

ROCKY, JASON & JEREMY'S REAL ESTATE GUIDE

Published by Rocky Reynebeau ♦ Jason Reynebeau ♦ Jeremy Kendall

Inside This Issue

Current Market Analysis	1
Paying off a Mortgage	2
The A/B Move	2
Love it or Leave It!	3
Inventory	2-10
Most Recent Sales - April 1 - May 20th	
Townhouse & Condos	8
Single Family Homes	9
Mike Schink - Computer Geek	9
Other Brokers Sales	10
One-Phone-Call Solutions	11



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



Current Market Analysis

Are we on the verge of the next real estate boom?

By Rocky, Jason and Jeremy

Some real estate markets are easy to explain and some are harder to figure out. This one is both easy to explain and understand. At its root this wonderful seller's market is nourishing itself by five factors - cheap interest rates, pent-up demand from first home buyers, pent-up repossession moves, the evaporation of lender involved sales and the manifestation of the "Washington Park Effect." This is all functioning under the umbrella of a stable-to-improving local and national economy.

Cheap Mortgage Rates

It is abundantly clear that this market is interest-rate-driven. These are historical interest rates and it does not take a lot of mental gymnastics to figure out that this is the time to buy or refinance. Here is why: If buyers can qualify for a \$300,000 mortgage at a 6% rate they can qualify for a \$425,000 mortgage when the rates drop to 3.5%. This plays out in numerous ways. Increasing buying power brings more buyers into the market which increases demand and reduces supply.

Rising prices open up a whole new world of options for sellers. It is all good. What we are seeing right now is the market reestablishing values that are reflective of all the factors listed below. We think this will continue until a supply vs. demand equilibrium is established.

Continued on page 10 - Analysis



SOUTH SLOPE - RYLAND

2820 S. FIG STREET



Perfect Curb Appeal and Excellent Condition

Two-story - 4 beds - 3 baths - Sq. Ft. 2193 & 827 - Taxes - \$2,572
Three-car garage - Hardwood floor entry - Popular floorplan with high vaulted ceilings - Stainless steel appliances - Extra large lot with beautiful landscaping and a private backyard - Large deck for family fun and entertaining - Perfectly maintained with tons of pride-of-ownership - Completely automatic sprinkler system - Five-piece master bath - Covered front porch - Full open basement with lots of storage area - A short walk to **Coyote Park** which has a wonderful play area
Convenient to everything with an easy commute to the mountains or downtown.

Status - Coming Soon - Offered at \$TBD

Free Market Analysis
303.989.5462

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

WWW.ROCKYJASONANDJEREMY.COM ♦ 303.989.5462

Real Estate Notes

By Rocky, Jason and Jeremy

Does it Make Sense to Pay off a Mortgage

Being mortgage and debt free is a personal decision. Most financial planners would say it does not make sense to pay off a mortgage. A 4% mortgage is nearly free money! There's the favored tax treatment and growing money at a faster rate than 4% should be easy to do. We agree with all of that but we also see a different side of mortgages and debt.

Financial planners say there are three legs to financial security - pensions, savings and social security. The problem with that concept is that a three-legged stool will fall over when one leg is removed. A fourth leg, a paid-for home, has a nice ring to it.

This is all very personal - guaranteed pensions, piles of money or future inheritances clearly impact life in meaningful ways. Experience shows, however, that many do not have a three-legged stool and some only have one leg - social security. How many legs will your stool have? If you're short on legs, then having a mortgage-free home at retirement is not a luxury - it is mandated.

Time is both a friend or a foe when paying off a mortgage. It's quite easy to accomplish when the idea is an *internalized* part of a financial plan. There are so many ways to do it that it does not require further discussion in this article. But think about this, making one extra payment a year will knock years off a 30-year loan. Refinancing a 30-year loan to a 15-year loan is almost magic. This is easy and sensible stuff and it's not a money thing - it is a head thing. Wrap your mind around debt free and it will happen. Easy!

In an uncertain world, life is always about your personal economy. Debt, for many people, is not a friend - it is a foe! Is paying off a home dumb - maybe! Do you sleep good in a paid-for home? Yes!



The A/B Move

We call upsizing or downsizing moves - an A/B move. Selling A and buying B is either very simple or very difficult. The operative question is this - which is harder to accomplish - selling A or finding B? Equity positions, market pressures, age, product options and the degree of difficulty in finding B are the issues at hand. Examples:

- ◆ **An EASY A/B move.** Young couple living in a condo and needing more space. This is simple because there would be so many B options that would fill the need.
- ◆ **A DIFFICULT A/B move.** Older couple moving because they need a ranch with main floor utilities, no steps, in an empty nestor type neighborhood and absolutely needing to sell A before they can buy B.



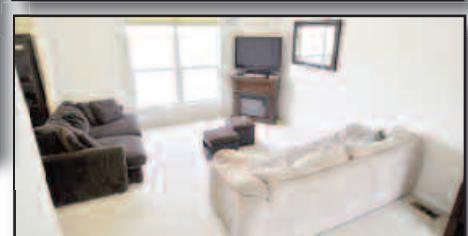
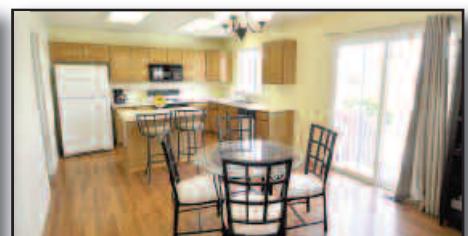
Simply put: It comes down to risk. The young couple has a lot of flexibility and there's a lot of B options. Typically, the best approach is to sell A while looking for a B.

For the older couple, the most horrifying idea would be to have a SOLD sign in front of their home with no place to go - that is scary. So, in that case it is important to find B first and then sell A. That's where a lot of catch-22's come into play.

There's a higher level of skill necessary with doing an A/B move in a seamless fashion - but the risk is manageable. We can help so much on these moves - especially with the second example - because we have the ability to facilitate the move by bridging from A to B. We can take most of the stress and risk out of the deal by bridging. This allows the older couple to find B, comfortably knowing that we can make it happen for them. Easy stuff really and we do it often.

We can help you with your A/B move by taking much of the risk out of the equation. Let us know if we can help you.

THE SOUTH SLOPE - PULTE



Lovely Home on a Corner Lot 13830 W. Amherst Way

3 Beds - 4 Baths - 1434 + 754 Sq. Ft. - 2-Story - 2-Car garage - Taxes - \$2073 - Wonderful open floor plan - Hardwood entry - Tons of natural light - Large corner lot - Great curb appeal - Nice backyard with lots of mature landscaping and low maintenance - Pergo flooring - All appliances included - Clean and neutral decor - Fully-finished basement - Central air & attic fan - 6-panel doors - Close to light rail, St. Anthony's, open space and wonderful parks

Status - Check - Offered at \$315,000

GREEN MOUNTAIN VILLAGE



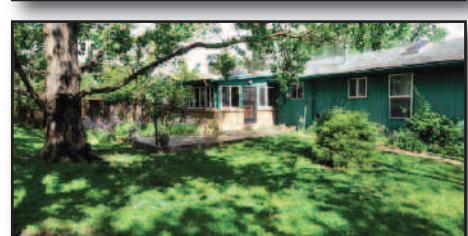
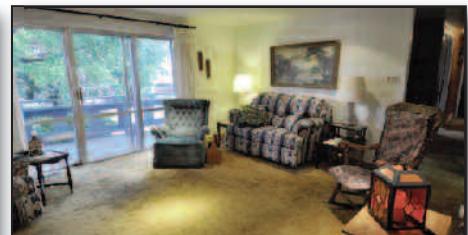
HUGE PRIVATE BACKYARD

