



INTEGRITY

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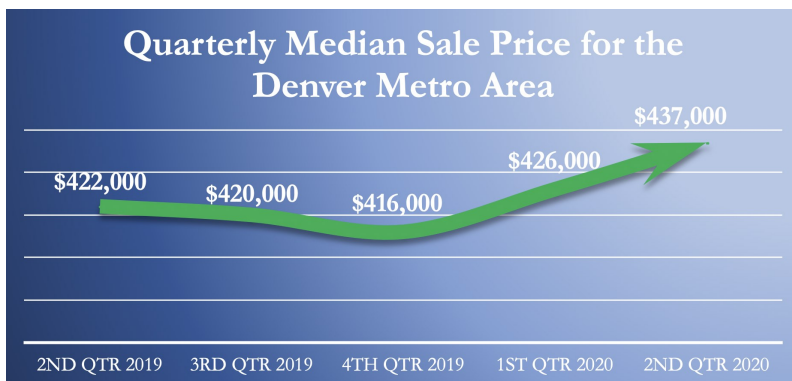
Dear Client,

Welcome to year six of our shared COVID-19 experience...

OK, so it hasn't really been six years yet, but it certainly feels like it! We hope that you and yours are well and safe during these crazy times. COVID-19 will obviously be staying with us for the foreseeable future, so we're working smarter to keep people safe while still getting them where they need to go. Masks, gloves, sanitizer and appropriate social distances are the order of the day!

COVID-19 and Real Estate

Like most other industries, COVID-19 has had a dramatic impact on how we are doing business in Real Estate. Our showing lockdown has eased and our showing activity has been furious. Our listings have been selling quickly with multiple offers in many cases. Real Estate is considered an "Essential Business" in Colorado, but we're working much smarter to prevent the accidental transmission of this nasty virus. Creativity is the name of the game as we continue to navigate this quickly changing world.



So what about the market?

Home values have remained strong, with median homes prices up by an amazing 5% since last year. Home loan rates have again reached record lows, and are providing a strong incentive for buyers to move and lock in these low rates. Rates are expected to remain at relatively low levels for at least the next 12 months, assisting buyers in making their move.

What if I want to move this year?

This is a great time for us to discuss the optimal timing for your move. Despite what some fear, we do not expect a real estate market crash this year. Local employment will be the dominant driver for our housing activity and home pricing. High unemployment has not yet affected our housing market due to the number of buyers still in the market. That story may change next year, but for this year housing demand will continue to outstrip the available supply.

Planning and creativity will be key, but there is no reason to change any sale or purchase plans that you may have due to any COVID-19 market uncertainty.

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Personal help for you in these challenging times

During these disruptive times, if you need something, please call and let us know. Need someone to get groceries or pick up a prescription? Need a referral for a broken water heater or electrical problem? Know someone who is worried about how they'll make their next house payment? For these and a hundred other things, call us and let us help. We're here to help you and yours solve problems, real estate or otherwise. If you have a need, even if it's a question, call us and let's figure it out.

Helping others is our profession and our pleasure!

Eye candy...

Colorado really has some great places to practice social distancing, and here is a photo that Jeanie took on one of trips last year. Chapman Reservoir is a quiet lake on the Frying Pan River east of Basalt. Above the reservoir is a scenic meadow filled with streams, ponds and wildlife. The morning's stillness gives a taste of what it must have been like 200 years ago. Beautiful!



Word Candy...

On another note, I've begun writing a series of automotive articles called Cars Of A Lifetime (COAL) for the website Curbsideclassics.com. I'm copying those articles to our website as well, so if you'd like to read about some of my automotive adventures over the past 46 years, go to our website www.integrityrealestate.net, go to the "More" heading, and then Curbside Classics. I hope that you enjoy!

The wrap-up

For three decades, our business has been built on helping people with everything surrounding their housing needs. We are ready to work for you and those you refer to us, so let us know how we can be of service. Working together, we will all get through this new reality.

We are truly blessed to have wonderful clients, and we thank you for all that you have done for us. We hope that life is good for you!

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