

ROCKY, JASON & JEREMY'S REAL ESTATE GUIDE

Published by Rocky Reynebeau ♦ Jason Reynebeau ♦ Jeremy Kendall

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Our Markets will have legs - We Think!

What is the basis of our market pressures - stimuli or positive migration?



By Jason Reynebeau

Our markets have had quite a run for the last 18 months. But, do we have legs? Relative to our markets we all feel that values are about where they should be given our healthy job markets and positive migration figures. We cannot see anything that puts our markets at risk. We estimate that about 15% of all transactions in our markets involved buyers moving here from somewhere else and it is this pressure has pushed up prices organically.

Our sense is that the manic market of the last 18 months has weakened because much of the pent-up demand has been spent. We are seeing fewer multiple offers today. And, in large measure, our markets have found equilibrium. We see very healthy market ahead of us with moderately rising values - the big uptick in values may have already taken place.

Further, and most importantly, we feel that our rising values will continue to be a function of positive migration vs. the "stimulus" programs that we have been dealing with over the last 13 years.

Whenever I visit with someone about selling their home I find it important to explain where we are and how we got here. While each of the 13 years since 2000 have been "different" there has been a common thread that binds them all together. That thread has been, and continues through today, a series of "false stimuli" promulgated for the purpose of propping up weak real estate markets.

The History of Our Stimulus Policies

Year	Reason	Stimuli
2000	Tech Bust	Fed Infusion
2001	9/11	Fed Infusion
1996-2008	Social Policy	Free Money
2008	Weakness	\$8,000 Tax Credit
2009-13	Weakness	QE* I, II and III

*QE = Quantitative Easing

There has always been "stimuli" in the form of monetary or tax policies - that is normal for any modern economy. *Prior* to 2000 our markets functioned normally - under the pressures of job growth, net migration, mortgage rates and rising or declining economies. If there were dislocations, the market adjusted accordingly. For example: In the early 80's Colorado lost our oil and minerals industries plus we were fighting inflation with very high mortgage rates. Our markets adjusted and then bounced back.

After the correction of the 80's the 1990's was a very healthy real estate market. Our local economy had a great foundation of tech-

Continued on page 9 - Stimuli



GREEN MOUNTAIN VILLAGE



AMAZING VIEWS

1708 S. Coors Court

5 Beds/3 Baths - 1486 + 1443 Sq. Ft. - B-Plan - 2 - Car Garage - Taxes - \$1,821
Incredible 180-degree views - Sides to green belt - Awesome deck & covered patio to enjoy the setting - Cul-de-sac location - Newer roof - Vinyl windows
Opened-up kitchen - Corian counters - Some updating in the baths - Clean & neutral - Walk to **Green Mountain Open Space** & trailheads - Fully-finished walkout basement with full mother-in-law apartment - All appliances included
RV parking - 2 Fireplaces - Beautiful landscaping - Great front porch

Status - New Listing - Offered at \$330,000

Free Market Analysis

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Real Estate Notes

By Rocky, Jason and Jeremy

History of Real Estate Commissions

All real estate commissions are negotiable - there is no fixed and established fee that all companies or Realtors charge - that is the law.



Individual companies can, however, have a standard fee that their Realtors need to charge as a matter of course. For example: XYZ

company can require all their associates to charge X% unless permission is received from the managing Broker.

Prior to the 60's the going fee, more or less, was 6%. Sometime in the late 50's or early 60's two companies raised their fees to a standard 7% on the premise that their company's services were worth more than the smaller companies doing business in the **Denver Metroplex**. Those companies were **Van Schaack and Company** and **Moore and Company** - their respective market shares were 25% and 20% - so, they dominated the markets at the time. From the 7% they "split" that fee 60% / 40% with 40% going to the selling company. Forty percent of 7% is 2.8% - that fee is called the "co/op" fee.

With the advent of the 100% split companies like **Metro Brokers** and **Re/Max**, 7% commissions began to die a natural death. But, that 2.8% "co/op" fee has survived to this day. For example: If a listing was taken at 5.5% - the selling agent would get 2.8% and the listing agent's company would get 2.7%.

Business Profile

Janet Lombardi - Shear Productions Salon and Spa in Belmar



By Beth Reynebeau

If you are looking for a top-notch hair salon and spa, look no further than **Shear Productions Salon and Spa in Belmar**. My mother and I have been getting our hair cut and colored by **Janet Lombardi** for over fifteen years. In those 15 years we have come to love and admire Janet. She's owned and operated Shear Productions for more than 35 years. The company began in Denver and then moved into Belmar to be a little bit closer to home.

Janet knows Green Mountain very well because she lived here for many years. Her children attended Green Mountain schools and both ultimately graduated from Green Mountain High School. She moved to Belmar a few years ago to be closer to work, but has expressed to me her love for Green Mountain and the wonderful memories it holds.

