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YOUR GUIDE TO

INSIDE:

Workout Websites

Check out these workout-streaming websites to help you find the one that works for your lifestyle.

Eat Healthier

Three websites help you find delicious new recipes, learn about nutrition, and inspire you to take care of your health.

Teaching Money Management

Two tips on teaching your children how to manage their money from an early age.



Thank you — *always* — for supporting us and our business. Your referrals mean the world to us.

Colorado Safari Properties



Source: REColorado/Matrix, IRES, 7/1/18 - 12/28/18 as compared to 1/1/18-6/30/18.

*Absorption Rate = Sales/Available Inventory

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THE SAFARI REPORT

Erie Real Estate

2018 Real Estate in Review

The review below reflects the 2nd half of 2018, and how it performed against the first half of 2018. It sure had a split personality!

In general, the data reflects what we as brokers experienced anecdotally. In particular, in the back half of the year homes for sale experienced more days on market and generally lower sale prices. We noticed Buyers ‘taking their time’ in submitting offers. Many times circling back for 2nd and 3rd showings. We didn’t see the multiple-offer situations from earlier in the year (or the pattern of years past). Buyers seemed to become more picky with the show-readiness of a property and how sparkly it showed.

The noticeable outlier was the performance of Erie Commons detached properties where sale prices were actually up by 9.6% in the back half of the year over the first

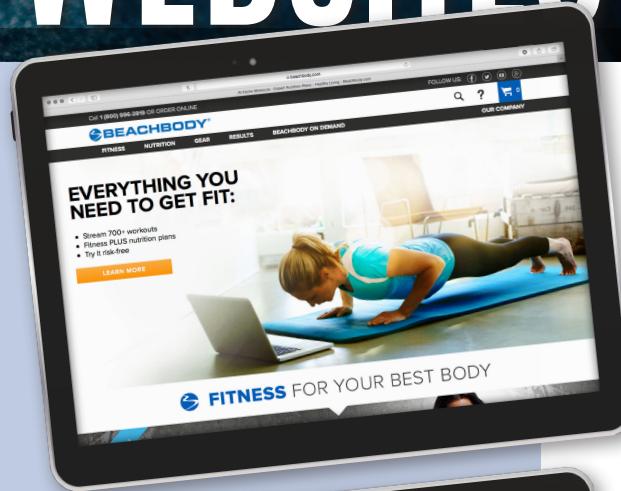
half. Interestingly, the days on market increased by 127%. Hmm... Perhaps the increase in price was driven by the reduced inventory in Erie Commons, which was down by 12.5%? But, wait, Arapahoe Ridge and Canyon Creek followed a similar pattern as Erie Commons. However, in both cases, sale prices were basically flat.

And, other than a consistent downward-to-flat performance in all neighborhoods in their list-price-to-sale-price performance, the data is pretty much a mixed bag.

So, what’s going on? That’s where we come in. *As designated and certified hyper-local real estate brokers, we crunch the numbers for you, and dig even deeper to the specific data and individual comparables comprising these results with the goal of revealing your best Erie opportunities!* Whether buying or selling in 2019, numbers are power. Call us today!

Neighborhood	Vista Ridge Detached	Vista Ridge Attached	Grandview Detached	Grandview Attached	Erie Commons Detached	Erie Commons Attached	Canyon Creek	Arapahoe Ridge
Total Sales	56 (+1.8%)	19 (↑35.7%)	6 (↑20%)	5 (↓28.6%)	21 (↓12.5%)	1 (no change)	17 (↓26.1%)	11 (↓35.3%)
Turnover Rate	2.25% (↓.04%)	.76% (↑.2%)	1.43% (↑.24%)	1.19% (↓.47%)	2.73% (↓.39%)	.13% (no change)	1.05% (↑.36%)	1.82% (↓.10%)
Avg. Sale Price	\$526,130 (↓1.4%)	\$286,925 (↑3.7%)	\$420,167 (↑7.1%)	\$292,580 (↓5.7%)	\$535,200 (↑9.6%)	\$380,000 (↓2.6%)	\$457,706 (↑1.0%)	\$549,448 (↑0.5%)
Avg. Days on Market	65 (↑41.3%)	41 (↑70.8%)	18 (↓47.1%)	31 (↑244.4%)	75 (↑127.9%)	31 (↓32.6%)	43 (↑79.2%)	48 (↑33.3%)
Appreciation/Depreciation Rate	-1.36%	+3.65%	+7.13%	-5.71%	+9.61%	-2.56%	+1.04%	.48%
Absorption Rate*	42.3%	158.3%	N/A	83.3%	50%	N/A	283.3%	N/A
% Sale Price of List Price	97% (↓2.5%)	98% (↓1.2%)	99.9% (↓2.3%)	98.3% (↓3.3%)	100% (↑1%)	95.2 (↓4.2%)	100% (↓2%)	99.3% (↑.7%)

