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REALTOR®

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“E-newsletter”

Dear Friends:

Now that we're in the middle of our spring market, real estate activity along the Front Range is moving full speed ahead. This time of year I'm often asked what's the most important thing a buyer or seller should know before jumping into the market. The answer is quite simple: be prepared.

Being prepared means understanding your role and responsibilities as a buyer or seller--before jumping into the market. Being prepared:
...helps you make smarter decisions,
...diminishes doubt and worry,
...and makes the process of buying or selling considerably more enjoyable.

If you or any of your friends are thinking of entering our market, call me. My real estate knowledge, expertise and resources will help prepare you for the successful transaction you deserve.

Naresh

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KELLER WILLIAMS® REALTY DTC

Colorado Realty Review

NEWS AND INFORMATION OF INTEREST TO HOMEOWNERS, BUYERS,
SELLERS AND INVESTORS FROM NARESH CHHETRY

If your home is currently listed for sale, this is not intended as a solicitation.

May 2007

Hot seller strategies for our current Colorado real estate market

With so many technological resources available, today's buyers are more informed than ever. When a house is overpriced, they know it immediately. Combine savvy buyers with a substantial inventory of homes along the Front Range, and you've got a market requiring a deep seller commitment to achieve the highest possible price in the shortest possible time.

What can the Front Range seller do to increase their chances of selling their home? It is my experience that sellers who take a pro-active position in pre-sales activity are most likely to achieve their goals in any market.

By “pre-sales” I refer to activity occurring before the home is made available for showing to the public. It boils down to this: “You never get a second chance to make a first impression.”

This is a lengthy topic, and one best covered in a one-on-one discussion. However, here are the basics which I believe are crucial to helping sellers make their home stand out in our current Colorado market.

- Know your market and competition. Obtain current and recent market statistics of comparable homes in your neighborhood. Study each

home and know how it differs from yours. This will help establish and justify the highest possible price.

- Have a professional inspection to give you a better understanding of conditions which will affect the sales price, and an opportunity to make repairs and get the home in the best possible condition to make a great impression.
- Improve the curb appeal of your home by cleaning the house and trimming shrubs. Add instant appeal and color by planting annual flowers.
- Rid your home of clutter. Donate or toss anything you don't really need or want.



- Get the home cleaner than you ever thought it could possibly be.
- Understand common buyer contingencies and have a plan for dealing with each situation.
- Create a backup plan in case your home sells faster than anticipated, or slower than you'd hoped.

By working together and attending to details, we can ensure that potential buyers feel welcomed and pleased to be in your home. This kind of reaction will significantly enhance your ability to generate the highest price in the shortest amount of time. If you're thinking of selling, call me and let's talk about your home, your situation, and how I can be of assistance.

NewsBriefs

▼ With the high rate of foreclosures within our state in the past several years, a Colorado Foreclosure Prevention Hotline has been launched. The number is 1-877-601-HOPE (4673). The aim of the hotline is to connect troubled Colorado borrowers with housing counselors in their area. Callers are instructed to enter their zip code and are then directed to the counselor nearest to their city.

▼ Under the "Colorado Senior Property Tax Exemption," qualifying Colorado seniors have until July 16th to apply for a property tax exemption on fifty percent of the first \$100,000 value of their property. This can result in hundreds of dollars saved on next year's tax bill. To qualify, the owner/occupier must be at least sixty-five years of age as of January 1, 2007, and have owned and occupied the home as their primary residence for the past ten

years or more. For information and an application form, contact your County Assessor's office. If you've previously applied, you are already in the system. The exemption is not automatic, so if you qualify, you must apply using the appropriate form.

▼ According to a recent survey by Reuters and the University of Michigan, 55% of American home owners expect their home value to stay the same, while 38 percent expect an increase in value this year. Just 7 percent expect values to decrease. If you'd like to know about values in your neighborhood, or anywhere at all, don't hesitate to call.

▼ The most recent U.S. Census Bureau names Douglas County, CO the 7th fastest growing county in the nation between April 1, 2000, to July 1, 2006. The county grew by 50% within the six year period. During the 1990s, Douglas was the fastest growing county in the nation for several years in a row.

