

Linda Pinkul

Mountain Homes of Denver



POTS OF GOLD

A chain of motorcycle riders spanning from Columbine to Platte Canyon in support of Emily Keyes * hiking a mountain and having a picnic with good friends while enjoying breathe-taking views * hearing beautiful, complex instrumental concerts by high school students * great competitive tennis with the best of friends * generous party hosts * brilliant mountain blue birds * elk bugling in the backyard * mountain wildflowers * highway expansion * incredible sunrises & sunsets * volunteers who give their time & money * skipping school to powder ski on a crystal clear day * warm summer mornings enjoying a cup of coffee on the deck * Aspen trees at peak, fall color * book club & thought provoking discussions * lunch out with special people * mountain festivals * local plays, especially when you know the cast * healthy body, mind, & soul * great gourmet cooking * FAMILY & FRIENDS * Pets * watching kids grow & mature * friends helping friends in time of need * Halley's Comet * employment * positive, upbeat people * laughter * accomplishments * living & learning * home * &

YOU



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New Website Features

There is a new look to my website and I've added additional pages that may be beneficial to you. The website homepage now offers ONE click to search for homes by city. Click "Conifer" and see all the homes for sale in Conifer. Another change is the expansion of the resource section that includes Real Estate Resources and Local Business & Merchant Resources. If YOU or anyone you know owns a business that would be a good fit on my website, please let me know.

Market Report for February 2007

SOURCE/ DENVER METROLIST

| | North Evergreen | South Evergreen | Genesee (MJC) | Conifer | Morrison (MCP) | Pine | Bailey |
|--------------------------------------|--------------------|--------------------|------------------|-----------------|-------------------|-----------------|-----------------|
| TOTAL ACTIVE | 150 | 76 | 94 | 95 | 23 | 45 | 169 |
| Average | \$909,630 | \$636,911 | \$915,062 | \$630,488 | \$614,946 | \$390,533 | \$291,897 |
| High | \$6,990,330 | \$2,395,000 | \$3,750,000 | \$2,000,000 | \$1,575,000 | \$1,250,000 | \$1,500,000 |
| Low | \$99,990 | \$49,900 | \$159,000 | \$99,900 | \$209,900 | \$69,900 | \$69,000 |
| TOTAL PENDING | 37 | 25 | 16 | 24 | 13 | 12 | 24 |
| Average | \$572,630 | \$421,984 | \$552,669 | \$399,083 | \$421,338 | \$364,117 | \$234,591 |
| High | \$1,394,500 | \$850,000 | \$1,695,000 | \$999,000 | \$759,000 | \$415,000 | \$725,000 |
| Low | \$159,900 | \$169,997 | \$155,000 | \$162,500 | \$274,900 | \$232,000 | \$30,000 |
| TOTAL SOLD (Feb) | 19 | 14 | 12 | 13 | 4 | 7 | 8 |
| Average | \$521,705 | \$363,825 | \$511,720 | \$488,778 | \$417,500 | \$296,080 | \$254,322 |
| High | \$1,350,000 | \$697,000 | \$839,500 | \$1,160,000 | \$570,000 | \$542,000 | \$382,500 |
| Low | \$156,000 | \$220,100 | \$275,000 | \$190,000 | \$342,000 | \$170,000 | \$35,500 |
| DOM SOLD (days on market) | | | | | | | |
| Average | 172 days | 199 days | 180 days | 256 days | 297 days | 216 days | 250 days |
| High | 472 days | 485 days | 563 days | 406 days | 412 days | 701 days | 559 days |
| Low | 3 days | 2 days | 14 days | 131 days | 227days | 5 days | 61 days |
| % of List to Sold Price | | | | | | | |
| Average | 93.2% | 93.6% | 91.8% | 84.6% | 92.6% | 95.8% | 87.7% |
| High | 99.1% | 98.7% | 98.7% | 97.8% | 100% | 100% | 97.2% |
| Low | 84.4% | 84.5% | 81.2% | 73.7% | 85.4% | 84.5% | 60.1% |

Closing Costs Explained

Closing costs are usually lumped into one single amount for you to bring to closing. It is important to remember that closing costs consist of three distinct types of costs. Be clear on your intent, because if you say, "I want to put down \$20,000." Well to a Realtor that means you want to make a down payment of \$20,000, the "closing costs" will be extra. Now that may be what you mean, but if not it could mean you are coming to closing with \$25,000 (\$20,000 in down payment and \$5,000 in closing costs!) If you don't have the extra \$5000, it could be a very embarrassing moment for all concerned! 3 types of closing fees...Down payment - the amount you are paying for a down payment on the home Prepaid - pro-rated fees paid in advance. (fees that are pro-rated and returned to you upon selling) Fees - just plain expenses, once paid they are spent! The best way to communicate with your lender and broker is to tell them the "total amount for closing" should not exceed \$X. Or you can ask, "What is the total amount I must bring to closing?" Either way should be safe!



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