

Heritage Place Homeowners Association

# Heritage Highlights

www.heritageplacehoa.com

Vol. 03 No. 0607

June/July 2013

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## Treasurer's May Report

*Mitch Albert, Treasurer HPHOA*

Our cash/savings are expected to increase from \$95,000 in 2012 to \$105,000 by the end of 2013. This includes getting the five-year-plan repairs for the dry lay wall in Areas G and H and the intervening pathway, budgeted at \$46,000 over 5 years done this or next month. (Actual cost about \$25,000.) 95% of our assets (fence line, sidewalks, greenbelt, sprinkler system, 64 lamps/lights, entry ways, signs) should be in a good 10-20 year life based on our repairs and preventative maintenance. About 66% of our annual costs are water and care for our greenbelt. The balance is based on repairs and regular maintenance of our assets. We've spent the last 3-4 years catching up on neglected repairs from the prior 4 years. This will all be finished this year.

### VANDALISM

We've had vandalism again in the greenbelt. We know it was from teenagers in the Heritage Place community. We know neighbors that saw the vandalism. We're only interested in responsible behavior and accountability with teenagers, parents and homeowners. We don't want to file police reports. Please, let's act as neighbors protecting our assets and promoting appropriate behavior. Talk to your neighbors or tell us, and we'll talk to the people involved. We want us all to grow and get along, not create problems.

### DRY LAY WALLS

At long last, they're about done. We finished our 5-year-repair plan in the last 8 months which has thrown our 2013 budget out of whack, but the cost was worth it for the work we had done. I believe we budgeted about \$40,000 over 5 years, and I'm expecting the total cost to come in under \$25,000. The work included the walls in Area G but also included those in the secluded Area H and more importantly the dilapidated pathway between G and H which had been budgeted for another \$6,000 in 2013. So we budgeted \$46,000 and should finish it for \$25,000. Not everything is perfect, but since this is the first repair in 38 years, we're quite satisfied. Let me know what else you see that you'd like done.

### SPRINKLERS

Please don't break into the sprinkler control boxes and try to control the watering. This was done last year and wasted 160,000 gallons of water which simply went right down the drain. We all paid for it. Call us and complain. We want to know where things don't work. We have fixed many many low pressure zones and leaks making compliance with our water drought quite easy for us. We will always get leaks, and the trees will pinch pipes so report leaks and poor watering to us. We may not agree on the solution, but we want to improve the greenbelt.

# Father's Day

## Letter from the President

Spring has sprung! In Colorado, is there any more glorious season than spring? What I have found is that I like all four seasons. What I really like is welcoming each of them because the change is so startling, so familiar, so welcome, and so new – again!

Juxtaposed against this eagerness for a new season are my thoughts as I sit looking out on a rainy day: the desire to write about all the FUN to come this summer, the realities of daily life, and... LIFE itself.

Tornadoes have destroyed lives and towns in the Midwest again. There is the languishing torment of the bombings in Boston. There are questions about how that will affect our seemingly innocent interest in sports, and the act of extending ourselves for a greater good, both athletically and in a community service outlook, and what possible (impossible) outcomes decisions around both might have.

Our children deserve to live in simpler times, less hatred-filled times, more love-filled times, and, as a result of that stream of consciousness, I'm moved to contemplate a less FUN-filled column and instead, a more civic-minded one.

I am reminded that, as a member of the human race, I am equally responsible for my own happiness as well as those I interact with. This brings to mind community; I am only as good as the good I put forth in the interest of others – my community. Their hardship becomes my own, after I understand the underlying fact that we are only as good as our least good. Does that mean I make up for the least good's deficiencies? Not those that are self-imposed by those members: that is their lesson to learn. What I am responsible for in dealing with others is to make sure I post when I should, know when the community needs me, and when I sense I can add to the community. When I know and don't know that my contribution will matter – I just know I should contribute.

We are all part of a greater fabric. Our individual contribution(s) may, or may not, go noticed and/or commented on. All I know, and the lesson is this – whether I comment on FUN or duty – and hopefully it doesn't come down to life-saving decisions for a community in crisis (but please let my most empathetic leanings inform those situations should they occur). I am my brother/sister's keeper and my investment in them matters... it is a reflection of me.

