

Market Study 2008

Greater Boulder Area

Presented by Wes Hobson

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Mission Statement:

Provide the best quality service through research, technology and personal touch so your home selling experience will be more than satisfying to you, our client.

We appreciate you taking the opportunity to review the latest residential real estate statistics from 2008 and going forward into 2009.

The following pages provide you with information about Boulder and the surrounding area from a historical perspective. 2008 was not a great year when you look at previous year's in the Boulder area, yet when you consider the area compared to the national scope, it was one of the top performing markets. This shows the resiliency of the Boulder area and, once again, demonstrates to the rest of the country why people so enjoy the lifestyle and appeal Boulder provides.

Most ordinary real estate agents attempt to meet your needs alone, providing minimal service. In today's demanding marketplace, we believe it is difficult to provide adequate service without a team of specialists. WHP RE & RE/MAX of Boulder offer you benefits such as:

- A lead REALTOR® to direct your sale
- Expert assistance with the details of your sale
- Customized marketing to uniquely promote your home
- Proactive communications to guide you through the selling process
- Professional negotiation talent to secure the optimal price
- Step-by-step involvement to ensure a smooth transaction

Selling or buying a home can be a complicated process; however, we are in the business to simplify your transaction by achieving the best price with minimum inconvenience to you.

Thank you for the opportunity!

Wes Hobson and Kimberly Baldwin

Wes Hobson Performance Real Estate & RE/MAX of Boulder, Inc.

If you or anyone you know is looking to buy or sell a home, we would greatly appreciate your referrals.



Meet the Team!

Finding the right combination of talent, personality, knowledge and the ability to work together makes a team that's unbeatable!

Wes Hobson:



Broker Associate Wes Hobson combines his competitive nature as a former professional triathlete with his marketing skills, services and expertise as an experienced Realtor. He is a former United States Olympic Committee's "Triathlete of the Year" and competed in over 220 triathlons, garnering 35 first places and 60 top-three finishes during his 12-year professional career. Wes competed in 26 countries and yet he has always considered Boulder and its surrounding area to be his "permanent vacation location." With over 18 years in Boulder, Wes knows his way around Boulder and the surrounding areas. Wes has been very successful with residential and land sales, attributed to his discipline, work ethic and dedication from his triathlon career.

Aligning himself with one of the leading real estate companies along the Front Range, RE/MAX of Boulder, Wes and his staff are committed to detail so every transaction is smooth and as trouble-free for his clients. As your trusted real estate professional, Wes transfers his competitive, dedicated and personable spirit to partner with buyers to help find the best home, in the area desired and negotiated at the best price. If selling your house, Wes will market and sell it for the maximum the market will bear, in the shortest possible time and with the least amount of stress to you. Contact Wes to schedule a no obligation, in home presentation. Buying or selling a home is a major event in your life. As a top Boulder County and Colorado Realtor, Wes has the expertise, experience and track record.

Kimberly Baldwin:



Kimberly owes a large part of her professional success in commercial and residential real estate to her 8-year professional cycling career. A 4-time US National Champion, her last 4 years of racing were with the #1 ranked German-based T-Mobile Cycling team. Racing at this top level required commitment, dedication, and determination....all qualities which Kimberly has carried over into becoming an excellent real estate agent.

Racing the professional circuit also allowed Kimberly to travel all over the world, yet, she still considers Boulder, her home since 1992, to be the ultimate place and playground to live and work. She loves showing clients this incredibly vibrant and active community. . Originally from Wisconsin, she earned her Bachelor's degree in International Economics and Business from Valparaiso University and subsequently moved to Colorado to earn her Master's Degree in International Environmental Policy Analysis from the University of Denver.

Kimberly is very happy to be associated with the premier real estate company in Boulder County. Her first agent was even a ReMax of Boulder agent! Her outgoing personality works with clients that have been well-integrated into the Boulder community for years as well as new-comers to the area, including Olympic cyclists of several different nationalities. Kimberly is well-versed in both residential and commercial real estate transactions and is currently working towards earning her CCIM certification, one of the most coveted and respected certifications in commercial investment real estate.

