don't have to worry about him not getting it done. And, he does it with that big old grin of his.

Our clients love him - I can't tell you how many times we have gone to someone's home to talk about their property and they'll say, "Guy is going to fix that." You can count on him also. When you need something done - give Guy a call at 720-364-9191 or email him at rentaguy@yahoo.com



Kristin Sutton

Master Gardener can take care of your flower beds.



If you need someone to tend to your flower garden - then Kristin is the person to call. She has been tending to Sandee's flower beds for the last several years while we are at our Wisconsin cottage. She cares for them as if those beds were her own. And, when we return to Colorado the flower beds always look perfect.

She is a master gardener and her fees are very sensible. But, most importantly, she is reliable and makes sure it gets done correctly. We appreciate her and you will also. You can reach Kristin at 303-669-9405 or email her at kritter-sutton@gmail.com



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ROCKY, JASON AND JEREMY

We Do Real Estate

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 |
|----------------------|------|-------|---------|-------|---------|-----------|-----|-------|
| 12400 W Auburn Ave * | 5 | 2S | 3033 | FO | 5/5/16 | \$572,500 | 11 | CP |
| 2364 S Yank Cir * | 1 | 2S | 3168 | FPF | 5/2/16 | \$650,000 | 5 | |
| 10906 W Iliff Dr | 1 | 2S | 2756 | FF | 3/28/16 | \$536,200 | 9 | |
| 12662 W Wesley Pl * | 3 | 2S | 3208 | FF/WO | 3/21/16 | \$765,000 | 7 | |

Coventry Heights - Single Family

| Address | Style | B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|--|-------|-----|---------|------|------|-------|-----|-------|
| No sales reported from 1/1/16 - 6/1/16 | | | | | | | | |

Pulte Homes - Single Family

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|-----------------------|------|-------|---------|------|---------|-----------|-----|-------|
| 2775 S Braun Way | EMV | 2S | 2521 | FF | 4/28/16 | \$495,000 | 154 | |
| 13687 W Amherst Pl * | VMV | 2S | 1805 | PFF | 4/28/16 | \$459,900 | 8 | |
| 14395 W Yale Pl | 47 | Tri | 2057 | N/A | 4/1/16 | \$397,400 | 4 | |
| 13724 W Amherst Way * | VMV | R | 2126 | PO | 3/29/16 | \$453,500 | 4 | |
| 14223 W Baltic Ave * | 49 | 2S | 2110 | FF | 3/4/16 | \$439,000 | 93 | |

Ryland Homes - Single Family

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|-----------------------|------|-------|---------|-------|---------|-----------|-----|-------|
| 2846 S Devinney CT * | 59 | 2S | 2209 | PFF | 6/1/16 | \$510,000 | 4 | |
| 2926 S. Devinney Ct * | 59 | 2S | 2436 | FF | 5/27/16 | \$493,000 | 1 | |
| 2845 S Devinney Ct * | 59 | 2S | 1805 | FF | 5/19/16 | \$435,000 | 3 | |
| 14334 W Wesley Cir * | 50 | 2S | 2129 | FF/WO | 4/26/16 | \$510,000 | 5 | |
| 2438 S Flora Ct * | 50 | 2S | 2402 | FF | 4/5/16 | \$500,000 | 0 | |
| 14625 W Auburn Ct * | 62 | 2S | 2178 | FPF | 3/18/16 | \$509,000 | 2 | CP |

