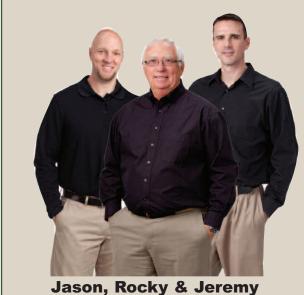
Inside This Issue

Analysis of Denver's real estate market 1
Our current inventory 2-10
Shopping for a home
Current Market Pressures 4
Recent sales - 2/24/16 - 6/1/16 5-8
South Slope Products
Green Mountain Village6
Green Mountain Core Neighborhoods 7
Sixth Avenue West & Mesa View Estates 8
Union Square Products 8
Increase the value of your home 7
Inspections for Buyers & Sellers 7
Other broker sales 8
One-phone-call solutions



PRSRT STD U.S. Postage Paid Denver, Co Permit No. 573

Metro Brokers - Reynebeau & Company

215 Union Blvd., Suite #125 Lakewood, Colorado 80228 Rocky, Jason and Jeremy 303-989-5462

ANALYSIS OF OUR CURRENT REAL ESTATE MARKETPLACE

The markets of Green Mountain and Sixth Avenue West / Mesa View remain very strong.



By Rocky Reynebeau

here are some slight changes taking place in Denver's real estate marketplace - inventory is building slightly, the manic buying is mostly over with and price resistance is becoming part of the narrative. The market may be stabilizing but the overall health remains very robust reflecting Colorado's growth and expanding job base. Green Mountain's real estate orbit typically out-performs the broader market as quantified in the data below. We're a high-demand, low-supply and geographically narrow market. Further, we have very little builder activity, the exception being Solterra, which typically bleeds off demand from resale properties.

This tweaking (which is discussed in the bullet points below) is complicated by organic broader market dichotomies - each individual market / individual home has varying degrees of strength or weakness. Example: At the beginning of this seller's market in April of

2012, the entry level products were extremely strong but the high-end market remained soft. Today, the high-end market is very strong. And, in any market one home can be in a seller's market and while the home across the street is in a buyer's market - in the final analysis, market pressures come down to that one home!

Market dichotomies exist because markets are always fluid . Nothing remains constant in any real estate market and "a normal market" does not exist. Markets always favor either the buyer or the seller or are building pressures to switch to a new favorite. Seriously, a good "market analysis" evaluates the market, product type, price range, neighborhood, the street and the individual home under the umbrella of current market pressures and who those pressures are favoring at the moment. Let's talk about various subjects and products within the framework of current pressures.

Pressure on Prices:

There's been little price resistance for the last four years - ever so slightly, price resistance is becoming part of the narrative. Price reductions are not the same as falling values - it simply means that the pricing envelope has been pushed too far. Recognize that markets continually search for value equilibrium. We typically recommend pushing the price envelope, let the market talk to us and respond quickly if we're kicked in the teeth. Buyers always decide value trendlines.

Bidding up of Prices:

There's little bidding-up of prices. This could be a result of having reached value equilibrium, of seasonal issues; election year psychology or the market simply taking a breather? Whatever the reason we remain in a strong seller's market!

Strength of the Market by Price Range

Green Moun	tain & S	Sixth <i>A</i>	lvenue	West/ M	lesa V iew	Amalgamated
Price Range	Active	U/C	Total	% U/C	Sold Per Mo.	Mo. Supply
100K - 200K	2	8	10	80%	5	<1
200K - 400K	16	50	66	76%	24	<1
400K - 600K	17	27	44	75%	19	1.0
600K - 800K	16	16	32	50%	7	2.0
800K - 1000K	6	4	10	40%	2	3.0
>1000K	2	1	3	33 %	1	2.0

The Broader Market - Denver's Metroplex

Price Range	Active	U/C	Total	% U/C	Sold Per Mo.	Mo. Supply
100K - 200K	620	1157	1777	65%	685	<1
200K - 400K	3780	6470	10,250	63 %	3231	1.2
400K - 600K	3529	2885	6414	45 %	1707	2.1
600K - 800K	1687	854	2541	34 %	514	3.3
800K - 1000K	879	282	1161	24 %	179	4.9
>1000K	1548	291	1839	16%	175	8.8
Matani C M		1 24	2016 TI I	1 1	. 1 . 1 .1	1 (1

Notes: Source: Matrix -September 24, 2016. The broader market data reaches the law-of-largenumbers while our local market does not. % U/C = Total / U/C. Months Supply = Sold per month Active. Does not include any builder activity.

Seller's Psychology: Sellers are the last to recognize that value equilibrium has been reached. In economic circles it's called inelasticity - that's a subject for another day. For both the benefit or detriment of the seller, the

Buyer's Psychology: Buyers care about prices, but for the last 4 years they cared less about price than they did about finding a home to buy. Today, on the margins, buyers are displaying price resistance but only on over-priced properties. Buyers subconsciously know when value equilibrium has been reached and demonstrate that by their behavioral patterns.

Does this Seller's Market have Legs: As long as interest rates stay low and Colorado continues to grow we are going to see a stong market with a seller bias.

Strength by Price Ranges: This is a broadly-based seller's market with the Green Mountain orbit out-performing the metroplex. Again, this is quantified by the insert box data.

Equity Positions: A robust real estate market bubbles up from entry level products. As values rise, equity builds allowing for a bunch of upgrade moves. **Example**: A sale of a Snowbird condo may lead to 3-4 sales up the various price points.

Summary

Our markets are firing on all burners and will continue to do so for the foreseeable future though values may be stabilizing a bit. There are clearly slight changes taking place but nobody, with any degree of certainty, can declare what it means at this point in time. The organic uncertainty of any market is why it's so important to know the current pressures as related to your home. We know those pressures - give us a call if we can help you.

Rocky, Jason and Jeremy

We Do Real Estate

Rocky, Jason and Jeremy

Real Estate Excellence Since 1975



Know that we are always thankful, always appreciative and we never take your



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 ◆ jreynebeau@aol.com

GREEN MOUNTAIN VILLAGE



BEAUTIFUL BRICK RANCH 12212 W. Louisiana Ave.

3 Beds / 3 Baths - 998 + 998 Sq. Ft. - Ranch - 1-car attached garage - 2015
Taxes = \$1765 - Wonderful opportunity to own a popular Hutchinson all brick ranch at a rare price point - Excellent floor plan - Beautiful hardwood floors - Vinyl windows - Perfectly clean and neutral throughout - Original high-quality kitchen w/ all appliances included - Brand new carpet - Fully finished basement w/ large rec room, bedroom, 3/4 bath & utility room - Large backyard with a beautiful silver maple & a huge patio to enjoy - Utility shed - Serviced by A-Rated Devinny Elementary - Walk to Jackson & Lochwood Parks, G.M. Swim Club & DQ - Just 2 miles to Light Rail & all the wonderful Union Square Restaurants - Quick to the Federal Center, St. Anthony's, NREL, downtown, the mountains & Green Mountain trailheads & open space Schools - Devinny, Dunstan and Green Mountain

Status - Active ♦ Offered at \$335,000







GREEN MOUNTAIN ESTATES









WONDERFUL NEIGHBORHOOD 831 S. Arbutus Street

4 Beds/3 Baths - 1400 + 784 Sq. Ft. - Raised Ranch - 2-car garage - 2015

Taxes \$2138 - Cozy & warm raised ranch - Sunny living room with floor-to-ceiling windows - Spacious kitchen with all appliances included - Dining room offers a large pantry and view of the back yard - The master bedroom has access to back deck and hot tub - Updated master bath - Finished basement with wood burning fireplace, additional bedroom, bath and laundry room - Newer double pane windows - Wonderfully maintained back yard with over 100 planted tulips - Complete with a new wrap-around redwood deck - New roof and gutter will be installed prior to closing - Easy commute to downtown, the mountains, the Federal Center and St. Anthony's Hospital

Schools - Green Mountain, Dunstan and Green Mountain

Status - Active
Offered at \$410,000

GREEN MOUNTAIN VILLAGE



AN AMAZING HOME 2409 S. Eldridge St. (4N-Plan)

4 Beds/3 Baths - 2187 + 716 Sq. Ft. - Tir-Level w/ Basement - 2-car garage - 2015 Taxes = \$2430 - This amazing home boasts tremendous pride of ownership throughout - Custom remodeled kitchen w/ 42" antiqued raised-panel cabinets, Corian counters & large pantry - Beautiful & unique laminate flooring - Updated bathrooms - Excellent lighting - Vinyl windows - Cozy family room w/ gas fireplace, brick surround & built-ins - Incredible all-season sunroom addition w/"walls of windows" brings the outdoors in - Perfectly landscaped & manicured backyard - Lots of privacy, a garden area, raspberry patch & two sheds - Corner lot - Finished basement w/ rec room, bedroom, utility room & workshop - Just 5 blocks to Coyote Gulch Park - Quick to Bear Creek Lake Park, Green Mountain open space & trailheads - Easy commute to downtown, the mountains, Light Rail, St. Anthony's & the Federal Center

Schools - Rooney Ranch, Dunstan and Green Mountain Status - Active • Offered at \$439,900









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



We Do Real Estate

Buying a home - Part 2 of 4

BUYING A HOME - COGNITIVELY SHOPPING FOR YOUR DREAM HOME

The process of buying a home needs a good balance between emotions and thoughtfulness



By Jason Reynebeau uying 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.

