

A graphic at the top of the page features three stylized houses in black and red, set against a background of colorful mountains in shades of yellow, orange, and red. The houses are arranged in a row, with the middle one being the largest.

*Let Us Find Your 4Ever Home!*

**4EVER HOMES** *Colorado*

**kw** KELLER WILLIAMS  
AVENUES REALTY

ROCKY MOUNTAIN **INSIGHTS**

YOUR PREMIER COLORADO REAL ESTATE NEWSLETTER

February 2024



**WELCOME!**

We are delighted to extend a warm welcome to you as we present the latest edition of our real estate newsletter, your ultimate guide to all things happening in our vibrant community. In these pages, you'll discover insightful market updates, valuable tips for buyers and sellers, and a showcase of some of the finest properties available right in your backyard. Whether you're a long-time resident or considering a move to this fantastic neighborhood, our newsletter is designed to keep you informed and inspired.

<https://www.4everhomescolorado.com>

# MARKET TRENDS REPORT\*

Our market update brings you a closer look at the ever-evolving real estate landscape, delivering key information on pricing, inventory, and investment opportunities.

## DENVER METRO AREA

2,051

Sold  
Homes

3,280

New  
Listings

3,294

Pending  
Sales

36

Median Days on  
Market

660K

AVG Sale  
Price

98.42%

Price to List  
Ratio

\*As of January 2024, Denver Metro Association of Realtors®

## NEW BUILDS

Click on pictures for details



3 Bed | 2 Bath | 1320 SqFt | Brighton



3 Bed | 2.5 Bath | 1430 SqFt | Northglenn



4 Bed | 2.5 Bath | 2101 SqFt | Commerce City



4 Bed | 3.5 Bath | 2680 SqFt | Arvada

Contact us at (303) 404-0404 for these **and additional** new builds, or click [here](#).

# Mortgage Watch

Rates Dip After Fed Meeting

Freddie Mac Expects Rates to Decline More

From MarketWatch.com Economic Report

Published: Feb. 1, 2024

**Lower rates and a strong economy** are 'setting the stage for amore robust housing market,' Freddie Mac says. The 30-year fixed-rate mortgage fell and averaged 6.63% as of Feb. 1, according to data released by Freddie Mac on Thursday. The average rate on the 15-year mortgage was 5.94%, down from 5.96% last week.



## Home Watch

Although today's home values have stabilized, due to the limited inventory in the housing market and the increase we're seeing in Purchase Applications, most houses are on the market for less than 45 days and getting full-price offers. **Houses priced under \$600,000, are selling even quicker--many with multiple offers.** As interest rates continue to drop, **now is the time to buy or sell.**

## Home Design Trends

### What's IN

- **Smarter homes** - More and more homeowners seek to invest in smart-home upgrades. This may include everything from remotely controlled appliances to smart thermostats and light installations.
- **Scented design** - Much like a new mirror or accent chair, scent is strongly influencing design aesthetics in 2024. Use candles and diffusers to create a specific mood.
- **Mixed metals** - Mixed metals will be a hit in 2024. From mixed metal light fixtures to harmoniously combinations of brass and black or bronze or brass and nickel, expect to see more of this look in design layouts.
- **Earthy color palates** - Gone is the day of all white. Instead more earth tones like cream, beige, and green will be seen again along with wood accents.
- **Spa-like bathrooms** - Creating a bathroom oasis will be a top priority for both new constructions and renovations, according to multiple designers. Homeowners are flocking to incorporate steam showers, infrared saunas, and cold plunges into their bathrooms as they become more affordable and accessible. They'll also explore gentle spa-like lighting too, like backlit mirrors and integrated ceiling lighting.

**POWER OF SCENTS**  
SHIORA

**Scents Trigger Memories**  
The smell of something familiar can trigger a special memory or beautiful moment in our lives.

**Evoke Strong Emotions**  
Memories triggered by smell tend to be more emotional than those triggered by sights or sounds and stronger than memories associated with words or images.

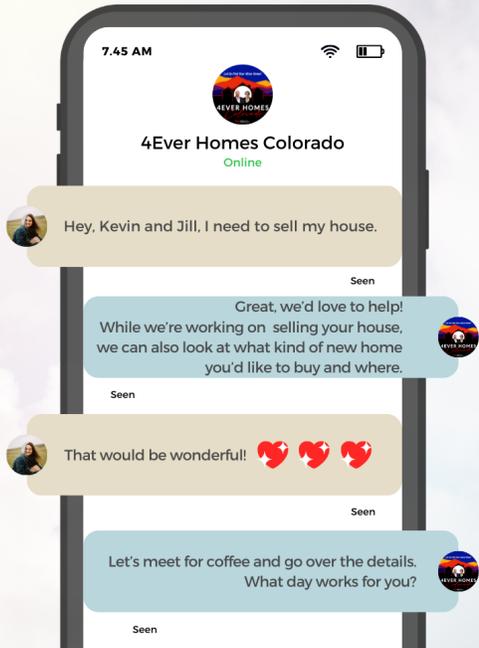
**Can be Part of a Wellness Routine**  
Scenting a space immediately sets a mood during your morning and night routine.