Sharon Svendsen, Team Assistant:



Sharon has been at RE/MAX of Boulder for four years and working as an assistant with WHP RE for the last two years. Sharon is the "details" of the company, as she keeps the office running and handles much of the administration aspects of the office. Previously, Sharon was a Documentation Support Specialist at Storage Tek and then Manager of the PC computer laboratory for Longmont High School. Sharon's work ethic is unsurpassed.

Where We Stand!



In 2008, although a difficult year in general for the real estate market, Wes Hobson achieved the President's Club award for the second straight year. This acknowledgment comes from RE/MAX International and is awarded to the top 10% performing Realtors. In only three years at RE/MAX of Boulder, Wes additionally garnered the Platinum award in 2006, which is awarded to only the top 3% of all RE/MAX agents nationally.

The recent addition of Kimberly Baldwin, with her residential and commercial background, will continue the growth and exceptional service of WHP RE.

RE/MAX of Boulder:

- * **Has closed \$761,958,956 in total sales volume**, 1st in the RE/MAX Rocky Mountain State Region.
- * Finished #1 in the United States for all RE/MAX single offices in 2007. RE/MAX of Boulder has led the Rocky Mountain States Region in this category for seventeen (17) consecutive years. We are extremely proud of this, as it shows our experience, professionalism and expertise in handling your most important investment, real estate.
- * Had 72% of its agents attain the 100%, Platinum Club or Chairman's Club, the highest annual awards given by RE/MAX International. This compares with the average of 33% that other offices in RE/MAX Mountain States achieved.
- * Had over a 23% market share of total sales volume of the Boulder Area Board of REALTORS. The office is involved with 1 in every 6 transactions in Boulder and Broomfield Counties.
- * Averaged 5 homes closed every day of the year. We helped 1712 buyers and sellers achieve their goals.
- * Is very active in the Board of REALTORS, with 3 REALTORS serving on the Board of Directors
- * Is proud of contributions to the United Way, YMCA, YWCA, Historic Boulder, Special Olympics, Scouting, Boulder Hospice, Impact on Education, MESA, many of the school PTO's, Shakespeare Festival, Lost Boys of Sudan and many other important and worthwhile causes.
- * Chosen **Best of Boulder** by the *Boulder Daily Camera*
- * Chosen **Best of Boulder** by *Boulder Weekly*
- * Chosen **Best of Boulder** by the *Colorado Daily*

RE/MAX of Boulder is proud of its modern, private offices, highly trained and professional support staff (15 receptionists and 8 administrative staff) and state of the art technology. Our office is entirely networked together with high-speed internet access, to allow for a more efficient office, thus providing better service to our clients and customers.

