

REAL ESTATE

Vol. 1 • Issue 2

ELEVATED

COLORADO EDITION



Meet the *Agents* Inside this Issue!



Listings



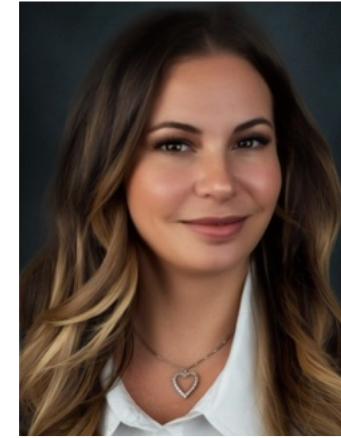
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Letter from the *Editor*

Dear Readers,

Momentum is the word that best describes Colorado's real estate market today.

Across many parts of the state, we're seeing renewed activity — from increased investor interest to creative approaches in a changing environment. This energy is driving not just transactions, but innovation and adaptability across the industry.

In this issue of Real Estate Elevated Magazine, we celebrate that sense of forward progress. You'll find insights into local market trends, stories of resilience, and a look at how companies are navigating today's real estate landscape.

Our feature on Elevated Title highlights how the team is meeting the current boom in investor activity — responding with confidence, efficiency, and a clear focus on what clients need to close successful deals. It's a reminder that even in shifting times, the right expertise and service make all the difference.

Thank you for reading. We hope this issue sparks fresh ideas and supports your continued success in Colorado's evolving market.

Onward and upward,

Tammy Hayutin

Editor-in-Chief, Real Estate Elevated Magazine



MEET

JILL CLARK

From Broadcasting to Closings—Building *Community* One Home at a Time

After three decades in the high-stakes world of TV advertising, Jill Clark wasn't looking for just another sales job—she wanted something more personal, more lasting, and more impactful. Real estate became that next chapter. And today, as a trusted agent in the Lone Tree and Meridian area, she's proving that experience, community focus, and entrepreneurial grit go a long way.

From Commercials to Closings

Before real estate, Jill spent over 30 years selling TV advertising, where her income was entirely performance-based—a background that taught her how to hustle, negotiate, and spot value fast. But as the media world changed—and her own kids stopped watching traditional TV—she knew it was time for a change.

"I wanted a career with longevity," Jill shares. "Real estate was the perfect way to merge my sales skills with something that gave me independence, purpose, and the ability to truly help people."

Hyper-Local Insight. High-Impact Service.

Jill isn't just an agent—she's a connector, advocate, and resource for her community. A Lone Tree resident and lifelong Coloradan, she regularly attends city council meetings, runs a highly active neighborhood Facebook group, and provides real-time insight into local issues, developments, and real estate trends.

That boots-on-the-ground presence gives her clients a serious edge. "I know the area, the dynamics, and what buyers are looking for," she says. "And I know how to position a home—or an offer—for success."

In This Market, Strategy Matters

Jill describes the current real estate landscape as "a tale of two houses." Properties that are priced right and move-in ready fly off the market—often with multiple offers. But homes that are over-priced or in need of work? They linger.

That's where her market knowledge and sales background really shine. Jill helps clients recognize which side of the equation they're on—and how to pivot for a winning result. "There's more opportunity for creativity in making deals than ever before," she adds. "The key is knowing how to craft a deal that works for everyone."

A Process That Pays Off

Jill's not just guessing when it comes to listings—she's got a proven process that helps sellers consistently earn more. "Set a listing appointment with me, and I'll show you the data," she says confidently. "It's not hype. It's strategy that works."

Her advice for clients? "Treat it like a partnership. You and your agent are on the same team. When you commit to the process, great things happen."

Rooted in Consistency. Driven by Heart.

Success didn't happen overnight—and that's exactly why Jill's built a sustainable business. "Just keep swimming," she says. "Even when the results take time, consistent effort is what fuels growth."





That mindset carries into everything she does—from supporting clients to volunteering with her church and Clothes to Kids of Denver, a nonprofit that provides school clothes to families in need.

A Life Built in Colorado

When she's not working deals or volunteering, Jill loves a good puzzle, playing pickleball, and watching gymnastics—something she's loved for years. She's also proud to live and work in a place as vibrant and evolving as Lone Tree.

"This city still has so much exciting change ahead," she says. "And I feel lucky to help people find their place in it."

Connect with Jill Clark

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-  Facebook + Instagram: @JillClarkMoves
-  Join her private group:
Lone Tree Meridian Resident Resource

Elevated Title *Ribbon Cutting* and Business After Hours *Recap*



Date/Time: Wednesday, February 12, 2025 | 5-7 PM (Ribbon Cutting at 6 PM)

Thank you to everyone who joined us for the Ribbon Cutting celebration at Elevated Title in Greenwood Village! The event marked an exciting milestone for Elevated Title, a full-service title company committed to delivering exceptional title and escrow services tailored to real estate professionals and investors.



The evening also featured our monthly **Business After Hours**, bringing together community members for an evening of networking, celebration, and connection. Guests enjoyed delicious hors d'oeuvres and beverages and had the chance to win great door prizes.

We appreciate everyone who came out to support Elevated Title and made this event a success!



ESTATE PLANNING & REAL ESTATE:



Practical Tips for Real Estate Professionals and Investors

By Ilya Lyubimskiy, Attorney at Law, CPA

As an estate planning and probate attorney practicing in Colorado, I've seen firsthand how common estate planning mistakes lead to prolonged probate proceedings, delay real estate transactions, and create unnecessary headaches for families. For realtors, investors, and anyone involved in real estate transactions, understanding how property passes at death is essential to avoiding costly mistakes. In this article, the term "real property" refers broadly to residential and commercial real estate, timeshares, and oil and gas interests, all of which are considered real estate under Colorado law. This article reviews practical estate planning issues that realtors and real estate investors should understand to make informed decisions involving real estate.

How Real Estate Transfers at Death: Wills, Trusts, Beneficiary Deeds, and Joint Tenancy

Many people mistakenly believe that a Will controls all of their property after death, but a Will only governs assets still titled in the decedent's name after death. Wills are indeed the traditional method of transferring property after death, but what many people don't realize is that any property governed by a Will must go through probate.

