

The Worst is Over!

THE 2004 WASHINGTON PARK MARKET WAS THE BEST SINCE 2000. You can see in the chart that demand was a bit sporadic. Some of these peaks and valleys were seasonal and some, such as the dip in July, were probably caused by the little jump in interest rates in June. The inventory remained steady and was the lowest since 2000. Altogether, it resulted in a market where there was still enough inventory to keep buyers happy and most sellers were able to sell their homes for more money than 2003.

With plenty of inventory, pricing remained critical for sellers. Homes on busy streets or with other objections such as dated decor or no garage sold at a discount. Just as they have in the last 3 years, buyers chased after the same great houses, some cases resulting in bidding wars. They left those with price, location or condition objections to languish. Some went unsold and some sold only when their sellers were willing to discount them to make a sale.

The prospects for the Spring market look good particularly if interest rates stay low. Most Sellers should be able to get their homes sold and buyers will continue to enjoy the low rates. It remains an excellent market for move up buyers.

If you are wondering what your home is worth, go to Shelley's web site: **DenverHomesHere.com**. Just click on the button on the left hand side that says, "Tell Me What My Home Is Worth". This web site also has a detailed report of each sale used to prepare these statistics and Washington Park statistical reports dating back to 1988. You may also use this site to access the Denver MLS system to find a home.



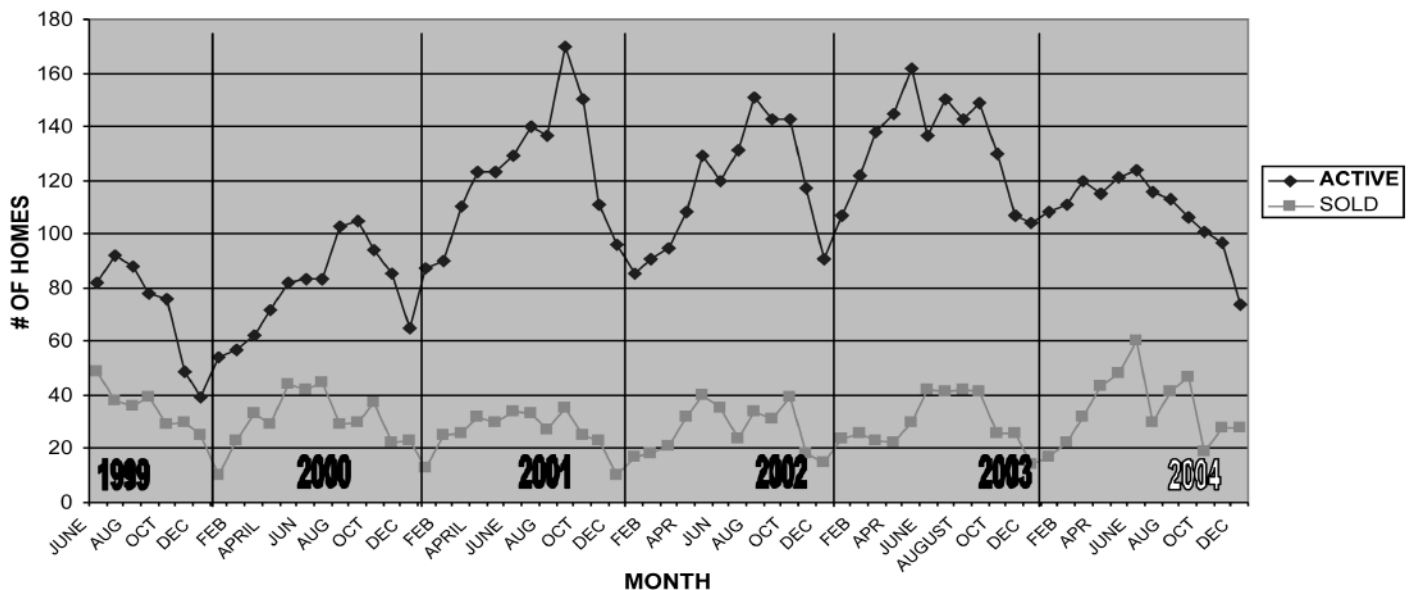
Shelley has been selling homes in the Washington Park neighborhood for 24 years and has lived in West Washington Park even longer. If you are looking for a seasoned professional, who can use her years of experience to give you expert real estate advice, call her. Working primarily by referral, Shelley knows that only when she puts her client's best interests ahead of her own, will those clients feel satisfied with her service and in turn refer others to her. This philosophy holds her to a higher standard than is commonly found in the real estate industry. Your call to Shelley at 303-331-4562 will be warmly received.

WASHINGTON PARK SOLD HOMES *through December 2004*

SALES PRICE:	EAST SIDE								WEST SIDE											
	UNIVERSITY <i>(West side only)</i>				MARION-UNIVERSITY				DOWNING-CORONA-OGDEN				EMERSON-SHERMAN				LINCOLN			
	2004	2003	2002	2001	2004	2003	2002	2001	2004	2003	2002	2001	2004	2003	2002	2001	2004	2003	2002	2001
\$0 -199,999	1				1		2						10	14	29	25	8	2	5	2
\$200 - 299,999	3	3	4	3	4	18	20	1	8	16	16	20	73	82	84	120	4	3	6	3
\$300 - 399,999	1	2	2		65	75	75	27	29	21	11	20	55	55	42	34				
\$400 - 499,999		1			21	43	31	74	16	17	10	10	19	4	5	4				
\$500 - 599,999					19	16	13	25	7	2	9	2	7	1	2	1				
\$600 - 699,999					7	6	7	4	3	2		4								
\$700 - 799,999					5	8	4	5	1		2	1								
\$800 - 899,999					1	4	7	7	1		1	1								
\$900 - 999,999					4	2	1		1											
\$1 million						1	2													
TOTAL SOLD	5	6	6	3	127	173	162	143	66	58	49	58	164	156	162	184	12	5	11	5
Avg Price/Sq Ft	247.88	259.95	238.37	228.49	318.75	297.61	295.52	272.24	293.93	281.62	270.47	258.47	245.90	229.06	229.85	213.71	185.40	197.90	179.20	187.97
High Price/Sq Ft	306.38	349.45	275.00	245.29	446.06	477.27	453.10	385.00	401.23	404.17	361.26	387.11	415.57	385.77	342.70	385.51	267.77	241.36	251.36	213.21
Low Price/Sq Ft	198.58	204.62	158.58	205.59	168.72	146.33	164.00	169.41	161.85	154.61	139.40	134.93	113.91	137.71	127.91	118.33	134.04	132.23	126.36	163.59
% CHANGE	-5%	8%	4%	9%	7%	1%	9%	3%	4%	4%	5%	8%	7%	0%	8%	9%	-6%	10%	-5%	44%

**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.

WASHINGTON PARK ACTIVE/SOLD *Beginning June 1999 through December 2004*



2004 *Washington Park Market Report*

INSIDE...
*Washington Park
Market Report*

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