**Sets the Right Mood**  
75% of all emotions generated every day are due to smell. Scent affects mood, concentration, memory recall, and emotion.

**Better Social Interactions**  
A pleasant body odour will increase social interactions and spread positivity to people around.

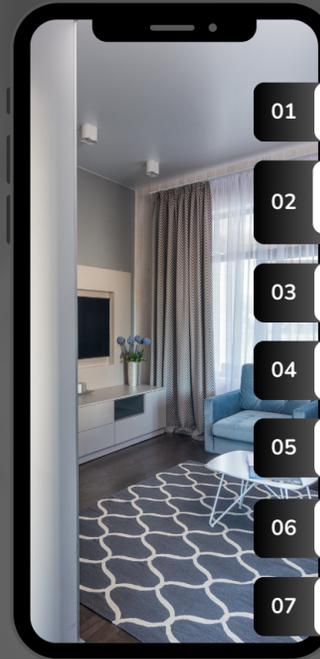
www.shiora.com.sg

# How Sellers Become Buyers



## 7 STEPS TO BUYING

*Your First Home*



- 01 FIND YOUR BUDGET
- 02 SAVE FOR UP-FRONT COST
- 03 GET A LOAN
- 04 FIND A REAL ESTATE AGENT
- 05 OFFERS, INSPECTIONS AND APPRAISALS
- 06 CREDITS AND REPAIRS
- 07 DO A FINAL WALKTHROUGH

# PERKS OF A HOME OWNER

- ✓ Your Own Mortgage
- ✓ Potential Investment
- ✓ Personalize
- ✓ Belonging

## Tips for a FAST Home Sale

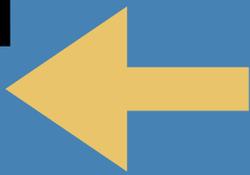
- ✓ Use the right real estate professional
- ✓ Price it correctly according to the market
- ✓ Clean, declutter, and depersonalize
- ✓ Boost your curb appeal
- ✓ Make necessary repairs
- ✓ Offer buyer concessions



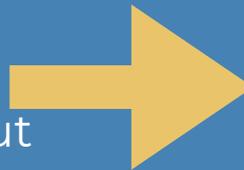
BUILD MORE WEALTH WITH YOUR HOME!



What is My Home Worth?



SCAN  
or CLICK  
to find out



powered by  
*my*homeIQ



# Home Buying Grants up to \$6,000



Home buying grants of up to \$6,000.00 are now available to teachers, first responders, nurses, and other public service professionals. All eligible participants may qualify for a minimum \$1,000.00 NON-repayable grant to be used towards closing costs.



### Benefits of Next Door program:

- Purchase ANY home on the market
- NO application fees
- NO up-front fees
- NO Broker fees
- LOW interest rates for program participants
- NO MONEY DOWN home loans (Where available)
- FREE home buyer representation
- ASSISTANCE with down payment (where applicable)
- FREE Nationwide access to Foreclosures
- FREE appraisal (credit at closing)
- Discount title services (Where available)

### Who is Eligible:

- Teachers and school employees
- Non-instructional staff
- Law enforcement officers and staff
- Firefighters and staff
- Nurses and EMT's
- Medical professionals and staff
- Professors and college staff
- Government employees
- Military and D.O.D.



Teacher Next Door is the only nationwide grant program for teachers in the United States, serving over **3.3 million teachers** and their families

For more info go to <https://www.4everhomescolorado.com/next-door/>



### What is CeaseMyLease?

As a Renter you will receive up to \$6,000 or up to \$500 for every month you paid rent on time for the last 12 months, towards your closing cost. This program brings together top Realtors and Loan officers for your home buying team. It was designed to increase home ownership among current renters. CeaseMyLease is intended to reduce risk and streamline the home buying process. Our Real Estate agents are experts in getting you additional savings and are skilled at retrieving seller concessions that can help you get an additional five to twenty thousand dollars towards your closing costs.

For more info go to <https://ceasemylease.com/jill-hups>

## BUSINESS SPOTLIGHT OF THE MONTH

Each month, we shine a light on a local business, celebrating their contributions and excellence within our community.

*Lisa Anne's  
Country Cupboard*



12400 First St  
Thornton, CO 80241  
(303) 255-2024  
<https://www.lisaannesbakery.com/>

Dedicated to baking fresh, top quality pastries and providing an inviting, old fashioned atmosphere since they first opened their doors in 2011, Lisa Anne's Country Cupboard is famous for their handcrafted cinnamon rolls, sticky buns and wide array of other tasty treats. All goodies are all made from scratch and are sure to please.