Janet and the other stylists have a passion for beauty and the knowledge and experience to create it. They strive to provide an environment that offers personalized attention and client pampering. Janet and the other stylists feel it's important to keep up with the latest trends but are also excellent about listening to what the client wants. Shear Productions, located in Belmar, offers hair styling, color, massages, facials and pedicures. It's a serene environment that allows you to leave your stresses behind and truly relax. So, if you are ever in need of a new stylist or a spa service, I highly recommend going to **Shear Productions** - 358 South Teller Street, Lakewood, CO 80226, 303-934-5700, janet@shearproductions.com *Janet is just the best.*

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

SOUTH SLOPE - SUMMIT GLEN

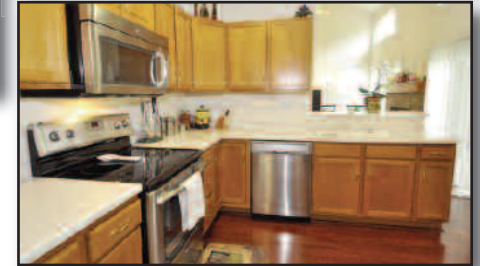


Gorgeous Home

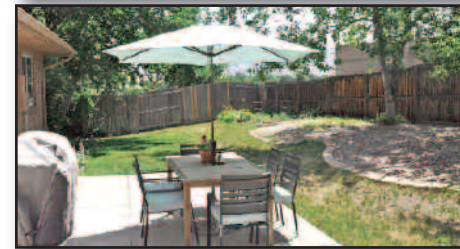
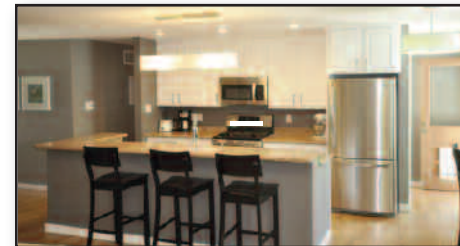
2820 S. Fig Street

Two-story - 4 beds - 3 baths - Sq. Ft. 2193 & 827 - Taxes - \$2,572
 Three-car garage - Beautiful hardwoods - Popular floorplan with high vaulted ceilings - Stainless steel appliances - Southern exposure - 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 - Active - Offered at \$415,000



GREEN MOUNTAIN VILLAGE



A Wow Home!

13586 W. Warren Circle

4 Beds/3 Baths • 1239 + 899 Sq. Ft • H-Plan • 2- Car • Taxes - \$1697
 Best condition in the neighborhood • Modern decor with designer lighting and tile • Beautiful hardwoods throughout main level
 Open floorplan • Remodeled kitchen with granite countertops
 Stainless appliances with gas stove • Evaporative cooler • Updated baths • Lovely private backyard • New windows • 4-year-old roof
 Close to light rail and **St. Anthony's** • 10 Minutes to downtown & mountains • Close to open space and wonderful parks

Status - Under Contract - Offered at \$330,000

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 - U/C - Offered at \$250,000



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THE SIMPLE PROCESS OF BUYING A HOME

Buying a home is a good financial decision - and, it has never been easier!



By Jason Reynebeau

The process of buying a home varies significantly - every buyer or Realtor tailors the process to meet their needs. We feel there is definitely a right way and a wrong way to do it - the process can be pleasant and fun or it can be stressful and hard. A few steps in the wrong direction can lead you down the path of stress and problems. Here's how 38 years of real estate experience has molded our approach to be efficient and fun. It seems logical but you'd be surprised how many don't do it this way.

STEP #1 - GETTING ACQUAINTED

We think it is very important to have a get-together meeting in our office to see if we all connect. It is important as we have to know if we are all on the same page with the same goals. This is the time to lay out the plan, establish the goals, parameters and time-lines. If we all feel good about the relationship then we need to move on to steps 2 & 3.

STEP #2 - GET PRE-QUALIFIED

Speak with a reputable lender who knows their stuff. Don't pick someone out of a hat - the lender is a key ingredient to an easy transaction. Choose a bad lender and you will almost certainly have problems and stress. The goal is to learn the maximum amount of money you qualify for and what issues we might have to deal with. We suggest **Tim Siebenthal** because we trust him totally - he is at 909-929-2853.

STEP #3 - LEARN WHAT YOUR MONEY WILL BUY

Now that you know what you can qualify for we need to do "education day" where we go out and look at lots of options in various price ranges. We need to work various price ranges, neighborhoods, floor-plans, product lines and age groups and all the other factors involved in the goals. We need to have established clearly, in the end, what type product and what price range we need to focus on. Each home we look at should advance our knowledge of what our money will buy and clarify what it is that knocks our lights out. Just because you can afford 400k doesn't mean that's what you should spend - what's the least amount of money you can spend and still be happy. At the end of education day we typically have a very good handle on what the issues are going to be and what product we are looking for - plus, it's fun.

