



## Why Fall Might Be the Best Time to Buy a Home



A lot of people think the best time to buy a house is during the Spring market. And, it is...in the sense that more houses are listed for sale in the Spring. But, there's also a heck of a lot more buyers trying to buy those listings. The thing is, some of the houses listed back in the Spring don't end up selling. (Usually just because they were overpriced.)

Now, it isn't like new listings don't happen in the Fall. There's always new listings coming on the market. And, just because it's Fall and not Spring, prices are not necessarily going to be lower. In other words, new listings aren't likely to be a lot softer than you would have seen in the Spring. However, the homeowners who did list back in the Spring, are much more likely to be motivated to sell their home. They've created their own problem...they missed the boat by pricing too high. And that's great news for you, if you're looking to buy a home:

- Less competition. Many buyers stop looking at this time of year. We call it "Buyer fatigue."
- Motivated sellers. They're sick of being on the market, and starting to doubt the market strength and their own home's value.

But it isn't always easy to find those listings. They don't wave a white flag, or lower their price to some ridiculous amount everyone would notice. If only it were that easy...

Just because someone listed their home back in the Spring doesn't automatically mean they'll be all that negotiable either, but your odds do increase. There are certain tells a good real estate agent will know to look for.

And don't let these record low interest rates escape notice. We've recently closed 30-year mortgages under 3%! And 15-year mortgages around 2%, understanding that credit scores, down-payment amount and other factors weigh in.

Want yet another reason to buy a home in the Fall?

You can take advantage of year-end sales to outfit your home! Hardly anybody buys a home who doesn't want (or need) to make improvements, however small. So why not coordinate your purchase with sales on items you'll need? According to [Consumer Reports](#), September is an ideal time for buying carpet and paint. In October lawn mowers go on sale, and the same goes for appliances and cookware in November. And... Black Friday!

As for your "Home" Team, we continue to actively facilitate home sales and purchases for those sellers and buyers whose lives warrant a move. We are strictly full-time, experienced professionals at your service. As always, we note different market segments performing differently than the market as a whole. Check my blog for the latest updates at [www.thehometeam.com/the-home-team-blog/](http://www.thehometeam.com/the-home-team-blog/) and if you have reason to consider a move yourself, call us and let's talk about your individual situation. And please let your friends and family know the same because "Friends don't let friends pick a real estate agent off the internet."

Please know, we love what we do, and we always look forward to the opportunity to show you just how much we care about your real estate objectives, and how adept we are at helping our clients succeed in their real estate goals both residential and investment. In the meantime, get out and enjoy some of this much anticipated beautiful late-Summer weather!

**KC, Holly and Gina**  
**The KC Butler "Home" Team**

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## Featured Listings

### [78 Beaver Brook Canyon Road, Evergreen](#)

**Price: \$1,180,000**

Introducing: Your new World Headquarters, outside of all the city crowding, hassles, and expenses. Situated on a full acre of ground, 35 minutes west of downtown Denver in the crisp, clean mountain air of Evergreen, Colorado. Less than an hour from Denver International Airport. No head tax. Low property tax and sales tax. No elevators. Ample free parking. Easily accommodate 10-20 personnel with ample social distance. 5883 sqft finished space plus 1132 sqft 3-bay garage could be additional office, shop, or light manufacturing space. Daycare? Gym? Recreation space? Nearby mountain trails. Just 40 minutes to world-class skiing. Many restaurant choices in Evergreen and Idaho Springs. You'll have unlimited options for a premium business environment.



This one-owner building has been home to an international aviation consulting firm since it was built. Excellent housing options in and around Evergreen (including this seller's Evergreen home coming available), otherwise known as "the best-kept secret in America" for life-quality at reasonable prices. Could this be the complete lifestyle change your organization has previously only dreamed of? Lower level finishes currently in progress.

### **7985 S Logan Drive, Littleton**

**Price: \$555,000**

If you can live with a completely safe and invisible "stigma" then you will be rewarded with a beautiful home at an amazing price. This home was recently, and beautifully, remodeled and flipped but upon move in the new owner discovered a couple of meth pipes and so immediately moved out and contracted for full remediation. The home is now environmentally clean and ready to move in. Sorry the yard died. Sold as-is. The seller's pain and loss is your gain. Now go ahead and fall in love with the shimmering hardwood floors, all the new fixtures, doors and moldings, and fresh paint. Large rooms, well proportioned, feel most comfortable and are easy to furnish. Brand-spanking-new kitchen and bathrooms are delightful. A large covered deck and a large fenced yard are great features for outdoor activities. Enjoy a wide view of the Rocky Mountains from the upper level. You also got a fully finished basement and an oversized garage. Great neighborhood too!



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## **Under Contract**

### **1992 Sugarbush Drive, Evergreen**

**Price: \$1,689,000**

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 abundant wildlife 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 value.



### **980 S Briarwood Drive, Littleton**

**Price: \$365,000**

Opportunity plus plus plus! Priced low for your sweat equity enterprise whether you are a homeowner or an investor. Great Central Lakewood location with quick access to Union Street restaurants and businesses, light rail, and freeways to downtown and to the mountains. Large corner lot with mature landscape, fenced yard and a big deck. The home needs cosmetics but is otherwise quite sound and well maintained. Frame and brick construction with garden level windows and walk-out from lower level. Hardwood floors, big rooms, lots of positives.



## Recently Sold



**SOLD! \$500,000**  
Littleton



**SOLD! \$375,000**  
Evergreen



**SOLD! \$228,800**  
Bailey



**SOLD! \$701,000**  
Evergreen



**SOLD! \$274,000**  
Golden



**SOLD! \$1,150,000**  
Evergreen



**SOLD! \$2,000,000**  
Evergreen



**SOLD! \$345,000**  
Denver



**SOLD! \$741,000**  
Evergreen



**SOLD! \$1,935,000**  
Denver



**SOLD! \$568,800**  
Pine



**SOLD! \$447,950**  
Centennial

## *Big and Small, We Sell Them All!*

KC Butler and his team have been helping folks in Denver & the Foothills with their Real Estate needs for more than 3 decades.





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