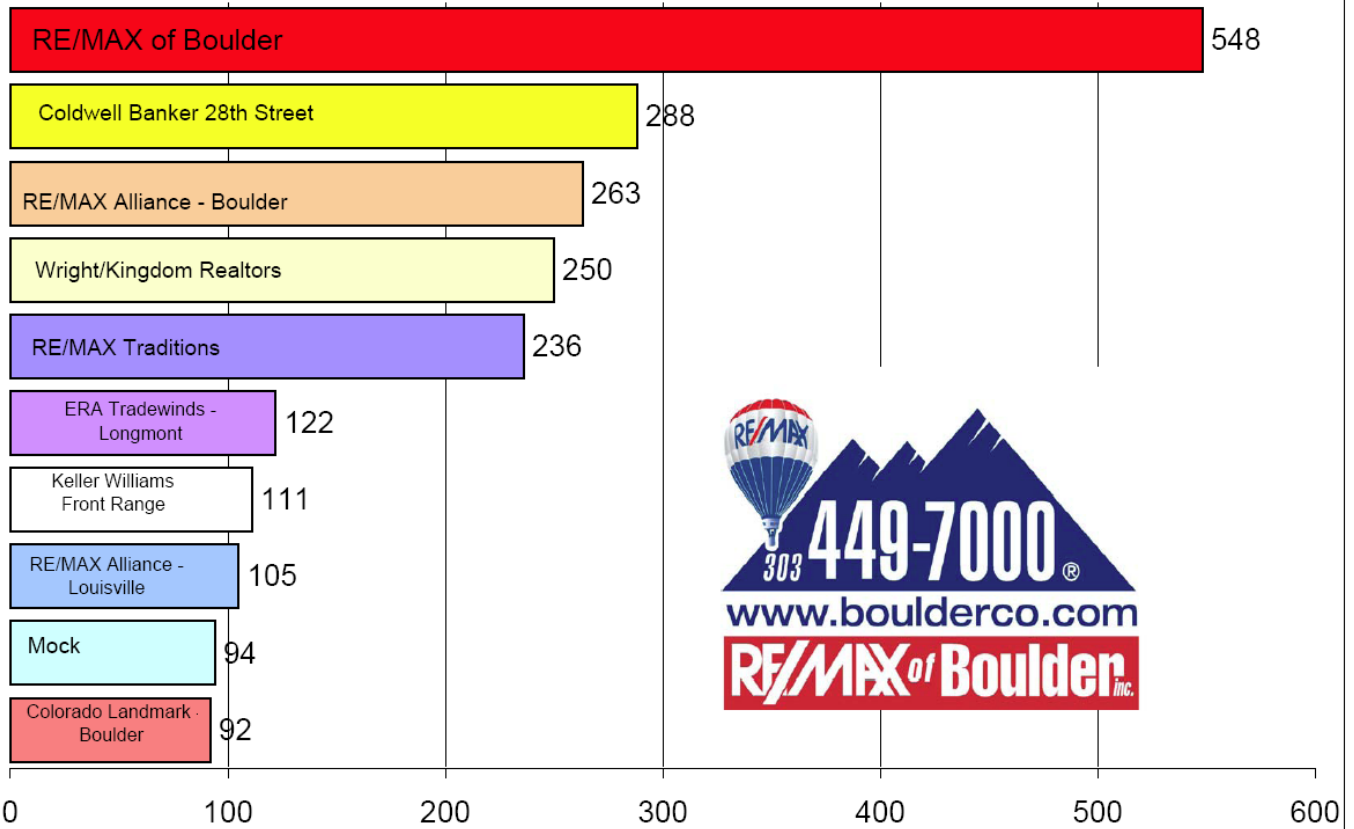
DOMINANCE IN THE MARKETPLACE

RE/MAX of Boulder is dominant not only within all of the RE/MAX franchises, but all brokerage offices serving Boulder and the surrounding area.

Don't confuse the RE/MAX of Boulder office with other RE/MAX franchises. Research, sharing of information, meetings in house with area developers, business and public service leaders provides us with an advantage over our competition.

In 2008, 32% of RE/MAX of Boulder listings were sold in-house. With over 90 realtors, the communication between Realtors assist in a smooth transaction for our clients.

Rankings by Listings Sold Boulder and Broomfield Counties for 2008



Glossary of Terms

ABSORPTION RATE:

The ratio of the number of properties in an area that have been sold against the number available. Used to show the volatility of a market.

APPRECIATION:

The natural rise in property value due to market forces.

AVERAGE SALES PRICE:

The average amount in dollars of the total dollars sold (volume) divided by the total number of homes/attached dwellings.

DAYS ON MARKET:

Number of days from date of listing to close of purchase. Includes the escrow period (under contract) which is typically 30-45 days.

DEPRECIATION:

The natural decline in property value due to market forces or depletion of resources.

FORECLOSURE:

