



Let Us Find Your 4Ever Home!

4EVER HOMES *Colorado*

kw KELLER WILLIAMS
AVENUES REALTY

ROCKY MOUNTAIN **INSIGHTS**

YOUR PREMIER COLORADO REAL ESTATE NEWSLETTER

March 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 much more. Whether you're considering buying, selling, or staying put, our newsletter is designed to keep you informed and inspired.

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

*As of February 2024, Denver Metro Association of Realtors®

2,864

Sold
Homes

4,243

New
Listings

3,514

Pending
Sales

23

Median Days
on Market

676K

AVG Sale
Price

99.25%

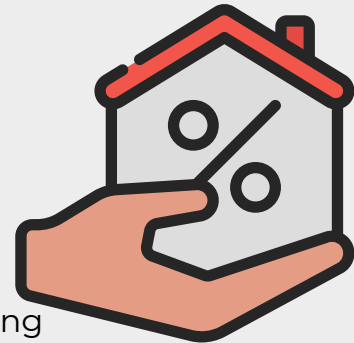
Price to List
Ratio

Mortgage Watch

As Mortgage Rates Fall, Applications Rebound

From Realtor Magazine - Real Estate News

Published: March 7, 2024



Mortgage applications rose for the first time in more than a month as borrowing costs fell for the first time in the same period, showing how quickly home buyers will react to even minor changes in mortgage rates. The 30-year fixed-rate mortgage fell to a 6.88% average this week, Freddie Mac reports. The Federal Open Market Committee (FOMC) will have seven more opportunities to cut interest rates this year, starting with its next meeting on March 19 and 20.

Home Watch Colorado

Nation's 'hottest housing market' found in Colorado, says US News & World Report - Feb 2024

- #1 - Denver-Aurora-Lakewood
- #12 - Ft Collins
- #15 - Greeley
- #19 - Colorado Springs



NEW BUILDS

Click on pictures for details

Atlas End Unit w/Main Floor Primary Suite



\$1,575,000

3 Bed | 3.5 Bath | 2795 SqFt | Lowry

Leah

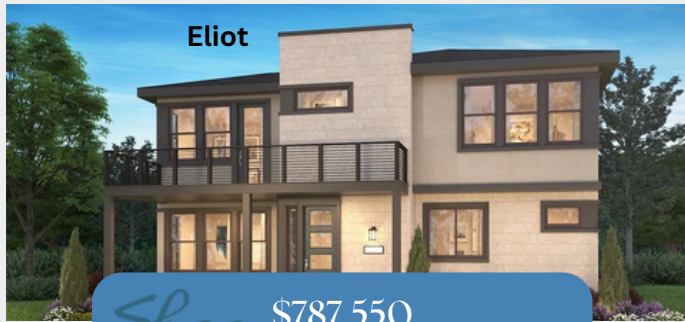


\$669,950

RICHMOND
AMERICAN HOMES

4 Bed | 3.5 Bath | 2343 SqFt | Commerce City

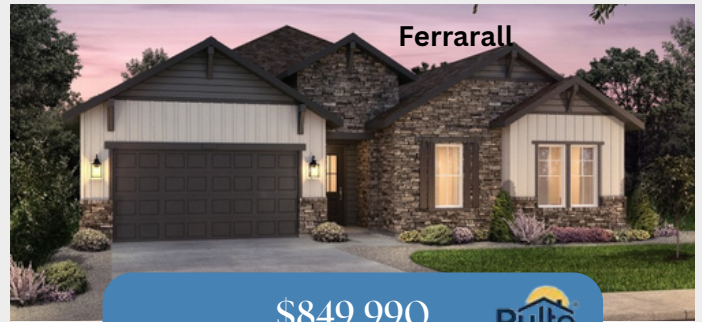
Eliot



\$787,550

3 Bed | 3.5 Bath | 2440 SqFt | Lone Tree

Ferrarall



\$849,990



3 Bed | 2.5 Bath | 2530 SqFt | Aurora

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



BUYING OR SELLING A HOME?

CALL US TODAY AND LET'S WORK TOGETHER!