STEP #4 - NARROW YOUR FOCUS

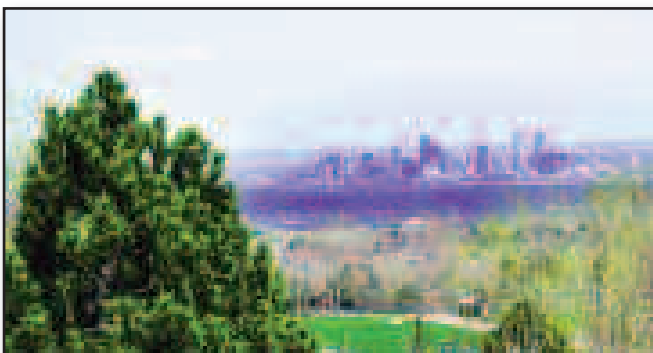
Once you establish your price range and the product, then we need to narrow the focus down to the area and three or four *absolute* attributes. Shop the market until you've exhausted your options. If we still haven't found the home that knocks your socks off then we have two options. First, watch all the new listings as they come on the market or reassess the parameters, price range or the geography. This can be a lot of fun because you're making progress.

STEP #5 - BUY THE HOME THAT KNOCKS YOUR SOCKS OFF

One of the great things about this process is that we never have to *sell* someone on a home. Eventually they walk into a home and just know it's the one. It's fun when we haven't even seen the whole house but they know "this is it". Buyers know it because they arrived at this decision in a meaningful and logical way and there is typically very little doubt - *they just know it*.

This process takes various amounts of time. We all have different abilities to absorb information, process it and make decisions. So the number of homes seen also varies - some need to see 15, others 50. Regardless of how many you need to see, as long as the process stays the same, things always work out for the best. If you have any further questions about buying a home or would like more information please contact Rocky, Jason or Jeremy at 303.989.5462 or visit our website at www.rockyjasonandjeremy.com.

THE TERRACE CONDOS



Amazing 180-degree city views 13349 W. Alameda Pkwy. #302

Ranch - 2 Beds - 3 Baths - 2106 Square Feet - Taxes \$2,410
2- Car detached garage - 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 - Walk to **Green Mountain Open Space**, recreation center and wonderful parks - Easy commute to everything

Status - Active - Offered at \$320,000



GREEN MOUNTAIN ESTATES 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

Sold Price - \$387,000 - DOM - 43 - Date 4/31/13



GREEN MOUNTAIN VILLAGE - PRE 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

Sold Price - \$270,000 - DOM - 5 - Date 6/17/13



GREEN MOUNTAIN I 12671 W. Alameda Drive

Two-Story - 3 Beds - 3 Baths - 1576 Sq. Ft. - 2-Story - Taxes \$1,014
2- detached garports - 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

Sold Price - \$163,000 - DOM - 16- Date 7/18/13



PREMIERE AT MOUNTAINVIEW 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

Sold Price - \$307,000 - DOM - 22 - Date 6/27/13



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FIVE MISCONCEPTIONS ABOUT 1031 EXCHANGES:



Jeremy Kendall

Over the past 20 years, tax-deferred exchanges have become an increasingly important part of real estate transactions. Surprisingly, there are still some deep-rooted misconceptions about Section 1031 of the Internal Revenue Code, even though tax-deferred exchanges are prevalent in the real estate community today. Some of these misconceptions are so severe that real estate investors wind up losing their chance to take advantage of the tax savings afforded by structuring their transactions as an exchange. What follows are the five biggest misconceptions:

Misconception #1 - In order to complete a 1031 exchange, a taxpayer has to find someone to "swap" a property with.

While this is originally how exchanges were structured, taxpayers are now free to sell their property to anyone they wish, and to buy from anyone they wish. Although there are a few issues regarding sales and purchases between related parties, most exchanges are structured not unlike any other typical sale and subsequent purchase commonly found in the industry.

Misconception #2 - A taxpayer seeking to exchange property has to buy the exact same type of property he is selling in order for it to be considered a "like-kind" exchange.

As long as both the property to be sold and the property to be purchased are held for productive use in a trade or business, or for investment purposes, taxpayers are free to purchase whatever type of property they want. For example, a taxpayer can sell an apartment building and exchange it for an industrial warehouse.

Misconception #3 - Taxpayers must complete the 1031 exchange in one completely simultaneous transaction.

By virtue of a favorable ruling to the taxpayer in the now famous case of *Starker vs. United States* in 1979, taxpayers have the ability to complete an exchange on a delayed basis so long as they purchase replacement property within 180 days of selling their first relinquished property. Other structures, including reverse exchanges and improvement exchanges, afford taxpayers other types of time-line flexibility.

Misconception #4 - Taxpayers must use all the proceeds from the sale of their relinquished property to purchase replacement property.

In order to have a **completely** tax-deferred exchange a taxpayer must follow three essential steps: (1) buy replacement property where the value is equal to or greater than the value of the original relinquished property; (2) use all of the original equity realized from the sale to purchase a replacement property; and (3) obtain equal or greater financing on the replacement property as was paid off on the relinquished property at the time of its sale.