Solterra - Single Family

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|-----------------------|------|-------|---------|--------|---------|-----------|-----|-------|
| 15208 W Baker Ave* | 8 | 2S | 2217 | PFF/WO | 5/19/16 | \$634,000 | 34 | |
| 15435 W Adriatic Dr* | 13 | 2S | 2474 | FF | 5/11/16 | \$768,000 | 35 | |
| 2573 S Kendrick Ct* | 12 | 2S | 2192 | FO/WO | 5/5/16 | \$640,000 | 2 | |
| 15168 W Harvard Ave * | 10 | R | 1490 | FPF | 4/29/16 | \$560,000 | 19 | CP |
| 2260 S Norse St * | 13 | 2S | 2715 | FO | 4/29/16 | \$650,000 | 35 | |
| 15198 W Harvard Ave * | 10 | R | 1483 | FF/WO | 4/29/16 | \$659,450 | 4 | |
| 15254 W Baker Ave * | 8 | 2S | 2474 | FF/WO | 4/28/16 | \$625,000 | 124 | |
| 15161 W Iliff Pl * | 6 | 2S | 2474 | FO | 4/28/16 | \$580,000 | 235 | |
| 2622 S Kilmer Ct * | 12 | 2S | 2606 | FF | 4/20/16 | \$715,000 | 10 | |
| 15145 W Harvard Ave * | 10 | R | 1437 | PO | 3/25/16 | \$500,000 | 3 | |
| 15257 W Warren Dr * | 2 | 2S | 3280 | PO | 3/25/16 | \$785,000 | 226 | CP |
| 2256 S Loveland St * | 2 | 2S | 3065 | FPF | 3/24/16 | \$807,000 | 149 | CP |
| 15288 W Warren Ave * | 2 | R | 2274 | PFF/WO | 3/24/16 | \$742,000 | 27 | |
| 15164 W Vassar Ave * | 12 | 2S | 2192 | FO/WO | 3/22/16 | \$580,000 | 30 | |
| 15244 W Auburn Ave * | 7 | 2S | 2474 | FF/WO | 2/26/16 | \$675,000 | 122 | CP |

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

| Address | Style | B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|---------------------|-------|-----|---------|-------|---------|-----------|-----|-------|
| 3289 S Indiana St* | 2S | 3/4 | 1834 | PO/WO | 5/20/16 | \$422,000 | 7 | CP |
| 3057 S Indiana St * | 2S | 2/3 | 1818 | FO | 4/15/16 | \$391,000 | 1 | |
| 3175 S Indiana St * | 2S | 3/2 | 1818 | FO | 3/2/16 | \$391,000 | 7 | |

Village Homes - Single Family

| Address | Flg. | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|----------------------|------|-------|---------|-------|---------|-----------|-----|-------|
| 14135 W Warren Cir* | SUM | 2S | 2320 | PO | 5/11/16 | \$525,000 | 6 | CP |
| 14063 W Warren Dr * | SUM | 2S | 2255 | FF | 4/12/16 | \$501,000 | 1 | CP |
| 13165 W Yale Pl * | GMT | 2S | 2918 | FF | 4/11/16 | \$540,000 | 16 | CP |
| 14191 W Bates Ave | SG | 2S | 2530 | PFF | 4/1/16 | \$525,000 | 89 | |
| 14688 W Amherst Pl * | TAM | R | 2455 | FF | 3/25/16 | \$640,000 | 23 | |
| 14163 W Bates Ave * | SG | 2S | 2530 | FF | 3/15/16 | \$519,900 | 117 | CP |
| 2141 S Flora Ct * | SUM | 2S | 2984 | FF | 3/9/16 | \$596,000 | 14 | CP |
| 14651 W Bates Pl * | TAM | 2S | 3108 | FO | 3/9/16 | \$580,000 | 176 | |
| 14650 W Amherst Pl * | TAM | 2S | 3018 | FF/WO | 3/1/16 | \$640,000 | 119 | |

End of South Slope Products



Continued on page 10 - Union Square Products
See disclaimers and footnotes on page 10.

Buying a home - Part 1 of 3

BUYING A HOME - COGNITIVELY 8 THINGS TO CONSIDER

Do we buy a home where we want to build our lives or build our lives where we bought a home?



By Jason Reynebeau

Buying a home is serious business. It is so much more than providing for basic housing needs! It also, in large measure, establishes where we're going to build our lives, reflects our emotional needs and introduces into our lives both the risks and the rewards of investing in a tangible asset.

Providing shelter is the number one duck in the formation but that does not lessen the importance of the other pieces of the puzzle. And, there are lots of pieces - schools, friends, family, work, recreation, commuting time, high-energy locations vs. peace and quiet. Here's a big one: Should we buy a home near our jobs or where we want to build our lives? Importantly - you might be buying a home but you are also investing in real estate. And, while it may be easy to forget these days, as with any investment there are both risks and rewards. An important step is to prioritize those trump cards.