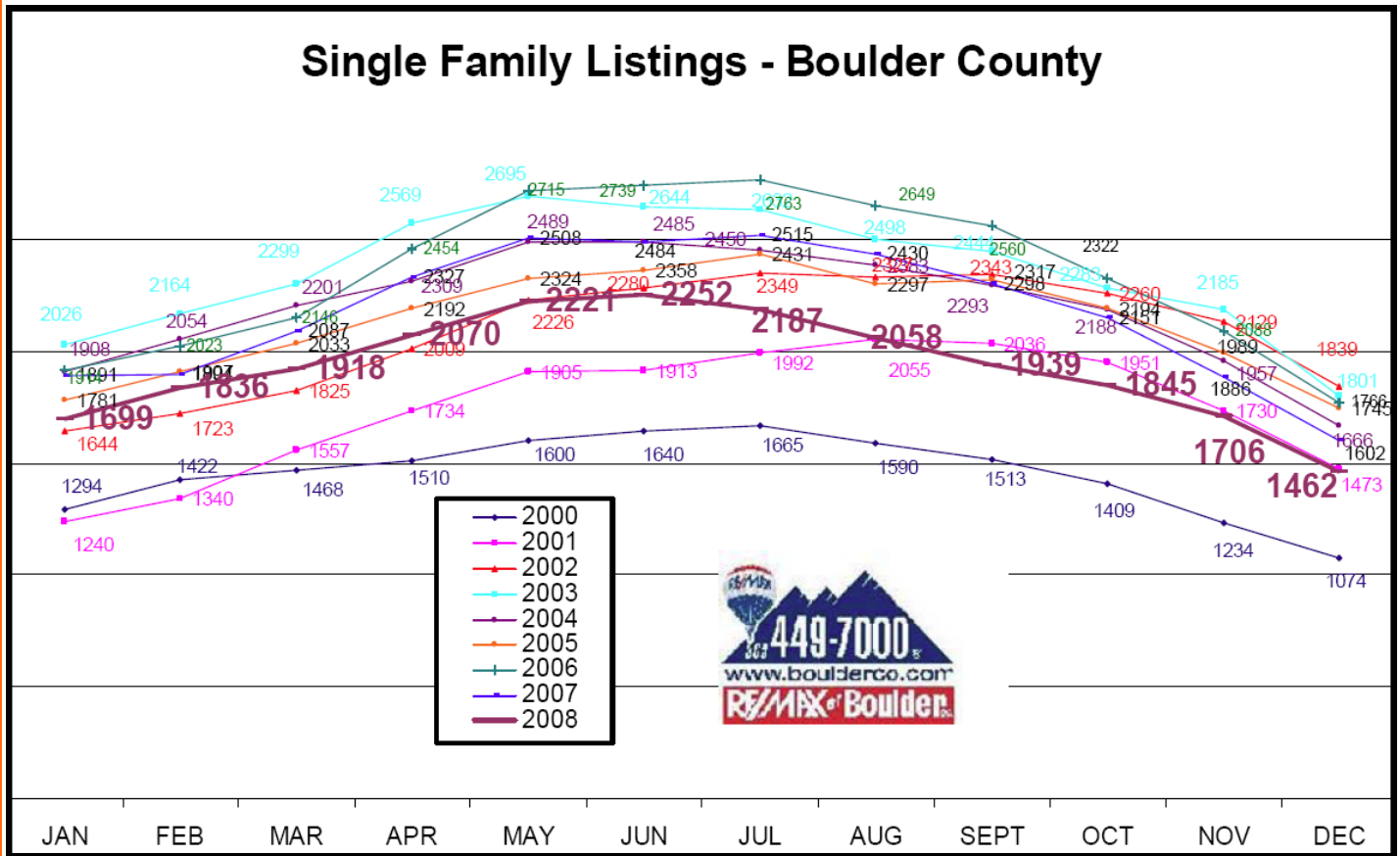
The process whereby a lender can claim the property used by a borrower to secure a mortgage and sell the property to meet the obligations of the loan.

MEDIAN SALES PRICE:

The number in dollar value of the total number of homes/attached dwellings sold divided by 2. This statistic is a better indicator of current market conditions than the average sales price.



Single Family Inventory by Month



The inventory level of 1462 homes is the lowest in Boulder County since 2000. This has helped keep the area from depreciating more so than other areas of the country. For instance, Las Vegas inventory levels are 500% more than last year. Thus, although sales are down in the county, the inventory of 20% less than 2007 has kept home prices in a narrow range from 2007.

Comparison – Number of Sales 1/1/07 – 12/31/07 to 1/1/08 - 12/31/08

Boulder County

- Residential <15.7%>
- Attached Dwelling <13.4%>

Broomfield County

- Residential <10.3%>
- Attached Dwelling <17.8%>



Single Family Homes Average Sales Price

	2000	2001	2002	2003	2004	2005	2006	2007	2008
Boulder	434.1	474.5	482.7	480.1	535.6	607.1	638.9	663	656.7
Broomfield			291.4	292.7	335.3	329.3	348.2	379	396.4
Louisville	288.2	311.6	341.2	320.9	337.3	351.3	361.7	393	390.7
Lafayette	315.9	326.3	326.6	349.4	352.5	391.9	395.6	405	355.4
Longmont	217.2	249.5	252.5	255.8	265.8	279.2	290.1	280	252
Superior	351.8	358.1	366.4	356.8	374.4	423.2	426.4	410	437.8
Plains	458.8	482.1	473.4	499.1	501.5	513	658	589	525.9
Mountains	348.1	358.1	366.4	376.3	362.2	400.5	416.4	457	435.5
Erie		NA	NA	NA	337.8	354.6	356.5	351	345.7