However, while those are the rules for a **complete** deferral, a taxpayer may violate any one of them and complete a partial deferred exchange. For example, a taxpayer who seeks to buy a replacement property of a lesser value, or with less financing, will recognize a capital gains tax on that amount not reinvested in the new property. Simply put, taxpayers can buy replacement properties for a lesser amount and put cash in their pocket, so long as they don't mind paying some taxes.

Misconception #5 - I don't need a qualified intermediary. I can simply have my attorney or accountant hold the sale proceeds until the replacement property is purchased.

A qualified intermediary is essential to completing a valid delayed exchange. Basically, the IRS disqualifies any person or entity from acting as an intermediary, if that individual has had an existing business relationship with the taxpayer within the past two years.

Although that statement is somewhat broad, some parties who may be considered disqualified parties are the taxpayer's relatives, attorney, accountant and real estate broker. The IRS provides that neither the taxpayer, nor any disqualified person or entity, can come into receipt of the exchange funds during the exchange, or the exchange will be void. Using a well-established qualified intermediary enables a taxpayer to avoid situations that might void an otherwise valid exchange. It is also a good practice to research the expertise and security of the qualified intermediary.

Note: We do a lot of 1031 exchanges and are proficient in the process - for council please give us a call at 303-989-5462.



LISTINGS NEEDED

GREEN MOUNTAIN VILLAGE

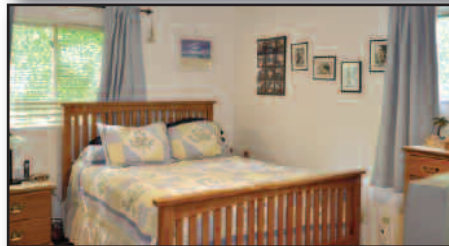
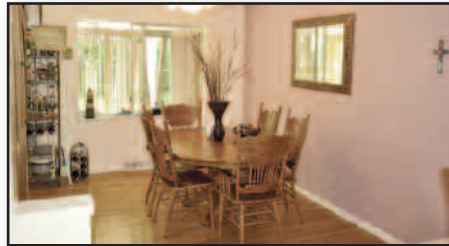


Wonderful Location 1955 S. Urban Street

4 Beds • 3 Baths • 1315 + 915 Sq. Ft. • H-Plan • 2- Car attached garage • Awesome curb appeal • Beautiful back yard with patio and storage shed • Great location and quiet street • All kitchen appliances included • Evaporative cooler • Sprinkler system • Fully-finished basement with laundry room • Furniture available • Close to **St. Anthony's** • 10 Minutes to downtown & mountains • Close to **Green Mountain Open Space, Bear Creek Lake Park** and wonderful parks

Status - Active - Offered at \$270,000

GREEN MOUNTAIN VILLAGE



BEAUTIFUL BACKYARD 773 S. Union Blvd.

4 Beds/3 Baths • 1197 + 1197 Sq. Ft. • Taxes - \$1,596 • Ranch 2-car attached garage • Beautifully updated • Hardwood floors • Evaporative cooler • Lots of pride of ownership • Updated kitchen with silestone granite counters • New roof in 2011 • Fully-automatic sprinkler system • Ceramic tile in kitchen & baths • Heated garage • Beautiful private backyard • Exceptional patio with swivel porch enclosures • Partially-finished basement • Easy commute to downtown, mountains & **Jeffco Open Space and Bear Creek Lake Park** • Close to **St. Anthony's**, light rail and bus lines

Status - Active - Offered at \$255,000

APPLEWOOD MANOR



Incredible Applewood Home 12700 W. 23rd Avenue

5 Beds - 3 Baths - 1487 + 1487 Sq. Ft. - Brick Ranch - 2-Car Attached & a oversized 1 1/2 Detached garage / workshop - Beautiful teak hardwoods - Great-room floor plan - Updated oak kitchen w/ Corian counters & stainless appliances - Updated bathrooms w/ oak vanities and marble counters - Awesome curb appeal - Incredible .31 acre lot - Huge covered patio - Lovely private backyard w/ beautiful landscaping - Great street & neighborhood - Fully-finished basement w/ extra bedrooms, rec room and a wonderful hobby room - Central Air - Sprinkler system - Anderson windows - Trane Furnace - Close to light rail - Close to **St. Anthony's** & **NREL** - Easy drive to downtown & mountains - Serviced by excellent schools

Status - Active - Offered at \$450,000



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Simple People.

With a Very Simple
Business Plan!