*continued on page 2*

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## **Heritage Place Homeowners Association**

558 Castle Pines Parkway #409 • Castle Rock, CO 80108

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#### Vice-President, Events:

Lisa Rosetti, 303 347-1029, [Lisa.Rosetti@gmail.com](mailto:Lisa.Rosetti@gmail.com)

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James Lambright, [Lambright1945@gmail.com](mailto:Lambright1945@gmail.com)

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Dean Gonyea, 720-488-2255, [DeanGonyea@comcast.net](mailto:DeanGonyea@comcast.net)

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Debbie Brown, [debbie@coloradowomensalliance.org](mailto:debbie@coloradowomensalliance.org)

#### Property Management:

Association Management Agency,

Karrie Ezell, 303-850-7766, [admin@AMAcolorado.com](mailto:admin@AMAcolorado.com)

The *Heritage Highlights* is published bi-monthly by the Heritage Place Homeowners Association, in the months of February, April, June, August, October and December.

## News Articles

The deadline for news articles is the 15th of the month before the next month's issue. Please email news articles to **Dean Gonyea at [DeanGonyea@comcast.net](mailto:DeanGonyea@comcast.net)**. No endorsement of any product or service is implied or stated by its inclusion in the newsletter.

## Advertising

The deadline for advertisements is the 15th of the month for the next month's issue.

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## **Treasurer's Report**, *continued from front page*

The sprinklers were installed by our developer 38 years ago. All homeowners saw the sprinklers and their home property boundaries when they bought their home. Please don't call us and complain about the sprinklers hitting your fence from the greenbelt. Your fences and our sprinklers have been the way they are for 38 years and were designed this way. You bought your house knowing this – or should have seen/know this. There is no way to change the structure of sprinklers and fences. The HOA went through a nonsensical lawsuit 4 years ago (**before the current board was in place**) for \$25,000 in cost due to a homeowner unhappy with the HOA and our sprinklers hitting his/her fence. Get real. Fences wear out. Annual maintenance should be a

*continued on page 3*

**Treasurer's Report**, continued from page 2

no-brainer. That's why we have replaced all rotten components of our 1.1 miles of fence over the last 3+ years. Each of you needs to do the same around your property. Please, don't yell at HOA board members when you don't take care of your fences.

**GREENBELT**

Every time I walk the greenbelt, I see things that need to be fixed in our greenbelt and neighboring properties. All homeowners are responsible for maintaining their fence lines and the trees/shrubs over fences. If the fence is broken, fix it. If you see a broken fence, call us and we'll send out a letter asking the homeowner to please fix the fence. The same with overhanging bushes and tree limbs. If the latter interfere with sprinkling, we will cut and throw cuttings into the homeowner's yard as we have noted for 3+ years since we're doing their maintenance.

**HOA PERIMETER FENCE LINE**

With 1.1 miles of fence line, we will again be cutting anything within a corridor 2 feet wide on both sides of the fence, as well as maintaining a height of 8 feet. We need this corridor at all times for reduced fence maintenance and fence access. We won't cut large trees. We also expect all soil to be removed from against the bottom of the fence so the pickets don't rot. Gravel should be supplied from the street side of the fence by the HOA. Let us know if this isn't so as we've been replacing external gravel this past year. We will buy more gravel and have it placed as needed.

We'll replace another 500 pickets and any bad 6 x 6 or 4 x 4 posts and 2 x 4s holding pickets. If you are on the external fence line and see anything bad in the wooden fence line, call us. It's cheaper if you help us find the problems instead of us hiring someone to go find the problems.

We had another \$2,000 estimated Quebec stucco fence collision again down by the Safeway exit. Centennial City representatives came and met with us regarding this annual event. They agreed to place more skid resistant material on Quebec to limit skidding and sliding before/during/after each snow storm. We'll get the broken panel repaired in the next month or two as our contractor has time.

**EVENTS**

As our savings increase, we're allocating more funding to community activities. We'll now have a bigger 4th of July every year instead of every-other-year. We're planning 2 community picnics this year. We did the home tour which had been dropped for many years. Easter and the garage sale happened. I bought more Christmas lights so maybe we'll get some Christmas decorations up. (No guarantee if I have to put more time into it with no help.) If you'd like other events or Halloween or whatever, get involved and talk to Lisa, Ernie, Jim, Dean, or me.