Attached Dwelling Average Sales Price

	2000	2001	2002	2003	2004	2005	2006	2007	2008
Boulder	187.1	222.5	231	235	250	275.3	271.7	280.9	297.7
Broomfield		174.1	197.5	212.8	213.5	204.5	202.8	234.4	217
Louisville	145.8	182.4	178	186.9	183.7	187.8	202.2	218.6	214.7
Lafayette	161.1	187.2	189	185.9	190.2	199.6	200	194.8	181.7
Longmont	151.2	173.6	184.1	184.8	187.7	187.2	191.7	194.1	186.9
Superior	212.3	206.5	221	213.6	213.5	222	214.2	199.6	217.9
Plains	213.1	172.6	191	175.9	188.4	199	192.8	200.5	209.4
Mountains	NA	NA	NA	NA	NA	NA	NA	NA	N/A
Erie		NA	NA	NA	NA	NA	291	284.5	215.3

Single Family Homes Median Sales Price

	2000	2001	2002	2003	2004	2005	2006	2007	2008
Boulder	375	410	405	419.9	467.5	520	545	550.5	539
Broomfield		245.5	237.9	246.0	272.4	274	287.5	304	348.5
Louisville	259	282.5	299.5	285.0	297	310	331	355	350.3
Lafayette	249.5	257	275	285.5	270	331.2	329.1	320	311.5
Longmont	197.5	219.9	224.5	225.0	230	239	242.5	240	319.9
Superior	320	324	334.5	329.0	335.9	389.9	374.9	382.5	401.3
Plains	342	364	377.5	363.0	380	392	485	440.5	400
Mountains	290	295	290	317.0	300	341	360	365	355
Erie		NA	287.5	294.9	295	299.3	315	300.7	305

Attached Dwellings-Median Sales Price

	2000	2001	2002	2003	2004	2005	2006	2007	2008
Boulder	173.2	206.3	217.5	221.7	230	239.9	240	240	249
Broomfield	135	168	197.5	218.9	216	196.9	200	230.2	214.7
Louisville	152.9	178.5	174.8	183.5	180	177.1	188.5	215	212
Lafayette	153.5	177	179	170	179.4	180	189.9	187	169.5
Longmont	139.9	165	173.5	177	175.1	177.4	179.9	182	169.5
Superior	223.9	200	206.1	213.6	196	217	217.5	190	212.5
Plains	149	168	178.5	169	172.5	180	166	176	194
Mountains	NA	NA	NA	NA	NA	NA	154	NA	NA
Erie		NA	NA	NA	NA	NA	245.7	270	175.6



Number of Sales Single Family Homes

	2000	2001	2002	2003	2004	2005	2006	2007	2008
Boulder	931	812	833	955	1032	991	994	934	753
Broomfield		357	291	368	368	394	400	402	353
Louisville	307	274	288	317	302	316	271	247	204
Lafayette	406	373	349	402	372	394	328	313	254
Longmont	1507	1369	1300	1294	1382	1374	1223	1110	1024
Superior	225	173	188	229	203	206	204	168	120
Plains	657	619	410	470	550	429	414	420	297
Mountains	429	378	372	365	423	374	352	309	263
Erie		NA	226	224	291	283	307	321	309
Total	4462	4355	4257	4624	4923	4761	4493	4224	3577

Number of Sales Attached Dwelling

	2000	2001	2002	2003	2004	2005	2006	2007	2008
Boulder	624	615	642	700	771	884	825	796	712
Broomfield		43	95	92	83	89	81	101	81
Louisville	74	87	75	68	72	68	69	90	57
Lafayette	186	181	182	199	146	154	147	149	118
Longmont	417	459	292	341	359	272	236	233	233
Superior	18	52	71	62	40	64	55	49	42
Plains	194	253	183	160	138	129	89	89	60
Mountains	0	NA	NA	NA	NA	NA	NA	NA	NA
Erie		NA	NA	NA	NA	NA	50	45	22
Total	1513	1690	1540	1622	1609	1660	1552	1552	1325

