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IT'S MARCH, WHICH MEANS...MADDDDDNESS.

QUOTE OF THE MONTH: "March on. Don't look in the rearview, just the windshield." - Josh Bowman

THE THING YOU NEED TO KNOW (SELLERS) IS ...[May 1-15th is the MAGIC WINDOW for sellers](#) who list. On average, sellers make \$4300 more (or 1.1% more) and sell 6 days faster.

WHO WE WORK WITH

[We work with \(and love\) new homebuyers and/or new sellers because it's fun to help people accomplish their dreams.](#) We also help **investors** because we're spreadsheet nerds that love finding a deal. Point is, we help people achieve their goals in both the Denver and Colorado Springs metro markets. On the fence? [Email us](#). We promise we're mostly nice.

STUFF HAPPENING IN AND AROUND DENVER

- [SAME cafe](#) expands their pay what you can model.
- [99 South Broadway](#) is in the works.
- [Buyers continue to gain power](#), as February reports 7 weeks of inventory.

STUFF HAPPENING IN AND AROUND COLORADO SPRINGS

- [Colorado Springs listed as 3rd Hottest Market in Feb 2019](#) by Realtor.com
- [Studio rentals in Colorado Springs 19% from last year](#). This is why we feel strongly about 1 beds and studios.

- [Average CO homeowner has gained \\$17K in home equity](#) from 4th quarter 2017 to 4th quarter 2018.

CLOSINGS

- Congrats to Tara and Sam on the purchase of their 3 bedroom home, complete with Koi pond, 2 baths and the Cherry Creek school district! **As part of our 2.8% GIVES program, they have donated to [Special Olympics Colorado](#).**



THE BUSINESS

UPCOMING GROUPS

Ladies' Investing Club | 3/20. Guest: Erin Spradlin. Erin will discuss how Airbnb propelled them into real estate investing and different ways to think about house configurations that allow for Airbnb. [Email Erin](#) if you want in.

Oh yeah, we are on Instagram now as well. You can find us [here](#).

MAR MEETING IS 3/20

DENVER WOMEN INVEST
ERIN SPRADLIN'S INVESTMENT GROUP

DETAILS

GUEST SPEAKER:
ERIN SPRADLIN

TOPIC: USING AIRBNB TO CUT DOWN YOUR MORTGAGE

ERIN@JAMESCARLSONREALESTATE.COM



WED. MARCH 20TH
6:30PM
GREEN SPACES SIDE ENTRANCE (26TH STREET)
STREET PARKING
Q'S: 719-491-4949

BIGGER POCKETS BLOGS

[Why You Should Stop Walking Away from Imperfect Deals](#) (Erin)

UPCOMING CLASSES - SIGN UP ON OUR SITE OR EMAIL US

3/20 - [Road Map to Buying Your First Home \(Colo Free Univ\)](#).

3/20 [Denver Women Invest](#) (Erin Spradlin - Airbnb + Real Estate Investing)

3/27 - [Detailed Guide to Selling Your Home \(Colo Free Univ\)](#).

4/19 - [Road Map to Buying Your First Home \(Colo Free Univ\)](#).

4/23 - [Detailed Guide to Selling Your Home \(Colo Free Univ\)](#).

AIRBNB

WANNA BUY AN AIRBNB INVESTMENT PROPERTY?

Airbnb is a profitable investment strategy. [Learn the ins and outs of how to capitalize on Airbnb](#) in various Front Range cities.

CHECK OUT YOUR CITY'S AIRBNB LAWS & HOST CHECKLISTS

[Find the current Airbnb laws](#) for Denver, Colorado Springs, Boulder, Lakewood, Wheat Ridge and many others on our site.

[Find checklists](#) for furnishing a rental property, cleaning for your guests, communication before there stay and more!

FOLLOW US ON SOCIAL MEDIA

We're most active on [Instagram](#), but you can also find us on [Facebook](#), [Twitter](#), [YouTube](#) and [LinkedIn](#).



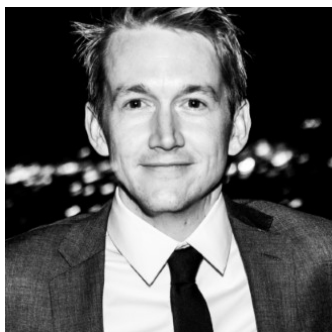
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CLIENT PROFILE

60%

HOMEBUYERS

20% INVESTORS

20% SELLERS

2.8% GIVES
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