12744 W. Iliff Avenue

Bi-level (Q-plan) - 3 beds - 3 baths - Sq. Ft. 1917 - Taxes - \$1,835 Excellent home which is easy for living! Large spacious rooms with all living spaces being bright and sunny - Tiled entry - Vinyl windows - High-efficiency furnace - High-quality cut berber carpet - Updated baths - Large family room - Backyard is huge and private and enjoys a nice flagstone patio - Utility shed for storage - An easy commute to the mountains and downtown - Less than 10 minutes drive to C-470, I-70 and 6th Avenue. Just minutes to the hiking and biking trails of Green Mountain Open Space & Bear Creek Lake Park

Status - Active - Offered at \$275,000

GREEN MOUNTAIN ESTATES



MINUTES TO HIKING TRAILS

13610 W. Dakota Place

Bi-Level - 3 Beds - 3 Baths - 2192 Sq. Ft - Taxes \$1,787 - 2-car oversized garage which is partitioned with a workshop and a storage area - Excellent location and wonderful curb appeal - Two fireplaces (Family & Living room) - Fully-finished lower level with a great man-cave - Master suite with bath - Lots of light - Large deck on the front of the home - Large covered patio/sunroom that is so inviting - Trees that are great for climbing - Plenty of shade - Concrete walkway around east side of home - Just a short walk to the wonderful hiking and biking trails of Green Mountain Open Space

Status - Active - Offered at \$280,000

Love it or Leave it!

Should you update your home or move?



By Rocky, Jason and Jeremy

We frequently get phone calls from owners querying us on how a particular improvement will impact on the value of their home. **For example:** If we put \$40,000 in our kitchen, how much will our home go up in value? That's a tough question to answer because there are many variables involved. But, let's talk about some filters through which you can strain all these kinds of questions.



Home Improvement Filters

Filter #1 - Love it or leave it! This is really the operative question when it comes to **major** home improvements because no matter how much money you put into your home, it will not change the basics of the home. So if you don't love your home and its location, move. If you do love your home and its location, then make sensible improvements and enjoy your lovely home. The money issue? It really doesn't matter because in the end it's more economical to change your existing space than to move. It's expensive to pay people like us, lenders, and movers. Not only that but you'll probably change the next house too - it's part of the human condition.

Filter #2 - Don't do it for the money! It's best not to do any kind of major home improvement for a nice rate-of-return on your money. You must do it because you want a nicer living space, you need the third garage, finished basement, or more space. However, there's a good chance you'll be saying goodbye to some of that money.

Here's why

Filter #3 - Location determines value! Further, location comes down to what part of town, what neighborhood, what street and which side of the street - location determines value. Condition is a huge factor in value and salability - but location will always be the number one duck in that formation. So, rule #4 applies.

Filter #4 - The street test! If you want to make major improvements and retention of capital is your principle consideration - go outside and look at your street. Ask yourself - what will this street bring in the marketplace - be realistic!

Filter #5 - If you dislike it, delay it or move! If you don't like your home but you can't move, then do cosmetic improvements like floor coverings, removing old wallpaper, window coverings and countertops. You'll almost always get your money back on those items. Then move when it makes sense for you. Call us - we sell houses for a living.

Filter #6 - It never ends! The problem with remodeling or updating a home is that one thing leads to another and it never really ends. Example: Say you want to replace countertops in a 30-year-old kitchen. Countertops lead to sinks, then faucets which lead to cabinets, then appliances and then floors. But now you have a new \$30,000 kitchen with 30-year-old windows -- do you replace just the kitchen windows and doors? Now your kitchen's done but how does that impact the family room and the rest of the home? It never really ends so you better really love your home and its location.

Continued on page 7 - Love it or leave it. Continued on page 7 - Love it or Leave it.

THE TERRACE CONDOS

13349 W. ALAMEDA PKWY. #302



Amazing 180-degree city views

Ranch - 2 Beds - 3 Baths - 2106 Square Feet - Taxes \$2,410
2- Car detached garage with storage - Amazing 180-degree city views - Huge open floor plan
Gourmet kitchen with center island and corian countertops - Tiled entry
Views from every room - Updated baths - Covered patio runs the length of the unit
Lovely setting which backs to neighborhood greenbelt - Storage/ Flex room - 6-panel doors
Secure building with elevator - Well-run homeowner association - Large and spacious rooms
Close to light rail, bus lines and St. Anthony's - Easy commute to city & the mountains
Walk to Green Mountain open space, recreation center and wonderful parks

Status - Active - Offered at \$350,000



Rocky, Jason and Jeremy - Real Estate Professionals

303-989-5462 (Office) ◆ Jason's Cell - 303-875-1840 ◆ Jeremy's Cell - 720-280-6377 ◆ Rocky's Cell - 303-667-7075
jreynebeau@aol.com ◆ jkendallmb@aol.com ◆ rlestrocky@aol.com



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Page 4

June 2013



Beautiful Remodel & Views

14137 W. Virginia Drive

Two-story - 6 Beds - 4 Baths - 3382 + 1204 Sq. Ft. - 3-car garage - Taxes - \$3,255
Custom remodeling with exceptional finishing - Large spacious rooms - Fully-finished walkout basement - Home theater with stadium seating - Huge and bright sitting room - Tons of windows & lots of light - Master to die for - Huge private main floor study - Views from every room - Quality hardwood and tile flooring

Convenient to everything

Status - Contract Working - Offered at \$415,000

CONTRACT
WORKING



1154 S. Vancouver Way

4 Beds • 3 Baths • 1559 + 1154 Square Feet • Ranch • 1- Car attached garage • Wonderful curb appeal Corner lot on a quiet street • 405 sq. ft. addition on back of house - perfect for office • All appliances included
Updated kitchen • Wood flooring under carpet • Great master and large second bedroom on main floor • Private backyard • Open floorplan
Close to light rail and St. Anthony's • Easy drive to downtown & the mountains • Close to open space and wonderful parks

Status - Under Contract - Offered at \$270,000

UNDER
CONTRACT



Beautiful Curb Appeal

12249 W. Alabama Place

6 Beds • 3 Baths • 1154 + 1154 Sq. Ft. • Ranch • Taxes - \$1,579
1- Car attached garage • Awesome curb appeal with front porch
Beautiful hardwoods throughout the main level • Updated kitchen
Large master that easily converts back to 2 bedrooms • Oversized shed
Fully-finished basement with ground level windows • Beautiful trees
Large yard with covered patio • Close to open space and parks
Easy commute to downtown & the mountains

Sold Price \$255,000 - DOM 1 - 5/24/13

UNDER
CONTRACT



2718 S. Kendall Way

3 Beds • 3 Baths • 1682 + 1682 Square Feet • Ranch • Taxes - Senior Exemption • 2- car attached garage • Exceptional curb appeal • Quiet location • New roof • Beautiful wood floors • Woodburning fireplace
Bar in basement • Newer carpet • Large private backyard • Desirable Bear Valley neighborhood • 10 Minutes to downtown & the mountains
Close to open space and wonderful parks

