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September 2016

## Your Home Should Not Be a Commodity

Your home should not be like corn. Corn is a commodity; a commodity is an economic good whose value is NOT based on any sort of qualitative measure. The buyer of corn is not looking for better corn and doesn't think about worse corn; corn is corn to this buyer. Because of this, because corn is all the same, the buyer will determine value based solely on price.

You do not want your home, which doubles as an investment, to be viewed as a commodity. In the absence of a quality, feature or something else to differentiate between two similar items, buyers will base buying decisions on price alone. As a homeowner, you are in a precarious position if buyers are viewing your home as a commodity. If they do, the only reason they will buy your home over another home is if the price is lower. You would never place your home in the same category as a commodity such as corn, so make sure potential buyers don't, either.

In a market where nearly everything sells, and seemingly for a premium, a discussion like this might seem out of place. But it may also be this is exactly the right time to have this discussion. It's easy in a market like this, in a market where the attainable property is the best property, to make a poor decision. Buying the right property now can be the best hedge against owning a home that won't sell later. And/or if you already own your home, there is always something you can do to make it worth more, and to make it more marketable, later. And I'm not necessarily talking about updating baths & kitchens. Sometimes, for instance, planting trees in the backyard (in the right places) will do more to help your home's future value than anything else you can do. Or, it may be that adding a backyard shed that serves as an artist's studio will help more than anything else. The type of home you have and the neighborhood in which it sits are the strongest indicators of what qualities or features will have the biggest impact on value. There is no absolute when it comes to home improvements (as far as adding value goes). The buyer of an Old Town property will have completely different expectations/desires than the new construction buyer, for example.

While it's certainly possible to overthink the value of your current property and what you can do to add to its value, we feel it's our job to help narrow your focus and give you all the information necessary to make that determination. And while it's possible to complicate the home-buying process with too much talk about buying the "right" property, we feel it's our job to gently introduce to you new and different ways to measure value.

You don't have to be an expert in what impacts value given your specific home and neighborhood because we are experts, and we want to be a resource for you as you move through this process. Your home is not a commodity, and therefore shouldn't be treated as such. We can help ensure that potential buyers see beyond the commodity, and see the unique value in your home.



Devin A. Martinez



Angie Trybe

NAVIGATE  
NOCO

## NOCO EVENTS

### Fort Collins

Tour de Fat, the costumed bike parade, is September 3rd in Old Town. The bike ride starts at 10am at Civic Center Park. For more info on the parade route and festivities go to <http://downtownfortcollins.com/events/tour-de-fat>

The City of Fort Collins is holding a free household hazardous waste collection event September 10th. Bring your old/extra chemicals and dispose of them in a safe and environmentally responsible manner at Fort Collins Streets Facility, 625 9th St., between 9am-3pm.

### Loveland

The Alzheimer's Association Walk to End Alzheimer's is held annually in over 600 communities nationwide, and in Larimer County it's scheduled for Saturday, Sept 24th. The route is two miles and will be at Chapungu Sculpture Park, Sky Pond Drive. Participants of the walk can make a personal donation or raise funds which benefits the care, support and research efforts of the Alzheimer's Association.

### Wellington

Check out Harvest Farm's Garden Experience going on now until Sept 16th. It's a guided tour where guests learn all about fruits/vegetables grown at their farm. Tours are free and run Tuesday-Friday; tour times are 10:00 & 1:30. It's perfect for kids ages 4-8 and each child gets to plant their own seed to take home! <https://www.harvestfarm.net/garden-experience>

## What's happening in September...

Enjoy a relaxing day on September 5th - **Labor Day**

Do something Grand on **Grandparents Day** - September 11th

September 22nd is the **First Day of Fall**



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## FEATURED MARKET SEGMENT

## did you **KNOW?**

Nobody likes a complainer – especially when the person doing the complaining lives in an area filled with beautiful parks & open space, well-manicured trails, nice people, friendly dogs and only well-behaved kids. I don't want to be the complainer responsible for so much eye rolling, but seriously, am I the only one frustrated with traffic that is only exacerbated by the many, many miles of road construction/improvement? I suspect not.

Fortunately, there is help! Did you know the City of Fort Collins has a page dedicated to providing live information on traffic conditions? When you have a moment, check out [www.fcgov.com/fctrip/](http://www.fcgov.com/fctrip/). Here you'll find an interactive map that shows road work being completed and lane closures throughout Fort Collins. The map even includes links to (by my count) 26 live traffic cameras throughout town.

While not as pressing, the City of Fort Collins also has a page that details their Street Maintenance Plan. At this page (<http://www.fc.gov.com/streets/smp.php>), you'll find links to all planned projects, a weekly schedule and more.

And for our friends farther south, the City of Loveland also provides helpful info that will help with your traffic frustrations. At their "Cone Zone" page, <http://www.ci.loveland.co.us/index.aspx?page=2340>, the City of Loveland provides us with a detailed look at road work/closures a week at a time.

Road work and construction are one cost of living in a thriving, growing city, but know there are resources to help us all manage the challenges.

**NE Fort Collins - including, Country Club Estates, Nedrah Acres, Dellwood Heights & Crestview**

**Average Price Per Year**



This month we are looking at homes built in the 50s, 60s & 70s, in NE Fort Collins, in neighborhoods near Lindenmeier/Gregory & Country Club Rd. These neighborhoods are home to some of the most unique real estate in Fort Collins. Folks who live in, or want to live in, one of these neighborhoods are likely drawn to the cool/eclectic nature of the homes (Mid-Century Modern, for example), the large lots, and/or the beautiful trees & mature landscaping. And while these neighborhoods aren't particularly close to the hustle & bustle of south Fort Collins, Old Town is just a short drive or a 10-minute bike ride away. If you own one of these homes, congrats, because you likely have a unique home & property. These properties can be tough to get, so acquiring one may require some patience. But if the homes and lots in these neighborhoods are what you're looking for, the wait will definitely be worth it!