Probate is a court-supervised process designed to settle a decedent's financial affairs and is required to transfer ownership of the decedent's assets to their heirs. Probate is a multiple step process that is managed by a Personal Representative, who is appointed by the court.

The probate process often takes six months to a year or longer. How long probate takes depends on multiple factors including state law, the estate's complexity, whether any disputes arise, and how quickly the necessary steps are completed by the Personal Representative. For real estate transactions, probate can result in delays in selling or transferring property.

However, it's important to note that not all real estate is subject to the probate process.

In Colorado, real property can transfer outside of probate when:

- A valid beneficiary deed is recorded on the property before the owner's death.
- The real property is properly deeded into a revocable living trust during the owner's lifetime.
- The property is owned in joint tenancy with rights of survivorship, and a joint tenant survives the decedent.

If none of the above apply—such as when property is owned in tenancy in severalty (sole owner) or as tenancy in common—probate will be required to transfer title after death.

1. Joint Tenancy *What Happens at Death?*

Adding children or relatives as joint tenants with right of survivorship is a way some people try to avoid probate with real property, but it can result in serious legal and financial risks. First, joint tenants become immediate co-owners, exposing the property to their creditors, divorces, or lawsuits. Second, when an original owner adds a joint tenant to a mortgaged property, the action may violate the due-on-sale clause in a mortgage. A due-on-sale clause generally permits the lender to demand full repayment of the loan or refinancing by the original borrower. Third, joint tenancy can limit the capital gains tax step-up in basis on a property—only the deceased's share may receive a step-up, leaving the surviving owner with higher potential tax liability after a subsequent sale. It is important to note that although joint tenancy avoids probate when a surviving owner remains, probate is still required when the last joint tenant dies.

2. Wills and Probate

When a person passes away and has only a will, or no estate plan at all, the real property in that person's name will go through probate and cannot be transferred out until the probate court grants permission through a court order.

Common delays associated with the probate process include:

- Heirs disagree over who should manage the estate, how to distribute property, whether to sell the real property, or the sale price.
- Even when there is no disagreement among the heirs of an estate, a sale or transfer of real property can be delayed for months or longer while the Personal Representative waits for a court order (this order is typically referred to as the Letters Testamentary or Letters of Administration).

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3. Beneficiary Deeds

Beneficiary deeds transfer real property directly to named beneficiaries without going through the probate process, but they can sometimes create more problems than they solve. First, all beneficiaries must agree on what to do with the property. Some may want to sell the property, while others may want to keep the property. These types of disagreements can halt a sale.

Additionally, Colorado law imposes a four-month waiting period on the beneficiaries' rights to transfer title after the original owner's death. This waiting period can become problematic if beneficiaries cannot cover mortgage payments, utilities, or maintenance during that time.

Other considerations include naming backup beneficiaries when appropriate and remembering to update or revoke the deed to reflect the owner's current wishes.

4. Revocable Trusts

Effective if Properly Funded

Revocable living trusts are excellent estate planning tools used to avoid probate, maintain privacy, and manage assets during incapacity. But these trusts only avoid probate if the real property and other assets have been correctly transferred into the trust. This process of transferring assets into a trust is referred to as trust funding.

Common funding mistakes include:

- **Real property was never deeded into the trust (still titled in the individual's name).**
- **Improper vesting (trust not correctly identified).**
- **Trust document lacks clear authority for trustees to sell or manage real estate.**

LLC-Owned Properties — *Probate Risks and Mortgage Traps*

Many real estate investors choose to hold property in Limited Liability Companies (otherwise known as LLCs) for liability protection and to separate business and personal assets. However, it's important to note that LLCs can still trigger probate issues and cause problems with existing mortgages.

If an LLC is owned by a single member, or by multiple members without a well-drafted operating agreement in place, a deceased member's interest can still end up in probate. In multi-member LLCs, surviving members may deal with another headache – when they are forced into business with the deceased member's heirs after the probate process is completed.

Common issues with LLC-owned real estate include the lack of an operating agreement or, no clear plan for who will inherit or manage the LLC upon a member's death or incapacity. Additionally, transferring real property subject to a mortgage in an individual's name into an LLC can violate the due-on-sale clause, giving the lender the right to demand full repayment or require a refinance. Ultimately, real estate investment property owners should seek legal advice before transferring property into an LLC, especially when a mortgage is involved.

TIPS FOR AVOIDING REAL ESTATE PROBATE PROBLEMS:

- ✓ **A will alone won't skip probate:**
Real estate still gets tied up in court even if you have a will.
- ✓ **Be careful with joint tenancy:**
Adding someone to your title can expose you to their debts and legal issues.
- ✓ **Know the risks of beneficiary deeds:**
Heirs must agree on sales, and title transfer is delayed for at least 4 months in Colorado.
- ✓ **Properly fund your trust:**
A revocable trust must actually hold the real estate to avoid probate.
- ✓ **Don't rely on an LLC without a plan:**
Make sure your LLC has a solid operating agreement to prevent probate issues.
- ✓ **Talk to an estate attorney early:**
Planning ahead can save your family time, money, and stress later.

Final Thoughts

Probate and other property transfer issues are common in real estate transactions. These issues can disrupt sales but can be avoided or minimized with proper planning. Real estate professionals and investors alike should stay informed to identify potential issues and know when to seek legal guidance.

By recognizing potential problems with title, ownership, and succession planning or lack thereof, people can avoid costly delays and plan for more efficient transitions. Consulting an experienced estate planning attorney can keep real estate sales and transfers on track and avoid future problems.



“*I love being useful. I love helping people build wealth. And I love making people happy.*”

MEET

MEITRA HOJJATIE

Meitra Hojjatie: Hustle, Heart, and Home — A Real Estate Journey That’s *Unmistakably* Elevated

In Colorado’s fast-moving real estate market, few agents bring the combination of grit, grace, and authentic connection that Meitra Hojjatie does. Her journey into real estate was anything but predictable — it’s a story built on resilience, hustle, and an unshakable passion for helping people find their place in the world.

Her story began in Sacramento, where she worked for a woman who built a 400-home property management company from the ground up. That early exposure sparked her entrepreneurial spirit. From nannying to tackling whatever came her way, she learned the value of perseverance and showing up.