Status - Under Contract - Offered at \$260,000



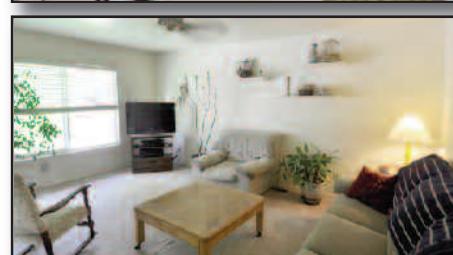
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GREEN MOUNTAIN VILLAGE



Wonderful Cul-de-Sac Location

2239 S. Alkire Court

Bi-level (Q-plan) - 3 beds - 2 baths - Sq. Ft. 1917 - Taxes - \$1,762
Two-car fabulous oversized garage - Kitchen updated with custom cabinets and slab granite countertops - Stainless steel appliances - All new vinyl windows - Six ceiling fans - Central air conditioning - High-quality floor coverings
Beautifully updated baths - New Roof and furnace - Woodburning stove in familyroom - Exceptional cul-de-sac location with southeast exposure
Awesome yard that is like an oasis - Fully-automatic sprinkler system - Large Trex deck that is perfect for family outings - Perfect pride-of-ownership and move-in condition - Convenient to everything with an easy commute to parks, the mountains, Green Mountain Open Space and downtown

Status - Active - Offered at \$290,000

GREEN MOUNTAIN I



Beautiful Updated Kitchen

12671 W. Alameda Drive

Two-Story - 3 Beds - 3 Baths - 1576 Sq. Ft. - 2-Story - Taxes \$1,014
2- detached carports - Beautifully updated kitchen and baths - Pergo flooring and neutral carpet - Newer windows - Huge master bedroom with walk-in closet - Central air - New water heater - Private patio with storage shed - Popular floorplan - Newer roof - Close to St. Anthony's - Great location - next to clubhouse, pool and playground
Easy commute to downtown & the mountains - Close to wonderful all the hiking and biking trails of Green Mountain Open Space

Status - Active - Offered \$175,000

GREEN MOUNTAIN VILLAGE



Mechanic's Dream

928 S. Swadley Street

3 Beds - 2 Baths - 998 + 998 Sq. Ft. - Ranch - Taxes \$1723
2- Car "mechanic's dream" garage - Beautiful hardwoods
Awesome curb appeal - Quiet street - Offstreet & RV Parking
Newer Windows - Beautiful hardwood floors - Evaporative cooler
Greenhouse structure - Huge shed which has power - New sewer line
New lino - New carpet in basement - Closet organizer - Private parking - RV parking plus a 3rd parking spot - Gardener's dream yard
Covered back patio - Basement daylight windows - Updated baths
Close to everything including numerous hiking and biking trails

Status - Check - Offered at \$257,000

UNDER
CONTRACT

We do Real Estate. It's all we do!



CAN WE HELP YOU?

303.989.5462

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



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

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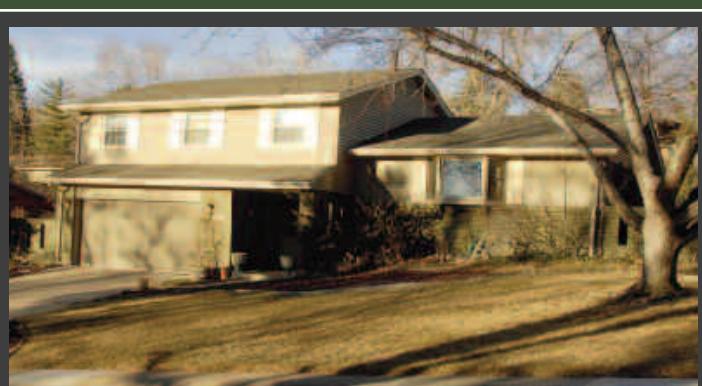
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Page 6

June 2013



Beautiful Location

723 S. Beech Street

4-level - 4 Beds/3 Baths - Sq. Ft 2170 & 621 - 2-car garage
- Wonderful location on a very quiet street - Beautiful curb appeal
A very nice floor plan that's so warm and cozy Great pride-of-ownership
Covered patio and a very nicely landscaped yard with lots of privacy
Large spacious rooms - New Roof - Minutes to the hiking/biking trails
of Green Mountain Open Space.

Sold Price \$310,000 - DOM 21 - Date 5/2/13

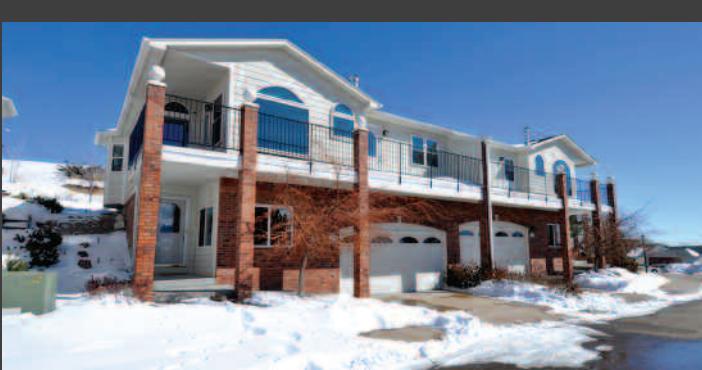


Beautifully Updated

717 S. Youngfield Court

4 Beds • 4 Baths • 1650 + 762 Square Feet •
2-Story • 2-Car detached garage with lots of storage
Fronts to spacious park • Beautifully updated kitchen
Pergo flooring • Huge master • Central air • New roof
Newer carpet • Fully-finished basement • Great pride-of-ownership
Excellent HOA with clubhouse and an indoor pool

Sold Price - \$195,000 - DOM - 14 - Date 5/3/13



Killer Views & Condition

1756 S. Cole Street

3 Beds - 3 Baths - 1124 + 705 Square Feet - Raised ranch - 2-Car garage
Incredible sweeping mountain views - Beautiful hardwoods - Gourmet kitchen w/
slab granite counters - Lovely private setting - Vinyl windows w/ tinting - Leaded
glasswork - Great loft area in garage - Great-room floor plan - 6-paneled doors
Excellent location and a wonderful HOA

Sold Price - \$255,000 - DOM - 59 - Date 5/10/13



Beautiful Lakeside Location

12548 W. 1st Place

3 Beds • 4 Baths • 1779 + 773 Square Feet • 2-Story + Walkout • 2-Car
Attached garage • Premium location - backs to lovely pond • Excellent condition •
New high-quality carpet • New Paint • Custom tile work • Eat-in kitchen &
formal dining room • Fully-finished basement w/ bar, flex space, 3/4 bath & built-in
Murphy bed • Two master bedrooms w/ vaults • Newer furnace, A/C, humidifier,
windows, sliding and front door • Rare fenced-in yard w/ awesome landscaping,
storage shed & underground sprinkler • Huge deck & covered patio