Also - we all owe a very special thank you to Jaimie Cartwright who has used her real estate firm's time and money to help us with some of our past events: Easter and the Heritage Place Garage Sale. She's also helping more with our summer events. What a pleasure it is to have someone jump in and help. We'll make room for any and all people who want to help with HOA business and activities. You don't even have to be on the board.

# MARKET ON YOUR CALENDAR

<p><b>Saturdays</b> <b>SOUTHWEST PLAZA</b> MAY 4 - OCTOBER 26 Southwest Plaza SE Parking Lot Wadsworth &amp; Bowles 8am-2pm or Sellout</p>	<p><b>Saturdays</b> <b>CALVARY TEMPLE</b> MAY 4 - OCTOBER 12 200 South University 8am-2pm or Sellout</p>	<p><b>Sundays</b> <b>HIGHLANDS RANCH</b> MAY 5 - OCTOBER 27 Highlands Ranch Town Center Square 9288 Dorchester St. 10am-2pm or Sellout</p>
<p><b>Mondays</b> <b>HAVANA EXCHANGE</b> JUNE 17 - SEPTEMBER 2 2712-2892 South Havana Street Havana &amp; Yale 10am-3pm or Sellout</p>	<p><b>Tuesdays</b> <b>HIGHLANDS RANCH</b> JULY 9 - OCTOBER 29 At Highlands Wine Seller 6668 Timberline Rd. 10am-3pm or Sellout</p>	<p><b>Wednesdays</b> <b>LITTLETON</b> JUNE 12 - OCTOBER 30 Aspen Grove Lifestyle Center 7301 S. Santa Fe Dr. 10am-3pm or Sellout</p>
<p><b>Thursdays</b> <b>WHEAT RIDGE</b> JUNE 13 - OCTOBER 31 4252 Wadsworth Blvd. 10am-3pm or Sellout</p>		

**For more information call the  
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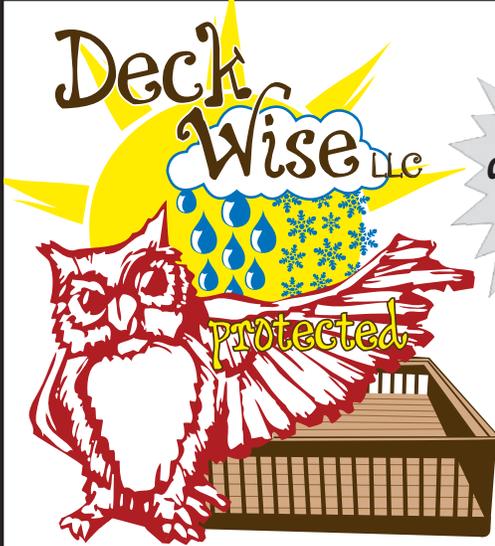
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**Quick Thoughts!**

- \* Keep your lawn between 3.5 and 4 inches tall. The benefits: weeds are suppressed and taller grasses promote deeper roots.
  - \* Mulching is better than bagging the grass clippings.
  - \* Keep bushes (especially those that border sidewalks) trimmed so they do not block sidewalk access.
  - \* Again – please keep garage cans hidden from being seen from the street.
  - \* On your trash day, place your cans either at the edge of your driveway or in the street by the curb.
- THANK YOU!

**"Sandlot" will be shown in the open space on June 15.**

**Fourth of July**

A Fourth of July celebration will be held this year. This event will include a parade and also will feature a fun day in the open space. **VOLUNTEERS ARE NEEDED!** Please contact Lisa Rosetti at 303-347-1029 or at [Lisa.Rosetti@gmail.com](mailto:Lisa.Rosetti@gmail.com).

Is your child a creative type? Would he/she like to decorate a golf cart (that will be used in the parade)?

**Please remember that fireworks are not allowed in Heritage Place. County ordinances are enforced!**

**Summer Adventure Pass Purchase Now**

South Suburban Park and Recreation District is offering its annual summer pass from May 25-Sep 2 for unlimited use at great prices at Goodson, Buck, Sheridan, and Lone Tree recreation centers and Harlow, Franklin, Holly, and Cook Creek outdoor pools. Passes are available for purchase at any recreation center or outdoor pool. For information about the Summer Adventure Pass and other summer activities, visit [www.sspr.org](http://www.sspr.org).

