



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 want to list and sell my condo. I had negotiated a 4% listing commission last time I discussed listing this property with my realtor about a year ago. Now the same realtor wants to list it for 5%. How do I get her to honor her earlier rate?

A: Unless you signed a listing agreement back then that is still valid today, you don't. Just like prices in a grocery store go up and down, so do rates Realtors charge their clients and customers for the work they do. It is a slower and harder market today than it was a year ago. The Realtor who would have taken that listing back then probably figured that it would be an easy quick sale. And, she might have figured you had plenty of other options of Realtors at that rate. She was, perhaps, under bidding some of her competition to get the listing.

In today's market, the same Realtor might believe that she has to offer a higher cooperative commission to her peers in order to get the attention she needs in order to get your property sold. Her costs may have gone up, she may have more business now, or her managing broker may not allow her to take a listing at that rate.

There are all kinds of brokers in the valley. Some are fee for service brokers, others work on a commission. Some negotiate different rates for different properties, some insist on a minimum rate for them to work on a property. There are novices and veterans. If rate is the most important consideration in hiring a realtor to sell your property, then interview based on rate. If performance and experience is something you are willing to pay additionally for, then interview based on that standard.

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

Glenwood Springs Condos

Current Listings 37 properties

Highest Price	\$ 759,000
Lowest Price	\$ 170,000
Average Price	\$ 421,748
Median Price	\$ 388,000
Average Days on Market	84
Average \$/S.F.	\$ 287.21
Average Size/S.F.	1,525

Under Contract Listings 7 properties

Highest Price	\$ 419,900
Lowest Price	\$ 250,000
Average Price	\$ 344,557
Median Price	\$ 329,000
Average Days on Market	641
Average \$/S.F.	\$ 276
Average Size/S.F.	1,261

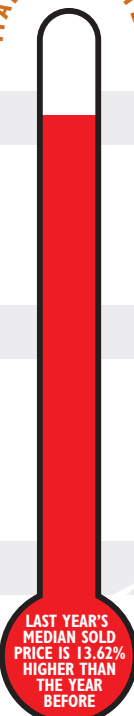
Sold Statistics YTD 109 properties

Highest Price	\$ 1,000,000
Lowest Price	\$ 105,000
Average Price	\$ 312,219
Median Price	\$ 317,000
Average Days on Market	102
Average \$/S.F.	\$ 254
Average Size/S.F.	1,289
Percentage Sold Price of List Price	99.23%

2006 to 2007 Sold Statistics 153 properties

Highest Price	\$ 750,000
Lowest Price	\$ 76,000
Average Price	\$ 271,242
Median Price	\$ 265,000
Average Days on Market	102
Average \$/S.F.	\$ 195
Average Size/S.F.	1,393
Percentage Sold Price of List Price	99.72%

MARKET METER



LAST YEAR'S MEDIAN SOLD PRICE IS 13.62% HIGHER THAN THE YEAR BEFORE



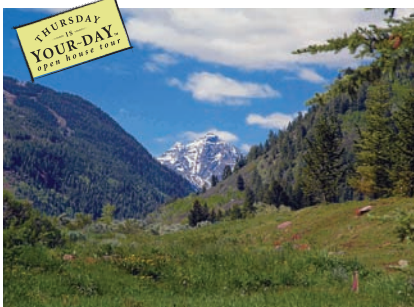
One Hot Property

- best of loft living- corner unit, north-west facing
- second floor, 2 bedroom/2 bath, 1,189 s.f.
- open floor plan with 18 foot high ceilings
- hardwood floors, granite countertops, gas fireplace
- common courtyard and exercise room
- heated parking and storage
- tour this thursday 3:30~5:30 p.m.

New Listing \$749,000

LUCAS LOGIC

Prequalify your buyers and your tenants.



Aspen Tennis Club

now a developer's deal!
great lot for an aspen starter home
lot size: 15,130 s.f.
allowable F.A.R.: 5,750 s.f.
mature trees provide privacy
walking distance to aspen golf
tour this thursday 3:30~5:30 p.m.
and tour saturday 2/9/08, 12~3 p.m.

Price Reduced \$2,875,000



Willits Homesites

build your dream home, lot sizes vary
lot size: 6,137 - 8,784 s.f.
warm and cozy neighborhoods
close to parks, soccer fields and walking paths
walking distance to fabulous restaurants
live in the hottest neighborhood in basalt!
tour this thursday 3:30~5:30 p.m.
go to triangle park lofts for information

from \$450,000



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
tour this thursday 3:30~5:30 p.m.

\$1,995,000



WENDY LUCAS AND COMPANY

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|---------------------|-----------------|
| 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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