Meitra’s educational path reflected that same determination. She attended four colleges — San Francisco State University, Cosumnes River College, Front Range Community College, and ultimately Colorado State University, where she earned a double major in Communications and Interdisciplinary Liberal Arts. “It took me eight years to finish my four-year degree, including taking a year off,” she reflects. “Graduating was honestly one of the hardest things I’ve ever done. I wasn’t built to sit in a classroom.”

While working at The Light Center in Fort Collins after graduating, she realized it wasn’t lighting that captivated her — it was homes, spaces, and the potential they held. Real estate offered everything she craved: meaningful relationships, creative problem-solving, and no ceiling on her potential.

In 2020, she got her start at Networth Realty, diving headfirst into the world of investor-focused real estate. “I didn’t even know what an investor was,” she laughs. “I pictured old guys in skyscrapers talking numbers.” Fast forward to today, and she’s not just fluent in the language of investors — she’s helping shape the conversation.

Now with Madison & Company Properties on the Wealth By Real Estate team, Meitra runs a thriving dual-sided business, working with both traditional buyers and sellers as well as fix-and-flip investors and developers. Her insider knowledge of what appeals to end buyers allows her to guide investors strategically, while her hands-on experience with renovations and distressed properties is invaluable to her traditional clients.

But more than anything, Meitra is a relationship builder. Her business thrives on referrals, friendships, and fierce loyalty to her clients — most of whom become lifelong friends. Whether she’s negotiating a dream home or bringing investors together at her monthly meetup at Reiver’s Bar and Grill, she shows up fully.

“I love being useful. I love helping people build wealth. And I love making people happy,” she says. That authenticity shines through in every transaction and interaction. Her advice is direct and real: *“Buy when you can — don’t wait for what-ifs. Sellers, don’t cut corners. Buyers are more selective than ever.”*

Outside of real estate, Meitra’s recovery journey is foundational to who she is. With five years of sobriety, she’s deeply involved in the recovery community, even founding a meeting that now draws people weekly. *“Service work and helping others is the heart of the program — and that translates into my work, too.”*

When she’s not closing deals or mentoring others, you’ll find her at music festivals, visiting far-flung friends, watching Bravo, or pushing herself at CycleBar and in the gym. But make no mistake — real estate is never really “off.”

Her favorite kind of deal? Distressed single-family homes ready for a flip or scrapes sold to developers. But for Meitra, it’s never just about the transaction — it’s about connecting people to opportunities and watching the impact unfold.

As she puts it: *“Being my authentic self is the key. Real estate isn’t just about who wants to work with me — it’s also about who I want to work with. The customer isn’t always right — sometimes they’re committing fraud and blasting their serotonin every weekend.”*

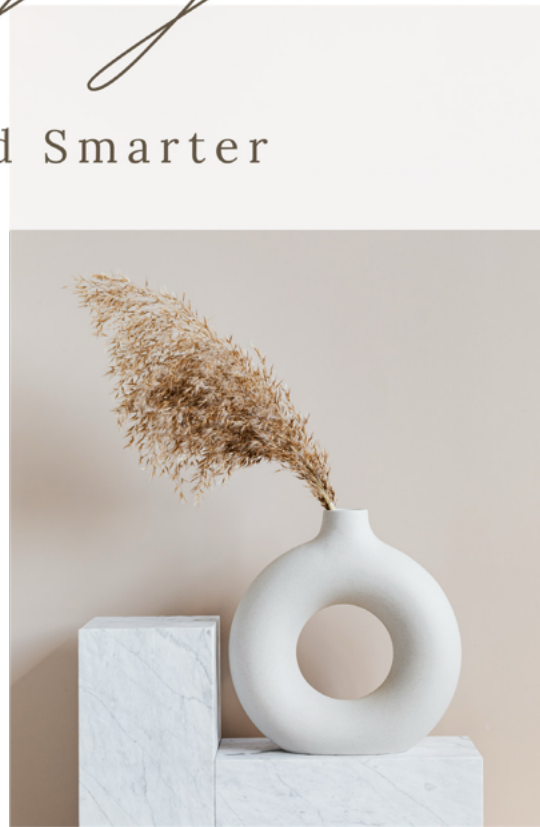
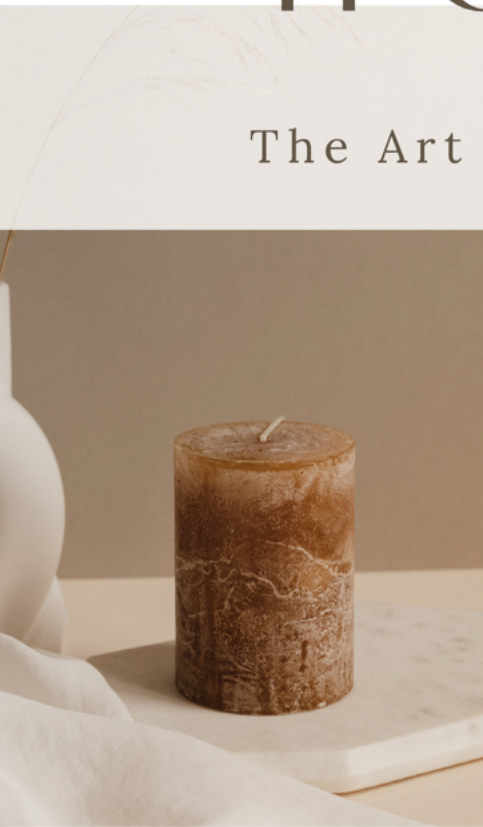
With humor, hustle, and heart, Meitra is redefining what it means to be a real estate professional in Colorado. Elevated, indeed.

Connect with Meitra:

 @meitra.hojjatie

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 Google Business: Meitra Hojjatie Realtor



WHY *Staging* MATTERS

In today's competitive housing market, first impressions aren't just important—they're everything. According to the National Association of Realtors, 82% of buyer agents say staging makes it easier for potential buyers to visualize a property as their future home. And staged homes sell 3x faster on average than non-staged ones.

