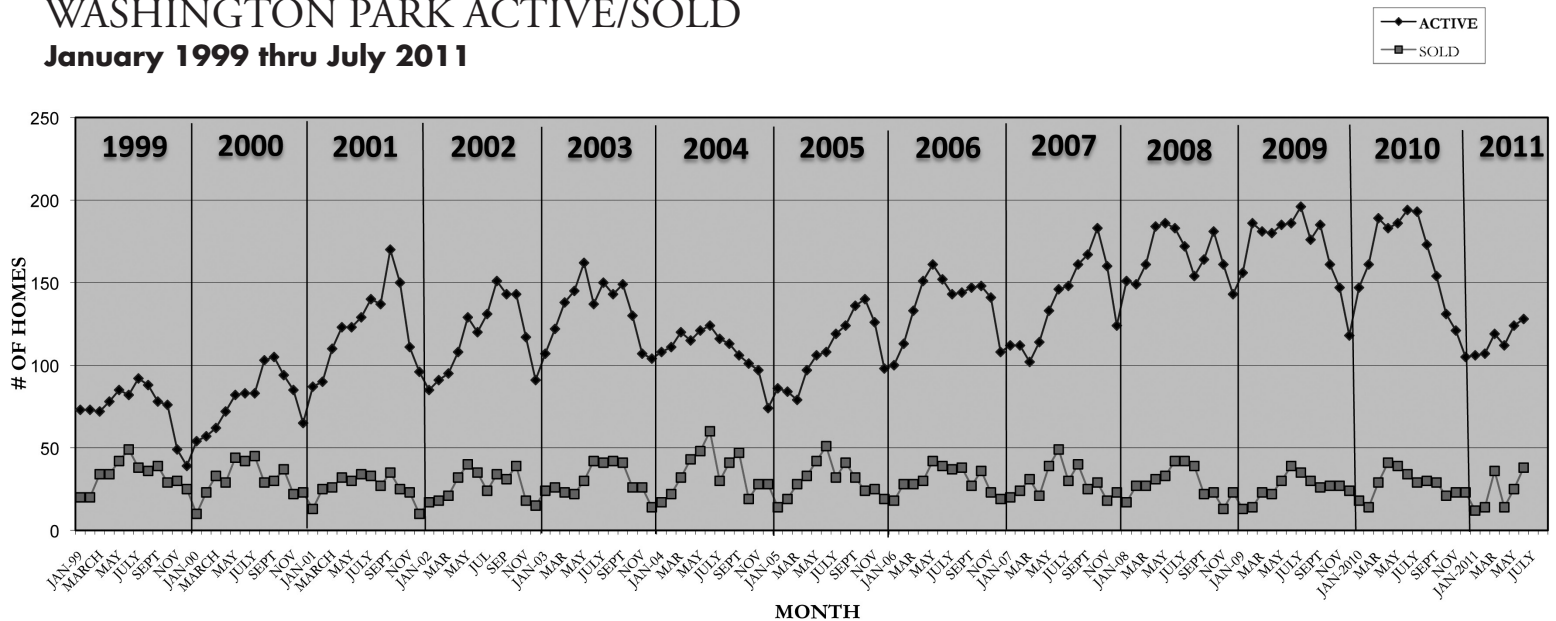


2011 Washington Park Market Report

If you would like a detailed report of each sale that was used to prepare this report, visit our website at www.DenverHomesHere.com. Prior year's reports are also available. To find out what your home is worth click on the "Free Home Value" button or to find a home to buy you can search the entire MLS IDX...all on our website.

