

**INSIDE:** Santa Fe style

# Real Estate


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## Don't give up now

**By Rita Lee**

While determining what to write about this week a close friend asked earlier that day, 'isn't it hard to stay motivated?' Without hesitation I replied, yes.

Reflecting upon our conversation, I realized that amidst all the negative news coverage our chat helped put the situation into perspective. More importantly, it helped motivate both of us and reminded us that we determine our own fate.

I concluded that everyone needs a good support system especially during these confusing times and wanted to say to you, don't give up.

Specific to the housing market, you can literally experience every emotion whether it's frustration, excitement, anger, joy, stress, but hopefully in the end gratification.

During this roller coaster ride I'd like you to remember the following:

1. Take matters into your own hands,
2. Surround yourself with good people,
3. Don't be afraid to ask for help or ask questions and
4. You are your best cheerleader.

For anyone who's been through the home buying/selling process I'm confident that you can relate to what I'm saying.



Homebuilders across Colorado are offering incredible incentive packages designed to not only sell homes but also to help you, the buyer. We're in this together and in today's economy sellers and buyers need to work cooperatively to achieve a win-win situation.

As a builder, it's not easy watching so many people sit on the sidelines during such a great buyer's market. They're simply waiting and waiting and waiting (did I say waiting) but for what I'm not sure. This comment leads into Item 1 above. That is, take matters into your own hands.

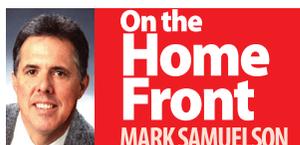
If you're serious about purchasing a home then start the process. Evaluate your current financial situation, educate yourself, set realistic goals, meet with a lender/mortgage broker, determine what you're looking for in a home and talk to friends/family which leads to Item 2.

During this process, don't be afraid to ask for help or to ask questions. Quality lenders, builders and realtors are available to help you but remember in the end you're the one with the home so don't be apprehensive to speak up.

With that said and now moving to Item 4, you are your best cheerleader so hang in there and don't give up. Great housing opportunities are everywhere and I would hate for you to miss out by simply waiting or worse regretting that you didn't try.

*If you would like to ask a question or have comments, please contact Rita at 303-582-0286 or [Rlee@ProspectorsRun.com](mailto:Rlee@ProspectorsRun.com)*

## With 20 downtown sales in two months, high-rise has 'Monopoly' on affordability



Anybody who doesn't believe that Denver's market is poised for a comeback should check the sales ledger at One Hundred Park Avenue in Uptown, a high-rise being converted from apartments to condos a 15-minute walk from the center of downtown. Believe it or not, the project sold 20 units in the past 60 days... some at prices in the low \$200s.

This is a great day to check out the "monopoly" Park Avenue has had (it's the fastest seller in downtown now) as Silverstone Communities gives away Monopoly games, with some added "Chance" cards that list special incentives, for the first 100 visitors arriving.

Doors open at noon... with a barbecue of hotdogs and brats that includes a chance to see the resort-style makeover of the pool, now with cabana, fire pit, and grill area. But whether or not you arrive in time to get a game, you can register to win \$2,500 in Monopoly-themed prizes – travel or shopping – to be drawn July 31.

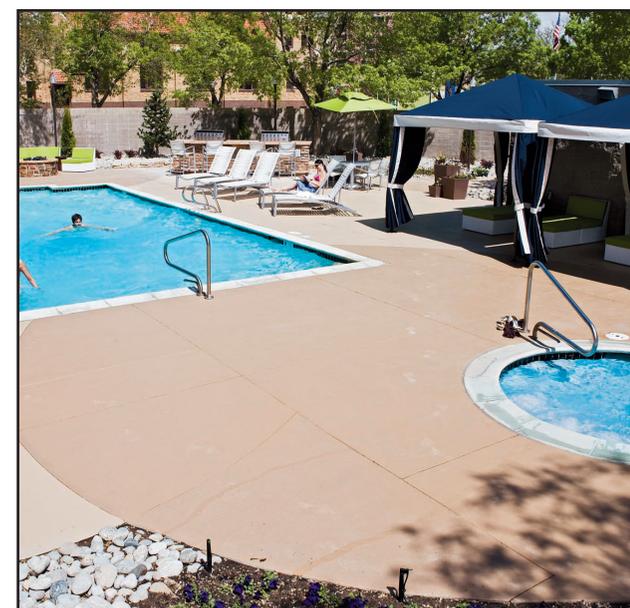
And you'll see models

priced from \$194,900 – re-styled with hardwood floors, cherry or maple cabinets, and heavy-slab granite. "Just like when you were playing Monopoly, this is a chance to land on Park Place," says Laura Levy, vice president of Crescent Partners. "Practically everything has a view, with great ones of downtown."

In case 100 Park's pool area is packed (it's very popular with those who've moved in) the barbecue can move indoors, with fitness club and party area with fireplace and kitchen. You'll also see one amenity you're not likely to find on the most chic high-rise – "100 Bark Avenue" – fenced-in private park where your golden or terrier can socialize.

There's more area to roam next door at Benedict Park. Within two blocks are restaurants, coffee places, Marczyk Fine Foods, a wine shop, and Safeway, being remade into downtown's best grocery venue.

Buyers are also reacting to the newly styled floor plans: one-bedrooms, some with dens; 1,200-foot two bedrooms; and a few penthouses, the very least expensive ones in town. Right now there are plenty of views left...but as 100 Park crosses the 70 percent-



**One Hundred Park Avenue has a newly restyled pool area, where visitors will find a barbecue today, in addition to free Monopoly games.**

sold line, Levy warns that people shouldn't spend too long wondering when they should get into the market. "When they're gone, they're

gone," she adds.

Take 19th east from downtown to Pearl, then north a block to 20th.

### IF YOU GO...

**Where:** Free Monopoly game for first 100 visitors, 100 Park Avenue, 1 & 2-bedroom condos, poolside barbecue. 100 Park Ave West, Uptown (E. 20th Ave. at Pearl); take Lincoln north thru downtown, right (east) on one-way 19th Ave., 5 blks to Pearl, north 1 block to 20th, entry opposite.

**Price:** From \$194,900 to low \$500s (penthouse)

**When:** Open Noon until 6 p.m. Barbecue noon-3 today

**Phone:** 303-296-4755

**Web:** [onehundredparkave.com](http://onehundredparkave.com)

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