Staging is more than just decorating. It's a strategic marketing technique designed to highlight a home's strengths, minimize its weaknesses, and help buyers emotionally connect with the space. From rearranging furniture to adding modern decor, staging transforms a property from "for sale" to "must have."

Psychology in Staging: Selling a Lifestyle

Buyers aren't just looking for four walls and a roof—they're imagining their lives in a new space. This is where staging becomes powerful. It tells a story.

A cozy reading nook by the window? That speaks to relaxation. A staged dining area with elegant place settings? That suggests entertaining friends and family. These subtle cues create emotional attachment and can even justify a higher price in the buyer's mind.

Virtual vs. Physical Staging

In the digital age, virtual staging is rising in popularity. It's cost-effective and allows for easy customization—but it has limits. A buyer walking into a physically empty home after seeing staged photos online may feel misled. When possible, physical staging still carries the most impact during showings.

Key Rooms to Stage

Not every room needs staging, but some carry more weight than others.

Focus on:

Living Room – Central gathering space; should be clutter-free and welcoming.

Kitchen – The heart of the home. Clear counters, add fresh fruit or flowers.

Primary Bedroom – Should feel serene, neutral, and spacious.

Bathrooms – Cleanliness is key. Add white towels, candles, and plants.

Entryway – Sets the tone. Add a mirror, small bench, or rug.

Cost vs. Return on Investment

The average cost to stage a home is between \$1,500–\$3,000, but it can yield significant returns. **A staged home can sell for up to 5-10% more than its non-staged counterpart.** For sellers, this can mean tens of thousands in profit.

If full staging isn't in the budget, consider partial staging—focusing on key rooms—or even a consultation with a professional stager for DIY guidance.





Elevating Success:

A Conversation with Amy Terry on Real Estate, Resilience, and Giving Back

Amy Terry's real estate journey began long before she ever held a license. As a high school student answering phones in a real estate office, Amy got her first taste of the industry — and though she initially set her sights on law school, a pivotal internship made her reconsider. Encouraged by a mentor to get her license and “just see if you like it,” Amy took the leap — and twenty years later, she hasn't looked back.

What keeps her motivated?

“No two days are ever the same,” Amy says. “Real estate challenges me to think critically and solve problems. Plus, the harder you work, the more you get out of it — it's incredibly rewarding.” Today, she finds added fulfillment mentoring agents on her team, a role that brings fresh energy and purpose to her daily work

With nearly 500 closed transactions and the perspective of a managing broker, Amy's depth of experience is one of her greatest assets. “I've worked every role in this business,” she explains. “From the front desk to partner in the firm, I've seen it all. I'm also an active investor and developer, so I bring a wide-angle lens to every deal.”

But numbers only tell part of the story. What truly sets Amy apart is her heart for service. One of her most memorable client relationships began with a nervous single mother buying her first home —

and over the years, Amy helped her client transform from a first-time buyer into a confident investor, building a portfolio that now supports her family's future.

Amy's insights into the current market reflect both pragmatism and optimism. “We're in a volatile time — fluctuating rates, tight inventory — but real estate

remains one of the best long-term wealth-building tools,” she explains.

Her advice? For sellers: prep your home thoughtfully and price it right the first time.

For buyers: focus on long-term value, not market timing, and lean on a trusted advisor.

When it comes to marketing, Amy

takes a strategic yet personal approach. “Every home has a story, and it's my job to tell it — through photos, video, social media, email campaigns, and my network.” She also invests in her brand as an educator, consistently sharing insights and success stories to position herself as a lifelong advisor, not just an agent.

“Every home has a story, and it's my job to tell it.”

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“I love the strategy of helping someone upgrade into their dream home.”



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Though she doesn't play favorites with property types, Amy admits she has a soft spot for move-up buyers. "I love the strategy of helping someone upgrade into their dream home. It's complex, but incredibly fulfilling."

Her philosophy on success? Amy lives by the "Go-Giver" mindset: focus on providing value, and success will follow. This approach extends beyond business, as Amy and her team regularly give back through local charities like Brothers Redevelopment and One Warm Coat, along with client and community events.

A sixth-generation Coloradan, Amy is deeply rooted in Littleton, where she loves the blend of natural beauty, community, and revitalized downtown charm. Outside of work, she prioritizes health, fitness, family time, entertaining, and travel.

For those wanting to connect, Amy is active across Instagram, LinkedIn, and Facebook — but you can just as easily reach her by phone or email. One thing's for sure: whether she's closing a deal, mentoring an agent, or hosting a Broncos watch party, Amy brings passion, purpose, and a commitment to elevating those around her.

Follow Amy on
Instagram @amyterrydenver, LinkedIn,
or Facebook, or reach out at
Amy.Terry@theagencyre.com

Listings



3025 Ivanhoe St.
Denver, CO 80207
\$850,000

5 beds | 3 baths | 2,196 sqft

Welcome to 3025 Ivanhoe. Fully remodeled 5-bedroom, 3-bathroom ranch with all living space above grade—no stairs, no basement. This home was just updated top to bottom with modern finishes, a functional layout, and brand-new central A/C.



JOE GIAMPIETRO, Broker Associate

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MEET

TASHA BECKMAN

Real Estate with Grit, Grace, *and* a Fierce Mama Bear Heart

Resilience isn't just a buzzword for Tasha Beckman—it's her life story. As the Broker/Owner of EXIT Mosaic Realty and founder of the Mama Bear Team, Tasha brings decades of experience, unshakable integrity, and fierce advocacy to every client relationship. She's not just in the business of selling homes—she's in the business of protecting people during some of the most pivotal moments of their lives.

A Journey Fueled by Faith, Reinvention & Grit

Tasha's real estate journey began back in 1986 with an administrative role managing backend operations for 14 agents. By 1989, she had launched her own support company—one that grew to serve 28 agents over two decades. But her thriving business took a devastating turn after a trusted employee embezzled nearly \$200,000, forcing her to walk away in 2007, emotionally and financially drained.

Still, real estate wasn't done with her—and she wasn't done with real estate. In 2017, she came back, this time with a renewed sense of purpose. She launched a team from day one, and within five years, became the proud owner of her own EXIT Realty franchise in Centennial, Colorado.