## At 4Ever Homes Colorado

we're committed to being your go-to real estate team. Whether **buying or selling**, it's our mission to educate and guide you through the homeownership process.

Contact us today at **(303) 404-0404** to explore your options and take a step closer to your 4ever home!

**YOU ARE THE**  
*heart*  
**OF OUR BUSINESS**

**4EVER HOMES**  
*Colorado*  
Let Us Find Your 4Ever Home!

## Valentine's Day Events in the Denver Area

*Sponsored by*

**Eventbrite**<sup>TM</sup>

click banner for more info



Back in 1288, the Scots passed a law that allowed a woman to propose marriage to the man of their dreams in a leap year, with the law also stating that any man who declined the proposal on this day would have to pay a fine.



# Colorado SKI RESORTS



## ARAPAHOE BASIN

970-468-0718  
arapahoebasin.com

## ASPEN / SNOWMASS

800-525-6200  
aspensnowmass.com

## BEAVER CREEK

970-754-0020  
beavercreek.com

## BRECKENRIDGE

970-453-5000  
breckenridge.com

## COPPER MOUNTAIN

970-968-2318  
coppercolorado.com

## CRESTED BUTTE MOUNTAIN

970-251-7021  
skicb.com

## ECHO MOUNTAIN

720-899-2100  
echomtn.com

## ELDORA

303-440-8700  
eldora.com

## HESPERUS SKI AREA

970-385-2199  
ski-hesperus.com

## KEYSTONE

970-754-0001  
keystoneresort.com

## LOVELAND

303-571-5580  
skiloveland.com

## MONARCH

719-530-5000  
skimonarch.com

## POWDERHORN

970-268-5700  
powderhorn.com

## PURGATORY

970-247-9000  
purgatoryresort.com

## SILVERTON

970-387-5706  
silvertontmountain.com

## SKI COOPER

800-707-6114  
skicooper.com

## STEAMBOAT

970-879-6111  
steamboat.com

## SUNLIGHT

970-945-7491  
sunlightmtn.com

## TELLURIDE

877-358-7122  
telluride.com

## VAIL

970-754-0015  
vail.com

## WINTER PARK

970-726-1564  
winterparkresort.com

## WOLF CREEK

970-264-5639  
wolfcreekski.com

Information subject to change.

*THE MOUNTAINS  
are calling*



# MEET THE TEAM

## KEVIN HUPS, Realtor®

- Member of the National Association of Realtors (NAR)
- Member of the Colorado Realtor Association (CAR)
- Member of the Denver Metro Association of REALTORS® (DMAR)



## JILL HUPS, Realtor®

- Member of the National Association of Realtors (NAR)
- Member of the Colorado Realtor Association (CAR)
- Member of the Denver Metro Association of REALTORS® (DMAR)
- Preferred Agent Partner of Next Door Home Buying Programs®
- Preferred Agent Partner of Cease My Lease™

**4Ever Homes Colorado** functions under the umbrella of Keller Williams Avenues Realty, offering our company the essential corporate backing needed in today's competitive real estate landscape.

**As a team and individuals, Kevin and Jill Hups'** paramount goal is to furnish clients with top-notch customer service, underscored by integrity, forthrightness, and complete transparency. Whether you're in the market to buy or sell, rest assured that 4Ever Homes Colorado is fully committed to being your unwavering partner, dedicated to turning your real estate journey into a cherished memory.

**Realtors with Insight.** As a Colorado natives, we possess valuable insight into the state, including its stunning landscapes, urban centers, rural communities, and natural features like mountains and plains. Our network of colleagues within the community, church, construction, writing, real estate industries, as well as our role as Colorado Realtor®, has allowed us to provide that same valuable insight into helping you find a home.

**Realtors that Care.** One of our core strengths is providing personalized attention to each client, and understanding their unique needs, preferences, and budget constraints. By tailoring services to their specific requirements, we aim for a smooth and stress-free home buying or selling process. You can rely on my expertise and guidance to navigate the complexities of the real estate market in Colorado.

**Foundation of Trust.** Building a foundation of trust with you is crucial, and we achieve this through open communication, integrity, honesty, transparency, and an ethical approach to each real estate transaction. Our goal is to take the burden of stress away from you during the home buying or selling journey, thus allowing you to focus on making informed decisions with confidence.

Whether buying or selling, you can be sure we will be there for you 100%, turning your experience into a wonderful memory as we help you find your 4ever home!

**Let Us Find Your 4Ever Home!**



**4EVER HOMES**  
*Colorado*  
kw KELLER WILLIAMS  
AVENUES REALTY