There is a lot to consider when you are buying a home. Here are our thoughts on how to go about the process of actually shopping for a home.

FIRST THINGS FIRST

There is no correct way to shop for a home! We're all different - some function on pure emotions while others want a spreadsheet analysis to validate *those emotions*. We favor a thoughtful approach which increases the buyer's control of the shopping process. With that being said,

Always ask yourself these questions filtered through an elongated 5-year timeline:

Does this home fit us physically and financially? Is the home located where we want to live and build our lives? And, very importantly, will we be excited to call this home?

FIND A SKILLED REAL ESTATE AGENT: You should intuitively feel if there's a fit and *if an agent is truly interested in helping you.* Interview agents until you find that fit and don't sign an agency agreement until after *education day*. Begin with a long conversation, in their office, discussing what a dream home, within your desired financial and geographical framework, looks like to you. The conversation should be about your needs - not about why you should use them! During that visit assess their skill set, empathy, honesty and knowledge of the *particular market* you are interested in.

GET PRE-QUALIFIED: Concurrently, it's important to get pre-qualified to establish what your parameters are and what needs to be done to qualify for the loan we will need. Be very careful in selecting a lender - this should be discussed in the previous conversation.

The Process of Shopping for a Home

It's important to establish a baseline from which to function. We suggest an "education day" which introduces market realities into the process.

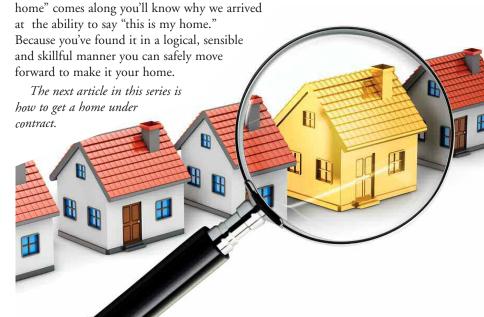
Education Day: The goal here is to determine what we're actually looking for - which product type, price point and location makes the most sense to your family's needs. We'll take a look at 15-20 product options in various price points and locations. Do we want to buy a home where we want to build our lives or near our jobs? Does the "dream home" match market realities? What are the absolutes vs. the non-absolutes? Example: We may discover that the 3-car garage will require expanded geography or price points. Should we drop the dream or expand the geography/price?

Education day firms up the target, gets us on the same page and begins to develop the relationship - both parties need to be comfortable with the relationship. If not - both need to move on. If yes, it's ok to sign the agency agreement and begin to shop all existing inventory and set up a link which continually searches the market and contacts all of us each time a new listing, with our established parameters, comes on the market.

First-Things-First and *Building-the-Baseline* is actually the hardest part of buying a home. Now the fun begins - finding that perfect home for you and your family.

SHOPPING THE MARKET

The shopping process is one of searching until you find that home that meets your needs and, most importantly, fires your rockets. Tweaking and compromising is a big part of the experience because over time the parameters of product, price, condition and location can change dramatically. Knowing what you're doing and why you're doing it is important - stay on the goal. When that "perfect



Upcoming issues: Part 3 of 4 - Getting a home under contract. Part 4 of 4 - Getting it to the closing table.

ANCILLARY - THE STRESS OF THE SHOPPING PROCESS

here will always be stress - it's the nature of the beast. It's best managed by employing a thoughtful process, staying in control of emotions, knowing the market pressures related to a given home, always understanding exactly what is going on and trusting that the universe will provide the home-of-your dreams.

Broad-market-pressures and those of a given home are forever changing. A successful buyer will understand that urgency levels and priorities need to reflect those pressures. *Here are some examples*:

Shopping in a Seller's Market: This market favors the seller, inventories are very fluid, about 80% of all homes sell, urgency is high for the buyer and less so for the buyer. After searching the existing inventory a buyer may look at only one or two homes at a time and response time needs to be quicker. It becomes easier to compromise on absolutes because *the priority* becomes finding a home to buy.

Buying in a "Normal" Market: This market favors neither party with stable values and inventories. Only 50% of the properties actually sell. It's easy to find a home. The urgency is less for both parties with a slight bias for the buyer. The priority here is to

insure that the subject home meets your long-term needs. These markets are somewhat rare in our part of the world - we always seems to be swinging like a pendulum.

Buying in a Buyer's Market: This market favors the buyer - values are unstable and inventories very high. In *very* weak buyer's markets only 25% of all properties sell. There's lots of urgency on true sellers and very little on buyers. The subliminal priority here is to assess the long-term outlook of that market. If the future looks good then it's ok to buy. But if it looks horrible you'll need to buy for the very long term or not at all. Know the territory and act accordingly. Here is a buyer's market dichotomy - any seller can put their home in a seller's market simply by pricing their home accordingly.





ROCKY, JASON AND JEREMY

We Do Real Estate

CURRENT MARKET PRESSURES

A ONE-WEEK SNAPSHOT OF DENVER'S REAL ESTATE MARKET As of 5am September 26, 2016

Single Family & Easy Living*

CURRENT INVENTORY - as of 5am 9/2616

ACTIVITY	SINGLE FAMILY	Easy Living*	TOTAL
ACTIVE	10,101	2,227	12,328
Under Contract	9,073	2,839	11,912
SOLD (1/1/16 - 9/26/10	5) 31,565	11,740	43,305

THE PULSE OF ONE WEEK - 9/20/16 - 9/26/16

NEW LISTINGS	874	295	1,169
BACK ON MARKET	204	60	264
PRICE INCREASED	78	21	99
PRICE DECREASED	841	187	1,028
UNDER CONTRACT	1,066	369	1,435
WITHDRAWN/EXPIRED	136	46	182
SOLD	869	333	1202

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 **T**RENDLINES FOR THIS **C**YCLE

VALUE TRENDLINES	SINGLE FAMILY	Easy Living	Amalgamated	Change
SOLD - 1/1/16 - 9/26/16	\$436,060	\$287,275	\$395,724	+9.7%
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	5ам 9/26/16			

YEAR-TO-YEAR AVERAGES - *All 2016 data is year-to-date as of 9/26/16

DATA	2011	2012	2013	2014	2015	2016 *
DOM (1)	96	70	47	36	27	26
PRICE (2)	\$255,423	\$277,379	\$305,304	\$326,756	\$360,547	\$395,724
PER CENT	(3) 94.9%	102.5%	99.0%	99.3%	102.4%	98.6%
SALES (4)	40,521	47,821	55,157	56,623	59,666	39,874
PSF (5)**	\$134	\$137	\$156	\$163	\$173	\$202
Expired (6)	25,671	19,008	16,637	14,639	11,259	6,026

Notes: 1. Average number of days to Sell 2. Average year-end sales price 3. Final sales price as a percent of the initial asking price. 4. Total number of sales for the year 5. Price per square foot - see special note. 6. Number of expired listings for the year.

SPECIAL NOTE: **Regarding the price per square foot (PSF). This data falls into the law-of-large-numbers and clearly shows a trendline. But, when related to your home, it is meaningless. Every home is unique with its own set of demand factors.