The “Mama Bear” Approach

Whether she's helping a first-time buyer find their footing or guiding a seller through a major life transition, Tasha leads with a unique blend of empathy, expertise, and unwavering protection.

“I'm not just an agent. I'm a fierce advocate,” she says. “Especially when someone is going through loss or divorce, they need someone who's got their back and isn't afraid to fight for them.”

She's helped countless families navigate estate sales, major cleanouts, and overwhelming transitions—all while delivering results and peace of mind.

Innovating for Impact

Tasha's experience on the operations side of the business gave her rare insight into what really works—and what doesn't. That inspired her to create The Peace Planner, an estate and probate workbook that's now available on Amazon. It's her way of helping others avoid unnecessary heartache by planning ahead.

She also launched the Moving Makeover Program, offering sellers up to \$10,000 in home prep costs (reimbursed at closing). Whether a home needs

major upgrades or thoughtful staging, she brings solutions that reduce stress and increase value.

Market-Smart, Client-Centered

In today's shifting market, Tasha helps buyers get creative with financing—exploring rate buydowns, ARMs, and down payment assistance. She encourages flexibility, especially for first-time buyers navigating affordability challenges.

On the seller side, she recommends patience, realistic pricing, and offering incentives that help buyers cross the finish line. “The market's different—but it's still full of opportunity,” she explains.

Faith, Family & Fierce Dedication

Tasha's brand isn't just built on business acumen—it's grounded in her personal values. She supports local causes like Kids Mobility Network, donates to youth hockey leagues, and never hesitates to quietly cover lunch for a military family sitting nearby.

When she's not working, you'll likely find her on a golf course, unplugged from the world and soaking up Colorado sunshine.

The Mama Bear Team Difference

The Mama Bear Team isn't just a name—it's a promise. Tasha and her team are known for delivering white-glove service, strong results, and compassion when it matters most.

“I've been through hard things,” she says. “And I've come out the other side stronger. That's what I bring to every client. Strength. Stability. And the belief that we can always build something better.”

Connect with Tasha Beckman


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 @MamaBearTeam on social media

 Text mamabear to 85377 for all contact info

The State of the Economy and Housing Market:

A 2025 PERSPECTIVE

As we progress through 2025, the U.S. economy presents a mixed picture—growth is resilient, but uncertainty remains high. One of the most closely watched sectors, housing, continues to reflect the ripple effects of post-pandemic inflation, persistent interest rate hikes, and demographic shifts.

Economic Overview

The U.S. economy has shown signs of slow but steady growth. According to the Bureau of Economic Analysis (BEA), GDP grew at an annualized rate of 1.8% in the first quarter of 2025—lower than the previous year's average but still positive amid tighter financial conditions.

Inflation remains a core concern. While the Consumer Price Index (CPI) has moderated from its 2022–2023 highs, core inflation (which excludes food and energy) continues to run above the Federal Reserve's 2% target. As a result, the Fed has maintained its cautious stance, with benchmark interest rates hovering around 5.25%—a historically high level that has weighed heavily on sectors reliant on credit, such as housing.

Housing Market Trends

The housing market has entered a transitional phase. Home prices, which skyrocketed in 2021 and 2022, have largely plateaued in many metropolitan areas. According to the National Association of Realtors (NAR), the median existing-home price stood at \$412,000 in April 2025, up just 1.2% year-over-year.

Mortgage rates remain the single most important factor shaping homebuyer behavior. Average 30-year fixed mortgage rates have remained above 6.75%, keeping monthly payments out of reach for many first-time buyers. As a result, demand has softened, and inventory has slowly started to increase—though still well below historical norms.

Meanwhile, rental markets are stabilizing. After record-breaking rent hikes in major cities, vacancy rates have begun to climb slightly. This shift is giving renters more negotiating power but also causing concern among small landlords operating on thin margins.

New Construction and Affordability

Homebuilders are caught in a bind. While there is strong demand for affordable housing, high construction costs and zoning restrictions continue to limit supply. Builders have pivoted toward smaller, more affordable homes, but financing constraints have slowed ground-breakings.

“Affordability remains out of reach for many first-time buyers.”

The affordability crisis is particularly acute for low- and middle-income households. In 2025, the average

homebuyer now needs to earn over \$110,000 annually to afford a median-priced home with a 20% down payment—well above the national median income.

Looking Ahead

Will relief come soon? Much depends on the path of interest rates and inflation. A drop in rates could stimulate buyer activity, but sustained improvement in housing affordability will likely require structural changes: increased inventory, zoning reform, and targeted incentives for new construction.

Until then, buyers, sellers, and renters alike must navigate a housing market that remains in flux—shaped by forces both economic and political.



MEET

H & CO
REAL ESTATE

H & CO Real Estate: *A Boutique Firm with a Big Vision*

In a market as competitive and fast-moving as Denver's, it's not easy to stand out. But H&CO Real Estate does—effortlessly.

This boutique firm has earned a reputation for delivering high-level strategy with a personal touch. Founded with the belief that real estate should feel less transactional and more relational, H&CO has become a go-to name in the Denver metro area for buyers, sellers, and investors who want more than just a deal—they want a partner.

Boutique by Design, Built for Impact

H&CO isn't a volume-based operation. It's intentionally small, highly specialized, and committed to doing things differently. Every transaction is customized, every client is treated like a priority, and every outcome is backed by data, market expertise, and sharp negotiation skills.

What sets the firm apart is its dual strength in traditional residential sales and investment-focused transactions. With deep roots in fix-and-flip projects and a clear understanding of what drives ROI, H&CO helps clients make informed decisions—whether they're buying their first home or flipping their fifth property.

What Makes H&CO Real Estate Different

There's a reason most of H&CO's business comes through referrals: they've built their reputation by

delivering results and treating people right. Here's what makes them stand out:

- A hands-on, full-service model that adapts to the client's needs
- Strategic guidance powered by deep investment and market knowledge
- High-impact, data-driven marketing—think polished photography, targeted social, and email strategy
- A commitment to relationships, not just transactions

This is a team that doesn't just show up for the deal—they show up for the people behind it.

Reading the Market and Leading the Way

In a market where buyers are more strategic and sellers have to be more competitive, H&CO brings clarity and direction. They understand that pricing a home correctly and presenting it well can make all the difference—and that for buyers, preparation and speed are key.

