

July Newsletter

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IT'S JULY... WHICH MEANS REPEATEDLY SAYING COLD SOUP IS NOT A THING I'M INTERESTED IN.

QUOTE OF THE MONTH: "America was not built on fear. America was built on courage, on imagination, and an unbeatable determination to do the job at hand." - President Harry S. Truman

THE THING YOU NEED TO KNOW is... Zillow/OfferPad/OpenDoor charge higher commissions but call it something else.

[Residential - Denver - May 2019 | \\$431,000 \(Condos + SFH\)](#)

	Commission Name	Commission %	Commission in Dollars	Additional Charges	Total Cost
Real Estate Agent	Commission	5.6%	\$24,136	\$0.00	\$24,136
Open Door	Experience Charge	7.5%	\$32,325	Opendoor Market Credit + Seller Repairs \$5K-\$11K	\$37,325 - \$48,325
Offerpad	Seller Credit	7.5%	\$32,325	Repair Credit \$5K-\$11K	\$37,325 - \$48,325
Zillow	Credit	7.0%	\$30,170		

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

dreams. We also help investors because we're spreadsheet nerds that love making 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 | COLORADO SPRINGS

- [Did you know that iBuyers \(Zillow, Offerpad and Open Door\) charge a 7.5% commission v. your standard deal which is 5.6% in Denver and 6% in Colorado Springs?](#)
- Lakewood passes measure to [limit construction of new builds](#) to 1% of existing housing stock.
- Pueblo hottest place to be, [Colorado Springs 5th hottest place to be](#).
- [But IT professionals say it is actually the second hottest place to live](#).
- [Yum. Yum. Yum. Yum. Yum. Yummmmmm.](#)

CLOSINGS

- Congrats to William and Natalie on their Thornton purchase | 2.8% gives recipient: Animal LifeLine
- Congrats to Mike + Eliza on their Park Hill purchase | 2.8% gives: Multidisciplinary Associations for Psychedelic Studies
- Congrats to Scot Richard on his Colorado Springs purchase | 2.8% gives: Dumb Friends League

 <p>JAMES CARLSON REAL ESTATE</p> <p>COLORADO SPRINGS / THE KNOLLS</p>	<p>CONGRATULATIONS on your new home!</p> <p>4415 GOLF CLUB</p> <ul style="list-style-type: none"> • 5br/4ba • 3000+ SQ FT • Income suite w/ separate entrance 	 <p>JAMES CARLSON REAL ESTATE</p> <p>PARK HILL</p>	<p>CONGRATULATIONS to Mike & Eliza!</p> <p>Park Hill</p> <ul style="list-style-type: none"> • 3br/2ba • 1,200sf • remodeled kitchen & bathrooms • floor-to-ceiling window
 <p>Dumb Friends League COMPASSION ALWAYS</p>	<p>as part of our 2.8% GIVES we donate 2.8% of our commission to</p> <p>DUMB FRIENDS LEAGUE WWW.DFL.ORG</p> 		<p>2.8% GIVES we donate 2.8% of our commission to:</p> <p>Multidisciplinary Association for Psychedelic Studies</p> 



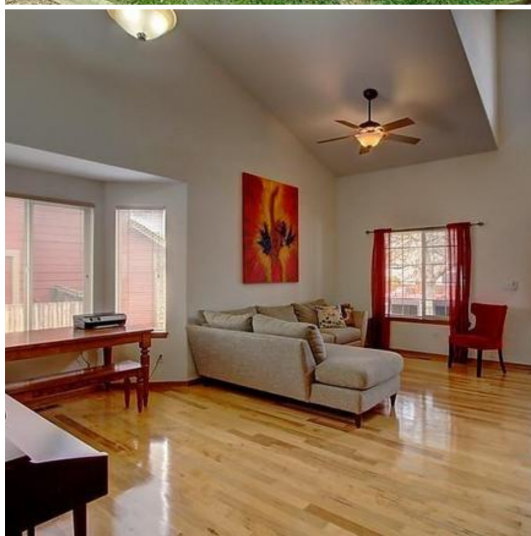


to William + Natalie!



THORNTON

- 4br/4ba
- 2600sf
- 16 Mi to Denver
- 24 Mi to Boulder



2.8% GIVES

we donate 2.8% of our commission to:

LifeLine Animal Project



THE BUSINESS

UPCOMING GROUPS

DENVER **WOMEN INVEST** | **7/24**. Guest: Enviro Spec | Topic: Meth mitigation | LEARN MORE [HERE](#).

BIGGERPOCKETS BLOGS

[4 Differences Between the Way Women + Men Invest in Real Estate](#) - Erin

[The Interesting Influence Same-Sex Couples Have on Home Values](#) - Erin

PODCAST APPEARANCES

[YarusiHoldings](#) | [Ins and Outs of Airbnb Investing and Importance of Female Investors](#)

UPCOMING CLASSES - SIGN UP ON OUR SITE OR EMAIL US

7/18 - [Detailed Guide to Selling Your Home \(Colo. Free Univ.\)](#)

8/8 - [Airbnb Investments \(Denver\)](#)

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!

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We're most active on [Facebook](#).



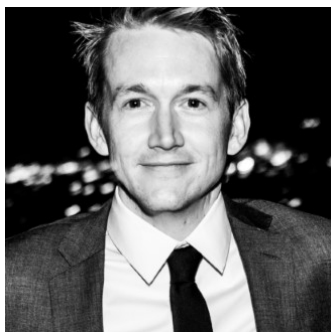
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CLIENT PROFILE

60%

HOMEBUYERS

20% INVESTORS

20% SELLERS

2.8% GIVES
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