Buyer's Market VS Seller's Market

What does this mean for me?

Buyer's Market

- ◆ The amount of homes for sale exceeds the number of buyers looking to purchase.
- ◆ Supply is greater than demand.

For Buyers :

- ◆ More options available
- More negotiating power
- Potentially lower prices

For Sellers :

- ◆ May take longer to sell
- May sell for lower than asking

Seller's Market

- ◆ The amount of homes for sale is low compared to the number of buyers looking to purchase
- ◆ Demand is greater than supply.

For Sellers :

- ◆ Faster Selling time
- May see multiple offers
- Potentially higher prices

For Buyers :

- ◆ More competitions
- May pay higher than asking



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



6 TAX

BENEFITS FOR

HOME OWNERS... consider these deductions!

01.

Mortgage interest deduction

02.

Property tax deduction

03.

A home office deduction

04.

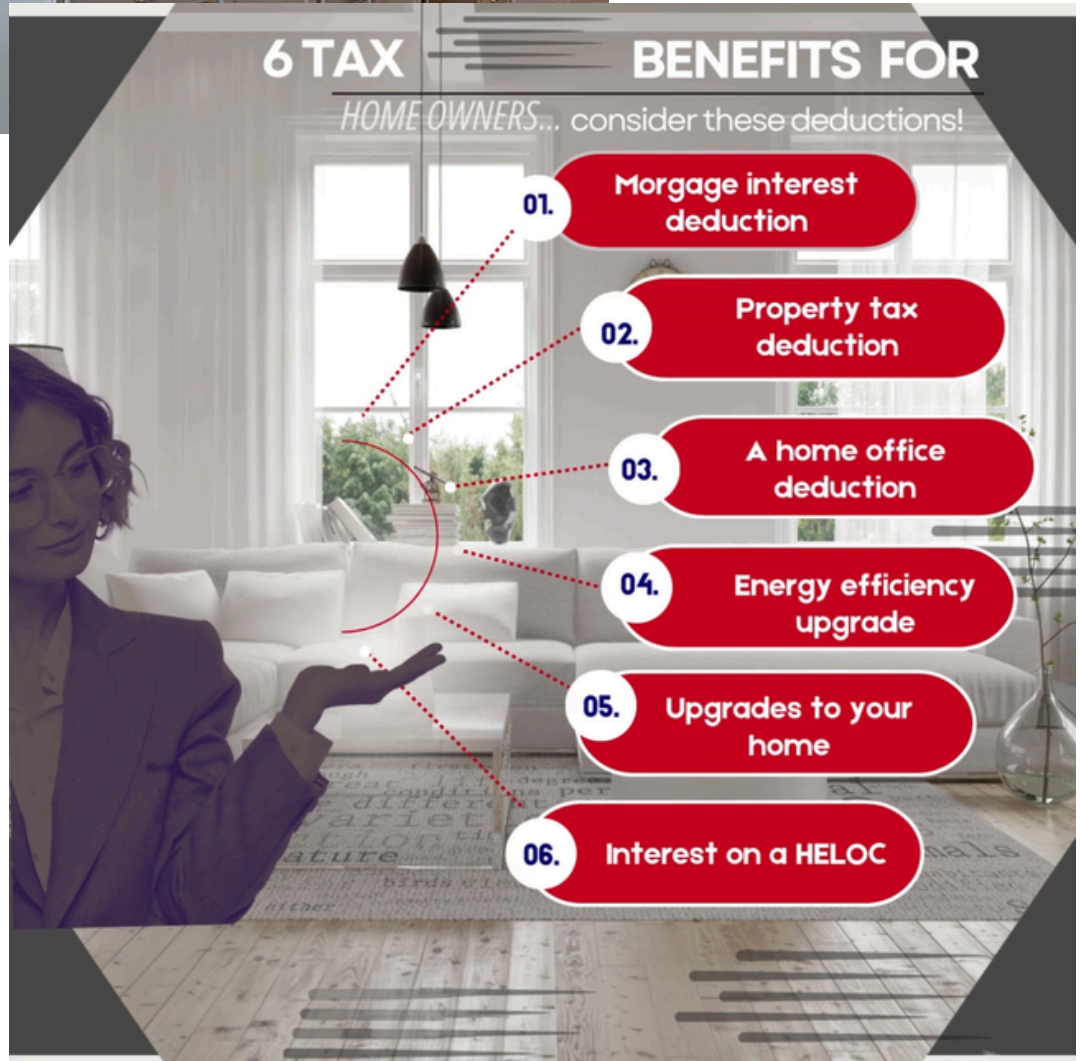
Energy efficiency upgrade

05.

Upgrades to your home

06.

Interest on a HELOC





our CONCIERGE *listing services*

Our concierge listing service goes beyond the traditional approach, offering a comprehensive and personalized strategy to ensure your property stands out in today's competitive real estate market. Here's an overview of the key features our service entails:

- Complete and Personalized Dedication to You, our Client.
- A dedicated point of contact to guide you through every step of the selling process.
- Regular updates and open communication to address any concerns you may have.
- Calls and/or emails returned within 24 hours.

Pre-sale Recommendations:

- Complete Market Analysis (CMA) of your property and recommended sales price based on property condition and local competition

Pre-listing Services:

- Professional HD photography to showcase your home effectively. Includes:
- High-quality photos of interior and exterior of property as well as surrounding area
- Floor plan of property
- Zillow-preferred placement photos
- Google 360 walk-through
- High-quality areal videography (where warranted) to showcase your home and surrounding area effectively.
- Professional staging consultation to enhance the visual appeal of your property.
- Coordination of any necessary repairs or improvements to maximize the property's value and marketability.

Customized Marketing:

- Tailored marketing campaigns to reach potential buyers through REALTOR® MLS, Realtor.com, Redfin.com, Zillow.com, and other real estate websites.
- Property featured on our 4Ever Homes Colorado website and Google business page.
- Social media posts on Facebook (w/boost), Instagram, LinkedIn, Pinterest, TikTok, and YouTube.
- Open house(s).
- Property brochures placed inside your home and emailed to other Realtors®.
- Yard sign.

By using our concierge listing services, you can expect a seamless and elevated selling experience with the goal of achieving the best possible outcome for your property.

