

The Centaur Village North Times

A Resource for a Very Special Lafayette Neighborhood

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This month's neighborhood real estate news
with helpful information & resources

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Centaur Village North Times

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A Resource for a Very Special Lafayette Neighbor-

January 2014

January Neighborhood Market Update & 2013 Overview

It's the New Year and time to sum up the sales activity in the neighborhood for 2013. First, let's look at the current market and how the year ended.

Sold Properties include **1160 Sparta**, a 1320 square foot, 3 bed, one full and one three-quarter bath tri-level backing to the Waneka Lake open space field. It sits on a larger lot it with a new roof, windows, carpet, interior & exterior paint, quartz kitchen counters, and the full bath was remodeled. It was priced at an aggressive \$335,000 but ten days later was reduced to \$325,000, and then \$319,000 just eight days later. After 27 days on the market it found a buyer and closed at a market correct \$310,000. **1295 Caria** is a 1402 square foot 1-full and 1-three-quarter bath ranch which found a buyer in just two days. A small ranch plan with 722 sqft on each level, it is in largely original condition. Priced at \$279,000, it closed at \$280,000 with seller contributing \$2,500 in down payment assistance for the buyer.

Properties Under Contract include the semi-custom ranch located on the corner of Caria at **1401 Noma**. This 5 bed, 2-full, 1-three quarter and 1-half bath house hit the market at \$355,000 as a possible "short sale", and found a player after 29 days and a \$30k price reduction to \$325,000. This property needs substantial work to complete an unfinished master bathroom remodeling project and replace a recalled Woodruff roofing system. It is likely now in the "short sale" process. Still **Active** is the 2308 square foot, 4 bedroom, 2-full and 1-three-quarter bath ranch at **1175 Sparta**. The largest of the ranch plans in our neighborhood, it features a finished walkout basement. It's located on the south side of the street closer to Waneka Lake but not backing to the open space area. This listing exemplifies the classic "fluff & buff" approach to remodeling: updates to cosmetic items on the cheap but priced as if the remodeling were deeper. The \$350,000 asking price is very aggressive for the condition and location, and after 58 days is still searching for an offer.

2013 Market Overview

2013 was a banner year for Centaur Village North. The 25 total sales is a 31.6% increase over last year's 19, eclipsing the previous high of 24 sales in 2008. The lowest sale price rose 23% and the highest sale price increased 9%. **The average sales price in 2013 was \$299,396 a 6.7% increase over 2012, with the median sales price rising 7.5% to \$299,900.** There was just one HUD sale (1401 Noma) which sold \$19K or 108.6% over its listed price. The only home to go into foreclosure after failing to sell as a short sale was purchased at the Public Trustee sale by a third party (normally by the lender), re-listed in the MLS as "Under Contract" and closed at a huge price for it's location and condition. The highest price for a home in the original CVN development build-out was a record price of \$375,000, and in the enclave of homes built in the early 1990s (on Cressida Ct and

Nautilus Ct) a new record high price of \$395,000 was recorded. **The promise for another great year in 2014 is tangible** as the national economy is showing solid signs of improvement and the Colorado economy is very robust. We are very fortunate to live here!

Address	Sq Ft	Beds	Baths	Style	Sold Price	Sold Date
1261 Doric	1654	3	3	bi-level	\$ 209,000	Apr-13
1015 Sparta	1628	4	3	tri-level	\$ 235,000	Nov-13
1401 Noma	1858	3	2	ranch	\$ 240,000	Mar-13
800 Agean	1654	4	3	bi-level	\$ 271,000	Jul-13
1400 Cypress	1920	3	2	ranch	\$ 279,900	Jan-13
1295 Caria	1402	3	2	ranch	\$ 280,000	Dec-13
1252 Illium	1372	3	2	bi-level	\$ 281,200	Jun-13
1406 Cypress	1764	3	3	tri-level	\$ 285,000	Jul-13
910 Sparta	1980	3	3	tri-level	\$ 290,000	Oct-13
1095 Atlas	2864	4	2	ranch	\$ 295,000	Jun-13
1245 Illium	1762	3	3	bi-level	\$ 296,000	Jun-13
1271 Doric	2504	5	3	bi-level	\$ 297,000	Aug-13
1500 Euclid	2515	3	3	ranch	\$ 299,900	Oct-13
785 Victoria	2114	3	2	2 story	\$ 300,000	Apr-13
860 Delphi	2856	4	3	2 story	\$ 305,000	Sep-13
840 Dephi	2464	5	3	bi-level	\$ 307,000	Feb-13
1290 Forum	1788	3	2	4 level	\$ 309,900	Aug-13
1160 Sparta	1320	3	2	tri-level	\$ 310,000	Dec-13
1245 Scorpius	2856	4	4	2 story	\$ 320,000	Jul-13
820 Sparta	1912	4	2	bi-level	\$ 322,000	Jul-13
1290 Atlantis	1732	4	2	tri-level	\$ 323,000	Aug-13
718 Victoria	2100	3	3	2 story	\$ 324,000	Jun-13
1287 Doric	2464	4	3	ranch	\$ 335,000	Aug-13
1110 Sparta	3128	5	3	tri-level	\$ 375,000	Aug-13
1277 Cressida	3150	5	3	ranch	\$ 395,000	Sep-13

Featured Neighborhood Businesses

Call or email to have your business or service featured!