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**HPHOA Easter Celebration,  
Neighborhood Garage Sale, and  
Up Coming Movie in the Park**

by Jaimie L. Cartwright Managing Broker,  
Second Story Homes Real Estate O: 720-223-5555  
M: 303-880-1738 [jaimie@secondstoryre.com](mailto:jaimie@secondstoryre.com)

What a busy spring this has been! Second Story Homes Real Estate is honored to have sponsored two events in Heritage Place, and we're looking forward to our next event, Movie in the Park, on June 15.

On March 30, we estimate more than 200 people came out for the Heritage Place Easter Egg Hunt at the Heritage Elementary park. Many thanks to the HOA board and everyone who joined us at this fun annual event for neighborhood kiddos.

And on May 4, more than 35 homes participated in the annual Heritage Place Neighborhood Garage Sale. After many weeks of snowstorms, we had a break with beautiful weather and many garage-sale shoppers perused through the neighborhood to find hot spring deals.

We had a great time getting to know many of you and were impressed to find so many of your neighbors getting involved in their community! Keep the first weekend of May on your calendar for next year as we plan on continuing this great neighborhood event. And we would love to have your feedback! Would you like to see the neighborhood garage sale run for two days or just one? Would you like the hours to be set from 8 a.m. to 2 p.m. or have open hours? We'd love to hear from you on how we can make this an even better event. Please email [jenn@secondstoryre.com](mailto:jenn@secondstoryre.com) with any comments, questions, or suggestions you may have.

On June 15th, The Cartwright Team at Second Story Homes, will host a movie in the park! Come join your neighbors to watch the classic film, Sandlot, in the open space at the school. Movie will start at sunset – details to come!

Thanks for making Heritage Place such a great place to live!

**On The Road Again –  
With A Money-Saving Strategy**

Planning a road trip or two this summer? Just make sure you're not wasting money that could be better spent on fun. Before you leave, check out these tips:

- Get a tune-up. A vehicle that's in good repair will consume less gas on the road. And you'll catch any potential problems that might turn into expensive repair jobs far from home.
- Plan your route. Whether you use Google maps or the old-fashioned folding variety, spend some time looking for the most efficient (or picturesque) path from point A to point B. Be realistic about your expected daily progress so you don't get overtired driving late.
- Look for deals. Check the Internet for price breaks on motels and attractions along your route. You can often save some money by signing up for a motel chain's loyalty plan, for instance.
- Pack your own food. You'll save time and money by bringing along some sandwiches and snacks so you don't have to stop at a restaurant when you get hungry.



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**WALK CONCERT, WED., JUNE 5, 11:30 AM-1 PM**

**Prairie Sky Park adjacent to Lone Tree Recreation Center, 10249 Ridgeway Circle, 303-708-3513**

Sponsored by RidgeGate and South Suburban Parks and Recreation, the Indulgents will delight audiences with their distinctive spin on traditional Celtic music, with elements of folk, rock and jazz. Take a walk on the paved path around the park, bring a picnic lunch and enjoy the music.

**YOGA CLASS IN THE PARK, TUE., JUN 25, 6:30-7:30PM**

**Belvedere Park, at the corner of RidgeGate Circle and Belvedere Lane**

Join RidgeGate, South Suburban Parks and Recreation, and Lone Tree Recreation Center for a free Yoga in the Park class. Bring your own yoga mat, or one will be provided for you. In case of heavy rain or lightning, class will be cancelled. Newbies to advanced students, just drop in! For more information, call 303-708-3500 or email [KristinP@sspr.org](mailto:KristinP@sspr.org).

**GUIDED NATURE HIKE, SAT., JUNE 29, 8-11 AM**

Join RidgeGate and South Suburban Parks and Recreation for the East-West Regional Trail Hike. Register at [events@ridgegate.com](mailto:events@ridgegate.com).