WORKOUT WEBSITES

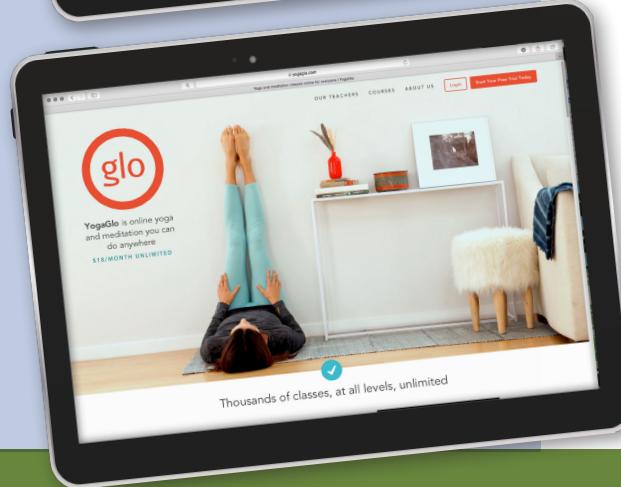


Now is the time to plan for success in achieving your New Year's resolutions. If you have trouble keeping to scheduled workouts and classes to meet your exercise goals, check out our favorite workout-streaming websites. All offer free trials, so "try before you buy."

BEACHBODY ON DEMAND Long known for its extensive DVD workout collections, Beachbody On Demand streams classic and new workouts to keep you moving. The site offers classic cardio and strength training workouts, and fun hip hop dance and yoga classes. Members have access to workout calendars, nutritional information and advice, and progress trackers—making it a one-stop shop for fitness. With a proven track record and excellent trainers—including renowned fitness experts like Tony Horton, Shaun T, Autumn Calabrese and Chalene Johnson—Beachbody On Demand may be your path to success in 2019. Options: Purchase individual DVD programs or subscribe 3 months for \$39; 6 months for \$59 or full year for \$99. Sign up at beachbody.com

BOOYA FITNESS If you love boutique fitness studios and trying adventurous fusions, Booya Fitness is for you. Booya Fitness partners with studios across the U.S. to create exciting video classes; you can try a Bollywood-style cardio dance along with more traditional styles of fitness. They label all their videos so you know if special equipment is needed, like dumbbells or resistance bands, although most of them only require a yoga mat. The site features workout plans for a variety of fitness goals such as plans for runners, eating better or getting wedding-day ready. Options: monthly for \$9.99, 3 months for \$26.99, \$99.99 for a full year. booyafitness.com

YOGAGLO Perfect for new and experienced yogis, YogaGlo gives personalized recommendations to help you develop your yoga practice. Complete a quick survey about your experience level and goals, and you'll instantly receive tailored recommendations. Search through videos by yoga style, the level of experience or intensity, or the teacher. YogaGlo offers a selection of pilates workouts and guided meditations to enhance your practice. Short programs help you target specific goals or check out longer courses on yoga philosophy designed for the serious student. \$18 a month, unlimited. yogaglo.com



EAT HEALTHIER

You're committed to eating healthier, but where do you begin? While we strive to stay healthy, we're not nutrition experts. Take a look at our three favorite online resources from experts on eating healthy.

EatingWell.com is a must for anyone looking to eat healthier. What we love most:

- You'll find a wealth of sample meal plans, so you always have ideas for what to eat next.
- All recipes are tested for flavor, nutritionally sound and designed to be made by cooks of all skill levels.
- The Healthy Eating 101 series is perfect if you want to eat better but need help in how to start.

LiveStrong.com focuses on holistic health through diet and exercise.

- From popsicle recipes to DIY luxury bath tips, this site embodies the concept that health is a big-picture endeavor, beyond calorie counting or dieting.
- An app called MyPlate helps you track nutrients and calories.
- Featuring over two million healthy recipes, a downside is that you'll have to do more digging on your own to find the ones that work for you.

VegetarianTimes.com was recently developed as an online version of the print magazine. It's an incredible resource for vegetarians.

- Although "Vegetarian" is in the name, you'll also find recipes specific to vegan and gluten-free diets.
- Articles share specific nutritional information for how to eat a balanced vegetarian diet.
- If you are looking to expand your skills, check out articles on culinary basics and even gardening to help you feel more confident about what's on your plate.

TEACHING MONEY MANAGEMENT

Successful money management begins long before you earn your first paycheck. Start your children on the right path by teaching them solid money management skills.



Three Piggy Banks Jessica Weaver writes for *Entrepreneur* about using three piggy banks as a fantastic way to teach money management. Give your children an allowance that they must divide into three savings categories. This teaches and reinforces the important notion of goal setting. One bank is for short term goals, money they can spend when and how they want. A second bank is for them to set a bigger long-range goal, and the third piggy bank is for a huge milestone. Consider opening an investment account funded by the third piggy bank that shows your child how savings grow.



Give Teenagers Control Over a Budget Adults are in the habit of buying their kids what they need. As a child becomes a teenager, the process of letting them have some control can begin. Military.com suggests that adults make a deposit into their teen's account at set intervals, representing their "payday." It teaches them to make their money last until the next payday by planning and budgeting for expenses. The account is for items they "need" like clothing and gas, not for items they "want." This gives your teenager some responsibility and independence. Holding firm and having tough conversations if they run out of funds teaches a valuable life lesson.