Six Important Inspections Colorado Homeowners Should Make This Spring

It doesn't matter if you're driving down I-25 or Elm Street, pothole damage is a powerful visual reminder of our recent winter snow storms. Unfortunately, the damage is not limited to our streets. Our homes have also been subjected to the rigors of winter, and minor problems left untreated can evolve into costly, major repairs.

As a homeowner one of the best ways you can increase the value of your home is to make routine inspections of your home's exterior looking for signs of trouble brewing. Now that winter is a memory, here are the five most critical inspections a Front Range homeowner should make right now.



Attic troubles:

If you had an ice dam form on your roof last winter, it's particularly important that you check the attic in that area for water damage. An ice dam is a ridge of ice that forms at the edge of a roof and prevents melting snow from draining off the roof. Add extra insulation in that area of the attic to help prevent this from occurring next winter.

Peeling paint:

If the paint is peeling off any portion of your home's exterior, you'll want to repaint before our strong Colorado sun destroys any unprotected wood.

Cracked caulk:

Window and door caulking should be inspected and repaired before direct summer sunlight and dry humidity make a bad situation worse.

Cracked concrete:

If you had a small crack last fall, you've probably got a larger crack this spring. Walkway and driveway cracks should be filled and sealed or they will only get worse, potentially resulting in a costly replacement.

Looking for a comprehensive home maintenance Spring Tune-up List? Check this out:

<http://www.hometeaminspection.com/resources/checklistpdf/SpringTuneUp.pdf>

Shingles and tiles:

After a winter like we just had, shingles may have blown off the roof, or have developed cracked, curled edges. The weight of snow and ice may have cracked or dislodged pieces of tile roofs. Grab your binoculars and check the roof. Missing or damaged shingles/tiles can cause leaks that damage your walls and ceilings. Better yet, hire a professional to conduct an inspection.

Colorful Colorado Summer Road Trips

You'd be hard-pressed to find another state better suited for a fantastic summer "road trip" than Colorado. So whether you have one day or one month, get your motor running...and start planning a trip.

The State of Colorado provides a wealth of free information and resources. On the web, go to: <http://www.colorado.com/> Or call: 1-800-COLORADO. Request the free Colorado Guide. You can also get a free Colorado map, and much more.

The Colorado Scenic and Historic Byways Commission offers a list of the most scenic road trips. On the web, go to: <http://www.coloradobyways.org/main.cfm>

The National Scenic Byways Program has identified ten top scenic Colorado road trips. On the web, go to: <http://www.byways.org/explore/states/CO/> You can also call 1 (800) 429-9297 #3.



For Colorado State Park information, on the web go to: <http://parks.state.co.us/> Or e-mail the park system at: Parksbrochure@state.co.us

And here's one more extremely comprehensive resource for unusual and interesting ideas and road trip information throughout our state. On the web go to: <http://gorp.away.com/gorp/activity/byway/co.htm>

HAVE A GREAT TRIP!



Happy Mother's Day

May 13 • 2007

Is debt costing you more than it should? How to tell if you're being overcharged.

Whether you're buying a home, a car, or asking your credit card company to reduce your interest rate, there's one simple no-cost task all of us can do to be sure we're not paying a higher interest rate than we should be. Simply by checking our personal credit report on an annual basis we can ensure that our report is accurate. When it comes to your credit report, what you don't know could hurt you financially because our individual credit rating determines the interest rate we are charged. The higher your rating, the lower the interest rate. Unfortunately, nearly 80% of all credit rating reports contain some kind of error or mistake.

Some of the more common errors found in reports include:

- Missing major credit, loan or mortgage accounts that demonstrate the creditworthiness of the consumer.
- Double entry of a loan.
- Closed credit accounts listed as being open.
- Loan information belonging to a stranger with a similar or identical name.

Over the past several years our



Congress passed laws granting Americans the right to one free credit report every 12 month, in addition to other laws designed to improve the accuracy of credit reports. But it is up to each of us to check our report and advise the agencies if there is a mistake. Although mistakes can be corrected, it can take months to sort out. In the meantime, you could be denied a loan or required to pay a higher interest rate because your inaccurate credit score is not as high as it should be.

Congress established one outlet to make it easier for consumers to get their credit reports and scores. Here's how to request a *free* report from *all three* major credit reporting agencies.