WASHINGTON PARK ACTIVE/SOLD

January 1999 thru July 2011



WASHINGTON PARK SOLD HOMES through June 2011

| SALES PRICE: | EAST SIDE | | | | | | | | WEST SIDE | | | | | | | | | | | | |
|---------------------------|-----------------------------|---------|---------|---------|-------------|---------|---------|---------|---------------|---------|---------|---------|-----------------|---------|---------|---------|---------|---------|---------|---------|---|
| | UNIVERSITY (West side only) | | | | YORK-MARION | | | | DOWNING-OGDEN | | | | EMERSON-SHERMAN | | | | LINCOLN | | | | |
| | 2011 | 2010 | 2009 | 2008 | 2011 | 2010 | 2009 | 2008 | 2011 | 2010 | 2009 | 2008 | 2011 | 2010 | 2009 | 2008 | 2011 | 2010 | 2009 | 2008 | |
| \$0 - 199,999 | | | | | | | | | | | | | | 1 | 3 | 2 | | 2 | | 3 | 1 |
| \$200 - 299,999 | | | 1 | | | 4 | 3 | | 2 | 1 | 2 | | 24 | 20 | 11 | 12 | | 5 | 2 | | 2 |
| \$300 - 399,999 | 3 | 1 | 1 | 2 | 9 | 8 | 3 | 4 | 6 | 7 | 4 | 3 | 23 | 30 | 22 | 35 | | | 1 | 2 | |
| \$400 - 499,999 | | 2 | 1 | | 18 | 23 | 15 | 18 | 4 | 8 | 3 | 5 | 9 | 15 | 7 | 13 | | | | | 1 |
| \$500 - 599,999 | | | | | 18 | 13 | 13 | 19 | 4 | 2 | 3 | 5 | 4 | 5 | 8 | 5 | | | | | |
| \$600 - 699,999 | | | 1 | | 6 | 6 | 7 | 4 | 7 | 2 | 3 | 5 | 2 | 3 | 4 | 3 | | | | | |
| \$700 - 799,999 | | | | | 4 | 4 | 6 | 7 | 2 | 1 | 1 | 2 | | | | 1 | | | | | |
| \$800 - 899,999 | | | | | 5 | 2 | 6 | 3 | | | | | | | | | | | | | |
| \$900 - 999,999 | | | | | 1 | 5 | 1 | 6 | | | | | | | | | | | | | |
| over \$1 million | | | | | 7 | 9 | 10 | 9 | | 1 | | | | | | | | | | | |
| TOTAL SOLD | 3 | 3 | 4 | 2 | 68 | 74 | 64 | 70 | 26 | 22 | 16 | 22 | 62 | 74 | 55 | 71 | 7 | 3 | 6 | 3 | |
| Avg Price/Sq Ft | 261.91 | 313.14 | 281.02 | 257.62 | 368.48 | 371.51 | 364.09 | 395.27 | 349.49 | 320.52 | 355.91 | 377.32 | 258.71 | 284.41 | 298.45 | 276.87 | 189.37 | 182.23 | 169.89 | 147.99 | |
| High Price/Sq Ft | 365.4 | 334.14 | 409.47 | 261.47 | 565.94 | 520.41 | 587.63 | 576.92 | 502.28 | 478.72 | 478.02 | 517.08 | 420.45 | 435.59 | 442.71 | 474.78 | 279.91 | 227.20 | 268.71 | 208.65 | |
| Low Price/Sq Ft | 174.69 | 290.84 | 179.4 | 253.77 | 158.43 | 169.85 | 156.52 | 225.04 | 127.52 | 229.98 | 193.91 | 280.32 | 122.27 | 148.13 | 174.10 | 117.40 | 132.24 | 147.73 | 58.94 | 101.01 | |
| % CHANGE | -16% | 11% | 9% | -32% | -1% | 2% | -8% | 11% | 9% | -10% | -6% | 10% | -9% | -5% | 8% | -2% | 4% | 7% | 15% | -28% | |
| Median Price/Sq Ft | 245.65 | 314.44 | 267.59 | 257.62 | 369.64 | 375.02 | 367.95 | 398.74 | 337.09 | 315.97 | 350.71 | 356.02 | 251.7 | 294.89 | 279.35 | 267.38 | 170.67 | 171.77 | 174.36 | 134.33 | |
| % CHANGE | -22% | 18% | 4% | -32% | -1% | 2% | -8% | 16% | 7% | -10% | -1% | 4% | -15% | 6% | 4% | -4% | -1% | -1% | 30% | -35% | |
| Median Sold Price | 370,000 | 405,000 | 398,750 | 337,875 | 537,800 | 524,950 | 562,750 | 557,500 | 500,000 | 436,200 | 450,000 | 565,600 | 347,500 | 355,450 | 350,000 | 342,000 | 225,000 | 286,000 | 255,000 | 207,500 | |
| % CHANGE | -9% | 2% | 18% | -18% | 2% | -7% | 1% | -5% | 15% | -3% | -20% | 9% | -2% | 2% | 2% | -10% | -21% | 12% | 23% | -13% | |

Based on information from Metrolist, Inc. on July 5, 2011. Note: This representation is based in whole or in part on content supplied by Metrolist, Inc. Metrolist, Inc. does not guarantee nor is in any way responsible for its accuracy. Content maintained by Metrolist, Inc. may not reflect all real estate activity in the market.

Misinformation About The Housing Market Is At A High Level

False information about the housing market in Denver is rampant. Perhaps it is because the country's economic problems are in the headlines daily. Maybe it is because consumers no longer get their information from the same source like the local newspaper. Here is some misinformation that I have heard in the market recently.

Buyers say that they can't buy a house because they don't have a 20% down payment. The truth is that you can still get an FHA loan with 3.5% down and a credit score of 600 or above. FHA has a terrific 5-1 adjustable rate program that starts at 3% range for 5 years, can never go up or down more than 1% per year and can never exceed 5% of the initial rate no matter how high the rates go. Key Bank also has a good program that is no money down.

At a listing presentation last week on a \$1.3 million home, the seller was convinced that Jumbo loans (over \$417,000) were no longer available. I put my lender on speaker phone and she reassured the seller that Jumbo loans are alive and well. So are second mortgages to go behind a \$417,000 first mortgage. They now require 20% down but the rates have dropped and are now down in the 4% range. Indeed, homes over \$1 million are selling well. Over 350 have sold this year already with seven of those in Washington Park. At this rate, there is less than a two-year supply of homes priced at \$1 million plus in the Metro area. The supply of homes in this price range in Washington Park is only one year. Not so long ago we had a four year supply. According to the National Association of Realtors, a six month supply of inventory is considered a neutral market. It is still a Buyer's market in this price range but may not be much longer.

I continue to hear buyers say that it is a buyer's market. If you look at all price ranges and all parts of the Metro area, it still is. However, all real estate is local. In some areas, like Washington Park, we have seen a great decline in inventory. On listing appointments I am finding a two month supply of inventory and in some cases less. For example, right now there are only five smaller bungalows available on the West side of the park and 21 have sold in the last six months. I put one on the market last month that had three offers and sold over the asking price. That is a strong *seller's* market.

If you were wondering how the market changes might impact your ability to buy or sell a home, I would like an opportunity to help you look at your unique situation. I promise I will tell you the truth and bring my 30 years of real estate experience to the table so you make the most well informed decision for your future.



Shelley has been selling homes in the Washington Park neighborhood for 30 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 Market Report 2011

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