



The Quit Claim

with WENDY LUCAS

W WENDY LUCAS AND COMPANY

helping you build real estate wealth

Q&A {ask and you shall receive}

Q: What should I be doing to buy my first property?

A: The first thing you should do is talk to a real estate agent and talk to a lender. You will want to talk to someone who is experienced and can give you the proper advice.

An experienced realtor will be able to tell you where you can afford to live, what type of property you can buy (i.e. a townhome, condo or single family home), and what your best options might be. A very connected Realtor might be able to get you into a project that has not yet been released or is just being released. She may even be able to negotiate a better earnest money deposit and help you get in at a price others can not get in at.

An experienced lender will tell you how much home you can buy (i.e. the purchase price of the property), and will identify and give your guidance to clear up any credit issues you might have. The lender should be able to help you find creative ways to finance your purchase. Some of the ideas may be to save some more money for closing costs, to include a clause that the Seller pay some of your closing costs, or to seek help from an employer, relative, or friend.

In the end, you may not choose to use the Realtor or Lender you first seek out for advice. It is a starting point to get your started. Your primary goal is to get information and get in the game. Good luck!

If you have a Real Estate question, ask Wendy. Send an email to wendy@wendylucas.com or call 970.927.7700.

Carbondale Condos and Townhomes

2007 Current Listings 44 properties

Highest Price	\$ 2,595,000
Lowest Price	\$ 184,000
Average Price	\$ 762,713
Median Price	\$ 559,900
Average \$/S.F.	\$ 368.49
Average Size/S.F.	2,084
Average Days on Market	96

Under Contract Listings 30 properties

Highest Price	\$ 1,610,000
Lowest Price	\$ 295,000
Average Price	\$ 682,372
Median Price	\$ 519,500
Average \$/S.F.	\$ 359.10
Average Size/S.F.	1,904
Average Days on Market	116

2007 Sold Statistics YTD 96 properties

Highest Price	\$ 1,012,934
Lowest Price	\$ 175,000
Average Price	\$ 456,984
Median Price	\$ 421,000
Average \$/S.F.	\$ 299
Average Size/S.F.	1,537
Average Days on Market	88
Percentage Sold Price of List Price	100.97%

2006 Sold Statistics 116 properties

Highest Price	\$ 1,160,000
Lowest Price	\$ 130,000
Average Price	\$ 342,329
Median Price	\$ 310,450
Average \$/S.F.	\$ 235
Average Size/S.F.	1,460
Average Days on Market	118
Percentage Sold Price of List Price	100.83%

MARKET METER

THIS YEAR'S MEDIAN PRICE IS 36% HIGHER THAN LAST YEAR'S



One Hot Property

- spacious 3,900 s.f. single-family home in RVR
- overlooking golf course with sweeping views!
- three bedrooms plus office / 2.5 baths
- gorgeous finishes and open floor plan
- excellent for entertaining
- family/media room, exercise room, laundry room
- well cared for, bright and roomy, yet comfortable

New Listing \$1,395,000

LUCAS LOGIC

Take your time to read your documents



Shibui — New Castle

two bedroom/2 bath condo, 1,249 s.f. east facing views and deck parking, central A/C, laundry room convenient location near lakota canyon ranch quick drive to Glenwood shopping/restaurants great investment property or starter home in excellent condition, pets allowed

New Listing \$289,000



Sopris Mesa— Missouri Heights

gorgeous home with amazing views of sopris five bedroom / 4½ bath with 1-bedroom apartment high end finishes and appliances beautiful landscaping and trees pond and rolling stream in back yard price includes furniture!

New Listing \$1,798,000



Willits Townhomes

brand new seven-plex of 1,824 to 2,049 s.f. available to close now—construction completed three bedrooms / 2 or 3 baths gorgeous finishes along bike / jogging paths and parks shopping and dining in all directions!

New Listing \$875,520 to \$947,520



WENDY LUCAS AND COMPANY

- | | |
|---------------------|-----------------|
| hilarly porterfield | joanne harrison |
| vince simonetti | clay crossland |
| heather bones | richard duddy |
| rita sherman | gaines norton |
| paul adams | scott hirsch |
| jo king | wendy lucas |

970.927.7700
wendylucas.com

helping you build real estate wealth