They're also closely attuned to trends in the investment space, helping clients find properties that make sense on paper and in practice. And when the numbers are tight, they help buyers explore creative financing options—like rate buy-downs or seller concessions—to make the deal work.

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Tips from the H&CO Team

In a market that never slows down, H&CO keeps it simple and smart:

- **Buyers:**
Get pre-approved, know your budget, and be ready to act
- **Sellers:**
Presentation is everything—stage well, price right, and market with purpose
- **Investors:**
Work with a team that understands the numbers and the neighborhoods

This is a firm that doesn't chase deals—*they create opportunities.*

Rooted in Community, Fueled by Relationships

While the firm's results speak for themselves, what really defines H&CO is its commitment to people. Clients stay in touch long after the closing table—because they want to. The team is accessible, responsive, and trusted.

They also give back—whether it's supporting local charities, small businesses, or mentoring new agents looking to make their mark in the industry.

Meet the Founder: Hugo Castillo

At the heart of H&CO is founder Hugo Castillo, whose drive to bring strategy, integrity, and connection into every transaction shaped the vision for the firm. With nearly a decade of experience in Denver real estate, Hugo leads with both instinct and insight. His calm confidence and investment expertise make him a trusted resource for clients across the spectrum—from first-time homebuyers to seasoned investors. His belief? When people are cared for, success follows. And

that's exactly how H&CO does business.

The H&CO Experience

From Denver's historic neighborhoods to new-build communities, from first homes to high-yield flips—H&CO Real Estate delivers a level of care and strategy that feels rare in today's market.

This isn't a company chasing clicks or followers. It's a firm built on reputation, results, and relationships. *Boutique* in size. **Bold** in vision. And always, always ***focused on what matters most: the client.***

Connect with H&CO Real Estate

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 720-347-7062

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MEET

SHELLI MANGO

Commercial *Real Estate* Advisor

Shelli has the perfect background to assist buyers, sellers, landlords, and tenants in the Commercial Real Estate world!

Since 2014, Shelli has been a commercial property manager, managing one of Downtown Parker's largest mixed-use commercial buildings and another building across Mainstreet, which includes office and retail tenants. Shelli is the former President of the Downtown Business Alliance, a 501 C 6 organization in Parker, currently serves on the Board and heads the marketing committee. This group comprises over 60 independent business owners that meet monthly and focuses on stimulating and improving the member's exposure and overall business.

Before entering commercial real estate, Shelli ran Blue Sky Fundraising & Marketing for 12 years. Shelli's experience in this business venture has given her valuable

experience with advertising and marketing of commercial retail and restaurant customers. Through that experience, she has met many restaurant operators and retailers looking to expand their locations and continue to grow their brand.

Shelli's experience with commercial property management with retail/office tenants, as well as her experience with retail/restaurant clients... has provided the perfect experience to move into the commercial real estate field. She is a master networker and prides herself on connecting people and creating business solutions for her clients and business friends!

As a graduate from Colorado State University, a Public Relations & Marketing major and a resident of Colorado since 1996, she has found that helping companies grow their business has become a true passion.

Let Shelli help you grow your business!

"The South Metro Denver area is experiencing significant shifts in the commercial real estate sector, with recent data highlighting key trends.

Leasing activity remains robust, particularly in the retail market, which has seen a notable increase in average lease rates—up 7.1% to \$20.95 per square foot over the past year. **This uptick reflects a growing demand for space in the area.**

Insights from industry experts reveal that strategic investment and sustainability are essential components of property management and development in our region. **It's vital to stay informed about these trends to grasp the market's ever changing trends.**

Please see the Retail & Office insights on the next 2 pages from Q1 of 2025... these insights will deepen the understanding of current and future market dynamics."