Sold Price - \$279,000 - DOM - 80 - Date 5/28/13

THE TERRACE



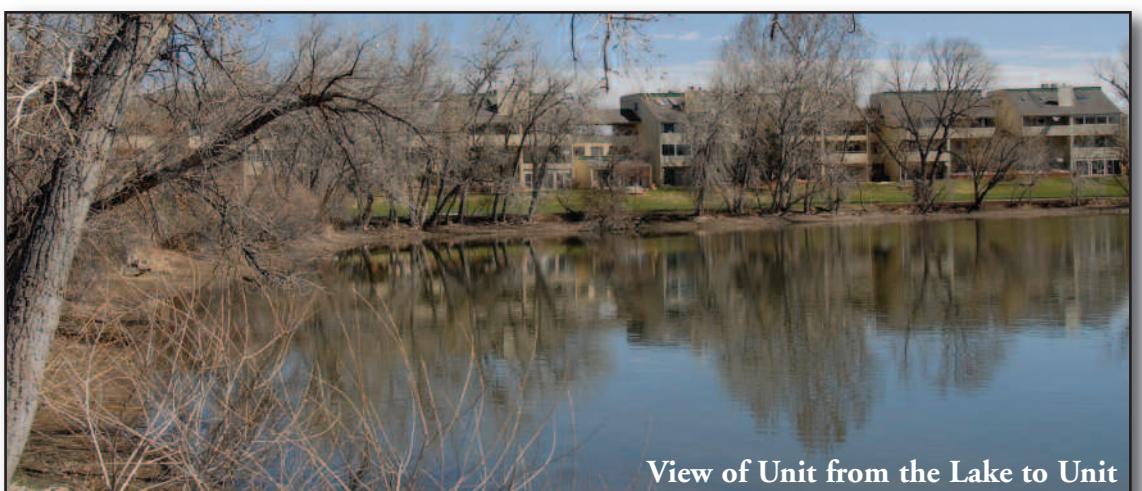
Backs to Greenbelt

13349 W. Alameda Pkwy. #103

2 Beds - 3 Baths - 1300 Square feet - 2-Story - Taxes - \$1,464
1-Car detached garage - Beautiful kitchen - Corian countertops
42 inch cabinets - Great-room floor plan - Floor-to-ceiling windows
Perfectly maintained - Custom tile work in the baths - Full length deck
Lovely views - Backs to greenbelt - Tiled entry - 6-panel doors
Easy commute to downtown, the mountains, open space and parks
Close to light rail and St. Anthony's

Status - Active - Offered at \$209,900

JEWELL LAKE CONDO



View of Unit from the Lake to Unit

Beautiful Lake View

10530 W. Jewell Avenue #2-301

2 Beds • 2 Baths • 1253 Sq. Ft. • Top floor ranch with loft
Taxes - \$998 • 1-Car garage • Vaulted ceilings
Nice balcony with lake view • Comfortable greatroom w/fireplace
Quiet setting • Excellent condition • Pride-of-ownership
Just a short stroll to a wonderful path around the lake

Status - Active - Offered at \$185,000



GRANT RANCH



Rare Golf Course Location

6746 W. Long Drive

2 Beds/2 Baths - 2167 & 1648 Sq. Ft. - 2-car garage - Taxes - \$4,117
Ranch with main floor study - Fabulous golf course location - Views!
Top-quality finishing - 4" hardwood floors on main floor
Beautiful open floor plan - Vaulted ceilings - Bright & cheery
Plantation shutters throughout - Full open basement - Both a large
deck and a covered patio to enjoy views - Calming and peaceful water
features with tons of flowers - Convenient to hiking and biking trails.
Community pool and tennis courts

Status - Active - Offered at \$540,000



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REAL ESTATE GUIDE

June 2013

Page 7

Continued from page 3.

Love it or Leave it

Filter #7 - Less is best! It's ironic that the least expensive items reap the biggest rewards. Cheap things like paint, removing old wallpaper, new carpet and window coverings, redoing hardwood floors, painting paneling and updating countertops, sinks, light fixtures and stools pay huge dividends - more than cost. Why? Because of the street test.

Filter #8 - Most pays least! Again, it's ironic that the most expensive and intensive efforts pay the worst returns. Let's be candid. The singular improvement of adding a \$30,000 third-car garage is not going to increase a home's value by \$30,000. The operative word here is singular.



and use our homes differently. When Sandee and I decided to do our remodeling we knew that money-wise it wasn't the smartest thing to do. But we loved our home, its location and our neighbors. Lots of family memories - so for us it made sense to make major but sensible home improvements and we were willing to take the dollar hit.

Filter #10 - Beware! Beware of people giving you advice. There are dozens of variables involved in any decision. The person giving you advice knows only 5% of those variables - you know them all. Trust your instincts - people are so smart when it comes to parting with their money. They think decisions through looking at all the variables and they always know what's best for their situation. You're no different.

We do a lot of appointments to help folks figure out which improvements make the most sense. And, if that would help you also - just give us a call because we love doing it. You can call 899-5462. Reprinted from *Homes on the Hill* (1995).

Filter #9 - Lots of dichotomies!

There are a lot of dichotomies involved in the decision to remodel because we all look at and use our homes differently. When Sandee and I decided to do our remodeling we knew that money-wise it wasn't the smartest thing to do. But we loved our home, its location and our neighbors. Lots of family memories - so for us it made sense to make major but sensible home improvements and we were willing to take the dollar hit.

Chatfield Commons



Lovely Newer Townhome 8864 W. Phillips Drive

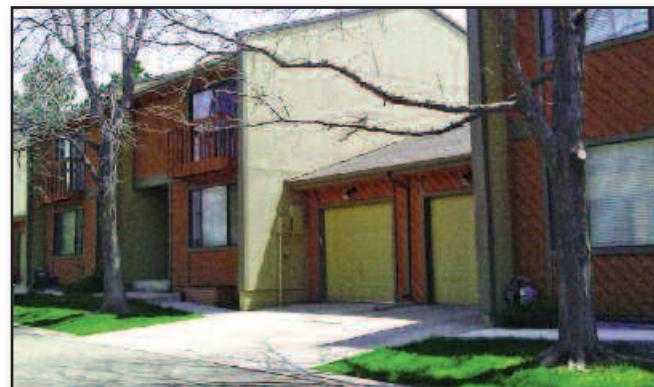
Two-story - 3 beds - 3 baths - Sq. Ft. 1405 & 682 - Taxes - \$1,510
A rare two-story with a fully-finished walkout basement - Large recreation room - Very nice townhome that has tons of pride-of-ownership - Newer carpet - Large spacious bedrooms - Master enjoys a private bath and nice closets
Inviting tiled entry - Cute and useable backyard - Very clean and has neutral colors - Just a short walk to nice open space - High-quality neighborhood and great residents - Well-run and well-funded Homeowner Association with a community pool - Five-year-old carpet - Gas log fireplace in living room -

Quick and easy access to C-470 - Easy commute to everything.

Status - Active - Offered at \$225,000



CEDAR RIDGE TOWNHOME



Great Location 12615 W. Bayaud Avenue #38

4 Beds - 4 Baths - 1452 + 704 Sq. Ft. - Taxes \$1,362
Two Story - 1-Car attached garage - Open floorplan - Large family room with picture window - Wood-burning fireplace located in the living room - Dining area with great egress to back deck - Large master bedroom with master bath - Partially-finished basement with lots of storage - Basement has one bath and one bedroom - Serviced by excellent schools - Close to light rail - Close to St. Anthony's
Easy commute to downtown, mountains and Grn. Mtn. Open Space