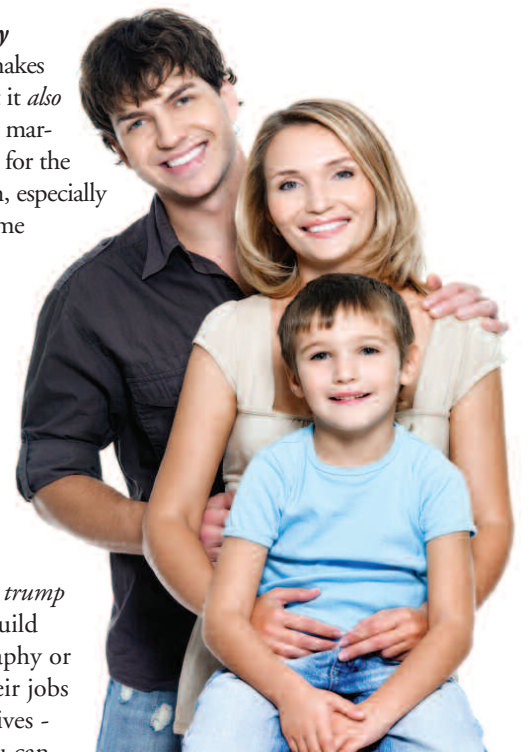
There is a lot to consider when you are buying a home. Here are our thoughts on how to help prioritize those trump cards.

Prioritizing The Trump Cards

Always evaluate everything through the optics of an elongated timeline - we recommend 5 years.

Always consider local market pressures and your personal economy for both the foreseeable future and the long-term.

- Optic - #1** What does your life look like for the next 5 years? Will there be changes in job, family, financial or health? For example: If your finances will improve dramatically then you might push the envelope a bit but you may go conservative if job stability or upcoming college expenses are in play.
- Optic - #2** Over the next 5 years will your local economy grow, decline or be stable? It nearly always makes sense to buy a home in a growing market. But it also makes sense to buy a home in a stable/declining market if it's a long-term decision. Buying a home for the long term is always good but for the short term, especially in a declining or stable market, can easily become a disappointment.
- Optic - #3** What should our home look like today vs. 5 years from now? An important question - give it a great deal of thought. A one-bedroom condo might be perfect today but may not work if you anticipate a growing family. Consider future needs if feasible. Could the one bedroom become your first rental property if necessary?
- Optic - #4** What geography makes the most sense? Geography is complicated. If your life is the trump card - should we decide where we want to build our lives and buy a home within that geography or vice versa. Many folks are lucky because their jobs are close to where they want to build their lives - others are not. Remember, the only day you can control the location of your home is the day you buy it!
- Optic - #5** How much of our lives are we willing to give up for a house? The real cost of anything is the opportunity cost. Housing costs which absorb 40% of family income may limit traveling to Disneyland or buying bikes for the family. If there is only one trump card, is it enjoying the house or enjoying the family?
- Optic - #6** Just because you can does not mean you should. All things are relative - consider this simple example: Just because you can afford to buy a \$15,000 state-of-the-art sound system doesn't mean you should. Perhaps a \$1,000 will accomplish the same thing. This also applies to housing!
- Optic - #7** How do we balance geography to our economics? Do we buy a home where they're less expensive only to spend an extra \$100 a month on gas and having less family time?
- Optic - #8** Where can we compromise? Nobody gets everything they want - compromises are necessary in nearly every purchase. Thus, we must decide which trump cards are non-negotiable and what can we give up?



The quality and success of our lives are rooted in very few important choices. Where we build our lives, and the home we plug into that life, may not be the most important of choices - they rank right up there. These choices require cognitive thinking, the management of emotions and are endemically co-mingle with other important choices of our lives.

Buying a home is very serious business beyond just providing a roof over your heads.

Upcoming issues: Part 2 or 3 - Shopping for a home. Part 3 of 3 - Getting it to the closing table.