Days on the Market Single Family

	2000	2001	2002	2003	2004	2005	2006	2007	2008
Boulder	44	73	92	101	96	87	89	98	95
Broomfield		88	94	100	97	93	96	101	94
Louisville	28	66	83	94	82	76	74	73	71
Lafayette	52	76	109	111	95	95	104	101	106
Longmont	51	76	90	107	102	101	109	106	97
Superior	43	75	98	100	85	73	85	81	87
Plains	69	99	119	136	132	115	124	120	109
Mountains	76	99	122	138	153	154	130	149	147
Erie		NA	NA	NA	127	112	121	105	147

Days on the Market Attached Dwelling

	2000	2001	2002	2003	2004	2005	2006	2007	2008
Boulder	23	60	77	110	122	126	110	109	115
Broomfield		41	86	122	118	123	140	136	150
Louisville	20	45	76	90	108	103	118	99	104
Lafayette	38	80	89	110	91	97	106	104	116
Longmont	71	162	219	143	149	128	137	141	134
Superior	47	69	88	101	95	126	108	120	111
Plains	47	71	76	109	121	118	100	122	128
Mountains	*	NA	NA	NA	NA	NA	NA	99	NA
Erie		NA	NA	NA	NA	NA	127	134	135



% Change Sales Prices Single Family Homes 12/07—12/08

	Average Sales Price			Median Sales Price		
	2007	2008		2007	2008	
Boulder	663	656.7	<0.95>	550.5	539	<2.0>
Louisville	393	390.7	<0.59>	355	350.3	<1.32>
Lafayette	405	355.4	<12.25>	320	311.5	<2.66>
Longmont	280	252	<10.0>	240	219.9	<8.38>
Plains	589	525.9	<10.7>	440.5	400	<9.19>
Mountains	457	435.5	<4.70>	365	355	<2.74>
Superior	410	437.8	6.78	382.5	401.3	4.92
Erie	351	345.7	<1.51>	300.7	305	1.43
Broomfield	379	396.4	4.59	304	348.5	14.64



Boulder County Absorption — 2008

The months of inventory, also known as absorption rate, is a great tool in determining the direction of the market. Typically, an absorption rate of 6 months is a sign of a stable market. Below 6 months is considered a seller's market and above 6 months is considered a buyer's market.

Price	Number of Homes Sold	Number of Homes Currently For Sale	Months of Inventory	Homes Listed New This Quarter
0 - 99,999	24	31	3.9	23
100,000 - 119,999	31	26	2.5	26
120,000 - 139,999	39	56	4.3	45
140,000 - 159,999	77	99	3.9	63
160,000 - 179,999	78	127	4.9	92
180,000 - 199,999	65	108	5	77
200,000 - 219,999	80	97	3.6	83
220,000 - 239,999	71	117	4.9	93
240,000 - 259,999	69	98	4.3	88
260,000 - 279,999	69	88	3.8	80
280,000 - 299,999	59	117	5.9	84
300,000 - 324,999	65	96	4.4	85
325,000 - 349,999	61	119	5.9	103
350,000 - 374,999	45	74	4.9	58
375,000 - 399,999	46	126	8.2	110
400,000 - 424,999	54	43	2.4	37
425,000 - 449,999	40	86	6.5	69
450,000 - 474,999	30	67	6.7	52
475,000 - 499,999	40	85	6.4	54
500,000 - 524,999	15	30	6	19
525,000 - 549,999	31	68	6.6	51
550,000 - 574,999	26	43	5	22
575,000 - 599,999	15	75	15	46
600,000 - 624,999	16	28	5.3	14
625,000 - 649,999	14	46	9.9	30
650,000 - 674,999	9	35	11.7	23
675,000 - 699,999	16	72	13.5	39
700,000 - 749,999	23	72	9.4	45
750,000 - 799,999	25	65	7.8	40
800,000 - 849,999	11	35	9.5	23
850,000 - 899,999	5	67	40.2	45
900,000 - 949,999	6	25	12.5	8
950,000 - 999,999	5	44	26.4	21
1,000,000 -	43	427	29.8	197

If you have an idea of the price of your house, you can look at the chart below and see how long it is taking the average listing to sell. This stresses the importance of competitively pricing your home so that you aren't having to list the property for an extended period of time.