**SHOW UP - BE SKILLED - WORK HARD
BE HONEST - AND, CARE DEEPLY
ABOUT OUR CLIENTS
SIMPLE!**

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Green Mountain Village 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 property - 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

Sold Price - \$257,000 - DOM - 11 - Date 6/26/13



Green Mountain Village 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 hardwood floors - Lots of
light - Master with bath - An exceptional backyard with extensive gardens - Large
stamped concrete covered patio - Second flagstone patio - Newer roof, high-effi-
ciency furnace, humidifier and air conditioning - Six-panel doors - Accent triple
pane windows - Bay window in living room - Ceiling fans in living room and mas-
ter - Nice front deck - Utility sink and a shop in garage

Sold Price - \$280,000 - DOM - 2 - Date 6/2/13



Green Mountain Estates 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 - liv-
ing 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 a growing family

Sold Price - \$289,000 - DOM - 3 - Date 8/6/13



GREEN MOUNTAIN VILLAGE 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 cov-
ered patio w/swing - Amazing lot - almost 1/3 acre - Cul-de-sac - Full finished
basement w/ rec room, laundry & storage - Beautifully landscaped yard

Sold Price - \$329,000 - DOM - 2 - Date 7/11/13

JEWELL LAKE CONDO



BEAUTIFUL LAKE VIEW

10530 W. Jewell Avenue #2-301

2 Beds • 2 Baths • 1253 Square Feet • Ranch + Loft • 1-
Car Garage • Amazing lake front location • Mountain views
Covered patio to enjoy setting year round • Wonderful open
floor plan • Nice tile work • Lots of natural light • Gas fire-
place • Perfectly clean and neutral • Pride of ownership • All
appliances included • Close to light rail and **St. Anthony's**
10 Minutes to downtown & mountains • Close to **Green
Mountain Open Space** and wonderful parks

Status - Active - Offered at \$170,000

GREEN MOUNTAIN ESTATES



AMAZING VIEWS

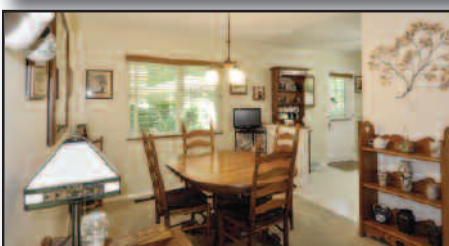
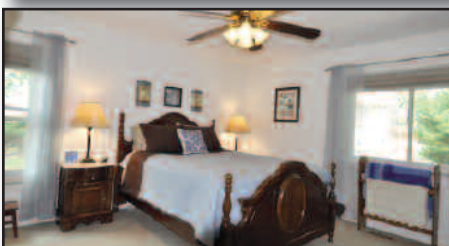
928 S. Alkire Street

4 Beds • 3 Baths • 1839 + 678 Square Feet • Tri-Level w/ basement
• 2 - Car Attached Garage • Amazing 180-degree city views
Lovingly maintained - Perfectly clean - Awesome floor plan - Wood
burning fireplace - Newer roof - Newer Central Air - Maintenance-free
exterior - Full basement - High demand neighborhood - Great curb
appeal - Close to light rail and **St. Anthony's** - Easy drive to down-
town & mountains - Close to **Green Mountain Open Space, Bear
Creek Lake Park** and wonderful parks

Status - Active - Offered at \$310,000



GREEN MOUNTAIN VILLAGE



IMMACULATE CONDITION

12815 W. Iliff Avenue

3 Beds • 2 Baths • 1917 Sq. Ft. • Q-Plan • 2- Car attached garage
Located in a wonderful neighborhood • Immaculate condition inside
and out • Updated kitchen and baths • Newer windows • Beautifully
landscaped with flower gardens and mature trees • Private patio
Central air • Sprinkler system • Oversized garage with plenty of stor-
age • RV parking • Lots of pride-of-ownership • Close to light rail
and **St. Anthony's** • Easy commute to downtown & mountains -
Close to **Green Mountain Open Space, Bear Creek Lake Park**
and tons of wonderful parks

Status - Under Contract - Offered at \$280,000



Rocky, Jason and Jeremy - Real Estate Professionals

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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 - Under Contract - Offered at \$215,000



Cedar Ridge



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 and St. Anthony's - Easy commute to downtown, mountains and Green Mountain Open Space

Status - Active - Offered at \$189,000

Green Mountain Estates



Entertainer's Dream Home 538 S. Devinney Street

6 Beds • 4 Baths • 2091 + 983 Sq. Ft. • 2-Story • 2- Car attached garage
Entertainer's dream • Awesome curb appeal • Huge master with built-in shelving • 5-piece master with cedar closet and jacuzzi tub • Large balcony connects master and 2nd bedroom • Open kitchen with egress to family room and back deck • Updated baths • Large yard with a lovely garden • Dog run 6-panel doors and oak trim • Close to light rail & St. Anthony's

Sold Price - \$369,500 - DOM - 5 - Date 7/16/13

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 - Under Contract - Offered at \$270,000

