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*Randall Brennan's*

## NEWSLETTER

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### Another foreclosure tour scheduled for June 29

It's true that the distressed property crisis is winding down, especially in the Denver area. Foreclosure filings are dramatically reduced, because it's so much more effective for the banks to process short sales. With the rising prices we're seeing, short sales are rapidly disappearing, too.

Still, foreclosures can be found, and they can make a good investment for a savvy buyer. So many buyers, however, don't know what it means to be a "savvy" buyer. Frankly, buying a foreclosure can be a scary proposition. In a lot of ways, you're operating without a net.

I get that. I've always felt that the best buyer is an educated buyer, so I routinely offer no-obligation tours of foreclosures so you can peek inside them, and see what you're in for if you decide to take the leap.

Here's how the tours work:

1. You just need to fill out the little registration form so that I'll know you want to attend. You can find the form at <http://randallbrennan.com/foreclosuretour>
2. I will confirm where and when the tour will start the day before.
3. On the day of the tour, we'll gather at the first property and take a look around. Feel free to ask whatever questions you want. These are foreclosed properties, so no one will be living in them.
4. After 20 – 30 minutes of checking out the property, I'll give you the address to the next property, and we'll all head over there to repeat the process.

If all goes well, we'll have several properties to take a look at. Be aware, however, that our inventory is currently really, really low, and properties go under contract very quickly. Once they are under contract, we might not be able to get into them. I won't be able to determine what's available for showing until just before the tour. I'll keep you updated.

Of course, you are under no obligation in any way to attend the tour, but if you're at all interested in investing in REO properties as possible investments, this can be a great way to introduce yourself to the market. Just let me know, by registering at the link above.

### Fun Fact:

Hippo milk is pink.

### Word of the Month:

Studies have shown that your income and wealth is directly related to the depth of your vocabulary. Here is this month's word so you can impress your friends.

### **whangdoodle**

hwang-dood-l  
*noun*;

1. A fanciful creature of undefined nature.

Example:

A **whangdoodle** would eat ten Oompa-Loompas for breakfast and come galloping back for a second helping.

-- Roald Dahl, *Charlie and the Chocolate Factory*, 1964

### Quotes to Live by:

"We are all worms, but I do believe I am a glowworm."  
- Sir Winston Churchill (1874 – 1965)

### Say What?

**Van Gogh's ear for music**

Tone deaf.

### Give Your Home a fresh look with color

(BPT) - A fresh coat of paint can give any room an instant lift, making it a great solution for converting a space from drab to fab.

"Colorful paint is an easy and inexpensive way to stylishly transform a space," said David Bromstad, HGTV(R) star and celebrity interior designer. "Set the mood for a room with a splash of color and you'll spice up your space like a design pro."

Bromstad offers the following tips for anyone looking to add color to their home:

- \* Identify a colorful object as the focal point of the room. Select bold items to build your room around, such as a piece of artwork, rug or chair that really makes a statement.
  - \* Use a color palette to guide design choices. Mix and match the colors to help guide your wall, furniture and accessory color choices.
  - \* Coordinate your color transitions. For high-impact transitions, combine bolder shades with their more neutral counterparts and for a more tranquil transition, stick to softer or lighter shades that are from the same color family.
  - \* Highlight unexpected areas. Turn ordinary areas like ceilings, banisters or door frames into extraordinary spaces. If you want to keep walls neutral, paint a piece of furniture, such as a chair, headboard or the back of a bookshelf.
  - \* Use colorful patterns for the illusion of space. Horizontal stripes can help small rooms feel more spacious, while vertical stripes can add the illusion of height to low ceilings.
- "Every colorful room adds personality to a home, from playful to serene to luxurious and beyond," said Bromstad. "That's what's great about paint colors; they allow you to express yourself through your home."

- Courtesy of Brandpoint -

**Movie Trivia:** Which famous movie character has a famous (and deadly) "little friend"?

- a. Cruella Deville
- b. The Godfather
- c. Scarface
- d. Tony Soprano

CALL ME NOW AT 303-909-2365

**Would you like to know how much your neighbor's home listed for?**

Maybe you're just curious. Or maybe you want to know how much equity you have in your home. Or perhaps you are thinking of selling soon and want to know how much your home increased in value. Either way, I can help...No "sales pitches" or runarounds. Just give me a call **303-909-2365** and I will give you the facts.