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REAL ESTATE GUIDE

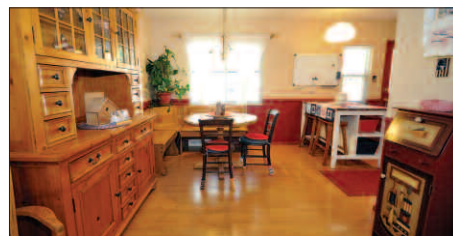
We Do Real Estate

GREEN MOUNTAIN VILLAGE



LOVELY & SPECIAL HOME 1957 S. Xenon Street

3 Beds / 3 Baths - 1918 Sq. Ft. - Bi-Level - Oversized 2-car garage - 2015 Taxes \$1993 - Beautiful laminate flooring throughout the main level of this wonderful home - Updated bathrooms - Popular floor plan - Lots of natural light - Vinyl windows - Lower level boasts a nice rec room w/ wood burning fireplace/stove, bathroom, storage and utility rooms - Excellent curb appeal - Xeriscaped front yard - Large fenced-in back yard w/ huge shed/man cave, patio, mature landscaping garden area and Sprinkler system - RV parking & extra wide driveway - Central AC - Pride-of-ownership - Walk to **Green Mountain Open Space** and trailheads - Easy commute to downtown, the mountains, St. Anthony's, Light Rail and the **Federal Center**
Schools - **Hutchinson, Dunstan** and **Green Mountain**
Status - Under Contract ♦ Offered - \$360,000

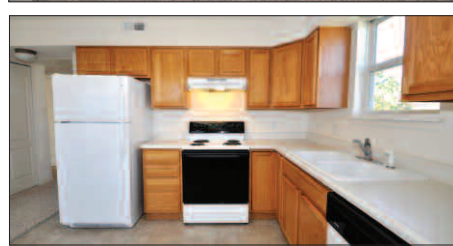


SOUTH SLOPE - LAKEWOOD VISTA



GREAT LOCATION 1661 S. Cole Street - C8

2 Beds/2 Baths - 791 Sq. Ft. - Ranch - 1-car detached garage - 2015 Taxes \$828 - Brand new carpet - Penthouse unit with vaulted ceilings - South facing with lots of natural sunlight - Excellent curb appeal - Great views of the mountains out every window - Front patio, perfect for enjoying the evening shade - Master bedroom with walk-in closet, private balcony and a separate bath - 2nd bedroom with it's own access to the main bathroom - Beautifully maintained with lots of pride-of-ownership - Great H.O.A. with pool and playground - Walk to the trailheads of **Green Mountain Open Space** and **Bear Creek Lake Park** - Easy commute to downtown, the beautiful Rocky Mountains and the **Federal Center**
Schools - **Hutchinson, Dunstan** and **Green Mountain**
Status - Under Contract ♦ Offered at \$215,000



