



INTEGRITY
REAL ESTATE GROUP
CARING | PROFESSIONAL | PERSONAL



Dear Friend,

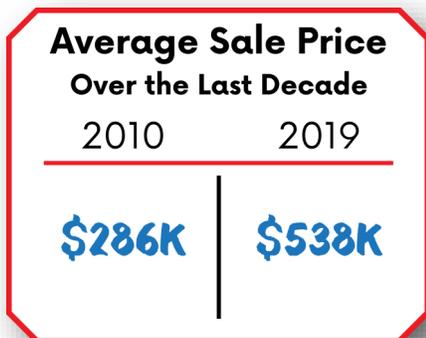
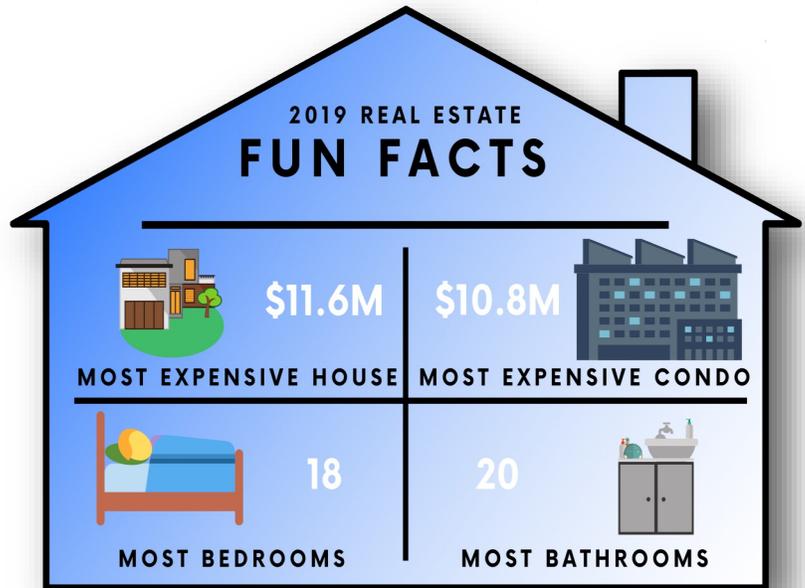
Happy New Year, and Happy New Decade!

It seems a little crazy to reflect back and realize that this is the third decade that our family has been helping people in real estate. We so appreciate being invited into people's lives and making a positive difference.

To kick off this new decade, let's look at some interesting facts about our 2019 Metro Denver market:

Obscure Facts from Last Year

- 14 - Most garage spaces
- 148 - Age of the oldest home sold (years)
- 283 - Smallest condo (square footage)
- 1,569 - Longest number of days to sell
- \$5,669 - Highest monthly HOA fee
- 23,866 - Largest house (square footage)
- \$74,433 - Highest annual property taxes!



Real estate over the last decade

As you can see, median prices in the metro area almost doubled over the decade - and many neighborhoods more than doubled!

So how does this increase affect the average homeowner? In the example on the left, a \$28,600 investment (10% of \$286,000) is now worth \$328,435 (\$538,000 minus the remaining loan balance). With homes available for as little as 3% down, real estate really is an excellent investment.

Continued on page 2



INTEGRITY
REAL ESTATE GROUP
CARING | PROFESSIONAL | PERSONAL

What else about our housing market?

Our Metro area ended with 57,903 homes sold in 2019 - 4.4% more than 2018. Prices also increased by 5.1%, mainly driven by a strong economy and a continued shortage of available homes. Market fundamentals point to higher home values again in 2020.

The bottom line? Interest rates continue to hover below 4%, which helps affordability for new and existing homeowners. We expect rates to remain relatively low, so 2020 will be a great year to buy or buy and sell your home. Additionally, if you're not selling but are staying in your home, you may want to take a look at refinancing your mortgage to save some serious \$\$!

Eye candy...

In these updates, I love sharing photos taken by my wonderful wife, Jeanie. Daniels Park is a 1,000 acre buffalo preserve near our home that offers fantastic views and scenery. Although there are no buffalo in this picture, Jeanie's capture of the barn, moon and valley below is pretty spectacular.

Colorado is an incredible place to live!



The wrap-up

Going into three decades now, our business has been built on past clients and referrals from people like you. We do have openings for new clients this year, so if you know or learn of someone contemplating a move, please pass along our names. We promise to take good care of them and treat them like family!

We are truly blessed to have wonderful clients, and we thank you for all that you have done for us. We hope that life is good for you!

Ed Hardey
Broker/Owner
Integrity Real Estate Group
2007 Realtor of the Year
(303) 324-1731
Ed@IntegrityREgroup.net

Michael Hardey
Broker Associate
Integrity Real Estate Group
Buyer Specialist
(303) 330-1237
Mike@IntegrityREgroup.net