



SPOTLIGHT:

In the season of giving, local builders and Realtors talk charity and urge support

BY ANDREW DE NARAY ■ ANDREW.DENARAY@GAZETTE.COM

Following the whirlwind of activity that resulted from last summer's white-hot housing market, the typical slowdown that occurs this time of year has given real estate and home building companies a moment to catch their collective breath, reflect on how they give back to the community, and ask that you consider doing the same. We reached out to local companies to ask which charities they choose to support, and why these charities' causes are near and dear to their hearts.

COVINGTON HOMES

One of the more high-profile charity causes is Covington Homes' annual Dream Home Giveaway to benefit St. Jude Children's Research Hospital. "We made a long-term commitment to support St. Jude because they save thousands of children's lives every year both locally and globally. They share their research findings freely with other hospitals which helps fight cancer and saves the lives of people worldwide," said Director of

CONTINUED ON PAGE 2



We reached out to local companies to ask which charities they choose to support, and why these charities' causes are near and dear to their hearts.

FEATURED HOME OF THE WEEK

UPDATED RANCH: SOUTHWEST



881 San Antonio Place | \$225,000

Directions: From Hwy 115, east onto Cheyenne Meadows; left onto San Antonio Place; take the first right & home is on the right

Agent / Company: Bianca Taylor, 719-229-6488
ERA Shields

Lovely, one owner home in a quiet neighborhood on a cul de sac. Steps away from the community park. Well maintained home with an abundance of natural light.

- Newer vinyl windows
- AC
- New carpet in master
- New linoleum in both baths; laminate wood flooring in bedroom
- New roof & gutters being installed
- New electrical upgrade
- Cheyenne Mountain view from master bedroom* fireplace in living room
- Low maintenance courtyard off of master & covered patio off of dining room

Close to Fort Carson, shopping, schools, trails & parks & major arteries Great Value!
3 beds, 2 baths 2 car garage 1328 Sq Ft

FEATURED HOME OF THE WEEK

BEAUTIFUL HOME WITH MANY DESIGNER UPGRADES INCLUDED

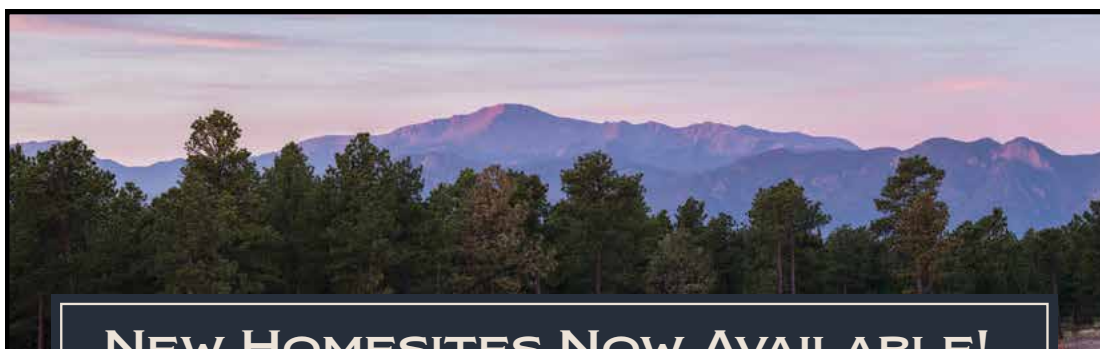


4298 Captain Jack Lane • \$564,916

Directions: From Powers Blvd. Exit onto E. Old Ranch Road. Continue on Old Ranch Road to Cordera Crest Avenue. Left onto Horse Gulch Loop. Left onto Captain Jack Lane. House will be on right.

Neighborhood: Cordera
Contact: Rhoda Scharfenberg, 719-434-7251
cordera@campbellhomes.com

- \$564,916
- 3,845 sq. ft.
- 6 bedrooms, 3.5 bathrooms
- 2-story Foyer with grand staircase at Entry
- Hardwood floors throughout Main Level
- Gourmet Kitchen featuring double ovens and gas cooktop
- Vaulted ceilings in Dining Room, Living Room, and Master Bedroom
- Home backs up to expansive, natural open space



NEW HOMESITES NOW AVAILABLE!



Saddletree
Homes



VANTAGE
HOMES



Sanctuary Pointe

Located in beautiful Monument, Colorado, Sanctuary Pointe is situated among the trees along the western edge of the Black Forest at Sanctuary Rim Drive and Baptist Rd.

SANCTUARYPOINTECOLORADO.COM



SPOTLIGHT:

CONTINUED FROM PAGE 1

Sales Lenka Martin. The Dream Home is raffled off each year to one lucky winner, and for the past two years, they have built the Dream Home at zero cost, meaning that 100 percent of the raffle ticket sales and other donations have gone directly to St. Jude. Ground has already been broken for the 2019 Dream Home, the award-winning Palazzo at Banning Lewis Ranch, valued at over \$500,000. Tickets will go on sale in March 2019, so mark your calendars.

ERA SHIELDS

For 12 years, ERA Shields' family, friends, clients and other associates have been dedicated to raising critical funds and awareness for the Muscular Dystrophy Association, and for local families affected by muscular diseases. Last summer, a group of their agents attended MDA Summer Camp and had a life-changing experience: They witnessed the true happiness and independence that summer camp brings to the hundred local children who attend it each year. Summer Camp is about more than just the experience for the children, it's about families having an opportunity for respite, knowing that their children are safe

while they make memories that will last a lifetime. It costs \$2,000 for MDA to send one child to camp for one week, so ERA Shields asks that you also contribute to help realize their goal of sending as many children as possible to MDA Summer Camp.