Absorption Rate by Area: Single Family and Attached Dwelling End of 2008

Area	Months of Inventory
City of Boulder	9.8
Louisville	6.2
Lafayette	6.9
Longmont	8.1
Suburban Plains	14.4
Suburban Mountains	15.9
Superior	5.8
Erie	8.4
Broomfield	6.7



Going Forward....2009

Although the media has portrayed the housing market to be in dire straits at a national level, Boulder and its surrounding area has weathered the storm much better than other areas of the country. For 2008, 20% of all sales in Boulder County were foreclosures. The City of Boulder, or as some say Republic of Boulder, did much better as only 3.5% of sales were foreclosures.

This compares drastically to places like Las Vegas where 60% of homes sold are either foreclosures or short sales. In addition, home prices have declined there 45-55% over the last two years.

***50% of all US foreclosures are within four states:
Nevada, California, Arizona and Florida***

PMI's Market Risk Index, a research company:

Measures the likelihood of home price declines in two years for each of the nations 381 metropolitan statistical areas' (MSAs)

Risk Index uses economic, housing, and mortgage market factors to determine probabilities.

17 of the largest 50 MSAs are ranked in the highest risk category – Denver did NOT – minimal risk for Denver, less than 1% chance.

16 of the 17 MSAs with the highest risk are in California, Florida, Nevada and Arizona

16% of 381 MSAs are high risk for price declines in the next two years

80% of the MSAs have minimal or low risk of price declines in the next two years

High risk areas are in the areas of highest concentration of foreclosures

Denver is considered the 10th best market out of the top 50 in the US

Denver and Boulder have a less than 1% chance of lower prices in the next two years!

This forecast is further strengthened for the City of Boulder by the prevalence of National governmental agencies that are locally based such as the National Center for Atmospheric Research (NCAR/UCAR), National Institute of Standards and Technology (NIST), National Oceanic and Atmospheric Administration (NOAA) and the Department of Commerce research labs. There is no indication from the current administration that funding to these major agencies, of which there are a lot of highly paid employees, will be reduced. As well, the University of Colorado, is a large employer of the area. For these reasons, and the natural aesthetics of Boulder etc., Boulder should continue to be more insulated to this economic downturn compared to other areas of Colorado and the rest of the country.

Interest rates are at historic lows, hovering around 5%. If you have good credit and the ability for 10%+ down payment, getting a loan is still easily accessible. As well, some FHA loans can be done for as little as 3% down. First time home buyers, or those who haven't owned a home for at least three years, also have a tax incentive of \$7,500.

It is hard to predict a bottom in home prices as you don't realize a bottom until it is already behind you!



Testimonials From Some of Our Satisfied Clients

Dear Wes, I am not the easiest of clients for a real estate agent because I am very clear on what I want and what I will pay for...kinda picky. Your patience with me to ensure my happiness with whatever I purchased was wonderful. I never felt pressured and I knew that you too were looking out for my best interest. Your integrity as my agent was impeccable, and allowed me to feel safe, secure, and trust that I would end up with the house that was right for me. This indeed happened, and I cannot thank you enough. It will be my pleasure to refer all my friends, and their friends too, to use you as a buying or a selling agent. Quite frankly, integrity is almost a word getting ready to be dropped from the dictionary due to its waning existence. You are a breath of fresh air in this regard. All my best to you. Warmly, and with deep appreciation,

Bruce

“We have bought and sold a lot of real estate in the past but no other agents have come close to offering the service that Wes gave to us. Wes was honest, reliable and always on the ball with keeping us informed every step of the way with the sale. His recommendations for a broker and building inspector were second to none. If you are looking for prestige service then we have no hesitation in recommending Wes as your No.1 real estate agent!”

Craig and Emma.