FOX POINT TOWNHOME



AMAZING REMODEL 1833 S. Deframe Street

3 Beds/3 Baths - 1456 + 600 Sq. Ft. - 2-Story - 2-car Attached garage - 2015 Taxes = \$1433 - Amazing remodel - Every surface has been touched & enhanced with class - Truly must see to appreciate - Nicely updated kitchen w/ concrete counters, stainless appliances & custom slate floors - Beautiful hardwoods - Each bathroom has been updated w/ it's own personality - Cork stairs - New carpet - Perfectly clean & neutral - Full unfinished basement, ready to be finished for additional living space - Rare opportunity - This popular neighborhood has low turnover - Walk less than a half mile to **Green Mountain** Open Space & trailheads - Great location with an easy commute to downtown, the mountains, St. Anthonys, Light Rail and the Federal Center

Schools - Hutchinson, Dunstan and Green Mountain

Status - Under Contract ◆ Offered at \$315,000







GREEN MOUNTAIN VILLAGE









EXCELLENT CONDITION 12297 W. New Mexico Place

4 Beds/3 Baths - 2839 Sq. Ft. - Bi-Level - 2-car garage - 2015 Taxes \$2313 - Updated Kitchen with 42" cabinets and newer appliances -Vinyl windows - Wood stove in family room - Tile floors - Beautiful custom wood trim and 6 -panel doors - Picture windows in every room - Largest bi-level floor plan in Hutchinson Green Mountain -Wonderful backyard with a large covered patio - Sprinkler system -Lots of pride-of-ownership with a great location and neighbors - Walking distance to schools - Full laundry room with additional storage - Workshop - Perfect location with an easy commute to downtown, the mountains and the Federal Center

Schools - Devinny, Dunstan and Green Mountain Status - Under Contract ♦ Offered at \$388,000

BEAUTIFUL 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 - Woodburning 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

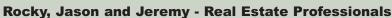
Status - Active ◆ Offered at \$475,000











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



We Do Real Estate

SIXTH AVENUE WEST PROPER



AMAZING REMODEL 14373 W. 3rd Avenue

3 Beds / 3 Baths - 2744 Sq. Ft. - Bi-Level - Oversized 2-car garage - 2015 Taxes - \$3350 - This home has been perfectly updated & expanded from top to bottom - Awesome updated kitchen w/ 42-inch custom-distressed cabinets, Verde Papillion slab granite & stainless appliances - Handscraped Acasia wood floors - Updated bath w/ custom tile work, vanity & slab granite - Tile surround fireplaces - Newer high-quality carpet & pad - Knockdown texture - 6-panel doors - Vinyl windows - Tiled entry - Hardwood stairs - Oil rubbed bronze fixtures - Huge rooms & bedrooms - Stamped concrete drive - Tons of natural light - Large private lot w/ lots of mature landscaping, some xeriscaping, deck, flagstone patio & sunroom addition - Walk to Green Mountain Open Space & trailheads - Just 1/2 mile to Light Rail - 2 blocks to A-Rated Kyffin Elementary - Easy commute to everything.

Schools - Kyffin, Bell and Golden

Sold Price - \$460,000 **◆ DOM** - 10 **◆ Date** - 8/31/16







SOUTH SLOPE NEIGHBORHOODS

Sales reported between 6/1/16 - 9/24/16

Bear Creek Village - Single Family												
Address	Flg.	Style	<u>Sq. Ft*</u>	Base	<u>Date</u>	Price	DOM	<u>Notes</u>				
12600 W Auburn Ave *	3	R	2485	PFF	9/6/16	\$597,890	67					
12394 W Auburn Dr *	5	2S	3541	FF	8/24/16	\$717,000	81					
2419 S Yank Ct *	1	2S	4699	FF	7/26/16\$	51,025,000	24	E				
12610 W Auburn Ave *	3	2S	2575	PO	7/22/16	\$555,000	64					
13021 W. Vassar Place *	1	25	3190	EE	6/27/16	\$625,000	115	Ī				

Coventry Heights - Single Family

Address Style B/B Sq. Ft* Base Date Price DOM Notes
No sales reported from 1/1/16 - 9/24/16

Pulte Homes - Single Family

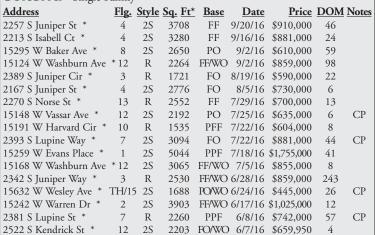
Address	Flg.	<u>Style</u>	Sq. Ft*	Base	<u>Date</u>	Price	DOM	Notes
2706 S Cole Ct *	EMV	2S	2256	FF/WC	9/13/16	\$567,500	5	
13692 W Amherst Pl	VMV	2S	2095	PFF	9/1/16	\$490,000	5	CP
2329 S Ellis Ct *	44	2S	2217	FO	8/26/16	\$420,799	32	L
2429 S Flora Ct *	50	2S	1783	FF	8/9/16	\$457,500	8	
13725 W Amherst Way*	VMV	2S	1805	FF	7/13/16	\$485,000	4	
2259 S Ellis Ct *	49	2S	2063	FPF	6/16/16	\$460,000	4	
13683 W Amherst Pl*	VMV	R	2135	FF	6/10/16	\$530,000	4	
14340 W/ Warren Dr *	54	25	1793	FF/W/C	6/2/16	\$465,000	14	

Ryland Homes - Single Family

Address Flg. Style Sq. Ft* Base Date Price DOM Notes

No Ryland sales during this reporting period.

Solterra - Single Family



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

9/15/15

Address

Style B/B Sq. Ft* Base Date Price DOM Notes
3241 S Indiana St * R 2/2 1505 PPF 6/28/16 \$400,000 0
3221 S. Indiana St * 2S 3/3 1936 PFF 6/20/16 \$391,000 22 CP

Village Homes - Single Family

Address	<u>Fig.</u>	<u>Style</u>	<u>Sq. Ft</u> [*]	Base	<u>Date</u>	Price	<u>DOM</u>	<u>Notes</u>
2139 S Flora Ct *	SUM	2S	3085	FF	9/15/16	\$562,000	5	
2150 S Eldridge St *	SUM	2S	2598	FF	8/29/16	\$586,000	6	
14196 W Bates Ave *	SG	2S	3162	FF	8/23/16	\$562,000	57	
14195 W Amherst Ave *	SG	2S	2614	FF	7/28/16	\$590,000	52	
14120 W Warren Dr *	SUM	2S	1979	FF/WC	7/27/16	\$490,000	6	CP
14236 W Evans Cir *	SUM	2S	2927	FF	7/22/16	\$645,000	10	CP
14153 W Cornell Ave *	SG	2S	2673	FF	7/21/16	\$589,000	50	CP
2135 S Eldridge St *	SUM	2S	3039	FF	6/10/16	\$650,000	5	
2827 S Fig St *	SG	25	2466	FF	6/9/16	\$535,000	10	CP

End of South Slope Neighborhoods

Note: See amalgamated sales data, footnotes and Matrix disclaimers on page 5.

GREEN MOUNTAIN TOWNHOME









GREAT LOCATION 12676 W. Virginia Avenue

2 Beds/3 Baths - 1143 Sq. Ft. - 2-Story - 2-Carports - 2015 Taxes \$1205 - Great location in Green Mountain I - Sits on a small park with view of the pool - Great covered patio to enjoy year round - Storage shed - Two master bedrooms each with a private bath and walk-in closets - Large front windows enjoy lots of natural light - Original owner - well maintained - Wonderful opportunity to add your own touches - Close to shopping, open space, hiking and biking trails - easy commute to St. Anthony's Hospital, the Federal Center, downtown and the mountains - Maintained by a high-quality HOA - Has restrictions on Investors

Schools - Foothills, Dunstan and Green Mountain

Sold Price - \$245,000 ◆ DOM - 12 ◆ Date - 9/21/16

GREEN MOUNTAIN VILLAGE



EXCELLENT CONDITION 12331 W. Dakota Drive

4 Beds/2 Baths - 998 + 998 Sq. Ft. - Ranch - 1-car garage & 1-carport - 2015 Taxes \$1827 - Refinished hardwood floors - Updated kitchen with granite countertops and slate tile - Stainless steel appliances - Newer vinyl windows - Fireplace in family room - Updated bathrooms - New light fixtures throughout - Fresh paint throughout - New carpet in the basement - Partially covered custom patio - Large yard - Popular floorplan - Huge laundry room with additional storage - Roof scheduled to be replaced at the end of the month - 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

Status - Under Contract ◆ Offered at \$340,000







The Neighborhoods of Green Mountain & Sixth Avenue West

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 September 26th
 377

 2015 - as of September 26th
 454

 2014 - as of September 26th
 406

General Disclaimers and Footnotes:

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

 $\label{eq:concessions} \textbf{OTHER NOTES:} \quad CP - Concessions \ Paid, \ FX - Fix-up, \ E - Estate \ \& \ L - Lender$

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.