TELLURIDE WEST

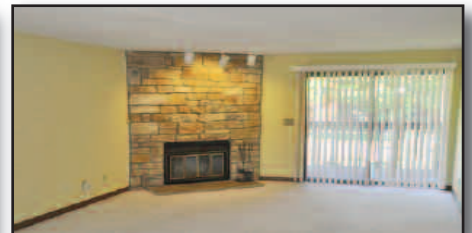


Beautifully Updated

418 Wright Street #206

2 Beds • 2 Baths • 1043 Sq. Ft. • Ranch • 1- reserved space • Taxes \$734 • Completely updated 2nd floor condo • Designer tile in dining room and bathrooms • Concrete and granite countertops • Large master with private bath • New central air • Woodburning fireplace Updated baths • Newer water heater and furnace • Wonderful balcony • Visitor parking nearby • Immaculate condition • Close to light rail and St. Anthony's • Easy commute to downtown & mountains • Close to open space and wonderful parks

Status - Under Contract - Offered at \$135,000



GREEN MOUNTAIN I



Beautiful Location

12530 W. Virginia Avenue

4 Beds • 4 Baths • 1576 + 760 Square Feet • 2-story • 2-detached carports • Wonderful location • Large familyroom with picture window • Huge master with walk-in closet and private bath • Great kitchen with all appliances included Fully-finished basement with large family room and additional bedroom • Central Air • Great patio with new fence and designer pave stones • Newer windows • Close to light rail, restaurants and amenities • Walk to St. Anthony's • 10 minutes to open space, wonderful park and biking trails

Status - Active - Offered at \$190,000



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



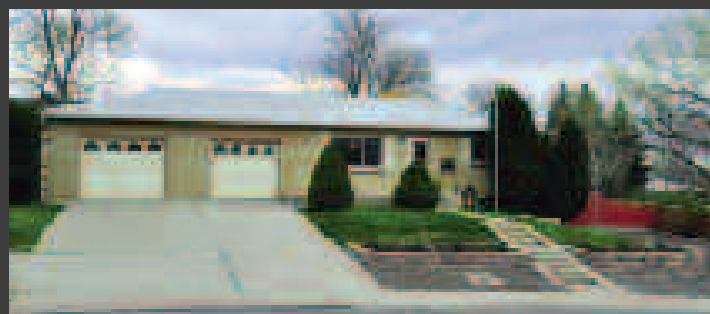
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GRANT RANCH - GOLF COURSE 6746 W. Long Drive

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

Sold Price - \$520,000 - DOM - 30 - Date 7/31/13



GREEN MOUNTAIN VILLAGE 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

Sold Price - \$265,000 - DOM - 5 - Date 6/27/13



GREEN MOUNTAIN VILLAGE 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

Sold Price - \$292,500 - DOM - 18 - Date 7/30/13

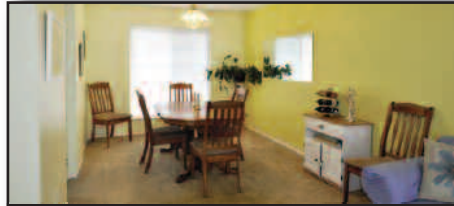


Green Mountain Estates 13493 W. Virginia Drive

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

Sold Price - \$317,000 - DOM - 2 - Date 6/7/13

HARRIMAN PARK

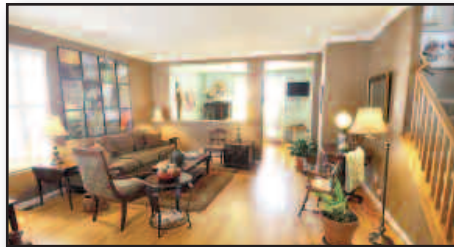


EXCELLENT CURB APPEAL 4701 S. Wright Way

4 Beds • 3 Baths • 2140 + 588 Sq. Ft. • 2-story • Taxes - \$1,746
Two-car garage • Huge master bedroom with master bath and walk-in closet • Additional bedroom with attached bath upstairs • Light and bright kitchen • Custom built-in shelving in family room • Formal dining room • Large front window allows lots of sunlight in front living room • Central Air • Sprinkler system • RV parking • Lovely private backyard • New sewer line • New furnace • Close to Hampden & C-470 with an easy commute to the mountains and downtown, open space and the Denver Tech Center

Status - Active - Offered at \$255,000

QUINCY LAKE



GORGEOUS HOME 4450 S. Iris Court

2 Beds - 3 Baths - 1728 + 871 Sq. Ft. - 2-Story - 2- Car Detached Garage - Incredible hardwoods - Maple cabinets w/ roll-out shelves & EZ close drawers - Corian countertops - Custom tile work - Main floor study - Custom glass tile backsplash - Crown molding - Amazing backyard retreat - Beautiful foliage - loft could easily be converted into a 3rd bedroom - Huge master - 5-piece Master bath- Perfectly maintained Full unfinished basement - What a lovely home - 10 Minutes to downtown & mountains - Close to open space and wonderful parks

