

The Mead Beet Newsletter

December, 2015



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WHY REAL ESTATE MARKET CONDITIONS MATTER

-Blanch Evans, Realty Times

A Comparable Market Analysis (CMA) can tell you what buyers recently paid for homes similar to yours, but that's not all you need to know to choose the right listing price. You need to know the market's appetite for your home, and that can only come from an overview of your community's current market conditions.

Market conditions are like a weather report; it helps you predict what the current crop of buyers will do. Using this knowledge, you can price your home to sell quickly, and for the most money possible.

Why is a quick sale important? The right price generates a bumper crop of buyers. If you price your home too high compared to other similar homes, you'll appear to be testing the market. Buyers will assume that you're going to be too difficult in negotiations.

Here's what you need to know - what kind of a market are you in? Market conditions are formed by buyer attitudes, made sunny or cloudy by jobs, incomes, mortgage interest rates, and overall consumer confidence.

It's possible that your community could have buyer's and seller's markets simultaneously. For

example, your neighborhood may be hot, while the subdivision a mile away is stone cold.

A seller's market is characterized by confident buyers, short "days on market" and low inventory levels of less than six months on hand. This usually results in rising prices.

A buyer's market is characterized by longer "days on market," and high inventory levels of seven months' supply or more. To get buyers to come in from out of the storm, sellers must offer incentives such as seller-paid closing costs or lower prices.

The market conditions will tell you the long and short-term trends. If the market is heating up, you can ask a little more for your home. If the market is cooling, you may need to price your home slightly under the market in order to attract more buyers.

One thing you absolutely should never do is ignore market conditions. It's said the market is always right. If you price your home too high, you'll know when you get few to no showings.

That's why it's important to ask your real estate agent for occasional market updates as well as a fresh CMA. You'll get a better idea of what your home will sell for and how long it will take to sell. I can do this for free and in less than an hour of your time.

Trivia Question!

"How did it get so late so soon? Its night before its afternoon. December is here before its June. My goodness how the time has flew. How did it get so late so soon?"

Who said this?? Answers to dina@listingsbydina.com

Santa is coming to town! December 11th

- ◆ Western Meadows Park 5:00-6:30
- ◆ Liberty Ranch Park 6:45-8:00



Mead, Colorado, Our Town

I live in Liberty Ranch and wondered how that subdivision got its name so I did some digging... you guys have GOT to look into the history of our town if you haven't already.

We get so busy planning for the future that we sometimes overlook the history of how and why our ancestors settled this area. Pauli Driver Smith is a local historian and author

and has done TONS of research on the early settlement of Mead, Highlandlake and Liberty Grange.

The website www.historichighlandlake.org is rich with pictures and details of the original pioneers to which Smith and others have generously contributed. I recognize some of the names of the original settlers as friends of mine

and wonder if they are related to these pioneers or if they even know! You can search the Facebook page Historic Highlandlake to get a glimpse of our town's history, some of it is tragic, some of it is amusing but **all** of it belongs to each of us as members of this community. I'm not going to tell you how Liberty Ranch got it's name, it's up to you. :)

The homes listed below were sold in MEAD during the months of **November** 2015. 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
	\$280,000	2404	4 Level	3	Western Meadows	2575 Peppercorn	37
	\$288,800	2404	4 Level	3	Western Meadows	16282 Ginger	3
	\$290,000	2584	2 Story	3	Western Meadows	2576 Peppercorn	3
	\$304,500	2496	3 Level	3	Western Meadows	16351 11th Street	77
	\$325,000	2836	4 Level	4	Margil Farms	3555 Settler Ridge	11
	\$339,500	4402	2 Story	4	Liberty Ranch	13681 Wrangler	62
	\$392,500	4225	2 Story	5	Coyote Run	16856 Roberts	47
	\$412,950	5016	2 Story	4	Coyote Run	3677 Schuman	192

*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.

Shop Locally:

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If you'd like to advertise your business or service in this section, please contact me. It's free!

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Chris Unal 970-576-3100

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www.be4ever-photography.com



Wright Bros Electric LLC
Do it Wright the first time!

Josh Wright-Owner
720-938-4425
jrw2004@live.com



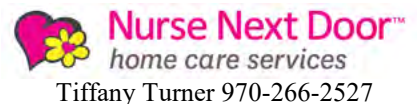
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Tiffany Turner 970-266-2527