Status - Active - Offered at \$199,000

GREEN MOUNTAIN ESTATES

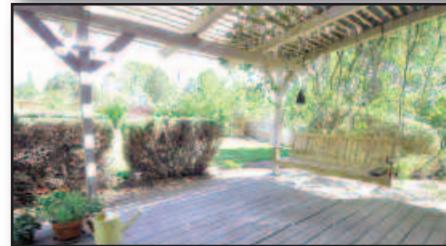


Beautifully Located on a Wonderful Street 896 S. Cole Drive

Ranch - 4 beds - 3 baths - Sq. Ft. 1599 & 1599 - Taxes - \$2,012 - Huge two-car garage - Open floor plan with vaulted ceilings - Beautiful location of a street that was formerly *The Parade of Homes* in 1965 - Two woodburning fireplaces - living room and family room - Large deck with egress from living room and master - Fully-finished walkout basement with back patio. Wonderful landscaping with nice trees and a fully-automatic sprinkler system - Some views to the southeast - A very nice unique floorplan that would be perfect for growing a family - Near the bus route and light-rail - Easy walk to hiking and biking trails of *Green Mountain Open Space*

Status - Coming Soon - Offered at \$295,000

GREEN MOUNTAIN VILLAGE



Lovely Updated Kitchen 1404 S. Ward Street

4L (4N) - 4 Beds/3 Baths - 2187 + 716 Sq. Ft. - Taxes - \$2,122
2-Car garage - Lovely updated kitchen w/ oak cabinets & large island
Updated master bath - Custom tile work - vinyl windows - Pergo
flooring - New carpet - Clean & neutral - Wood floors - Huge family
room w/ gas fireplace - Rustic covered patio w/ swing - Amazing lot -
almost 1/3 acre - Cul-de-sac - Full finished basement w/ rec room,
laundry & storage - Beautifully landscaped yard - Close to light rail
and St. Anthony's - Easy commute to downtown & mountains
Close to *Green Mountain Open Space* and *Bear Creek Lake Park*

Status - Active - Offered at \$325,000



Rocky, Jason and Jeremy - Real Estate Professionals

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

jreynebeau@aol.com • jkendallmb@aol.com • rlestrocky@aol.com

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Page 8

June 2013

Other Recent Sales

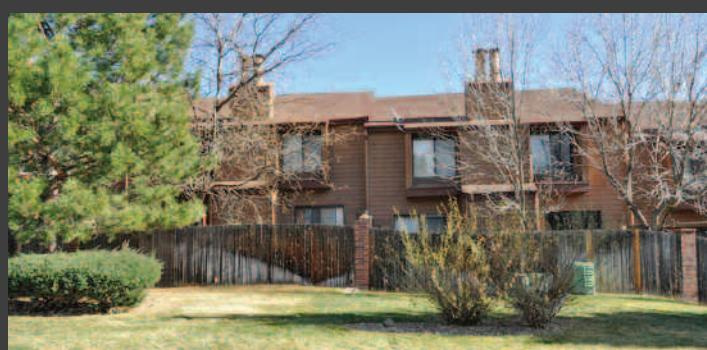


Very Quiet Location

1214 S. Flower Circle #A

2Beds/1 Bath - 743 Square Feet - Two story
1- Reserved space - Backs to a greenbelt - New flooring - Good storage
Vaulted ceilings - Wood burning fireplace - Skylights
Central Air - Lots of sunshine - Excellent HOA - Private fenced patio
Easy commute to downtown & mountains

Sold Price - \$126,000 - DOM - 3 - Date 5/31/13



Pride-of-Ownership

322 Wright Street #109

3 Beds/3 Baths - 1226 + 585 square feet - Two story
1- Car attached garage - Vaulted ceilings - Skylights - Walk-in closet
Pergo flooring - Wood burning fireplace - Laundry upstairs
Central Air - Jack & Jill baths - New roof - Private fenced patio
Full finished basement - Wired for surround sound - Attic storage
Popular floorplan - Close to light rail & St. Anthony's
Easy commute to downtown & mountains

Sold Price - \$164,500 - DOM - 99 - Date 5/10/13



Snowbird Condo

430 Zang Street #106

2 Beds/2 Baths ◆ 1174 Square Feet ◆ Ranch ◆ Status - Active
Reserved parking space #173 ◆ Large open floor plan ◆ Clean & neutral
Two full baths ◆ Laundry room ◆ No stairs ◆ 1/2 block from an amazing park
Walk to light rail and St. Anthony's hospital and an easy commute to downtown
Well-maintained neighborhood ◆ Pool & tennis courts

Sold Price - \$116,000 - DOM - 34 - Date 5/10/13



Awesome Gourmet Kitchen

10218 Kimberwick Drive

3 Beds ◆ 2 Baths ◆ 2173 + 2135 Sq. Ft. ◆ Ranch ◆ Oversized 2-Car Garage
Beautiful Cherry hardwoods ◆ Awesome gourmet kitchen ◆ Maple cabinets
Island w/ slab granite ◆ Gas stove ◆ 10 Ft ceilings ◆ Tons of natural light
5-piece master bathroom ◆ Perfectly appointed ◆ Full open basement ◆ Huge Trex
deck with mountain views ◆ Nicely landscaped corner lot ◆ Neat front porch

Sold Price - \$370,000 - DOM - 2 - Date 5/28/13

Townhomes and Condos

Most Recent Sales - 4/1/13 - 5/25/13

(Sorted by area then by sold date)

Address	Area	Style	Sq. Ft.*	Base	Car	Date	Price	DOM	Terms	Taxes	Note
1845 S Deframe St.	FOX	2S	1,355	FO	1-CG	4/26/13	\$183,950	2	FHA	\$1,187	CP
1757 S. DeFrame St.	FOX	R	1051	FF	2-CG	4/30/13	\$230,000	4	CV	\$1,240	
12565 W Alameda Dr.	GM I	2S	1,432	N/A	2-CP	4/30/13	\$155,000	180	FHA	\$1,011	CP
563 S Xenon Ct.	GM II	2S	1,650	FF	2-CG	4/26/13	\$192,000	57	FHA	\$1,230	CP
521 S Xenon Ct.	GM II	2S	1,650	N/A	2-CG	5/7/13	\$180,000	27	FHA	\$1,020	CP
543 S Xenon Ct.	GM II	2S	1,650	FF	2-CG	5/24/13	\$212,000	14	CV	\$1,242	CP
717 S Youngfield Ct.	GM III	2S	1,650	FF	2-CG	5/3/13	\$195,000	14	CA	\$1,229	
1882 S Cole St.	LV	R	1,143	N/A	2-CG	4/22/13	\$187,000	1	CA	\$1,182	
1756 S Cole St.	LV	D/P	1,124	FF	2-CG	5/10/13	\$255,000	59	CA	\$1,742	
1648 S Cole St. #B6	LV	R	1,057	N/A	1-CG	5/23/13	\$164,500	5	CV	\$1,073	CP
14750 W Ellsworth Ave.	SAW II	2S	1,320	FF	2-CP	4/3/13	\$173,000	5	CA	\$1,272	
430 Zang St. #203	SNOW	R	753	N/A	1-Res	4/12/13	\$71,000	10	FHA	\$594	L
341 Wright St. #203	SNOW	R	967	N/A	2-Res	4/29/13	\$123,500	5	CV	\$693	
390 Zang St. #201	SNOW	R	1,174	N/A	1-Res	5/10/13	\$106,000	53	CA	\$847	SS
430 Zang St. #106	SNOW	R	1,174	N/A	1-Res	5/10/13	\$116,000	34	CV	\$857	
211 Wright St. #301	SNOW	R	1,174	N/A	1-Res	5/15/13	\$129,500	6	CV	\$850	
3271 S Indiana St.	TAM	2S	1,818	FO	2-CG	4/26/13	\$323,500	56	CA	\$2,187	
316 Wright St. #305	TELL	R	1,128	N/A	1-Res	4/19/13	\$128,000	19	CV	\$793	
451 Wright St. #15	TELL	2S	1,226	FF	1-CG	5/2/13	\$171,000	245	CA	\$1,101	CP
322 Wright St. #109	TELL	2S	1,226	FF	1-CG	5/10/13	\$164,500	99	VA	\$1,069	CP
1833 S Union Blvd.	VP	R	1,187	FF	2-CG	4/26/13	\$222,500	22	CV	\$1,247	
1805 S Union Blvd.	VP	2S	1,367	FF	1-CG	5/6/13	\$158,000	3	CA	\$1,182	E