Roger Opfer Opfer Handyman Services

Home Repairs, Maintenance and Construction

Roger has over 25 years experience in home maintenance.

He's a problem solver and can be relied upon to the job correctly and efficiently.

303-641-8601

CVN Resident



SBreitman@MindfulBusinessInc.com

Steve Breitman is an accountant of a different color. His hands-on work in operations management sets him apart from other accountants and gives him the in-depth business understanding needed to guide his clients to success. Steve's calling card is using numbers to create competitive advantage. By establishing simple, yet foundational, systems Steve keeps his clients from leaving money on the table, increases cash flow and promotes profitable growth. You can say that Steve is a CFO with a CEO perspective. Steve trained as a CPA and has 28 years of accounting, financial and operational management experience. He had management responsibility for 6 business sites with 175 employees and \$20 million in revenue as well as reporting responsibility for 25 business sites with \$120 million in revenue. CVN Resident

Current CVN Market

Sold Listings

1160 Sparta Dr 1320 sqft Tri-level List price: \$319,000
Sold on 11/1/1996 Sales Price \$124,000
Sold again 12/4/2013 Sales Price \$310,000

1295 Caria Dr 1402 sqft Ranch List price: \$279,000
Sold on 7/18/05 Sales Price \$225,000
Sold again 12/11/2013 Sales Price \$277,500*

*Sales price of \$280,000 less \$2500 closing cost concession

Annualized Appreciation Rate: 2.96%

Under Contract Listings

1404 Noma Cir 3342 sqft Ranch Needs updating and completion of a gutted master bathroom. Possible short sale. List price \$325,000. First listed at \$355,000. 29 days to offer

Active Listings

1175 Sparta Dr. 2308 sqft Ranch A quick "fluff & buff" update with inexpensive materials. Original windows and furnace, walkout basement. 58 days on the market List Price \$350,000

Happy New Year!

Neighborhood web site

Did you know Centaur Village North has its own community website with lots of sharing, resources and even alerts? <https://centaurvillagenorth.nextdoor.com>. Click the "Learn more" link at the bottom of the log in page.

CVN Free Neighborhood Classifieds - email Paul@PaulDart.com for your free ad

Accounting
Steve Briefman, Mindful Solutions
303-359-1964
sbreiman@MindfulBusinessInc.com

Licensed Massage Therapist
Susan Opfer, Reiki Master
303-641-4248
susanopfer@gmail.com

A to Z Pet Care
Kimberly Jackson
Cats, Dogs, Birds, Rabbits, Reptiles
303-725-6391
AtoZPetCareCo@gmail.com

Roger Opfer
Handyman Services
303-641-8601

Portrait Photography
Kimberly Jackson Photography
Families, kids, pets & more!
303-725-6391
kimberlyjackson26@gmail.com

Grattan Mill Hardwood Floors
Stephen Grattan
In Lafayette since 2001
720-357-3989
grattanmill@hotmail.com

Wild Moon Landscaping
Dave Vermillion
Seasonal sprinkler system blow-out & repair, fences, landscaping etc.
303-652-7818

Foxtrot Wheel & Edge
Bicycle, Ski and Board
JD Whitney 720-328-3340
776 W. Baseline, Across Baseline from Sister Carman

Marna Brister
House Cleaning
8 years Experience
303-482-1974

Maggie's Creations
Hair cuts & styling
Need a change?
Maggie Popadak
720-933-8971

Pena's Heating & AC
Troubleshooting, service & install of all types of residential HVAC.
Contact Alex Pena for more information at 720 276-4138.

*Garage Sale?
Business service?
Send your classified ad in.
They're free!*

About Paul

I'm a native of this area, and moved into a former rental in the neighborhood in October of 1997. Both my daughters graduated from Centaurus H.S. before Monarch H.S. was built and kids were packed in there like sardines. It took a lot of work over the years to turn around a property that had been used hard, but we put in the time and love and watched during those years as the neighborhood began to change. Others like us were beginning to see the qualities that make Centaur Village North such a special place; Waneka Lake, neighbors waving to each other on the street, all in a town evolving into a place folks wanted to live. It's diverse, spirited and always seems to be focused on the needs of the citizens.

When I began my real estate practice twenty years ago I consciously stepped away from the sales culture and focused on one thing: just treat people the way I would expect to be treated. 1) Tell them the truth no matter what, 2) listen to what they want and adopt their agenda, and 3) truly serve their interests and make sure they feel like they're the most important client you have, even if they're just buying a one bedroom condo. This is really hard work and there are

no set hours, weekends are not yours, and you don't get paid until the property closes- which means you may not get paid even after many, many hours of work. But I love this work because I love to serve. That dedication has earned me a long list of clients for life, and their success is mine.

My clients say it best. In 2010 without the knowledge of brokers, an independent rating agency began surveying recent home buyers. My clients nominated me as a Five Star Real Estate Agent, an honor bestowed on fewer than 6% of area agents. Every year since I've been recognized in 5280 Magazine. In 2001 my Boulder Area Realtor colleagues recognized me as REALTOR of the Year, an award given to the person who embodies the highest ideals of this profession.

I don't know how you choose an agent to represent your interests, but I'd value the opportunity to meet and you can judge for yourself my character and professionalism. I tell my clients I'm their knight in shining armor, and their unchained dog. How may I serve you?



www.BoulderCoRealEstate.com