



Colorado Safari Properties, LLC
526 Briggs Street, Suite C
Erie, CO 80516

PRESRT STD
US POSTAGE
PAID
DENVER, CO
PERMIT NO. 1240

RETURN SERVICE REQUESTED

YOUR GUIDE TO

INSIDE: Unusual Board Games

When your family or friends get together, be sure to have some board games they'll actually want to play!

Cool Toys for Adults

Think adults are too old for toys? These unique items may change your mind.

DIY for your BFF

Create pet furniture that fits your pet's needs as well as your design style.



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

Colorado Safari Properties

11.2018



THE SAFARI REPORT

Erie Real Estate

What's New with Real Estate?

Our work is to provide clients with years of experience, hyper-local neighborhood knowledge, and our boots-on-the-ground market insight. We roll it all up and deliver it to you, right here, in our monthly Safari Report.

After years of Seller leverage, are we're seeing the needle move in the direction of a more balanced market? If so, why? From our interactions in the 80516 neighborhoods, it seems the uptick in mortgage interest rates have, in fact, impacted our market. October 2018 saw the highest interest rates in 7 years. In conversations with our local lender contacts, we're hearing buyer loan applications are down by 40%-70% from earlier this year.

This means fewer buyers actually entering the market right now, and those that are, may be qualifying for lesser mortgage amounts. The result in general is more home inventory and choices for buyers, buyers taking their time

to consider options and circling back for 2nd and 3rd showings, Seller's reducing list prices to account for the higher interest rate movement, and an environment of fewer 'multiple offer' situations.

If you've been considering a home purchase, either as your primary residence or an investment property, now is the time to act with strategic guidance. If you've been considering the sale of your property, now more than ever, you need expert advice. Contact us today to prepare your custom hyper-local data sheet, which will guide you on your target opportunity. *As designated hyper-local specialists, we can crunch the numbers specifically to your target neighborhood, type of property (i.e. ranch, two story, acreage), age of home, HOA, etc., revealing your most advantageous strategy and financial opportunity!*

Neighborhood	Vista Ridge Detached	Vista Ridge Attached	Grandview Detached	Grandview Attached	Erie Commons Detached	Erie Commons Attached	Canyon Creek	Arapahoe Ridge
Total Sales	10 (↑25%)	1 (no change)	1 (no change)	1 (no change)	3 (no change)	1 (no change)	1 (no change)	3 (no change)
Turnover Rate	5.09% (↓.3%)	.92% (↓.1%)	4.28% (↓.2%)	3.8% (↓.2%)	5.06% (↑.4%)	.39% (↑.4%)	2.89% (↓.7%)	5.31% (no change)
Avg. Sale Price	\$511,195 (↑1.6%)	\$537,500 (↑49.2%)	\$420,000 (↓.2%)	\$280,000 (↓10.7%)	\$526,333 (↓4.9%)	\$380,000 (↑100%)	\$380,000 (↓13.9%)	\$546,667 (↑7.8%)
Avg. Days on Market	54 (↑46.3%)	3 (↑66.7%)	57 (↑71.9%)	49 (↑65.3%)	39 (↓23.1%)	25 (↑100%)	6 (↓433.3%)	31 (↓6.5%)
Appreciation/Depreciation Rate	1.61% (↓1.9%)	96.96% (↑107.5%)	-0.24% (↓2.4%)	-9.68% (↑100%)	-4.62% (↑5.1%)	N/A	-12.14% (↑.8%)	8.39% (↑33.1%)
Absorption Rate*	33.3% (↓11.1%)	100% (↑100%)	100% (↑100%)	100% (↑100%)	99.8% (↓50.2%)	N/A (no change)	100% (↑66.7%)	98.5% (↑38.5%)
% Sale Price of List Price	98.5% (↓.1%)	100% (no change)	100% (↑.8%)	100% (↑4.6%)	99.8% (↑.9%)	100% (↑100%)	100% (↑.5%)	98.5% (↓1.4%)

Source: REColorado/Matrix, IRES, 9/15/18 - 10/15/18 as compared to prior month.

*Absorption Rate = Sales/Available Inventory

Natalie Quaratino
Managing Broker 720.633.4223



Raechel Taylor
Broker Associate 720.518.7100

Unusual BOARD GAMES



BETRAYAL AT HOUSE ON THE HILL One part ghost story, one part board game, Betrayal at House on the Hill is a dynamic game that's rarely the same twice. Each player takes the role of an investigator and enters the creepy old house on the hill. Players explore until the haunt begins, and then band together to defeat the threat. What is it — a prowling werewolf, angry witch, mischievous leprechaun or...? These possibilities and more ensure great replay potential.