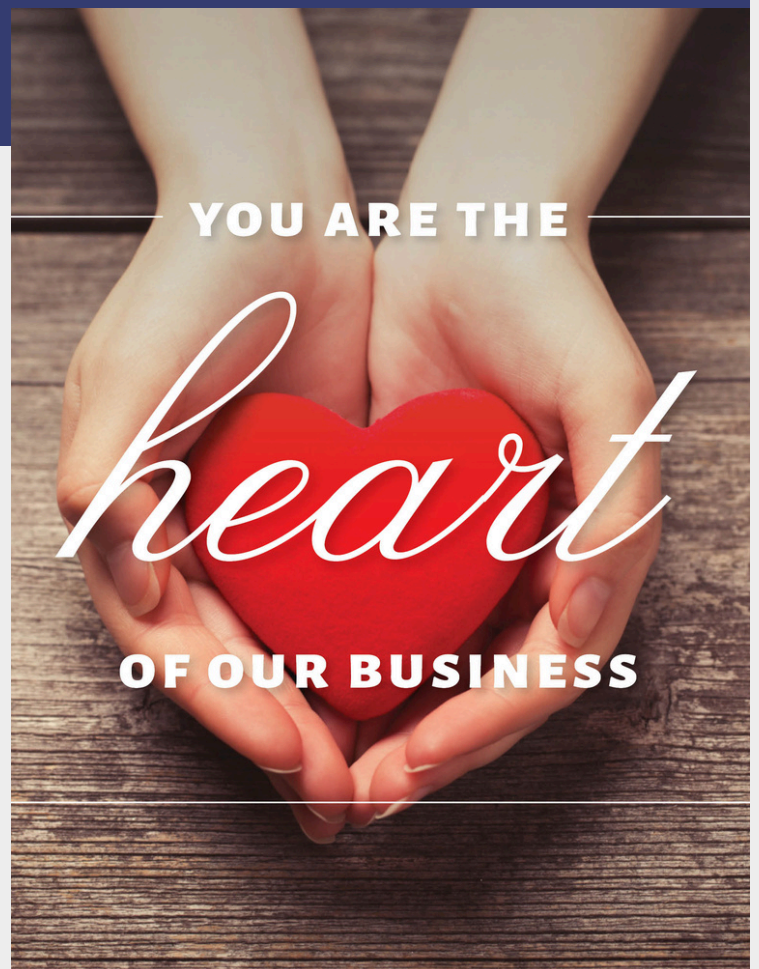
At 4Ever Homes Colorado

kw KELLERWILLIAMS.
AVENUES REALTY

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.

Not ready to buy or sell? We LOVE referrals!

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





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.

3013 W 104th Ave #100
Westminster, CO 80031
(303) 524-9568



Tokyo House is a local Japanese restaurant inviting you to savor their amazing, fresh dishes. From sushi rolls to bento boxes to Japanese bowls to steamed buns--and more! Dine with us and discover why we have so many delighted returning customers. Dine-in and take out available. [Click here for menu.](#)



PREVIOUS BUSINESS SPOTLIGHTS



Navah Coffee Shop
3013 W 104th Ave Ste 700
Westminster, CO 80031
(303) 955-4382
navahcoffee.net

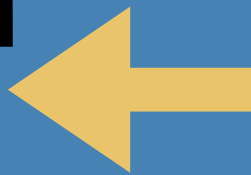


Lisa Anne's Country Cupboard
12400 First St
Thornton, CO 80241
(303) 255-2024
<https://www.lisaannesbakery.com/>

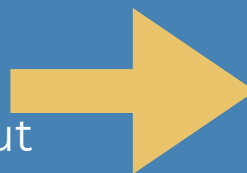
BUILD MORE WEALTH WITH YOUR HOME!



What is My Home Worth?



SCAN
or CLICK
to find out



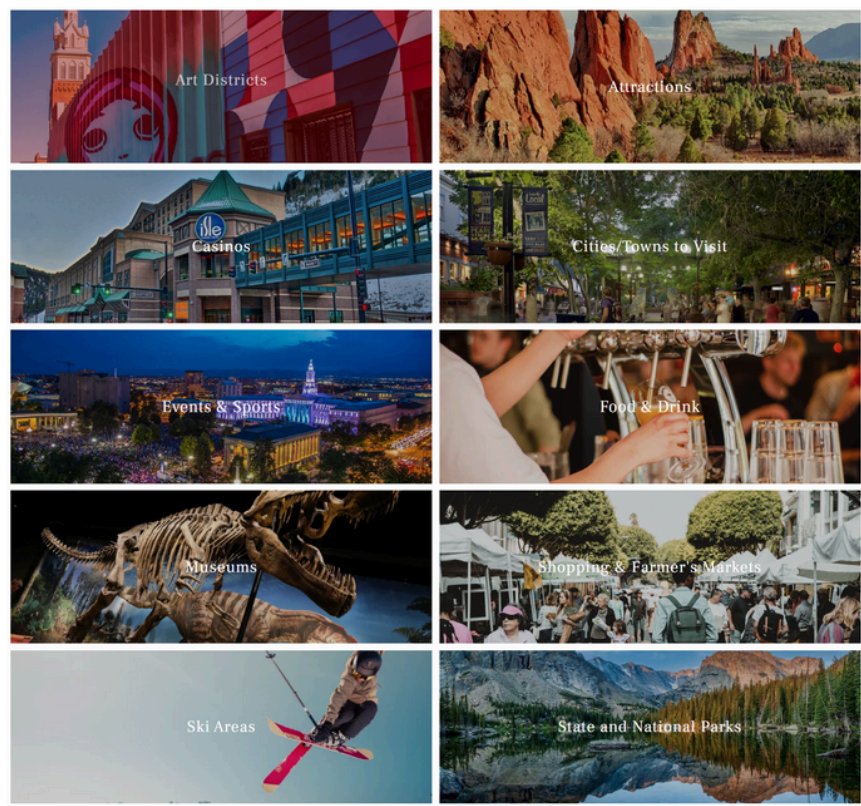
powered by
*my*homeIQ

WE'RE HERE TO HELP! WE'RE HERE TO HELP!

