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October 2014 Newsletter

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I tell my clients that the old days of real estate are dead and gone. Real estate agents used to keep a sales book in their office that was guarded as if it held the secret to everlasting youth. In order for a homebuyer to find out what was on the market, they had to go to the agent's office and wait for the secrets to be revealed.

Not anymore.

Homebuyers can now spend their evenings searching the internet, finding sales history, how good schools and restaurants are, and how far the commute to work will be. All of this is readily available at their fingertips and, by the time they contact an agent, they usually have 5-10 homes that they already want to see.

So why use a real estate agent at all? What can they do for you that you can't already do for yourself?

Roles have changed. Real estate agents have had to adapt and offer services that meet new demands. Rather than offer previously hard to find information, agents must now offer advice and insight on market values and negotiation techniques; agents must be available to answer questions and guide clients through a difficult contract negotiation, inspection, appraisal and loan process; agents must be able to keep up with the growing demands of a fast moving marketplace with ever changing rules and standards.

The answer is that real estate agents must now be customer service professionals as well as knowledgeable advisors.

Having been a customer service professional for the last 15 years, I feel that this new shift is a natural progression of what I have done successfully in the past and I look forward to the new challenges that a changing industry has to offer.

Call us today to see "what we do differently!" We are excited about our new responsibilities and role in the process and we want to help you either market and sell your home, OR find the perfect new property for you and your family!

Andrew Purdy, CRS, GRI

# Featured Listings



## 1400 HARRISON, LEADVILLE \$239,000

With attention to detail and an eye on "Susanka" style architecture, this remodeled Victorian home has one of the best views in Leadville. You will find new windows, pine beetle kill floors, custom closets and beautiful finishes throughout. The kitchen is clean and modern with granite counter-tops, gas drop in cooktop, custom cabinets and opens up into the bright and sunny living room. Your friends and family will enjoy every part of this fully detailed home, ultra customized for modern tastes!



## 2920 Hwy 24, LEADVILLE \$174,800

Stunning updates! Open floor plan, bright and spacious. Stainless steel appliances, quartz countertops, custom cabinets. New plumbing and electric panel. Radiant floor heat and tankless water heater. Solid wood doors & new patio slider. Full unfinished basement adds 900 sq.ft. of living space. Garage/workshop. Half acre fenced with sweeping views to the north and south. Private location north of Leadville only 20 min. to Copper/170. A hidden gem and must see. The possibilities are endless!



## 231 E 5TH, LEADVILLE \$119,000

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.



## 10544 HWY 24, LEADVILLE \$899,000

Stunning acreage and sweeping views. You've found your very own Ponderosa Ranch. Incredible potential for development. Over 200 gorgeous acres for your horses and a charming modern home provide privacy and comfort. Plethora of choice home sites should one desire to build to suit. Many outbuildings and barns provide shelter for animals and storage for equipment. A MUST SEE! Private, yet close to town! Hay meadows, corrals, mature trees, bunkhouse, southern exposure and a creek.



## 129 E 5TH, LEADVILLE \$275,000

Just off Harrison with annual rental income of \$27,600, this renovated (2006), 5 unit apartment complex is an outstanding investment opportunity in the heart of Leadville. All units have new appliances, doors, carpeting, fixtures and double-pane windows. Complex also has onsite laundry, manager's office, separate gas and electric meters and new furnace. Landscaped common area has picnic table and BBQ grill. This is a great opportunity to own a cash-flowing, investment property in downtown Leadville.

## *Lake County Real Estate Market Reports*

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

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

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

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

## *Eagle County Real Estate Market Reports*

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

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

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

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

## *Long-Term Rentals*

[5973 Hwy 24 South Unit 38](#), Leadville, CO - \$850/mo, 1bed/1bath - ALL UTILITIES INCLUDED!

[1400 Harrison](#), Leadville, CO - \$1500/mo, 3bed/2bath

[900 Poplar](#), Leadville, CO - \$1130/mo, 4bed/1bath

[43095 CR 397](#), Granite, CO - \$800/mo, 1bed/1ba

## *Foreclosure Listings*

[1301 Baby Doe Drive, Leadville](#) - \$114,900

[122 S Toledo, Leadville](#) - \$82,500

[139 West 7th, Leadville](#) - \$44,900

[4499 Sweetwater Rd, Gypsum](#) - \$230,000

[Contact Us](#) for more information and pictures.