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## CONTACT US

### BUT DO YOU HAVE THE SMARTS?

#### [1 MINUTE MONTHLY QUIZ](#)

INSTRUCTIONS: Hit the link above. 2.) take the quiz. 3.) Find your answers at the bottom right of this newsletter. And, yes, it's totally anonymous.

## AUGUST FOCUS

- **[\(!!\) SELLING A DUPLEX IN COLO](#)**  
**[SPGS: LEARN MORE HERE](#)**
- **[CLASS SCHEDULE + DENVER](#)**  
**[WOMEN INVEST](#)**
- **[QUIZ | BASIC REAL ESTATE](#)**
- **[WE HAVE A PODCAST NOW](#)**
- **[RECENT MEDIA ITEMS](#)**
- **[QUIZ ANSWERS](#)**
- **[ON NOT JUST BEING REAL ESTATE](#)**  
**[ROBOTS](#)**



## QUOTE OF THE MONTH

"Knowing what must be done does away with fear." - **Rosa Parks**

## WE HAVE A PODCAST NOW

And it's all about Colorado Springs Real Estate.

Find Us On:

[Itunes](#)

## DENVER + COLORADO SPRINGS

- [Timing the market](#) has been a bad idea for at least the past ten years
- [Colo Spgs rent prices increase](#)

[Google Podcasts](#)

[Spotify](#)

[Stitcher](#)



- [Colo Spgs Schools + Salaries](#)
- [They'd probably like it if you bought a house or Zillow stock or both](#)
- [Ins and Outs of Denver's New Community Living Law](#)

### WHO WE WORK WITH + WHERE WE WORK

- We work in Denver and Colorado Springs
- We help buyers and sellers
- We help investors (50% of which are first-timers)
- [Email us](#). We promise we're mostly nice.

### MEETINGS, CLASSES + STUFF

[DENVER WOMEN INVEST](#) | 8/27 AT 6PM

TOPIC: BASIC INVESTING TERMS AND EXAMPLES

GUEST: ERIN SPRADLIN *hosting Erin Spradlin*

LOCATION: STILL ONLINE

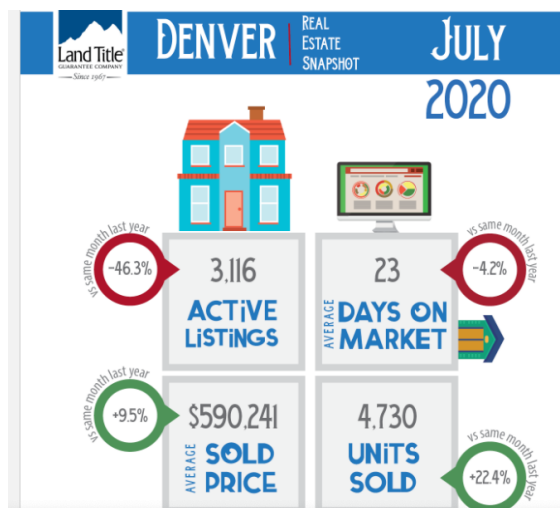
| [meet.google.com/zdi-osff-ikp](https://meet.google.com/zdi-osff-ikp)

If you would like to join, please RSVP with Erin at [erin@erinandjamesrealestate.com](mailto:erin@erinandjamesrealestate.com)

### OUR [AIRBNB LAWS CLASS](#) IS BACK(!)

- Becauuuuse, there's an exciting new addition to the Airbnb friendly landscape.

### DENVER



## COLORADO SPRINGS

**JULY 2020 Colorado Springs Real Estate Statistics**

- **New Listings:** 1,969 (**Up +6.3%** from last year)
- **Sold Listings:** 1,978 (**Up +19.0%** from last year)
- **Total Active Listings:** 1,390 (Down **-36.8%** from last year)
- **Median Sales Price:** \$377,000 (**Up +13.6%** from last year)
- **List To Sold Price Ratio:** 100.5% (**Up +0.5%** from last year)
- **Days on the Market:** 18 Days (**Down -20.0%** from last year)

**STUFF WE'RE INTO RIGHT NOW**

*because we're humans, not just weird real estate*

*robots*

Erin + James <> preparing for a second dog in early October. A debate on names has started.

The options are:

- Colfax
- Rivers
- Prince Harry

**ANSWERS**

1. C.) THE PRICE IS ARBITRARY
2. E.) NONE OF THE ABOVE
3. A.) 31
4. B.) 5% (3.5% FOR FHA)
5. B.) FALSE



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