OTHER RECENT SALES

Since the 117th Issue



UNION SQUARE - SNOWBIRD 209 Wright Street #203

SOLD Price - \$152,900 ♦ DOM - 5 ♦ Date - 3/11/16



VILLAGE ON THE LAKES 153 Ward Court

SOLD Price - \$355,000 ♦ DOM - 8 ♦ Date - 2/26/16



SHADOW HILLS

12368 W. Nevada Place #202

SOLD Price - \$165,000 ♦ DOM - 5 ♦ Date - 3/11/16



GREEN MOUNTAIN VILLAGE

1950 S. Youngfield Street

SOLD Price - \$369,500 ♦ DOM - 9 ♦ Date - 3/30/16



RIVA RIDGE

479 Wright Street #308 (2/2)

SOLD Price - \$170,000 ♦ DOM - 5 ♦ Date - 4/16/16



GREEN MOUNTAIN I, II & III

12999 W. Ohio Avenue (III)

SOLD Price - \$238,000 ♦ DOM - 5 ♦ Date - 4/4/16

Other Broker Co/Op Sales

SOUTH SLOPE - SUMMIT GLEN



14191 W. BATES AVENUE

Colop Sale with Keller Williams/Reynebeau & Company - 4/1/16

SOUTH SLOPE - MOUNTAINVIEW



2775 S. BRAUN WAY

Colop Sale with St. Ives Real Estate/Reynebeau & Company - 4/28/16

DEER CREEK #1 - CONDOS



8369 S. INDEPENDENCE CIRCLE #202

Colop Sale with Keller Williams/Reynebeau & Company - 3/31/16



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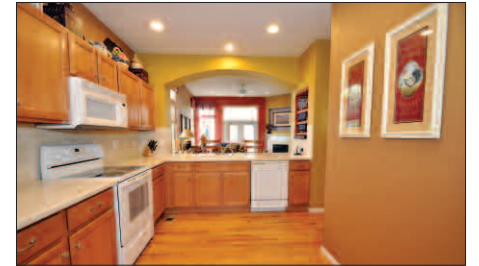
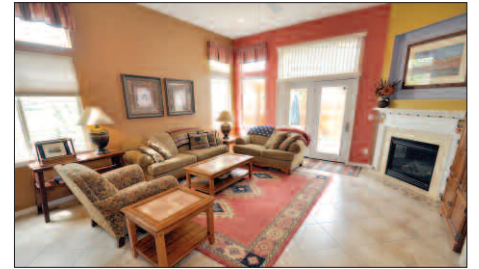
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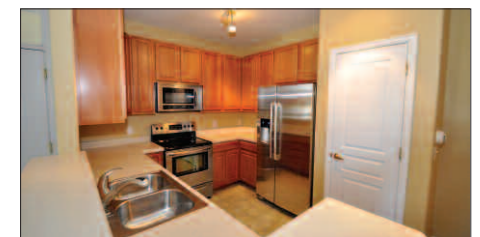
THE VILLAGE AT BUFFALO RUN



BETTER THAN NEW 12107 Kittredge Street

4 Beds / 3 Baths - 1734 + 1154 Sq. Ft. - Ranch - 2-car garage - 2015 Taxes = \$3,622 - Better than new - All upgrades & landscaping complete - Beautiful eat-in kitchen w/ maple cabs, hardwoods, built-in wine rack & pantry - Large open family room w/ custom tile work, gas fireplace & vaulted ceilings - Tons of natural light - Spacious master bedroom w/ 5 PC master bath & walk-in closet - Lovely backyard retreat w/ Pergola, patio, sprinkler & lots of mature trees for privacy - Corner lot w/ perfect curb appeal - Fully-finished basement w/ flex space, bedroom & 3/4 bathroom - Abundant storage - High-end custom window coverings - 2 blocks to Outlook Park - 1.5 miles to Buffalo Run Golf Course - Just 10 min. to Barr Lake or DIA via E-470 - Truly special.
Schools - Henderson, Otho Stuart and Prairie View
Status - Active ♦ Offered at \$TBD

THE PRESERVE



No STAIRS & BEAUTIFUL 10311 W. Girton Drive #104

2 Beds / 2 Baths - 1157 Sq. Ft. - Ranch - 2 Reserved Parking Spaces - 2015 Taxes \$1371 - Amazing, newer (2004) main-level condo with no stairs - Easy to access & beautifully maintained - Move right in and you're home - Brand new high-quality carpet - Lovely kitchen w/ 42 inch cabinets and stainless appliances (all included) - Lots of natural light - Open floor plan - Neutral throughout - Master bedroom w/ walk-in closet & master bath w/ double vanity - Covered patio - Close to neighborhood pool and greenbelt - 2-Reserved parking spaces (right out front) - Perfect location with an easy commute to downtown, the mountains and all of the wonderful hiking and biking trails the west side of town has to offer - This is a special opportunity.
Schools - Bear Creek, Carmody and Bear Creek
Status - Under Contract ♦ Offered at \$219,000

GREEN MOUNTAIN VILLAGE



12711 W. Asbury Place (R-Plan)

Sold Price - \$415,000 ♦ DOM - 24 ♦ Date - 5/6/16

GREEN MOUNTAIN VILLAGE



2284 S. Coors Court - Hd

Sold Price - \$420,000 ♦ DOM - 5 ♦ Date - 4/27/16

GREEN MOUNTAIN I, II & III



12674 W. Virginia Avenue (I)

Sold Price - \$255,000 ♦ DOM - 7 ♦ Date - 5/4/16

UNION SQUARE - SNOWBIRD



335 Wright Street #304

Sold Price - \$164,500 ♦ DOM - 5 ♦ Date - 4/5/16

Continued from page 8.