Footnotes: CR - Cedar Ridge ◆ GM I-III - Green Mountain I, II or III ◆ LV - Lakewood Vista
MS - Mountain Side ◆ Riva - Riva Ridge ◆ SAW - Sixth Avenue West ◆ Snow - Snowbird ◆ TAM -
Tamarisk ◆ Tell - Telluride & Telluride West ◆ Ter - Terrace or Villa Montana ◆ VP - Viewpoint

BASEMENT NOTES: * = plus basement if applicable, FO - Full open, FF - fully-finished, PPF - full partially-finished, PO - Partial open, PPF - partial partially-finished, PFF - Partial fully-finished & WO - walkout. **GENERAL NOTES:** CP - concessions paid, SE - senior exemption, L - lender owned, SS - short sales, E - estate, FX - Fix-up, F1 / F2 - sides of a fix-and-flip and ? - we question this item. 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. Some properties were sold by other companies.

GREEN MOUNTAIN VILLAGE



TERRIFIC HUTCHINSON Q-PLAN

1975 S. XENON STREET

Q-plan - 3 Beds - 2 Baths - 1918 Sq. Ft. - Taxes - \$1712

Oversized 2-Car attached garage with tons of storage
Perfectly maintained and lovingly cared for - Clean & neutral
throughout - Great street & curb appeal - Wonderful functional
kitchen with island - New roof, furnace, A/C & water heater in the last
10 years - Fully-automatic sprinkler system - Vinyl windows - Huge
covered patio that is perfect for entertaining
Close to Green Mountain Open Space and wonderful parks

Status - Check - Offered at \$265,000

GREEN MOUNTAIN VILLAGE



Beautiful Condition

2063 S. Yank Way

3 Bedrooms - 3 Baths - Q-plan - Sq. Ft. 2012 - Taxes \$1,678
Wonderful pride-of-ownership - Updated kitchen with 42" cabinets,
nice pantry, skylight and tile flooring - Updated baths - Beautiful hard-
wood floors - Lots of light - Master with bath - An exceptional back-
yard with extensive gardens - Large stamped concrete covered patio -
Second flagstone patio - Newer roof, high-efficiency furnace, humidifier
and air conditioning - Six-panel doors - **Accent** triple pane windows -
Bay window in living room - Ceiling fans in living room and master -
Nice front deck - Utility sink and a shop in garage

Status - Check - Offered at \$283,000



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

jreynebeau@aol.com ◆ jkendallmb@aol.com ◆ rlestrocky@aol.com

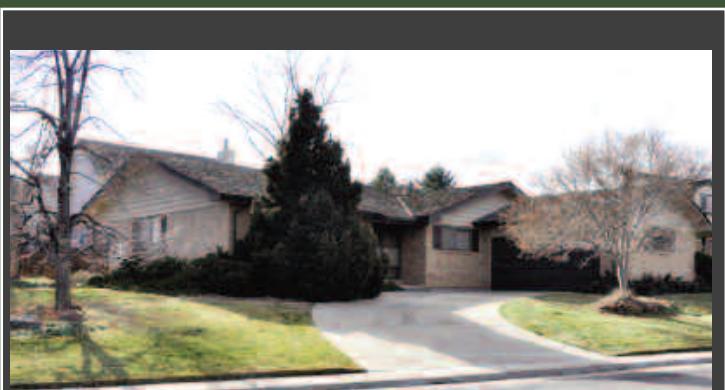
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REAL ESTATE GUIDE

June 2013

Page 9



14352 W. Archer Avenue

3 Beds - 2 Baths - 1870 & 768 Sq. Ft. - Ranch - Taxes \$2,391
Partial open basement - 2-car side-load garage - Beautifully landscaped and excellent curb appeal - Large spacious rooms - Nice floorplan with easy egress to the large covered patio - Fireplace in family room - Large kitchen with eating space - Vaulted ceilings and lots of nice light - Fully-automatic sprinkler system - Just minutes to the trailheads of Green Mountain

Sold Price - \$290,000 - DOM - 71 - Date 5/17/2013



ABSOLUTELY AWESOME

12791 W. Alameda Drive

2S • 3 Beds/4 Baths • 1,608 + 768 Square feet • Taxes - \$1,215
2-car detached garage • Beautifully updated with quality features
Kitchen island • Fully-updated kitchen with upgraded maple cabinets
Gorgeous tile work • Tons of light • Newer furnace and HWH
Exceptional patio with morning sun/afternoon shade
Fully-finished basement that is perfect • Private location

Sold Price - \$299,000 - DOM - 18 - Date 6/3/2013



Lovingly Cared For

1600 S. Valentine Way

4 Beds • 3 Baths • 1247 + 1247 Square Feet • Ranch
• 2-Car Attached Garage • Great street • Awesome curb appeal
Remodeled kitchen • Huge master bedroom • Newer roof, furnace & water heater • New carpet with wood floors underneath • Updated baths
• Huge covered patio • Lovely private backyard • Vinyl windows
Popular floorplan • RV parking • Close to everything

Sold Price - \$285,000 - DOM - 2 - Date 5/22/13



Nice Updates / Great Street

13493 W. Virginia Drive

4 Beds • 2 Baths • 1536 + 1411 Square Feet • Ranch • 2-Car Attached Garage • Beautiful hardwoods throughout the main level Nice curb appeal
• Great street • Updated kitchen w/ new cabinets, counters and a tiled back splash • All appliances included • Lovely eating space • Tiled entry • Updated baths • Covered patio & private yard • 6-panel doors

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

SINGLE FAMILY HOMES

Most Recent Sales - 4/1/13 - 5/25/13

(Sorted by area then by sold date)

