

ARE WASHINGTON PARK PRICES DROPPING?

In a word, no. Statistics for the second half of 2000 show that prices did not rise quite as fast as they did in the first half. Is this the beginning of the end? Probably not. With interest rates around 7%, activity has been great since the first of the year. The mild softness in sales we saw in the second half of last year, was a reflection of the increased supply that became available beginning in July.

A new feature has been added to this report. It is a chart that shows supply versus demand, and explains why you saw more For Sale signs and

fewer Sold Signs the second half of 2000. When you look at this chart, remember that the sold line lags the market. It tracks the actual date of closing which is generally 30 to 45 days after the buyer placed the property under contract.

When is the best time to sell? Sooner than you think. In the early spring, February and March sales are increasing but the inventory, also known as the competition, has not built up to the levels usually seen later in the spring. Simply put, it is better to sell when the lines on the chart are closer together than when they are farther apart.

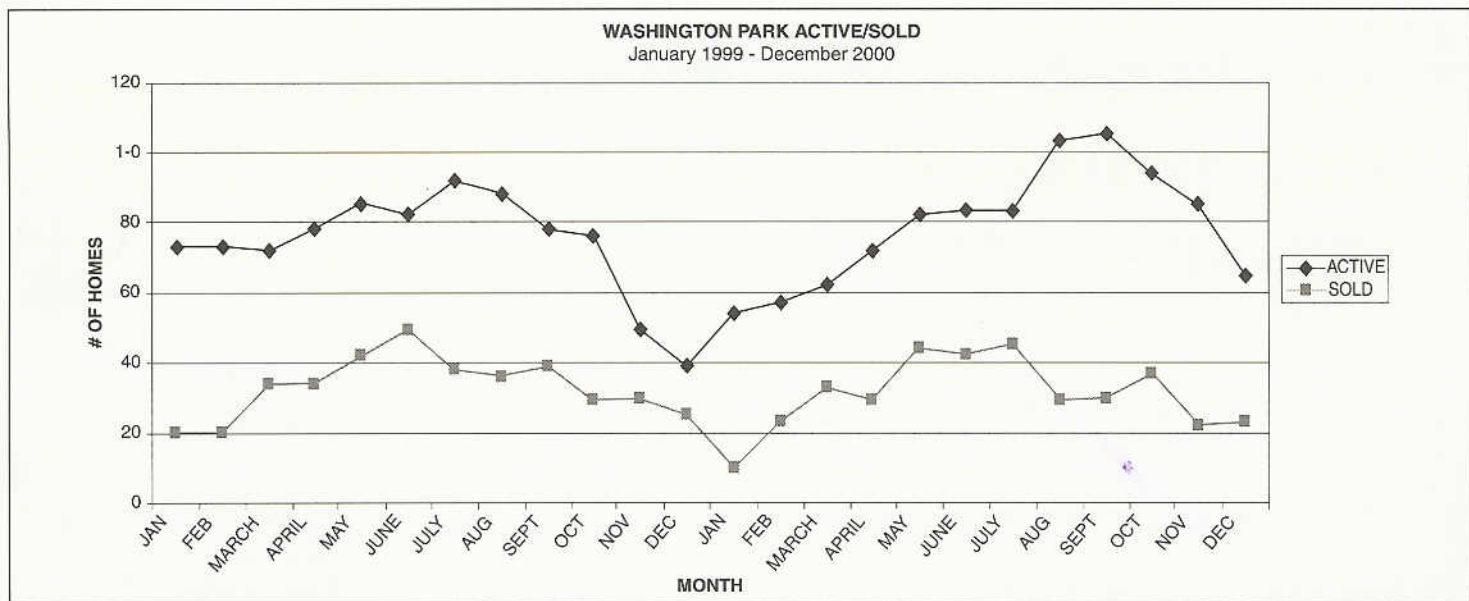
Shelley Bridge is different than most Realtors. Most of her business comes through referrals from her many satisfied clients. She doesn't have to spend time looking for business. That extra time is used to act as a consultant, answering all of your questions and helping you plan a strategy that fits your goals rather than her own. For a free consultation about your real estate future, call Shelley at 303-331-4562 or e-mail her at sbridge@homebroker.net.

Sincerely yours,



2000 WASHINGTON PARK SOLD HOMES

Sales Price	East Side								West Side											
	University Blvd. (West Side)				Marion to University				Downing, Corona and Ogden				Emerson to Sherman				Lincoln St.			
	2000	1999	1998	1997	2000	1999	1998	1997	2000	1999	1998	1997	2000	1999	1998	1997	2000	1999	1998	1997
\$0 - 99,999	-	-	-	-	-	-	-	-	-	-	1	-	1	1	6	8	2	-	2	1
\$100,000 - 129,999	-	-	-	1	-	-	3	-	2	-	-	4	5	7	14	18	-	2	6	1
\$130,000 - 159,999	-	-	1	-	2	2	1	7	6	-	2	9	4	15	41	54	1	2	8	3
\$160,000 - 189,999	2	-	-	2	7	5	10	16	9	6	10	8	9	37	32	51	3	3	4	1
\$190,000 - 219,999	1	1	2	2	8	7	33	55	17	11	16	7	22	48	27	19	4	2	3	-
\$220,000 - \$249,999	1	3	-	-	4	16	33	28	17	13	11	8	19	43	19	5	1	-	-	-
\$250,000 - \$279,999	2	2	-	1	11	32	25	20	25	10	8	7	15	21	5	1	2	-	-	-
\$280,000 - 309,999	1	-	-	-	23	21	23	14	17	7	8	5	13	12	5	-	-	-	-	-
\$310,000 - 339,999	1	-	-	-	35	19	11	5	9	6	3	-	10	7	1	-	-	-	-	-
\$340,000 - 369,999	-	-	-	-	22	20	11	5	11	7	5	-	7	4	1	-	-	-	-	-
\$370,000 - 399,999	-	-	-	-	25	11	8	3	5	2	1	-	2	-	1	-	-	-	-	-
OVER \$400,000	1	-	-	-	46	29	14	14	4	6	3	2	10	-	-	-	-	1	-	-
TOTAL SOLD	9	6	3	6	183	162	172	167	122	68	68	50	117	195	152	156	13	10	23	6
Avg. Price/Sq. Ft.	\$209.11	\$186.00	\$131.49	\$122.65	\$265.44	\$227.31	\$200.03	\$171.81	\$238.41	\$210.00	\$178.21	\$158.30	\$196.57	\$170.00	\$149.19	\$129.67	\$130.75	\$130.00	\$107.35	\$88.96
High Price/Sq. Ft.	\$279.28	\$206.13	\$155.60	\$144.09	\$383.93	\$328.69	\$306.23	\$295.72	\$310.03	\$380.75	\$265.05	\$219.64	\$297.89	\$307.63	\$235.50	\$213.00	\$221.91	\$160.87	\$174.07	\$140.64
Low Price/Sq. Ft.	\$154.59	\$153.53	\$112.88	\$112.27	\$149.85	\$133.00	\$117.61	\$93.97	\$151.95	\$105.54	\$86.75	\$77.02	\$81.95	\$82.13	\$88.98	\$71.43	\$86.32	\$83.18	\$58.04	\$68.75
Annual % Change	+12.42%	+29%	+7%	-12%	+16.77%	+12%	+16%	+6%	+13.53%	+15%	+13%	+10%	+15.63%	+12%	+7%	+8%	+58%	+17%	+19%	-9%



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