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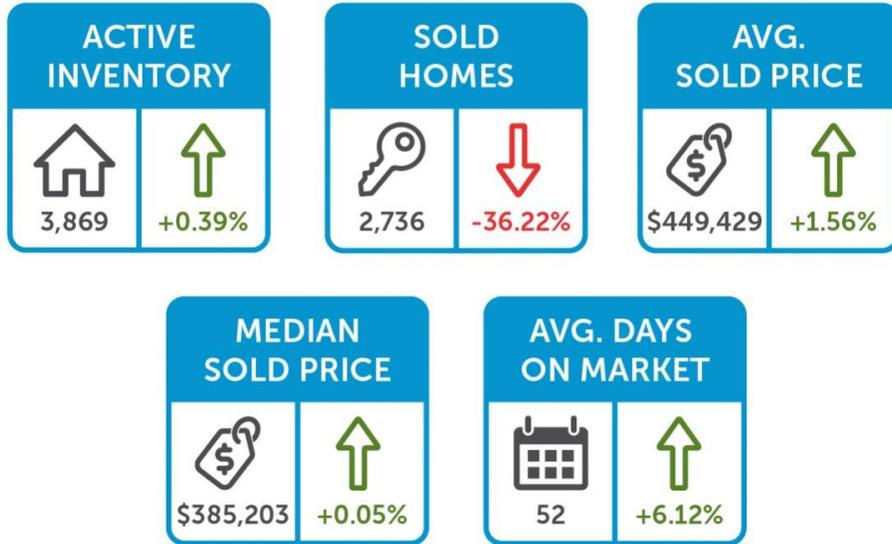
The arrival of March traditionally brings lots of new real estate activity to markets all across the country. This is the time of year when families are most likely to purchase a new property so they can ensure an easier relocation during the summer. As a result, almost every community will see an influx of buyers looking for new homes.

If you are wondering about taking advantage of this market or you happen to know someone who is, give us a call. We can help navigate this year's spring market, and ensure any purchase and/or sale goes smoothly.

Market Overview

Home prices continue upward trajectory and housing inventory hits new low for any January on record, setting the stage for another active year in the Denver-area.

RESIDENTIAL (Single Family plus Condo) | January 2018 Data | Month-Over-Month



#DMARstats

Data source: REcolorado

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Remove Emotion When Selling

Most real estate experts agree that being too emotionally attached to your home can lead to poor decision making, such as over-pricing the listing and making hasty choices based on feelings rather than facts.



Of course, removing emotion from the home selling equation is easier said than done. After all, it is your home. It's only natural to be emotionally connected to it. So, how do

you ensure that emotions don't get in the way of selling your house quickly and for the best price? Here are some strategies:

- Think of selling your property as a business transaction only. Focus your emotions on the new home you'll be moving into soon.
- Stow as many personal items as possible, such as trophies and family pictures. Turn your home into an attractive product.
- If a buyer makes a negative comment about your property - "I hate the deck color." - don't take it personally.
- Avoid judging offers to buy your house based on whether or not you like the buyer.

Finally, whenever you make a decision during the home selling process, ask yourself: "Am I making this decision based on fact or emotion?" If the answer is "fact" then, chances are, you're on solid footing.

How To Deal With Competing Offers

Ideally, you want to be the only buyer who makes an offer on a particular property. That way, assuming your price is acceptable to the seller, you're almost certain to close the deal.



But, it doesn't always work out that way. In the case of highly desirable homes, it's very common for there to be competing offers.

So, what do you do if there's a competing offer on a home you really want?

First, don't panic. Just because there are other buyers interested in the property doesn't mean you won't get it. There are many factors that influence a seller's decision to choose one offer over another.

For example, sellers are generally skeptical of offers from buyers who do not have a pre-approved mortgage, or have not yet put their own home on the market.

Conditional offers based on these factors are often a red flag. Most sellers will readily accept an offer conditional on a satisfactory home inspection. However, if there are other more stringent conditions - such as an offer conditional on the buyer selling his own home for a particular price, or an offer conditional on arranging satisfactory financing - many sellers will be reluctant to accept the offer.

Of course, it isn't always possible to avoid including these kinds of conditions. That doesn't mean you won't get the home. A solid presentation of the offer along with my skilled negotiation can make all the difference.

Make Your House "Picture Perfect" For Buyers

When you walk into a nice hotel room, what do you usually notice first? It may be the large, often beautiful picture hanging above the bed. You'll probably find a smaller, equally attractive picture hanging in the bathroom. Often there will be at least two more adorning other walls.



That's no accident. Hotels know that pictures are the simplest, surest way to make a good-looking room look great.