**TOUCH-A-TRUCK, SAT., JUNE 1, 10 AM - 1 PM**

**South Suburban Family Sports Dome parking lot, 6959 S. Peoria St. Centennial**

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Our four South Suburban golf courses offer free golf for youth 17 and under all summer on Saturdays and Sundays at 5 p.m. at Littleton (303-794-5838), Lone Tree Golf (303-799-9940) and Family Sports Golf (303-649-1115) courses, and at 6 pm at South Suburban Golf Course (303-770-5500). Reservations can be made up to three days in advance. Call individual courses for details.

**HERSEY TRACK MEET, FRI., JUNE 7, 9 AM,**

**Euclid Middle School, 777 W Euclid Ave Littleton 80120**

Boys and girls ages 9-14 can participate in up to three events of their choice. Winners can advance to the Hershey State Meet. This year's State Meet will be held in Grand Junction on Saturday, June 15 (participants must qualify at the local meet to attend). For more information on the program, please visit [www.hersheystrackandfield.com](http://www.hersheystrackandfield.com) or contact the South Suburban Athletics Office at 303-798-7515. Please bring photo copy of child's birth certificate at time of registration. Age as of December 31, 2013 determines eligibility.

**ROCKIES SKILLS CHALLENGE, JUNE 8, 9-10 AM**

**All 6-13 yrs, Cherry Knolls Park, ballfield #1**

Ages 6-13 display throwing, running and hitting skills at event sponsored by Colorado Rockies and Colorado Parks and Recreation Association. Winners in each age group advance to July regional competition. Winners of each region advance to state finals. Each child must provide copy of birth certificate and complete a registration form when signing up. Age as of Dec 31, 2013 determines eligibility. For more information, call 303-798-7515.

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# Over the Fence

Heritage Place Real Estate News by Jaimie Cartwright

## FOR SALE BY OWNER: CUTTING COMMISSIONS BUT AT WHAT COST?

by Jaimie Cartwright

With the media continuing to report on the exciting seller's market Denver is experiencing, many homeowners are considering attempting to sell their homes on their own. Typically, there are two main reasons people choose to sell their homes, unassisted: in an effort to save themselves the commission (usually 6%) or having had a prior experience with a Realtor that was unpleasant.

In 2012, The National Association of Realtors reported that about 9% of total home sales were FSBO's. The average sales price of these homes was \$174,900 compared to \$215,000 for agent-assisted home sales. Why would this be? Typically, a FSBO is attracting a certain type of buyer - bargain hunters or new investigators - who are expecting some sort of discount since there is no commission being paid. Since the majority of qualified buyers use a Realtor to find their home, you will likely experience the most success working within a pool of the most qualified buyers for your home.

- FSBO'S CAN'T LIST ON THE MLS
- FSBO'S USUALLY OVERPRICE
- FSBO'S CAN RUN INTO LEGAL TROUBLE



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Thinking of trying to sell on your own? Think again and call The Cartwright Team for a free market analysis!



## MOVIE IN THE PARK

**WHEN: SATURDAY JUNE 15th**  
**TIME: AFTER SUNSET 8:30-ish**  
**WHERE: THE OPEN SPACE**

Hosted by The Cartwright Team at Second Story Homes Real Estate



**Jaimie Cartwright**  
 Broker | Owner  
 303.880.1318  
[jaimie@secondstoryre.com](mailto:jaimie@secondstoryre.com)  
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## CLASSIFIEDS

Classified ads are \$2.95/line for 2013. Contact **Colorado Lasertype** at 303-979-7499 or [getinfo@coloradolasertype.com](mailto:getinfo@coloradolasertype.com) to place an ad. To view our display ad prices, visit our website at [www.coloradolasertype.com](http://www.coloradolasertype.com). The deadline for placing a classified or display ad is the 15th of the month for the next month's issue (i.e., 15th of Sept. for Oct. issue).

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**Summer air duct cleaning & chimney cleaning.** Chimney repairs 10% off 7/299-7782.

**PARTYLITE CANDLES & Accessories.** Contact Jan at 303-979-3880 or [www.partylite.biz/janderby](http://www.partylite.biz/janderby)

**QUEEN PILLOWTOP MATT/BOX SET.** Brand new in plastic. Retail \$529, asking \$265. Also, NEW KING SIZE pillowtop set. Retail \$699, asking \$385. 303-742-4860.

