



Kathie Lane
REALTOR®

**“Knowledge. Experience.
Dedication.”**



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DEADLINE FOR ORDERING THE FEBRUARY ISSUE:

5:00 p.m. FRIDAY, JANUARY 15th

QUESTIONS? Call Brett Koller at 303-567-6677

Dear Friends:

From Valentine’s Day to President’s Day and Mardi Gras, February offers lots of opportunities to relax, kick back, and have some fun. This month, with the Winter Olympics in Vancouver, “February fun” promises to be better than ever.

Just like the athletes who devote their lives to training for this event, dedication is a key ingredient to success in any field of endeavor. As a Colorado real estate specialist, being dedicated means participating in ongoing education that keeps me up to date with ever-changing rules, regulations, and technology. It also means adhering to a strict code of ethics designed to protect consumer rights.

If you or any of your friends are in need of real estate assistance in the coming months, call me. I’d love the opportunity to dedicate my knowledge and skills to helping you achieve your housing goals.

HAPPY VALENTINE’S DAY!

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COLORADO REAL ESTATE News & Views

NEWS AND ARTICLES OF INTEREST TO THE COLORADO HOMEOWNER

If your home is currently listed for sale, this is not intended as a solicitation.

FEBRUARY 2010

What everyone ought to know about today’s real estate market

Colorado’s Front Range real estate market has seen its share of ups and downs, but fortunately, not nearly to the extent seen in places like Nevada, California, Arizona and Florida. I say “fortunately” because the very fact that we didn’t experience hyperinflation is the very reason we didn’t experience a devastating crash when the inflationary bubble burst as it did in those other states.

Our Colorado market is improving, and under normal circumstances, home sellers might wait for further improvement. But there is a window of opportunity that will be closing soon. So if there’s even the *remote* possibility that you’d like to make a move this year, making it sooner rather than later is a smart financial move. Here’s why:

A tax credit of up to \$6,500 was created for repeat home buyers who buy a principal residence. (They must have lived in the home currently owned, or previously owned, for five consecutive years out of the eight years preceding the purchase of the new home.) But the credit is only available through April 30, 2010, giving buyers who have signed a sales contract by that deadline until June 30 to close their deal. (If you’re a first-time buyer and meet the qualifications, the tax credit is worth up to \$8,000.)

Now, consider that while the value of your

house may have declined, the price of higher-end homes has also dropped.

Here’s an example. Say your house in the past few years was valued at \$300,000. But in today’s market, you could only get \$270,000. You might think you’d be taking a \$30,000 “loss”. But, don’t forget that higher priced homes have also dropped in price. Using the same example, the \$500,000 move-up home you’d like to buy has also dropped 10 percent in value and now sells at \$450,000. If you sold your home today for \$270,000 and purchased the larger house for \$450,000, the difference in price would be \$180,000. But if you waited to recoup the 10 percent value of your home and sold it at \$300,000, chances are that same move-up home would also move up in price to at least 10 percent to \$500,000. By waiting, that’s now a \$200,000 price difference between the two homes, instead of \$180,000.

My real estate resources are considerably wider and stronger than those you can find on the Internet. So, for the most detailed, accurate analysis of our market, and what it all means to your bottom line, call me soon. You don’t want to waste any time, as the window of opportunity on the tax credit for new and repeat buyers is closing in April.



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NewsBriefs

▼ Tax incentives, record high affordability conditions and a pent-up demand brought a record share of first-time home buyers into the market in 2009. The number of first-time home buyers in '09 rose to 47 percent of all home sales from 41 percent of transactions in 2008, and was the highest on record dating back to 1981. The profile shows the median age of first-time buyers was 30 and the median income was \$61,600. The typical first-time buyer purchased a home costing \$156,000, down from \$165,000 in 2008. The 2009 buyer plans to stay in their new home for the next 10 years.

▼ Results from the 2009 Remodeling Cost vs. Value Report show that small-scale exterior projects are the most profitable at resale. The results highlight the importance of a home's first impression. Eight out of the top 10 projects in terms of costs recouped were exterior replacement projects that cost less than \$14,000. Projects included items such as

certain types of door and siding replacements, wood deck additions and a steel entry door replacement. To see the entire report, visit <http://www.remodeling.hw.net/2009/costvsvalue/national.aspx>

▼ Denver emerged as one of the strongest cities in the six-state region on a number of measures, according to the report by Brookings Mountain West, a partnership between the Brookings Institution and the University of Nevada. Researchers wrote: "Metros like Colorado Springs, Albuquerque, and Denver have only been moderately affected by the recession and seem poised to renew their upward trajectory as the pace of recovery quickens."

