



# 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'm building a home in Missouri Heights. I plan to live in it for two years and then sell it. What are buyers most looking for in a home? I want to make sure it appeals to the greatest number of buyers.

**A:** According to research recently performed by the National Association of Realtors there are a number of amenities that buyers want to have and are willing to pay a premium to get. Oversized garages, television and stereo readiness, and central air conditioning are the top three items. But also important are walk-in closets in the master bedroom and separate showers in the master bath. There is also increased interest for enhanced living rooms, including exercise rooms and in-law suites.

Buyers are not just concentrating on what is in the house, but are also focusing on their outside living areas. Patios, porches and fencing ranked high as a buyer desire, along with backyards with a play area and wiring for high-speed internet.

Of course, the new "going green" wave should be considered in any new construction project. Ninety percent of buyers said that energy efficient features are very important. Bigger houses are the norm across the country, but, I'd take this with a grain of salt. After all, our house sizes here already outsize the average across the nation. What's not hot? A sitting area in the master bedroom is no longer desirable.

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

## New Castle Condos and Townhomes

Current Listings	77 properties
Highest Price	\$ 479,000
Lowest Price	\$ 217,900
Average Price	\$ 299,407
Median Price	\$ 279,000
Average Days on Market	85
Average \$/S.F.	\$ 239
Average Size/S.F.	1,278

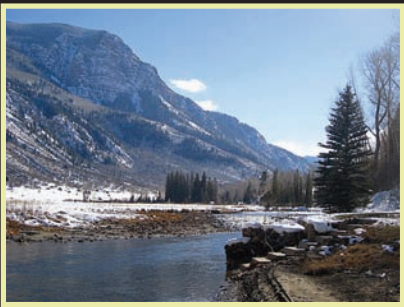
Under Contract Listings	8 properties
Highest Price	\$ 519,000
Lowest Price	\$ 210,400
Average Price	\$ 357,137
Median Price	\$ 316,950
Average Days on Market	237
Average \$/S.F.	\$ 236
Average Size/S.F.	1,507

Sold Statistics YTD	188 properties
Highest Price	\$ 475,000
Lowest Price	\$ 140,000
Average Price	\$ 248,299
Median Price	\$ 233,700
Average Days on Market	308
Average \$/S.F.	\$ 203
Average Size/S.F.	1,222
Percentage Sold Price of List Price	99.75%

2006 to 2007 Sold Statistics	59 properties
Highest Price	\$ 430,680
Lowest Price	\$ 140,000
Average Price	\$ 254,370
Median Price	\$ 248,000
Average Days on Market	167
Average \$/S.F.	\$ 179
Average Size/S.F.	1,426
Percentage Sold Price of List Price	99.43%

MARKET METER

LAST YEAR'S MEDIAN SOLD PRICE IS 5.77% LOWER THAN THE YEAR BEFORE



### One Hot Property

- private, gated, 9 acre property in Crystal Valley
- two natural hot springs along 1/2 mi. of Crystal R.
- enclosed bathhouse with hot springs tub
- home on property is 3 bedrooms/2 baths
- river frontage with extensive water rights
- square footage = 2,410, F.A.R.=5,750

**New Listing \$4,350,000**

## LUCAS LOGIC

Listen more. Talk less.



**Arbor Park**  
two bed / two bath townhouse  
two huge master suites each with jacuzzi tub  
central a/c, large two car garage  
vaulted ceilings 25' high and private courtyard  
deck has built in grill piped with gas  
walking distance to downtown basalt

**\$890,000**



**Custom Triangle Park Loft/Willits**  
two units combined to total 2,243 s.f.  
the only 3 bedroom / 3 bath loft available  
dream kitchen with viking appliances  
sub-zero refrigerator  
great room with skylights and fireplace  
gorgeous distressed oak floors  
two heated parking spaces and storage  
tour this thursday 3:30 ~ 5:30 p.m.

**\$1,074,000**



**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.

**New Listing \$439,000**



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     |

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