Status - Active - Offered at \$295,000

GREEN MOUNTAIN I



PRIDE-OF-OWNERSHIP 12537 W. Alameda

3 Beds - 3 Baths - 1576 Sq. Ft. - 2-Story - 2 Carports
Beautiful hardwoods - Awesome curb appeal - Great street
Beautifully updated kitchen - Huge master with walkin closet
Central Air - Sprinkler system (HOA) - Huge covered patio - Well-run HOA - Newer windows - Popular floorplan - 6-panel doors - Close to light rail and St. Anthony's - Easy commute to downtown & mountains - Serviced by great schools. Just minutes to Green Mountain Open Space and Bear Creek Lake Park

Status - Coming Soon - Offered at \$180,000



OTHER BROKER SALES

Since Last Issue



Martindale
461 S. Marshall Street - (6/2513)
Co/op Sale with Reynebeau & Company / Re/Max



Lochwood
1508 S. Robb Court - 7/5/13)
Co/op Sale with Reynebeau & Company / Eileen's Homes



Candelas Subdivision
16036 W. 94th Drive - (7/6/13)
Co/op Sale with Reynebeau & Company / Ryland Homes (New build)



Villa West
600 S. Carr Street - (7/8/13)
Co/op Sale with Reynebeau & Company / Aspen Realty



Silver Valley
8759 W. Cornell Avenue #22-4 - (7/16/13)
Co/op Sale with Reynebeau & Company / Re/Max

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

Continued from Page 9

SINGLE FAMILY HOMES

Most Recent Sales - 5/26/13 - 8/5/13

(Sorted by area then by sold date)

Sixth Avenue West Products

Address	Area	Style	Sq. Ft*	Base	Car	Date	Price	DOM	Terms	Taxes	Note
142 Loveland Way*	Mesa	2S	4,035	FPF	4-Car	5/30/13	\$685,000	8	CV	\$5,463	CP
15768 W Ellsworth Dr*	Mesa	2S	3,100	FO	3-Car	5/31/13	\$600,000	3	CA	\$3,893	CP
49 Rogers Ct*	Mesa	2S	3,028	FO	3-Car	6/17/13	\$569,500	52	CV	\$3,735	
46 S Russell Ct*	Mesa	2S	2,979	PPF	3-Car	7/16/13	\$495,000	9	CV	\$3,616	CP
145 S Joyce St*	Mesa	2S	3,073	PPF	3-Car	7/23/13	\$640,000	4	CV	\$3,873	CP
59 Rogers Ct*	Mesa	2S	3,340	FF	3-Car	7/25/13	\$573,000	25	CV	\$4,264	CP
2345 S Lupine St*	Mesa	R	2,120	FPF	3-Car	7/26/13	\$745,000	159	CV	\$3,237	
16559 W Ellsworth Dr*	Mesa	2S	2,139	FF	3-Car	7/31/13	\$407,000	214	CA	\$3,200	L
14370 W Cedar Pl*	SAW	2S	2,355	PPF	3-Car	5/29/13	\$422,000	74	CV	\$3,153	CP
324 Flora Way*	SAW	BI	1,962	N/A	2-Car	6/7/13	\$350,000	48	CV	\$2,326	CP
73 S Devinney St*	SAW	R	3,760	PPF	2-Car	7/23/13	\$730,000	61	CV	\$4,710	CP
14085 W Maple Ave*	SAW	R	2,648	PPF	3-Car	7/24/13	\$593,000	0	CV	\$4,057	CP
14216 W 2nd Ave*	SAW	2S	2,241	FF	2-Car	8/6/13	\$425,950	15	CV	\$2,735	

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

Townhomes and Condos

Most Recent Sales - 5/26/13 - 8/5/13

(Sorted by area then by sold date)