The same thing holds true when preparing your house for sale. According to home staging experts, hanging a few quality pictures can transform the look of just about any room - even a washroom!

Chances are, you already have pictures hanging in your home. Do you need more? That depends. If you have a room that seems dull, and there is open and empty wall space, try adding a picture. You don't have to buy one or hang one - just have someone hold up an existing picture. If the look of the room improves, consider adding a picture in that spot.

Pictures don't have to be expensive; they just need to be of good quality. Many retailers sell good-looking, nicely-framed pictures at affordable prices.

Colorado Closeup: Why families are moving to this Denver Neighborhood

The Virginia Village neighborhood is still in Denver, but has a suburban feel that's great for families.



As cranes loom over downtown Denver's skyline and city center streets increasingly become home to younger millennials (hipsters) and retirees, families are increasingly heading to neighborhoods to the east.

That's because they tend to be more affordable, a bit less crowded and have more of family-feel to them.

Places like Virginia Village are top of the list.

The neighborhood is bounded by South Colorado Boulevard to the west, East Mississippi Avenue and East Cherry Creek North Drive to the north, South Poplar Street to the east and East Evans Avenue to the south.

A history full of farms, kids and black widow spiders

The history of Virginia Village starts in 1864, according to the neighborhood's website. That's when Levi Booth bought the stage stop that is now the Four Mile House, and the Kansas Pacific Railroad Company was granted some of the land in the area.

Of course, what's now Virginia Village was mainly a rural, agricultural area for much of the early 20th century. Much of the land was used to grow grain, but there were also crops such as horseradish and asparagus.

The neighborhood as we know it officially began on Aug. 2, 1950, when it was platted and signed by Levi R. and Winnifred S. Roop.

Development in the neighborhood was halted during the Korean War, and in 1954, voters overwhelmingly chose to annex Virginia Village into Denver.

"Early homeowners in Virginia Village likened themselves to pioneer's," the neighborhood's website reads. "There were no lawns, fences, trees or appliances."

They were living on the outskirts of town in an area that still boasted many riding academies, bridle paths and pastures.”

Virginia Village neighborhood is full of many mature trees (think the opposite of Highlands Ranch). You can credit a free tree program by Denver businessman Marcus C. Bogue Jr. for that. In the early 1950s, Brogue offered residents free trees — essentially bare root sticks of maple, pink crabapple, linden and ash trees — if they would plant them along the streets.

Another interesting tidbit in Virginia Village’s history? An influx of black widow spiders during the neighborhood’s 1950s and 1960s construction boom. These terrifying and poisonous creatures took to living in the concrete next to milk boxes, but luckily disappeared after a few years – so if you’re thinking of living in Virginia Village now, it should be all good.

For the record, that’s also good news because in the 1960s, it was common to have as many as 40 children living on one Virginia Village block!

A neighborhood with lots for families to do

On the eastern edge of the neighborhood, along Cherry Creek South Drive, is the family-friendly Cook Park, complete with playground, picnic areas, athletic fields, grassy areas and a recreation center with an outdoor pool.

Tucked in the eastern corner of the neighborhood is Esters Neighborhood Pub (1950 Holly St.), a local favorite for its freshly-made thin-crust pizza and craft brews. Also in the area is Chakas Mexican Restaurant (6265 E. Evans Ave.) and Milo's Sports Tavern (6495 E. Evans Ave.), where you can get a combination of good happy hour deals and listen to acclaimed music like Lil Jon and the Eastside Boyz and Speakerboxx/The Love Below-era Outkast during Broncos commercials.

The biggest business corridor in the area is along the South Colorado Boulevard edge of the neighborhood.

Besides many chain restaurants (think Good Times, Old Chicago, Hacienda and Black-Eyed Pea), several locally owned spots are worth a visit, too. Viale Pizza & Kitchen (1390 S. Colorado Blvd.) serves up Italian food, and just up the road, PokeCity (1128 S. Colorado Blvd.) is all about authentic Hawaiian cuisine.

So you want to live in Virginia Village?

Virginia Village is mostly residential, with mature tree-lined streets and a wide array of homes — both new and old. The median home price is \$370,000, according to real estate website Trulia.com. Two-bedroom apartments run \$1,837.

<https://www.bizjournals.com/denver/news/2018/02/23/colorado-closeup-why-families-are-moving-to-this.html>

notable, quotable... quotes!

“Failure doesn’t come from not reaching your goal, but from having no goal to reach.”

Benjamin Mays

“No bird soars too high if he soars with his own wings.”

William Blake

“You can’t build a reputation on what you’re going to do.”

Henry Ford

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