Rocky, Jason and Jeremy - Real Estate Professionals

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

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



ROCKY, JASON AND JEREMY

We Do Real Estate

GREEN MOUNTAIN VILLAGE NEIGHBORHOODS

Sales reported between 6/1/16 - 9/24/16

Green Mountain Village - Pre-1970 Products

Pre-1970 - Larg	e F	Rand	ches.	- Single	e Family			
			Sq. Ft*		<u>Date</u>	Price	DOM	Notes
542 S Union Blvd *	2	4/3	1197	FF	9/23/16	\$350,000	6	
12366 W Ohio Cir *	5	3/2	1415	FPF	9/23/16	\$310,000	17	E
473 S Union Blvd *	4	4/3	1197	FF	9/16/16	\$324,900	15	
1753 S Vancouver Ct *	12	5/3	1247	FF	9/16/16	\$410,000	53	
862 S Union Blvd *	2	5/5	1197	FF	9/1/16	\$350,000	5	CP
12249 W Alabama P	8	6/6	1154	FF	8/26/16	\$350,000	15	
1754 S Vivian Ct *	12	5/5	1247	FF	8/23/16	\$405,000	4	
12111 W Louisiana Ave *	8	5/5	1197	FF	8/19/16	\$391,800	6	
12151 W Dakota Dr *	4	5/5	1197	FF	8/12/16	\$350,000	4	
12222 W New Mexico Ave*	14	4/4	1512	PFF/WC	8/12/16	\$424,850	31	CP
12288 W New Mexico Pl *	16	5/5	1489	PFF/WC	8/10/16	\$410,000	16	
1604 S Urban Way *	12	4/4	1197	FF	7/28/16	\$370,000	6	CP
12047 W Arkansas Pl *	10	5/5	1478	FF	6/30/16	\$457,000	2	
12511 W Dakota Dr *	5	3/3	1197	FO	6/29/16	\$330,000	3	
568 S Swadley St *	2	5/5	1211	FF	6/28/16	\$350,000	48	
12378 W Arizona Ave *	8	3/3	1197	FO	6/13/16	\$328,500	6	
451 S Taft St *	2	5/5	1382	FF	6/3/16	\$365,000	15	CP

Pre-1970 - Small Ranches - Single Family

Address Flg. B/B Sq. Ft* Base Date Price DOM Notes

No Pre-1970 Small Ranch sales in this reporting period.

Pre-1970 - Bi-levels - Single Family

 Address
 Flg.
 B/B
 Sq. Ft*
 Base
 Date
 Price
 DOM
 Notes

 12306 W Green Mountain Dr
 12
 4/4
 2718
 N/A
 6/21/16
 \$460,000
 2

Green Mountain Village - Post-1970 Products

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

				,	,	•		
<u>Address</u>	Flg.	Style	<u>Sq. Ft*</u>	Base	<u>Date</u>	Price	DOM	Notes
1807 S Cole Ct *	26	Q	1918	N/A	9/6/16	\$380,000	7	
12712 W Asbury Place *	31	Q	1918	N/A	9/2/16	\$350,000	36	
1807 S Welch Cir *	25	R	2388	N/A	8/31/16	\$394,000	7	CP
1803 S Beech St	26	Q	1918	N/A	8/25/16	\$417,500	4	
12454 W Connecticut Di	* 21	Q	2226	N/A	8/5/16	\$430,000	23	
1815 S Youngfield Place 3	* 25	Q	2164	N/A	8/1/16	\$364,900	18	CP
13218 W Jewell Place *	29	R	2408	N/A	7/22/16	\$433,903	2	
13885 W Baltic Place *	42	Q	2024	N/A	7/22/16	\$402,500	21	CP
13895 W Baltic Place *	42	Q	2023	N/A	7/1/16	\$414,000	4	Е
1430 S Youngfield Ct *	22	Q	1918	N/A	6/30/16	\$375,000	5	CP
1957 S Xenon St	31	Q	1918	N/A	6/23/16	\$364,000	4	

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

<u>Address</u>	Flg.	Style	<u>Sq. Ft*</u>	Base	<u>Date</u>	Price	DOM	Note
2446 S Fig Ct *	44	4L	2307	PO	9/6/16	\$440,000	3	
1241 S Ward Ct *	21	4N	2187	PPF	8/18/16	\$440,000	22	CP
13243 W Utah Cir *	26	4N	2187	PFF	7/29/16	\$417,000	4	
1968 S Van Gordon St	34	4N	2187	PPF	7/25/16	\$421,000	22	
1287 S Wright Ct *	21	4N	2187	PFF	7/15/16	\$455,000	3	CP
12584 W Alabama Way *	24	4N	2187	PPF	7/8/16	\$389,000	5	
1483 S Wright St *	19	4N	2187	PPF	7/5/16	\$388,000	19	

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

Address	Flg.	Style	Sq. Ft*	Base	<u>Date</u>	<u>Price</u>	DOM	Notes
13473 W Oregon Ct	28	Ď	1799	FF/WO	9/16/16	\$473,000	3	
1487 S Wright St *	19	A	1477	FF	9/16/16	\$455,000	6	
12532 W Florida Dr *	19	A	1477	FF	9/8/16	\$472,000	6	
12401 W Green Mountain Cir	*20	A	1477	PFF	8/30/16	\$404,000	16	CP
1596 S Xenon Ct *	19	A	1705	PFF	7/14/16	\$455,000	5	
13211 W Jewell Cir *	29	A	1492	PFF	7/1/16	\$380,000	5	
2018 S Devinney St *	37	A	1477	FF	6/30/16	\$415,000	8	
12182 W Asbury Place *	34	В	1486	FF/WO	6/29/16	\$472,000	10	
1956 S Urban St *	35	A	1445	PFF	6/28/16	\$335,000	1	E/FX
13289 W Warren Ave *	36	В	1486	PFF/WO	6/27/16	\$452,000	4	
13246 W Warren Cir *	36	D	1656	FF/WO	6/16/16	\$455,000	5	

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

Address	Flg.	<u>Style</u>	<u>Sq. Ft*</u>	Base	<u>Date</u>	<u>Price</u>	DOM	Notes
12929 W Montana Dr *	25	Ē	1086	PFF	9/19/16	\$412,500	5	CP
1481 S Valentine Way	21	Н	1273	FF	8/26/16	\$360,000	59	
1770 S Youngfield Ct	25	Е	1106	FF	8/5/16	\$401,000	4	
13887 W Pacific Ave *	37	Н	1252	PFF	7/28/16	\$391,000	4	CP
1972 S Van Gordon St *	34	J	1055	PFF	7/27/16	\$389,000	31	
2287 S Coors Ct *	38	Н	1309	PFF	6/30/16	\$425,000	6	
1821 S Yank Ct *	25	Е	1089	FF	6/21/16	\$375,000	5	

Post - Hybrids - Mixed Floor Plans- Single Family

Address Flg. Style Sq. Ft* Base Date Price DOM Notes
No Hybrids sold in this reporting period

End of Green Mountain Village Neighborhoods

Note: See amalgamated sales data, footnotes and Matrix disclaimers on page 5.

