

March Real Estate Madness

You may have heard that the NCAA basketball tournament is currently under way. You may have even tried your luck and filled out a bracket to show just how much you know about the sport. If you are like most people, you have suffered some losses along the way, but still like the thrill of taking a gamble. There is some luck that goes into picking a successful bracket, but there is certain expertise that can influence a winning choice. The same goes for real estate investments. The basketball tournament and your bracket have much more in common with real estate investing than you may think. Let's play with this idea, but first, note the March Madness in this market report. Contracts to purchase homes have been exceeding new, available listings by up to 50% since the middle of January. A diminishing, already low inventory means just one thing... Seller advantage.



ReColorado MLS Data Trend March 2020

Every Play is Important

One moment in one play can often have a direct impact on whether or not your team advances. You may win your next three games, but unless you make a play early in the tournament nobody may ever notice. As a home buyer or an investor, you need to do the right work up front. Get your ducks lined up (have your funds or financing ready!). If you miscalculate, over-or-under-estimating the numbers you'll be penalized. Coaches exist for good reason. Use them.

Analyze Data & Follow Projections

The odds of filling out a perfect bracket are extremely slim. Someone that watches every basketball game has only a slightly better chance at bracket success than someone who hasn't watched a minute. The bracket is all about projections. The same can be said about real estate. You are making projections every day, and in every purchase and sale. Your numbers should be in line with reality. Picking a bracket has a fair amount of luck involved, but there are also some clues that can help you. For instance, a number 1 seed has never lost to a 16 seed before. Can it happen? Sure, but the odds are that it won't. Can the property you want be purchased for 20% less than the market value? It's possible, but the chances are slim. The same goes for the price you want to sell for. Remember that projections are important.

Make a Series of Good Plays

Closing a successful real estate deal requires many things to go your way. After you find a property you like, you need the seller, REALTORS

and attorneys to all be on the same page. If one of them doesn't do their job, you could have a problem. In the tournament, you hope for upsets. If you look at the big picture, it may seem pretty impossible at times. But if you break them down one game, or task, at a time, it doesn't seem so difficult. In the real estate business there will be times when you have ten things you need to get done. Instead of trying to do them all at once, start with the most important one and go from there. If you pick the national champion, the chances are that you will rank pretty high among your competition. By starting with the most important thing, everything else will fall into place.



Be a Good Sport

One of the things that make the basketball tournament so great is that everyone has a chance. This is the same case with every real estate deal. Once a property is on the market, you have as much chance to get it as anyone else. If you work hard and get a little lucky at times you can get your offer accepted. The same formula applies with your bracket. Winning may be difficult, but far from not impossible.

If you or anyone you know is thinking about buying, selling or investing we hope you think of us at The "Home" Team as your **SLAM DUNK**. We love what we do and have the expertise to create winning real estate plays for YOU. We look forward to the opportunity to game plan with you about real estate soon.

BTW, have you visited KC's Blog lately? <http://thehometeam.com/blog/>

Don't Forget To Save The Following Dates For Upcoming Events

***Sunday, March 22nd - Charity Bowling & Silent Auction**

Register for Bowling Now: <http://bit.ly/HomeTeamBowling2020>

***Sunday, May 3rd - Annual Balloon Event**

***Friday, July 17th - Poker Tournament & Silent Auction**



Auction Items Needed!

The KC Butler "Home" Team is hosting our **Annual Bowling Tournament and Silent Auction** benefiting the [Children's Miracle Network](#). We are in need of items to auction and was hoping the "Home" Team friends and family would be willing to donate items. The bowling event is on **Sunday, March 22nd from 1PM- 4PM**. If you have items please call **Gina** at 303-202-3300 or email at GinaB@TheHomeTeam.com.

Thank you and we hope you will also join us at the event!

New Listings

[Click the Address for More Property Info & Pictures](#)
[29802 Troutdale Scenic Drive Evergreen](#)

List Price: \$645,000

Exquisite, updated ranch style home in North Evergreen. Private and picturesque, backing to HOA open space and very near Dedisse Park and the Pioneer Trail that links Elk Meadow to Evergreen Lake. Walk to Lake Concerts all summer long! Open floor plan includes a large updated kitchen with granite counters and quality appliances, Living room with floor-to-ceiling rock fireplace and a generous deck just outside. Lots of southern sunlight. Large, vaulted ensuite main floor master bedroom. Two more bedrooms in the basement and a large unfinished storage room that could be a 4th bedroom with a door or window to the outside walk-out. A spacious family room in the walkout lower level includes another beautiful rock fireplace and a deck and hot tub just outside. Garage is oversized. And everything about this home. Manageable. The ideal "move-down" home for empty nesters but great for singles and families too.



Coming Soon

Evergreen

This exquisite, luxury mountain contemporary home on 10 acres has been fully renovated and is ready to just move in and enjoy. Main level living and a great room style floor plan make living here as easy as can be. 5740 ft² of living space includes 5 bedrooms and 4 baths, and a walkout lower level with a large rec room, an exercise room, and a fully functioning theater. A large deck spans the rear of the home to enjoy outside living and wide-open natural views. Your guests will be instantly impressed with the dramatic architecture including a huge Porte cochere straddling two oversized 2-car garages. Launching end of March.