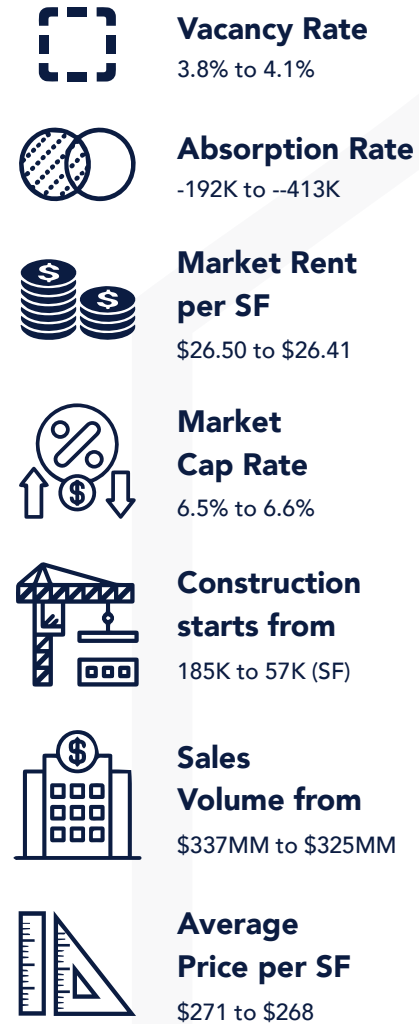


SHELLI MANGO

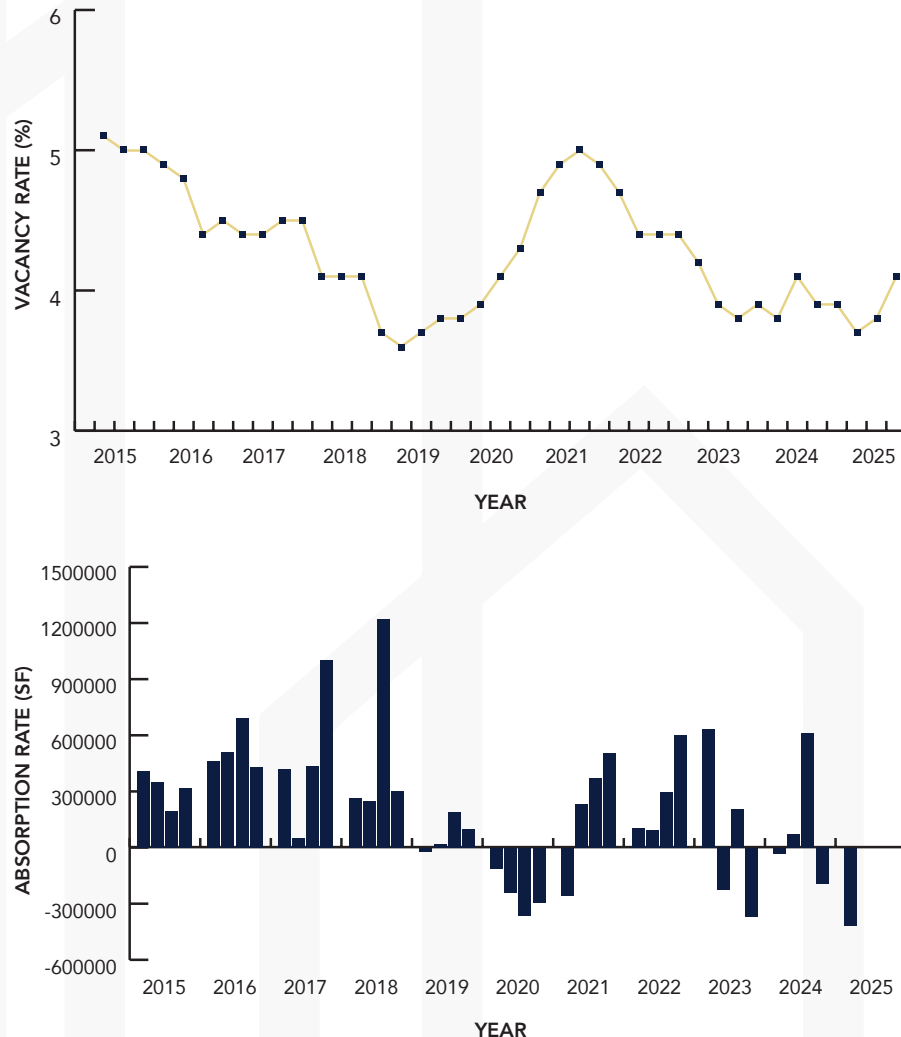
 **303-378-6864**

 **smango@madisoncommercial.com**

Q4 2024 to Q1 2025



Vacancy & Absorption 10-Year Overview



Source: CoStar

SUMMARY

The Denver Retail Market saw Vacancy rise from 3.8% to 4.1% from Q4 2024 to Q1 2025.

Absorption was negative this quarter, going from -192K to -413K Square Feet.

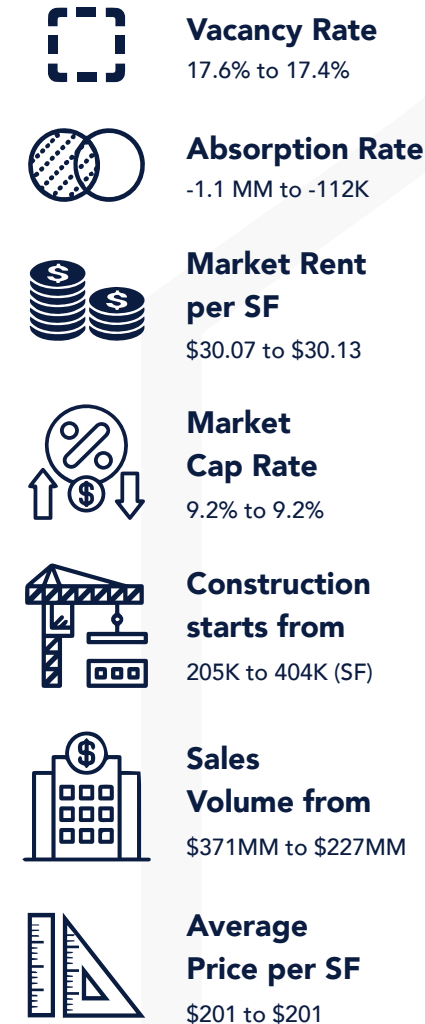
Rents dropped by \$0.09 cents from last quarter.

Sales Volume decreased from \$337MM to \$325MM from Q4 2024 to Q1 2025.

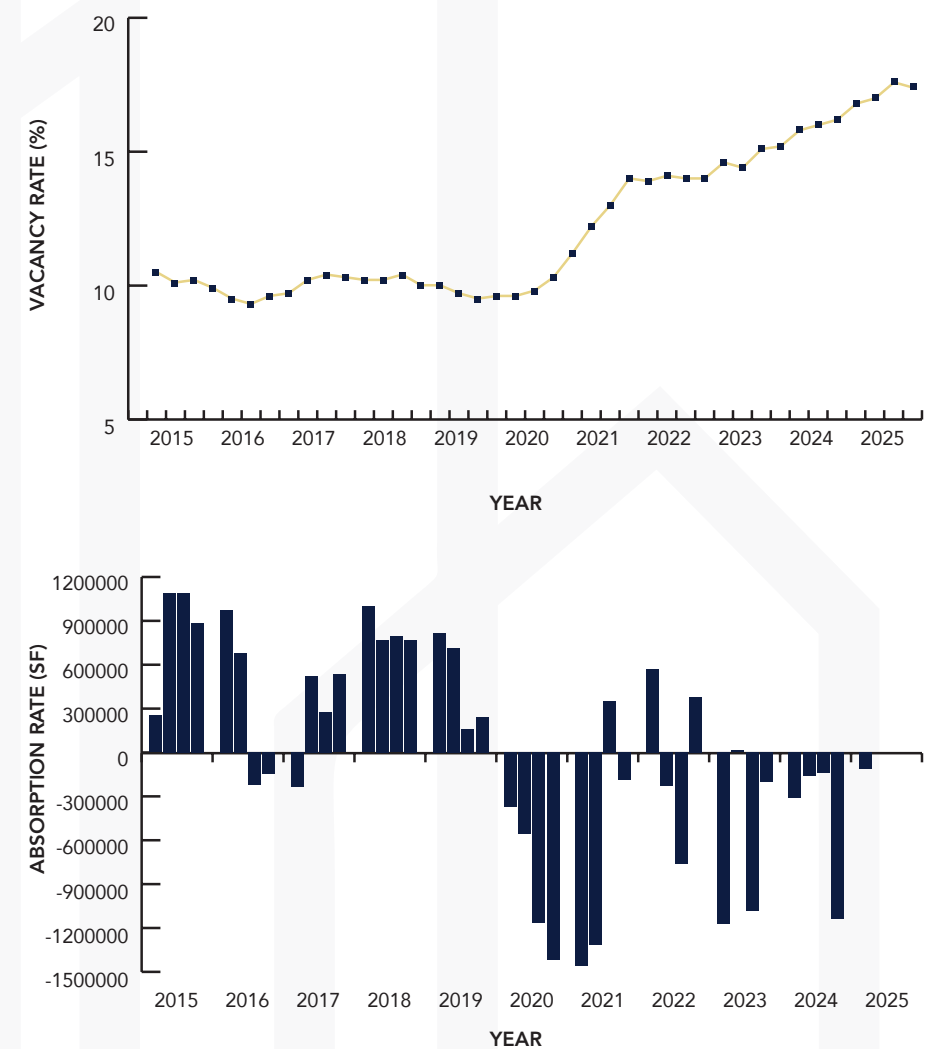
Prices per square foot had a small decrease from \$271 to \$268 from last quarter.

