



MADISON MONTHLY NEWSLETTER

4 Reasons to Sell this Fall

1. LOW MORTGAGE RATES

Mortgage rates are at a record low. Rates are projected to increase over the next few months to year, so now is the time to take advantage of the current market and lock in those low mortgage payments.



2. HIGH DEMAND, LESS COMPETITION

Buyer demand is still high, especially in Denver's hot market with hundreds of new arrivals to the city every week. With a slower market and low inventory, sellers have less competition, making fall and winter an ideal time to think about selling.



3. TAX BREAKS

Buying and selling both offer tax break incentives for buyers and sellers. For buyers, homes closed by December can be written off as a tax deduction on that year's taxes. For sellers, selling expenses, closing costs, and home repairs can all qualify for tax breaks.



4. NO TIME LIKE THE PRESENT

At the end of the day, no matter what the season of year brings, if it's the right time in your life then it's the perfect time to sell. Selling a home takes hard work and effort, with with the right Realtor® by your side, the process can be pain-free. If you're ready to sell, then there's no better time than today. Give us a call!

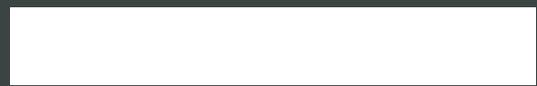


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Madison Market Update

QUICK STATS:

- Average active listings for September is 17,019 (1985-2016)
- Record-high September was 2006 with 31,450 listings
- Record-low was September of 2015 with 7,015 listings
- 10-year average change in active-listings from August to September is a 2.3% decrease. 2017 represents an increase of 3.07%

DMAR EXPERT OPINION:

“As the cool air of autumn descends upon Denver so does the seasonal cooling upon our housing market. Nationally, we’ve been running around that 6% growth of median sold price. The Metro area, despite dropping, is still running at 7.75%. Not the 10, 12, or 16% we’ve been used to over the last two years, but still very good...Inventory continues to be in short supply and nothing that we can see will change that in the immediate future. The NAR has just reversed national sales figures to reflect a lower number than last year due to low inventory...Even as things cool we remain robust as low inventory continues to move home prices higher.”

– Steve Danyliw, Chairman of the DMAR Market Trends Committee and Denver Real Estate Agent



Single Family

Detached Single Family

Active Listings	5,693
New Listings	4,065
Under Contract	3,667
DOM	30
Sold	3,165
Avg Sold Price	\$476,051
Med Sold Price	\$409,000

Sales Volume: \$1,506,701,415

Close Price/List Price: 99.42%

Condominium

Attached Single Family

Active Listings	1,893
New Listings	1,777
Under Contract	1,511
DOM	39
Sold	1,262
Avg Sold Price	\$313,096
Med Sold Price	\$268,000

Sales Volume: \$395,127,152

Close Price/List Price: 100.05%

Residential *Single Family + Condo* (at month end - September)

-8.92%

FEWER listings
than last month

\$429,597

Avg Sold Price
Single Family + Condo

3.23%

MORE SOLD listings
than last month



YTD 2017 YTD 2016 YTD 2015

Residential (Single Family + Condo)

Active Listings at Month End	7,586	7,599	7,516
New Listings	55,569	53,964	55,033
Current Days on Market	34	33	29
Sold	43,558	42,199	42,978
Average Sold Price	\$432,848	\$399,575	\$361,872
Median Sold Price	\$377,000	\$349,900	\$314,000
Sales Volume	\$18,853,993,184	\$16,861,665,425	\$15,552,534,816
Close Price/List Price	100.25%	100.46%	100.62%



DENVER METRO
ASSOCIATION OF REALTORS®

Winter is Coming...

Tips for getting your abode ready for the colder temperatures



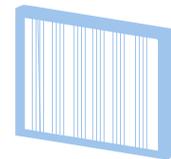
Install Storm Doors & Windows

Storm doors and windows exponentially increase your energy efficiency - **up to 45%** by sealing out drafts and reducing air flow. They allow light to enter the home more efficiently (perfect for optimal appreciation of Colorado's sun).



Insulate Pipes

Frozen pipes are no joke, and dealing with burst pipes is even less enjoyable. Stop this unfortunate experience before it happens by insulating your pipes for the winter! Also, don't forget to un-drain and disconnect your hoses!



Change Furnace Filters

We've all been hit by that terrible smell of burning dust as the heat is turned on for the first time each winter. What you may not realize is that furnace filters should actually be changed once every month. Not only does this keep the air in your home cleaner, making your residence safer, it also keeps costs lower and is more efficient.



Seal Air Ducts

10% to 30% of heated (and cooled) air escapes through ducts! Ensuring your ducts are properly sealed helps your home retain proper temperature, maintains cleaner air, and can reduce the mold and dust floating through your home. A win-win all around!



Fix Drafty Rooms

Air seeping in beneath doors and through windows can up your heat bill and bring undesirable chilly air into your home. Stop up drafty doors and windows with rolled-up towels or draft snakes. Caulking and weatherstripping windows is another excellent way to seal in the heat this winter.



Chimney Sweep

Before you burn any logs call a chimney sweeper to perform a cleaning. Making sure the fireplace, chimney and vents are all clear of debris will eliminate build-up and blockage. This should be done every year to ensure safety while you snuggle up next to the fire.