Apply on the web site:
www.annualcreditreport.com
 Phone: 1-877-322-8228
 Or write:
 Annual Credit Report Request
 P.O. Box 105281
 Atlanta, GA 30348-5281

Would you like to know more about how credit reports work? Here's a comprehensive and interesting web site to visit:
http://www.pueblo.gsa.gov/cic_text/money/creditscores/your.htm

Safe at home

Beefing up security in your home's weakest link

Just a year ago last spring, a number of Front Range police departments noticed an increase in home burglaries. A little research discovered that more than 60% of the burglaries occurred simply because the homeowners had left their garage doors open. Even if you're religious about closing your garage door, the reality is that this is the single weakest link in your home security chain.

Once inside a garage, burglars know that most homeowners neglect to lock the door from the garage into their home, thereby providing instant access to everything inside.

Fortunately, it isn't difficult or expensive to dramatically increase the security of this weak link.

Automatic Opener Security:

- A thief sitting in the vicinity with a "code grabber" device can record your frequency code when you push the automatic door opener and drive out of the neighborhood. If you're buying a new garage door opener, get a rolling code system that change codes with every use. For newer existing systems, there is an add-on device called a "code encryptor."
- Other security devices include a remote/receiver that flashes if the garage door is open, and even devices that will automatically close your door if you inadvertently leave it open after a set period of time.
- New homeowners should reprogram the

HAPPY MOTHER'S DAY!

YOU KNOW YOU'RE A MOTHER WHEN...

• You count the sprinkles on each kid's cupcake to make sure they're equal.

• You have time to shave only one leg at a time.

• You hide in the bathroom to find some "alone" time.

• You can remove chewing gum from just about anything.

• You hear your mother's voice coming out of your mouth when you say, "NOT in your good clothes!"

• You hope ketchup is a vegetable, since it's the only one your child eats.

• You read that the average 5-year-old asks 437 questions a day. You now know your kid is above average.

• You cut all your sandwiches into unusual shapes.

• You fast-forward the VCR through the scene where Bambi's mother gets killed.

• You believe finger paints should be a controlled substance.

• You hire a sitter because you haven't been out with your husband in ages, then spend half the night checking on the kids.

• You've stop criticizing the way your mother raised you.

• You say at least once a day, "I'm not cut out for this job," but you know you wouldn't trade it for anything!



Problem: Removing water spots on a glass shower enclosure.

Solution: Apply undiluted red wine vinegar directly to the glass. If that doesn't work, spray on a 50/50 combination of denatured alcohol and water. Your last choice is to wipe the glass with lacquer thinner on a towel.

automatic garage door opener immediately. (You never know who had access to the home under the former owners.)

- Never leave the code set to the factory setting. Even unsophisticated burglars can easily trigger these doors.
- Don't tempt burglars by leaving your remote control in the car where it can be seen.

Other Security Steps:

- Lock the door from the garage into the house.
- If you have a side door into the garage, it's imperative that you have (and use) a deadbolt.
- If there is a window in the door, use curtains or blinds to keep burglars from looking inside to see if any cars are in the garage.
- Be a good neighbor and call if you feel a neighbor has inadvertently left their door open. Better to be safe than sorry.

Homes By Naresh • Exclusive Listings



6132 Missouri Peak Place • Castle Rock, CO

◀ \$1,500,000

This magnificent home in gated Castle Pines Village has 5 bedrooms, 4 full bathrooms and 1 half bath.

\$245,000 ▶

This attractive tri-level home in Aurora has 4 bedrooms, 2 full baths and a half bath.



1156 South Kalispell Street • Aurora, CO



16707 E. Alabama Place • Aurora, CO

◀ \$222,000

This charming home in Aurora has 3 bedrooms, 1 full bath and 1 half bath.

\$219,000 ▶

This delightful Aurora ranch-level home has 3 bedrooms and 2 full baths.



2179 S. Kitredge Way • Aurora, CO

For details on these properties, including interior photos and a virtual tour, please visit <http://naresh.yourkwagent.com/home>. (Click on “Featured Properties.”)



Wherever the real estate road takes you this summer, if you need help, just call.

Your business and referrals are appreciated.

CAPITAL LENDING



To check current mortgage rates or to apply for a home loan (purchase, refinance or cash-out), please go to:

www.mycapitalending.com/naresh

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