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Thank you Leadville for voting Andrew Purdy Leadville/Lake County's favorite Realtor for the second year in a row! He couldn't do it without all your support!

Put your home up for sale now. I'm serious. The current frenetic state of the market is driving home prices up and rental rates higher. There are plenty buyers in the market and not nearly enough inventory. Selection is slim. If you have been contemplating selling your home, now is the time.

Here are some things to consider when putting your home on the market:

1. Price: This may be the single most important thing to consider carefully when listing your home. There are a few pitfalls in choosing the right price:
 - a. Trying to calculate the price of the home based on what you have in it: Take the example of the well. A builder constructs two identical homes in the same neighborhood. Both need wells only one well only costs \$5,000 where the second costs \$20,000 because you have to drill much deeper. Does that justify pricing the home \$15,000 higher? NO! The buyer only wants to be able to turn on the water.
 - b. Testing the market with a higher price than comparable homes in your neighborhood. Work with a Realtor to find not only recently sold comparable homes but also what is currently on the market - Your competition! Ask that your Realtor prepare for you a Comparative Market Analysis.
 - c. Giving yourself too much room to negotiate. In Lake County, homes sell on average at about 94-96% off the list price. SO, if you give yourself 15% room to negotiate, you will be pricing yourself out of many buyers' price ranges.
2. Being too emotionally involved and attached to your home
 - a. Decide what your bottom line is before the negotiations even start. Think of a suitcase full of cash. How much needs to be in that case to sell your home today? Ask your Realtor for a Sellers Net Proceeds to help determine that number.
 - b. Don't be insulted by a "low-ball" offer. Many buyers either don't understand the market, want to play the game and negotiate or maybe the home is outside of their budget but they really want to take a shot at it. Always counter, you'd be surprised at how many low-ball offers can result in a purchase price both sides are comfortable with.
 - c. Understand that not all buyers will not appreciate your lime green refrigerator, pink granite tiles and baby blue, wall-to-wall carpet the same way you do. Some buyers may even consider the replacement of these items and make their offer accordingly.

- these items and reduce their offers accordingly.
3. Don't try to sell your home "As-Is"
 - a. No counselled buyer will ever give up their right to an inspection. To avoid negotiating on inspection items later, provide buyers with an inspection report so that these items can be factored into the offer as opposed to being negotiated later.
 - b. Once you have paid for that inspection, fix the items flagged. Especially any safety hazards or violations as these may hamper the buyer from using certain loan products (FHA, USDA, VA, etc).
 - c. In many cases, the fix of the repair is less expensive than a buyer may perceive the cost to be. An outlet is easily replaced but a buyer may request it be done by a licensed electrician who will charge \$90/hr. instead of your local handyman who charges \$25/hr. Not fixing issues may cost you much more in the long run.
 4. Homes rarely sell when tenant occupied. I know it is tempting to list the home AND collect rental income but rarely will this result in a sale. Tenants will never keep the home clean enough to show. Besides, their interests lie in you NOT selling.

If you are finally ready to take that next step and list your home, call me to discuss all these items and more to help the sale of your home be what it should be, enjoyable!

Featured Listings



900 POPLAR, LEADVILLE \$134,000

Immediate access to charming downtown Leadville and high country excitement are steps from your door. This well constructed Victorian honors it's roots with large ornate windows and a well-lit sitting area. 4 bedrooms offer plenty of space. With a separate entrance, it's location offers potential for a commercial enterprise! Hardwood floors, concrete block foundation, metal roof, full house furnace, large fenced yard, updated heating, electrical and plumbing. Room for 2nd bath! Must see at this price!



140 W 6TH, LEADVILLE \$215,000

Abundant windows that maximize mountain views make this downtown charmer a must see. At nearly 2000 sq. ft., this rare, just off Harrison and remodeled property will surprise you with modern amenities, new carpet, new roof and wood stove. A well designed upstairs bath accommodates with space and light! The master bedroom provides unobstructed views to Mt. Elbert and Mt. Massive. Bonus room could be another bedroom or office. A hard-to-find must see home!



294 PARRY PEAK, TWIN LAKES \$395,500

The quintessential lake view home. The setting is perfection. As the sun moves over Mt. Elbert and the light reflects off the lakes, you can settle in to enjoy this meticulously maintained home with extraordinary finishes. Bask in warmth through large picture windows. The open floor plan includes a gourmet kitchen, main level master, and large outdoor deck for entertaining. Private downstairs living area with pool table! Already furnished for your mountain getaway. What more could you want?



231 E 5TH, LEADVILLE

\$109,999

Large windows take advantage of a corner lot in this attractive, Victorian home. Step out for quick jaunts to downtown Harrison Avenue and grab a coffee or a bite! This large, affordable home is the perfect starter or vacation retreat. Very practical layout with a dining room, 11 year old gas forced air heat, concrete reinforced basement, fenced back yard, garage and mature trees. At this price, you have funds to add your interior finishes or a second bath upstairs! Extra room makes this possible.

Say Yes to CRS

Buying a home is one of the biggest and most emotional decisions you will ever make. So it's important to work with someone who can provide sound advice and a steady, guiding hand when you need it. That's why a CRS agent is the best person for the job.

A Certified Residential Specialist (CRS) is among the top 3 percent of all agents in the country. CRS agents have achieved a high volume of transactions and advanced training in areas such as business planning, real estate investing, marketing and technology. They must also maintain membership in the NATIONAL ASSOCIATION OF REALTORS® and abide by its Code of Ethics. Why work with anyone else when you can work with a CRS agent?



Certified
Residential Specialist
The Proven Path To Success

Lake County Real Estate Market Reports

For details of Homes sold in February, [Click Here](#).

For details of Land sold in February, [Click Here](#).

For the February Market Activity Report, [Click Here](#).

Eagle County Real Estate Market Reports

For details of Homes sold in February, [Click Here](#).

For details of Land sold in February, [Click Here](#).

For details of Commercial Property sold in February, [Click Here](#).

For the February Trend Vision Report, [Click Here](#).

Long-Term Rentals

[5973 Hwy 24 South Unit 38, Leadville](#) - \$825/mo, 1bed/1bath - ALL UTILITIES INCLUDED!

Foreclosure Listings

NONE!