

October 2018 Newsletter



Happy October! My goodness next thing you know it will be Thanksgiving! This year is flying by, and The "Home" Team is ready for the new season! Summer was fantastic, but as we enter into Fall we are excited to help more friends and clients get into new homes and out of their old ones before the Holidays. Yes, here come the Holidays! And don't be fooled. I've sold and closed homes almost every November and December of my career and there are even some advantages. There are never more serious and sincere buyers and sellers in the market than this time of year. Market testers and Looky Loos don't want to fool with snow and cold when they can cozy in or go shop for Christmas and Hanukah gifts and participate in holiday festivities.

But as we first close in on Halloween, we want to extend an invitation to our fun fall inspired event taking place this weekend. Saturday October 13th at 10 AM- 1 PM RE/MAX 100 and Premier 100 Mortgage is hosting a pumpkin patch and carving event at 710 Kipling St., Lakewood CO 80215. Call or email Kelley at 303-202-3300 or Kelley@TheHomeTeam.com to RSVP.

As to the real estate market, balance has returned. If you like numbers, ask me for a copy of my monthly data download. There are 79 datasets graphed in this monthly internal report that I use in my home value analysis for my clients. I go to the effort if doing this so that I can identify the specifics of the market microcosms most relevant to each individual property. Market vitality, or absorption, is one important element of these datasets. When over 45% of inventory in any dataset is pending sale (under contract) that becomes a seller's market. When less than 35% is pending it becomes a buyer's market. 35% to 45% is a balanced market. Well out of the 79 datasets, 22 are in the balanced category, up from 21 in May. So what? The tale is told in that, of the remaining datasets, 22 were in the seller's market category in May and today that number is 6! Buyer's market went from 34 datasets (including things like vacant land in various areas, downtown lofts and homes in the \$1-3M and \$3M+ categories) to now 51 datasets including all of Douglas County and almost all homes over \$750k and almost all foothills properties. Shift happens! But don't think for a minute that the bottom is falling out. Not even close. This is a "pause" identical to the one that occurred in Fall of 1995 just before the market took off, just 5 months later, for another five years. Yes I've been tracking real estate markets for that long! For more on this subject and others, see my blog at <http://thehometeam.com/blog/>. And when you need specifics pertinent to you, just call me!

We can't wait for this new season full of turning and falling leaves, boots and sweaters, pumpkins and Halloween costumes, and so much more fun. And as always, if you or anyone you know is looking to start a new adventure in a new home, please let us know so we can take care of you, or them, and add to our list of loyal "Home" Team satisfied clients. Remember "Friends don't let friends pick their Realtor off the internet!" If you know, like and trust our "Home" Team, PLEASE let your friends and family know that. Wishing you and yours "Happy Homes" forever!

Coming Soon

1234 Your Home St, Yourtown, CO

I need your help! We have nearly sold out. This record low inventory has hit The "Home" Team too. Our home-selling machine is state-of-the-art and well oiled. It just needs homes to sell. In a market like this not only are many people deciding not to move because it's hard to find a

suitable replacement, but scores of opportunists see selling real estate as easy and glamorous, and so the number of newbies in the business skyrockets. They list their family members and close friends, subjecting them to the high risk of handing their most valuable asset over to someone with little or no experience, and a year later they're back at their old job because this is neither easy or glamorous when you do it as a serious full-time profession. Thank you. --KC



Featured Listings

1992 Sugarbush Dr., Evergreen

Stately Luxury Masterpiece on one of the best, large lots on north Evergreen's Street of Dreams, Sugarbush Drive. Classic Style, Superior Quality, Pristine Setting and Abundant Amenities come together to give you a home in which you'll be as proud to entertain as you are happy to comfortably live in. Expansive window arrays allow the outside grandeur to flood into the inside living spaces. A huge, entertainer's dream kitchen and dining room, plus the dramatic, vaulted living room with fireplace (one of 4) and an elegant main floor study all flow together. And just six steps up you enter the luxurious 1100 SF Master Suite with its own covered deck. Enjoy long views of the Bergen Valley along with significant outdoor room to romp and relax in near-total privacy. Hang out, relax and observe from any of large decks, front and rear. Let's not miss mentioning the sprawling lower level entertainment area and 4 car garage. What's not to love?!



Original Price: \$1,850,000

New Price: \$1,595,000

23922 Caldwell Ct, Evergreen, CO

An amazing home, with an amazing view, on a superb end of cul-de-sac site! There's a surprising amount of flat, usable land here, considering that it also has long and wide Vistas. Horse property/ Domestic well. The floor plan is great for entertaining, as well as family gatherings and individual space. You'll love the Transitional Mountain Contemporary, easy to furnish and decorate design, and the usefulness of every room in this house. The Great Room opens to the kitchen on the main level, and there's a very nice, separate living room and dining room also on the main level, and a large Rec room in the lower walkout level. Almost 5000 square feet total, and the utility is enhanced by an oversized 3 car garage, plus sheds, and a cool treehouse too! And don't miss the basketball court :-)



Price: \$1,000,000

10 S. Fenton St., Lakewood, CO

This three-bedroom diamond in the rough requires only a small amount of cosmetic attention to make it

shine. Besides the living room and 3 bedrooms there is a large, comfortable family room with a brick fireplace and barn wood siding. The adjacent country kitchen is super big comma including the dining area. Lots of cabinet and counter space and good appliances, all included. And it and it's all on one level! Just outside the kitchen and family room is a huge wooden deck, a garden area, and fenced yard that wraps all the way around to the front. There's a small Workshop attached to the side of the house and a large utility shed at the end of the long driveway with the carport. The roof furnace and hot water heater heater and most all the windows have been updated. This one is a solid value!

Price: \$334,900



Recently Sold Listings



SOLD!!
2113 Ranch Dr.
Westminster



SOLD!!
00 County Rd. 140.
Idaho Springs



SOLD!!
790 Elk Rest Rd.,
Evergreen



SOLD!!
23836 Currant Dr,
Golden



SOLD!!
1928 Espana Way,
Aurora



SOLD!!
8467 S. Upham Way.,
Littleton

KC Butler has been helping people in Denver & the Foothills with their real estate needs for over 30 years. Please give The "Home" Team a call today as I'm sure we can assist you in all aspects of the buying and selling process.



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