Conifer

Never pay another electric bill again with your fully "off-grid", state of the art solar system! This "Tiny Mansion" has everything you need to live full time or simply escape from the crowds. Featured on A&E's Tiny House Nation, on the side of a mountain, nearly 37 acres with dramatic "knock your socks off" views from Pikes Peak to Kenosha pass. A custom cabin kit built in 2014 with full time living and comfort in mind. This show home features a open floor plan with a soaring 20' ceiling, a compact gourmet kitchen with marble countertops and a professional Blue Star range, tiled bathroom with custom glass shower door, custom beetle kill pine barn wood interior doors, radiant in floor heating, and custom metal work on balcony and stairs. Loft master bedroom includes his and hers custom closet systems. One main level bedroom offers a custom 7' beetle kill pine slab desk that converts to a twin bed, the other has a 7' daybed and built in beetle kill pine slab desk.



Evergreen

Stately Masterpiece on a premiere 1.7 acre lot on north Evergreen's Street of Dreams. Classic Style, Superior Quality, Pristine Setting & Abundant Amenities create a home in which you'll be as proud to entertain as you are comfortable to reside. Generous window arrays let the outside grandeur flood into the inside living space. A huge, entertainer's dream kitchen & dining room, a large family room, plus the dramatic vaulted living room, & an elegant main floor study all flow graciously together. Just nine steps up to the luxurious 1100sqft Master Suite with Retreat space & its own covered deck. Enjoy long views of the Bergen Valley and on to Mount Evans, 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 rec room and guest suite and the 4 car garage. Recent renovations enhance and solidify the overall appeal. Love it & it loves you back!

Pine

This wooded, private 2 ¾ acre horse property is a tremendous deal if you're not overly discriminating and you're looking for a good-sized home, easily accessible from highway 285, for you and your horses. This is your opportunity to earn sweat equity by updating the home to your taste, and on your time. The seller is even giving you a substantial head start with a beautiful, kitchen remodel not long ago. You'll appreciate the large rooms and the flow from one level to the next. And wait until you see the beautiful surroundings and view from the decks and from the hot tub! Priced \$100k below what it will be with more updating.



Under Contract

13633 Mariposa Street Broomfield

This, better than new, 3 1/3 yr old ranch style home is has been so gently lived in that you'll think it a builder's model home. But the updates and upgrades are even better than a model home. A large open great room is directly open to the kitchen and dining room, the entry, and outside living space. You'll appreciate premium finishes and 8-foot doors throughout this home along with scores of upgrades. The floorplan is beautifully designed for all your gatherings of family and friends and extends effortlessly out to the semi-covered deck with hot tub and lush professional landscaping. A large, vaulted Master Suite also accesses the rear patio, and enjoys the luxury 5-piece bath that you would expect, along with a large walk-in closet! There are two additional main floor bedrooms, one designed as a bedroom or a very nice study, plus the unfinished basement offers options for additional bedrooms and/or recreation or hobby space. The oversized garage has an almost 13-foot ceiling to provide great storage opportunities. This Broomfield location is equally convenient to downtown, DIA, and Boulder, as well as being close to schools, shopping, and amenities.



7408 S. Alkire St #201 Littleton

UNIT HAS A 1-CAR GARAGE (3-A): COMPLEX IS IN A FABULOUS LOCATION. GORGEOUS AREA. BEAUTIFUL 2-BDRM, 2-BATH, UPGRADED CONDO . Features include: Storm door at front entry, tile entry way, large kitchen, dining area with ceiling fan. Floor plan from kitchen flows into the living room with corner fireplace and balcony outside glass sliding doors, spacious master bedroom with walk-in closet, large master bath with double brushed nickel, lighted vanities tub and shower new vanity light, guest bedroom, hall-bath with 3/4 shower, and laundry area for washer and dryer remain with unit. Detached garage with new opener, key pad, and 2- remote controls, and with newer, ample suspended shelving ...lot's of extra storage. Fantastic location with easy access to shopping, C-470 and points north and south, and quick access to mountains. This unit has been well-maintained and with the garage is priced to sell.



4044 Alpine Drive Evergreen

Gorgeous remodel in Hiwan Hills in North Evergreen. Nothing to do but move in and start enjoying indoor and outdoor living in one of the most desirable and convenient locations in Evergreen. Privately and quietly nestled on this view lot, you'll feel like you're in your own secluded mountain retreat, yet you're connected via public utilities, high speed internet and are just minutes from all the conveniences. The warm,



inviting and cozy color palette in this open bright floor plan is just what you were looking for, and the modern bathroom designs are above and beyond. With 3 decks and a newly completed large flagstone patio, the fully fenced yard is ideal for the 2 and 4 legged members of the family. You'll appreciate the peace of mind from the newer coated metal roof and boiler, too. There's so much to love about this special home - schedule your private showing soon.

Recently Sold Listings



SOLD! \$141,850
Lakewood



SOLD! \$680,000
Evergreen



SOLD! \$425,000
Idaho Springs



SOLD! \$339,000
Broomfield



SOLD! \$1,245,000
Golden



SOLD! \$350,000
Arvada



SOLD! \$1,860,000
Ouray



SOLD! \$150,000
Evergreen

As always, we appreciate your loyalty to our team and we look forward to serving you, and your family and friends, in all of your Real Estate needs.

Best Always,

K.C., Holly, Ryan and Gina
The KC Butler "Home" Team

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