**Taylor's Lawn Service.** Mowing, Spring aeration, sprinkler tune ups. 720-308-5698

**WINDOW CLEANING 720-283-8002**

**Mile High Lawn & Garden.** Complete lawn care & landscaping. Free est. 3/908-4846.

**Small Paint Jobs Only 720-331-7032**

**American Sprinkler and Landscape.** [asprinkler.com](http://asprinkler.com) or 720-312-3616.

**Mike the Plumber** - Your reliable neighborhood plumber for 14 yrs. Competitive rates. **Free estimate. 720-422-8139**

**Prof. house cleaning serv.** Accepting new clients. Thorough, reliab. w/ competitive rates. Excel. Refs. Susan 303-794-6805.

**ELECTRICIAN** - Panel upgrades, troubleshooting, remodels, outside lighting, anything electrical for home or small commercial project. Reliable, competitive pricing. Member BBB, Lic/Ins., Noble Place Electric, 303-803-8211, [www.noble-electric.com](http://www.noble-electric.com)

**Window cleaning. 720-545-5983**

Drywall - Basement - Reconstruction, etc. Years of exp. w/ refs. Gary 303-829-6363

**Highlands Pride Painting- 303-738-9203**

**A+ Home Improvement Services.** Snow removal. Pro-painting (ext. & int.), gutter & trim replacement & stucco. No job too small - we do it all! Basement & bath remodels, drywall repairs/texturing, decks, fencing, carpentry, doors, plumbing, electrical, tiles, carpeting & hrdwd flooring. BBB Member. Call A+ for fast, professional service every time. Steve, 303-979-7858. Major credit cards accepted. Refs., fully ins. & bonded. [www.A-Plus-Home-Improvement.com](http://www.A-Plus-Home-Improvement.com)

## South Suburban Summer Camps:

**Summer Quest May 28-Aug 16, 7 am - 6 pm, 4 week sessions, 5 days a week, Goodson Recreation Center/deKoevend Park, 6315 S. University Blvd., Centennial.**

An exclusive program for youth ages 5 (already completed Kindergarten) -10 years providing a variety of activities. Explore a little bit of everything: arts and crafts, sports, science fun, indoor/outdoor group activities and field trips related to each week's theme. Call 303-708-3518, for more information.

**Summer Speed Factory Camps, Mon-Fri, weekly sessions, June 10-August 16, 9-11 am (No camps July 1-12), Family Sports Dome, 6959 S. Peoria, Centennial.**

This speed camp helps athletes of all ages improve speed, agility and explosiveness through elite-level, science-based training methods including the use of special equipment. For more information, call 303-754-0541.

**Lacrosse Camps Mon-Fri, 9-11am, Jun 3-Aug 2, 7 am-6 pm.**

Summer lacrosse camps are for beginner to intermediate players. The camps will introduce new skills, teach basic rules, refine techniques, and offer some game play. Separate sessions are offered for boys and girls, ages 6-14.

**Family Sports Summer Adventure Camp Mon-Fri, register by the week or by the day, Jun 3-Aug 16, 7 am-6 pm, Family Sports Center, 6901 S Peoria St., Centennial.**

For ages 6-13, it's impossible to get bored with ice skating, climbing wall, laser tag, bumper cars, inflatables, the eXerGame Zone, mini-golf and sports such as soccer, flag football and games in the sports dome.

Fee includes weekly field trip, morning/afternoon snacks and lunch. Register online or contact the camp coordinator, Michelle Collette, at 303-754-0552 or email [michellec@sspr.org](mailto:michellec@sspr.org).

## A Snapshot Of Our Coffee Preferences

If you can't imagine starting your day without a cup of coffee or two, you've got a lot of company. Zagat Survey's inaugural study of coffee drinking habits among Americans found that 83 percent of the survey's 1,700 participants drink coffee every day, and average about 2.2 cups.

The habit starts early: The survey also found that 20 percent of today's coffee drinkers started between the ages of 10 and 14, and 44 percent began drinking between ages 15 and 19. And despite the popularity of fancy coffee drinks like iced coffees, lattes, and the like, 31 percent of us apparently still prefer the old-fashioned variety (maybe with a little cream).

