



INTEGRITY

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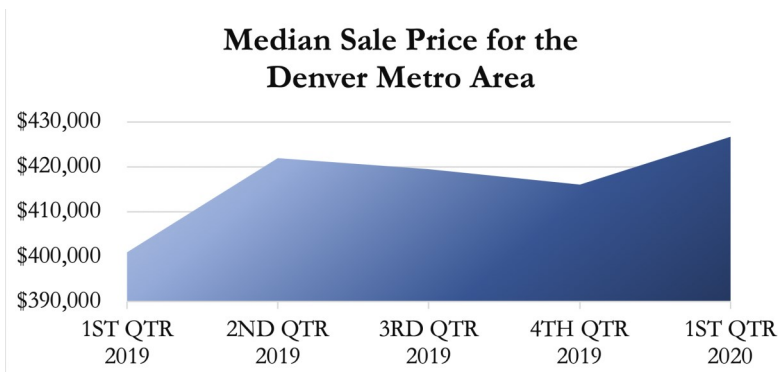
Dear Friend,

Welcome to week ?? of our shared COVID-19 experience...

We hope that you and yours are well and safe during these crazy times. I don't know about you, but I could sure use some additional "social distancing" from my refrigerator during these past several weeks. As we look at some of our travel options this year, Jeanie and I have considered "Puerto Backyarda:, El Porche" and "Los Livingroom". All have advantages during these challenging times!

COVID-19 and Real Estate

Like most other industries, COVID-19 has had a dramatic impact on how we do business in Real Estate. Homes are still being bought and sold, and people and families are still getting to the next chapter of their lives. Real Estate is considered an "Essential Business" in Colorado, but we're working much smarter to prevent the accidental transmission of this nasty virus. This includes things like remote closing & notary services and a greater reliance on virtual tours to market homes.



So what about the market?

Home values should remain strong, while the actual number of sales will be lower than last year. Well prepared homes will still bring very good prices even as multiple offers become less common. Home loan rates are expected to be above their record lows, but reasonable enough to encourage buyer demand.

What if I want to move this year?

This is a great time for us to discuss the optimal timing for your move. Despite what some fear, we do not expect a real estate market crash this year. Even with our unsettled economy, demand for homes will continue to outstrip the supply. I expect that peak market activity will be delayed from it's typical spring timeframe as people remain aware of the risks of having strangers in their home.

I know that a number of you want to move this year. We can still make this happen profitably and smoothly. Let's talk and discuss the best timing and approach for your situation to make sure that we get the best possible result. We just need to be smart about all of this!

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Personal help for you in these challenging times

During these disruptive times, if you need something, please call and let us know. We're here to help whether something is real estate related or not. Need someone to get groceries or pick up a prescription? Need a referral for a broken water heater or electrical problem? Know someone who is worried about how they'll make their next house payment? For these and a hundred other things, call us and let us help. We're here to help you and yours solve problems, real estate or otherwise. If you have a need, even if it's a question, call us and let's figure it out.

Helping others is our profession and our pleasure!

Eye candy...

In these updates, I love sharing photos taken by my wonderful wife, Jeanie. Here she captured a momma and her baby practicing some COVID-19 social distancing near our home.. If a buffalo can do it, so can we!

Colorado is an incredible place to live!



The wrap-up

For three decades, our business has been built on helping people with everything surrounding their housing needs. We are ready to work for you and those you refer to us, so let us know how we can be of service. Working together, we will all get through this new reality.

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!

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