Scan QR code for
our handy
relocation guide.



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



Colorado is a diverse and beautiful state with a wide range of activities and attractions to enjoy. Whether you're an outdoor enthusiast, a history buff, a foodie, or an art lover, our website has a list of something for everyone!



<https://www.4everhomescolorado.com/things-to-do/>

FREE

2024

COLORADO FREE DAYS

FREE

DENVER MUSEUM OF NATURE & SCIENCE

2001 Colorado Blvd., Denver
dmns.org

- January 8* & 28*
- February 25*
- April 28*
- June 4** & 19*
- August 21**
- September 10** & 30*
- October 20*
- November 2** & 18*
- December 8*

Online registration is required.

**Free from 9am-5pm*

***Free from 5pm-9pm*

DENVER ZOO

2300 Steele St., Denver
denverzoo.org

- January 5 & 21
- February 11
- April 7
- November 1, 9 & 17
- December 12

See website for details.

DENVER ART MUSEUM

100 W. 14th Ave. Pkwy., Denver
denverartmuseum.org

- January 9 & 27
- February 13
- March 12 & 24
- April 9 & 28
- May 14
- June 11
- July 9 & 21
- August 13
- September 7 & 10
- October 8
- November 2 & 12
- December 10

DENVER BOTANIC GARDENS AT PLAINS CONSERVATION CENTER

21901 E. Hampden Ave.,
Aurora | botanicgardens.org

- January 18
- February 22
- March 16
- June 13
- July 13
- August 15
- November 16
- December 12



**DENVER BOTANIC
GARDENS AT YORK ST.
& CHATFIELD FARMS**

1007 York St., Denver
8500 W. Deer Creek Canyon Rd.,
Littleton | botanicgardens.org

- January 15
- February 15
- March 9
- April 22
- June 5
- July 3
- August 28
- November 29

**CLYFFORD STILL
MUSEUM**

1250 Bannock St., Denver
clyffordstillmuseum.org

- February 29
- April 28
- July 28
- November 2

**CITY OF LONGMONT
MUSEUM**

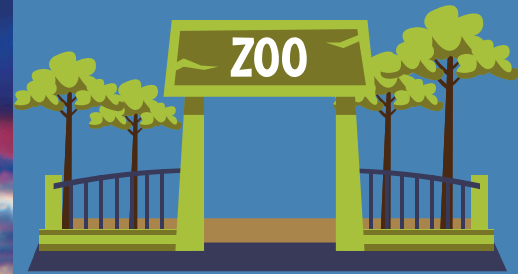
400 Quail Rd., Longmont
longmontcolorado.gov

- February 10
- March 9
- April 13
- May 11
- June 8
- July 13
- August 10
- September 14
- October 12
- November 9
- December 14

NATIONAL PARKS

nps.gov

- January 15
- April 20
- June 19
- August 4
- September 28
- November 11



ALWAYS FREE



**ARVADA CENTER
GALLERIES**

arvadacenter.org

**ROCKY MTN.
MOTORCYCLE
MUSEUM**

themotorcyclemuseum.com

**COLORADO SPRINGS
PIONEERS MUSEUM**

cspm.org

**US AIR FORCE
ACADEMY VISITOR
CENTER & CHAPEL**

usafa.edu

**HUDSON GARDENS -
GARDEN AREA**

hudsongardens.org

**COLORADO SPORTS
HALL OF FAME**

coloradosports.org

**COLORADO STATE
CAPITOL TOUR**

capitol.colorado.gov

**PETERSON AIR &
SPACE MUSEUM**

petemuseum.org

CU ART MUSEUM

colorado.edu

LOOKOUT MOUNTAIN

jeffco.us

**CU MUSEUM OF
NATURAL HISTORY**

cumuseum.colorado.edu

RED ROCKS PARK

denvergov.org

LITTLETON MUSEUM

littletongov.org

**GARDEN OF THE GODS
VISITOR CENTER**

gardenofgods.com

**BETTY FORD
ALPINE GARDENS**

bettyfordalpinegardens.org



arvada

St. Patrick's Day Festival
March 16
Olde Town Arvada
oldetownarvada.org

aurora

St. Patrick's Day Brunch
March 17
Six Capital Brewing & BBQ
16705 E Iliff Ave.
allevents.in