UNION SQUARE - TOWNHOMES

Cedar Ridge - Townhomes

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

Lakewood Hills - Townhomes

| Address | Style | B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|----------------|-------|-----|---------|------|---------|-----------|-----|-------|
| 135 Xenon St * | R | 4/3 | 1374 | FF | 4/7/16 | \$335,000 | 27 | |
| 195 Xenon St * | 2S | 4/3 | 1814 | FF | 3/11/16 | \$318,000 | 7 | CP |

Mountainside - Townhomes

| Address | Style | B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|---------------------|-------|-----|---------|------|---------|-----------|-----|-------|
| 261 Youngfield Dr * | 2S | 2/3 | 2031 | PO | 5/26/16 | \$315,000 | 33 | |
| 12983 W 3rd Pl * | 2S | 2/3 | 2008 | FF | 5/5/16 | \$347,500 | 70 | |

Village on the Lakes - Townhomes

| Address | Style | B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|-------------|-------|-----|---------|-------|---------|-----------|-----|-------|
| 153 Ward Ct | 2S | 3/2 | 1395 | FF/WO | 2/26/16 | \$355,000 | 8 | |

UNION SQUARE - CONDO'S & TW TOWNHOMES

Riva Ridge - Condos

| Address | Style | B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|--------------------|-------|-----|---------|------|---------|-----------|-----|-------|
| 579 Wright St #204 | R | 1/1 | 712 | N/A | 5/18/16 | \$130,000 | 4 | |
| 479 Wright St 308 | R | 2/2 | 929 | N/A | 4/16/16 | \$170,000 | 5 | |
| 579 Wright St 207* | R | 2/2 | 929 | N/A | 3/31/16 | \$155,000 | 1 | |

Snowbird - Condos

| Address | Style | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|----------------------|-------|-------|---------|------|---------|-----------|-----|-------|
| 337 Wright St 204* | R | 2/2 | 1072 | N/A | 5/26/16 | \$205,000 | 3 | |
| 430 Zang St #203 * | R | 1/1 | 812 | N/A | 5/16/16 | \$159,900 | 1 | |
| 430 Zang St #302 * | R | 1/1 | 812 | N/A | 5/12/16 | \$172,000 | 2 | |
| 333 Wright St #104* | R | 1/1 | 812 | N/A | 5/6/16 | \$165,132 | 2 | |
| 333 Wright St 206* | C | 1/1 | 812 | N/A | 5/6/16 | \$165,132 | 2 | |
| 427 Wright St 107* | R | 2/2 | 1072 | N/A | 5/6/16 | \$179,000 | 14 | |
| 431 Wright St #110 * | R | 1/1 | 812 | N/A | 5/6/16 | \$156,000 | 3 | |
| 333 Wright St 104* | R | 2/2 | 1072 | N/A | 5/3/16 | \$190,000 | 7 | CP |
| 335 Wright St 305* | R | 2/1 | 967 | N/A | 4/27/16 | \$186,900 | 4 | |
| 429 Wright St 204* | R | 1/1 | 812 | N/A | 4/26/16 | \$152,500 | 0 | |
| 410 Zang St 2-106* | R | 2/2 | 1174 | N/A | 4/15/16 | \$210,000 | 6 | CP |
| 335 Wright St 304 | R | 1/1 | 812 | N/A | 4/5/16 | \$164,500 | 5 | |
| 335 Wright St 109* | R | 1/1 | 812 | N/A | 4/4/16 | \$155,000 | 4 | |
| 430 Zang St 4-301* | R | 2/2 | 1174 | N/A | 3/29/16 | \$205,000 | 4 | |
| 429 Wright St 312 * | R | 2/2 | 1072 | N/A | 3/22/16 | \$184,000 | 3 | |
| 209 Wright St 203 | R | 1/1 | 813 | N/A | 3/11/16 | \$152,900 | 5 | |

Telluride and Telluride West - Condos & Townhomes

| Address | Area | Style | Sq. Ft* | Base | Date | Price | DOM | Notes |
|----------------------|------|-------|---------|------|---------|-----------|-----|-------|
| 218 Wright St 301* | TW | R | 1184 | N/A | 5/27/16 | \$201,200 | 2 | |
| 226 Wright St #302* | TW | R | 1128 | N/A | 5/18/16 | \$195,000 | 4 | |
| 441 Wright St #126* | Tell | R | 971 | N/A | 5/13/16 | \$174,900 | 3 | |
| 447 Wright St #320 * | Tell | R | 1171 | N/A | 5/2/16 | \$195,012 | 3 | |
| 424 Wright St 103* | TW | 2S | 1186 | FF | 4/29/16 | \$240,000 | 2 | |
| 220 Wright St 202* | TW | R | 1009 | N/A | 4/29/16 | \$183,500 | 3 | |
| 416 Wright St 206* | TW | R | 1048 | N/A | 4/15/16 | \$185,000 | 5 | |
| 326 Wright St 101 * | TW | R | 1022 | N/A | 3/18/16 | \$170,000 | 5 | |
| 433 Wright St 101 * | Tell | R | 971 | N/A | 2/26/16 | \$179,000 | 6 | |

