

The Mead Beet Newsletter



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www.listingsbydina.com

dina@listingsbydina.com

What's YOUR House Worth? — Jaymi Nacir
Your house is super badass! It's easily the nicest home on the block. Great updates and a corner lot. You're going to make a fortune when you sell. It's all about making as much as you can, right? Especially in a seller's market. Those two words get everyone that's about to put their house on the market all giddy. But "seller's market" doesn't mean license to be a real estate snob. Somewhere between what the last people paid for a house like yours and the highest price suggested to you by a REALTOR — that's your sweet spot. Here are five tactics that will help.

1. Choose the right agent
The right agent is not necessarily the one that wants to list your home for the most money. In fact, an agent whose recommended list price is significantly higher than the other agents you are interviewing may be a red flag. "Local agents have an inside track on what local buyers care about and what they will and will not spend," said Forbes. "If you don't trust

what an agent is telling you about where you should list your home, talk to several agents."

2. Get comps
Comps, otherwise known as comparables, will tell you what other houses are selling for. It will also show you a pattern of sales trends over a period of time. Active buyers do not "want to overpay for a home, and most will view your home as overpriced and not worth the hassle if it is out of whack with the recent sales prices of similar homes. Similarly, appraisers will use these numbers when figuring out your home's value.

3. Listen to your agent
You probably already have a good idea of the price you want for your house. But is it based on reality or is it simply a number that sounds good? Perhaps it's what you need to comfortably get out of your house and into something bigger. But that doesn't mean you'll get it.

"Here's a real estate fact that every home seller should know: Buyers determine the right price for a property, not sellers," said the Washington Post. "The market price for a

home is determined by what an able and willing buyer ultimately pays for it."

4. Do additional research
Pay special attention to the number of homes on the market in your projected price range. The more inventory, the more competition, the more pressure to make sure your home is priced right.

5. Consider the consequences

Pricing too high is a danger in that a house that sits on the market unsold will eventually have to lower its price. Chasing the market down is not something any seller wants to do. Plus, the longer a house sits on the market, the more momentum it loses from being a new listing. And all of this means one thing: money lost. Pricing right, or even lower, thereby creating interest (and possibly even a bidding war), is the easiest way to get your home sold. Your fear of leaving a few thousand dollars on the table upfront should pale in comparison to what could happen if you can't sell quickly, or at all, at your "preferred" price.

Call me if you are thinking about listing your home!



Dina James
303-709-7814
Chamber President
LAR Rookie of the Year

Haunted Houses

- Anderson Farms 6728 County Road 3 1/4, Erie, 303-828-5210 Terror in the Corn \$20, Zombie Hunt \$20, Combo \$35 Check website for hours andersonfarms.com
- Fritzier Corn Maze 20861 County Road 33, La Salle, Tickets from \$20-\$55 Check website for hours www.fritziermaze.com
- Northern CO Corn Maze 2318 Cty Road 5, Ft. Collins, \$8-\$30; northerncoloradocorn-maze.com

The Little Town That Could...And Does

New Subdivision!
Mead is growing soon with a new subdivision breaking ground soon called Mead Village by a development company called Vintage Homes and Land, LLC. "Mead Village" is a 181 acre site that offers small town charm while being within walking distance of the acclaimed Mead Elementary and Middle Schools and the reinvigorated old town Mead. Mead Village

is located one mile west of I-25 on Welker Avenue and east of Weld County Road 5.

- ◆ 387 single family lots
- ◆ Variety of lot sizes
- ◆ 35 acres zoned mixed use

Vintage Homes and Land, LLC specializes in development of residential land with particular focus on custom home communities. The principal, Michael "Mick" Richardson, has three decades of ex-

perience as both a home-builder and a developer in various types of projects and different market conditions."

VHL has submitted its request to the Town for the first phase of plats, which is 96 lots. They have not contracted with a builder yet therefore have not scheduled a ground-breaking at this time. The lots will be sold in BULK, not individually. Visit www.vhlco.com

Trivia!

How many passengers were onboard the Mayflower in 1620?

- A. 74
- B. 102
- C. 117
- D. 28

Email your answer to dina@listingsbydina.com. The first 4 correct answers win a gift certificate to a local Mead business!

The homes listed below were sold in MEAD during the month of **Sept**, 2014. The sold price is not reflective of the asking price. In some instances, the house sold for higher than asking price and visa versa. DTO= Days To Offer (when an offer came in.)

* Sold Price	Sq Ft	Style	Beds	Subdivision	Address	DTO
\$207,000	2255	Ranch	4	Town of Mead	545 Dillingham	44
\$214,000	1586	Tri-Level	3	Old Town Mead	317 6th Street	16
\$232,000	2482	Ranch	3	Margil Farm	14403 Margil Road	4
\$242,500	2182	4 Level	4	Margil Farm	3798 Settler Ridge	5
\$245,000	2994	Ranch	3	Margil Farm	3597 Calico Court	4
\$249,500	2638	Ranch	3	Western Meadows	16327 8th Street	10
\$279,900	2676	Ranch	5	Feather Ridge	202 Eagle	54
\$359,950	3898	2 Story	4	Coyote Run	16570 Sanford Street	196

*All above information derived from IRES Multi-Listing Service. The stats provided are for informational purposes and not a solicitation to buy or sell real estate.

Dina's Active Listings



6384 Sage, Firestone
\$364,900



16873 Weber Way, Mead
\$425,000



2586 Peppercorn, Mead
\$247,500

I can help you buy or sell your new home too. Call me for a free Market Analysis!

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Wright Bros Electric LLC
Do it Wright the first time!
Josh Wright-Owner
720-938-4425
jrw2004@live.com

BLUE REEF
SEAFOOD MARKET



Dina James
303-709-7814

David Kerr
Legendary Landscapes
303-210-3970



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