boulder

**Boulder's Best
St. Patrick's Day Bar Crawl**
March 16 & 17
Various Bars/Venues
allevents.in

**Lucky's St. Patrick's Day
Bar Crawl**
March 16
Velvet Elk Lounge
2037 13th St.
allevents.in

Lucky Leprechaun 5K
March 17
Twisted Pine Brewing
Company
3201 Walnut St., Ste A
allevents.in



castle rock

**ShamROCK Stampede
1K, 5K & 10K**
March 16
Douglas County Event Center
500 Fairgrounds Dr.
runtochangelives.org

centennial

**Family Day Out:
St. Patty's Day Celebration**
March 16
Uncorked Kitchen & Bar
8171 S. Chester St., Suite A
uncorkedkitchen.com

colorado springs

Locate the Leprechaun
March 9
Start at Tony's Downtown Bar
326 N. Tejon St.
csstpats.com

5K for St. Patrick's Day Race
March 16
228 N. Tejon St.
csstpats.com

Pedalin' St. Pat's Bike Ride
March 16
Start at Trails End Taproom
2925 W. Colorado Ave.
csstpats.com

Leprechaun Fun Run
March 16
Acacia Park
Tejon St.
csstpats.com

St. Patrick's Day Parade
March 16
Tejon St.
csstpats.com

**Lucky's St Patrick's Day
Bar Crawl**
March 16
Check in at Bar-K
124 E. Costilla St.
eventbrite.com

St. Patrick's Day Bar Crawl
March 17
Check in at Munchies 719
122 N. Tejon St.
eventbrite.com

denver

**Kiss Me, I'm Irish:
St. Patrick's Day Bar Crawl**
March 15-17
Check in at Zanzibar
Billiards Club
2046 Larimer St.
feverup.com

St. Patrick's at Fortissimo
March 15 & 16
Fortissimo Dueling Pianos
891 14th St.
fortissimoduelingpianos.com

St. Patrick's Day Parade
March 16
Downtown Denver
denverstpattricksdayparade.com

Denver Metro

ST. PATRICK'S DAY

Events

St. Patrick's Day Pub Crawl
March 16 & 17
Check in at Jaguar Room
1941 Market St.
nassive.com

Celtic Awakening
March 16 & 17
Newman Center for the
Performing Arts
Gates Concert Hall
2344 E. Iliff Ave.
newmancenter.eventue.net

**Shamrock Stroll
St. Paddy's Bar Crawl**
March 16
Check in at Pour House Pub
1410 Market St.
events.humitix.com

durango

**St. Patrick's Day Live Music:
Patrick's Crossing**
March 17
Ska Brewing
225 Girard St.
durango.org

fort collins

Sharin' O' The Green 5K
March 16
Starts at Washington Park
301 Maple St
runsignup.com

**Lucky's St. Patrick's
Day Bar Crawl**
March 16
Brothers Bar & Grill
147 S College Ave
eventbrite.com

golden

**All-Out Spring Fever
St. Patty's Day Run**
March 17
runsignup.com

highlands ranch

HRCA St. Patrick's Day 5K
March 16
Starting on Dorchester St.
in Highlands Ranch Town Center South
runsignup.com

lakewood

St. Patrick's Day Party
March 15
Solana Lakewood
11001 W. 15th Pl.
allevents.in

monument

No-Booze St. Pat's Ash-Bash
March 15
Woodmoor Barn Community Center
1691 Woodmoor Dr.
eventbrite.com



Events subject to change.

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!