▼ Foreclosure filings in Colorado's 12 largest counties increased in 2009, but the number of completed foreclosures was down. For the first 11 months of last year, foreclosures were up 12% over 2008. However, the number of foreclosure sales, or completions, declined 13%. Denver County experienced the largest year-over-year decline in completed foreclosures at 33%.

Simple secrets that help protect your identity

Did you know that Colorado is one of the "Top Ten" states for identity theft? That's the bad news. The good news is that there's a lot we can do to protect ourselves--and the beginning of a new year is a great time to set that plan in action. Consider that your good credit can be ruined in 24 hours, cost thousands of dollars to restore, and months of paperwork and frustration to clear your good name. If you're trying to buy a home, a car, or obtain credit for any major purchase, you may be denied credit--or best case end up paying a substantially higher interest rate while you're trying to restore your credit records.

can give an identity thief a foothold into your life. Buy a paper shredder and use it!

6. Install a firewall on your home computer to prevent hackers from obtaining information.

7. When you're writing checks to pay on your credit card accounts, don't include the complete account number. Use only the last four digits.

8. If you're moving, contact all your creditors and update them of your address changes immediately. You don't want credit information and new credit cards being delivered to the wrong address.



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Start with these simple steps to protect your personal identity:

1. Don't carry extra credit cards, your Social Security card, or birth certificate with you except when it is absolutely necessary.
2. Shield your hand when using a bank ATM machine so no one can steal your code.
3. Never carry your Social Security number and drivers license together in your wallet.
4. Don't put your home phone number on your checks.
5. Any document that has personal financial information on it

This month's special Report is entitled "Safeguard Your Identity" and it's free, just by calling or emailing your request.



This eye-opening, informative Report shows you *step-by-step* what you need to do to protect your identity, and to recognize if you're being targeted.

You work a lifetime to build good credit--and in one moment it can be destroyed. Start the New Year off by doing all you can to protect yourself and your family from this growing threat. Building a wall of safety around your identity is easier than you think...if you know what to do.

COLORADO CORNER

U.S. Olympic Training Center • Colo. Springs

The Winter Olympics begin February 12, but did you know that the Olympic Training Center is right here in our own backyard? Best yet--you can tour it for free!

The \$8 million Olympic Visitor Center celebrates America's Olympic athletes. The free daily public tours



Photo courtesy of David Shankbone

include a 12-minute film and a 45-minute walking tour. Most of the tour is outside. You will see the athlete training facilities, which include gymnasiums, weightlifting and wrestling facilities, the USA Shooting Center, Coaching & Sport Science, the Aquatics Center and Sport

Medicine. Also on the premises is the Olympic Spirit Store, where you can purchase Olympic souvenirs (and your purchases help support the athletes).

Currently, tours are conducted on the hour from Monday-Saturday, 9:00 to 4:00. Call toll-free: 888-659-8687

Check out this great web site for details on the 2010 games: <http://www.vancouver2010.com/>

For details on the Center, including directions, go to: www.teamusa.org/about-usoc/colorado-springs-olympic-training-ctr/tours.html

Don't let someone steal your identity!

This simple Report makes it easy for you to avoid being a victim of identity theft. It's free! Just for the asking.



Call or email for this free report: "Safeguard Your Identity!"

Here are just a few things you'll discover:

- Do this one simple thing after ordering online.
- Create a super-secure password with this tip.
- Recognize signs you're being targeted.
- Check your credit records quarterly--for free!
- What to do *immediately* if you become a victim.

Don't let identity theft ruin your credit and cost you higher interest rates!

Call or email for this FREE eye-opening report!

Use the phone or email numbers shown on the front and back of this newsletter.



GREEN IDEAS FOR THE COLORADO HOMEOWNER

Green jargon for a new decade

The "Green Revolution" is constantly evolving, and with that expansion comes a whole new world of words. Here are a few green terms you'll be hearing a lot about in the coming decade, as this movement gains momentum.