THE HERMES TEAM, RE/MAX PROPERTIES, INC.

The Hermes Team is supporting two holiday charity events this holiday season. First, is their Cans and Hams food drive to benefit Springs Rescue Mission. If you're interested in contributing, please deliver cans and hams to their 2630 Tenderfoot Hill St. location. The Hermes team chooses to support Springs Rescue Mission because they help so many people locally, and accept all those in need. The second event they're supporting is the Old North End Holiday Home Tour to benefit TwoCor happening today, Saturday, December 15, from 10 a.m. to 4 p.m. The event invites guests on a house tour that offers rare access to some of the most historic and beautiful homes in the neighborhood. Day-of tickets cost \$30 and can be purchased at any of the homes on the

tour (1628 North Tejon St., 1600 North Nevada Ave., 207 W. Columbia St. or 1225 Wood Ave). Justin Hermes said, "TwoCor is a great organization that helps troubled youth in our community. They'll get young people involved with a woodworking shop, or a bicycle repair shop, or a landscaping company so they can learn the skills to do these jobs. Many times this affiliation even leads to them being employed by these businesses."

KELLER HOMES

Conservation plays a big role in how Keller Homes designs the homes they build, so it's no surprise that they also involve themselves in local philanthropic efforts. Reflecting the strong ties they've forged in this community over 35 years in business, they support organizations like The Home Front Cares, Silver Key and Goodwill. They choose to partner with these organizations because of the support and services they provide to people across the community. Said Director of Sales and Marketing Sharon Curdy, "These organizations recognize the needs of so many, and have the right people and tools in place to serve those

needs efficiently and generously."

KELLER WILLIAMS CLIENTS' CHOICE REALTY

Keller Williams is proud to be supporting the Santa Bob 3K & Toy Drive this year. The event is partnering with WinterFest 2018, happening concurrently at the Colorado Springs Event Center at Academy and Palmer Park. This local toy drive supports the Bob Telmosse Foundation, and the run/walk/stroll will be today, Saturday, December 15, at 10 a.m., along the historic Rock Island Railroad Trail. Parking is available behind the Colorado Springs Event Center at 3960 Palmer Park Boulevard. On-site registration and packet pick up will be open at 9 a.m. The event will feature food and drinks, music and kids' activities. You can support the toy drive by bringing an unwrapped toy to the collection box at the starting line. The 3K Run/Walk/Stroll costs \$18 for adults and just \$5 for kids 15 and under. Guests and vendors will have the opportunity to donate to a local blood bank, a sock drive, and to support other local charities. Keller Williams backs events like this, because they realize that

people struggle in many different ways, and they feel honored to have the opportunity to give back to the community.

SELLSTATE ALLIANCE REALTY

Sellstate has a long list of charities they support throughout the year, including: Mt. Carmel Veterans Service Center, Homes for Heroes Community Cares, Feeding the Rockies, Habitat for Humanity, the Colorado Sled Hockey Team, the Colorado Springs Police Protective Association, and American Legion Post 2008. They choose to support these charities because they all serve at least one industry of heroes: whether it be law enforcement, firefighters, emergency medical service workers, military, educators, or health professionals. The realty has loved ones and past clients in each of these industries, so they hope you will join them in supporting these very worthy causes.

If these testaments don't convince you to contribute to the charities mentioned, please support the charities you prefer this holiday season — a time when it is especially critical. ■



Don't be in a rush to find your new home

COURTESY OF THE PLATINUM GROUP, REALTORS

If you're actively looking for a home to purchase, finding the right place may be taking longer than you might anticipate. In a poll by the National Association of Home Builder's Housing Trends, 54 percent of active buyers say they've been trying to find the right home for three months or longer.

Topping the list of reasons for lengthy home searches is finding a home at an affordable price, followed by not being able to find a home with the desired features and a home located in their ideal neighborhood.

Regardless of the extra time, most prospective buyers aren't ready to give up, and will keep searching until they find the right home. In the NAHB survey, buyers who have yet to find a home are expecting the following:

- 61 percent expect to continue looking until the "right" home becomes available in a preferred location.
- 37 percent expect to expand their

search area.

- 23 percent expect to accept a smaller/older home than originally intended.
- 18 percent expect to give up trying to find a home until next year or later.
- 16 percent expect to buy a more expensive home than they originally intended.

Only 16 percent said they would end their search if they didn't find a home soon.

If you're serious about buying a home, you need an experienced advocate looking out for your best interests. Your agent will expertly help you to navigate every step of the homebuying process, including finding the best property, writing a winning offer, negotiating inspection repairs and cruising through to closing.

"I think that one of the most important things that buyers can do in this market is to position themselves

in the strongest possible way," Shelley Bianchi-Pell with The Platinum Group, Realtors said. "That means getting preapproved with a licensed and reputable lender."

Frankly, the perfect home, (perfect location, size, condition, features and price), may not exist for everyone. Create a list of "must haves" and "wants" to identify criteria for your Realtor, but don't insist on checking every item on the list. Limited inventory means some compromises might be necessary for buyers to find their home.

"In the current market, making as strong of an offer as possible is important," Bianchi-Pell said. "Do your homework, be prepared, set your expectations correctly and have fun!" ■

If you're interested in seeing what's on the market, call 719-536-4326 or visit PlatinumHomesSales.com.

In a poll by the National Association of Home Builder's Housing Trends, 54 percent of active buyers say they've been trying to find the right home for three months or longer.