GREEN MOUNTAIN VILLAGE



AMAZING CORNER LOT 2226 S. Beech Court - B-Plan

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/ walkin 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 moun-

Wonderful Schools - Rooney Ranch, Dunstan and Green Mountain

Status - Under Contract
Offered at \$410,000







JEWELL LAKE CONDO









AMAZING PARK & LAKE VIEWS 10550 W. Jewell Ave. #301

2 Beds/ 2 Baths - 1268 Sq. Ft. - 2-Story Condo - 1-car garage + 1-Reserved Space - 2015 Taxes = \$1261(senior exemption) - Incredible endunit condo w/ tons of natural light - Fronts to beautiful Cottonwood Lake w/ lovely walking path - Perfectly clean & neutral - Large great-room floor plan w/ vaults & gas fireplace centerpiece - Floor-to-ceiling windows bring the outdoors in & allow for year-round enjoyment of the peaceful setting - Upper level master suite w/ walk-in closet, full bathroom & office space - Main level bedroom - Vaulted ceilings w/ skylights - All appliances included - 1-Car detached garage + reserved parking space - Walk to Smith Reservoir & Kendrick Lake Park - Easy commute to downtown, light rail,

the mountains, St. Anthony's & the Federal Center - Special opportunity
Schools - Green Gables, Carmody and Bear Creek H.S.

Status - New Listing • Offered at \$235,000

GREEN MOUNTAIN VILLAGE



AMAZING VIEWS / 4-CAR GARAGE 13473 W. Oregon Court - D-Plan

Beds/3 Baths - 1799 + 1711 Sq. Ft. - Ranch w/ Walkout- 4-car garage - 2015 Taxes = \$2114 - Incredible opportunity to own an expanded Hutchinson Ranch (3500+ total sq ft) w/ beautiful mountain views, attached 4-car garage & Cul-de-sac location - Direct access to Green Mountain Trails (1/3 mile) - This home has tons of space and has been perfectly maintained by its loving owner - Large Kitchen w/ oak raised panel cabinets, stainless appliances & island - Main-level deck to enjoy the views - Laminate flooring - Bay window - Vinyl windows - Large bedrooms - Fully -finished walkout basement w/ expansive rec. room, bar, sunroom w/ 2nd fireplace, 4th bedroom, 3/4 bath & utility room - Beautiful backyard oasis w/ mature landscaping & gazebo - This is a truly special and unique home. Schools - Hutchinson, Dunstan and Green Mountain

Sold Price - \$473,000 **♦ DOM** - 3 **♦ Date** - 9/16/16









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



We Do Real Estate

Your Home's Value

INEXPENSIVE WAYS TO INCREASE THE VALUE OF YOUR HOME



By Jeremy Kendall

There are three pieces to the real estate puzzle - price, condition and location. Location is established the day the home is purchased. After the location has been set, condition becomes the only attribute controllable to the owner which can impact value. Importantly, condition has a huge impact on a home's value. We spend a lot of time with our sellers discussing the things that can be done to increase both value AND saleability.

In my last article we talked about getting a home ready for the market. Now let's talk about game day - that actual viewing of the home by a prospective buyer. Always remember that a buyer will see more value on a home that shows well and less on one that doesn't.

You have the ability to effect value simply by making the extra effort to show the home properly.

How to Properly Show Your Home

We show hundreds of homes to prospective buyers and we're always amazed at how infrequently a home is properly presented on game day. Often, we walk into a dark home with lights off, and curtains closed. *That's the first impression!*

This first impression is often exacerbated with unmade beds, remnants of breakfast in the sink and a TV blasting away. This does not say "welcome home" to most buyers. It's so easily avoided.

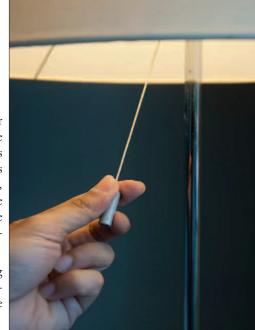
Imagine going into a model home- it's so clean, music is playing, it's bright and you're free to roam. That's the target to shoot for. Give the buyer a good reason to want to buy your home.

Lights on, Music Playing and Be Gone!

First, expect a showing every day your home is actively on the market! Thus, every day, beds need to be made, kitchens/baths need to be spotless and generally be in the best "game day" condition possible. If you're leaving for the day leave it in perfect showing condition. If you're home for the day then adapt quickly but in either event - when you leave do the following:

Lights On: Turn on all lights that enhance your home's appearance or ease the buyer's ability to see the home - don't forget the basement and garage. This is especially the case when you know in advance there is going to be a showing. If you're unaware of a showing, turn on the lights in the main areas and surely don't close the window coverings. Practice this - play the part of the buyer and walk through your home room by room - you'll know which lights need to be turned on.

Music Playing: This is easy! In the main living area, turn on some pleasant music that would not be distracting to the showing. Soft and pleasant - that's the goal. Easy!



Be Gone: It's unpleasant to show a home when someone is home - it's hard to look around, harder to converse and buyers feel like their invading your space. Typically, they just take a quick look and they're out of there. Really be gone! If you're at home during the scheduled showing time - don't leave until they actually show up, say hello, let them in and then indicate that you're leaving - even if the Realtor says it's not necessary. Don't go far: Drive up the street, park where you're out of sight and go back only after they've driven away. It's a pain but tolerable. If you can't leave, then do your best to stay out of their space.

Repeat This: You're not done after it's under contract. Repeat this for the inspection, the appraisal or every time the buyer comes back to the home. The inspector, appraiser and buyer are all validating the home and the decisions.

Summary

Selling a home is not a social event - it's a business event and needs to be treated accordingly. Your agent should have a knowledgeable conversation about the issues involved in enhancing the value and the saleability of your home. If possible, have these conversations months before the home is going on the market.

We do this for a living - give us a call if you feel comfortable that we can help you.

OTHER GREEN MOUNTAIN CORE PRODUCTS

Sales reported between 6/1/16 - 9/24/16

Campbell Green- Townhomes

Address Style B/B Sq. Ft* Base Date Price DOM Notes
No Campbell Green sales in this reporting period.

Fox Point - Townhomes

Address Flg. Style Sq. Ft* Base Date Price DOM Notes

No Fox Point sales in this reporting period.

 Address
 Flg. Style Sq. Ft*
 Base Date Price DOM Notes

 12676 W Virginia Ave 772 S Youngfield Ct *
 1
 2S
 1432 N/A 9/21/16 \$245,000 12
 12

 772 S Youngfield Ct *
 2
 R
 1140 N/A 9/15/16 \$240,000 4 CP
 CP

12658 W Virginia Ave * 2S 1430 FF 9/12/16 \$270,000 749 S Youngfield Ct * 1350 N/A 7/6/16 \$245,000 R 12435 W Alameda Dr * 2S 1120 N/A 6/29/16 \$215,000 12652 W Virginia Ave * 2S 1480 FF 6/6/16 \$269,900 12586 W Virginia Ave * CP 1538 N/A 6/3/16 \$250,000

Green Mountain Estates - Single Family

Flg. Style Sq. Ft* Base <u>Address</u> <u>Date</u> Price DOM Notes 13537 W Exposition Dr * BI 2204 N/A 9/16/16 \$449,000 13912 W Virginia Dr * 1831 PFF 9/9/16 \$399,900 4L 13787 W Kentucky Dr * 10 2S 4125 FF 9/7/16 \$620,000 L 29 GME RR FF 8/31/16 929 S Alkire St * 1153 \$400,000 14032 W Exposition Dr * 2S 3636 FF/WO 8/26/16 \$740,000 CP 8 13395 W Center Dr * 2010 PO 14467 W Center Dr * 2S 2576 FF/WO 8/9/16 \$705,000 8 13628 W Alaska Dr 2094 R N/A 8/8/16 \$450,000 CP GME RR \$452,000 910 S Arbutus St * 1361 PFF/WO7/29/16 13587 W Alaska Dr 2 R 1100 FF 7/26/16 \$365,000 FF/WO 7/15/16 616 S Cole Ct * R 1702 13672 W Virginia Dr * R 1919 FF 7/11/16 \$500,000 1161 S Footbill Dr * GME 4L PO 1842 7/8/16 \$508,500 13428 W Exposition Dr * 1454 FF/WO 6/30/16 R \$470,000 13588 W Virginia Dr * RR 1682 FF 6/29/16 \$450,000 402 S Devinney St * BI 2151 N/A 6/29/16 GME. R 1504 FF/WO 6/23/16 986 S Cole Dr \$465,000 961 S Arbutus St * GME RR 1539 PFF 6/14/16 CP \$430,000 13554 W Virginia Dr * 4 BI 3460 N/A 6/3/16 \$525,000 CP

