



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: I have a closing scheduled for tomorrow. When I went to the house today for my final walk through, there were paint cans in the garage, a mattress in the yard and a window had a crack in it where there was none before. I also do not think the Seller had the property "maid cleaned" or the carpets "professionally cleaned". What can I do now?

A: First, recognize that everyone has different standards. The way the property was left may not live up to your standards, but it may have appeared in tip top shape to the Seller when he vacated the premises. Keep a cool head and do not over react.

The first thing you should do is talk to your Realtor. Decide on a course of action that would work best for you. Come up with a few scenarios that would be acceptable, in the event the Seller has objections to your recommendation or simply is not cooperative.

For instance, you may suggest that the Seller credit you an amount at closing so that you can do the work he failed to do. I always like this approach because then it will be done to your satisfaction. If you don't want to be bothered with doing the work that hasn't been done, you can suggest that the closing be postponed until the house conforms to the standard in the contract. Alternately, you may decide that none of it means very much and you just want to move on.

Once you've come up with your options, your Realtor should negotiate for you with the Seller's agent. Be prepared to point out the specific contract clauses that are in issue. You'll be in a better position to get the Seller's cooperation if you are prepared.

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

Rifle Condos and Townhomes

Current Listings 51 properties

Highest Price	\$ 299,500
Lowest Price	\$ 146,000
Average Price	\$ 237,447
Median Price	\$ 265,000
Average Days on Market	244
Average \$/S.F.	\$185.72
Average Size/S.F.	1,328

Under Contract Listings 17 properties

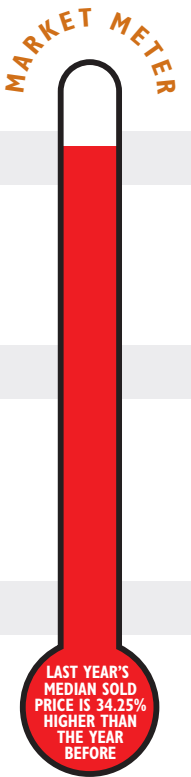
Highest Price	\$ 379,000
Lowest Price	\$ 158,000
Average Price	\$ 247,823
Median Price	\$ 262,500
Average Days on Market	173
Average \$/S.F.	\$190
Average Size/S.F.	1,342

Sold Statistics YTD 89 properties

Highest Price	\$ 375,000
Lowest Price	\$ 98,000
Average Price	\$ 226,300
Median Price	\$ 229,900
Average Days on Market	188
Average \$/S.F.	\$171.34
Average Size/S.F.	1,345.80
Percentage Sold Price of List Price	99.10%

2006 to 2007 Sold Statistics 50 properties

Highest Price	\$ 409,100
Lowest Price	\$ 52,650
Average Price	\$ 168,858
Median Price	\$ 171,250
Average Days on Market	90
Average \$/S.F.	\$126
Average Size/S.F.	1,346
Percentage Sold Price of List Price	99.10%



One Hot Property

- live in basalt's newest best neighborhood where Whole Foods has committed to open
- build your dream home
- lot size – 6,969 s.f.
- walking distance to fine dining and shopping
- close to parks, soccer field and bike/walking paths

New Listing \$ 430,000



Willits Single Family Lot

build your dream home in basalt's newest and best neighborhood
largest lot currently available at 8,712 s.f.
allowable F.A.R is 3,920 s.f.
least expensive lot available and no transfer tax
close to parks, soccer fields and walking/biking paths
walking distance to all that willits town center offers

New Listing \$ 420,000



Willits Lakeside Condo

willits: 1 bedroom/1 bath, 535 s.f.
gas stove, tile floor in bathroom
assigned parking, 172 s.f. heated storage unit
lake views, bike paths & parks out your front door
close to shops, restaurants, bus stop
great starter property: get in the market!
tour this thursday 3:30 ~ 5:30 p.m.

\$ 439,000



Alpenblick

in the heart of aspen
furnished 3 bedroom Alpenblick townhome
located less than 2 blocks from gondola
heated swimming pool and jacuzzi
woodburning fireplace and 2 balconies
popular rental property

\$ 1,995,000

LUCAS LOGIC

Rifle's Got It Going On



WENDY LUCAS AND COMPANY

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|---------------------|-----------------|
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| vince simonetti | clay crossland |
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