Green Mountain Core Products

Address	Area	Style	Sq. Ft.*	Base	Car	Date	Price	DOM	Terms	Taxes	Note
14372 W Virginia Dr	GME	2S	2,607	FF	3-Car	4/2/13	\$441,000	8	CV	\$2,562	
14010 W Virginia Dr	GME	RR	3,596	FF	2-Car	4/4/13	\$425,000	323	FHA	\$0	
14335 W Center Dr	GME	R	2,401	PPF/WO	2-Car	4/10/13	\$540,000	145	CV	\$3,446	
13451 W Dakota Ave	GME	R	1,100	FO	2-Car	4/19/13	\$269,500	7	CV	\$1,627	
635 S Devinney Way	GME	R	1,588	PFF/WO	2-Car	4/29/13	\$321,000	1	FHA	\$1,978	
723 S Beech St	GME	4L	2,171	PO	2-Car	5/2/13	\$310,000	21	CV	\$1,995	
940 S Foothill Dr	GME	R	2,015	FF/WO	2-Car	5/15/13	\$460,000	7	CV	\$2,388	
13830 Alaska Dr	GME	4L	1,730	PPF	2-Car	5/15/13	\$302,000	6	FHA	\$1,835	CP
13362 W Jewell Dr	GMV-Post	4N	2,362	PPF	2-Car	4/3/13	\$370,000	108	FHA	\$2,247	
13853 W Warren Dr	GMV-Post	Q	1,918	N/A	2-Car	4/10/13	\$232,000	94	CV	\$1,612	SS
2357 S Devinney St	GMV-Post	4N	2,187	FF	2-Car	4/15/13	\$342,000	11	CV	\$2,031	
13874 W Baltic Pl	GMV-Post	Hd	1,315	FF/WO	2-Car	4/24/13	\$305,000	33	CV	\$1,959	CP
2268 S Yank Ct	GMV-Post	4N	2,187	PPF	2-Car	4/25/13	\$305,000	2	CV	\$1,943	
1974 S Deframe Way	GMV-Post	4N	2,187	PO	2-Car	4/26/13	\$330,000	7	FHA	\$1,970	CP
2078 S Coors Ct	GMV-Post	J	1,691	PFF	2-Car	4/26/13	\$254,000	62	CV	\$1,459	
1888 S Alkire St	GMV-Post	4N	2,187	FF	2-Car	4/29/13	\$265,000	1	CA	\$1,943	
1963 S Van Gordon St	GMV-Post	H	1,259	PO	2-Car	5/1/13	\$300,000	4	CV	\$1,647	CP
1925 S Zang Way	GMV-Post	E	1,106	PFF	2-Car	5/3/13	\$295,000	1	CV	\$1,529	CP
1771 S Youngfield Ct	GMV-Post	R	2,388	N/A	2-Car	5/6/13	\$300,000	1	FHA	\$1,901	
1828 S Youngfield Pl	GMV-Post	4N	2,188	PPF	2-Car	5/9/13	\$354,000	5	CV	\$1,998	CP
12522 W Asbury Pl	GMV-Post	Q	1,938	N/A	2-Car	5/14/13	\$287,678	22	CV	\$1,781	
2460 S Deframe St	GMV-Post	HY	1,103	FF/WO	2-Car	5/14/13	\$270,000	16	CV	\$1,724	CP
1749 S Coors Ct	GMV-Post	R	2,388	N/A	2-Car	5/20/13	\$317,500	2	CV	\$1,939	
2475 S Deframe St	GMV-Post	R	2,388	N/A	2-Car	5/22/13	\$325,000	2	CV	\$2,064	
2288 S Eldridge Ct	GMV-Post	HY	1,086	FF	2-Car	5/22/13	\$232,000	20	CV	\$1,333	
12919 W Montana Dr	GMV-Post	E	1,086	PFF	2-Car	5/24/13	\$304,000	3	CV	\$1,474	
361 S Simms St	GMV-Pre	R	775	N/A	1-Car	4/16/13	\$123,175	12	CV/L	\$915	L
853 S Vivian St	GMV-Pre	R	1,226	FF	2-Car	4/19/13	\$250,000	42	FHA	\$1,680	CP
699 S Swadley St	GMV-Pre	R	1,371	FF	2-Car	4/26/13	\$291,000	0	CV	\$1,558	CP
12037 W New Mexico Ave	GMV-Pre	R	1,026	FF	1-Car	4/26/13	\$234,500	35	FHA	\$1,515	CP
12339 W Carolina Dr	GMV-Pre	R	1,226	FF	1-Car	4/29/13	\$253,000	2	CV	\$1,591	CP
12083 W Virginia Ave	GMV-Pre	R	1,197	FF	1-Car	5/9/13	\$249,000	7	CV	\$1,680	
12250 W Alabama Pl	GMV-Pre	R	1,421	FF	2-Car	5/10/13	\$295,000	0	CV	\$1,927	CP
12292 W Ohio Pl	GMV-Pre	R	1,197	PFF	1-Car	5/17/13	\$277,000	3	CV	\$1,565	CP
1600 S Valentine Way	GMV-Pre	R	1,247	FF	2-Car	5/22/13	\$285,000	2	CV	\$1,847	CP
12382 W Iowa Dr	GMV-Pre	R	1,247	FO	1-Car	5/23/13	\$241,500	2	CA	\$1,627	
12636 W Mississippi Ave Vista	2S	1,521	FF	2-Car	5/10/13	\$314,990	7	CV	\$1,828		

Footnotes: CWE - College West Estates **◆ GME** - Green Mountain Estates **◆ GMV- Post** - Hutch - Post 1970 **◆ GMV - Pre** - Hutch - Pre 1970

Sixth Avenue West Products

Address	Area	Style	Sq. Ft.*	Base	Car	Date	Price	DOM	Terms	Taxes	Note
15216 W Ellsworth Pl	Mesa	2S	2,938	FF	3-Car	4/26/13	\$480,000	84	CA	\$3,430	
67 S Rogers Way	Mesa	2S	3,580	PPF/WO	3-Car	4/26/13	\$587,000	8	CV	\$4,528	CP
425 Flora Way	SAW	R	1,737	PPF	2-Car	4/12/13	\$325,000	4	CV	\$2,470	CP
14633 W 3Rd Ave	SAW	2S	2,855	FO/WO	2-Car	4/26/13	\$335,000	106	FHA	\$3,338	CP/L
14768 W Cedar Ave	SAW	2S	3,654	FF	3-Car	4/30/13	\$572,500	36	CV	\$4,413	
14229 W 5Th Ave	SAW	BI	2,025	N/A	2-Car	5/15/13	\$323,000	27	CV	\$2,152	CP
14352 W Archer Ave	SAW	R	1,870	PO	2-Car	5/17/13	\$290,000	71	FHA	\$2,391	

Footnotes: Mesa - Mesa View Estates **◆ SAW** - Sixth Avenue West Filings 1-7

South Slope Products

Address	Area	Style	Sq. Ft.*	Base	Car	Date	Price	DOM	Terms	Taxes	Note
11695 W Auburn Dr	SS/BC	R	2,858	FF/WO	3-Car	4/12/13	\$780,000	126	CV	\$6,197	

ROCKY, JASON AND JEREMY

Page 10

June 2013

OTHER BROKER SALES

Since Last Issue



Solterra

15188 W. Harvard Avenue - (5/31/13)
Co-op Sale with Remington Homes / Reynebeau & Company



The Villas

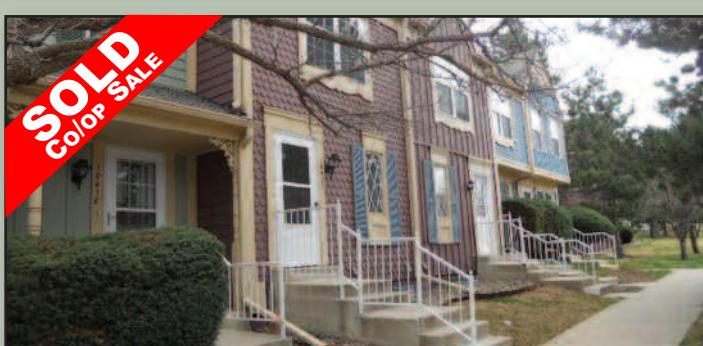
7482 W. Cedar Circle - (5/24/13)
Co-op Sale with Re/Max / Reynebeau & Company



Columbine Knolls South

8288 W. Chestnut Avenue - (5/17/13)

Co-op Sale - Colorado Frontgate Properties / Reynebeau & Company



Pheasant Creek

10420 W. Dartmouth Avenue - (4/30/13)

Co-op Sale with Assured Realty / Reynebeau & Company



Terrace at Columbine

6845 S. Webster Street #D - (4/13/13)

Co-op Sale Legacy Realty / Reynebeau & Company

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

Continued from Page 1 - Analysis

Current Market Analysis

Pent-up Demand - First Home Buyers

During troubled times, like we experienced from 2007-2011, many first home buyers are frozen out of the market because of tighter lending parameters or they are cautious about making big buying decisions. Over the last 18 months there has been a sea change of first home buyer attitudes and they are reentering the market in droves. This increased demand has triggered a strong seller's market. We don't see this changing for the foreseeable future.