Grn. Mtn. Vista

 Address
 Flg. Style
 Sq. Ft*
 Base
 Date
 Price
 DOM
 Notes

 12662 W Dakota Dr
 *
 GMV
 BI
 1890
 N/A
 8/5/16
 \$410,000
 5
 CP

Grn. Mtn. Village - Filing #39 - No sales reported from 1/1/16 - 9/24/16

High Point - Patio Homes

 Address
 Flg. Style Sq. Ft*
 Base
 Date
 Price
 DOM Notes

 13164 W Asbury Cir *
 HP R
 1693
 FF 8/26/16
 \$519,000
 13

 13178 W Asbury Cir *
 HP R
 2041
 FF/WO8/11/16
 \$630,000
 0

 13152 W Asbury Cir *
 R
 1847
 PFF/WO9/20/16
 \$560,000
 12
 CP

Lakewood Vista - Condos/townhomes

Style B/B Sq. Ft* Base Price DOM Notes <u>Date</u> 1646 S Deframe St C8 * 2/2 N/A 9/16/16 \$224,900 11 1655 S Cole St C1 * N/A 6/24/16 \$217,017 1661 S Cole St C8 С 2/2 791 N/A 6/21/16 \$220,000 1880 S Cole St A2 * N/A 6/21/16 \$220,000 2/2 837

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

Address

Area Style Sq. Ft*
No Mom's Hill sales in this reporting period.

Price DOM Notes

Morningstar - Single Family

 Address
 Style
 B/B
 Sq. Ft*
 Base
 Date
 Price
 DOM Notes

 2689 S Deframe Cir
 *
 25
 3/3
 1162
 FF
 7/15/16
 \$355,000
 1

Roca - Single Family - No Roca sales in this reporting period.

Terrace/Villa Montana - Condos/townhomes

 Address
 Area Style Sq. Ft*
 Base
 Date
 Price DOM
 Notes

 13351 W Alameda Pkwy 204*
 T
 1/1
 849
 N/A
 6/10/16
 \$237,400
 1

End of Other Core Green Mountain Neighborhoods

Note: See amalgamated sales data, footnotes and Matrix disclaimers on page 5.



Rocky, Jason and Jeremy

We Do Real Estate

NORTHERN SLOPE NEIGHBORHOODS

Sales reported between 6/1/16 - 9/24/16

SIXTH AVENUE WEST & MESA VIEW ESTATES

Amberwick - Townhomes

Address	Slope	<u>B/B</u>	<u>Sq. Ft*</u>	Base	<u>Date</u>	Price	DOM	Notes
88 S Holman Way *	Up	2/4	1518	FF	9/20/16	\$325,000	10	CP
192 S Holman Way*	Un	4/2	1518	FF	7/6/16	\$292,000	27	

HIGHLAND - Townhomes

Address Style B/B Sq. Ft* Base Date Price DOM Notes
No sales reported from 1/1/16 - 9/24/16

Mesa View Estates - Single Family

			0	,				
Address	Flg.	Style	Sq. Ft	<u>Base</u>	<u>Date</u>	Price	<u>DOM</u>	Notes
187 S Rogers Way*	11	2S	3317	FF/WO	9/9/16	\$827,900	61	
81 S Indiana St*	7	2S	2854	FF/WO	7/13/16	\$679,900	15	
79 Lupine Way*	8	2S	3389	PFF	6/30/16	\$739,250	5	
16539 W Ellsworth Dr*	11	2S	2423	PPF/WO	6/27/16	\$615,000	3	CP
53 S Kendrick Ct*	5	2S	2422	FF	6/6/16	\$577,500	3	

Sixth Avenue West Proper - Single Family

1				-	U				
	Address	Flg.	Style	Sq. Ft	Base	<u>Date</u>	Price	DOM	Notes
	338 Howell St *	5	2S	2928	FF/WO	9/22/16	\$523,000	33	
	13868 W Cedar Ave *	4	4L	2529	PO	9/21/16	\$595,000	50	
	14380 W Ellsworth Ave*	2	R	1955	PFF	9/9/16	\$479,000	10	
	274 Flora Way*	3	2S	2423	PFF	9/9/16	\$505,000	38	
	14373 W 3rd Ave	2	BI	2744	N/A	8/31/16	\$460,000	10	
	105 Flora Way*	2	4L	2233	PFF	8/10/16	\$492,000	113	
	14516 W Byers Pl*	6	2S	3972	FO/WO	8/2/16	\$942,000	15	CP
	14567 W Bayaud Ave	2	2S	2572	PPF	6/9/16	\$510,560	17	
	14114 W 1st Dr*	3	2S	2302	FF	6/3/16	\$552,500	6	CP

Sixth Avenue West I & II - Townhomes

 Address
 Flg. B/B
 Sq. Ft*
 Base
 Date
 Price DOM 295,000
 Notes

 358 Gladiola Ct*
 I
 3/3
 1320
 FPF 6/10/16
 \$295,000
 2

End of Sixth Avenue West and Mesa View Estates Neighborhoods

UNION SQUARE - TOWNHOMES

Cedar Ridge - Townhomes

Address Style B/B Sq. Ft* Base Date Price DOM Notes

No Cedar Ridge sales reported from 1/1/16 - 9/24/16

Lakewood Hills - Townhomes

Address Style B/B Sq. Ft* Base Date Price DOM Notes

No Lakewood Hills sales during this reporting period.

Mountainside - Townhomes

 Address
 Style
 B/B
 Sq. Ft*
 Base
 Date
 Price
 DOM Notes

 224 Zang St *
 2S
 2/2
 1332
 FF/WO 6/10/16
 \$326,700
 28

Village on the Lakes - Townhomes

Address Style B/B Sq. Ft* Base Date No Village on the Lakes sales during this reporting period.

Union Souare - **Condos** & T. W. Townhomes

Riva Ridge - Condos

 Address
 Style
 B/B
 Sq. Ft*
 Base
 Date
 Price
 DOM Notes

 499 Wright St 105 *
 R
 1/1
 712
 N/A
 6/21/16
 \$148,000
 3

Snowbird - Condos

Add	ress	<u>Style</u>	<u>Style</u>	<u>Sq. Ft*</u>	Base	<u>Date</u>	Price	DOM	Notes
429	Wright St 108 *	R	1/1	812	N/A	9/16/16	\$144,000	8	
420	Zang St 301 *	R	2/2	1174	N/A	6/27/16	\$223,000	3	CP
331	Wright St 206 *	R	1/1	812	N/A	6/20/16	\$163,000	14	
341	Wright St 304 *	R	2/2	1072	N/A	6/17/16	\$210,000	3	
430	Zang St 305 *	R	1/1	812	N/A	6/15/16	\$170,000	7	CP
335	Wright St 112 *	R	2/2	967	N/A	6/13/16	\$175,000	1	
203	Wright St 108 *	R	1/1	813	N/A	6/3/16	\$154,000	8	
431	Wright St 112 *	R	2/2	1072	N/A	5/31/16	\$194.500	3	

Telluride and Telluride West - Condos & Townhomes

 Address
 Area Style Sq. Ft*
 Base N/A 9/22/16
 Price DOM Notes

 226 Wright St 306 *
 TW R 1184 N/A 9/22/16
 \$204,000 4

Union Square - Single Family

College West - Single Family

Address Style B/B Sq. Ft* Base Date Price DOM Notes

No College West sales during this reporting period.

Find of Union Square No.

End of Union Square Neighborhoods

Note: See amalgamated sales data, footnotes and Matrix disclaimers on page 5.

