

NOTE: Your email may have been incorrectly lumped into our newsletter list. If you don't wish to receive these occasional newsletters, please unsubscribe through the link at the bottom. No hard feelings.

[View this email in your browser](#)



IT'S OCTOBER, WHICH MEANS QUESTIONABLE HALLOWEEN COSTUMES, LOTS OF MINIATURE SNICKERS AND GETTING READY TO VOTE. CHECK TO SEE IF YOU ARE REGISTERED [HERE](#).



ERIN SPRADLIN

CO-OWNER/
BROKER ASSOCIATE
719.491.4949
erin@jamescarlsonrealestate.com



JAMES CARLSON

CO-OWNER/
BROKER ASSOCIATE
720.460.1770

QUOTE OF THE MONTH: The most certain way to succeed is always to try just one more time. - Thomas Edison

THE THING YOU NEED TO KNOW IS ... Things (might) be getting better for buyers. [There was a 30% drop in home sales from August to September in Denver.](#)

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

- Le Sigh of Relief. [Colorado takes a pass on that 30% Airbnb tax.](#)
- [Denver's minority neighborhoods see some of the highest equity increases in the nation.](#)
- Companies starting to [lose employees because of Denver's traffic.](#)
- It's time to shop. [The Denver flea is back.](#) 11/23-12/16

STUFF HAPPENING IN AND AROUND COLORADO SPRINGS

CLIENT PROFILE

60%

HOMEBUYERS

20% INVESTORS

20% SELLERS

2.8% GIVES

LEARN MORE

ABOUT THE

CAUSES WE

SUPPORT [HERE](#)

- [Scheels coming to Colorado Springs + 350 jobs](#)
- Hey Colorado Springs: [the pretzel, ham, egg sandwich is no joke](#).
- [City of Champions is a go](#). And it's no surprise that the surrounding real estate is getting expensive fast.
- Colorado Springs is still deciding on the new Airbnb law. First reading is 10/23. [Find the current ordinance here](#).

[NEW LISTING](#) | \$172K | Cap Hill Studio | Pulled in \$1700/MO as a furnished rental.



THE BUSINESS

UPCOMING GROUPS

Ladies' Investing Club | 10/25. Green Spaces. Guest: Stephanie Cramm, Home Mortgage Alliance. Stephanie will discuss the process, the difference between buying a primary and an investment and how to think about your taxes if you are planning on buying in the next year. [Click here](#) if you want more info. [Email Erin](#) if you want in.

NEXT MEETING IS 11/28.

BIGGER POCKETS BLOGS

[Colorado Springs Short-Term Rental: How We're Averaging \\$6200/month in Revenue](#)

UPCOMING CLASSES - SIGN UP ON OUR SITE OR EMAIL US

10/25 - Ladies' Investing Club (Green Spaces)

11/1 - Airbnb Investments (DENVER | CARBON)

11/7 - Roadmap to Buying Your First Home (Denver | Colo Free Univ.)

11/16 - AIRBNB 101 (DENVER | EUGENE FIELD LIBRARY)

11/28 - LADIES INVESTMENT CLUB (LINDA STOWELL - LONG
DISTANCE INVESTING)

12/11 - Roadmap to Buying Your First Home (Denver | 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](#).

DENVER GRAFFITI TOUR

[Denver Graffiti Tour](#) is our second business. Read [5280's piece](#) if you like to read. If you hate to read, but are still interested, watch [this video](#) instead.



Instagram



Facebook



Twitter



YouTube



Snapchat

Copyright © 2018 James Carlson Real Estate, All rights reserved.

Want to change how you receive these emails?

You can [update your preferences](#) or [unsubscribe from this list](#)