**Economy at a Glance:**

Data Series	Mar 2013	April 2013	May 2013
<u>Unemployment Rate</u>	7.6	7.5	7.6
<u>Change in Payroll Employment</u>	142	149	175
<u>Average Hourly Earnings</u>	23.82	23.83	23.88
<u>Consumer Price Index</u>	-0.2	-0.4	
<u>Producer Price Index</u>	-0.6	-0.7	

Information from <http://www.bls.gov/eag/eag.us.htm>

**US Population Clock**  
316,023,360  
**World Population Clock**  
7,090,938,150

-June 10, 2013

**Slowly but surely, we're getting better**

**MARKET SNAPSHOT**

For my market area,  
as of May 31, 2013

Active listings: **1,130** (+21% from previous month)

Sold properties: **1,051** (+24%)

Days to sell all active listings: **33**

**>>STRONG SELLERS' MARKET**

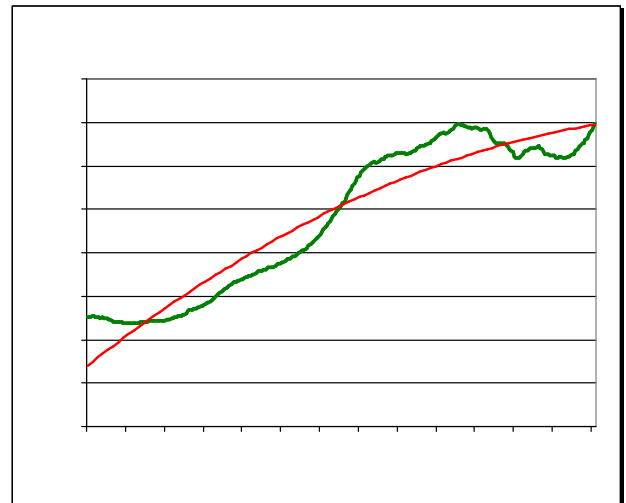
*data from Metrolist, 6/5/13*

It's not quite there, but it's getting better. The market conditions snapshot came out this week, and it showed a sizable increase in inventory for the month of May. For my marketing area in the south metro Denver area, the inventory over 20% from historical lows in April.

On the other side, however, we increased our sales 24% at the same time, so we still have just over a month's worth of inventory to sell.

I guess we'll have to take the good news where we can, eh?

In more good news, the seasonally-adjusted Case-Shiller Home Price Index for March, 2013 – the latest month for which data are available – shows a continued recovery. The index for the whole Denver area is now higher than it has been since the real estate bubble started bursting in March, 2006, when it was higher than it had ever been.



When the index is plotted (the wavy green line) and trended (the red curve) over time, it's easy to see that we've recovered virtually everything we lost in the Denver area as a whole, and are now back to where we should have been – if not slightly ahead – if the years of over-inflated values had not taken place.

We'll have to wait to see if this trend keeps up, but all indications are that it will. We'll know more next month.

### Food Fact:

-Aunt Jemima pancake flour, invented in 1889, was the first ready-mix food to be sold commercially.

-Americans spent an estimated \$25 billion each year on beer.

### Weird Laws:

*Nevada*- It is illegal to drive a camel on the highway.

*South Carolina*- Dance halls may not operate on Sundays.

*Kansas*- Musical car horns are banned.

*Massachusetts*- Shooting ranges may not set up targets that resemble human beings.

### U.S.A. Facts

- Indiana was the first state to provide a free public school system in its constitution.

- There are more cows in Montana than people.

**And...** Whether you are thinking of buying, selling, or financing real estate, or stop by and say "hi", I'd love to hear from you...

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**References:**-aracontent.com,  
copyright 1996-2009, ARAcontent-  
<http://www.bls.gov/eag/eag.us.htm>

## Popular remodeling trends for spring home improvement

(BPT) - It's time to think spring which means fresh home updates. Spring home improvement projects will help you update your home, add comfort and save more of your hard-earned paycheck.

"You can save time, money and stress by planning ahead," says Kathy Krafka Harkema, Pella Windows and Doors expert. "Seek out expert advice, research product options and schedule home remodeling projects now, while you have the time to plan it and get on the schedule of contractors."

A well-planned remodeling project can:

1. Add curb appeal to your home
2. Increase your home's energy efficiency and help reduce energy costs
3. Improve your home's comfort and style
4. Reduce annual maintenance time and expenses

Jumpstart your spring projects with inspiration from these 2013 remodeling trends:

\*Energy-saving updates

From low-volatile organic compound (VOC) paints and adhesives to more energy-efficient windows and furnaces, spring projects can help improve air quality and increase your comfort.

\*Better bathrooms

Bathroom remodeling options can include heated bathroom flooring, custom tile and stonework, custom vanity and cabinetry, beautiful bathtubs, showers and fixtures, low-profile linear shower drains and big windows to let in more natural sunlight.

\*Hot kitchens

Focus on practical, durable and do-it-yourself (DIY) projects like refacing kitchen cabinets, adding quartz composite countertops, hardwood-looking engineered floors, deep bowl kitchen sinks, commercial-style or built-in appliances and mixing colors and tones on cabinets.

- Courtesy of Brandpoint-