Recent Sales - Since 118th Issue - June 2016

GREEN MOUNTAIN VILLAGE



12249 W. Alabama Place Sold Price - \$350,000 ◆ **DOM** - 15 ◆ **Date** - 8/2616

GREEN MOUNTAIN ESTATES



13628 W. Alaska Drive

Sold Price - \$450,000 ◆ DOM - 26 ◆ Date - 8/8/16

Union Souare - Snowbird



380 Zang Street #104
Sold Price - \$200,000 ◆ DOM - 7 ◆ Date - 8/11/16

GREEN MOUNTAIN VILLAGE



1481 S. Valentine Way Sold Price - \$360,000 **♦ DOM** - 59 **♦ Date** - 8/26/16

Union Square - Telluride West



414 Wright Street #103

Sold Price - \$228,000 ◆ DOM - 2 ◆ Date - 8/24/16

GREEN MOUNTAIN VILLAGE



13091 W. Jewell Circle
Sold Price - \$330,000 ◆ DOM - 34 ◆ Date - 8/31/16

Other Broker Co/Op Sales - Since 118th Issue

CHEESMAN PARK



1250 HUMBOLDT ST #902 Colop Sale with RelMax/Reynebeau & Company - 8/10/16

OLD TOWN ARVADA



8102 GRANDVIEW AVENUE
Co/op Sale with Century 21/Reynebeau & Company - 8/10/16

Belmar



7240 W. CUSTER AVENUE #413
Co/op Sale with Cherry Creek/Reynebeau & Company - 8/10/16

GREEN MOUNTAIN VILLAGI



1803 S. BEECH STREET - Q-PLAN

Colop Sale with Realty Professionals/Reynebeau & Company - 8/25/16

South Slope - Mountainview



13692 W. AMHERST PLACE
Co/op Sale with Keller Williams/Reynebeau & Company - 9/1/16



We Do Real Estate

GREEN MOUNTAIN VILLAGE









AMAZING VIEWS & LOCATION 1770 S. Youngfield Court - E-Plan

4 Beds / 2 Baths - 1106 + 1086 Sq. Ft. - Ranch - 2-car garage - 2015 Taxes = \$1957 - This home has the most incredible location - Sits high at the end of a cul-de-sac - Amazing mountain views from almost every room - Tons of vinyl windows let the outside in - The large deck and patio allow for easy enjoyment - Perfectly maintained - Clean & neutral throughout - Lovely kitchen w/ raised panel cabinets & all appliances included - Updated bathroom - Garden level basement w/ rec room, 2 bedrooms, 3/4 bath & utility room - Beautiful yard w/ lots of mature landscaping - Walk from the backyard to Green Mountain Trails & Excellent schools - Easy commute to downtown, the mountains, light rail, St Anthony's, Union Square and the Federal Center

Schools - Devinny, Dunstan and Green Mountain

Sold Price - \$401,000 \(\rightarrow\) DOM - 4 \(\rightarrow\) Date - 8/5/16

VALLEY AT RAINBOW RIDGE









WHAT A LOCATION!!!! 11955 W. 56th Drive

4 Beds / 3 Baths - 1953 + 649 Sq. Ft. - 2-story - 3-car garage - 2015 Taxes = \$2506 - Wonderful 2-story in a gem of a neighborhood w/ a 3-car garage & a truly special location - Backs to Van Bibber walking trail - Greenbelt setting w/ native landscaping, huge trees & tons of wildlife - Enjoy all of it from your backyard - It's so impressive - Wonderfully maintained - Clean & neutral throughout - Hardwoods grace the entry & flow into the kitchen & eating space - Excellent floor plan - Tons of natural light - Vinyl windows - 6-Panel doors - Gas Fireplace - Newer furnace & AC - Concrete tile roof - Large Master w/ vaulted ceilings & 5 pc master bath - Mountain views from the corner bedroom - Finished basement rec room w/ newer carpet - This home is lovely

Schools - Vanderhoof, Drake and Arvada West
Status - Active • Offered at \$445,000

CLOVERDALE WEST



LOVELY REMODEL 1645 S. Yukon Court

4 Beds / 2 Baths - 1820 Sq. Ft. - Bi-Level - 1-car garage - 2015 Taxes - \$1838 - This wonderful home has been updated from top to bottom - Awesome red oak hardwoods grace the entire main level - The kitchen has been opened up to create a great-room - 42 inch contemporary cabinets - All appliances included - 2 custom tile surround wood-burning fireplaces act as perfect focal points for both family rooms - Updated bathrooms - Tons of natural light flows through the vinyl windows - 4 large bedrooms - Tiled entry - New roof and gutters - New exterior paint - Huge private backyard w/ mature landscaping, concrete patio, garden area and sprinkler system - Easy access to downtown and the mountains - This is a special home

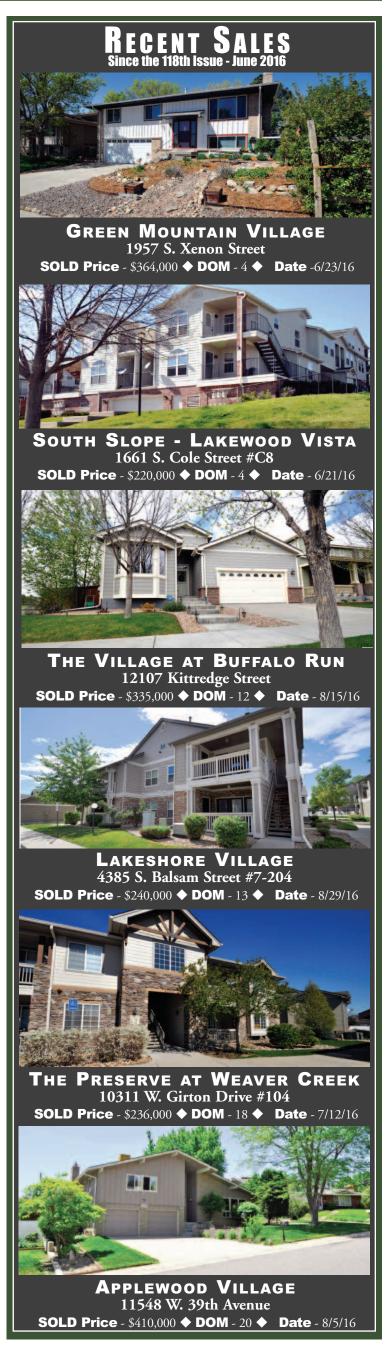
Schools - Patterson, Alameda & Alameda

Sold Price - \$317,500 **♦ DOM** - 54 **♦ Date** - 9/16/16











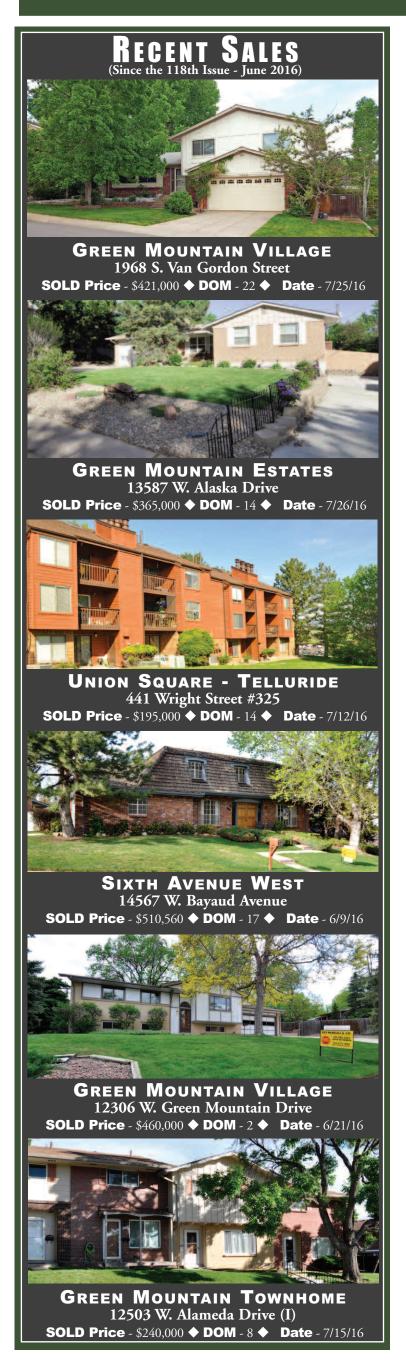
Rocky, Jason and Jeremy - Real Estate Professionals

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



Rocky, Jason and Jeremy

We Do Real Estate



Home Inspections Make Sense for Both the Seller and the Buyer

Realty Times, September 2016.