QWIRKLE A tactical strategy game that's easy to learn, but hard to win, Qwirkle is sort of like dominoes. Each tile features a colored symbol. Players make matches out of their own stock of tiles. Qwirkle is a great game for all ages. And, for those who've never played it, the game is simple to learn.



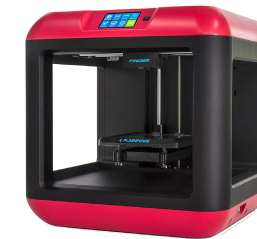
EXPLODING KITTENS While the name sounds ridiculous, Exploding Kittens provides oodles of fun. A combination of Russian roulette and an internet comic, the game's goal is to avoid getting blown up by the exploding kittens. Be strategic and do your best as you play the odds. Or, pick up cards and by the luck of the draw, see who gets blown up first. An unusual game sparking ongoing laughter.

COOL TOYS for Adults

Just because you're grown up, that doesn't mean you have to stop playing with toys. In fact, being an adult means that you get some of the coolest toys around!



PAPER AIRPLANE ADAPTER Here's a better way to make a paper plane a lot more fun! Try adding the Powerup 3.0 adapter to any paper airplane you create! It is a simple setup, and you control it all from an app on your phone! It gives a new twist on something you loved as a kid. poweruptoys.com



FLASHFORGE FINDER 3D PRINTER Thanks to 3D-printing, it's now possible to make all kinds of objects from the comfort of your home. And with the Flashforge Finder 3D printer, you don't even have to break the bank! For less than the cost of a new laptop, you can get a wireless 3D printer that's easy to use, friendly to newcomers, and allows you to start playing right away. amazon.com



ADULT COLORING BOOKS Some people enjoy coloring when they want to relax. It's a fun past time that lets your inner kid out. Adult coloring books are available everywhere with choices to meet your moods — patterns, flowers, animals, etc. Coloring connects you with your kids for quality together time. amazon.com, barnesandnoble.com



LEGO ARCHITECTURE SETS These architecture sets allow you to bring the wonders of the world right to your table, and there's an almost zen-like quality to the assembly of these three-dimensional puzzles. The age on the box says eight years and up, and if you're an adult, you fall into the "and up" category!

DIY for your BFF

These fun ideas for DIY pet furniture are stylish, money-saving, comfortable for your pet and fit perfectly into your home. They also make great gifts.



It's a Nightstand and Your Pet's Bed! A small wooden three-drawer dresser from a flea market becomes a stylish nightstand for you and a comfortable bed for your pet. Remove the two lower drawers, reinforce the bottom, and line the cubby with beadboard. Paint it to match your room and add a comfortable pet bed in a coordinating color. DIYnetwork.com



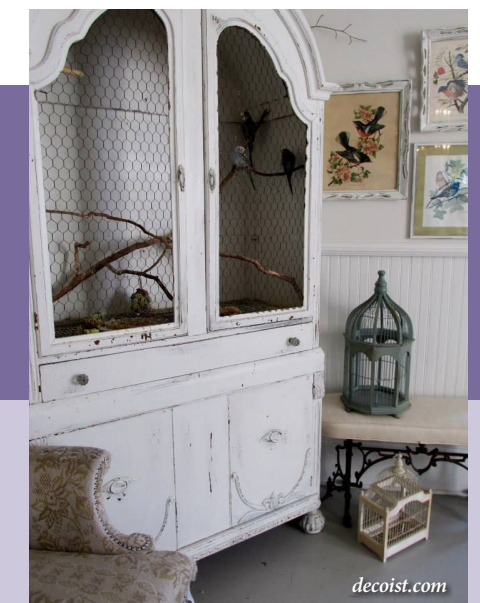
Reuse One of Those Drawers Since your pet fits in the nightstand, it makes sense that she'll also fit in one of those leftover drawers. Reinforce the bottom and add some cute wooden feet. Paint it, line with a comfy pillow and watch your pet cuddle up in her new "daybed." DIYnetwork.com



Treat Your Big Dog to a Pallet Bed Is your pup too big for a drawer or upcycled furniture? A pallet may be your perfect solution. It's easy to turn a basic pallet into a practical bed on wheels or a stylish, upscale den for your large four-footed friend. Check Pinterest for great ideas or blog.homedepot.com/pallet-dog-bed-diy for step-by-step instructions.



Give Your Cat a Window Seat Create a window perch for your kitty by mounting two brackets to a windowsill, add a tray, and make a colorful pillow cover. Sew a few cat toys stuffed with catnip, and use ribbon to hang them from the front of the perch. Watch your cat leap for joy at her new favorite hangout. diyshowoff.com



Repurposing Furniture into Flight Cages Old armoires, entertainment centers, display cases, or china hutches make stunning flight cages that show off your pet birds and your good taste. Check out Pinterest for inspiration and DIY instructions.