Address	Area	Style	Sq. Ft*	Base	Car	Date	Price	DOM	Terms	Taxes	Note
12610 W Bayaud Ave #8*	CR	2S	1,452	FF	2-CG	7/19/13	\$179,900	2	CA	\$1,225	
1815 S Deframe St *	FOX	2S	1,355	FF	2-CG	6/14/13	\$200,000	1	FHA	\$1,200	
632 S Xenon Ct *	GM I	2S	1,120	N/A	2-CP	6/25/13	\$140,000	58	FHA	\$840	CP
12570 W Virginia Ave *	GM I	2S	1,795	N/A	2-CP	6/28/13	\$188,750	3	CV	\$1,104	
12573 W Alameda Dr *	GM I	2S	1,576	N/A	2-CP	7/12/13	\$172,500	28	CV	\$1,014	CP
12671 W Alameda Dr	GM I	2S	1,576	N/A	2-CP	7/18/13	\$163,000	16	CV	\$1,014	
12791 W Alameda Dr	GM II	2S	1,608	FF	2-CG	6/3/13	\$199,000	18	CV	\$1,240	
12721 W Alameda Dr *	GM II	2S	1,650	PPF	2-CG	6/14/13	\$185,000	3	CV	\$1,174	
734 S Youngfield Ct *	GM II	2S	1,650	N/A	2-CG	6/20/13	\$179,000	27	CA	\$1,102	
662 S Youngfield Ct *	GM II	2S	1,173	N/A	1-CG	8/5/13	\$140,000	55	CV	\$866	
12548 W 1st Pl	LH	2S	1,779	FF	2-CG	5/28/13	\$0	2	CV	\$1,582	
12470 W Ellsworth Pl *	LH	2S	1,782	PPF	2-CG	6/7/13	\$270,000	4	FHA	\$1,719	CP
12594 W 1st Pl*	LH	2S	1,954	FF/WO	2-CG	6/19/13	\$309,000	52	CV	SE	
1648 S Cole St B1*	LV	R	837	N/A	1-CG	6/13/13	\$130,000	2	CA	\$869	
1669 S Deframe St *	LV	R	1,143	N/A	2-CG	6/14/13	\$195,000	1	CA	\$1,145	
1880 S Cole St C2*	LV	R	791	N/A	1-CG	6/24/13	\$132,500	6	CA	\$832	
1655 S Cole St B3*	LV	R	1,057	N/A	1-CG	6/25/13	\$167,900	91	CV	\$1,109	CP
480 Gladiola St *	SAW I	2S	990	FF	1-CP	7/24/13	\$165,000	2	CV	\$1,007	
14678 W Ellsworth Ave *	SAW II	2S	1,320	FF	2-CP	7/25/13	\$189,000	5	CA	\$1,229	
390 Zang St 101*	Snow	R	1,174	N/A	2-Res	6/28/13	\$124,000	27	CV	\$805	
427 Wright St 204*	Snow	R	1,072	N/A	2-CG	7/1/13	\$125,500	7	CV	\$809	
337 Wright St 306*	Snow	R	812	N/A	1-CG	7/12/13	\$99,000	5	CV	\$603	CP
341 Wright St 303*	Snow	R	966	N/A	1-RES	7/16/13	\$110,000	21	FHA	\$709	L
201 Wright St 206*	Snow	R	1,174	N/A	1-RES	7/25/13	\$119,900	87	CV	\$849	L
335 Wright St 102*	Snow	R	812	N/A	1-RES	7/26/13	\$106,000	2	FHA	\$580	CP
3125 S Indiana St *	TAM	2S	1,834	FO	2-CG	6/21/13	\$330,000	2	CV	\$2,243	
3239 S Indiana St *	TAM	2S	1,818	FF	2-CG	6/28/13	\$356,000	7	CV	\$2,232	
326 Wright St 203*	TELL	R	1,009	N/A	1-RES	6/6/13	\$129,900	6	CV	\$683	
433 Wright St 201*	TELL	R	971	N/A	1-RES	6/19/13	\$120,000	5	FHA	\$654	
314 Wright St 302*	TELL	R	1,128	N/A	2-CG	6/27/13	\$138,500	5	CV	\$794	
443 Wright St 207*	TELL	R	971	N/A	2-Res	6/28/13	\$120,000	3	CV	\$674	
324 Wright St 304*	TELL	R	1,128	N/A	1-RES	7/5/13	\$121,000	14	CA	\$769	
316 Wright St 306*	TELL	R	1,174	N/A	1-RES	8/2/13	\$140,000	2	CA	\$953	

Footnotes: CR - Cedar Ridge ♦ FOX - Foxpoint ♦ GM I-III - Green Mountain I, II or III ♦ LH - Lakewood Hill ♦ 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, PFF - 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.

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Free Market Analysis

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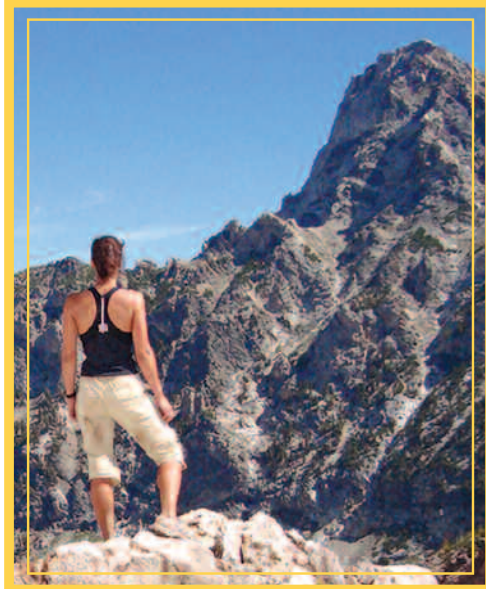
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Supporters-in-Chief

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 Towhhomes	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

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Editor's Notes

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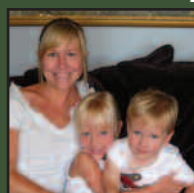
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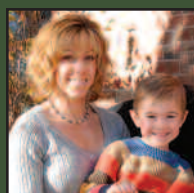
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Beth Reynebeau
Daughter-in-law



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Jennifer Kendall
Daughter



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