If you're hiring someone to inspect the home you want to buy, or you're a seller trying to find out if there are any hidden problems that need fixing before you put your home on the market, here are five things you need to know:

Choosing your home inspector. Your real estate professional can recommend an inspector, or you can find one on your own. Members of the National Association of Home Inspectors, Inc. (NAHI), must complete an approved home inspector training program, demonstrate

experience and competence as a home inspector, complete a written exam, and adhere to the NAHI Standards of Practice and Code of Ethics.

Inspectors point out adverse conditions, not cosmetic flaws. You should attend the inspection and follow the inspector throughout the inspection so you can learn what's important and what's not. No house is perfect and an inspection on any home is bound to uncover faults. A home inspector will point out condi-



tions that need repair and/or potential safety-related concerns relating to the home. They won't comment on cosmetic items if they don't impair the integrity of the home. They also do not do destructive testing.

Home inspection reports include only the basics. An inspector considers hundreds of items during an average inspection. The home inspection should include the home's exterior, steps, porches, decks, chimneys, roof, windows, and doors. Inside, they will look at attics, electrical components, plumbing, central heating and air conditioning, basement/crawlspaces, and garages. They report on the working order of items such as faucets to see if they leak, or garage doors to see if they close properly. Inspectors may point out termite damage and suggest that you get a separate pest inspection. The final written report should be concise and easy to understand.

Home inspectors work for the party who is paying the fee. The NAHI Standards of Practice and Code of Ethics clearly state that members act as an unbiased third party to the real estate transaction and "will discharge the Inspector's duties with integrity and fidelity to the client." A reputable home inspector will not conduct a home inspection or prepare a home inspection report if his or her fee is contingent on untruthful conclusions.

The inspector should maintain client confidentiality and keep all report findings private, unless required by court order. That means it is your choice whether or not to share the report with others. If you're a seller, you don't have to disclose the report to buyers, but you must disclose any failure in the systems or integrity of your home.

Inspectors are not responsible for the condition of the home. Inspectors don't go behind walls or under flooring, so it's possible that a serious problem can be overlooked. Inspectors are not party to the sales transaction, so if you buy a home where an expensive problem surfaces after the sale, you won't be able to make the inspector liable or get the inspector to pay for the damage. You're may not be entitled to any compensation beyond the cost of the inspection.

As a buyer, you need the home inspection to decide if the home is in condition that you can tolerate. You can use the report to show the seller the need for a certain repair or negotiate a better price. You can also take the report to a contractor and use it to make repairs or to remodel a section of the home.

One thing you should not do when buying a home is skip having the home inspected because of cost or undue pressure by the seller. A home inspection is reasonable, it can save you money in the long run, and it's required by many lenders, particularly for FHA loans. There's a reason why buyers should beware, and a home inspection gives you the information you need to make a sound buying decision.





ONE-PHONE-CALL SOLUTIONS

We Do Real Estate

Got leaks? We fix leaks.

We're a Roof Service, offering: <u>Inspections - Repairs - Maintenance - Diagnosis</u>
<u>Certifications - Expert Evaluations - Leaks fixed</u> Free Estimates -----> NO Pressure Call Mon-Sat 303-432-8426

Earl-mobile 303-638-7981 Specializing in the repair and maintenance of all roofs **including:** Shakes - Dimensional Shingle - Tile Metal - Asphalt Modified Membranes - Single Ply - Tar&Gravel

email earl@roofix.net Wind Damage - Flashing Problems - Fire - "Critters" - Skylights



GREEN Mountain Interiors Green Interior Solutions. 30 Years Experience Flooring - Kitchen - Bath



David Drelicharz Interior specialist

> 303-980-9836 Cell 303-748-6175 14219 W. Center Drive Lakewood, CO 80228

GreenMountain Interiors@Centurylink.net

Country Applications

Interior Residential Commercial Exterior

Free Estimates Fully Insured & EPA Lead Certified

Winner of a Denver/Boulder BBB Gold Star Certificate for 2009

Owners Chris and Kara Rosevear are residents of Green Mountain and live in Sixth Avenue Wes

303-898-3218

HighCountryApplications.com



14518 W. Bayaud Ave.

Golden, Co 80401-5347

Carpet Cleaning

■ Carpet Cleaning - Truck Mounted

- Area Rug Cleaning
- Upholstery Cleaning
- Tile and Grout Cleaning
- Pet Stain & Odor Removal
- Specialty Stain and Spot Removal
- Reputation Solid
- Experience
- Education Certified
- On Rocky's Best Recommendation List

Serving Lakewood, Golden & surrounding communities since 1991

303-279-7214

Email: AcademyServices@comcast.net

"Best cleaning ever... or you don't pay" Ed Reynolds - Owner

DMD Builders, Inc. Since 1973

Bill McFarlane, Owner 303-757-2721 – office 303-875-1775 - cell

Expert Window and Door Replacement



Andersen W

WE DO WINDOWS!

Energy savings Free estimates

Certified installers

All major vinyl brands Competitive pricing

Visit our Web site at dmdbuilders.com



EXPERIENCE THE **DIFFERENCE** IN HOME FINANCING

GUILD MORTGAGE COMPANY OPENING DOORS AND IMPACTING LIVES SINCE 1960

At Guild Mortgage Company, it's all about you. We take the time to get to know you and your specific needs, then provide custom options to best fit these. Our personalized customer service paired with a smooth closing is worth experiencing.



1000

TIM SIEBENTHAL | RESIDENTIAL MORTGAGE LOAN OFFICER | NMLS# 373249 C: 303-929-2853 | F: 303-954-4827 | TSIEBENTHAL@GUILDMORTGAGE.NET | TIMLENDS.COM 8400 E. CRESCENT PARKWAY #250 | GREENWOOD VILLAGE, CO 80112



Guild Mortgage Company is an Equal Housing Lender; NMLS ID# 3274, LMB 100032997, Tim Siebenthal NMLS ID# 373249. Tim is licensed to do business in the state of Colorado. All loans subject to underwriter approval; terms & conditions may apply. Subject to change without notice.

Rent a G

Remodeling & Handyman Service Repair, Replace, Remodel 720-364-9191

Guy Goddard 22 Years Experience Licensed / Bonded / Insured



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 ♦ jreynebeau@aol.com rlestrocky@aol.com



Jason, Rocky and Jeremy



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



ROCKY, JASON AND JEREMY

We Do Real Estate

Real Estate Guide

Publishers - A Family Affair

Jason Reynebeau - jreynebeau@aol.com 303.989.5462 (O) • 303.875.1840 (C) Jeremy Kendall - jkendall@aol.com 303-989-5462 (O) • 720.280.6377 (C) Rocky Reynebeau - rlestrocky@aol.com 303.989.5462 (O) ◆ 303.667.7075 (C)

Who Makes it Perfect

Sandee Reynebeau - Sandeethequilter@aol.com 303.989.5462 (O)

Supporters-in-Chief

Elizabeth Revnebeau 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 =

Miscellaneous Distribution

Patio homes and T = Townhomes

Past Clients +/-	1,200
Relocation Companies	100
Local Realtors	900
Investors	1,000
Local Rusiness 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.



Metro Brokers - Reynebeau & Co. 215 Union Blvd. #125, Lakewood, Co 80228 (Directly across from Jason's Deli)

303.989.5462 www.rockyjasonandjeremy.com

Published by Reynebeau and Company Copyrighted 1985-2014. No part of this may be reproduced in whole or in part by any means without the express written permission of Reynebeau and Co. -

Market Pressures!

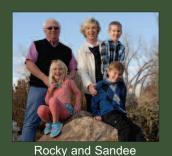
To be a successful buyer or seller it's important to know the current market pressures.

They're part of our DNA!



Rocky, Jason & Jeremy

ur Passion is Family & Real Estate One family at a time . . .









Jason and Beth

Company

Reynebeau & Metro Brokers -

> Real Estate Excellence Since 1975 303.989.5462

WWW.ROCKYJASONANDJEREMY.COM

Jreynebeau@aol.com ♦ Jkendallmb@aol.com ♦ Rlestrocky@aol.com 215 Union Blvd., #125, Lakewood, Colorado 80228