UNION SQUARE - SINGLE FAMILY

College West - Single Family

| Address | Style | B/B | Sq. Ft* | Base | Date | Price | DOM | Notes |
|--------------------|-------|-----|---------|------|---------|-----------|-----|-------|
| 61 S Zinnia Way * | BI | 3/2 | 900 | N/A | 6/1/16 | \$415,000 | 10 | |
| 75 Zinnia Ct * | 4L | 4/2 | 1648 | PFF | 4/15/16 | \$350,000 | 3 | |
| 58 S Zinnia Way * | 4L | 3/3 | 1700 | PFF | 4/4/16 | \$395,000 | 7 | |
| 261 S Zinnia Way * | RR | 5/3 | 2330 | N/A | 3/25/16 | \$306,000 | 6 | FX |

End of Union Square Products

Amalgamated Year-to-Year

COMPARATIVE UNIT ACTIVITY

(For the distribution area as shown on page 12)

| Year -to-date Activity | Number of Closings |
|---------------------------|--------------------|
| 2016 - as of 5am June 2nd | 218 |
| 2015 - as of June 2nd | 200 |
| 2014 - as of June 2nd | 181 |

General Disclaimers and Footnotes:

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

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

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Jason, Rocky and Jeremy



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We Do Real Estate

ROCKY, JASON & JEREMY'S Real Estate Guide

Publishers - A Family Affair

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Sandee Reynebeau - Sandeethequilter@aol.com

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Supporters-in-Chief

Elizabeth Reynebeau

Jennifer (Reynebeau) Kendall

CIRCULATION - 14,000 +

Neighborhood Distribution

| | |
|---|------|
| Amberwick - (T) | 96 |
| Bear Creek Village - (SF) | 368 |
| Campbell Green - (T) | 24 |
| Cedar Ridge (Panorama West) - (T) | 42 |
| College West Estates - (SF) | 129 |
| Coventry Heights - (SF) | 6 |
| Fox Point Townhomes - (T) | 77 |
| Green Mountain I, II & III - (T) | 623 |
| Green Mountain Estates - (SF) | 1057 |
| Green Mountain Village - Filing #39 - (SF) | 11 |
| Green Mountain Village - Pre 1970 - (SF) | 1416 |
| Green Mountain Village - Post 1970 - (SF) | 2786 |
| Green Mountain Vista - (SF) | 19 |
| Highland - (T) | 13 |
| High Point - (P) | 25 |
| Lakewood Hills - (T) | 94 |
| Lakewood Vista - (C) | 255 |
| Mesa View Estates - (SF) | 631 |
| Mom's Hill (AL & GMV) - (SF) | 74 |
| Morning Star - (SF) | 68 |
| Mountainside - (T) | 58 |
| Pulte Homes - (SF) | 534 |
| Riva Ridge - (C) | 138 |
| Roca - (SF) | 17 |
| Ryland Homes - (SF) | 327 |
| Sixth Avenue West - Proper - (SF) | 543 |
| Sixth Avenue West - I & II - (T) | 188 |
| Snowbird Condos - (C) | 516 |
| Solterra - (Approx. of occupied) - (SF & P) | 557 |
| Tamarisk Townhomes - (T) | 100 |
| Telluride and Telluride West - (C & T) | 428 |
| Terrace & Villa Montana - (C & T) | 70 |
| Village Homes - (SF) | 578 |
| Village on the Lakes - (T) | 92 |

Notes: C = Condos, SF = Single Family, P =
Patio homes and T = Townhomes

Miscellaneous Distribution

| | |
|-----------------------------------|-------|
| Past Clients +/- | 1,200 |
| Relocation Companies | 100 |
| Local Realtors | 900 |
| Investors | 1,000 |
| Local Business with 10+ employees | 350 |

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.



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Jeremy and Jennifer



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