Dear Wes, thank you so much for your help in both the purchase of my new home and sale of my home of seven years! Your knowledge of the market especially during a difficult time was incredibly helpful and provided ease to a very stressful time. What I found particularly unique was the time you dedicated. You were not afraid to try any and every avenue to bolster sales interest. Just knowing you were willing to go over and beyond what many sellers would deem as typical sales strategy maintained the comfort I needed. Furthermore, your representation during the purchase of my new home was equally special as it was a new-build. The fact that you monitored all critical dates and supported very special needs as we approached closing time was exactly what was needed.

Thank you again for your time and dedication!

Michael

“As a Californian, new to Boulder, I was an insecure ball of nerves going into the purchase of a property. After several social visits to Boulder, I was hooked as I imagine many are. I met Kimberly and her ingratiating and enthusiastic manner won me over immediately, not one moment was directed to the “hard sell” approach. She was tireless in providing available listings and gauging my level of comfort with a house. I can not even estimate all the time she spent with me and my quirky requests. Kimberly’s intuition in the negotiating process was invaluable. As a lawyer, I am no stranger to negotiation, but the sensitivity to details and strategy impressed me. Customer service is not just a term I throw around aimlessly...she truly made me feel like I was the most important client she had, and ever will have! I could not be more satisfied and feel gratitude to her daily for putting me together with the place of my dreams!”

Ann

“Our first night in the place was great. I had a new air mattress and pump, but the pump required charging, so we literally slept on the floor. We slept like rocks though, finally a true home in Boulder. Thanks for all the help from searching to closing. Wes, you made what I have seen to be a stressful time for others, fairly relaxed and easy. We will definitely send any others looking for homes your way and also be headed your way ourselves in about five years. Lara already has her eyes on places in the foothills.”

Billy and Lara

Wes, The house is beautiful. I hated having to leave it. The house was left in great condition. I hope you and/or you and your wife can make it up there. I would love for you to see it again.

Bob and Liz - (out of state buyers)

Thanks for everything. The house is truly perfect!!!

Testimonials Cont.....

"We wanted to thank you for all your help and professionalism throughout our home buying process. We were very pleased with your caring, concern and attention to our needs."

George and Jane

"When Kimberly puts her mind to something you can assume it is as good as done. She takes the hard work and lessons she learned at the top of women's cycling and continues to amaze me with the effort and work she puts into selling a house. I appreciate her work ethic, communication, guidance, and sense of humor in this market."

Beth and Jon

We want to thank you for your professionalism, your consistency and most of all your passion. We could not be happier with your talents and most of all, your knowledge. Thank you for being our real estate agent and our friend.

Kindest Regards,

Matt and Kelly

"I knew I wanted a retreat home in the mountains on several acres that was close enough to Boulder, but also one within my price range. What I really appreciate about Wes is how he takes the time to put himself in his client's mentality. One of the first homes we looked at I ended up purchasing, and after living here for two months, I couldn't be more thankful. From 7500 feet, I have a private view of Arkansas Mountain, nestled on two acres of Pine trees and only 4.6 miles from downtown Boulder. I really feel I have the best of all worlds. Thank you Wes Hobson."

John

"I really enjoy working with Wes. He is a hard worker, and knows just about everyone in Boulder, and everyone who wants to move here. But what impressed me most was Wes' attentiveness. Most real estate agents I have worked with show you what they think you want, not what you asked to see. Wes truly listens, and he found exactly what I was looking for in very short order. I found the experience to be very professional, and his handling of the more complex and touchy areas of a complex purchase to be quite deft. I would recommend Wes in any situation- whether for personal/residential real estate, or mountain real estate. Wes is currently managing sales for my new development: Roosevelt Ridge Private Reserve (www.rooseveltridge.com), and is doing extremely well."

Scott

"Kimberly, you are awesome at what you do. I have dealt with other agents when buying and selling, and you went far beyond what they did for us."

Caroline and Rich

"Wes was my real-estate agent for the purchase of my new home. He was available, timely, patient, informative, kept in touch, dealt with several parties at the same time, not pushy and organized. He spent a lot of time showing me homes. I have no hesitation to recommend Wes as a competent and knowledgeable agent."

Marek

"Kimberly was excellent to work with on the sale of our home. She was very communicative, organized, resourceful and helpful throughout the process. We were thankful for all her support and guidance."

Dede and Michael Barry, Olympic and World Champion cyclists