Cap rates slightly increased from 6.5% to 6.6% quarter over quarter.

Q4 2024 to Q1 2025



Vacancy & Absorption 10-Year Overview



Source: CoStar

SUMMARY

The Denver Office Market saw Vacancy lower from 17.6% to 17.4% from Q4 2024 to Q1 2025.

Absorption went from -1.1MM to -112,000 Square Foot Absorption Rate.

Rents raised by \$0.06 from last quarter, a modest increase.

Sales Volume was \$227MM versus \$371MM, which was a significant decrease from the previous quarter.

Prices per square foot stayed constant at \$201 PSF.

Cap rates stayed constant at 9.2%.

Listings



**8079 W 67th Avenue,
Arvada, CO 80004**

\$850,000

5 beds | 3 baths | 2,650 sqft

DREW BEACH

336-314-5282

Real Broker, LLC

Welcome to this entertainer's dream home that perfectly blends style, comfort, and functionality. This spacious 5-bedroom, 3-bathroom residence offers stunning views of downtown Denver and even Pikes Peak from the comfort of your own home. Step inside to discover a fully remodeled open-concept kitchen featuring a large island, modern finishes, and ample space for hosting family and friends. The seamless flow continues into the bright and airy living and dining areas, making entertaining effortless. Downstairs, the high-ceiling walk-out basement adds impressive volume and versatility, perfect for a game room, home theater, or guest retreat. It leads directly into the garage for ultimate convenience.

Whether you're enjoying sunsets from the deck or hosting gatherings in the open living spaces, this home offers the best of Colorado living—breathtaking views, thoughtful upgrades, and a layout designed for making memories. Don't miss your chance to own this one-of-a-kind Arvada gem!



First-Time Homebuyers:

What You Need to Know to Qualify for a Home

Buying your first home is an exciting milestone—but it can also be overwhelming. From understanding your budget to gathering the right paperwork, preparation is key. Here's a guide to help first-time homebuyers know what to expect and how to get started on the path to homeownership.

1 Know Your Credit Score

Your **credit score** plays a major role in qualifying for a mortgage. Most lenders look for a score of **620 or higher**, though some loan programs allow lower scores.

TIP: Check your credit report early. Dispute any errors and pay down debts to boost your score.



2 Save for a Down Payment

While some loan programs offer **low or no down payment options**, it's a good idea to have at least **3% to 20%** of the purchase price saved.

TIP: Ask your lender about first-time buyer assistance programs or grants in your area.



3 Gather Your Financial Documents

Lenders will need to verify your income and financial stability. Be prepared with:

- Recent **pay stubs**
- Last two years of **W-2s or tax returns**
- **Bank statements**
- Records of **debts and assets**

TIP: Being organized speeds up the approval process.

4 Get Pre-Approved for a Mortgage

A **mortgage pre-approval** shows sellers you're a serious buyer and helps define your price range. This process evaluates your credit, income, and debt-to-income ratio.

TIP: Pre-approval letters can give you a competitive edge in hot markets.



5 Budget for Closing Costs & Ongoing Expenses

In addition to your down payment, expect to pay **2-5% of the home price in closing costs** (like loan fees, title insurance, and inspections). Also, budget for **property taxes, insurance, utilities, and maintenance**.

CLOSING DEALS, OPENING DOORS: Elevated Title and Colorado's Real Estate Rise

At Elevated Title, we believe that success in real estate starts with trusted partnerships and a commitment to excellence. As Colorado's dynamic market continues to evolve, we're thrilled to help our clients navigate this exciting moment — especially as the investor sector experiences a remarkable surge.

Colorado's real estate market has proven its resilience over the past year. While shifting interest rates and inventory fluctuations shaped the landscape, recent months have brought

renewed energy and opportunity. In particular, we've seen a notable boom in the investor sector, with fix-and-flip projects, rental properties, and value-add acquisitions driving much of the market activity.

At Elevated Title, we are uniquely positioned to serve this fast-moving space. Our team understands the specialized needs of real estate investors — from tight timelines to complex deal structures — and we're proud to deliver the expertise, efficiency, and service that make the difference at the closing table.

What sets Elevated Title apart is our ability to combine innovation with a personal touch. From secure digital closings to hands-on guidance, we help ensure every transaction is smooth, transparent, and timely. It's this dedication that has earned us the trust of real estate professionals across Colorado.

Looking ahead, we're excited about the future. As market momentum continues, Elevated Title is committed to helping our clients seize opportunities, overcome challenges, and achieve

success — no matter where the market heads next.



REAL ESTATE
ELEVATED
COLORADO EDITION

Enjoy *Candid* Shots from Elevated Title



Looking for an Elevated Closing Experience?



Elevate Your Business with Confidence



Partner with our team of seasoned professionals for unmatched title insurance protection and a seamless, elevated closing experience. Let us help you reach new heights in your business.

Your success is our priority!

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