Pent-up Demand - Repositioning Moves

Upsizing or downsizing (repositioning) moves are somewhat elective. Most folks who already own a home do not need to move unless it is mandated by transferred, changing personal economies or familial changes. Accordingly, during troubled times many of those elective moves are put on the back-burner. However, when the market turns positive comfort levels improve. And, as equity positions improve the upsizing or downsizing move is a lot easier to pull off. That's happening right now - we are seeing a lot of back-burner moves taking place. It's a great time to reposition - we can help - give us a call.

Bye-bye to Foreclosures

During the melt-down the foreclosures and short sale properties had a tremendous impact on the psychology of our real estate market. In some unfortunate markets those sales became critical mass. But, like in the 80's, this market disappears very quickly with the advent of small rises in property values - they just go away! Lender involved properties are going away right now and have a near zero impact at this point. Today - these type sales are becoming somewhat of an aberration and we hope they go bye-bye forever. Yeah!

The "Washington Park Effect"

We have been explaining the "Washington Park Effect" for a number of years. We see it everyday in all of our older neighborhoods - an older/dated home is purchased and the next day a remodeling crew shows up. Or a buyer pays top dollar for a home that has been already improved. Market pressures are made up by thousands of individual decisions. Rising prices and roll-offs showing up after many sales - these are powerful messages from the buying public. These buyers are not buying a house to sleep in - they are buying a home around which they want to build their lives.

Summary

Housing markets do not go nuts *just because of cheap interest rates* - all real estate markets grow or die under the umbrella of the local and national economies. The part of town where we do our business is stable and with an employment base that has experienced rising incomes. We believe that the above five issues are the genesis of this remarkable market. There is more to the story.

Housing prices rise for one of two reasons - appreciation or inflation. *Simply put* - appreciation is when the "ground" underneath the home rises faster than similar pieces of ground in other locations. Inflation is when the cost of installing infrastructure and building homes go up. When ground increases in value - that is appreciation! When sticks and bricks cost more - that is typically inflation! When you own a home, "inflation" will only keep you even. But, when you own a home that is appreciating - then you're getting ahead. Right now, in our view, we are experiencing appreciation vs. inflation. No doubt there is some inflation in the equation but mostly, in our neighborhoods, we are experiencing appreciation. We think this will continue.

All generations live in uncertain times! Uncertainty can be managed by taking all risk into account and by not making foolish decisions. Growth *without* inflation is the **Golden Goose** which can fix national economic issues. Absent that growth, the easiest way for governments to ameliorate massive deficits is to debase the currency which results in inflation. Inflation is not our friend - it diminishes the value of our savings and rewards irresponsible financial decisions. Remember, we are Realtors not economists, so make your own judgments. Our only concern is how these factors effect housing markets and thus housing decisions. In any event, owning a home during periods of appreciation and/or inflation makes a lot of sense!

How do you take advantage of all of this? Every family is different so there is no singular way to take advantage of this unique time. These are once-in-a-lifetime mortgage rates but it would be wise to not do anything that is not truly reflective of your own personal economy and housing needs. If you need help on any of your housing needs - give us a call - we will always give you the best information possible to help you make important decisions.

Free Market Analysis 303.989.5462

jreynebeau@aol.com ◆ jkendallmb@aol.com ◆ rlestrocky@aol.com



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

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June 2013

Page 11

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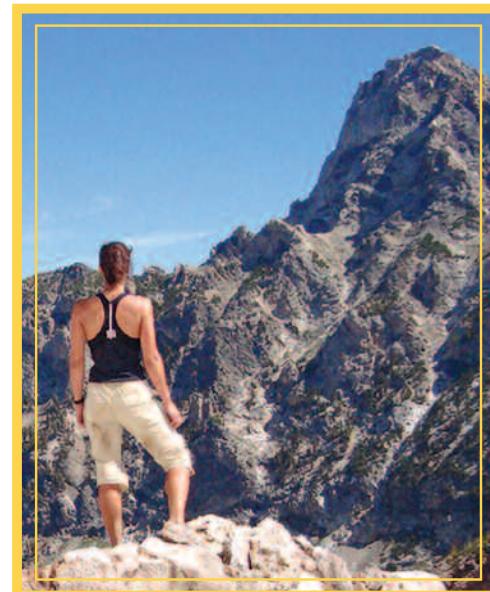
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jreynebeau@aol.com • jkendallmb@aol.com • rlestrocky@aol.com

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Page 12

June 2013

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Publishers - A Family Affair

Jason Reynebeau - jreynebeau@aol.com

303.989.5462 (O) ♦ 303.667.7075 (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 Reynebeau

Jennifer (Reynebeau) Kendall

CIRCULATION - 14,000 +

Neighborhood Distribution

Amberwick	92
Americana Lakewood (Mom's Hill)	85
Bear Creek Village	351
Cedar Ridge (Panorama West)	41
College West Estates	107
Fox Point Townhomes	75
Green Mountain I, II & III	591
Green Mountain Estates	1051
Green Mountain Village - Pre 1970	1373
Green Mountain Village - Post 1970	2721
Morning Star	69
Highland Townhomes	13
Lakewood Hills Townhomes	90
Lakewood Vista	246
Mesa View Estates	618
Mountainside Townhomes	57
Pulte Homes	280
Riva Ridge Condos	171
Ryland Homes	391
Sixth Avenue West Proper	539
Sixth Avenue West Townhomes - I & II	174
Snowbird Condos	516
Tamarisk Townhomes	92
Telluride and Telluride West	431
Village Homes (All Products)	676
Village on the Lakes	90

Miscellaneous Distribution

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

Other Marketing Vehicles

Local and National MLS ♦ Realtor.com
REColorado.com ♦ Yahoo ♦ Google
Metrobrokersonline.com ♦ Denver's MLS

Editor's Notes

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



Metro Brokers - Reynebeau & Co.

215 Union Blvd. #215, Lakewood, Co 80228

(Directly across from Jason's Deli)

303.989.5462

www.rockyjasonandjeremy.com

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"If you don't love your sandwich - you shouldn't be in the sandwich business!"

We Love our Sandwich!

Rocky, Jason and Jeremy
Real estate since 1975

We do Real Estate

One family at a time . . .



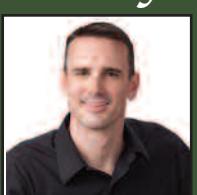
Jason Reynebeau

Son



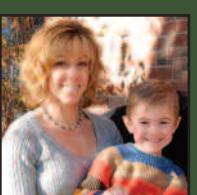
Beth Reynebeau

Daughter-in-law



Jeremy Kendall

Son-in-law



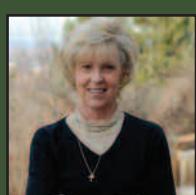
Jennifer Kendall

Daughter



Rocky Reynebeau

Father



Sandee Reynebeau

Mother

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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