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For a Free, No Obligation Consultation  
or to Request a Detailed Report of  
Each Sale Used to Prepare this Summary,

**Call Shelley at 303-331-4562**

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**INSIDE: WASHINGTON PARK  
MARKETING REPORT**

YOUR GUIDE TO WASHINGTON PARK

**Shelley Bridge**

2003 WASHINGTON PARK RESULTS

# GOOD NEWS FOR PROCRASTINATORS!

Washington Park homeowners have all been waiting for the real estate market to flatten out. Has it? It all depends on how you look at the facts. The average price per square foot has changed little or not at all from 2002. The number of total sales has increased from 390 in 2002 to 398 in 2003. If you look at the graph at the bottom of this report, you will note that June, July, August and September of 2003 were the best four consecutive months of sales since Shelley Bridge began tracking this information in 1999. It looks like buyers are taking advantage of low interest rates and snapping up those homes that are fairly priced.

The difference between the market now and the glory days of 2000 remains the inventory. Over the last 22 years, Shelley has seen this kind of market before. It is really two markets. Each month buyers go after the top 20 to 40 great

houses in the neighborhood. These homes have good locations, fair prices, are in good condition, and their owners have made the extra effort to ensure that they show very well. From this information, it looks like "fair prices" means homes that are priced at about the same price as the homes that sold in 2002. Those with busy locations, high prices or poor condition are the other market and they are languishing.

This is great news for the procrastinators among you. If you didn't make a move up last year and are worried that you missed the market, it appears that you still have time. If you make your house one of the 20 to 40 great houses that sell every month, you will have 140 to 160 homes to choose from in Washington Park and many more in the metro area. You can still buy them at historically low interest rates and some of them at fair prices.

For a detailed 13 page report of each sale used to prepare these statistics, call Shelley Bridge at 303-331-4562 or send your request by e-mail to [sbridge@homebroker.net](mailto:sbridge@homebroker.net). The detailed report will also be posted on her website [www.denverhomeshere.com](http://www.denverhomeshere.com).

Shelley has been selling homes in Washington Park for 23 years. She has seen this kind of market before and knows how to give her buyers and sellers sound advice about making the most of it. She works primarily by referral but currently is taking new business. Her 23 years of experience and neighborhood expertise cost no more than others who have never sold homes in this kind of market. If you would like a free consultation about your unique situation and how it relates to this market, don't hesitate to call Shelley.

*Shelley Bridge*

## 2003 WASHINGTON PARK SOLD HOMES

| Remax Cherry Creek<br>303-320-1556 | EAST SIDE                            |        |        |        |                         |        |        |        | WEST SIDE                    |        |        |        |                       |        |        |        |                |        |        |        |
|------------------------------------|--------------------------------------|--------|--------|--------|-------------------------|--------|--------|--------|------------------------------|--------|--------|--------|-----------------------|--------|--------|--------|----------------|--------|--------|--------|
|                                    | University Blvd.<br>(west side only) |        |        |        | Marion<br>to University |        |        |        | Downing, Corona<br>and Ogden |        |        |        | Emerson<br>to Sherman |        |        |        | Lincoln Street |        |        |        |
| SALES PRICE                        | 2003                                 | 2002   | 2001   | 2000   | 2003                    | 2002   | 2001   | 2000   | 2003                         | 2002   | 2001   | 2000   | 2003                  | 2002   | 2001   | 2000   | 2003           | 2002   | 2001   | 2000   |
| \$0-199,999                        |                                      |        |        | 2      |                         | 2      |        | 4      |                              |        |        |        | 14                    | 29     | 25     | 37     | 2              | 5      | 2      | 7      |
| \$200-299,999                      | 3                                    | 4      | 3      | 4      | 18                      | 20     | 1      | 33     | 16                           | 16     | 20     | 26     | 82                    | 84     | 120    | 88     | 3              | 6      | 3      | 3      |
| \$300-399,999                      | 2                                    | 1      |        | 1      | 75                      | 75     | 27     | 90     | 21                           | 11     | 20     | 22     | 55                    | 42     | 34     | 26     |                |        |        |        |
| \$400-499,999                      | 1                                    |        |        | 1      | 43                      | 31     | 74     | 27     | 17                           | 10     | 10     | 12     | 4                     | 5      | 4      | 3      |                |        |        |        |
| \$500-599,999                      |                                      |        |        |        | 16                      | 13     | 25     | 10     | 2                            | 9      | 2      | 2      | 1                     | 2      | 1      |        |                |        |        |        |
| \$600-699,999                      |                                      |        |        |        | 6                       | 7      | 4      | 5      | 2                            |        | 4      | 1      |                       |        |        |        |                |        |        |        |
| \$700-799,999                      |                                      |        |        |        | 8                       | 4      | 5      | 2      |                              | 2      | 1      |        |                       |        |        |        |                |        |        |        |
| \$800-899,999                      |                                      |        |        |        | 4                       | 7      | 7      | 2      |                              | 1      | 1      |        |                       |        |        |        |                |        |        |        |
| \$900-999,999                      |                                      |        |        |        | 2                       | 1      |        |        |                              |        |        |        |                       |        |        |        |                |        |        |        |
| over 1 million                     |                                      |        |        |        | 1                       | 2      |        |        |                              |        |        |        |                       |        |        |        |                |        |        |        |
| <b>TOTAL SOLD</b>                  | 6                                    | 6      | 3      | 8      | 173                     | 162    | 143    | 173    | 58                           | 49     | 58     | 63     | 156                   | 162    | 184    | 154    | 5              | 11     | 5      | 10     |
| Ave. Price/Sq. Ft.                 | 259.95                               | 238.37 | 228.49 | 209.11 | 297.61                  | 295.52 | 272.24 | 265.44 | 281.62                       | 270.47 | 258.47 | 238.41 | 229.06                | 229.85 | 213.71 | 196.57 | 197.90         | 179.20 | 187.97 | 130.75 |
| High Price/Sq. Ft.                 | 349.45                               | 275    | 245.29 | 279.28 | 477.27                  | 453.10 | 385.00 | 383.93 | 404.17                       | 361.26 | 387.11 | 310.03 | 385.77                | 342.70 | 385.51 | 297.89 | 241.36         | 251.36 | 213.21 | 221.91 |
| Low Price/Sq. Ft.                  | 204.62                               | 158.58 | 205.59 | 154.59 | 146.33                  | 164.00 | 169.41 | 149.85 | 154.61                       | 139.40 | 134.93 | 151.95 | 137.71                | 127.91 | 118.33 | 81.95  | 132.23         | 126.36 | 163.59 | 86.32  |
| Annual % Change                    | 8%                                   | 4%     | 9%     | 12%    | 1%                      | 9%     | 3%     | 17%    | 4%                           | 5%     | 8%     | 9%     | 0%                    | 8%     | 9%     | 15%    | 10%            | -5%    | 44%    | 0%     |

\*\* NOTE: Representations contained herein are based in whole or in part on data supplied by the Metro Denver Board of Realtors or its Multiple Listing Service. Neither the Board or its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the Board or its MLS may not reflect any real estate activity in the market. Every effort, however, has been made to assure its accuracy. ♻️ Printed on Recycled Paper

### WASHINGTON PARK ACTIVE/SOLD BEGINNING JUNE 1999 THROUGH DECEMBER 2003