Precycling: choosing the product that comes in the least packaging (therefore diverting waste from landfill) or bringing along your own container or bag.



Dark green: the type of environmentalism that believes only radical changes to modern society and capitalism can adequately protect the environment.

Greenwash: the act of making a product, service or business seem more environmentally responsible than it is.

Scuppie: an ethical yuppie who believes being eco-friendly doesn't have to compromise their comfortable, modern lifestyle.

Repurpose: to take what may be otherwise a waste item and use it for another purpose such as a coffee jar becomes a jar for storing nails.

Greenmuting: refers to the practice, usually by companies or corporations, of not talking about environmental issues or efforts, or their lack of.

Electrosmog: refers to the electro-magnetic fields emitted by computers and mobile phones.

Greenshift: a common phrase used to indicate a change in attitude or policy towards a more environmentally-friendly position.

Off-the-grid: the term is often used in conjunction with those living self-sufficient lives who rely on renewable energies such as solar and wind to provide their home's means of power.

Cradle to cradle design: ending the "cradle to grave" cycle of manufactured products, by creating products that can be fully reclaimed or re-used.

Top tips for selling a home in the cold winter months

Our Colorado real estate market will continue to be a competitive one for sellers this year, so gaining a competitive edge will be an important aspect for sellers to consider in their sales strategy. Although there are many factors that always hold true, such as the need for a clean, uncluttered home with excellent "curb appeal," here are a few strategic moves to consider if you want to sell your home during the winter months in the Front Range.

• Focus on facts. Those who are actively looking for a home in the winter are, for the most part, serious-minded in their pursuit, unlike the warm-weather weekend "lookie-loos." As such, it will help to display a property booklet

loaded with facts about the home. Consider including such information as warranty paperwork, heating and utility bills, and other pertinent hard facts for prospects to peruse.

• Offer an incentive. Now that the holidays are behind us, the bills have arrived and cash may be tight. Offer help with closing costs to buyers who are well-qualified, yet may be a little cash-strapped.

• Add some pizzazz. Never underestimate the power of flowers in the middle of winter. Stretch your flower power by adding in inexpensive, long-lasting filler such as Baby's Breath.

• Keep it real. Sellers can't afford to play games by listing the home at an inflated price. With a smaller pool of potential buyers at this



You suffer from oxygen poisoning when you vacation in Arizona.

Hummingbirds and bears visit your bird feeder.

You think the four seasons are elk, football, skiing and road construction.

Three days of overcast weather make you wonder if Granny will share her Prozac.

You think "redneck" is a microbrew.

Focus on the Fanny.

You declare your dog and your pickup as dependents on your tax return.

Pets disappear and coyotes are fat.

Mountain-lion-wrestling is a suburban backyard activity.

You have a snow shovel, hiking boots and sunscreen with SPF 50 in the back of your hybrid SUV.

You really do salute your boss.

Your hands are so chapped you can exfoliate your face with your fingertips.



The world's largest natural hot springs can be found in which Colorado town?

Real Estate Trivia

Glenwood Springs. The two-block long pool is across the street from the historic Hotel Colorado, a favorite stop of former president Teddy Roosevelt.



time of year, overpricing will reduce the number of prospects who won't even bother to drive by, much less come inside and look.

• Make it bright. Be sure to keep the window coverings open. Doing so will create a first impression that is bright and cheerful the moment a prospect walks into each room.

• Show it off. Create a display showing colorful photos of your home in the spring and summer months.

• Keep it warm. Making the temperature comfortable inside gives the buyer more of a reason to linger, especially on a cold day.

• Keep it safe. Above all--be sure the driveway and walkways are cleared of snow and ice at all times.

SAMPLE
FEBRUARY 2010



Knowledge

The difference between stumbling blocks and stepping stones is in how you use them.

Using my knowledge and expertise to help Colorado buyers and sellers achieve their real estate goals in the new year.

FEBRUARY 2010

Kathie

SNAPSHOT OF MY BUSINESS PHILOSOPHY:

Help my clients achieve their real estate goals through complete dedication of my education, expertise, communication skills and hard work.

YOUR BUSINESS AND REFERRALS ARE GREATLY APPRECIATED.



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