## Need to Update Your Will?

We specialize in wills and trusts, estate planning and probate.

*Free initial consultation.  
Evening and Saturday appointments available.*

**Call 303-794-5901**



**Patrick M. Plank, Attorney at Law**  
26 West Dry Creek Circle, Suite 420  
Littleton, CO 80120 [www.denverwills.com](http://www.denverwills.com)

## Teen Services

To add your teen's name, please email **Colorado Lasertype** at [getinfo@coloradolasertype.com](mailto:getinfo@coloradolasertype.com) and leave the following information: the **neighborhood you live in**, your age, phone number and the categories you would like included. Categories: **(B)** Baby-sitting; **(\*)** Red Cross Cert for CPR; **(L)** Lawn care; **(S)** Snow removal; **(P)** Pet & House sitting. No recommendation or endorsement of any of the names on this list is implied or stated by the homeowners association board or Colorado Lasertype.

Sydney F	13	B*	303-740-8477
Evelyn K.	12	B*/P	303-757-3709
Marianna T.	16	B/S	303-770-0654
Toni T.	17	B*/L/S	303-770-0654

# HERITAGE PLACE

## REAL ESTATE MARKET UPDATE

### MARCH 15-MAY 29, 2013



#### HOMES FOR SALE

ADDRESS	STYLE	SQ. FT.	PRICE
6396 S Olive St	Tri	2138	\$325,000
7076 E Euclid Dr	2S	2153	419,000
<b>*6362 S Poplar Ct</b>	<b>4L</b>	<b>2850</b>	<b>485,000 Ⓟ</b>

#### HOMES UNDER CONTRACT

ADDRESS	STYLE	SQ. FT.	PRICE
6740 E Heritage Pl S	Tri	1848	\$314,900
6326 S Olive St	Tri	2100	364,900
6309 S Monaco Ct	4L	2926	389,900 Ⓟ
6609 S Oneida Ct	4L	2357	425,000
6453 S Newport Ct	2S	2453	485,000

#### RECENT CLOSINGS

ADDRESS	SOLD DATE	STYLE	SQ. FT.	SOLD PRICE
<b>*6476 S Niagara Ct</b>	<b>30 Apr 2013</b>	<b>4L</b>	<b>1718</b>	<b>\$381,500</b>

**Dear Neighbors**—Properly priced homes in Heritage place continue to go under contract quickly as our market remains brisk. The basics for the strong activity are still the same: interest rates remaining at historic lows, pent-up demand and lack of inventory. If you have been considering selling your home contact me for a no-cost, no-obligation analysis of your home's market value. Please call or write with any questions. Thanks, Mark



**Mark D. Terry**  
**THE REAL ESTATE FIRM**  
 Direct (303)521-8008



Email [markterry@realestatefirm.com](mailto:markterry@realestatefirm.com) Web [www.markterry.com](http://www.markterry.com)

**\*Homes marketed by Mark D. Terry \*\*Buyer representation by Mark D. Terry**

Ⓟ = Pool Club 🏠 = Bank Owned or Short Sale

Based on information from Metrolist, Inc. for the period 03/15/2013 thru 05/29/2013 NOTE: This representation is based in whole or part on data supplied by Metrolist, Inc. which does not guarantee nor is in any way responsible for its accuracy. Data maintained by Metrolist may not reflect all real estate activity in the market. Sales represented are from multiple brokers.

### **Make Long Car Trips Fun and Educational**

Long family trips in the car can be boring for everyone, especially small children. But they don't have to be. Try using the time for some activities that your kids will enjoy – and maybe learn something from. Here are a few ideas:

- **Music.** Ask your child to sing a song he or she knows well but to change the lyrics, finding new rhymes and messages. Bring along a tape recorder to preserve the results.
- **Games.** Count the number of license plates you see from other states. Or look for things on the road or in the landscape to identify that follow an order—alphabetical perhaps, or color categories.
- **Money.** Ask everyone in the car to empty the change in his or her pockets, and then let your child count up all nickels, dimes, and pennies you have. Ask him or her to divide it evenly between all the passengers.
- **Books.** When you're tired and don't feel like playing anymore, a book will allow your child to be entertained while you take a break.

### **Learn From Failure With These Three Tips**

How you respond to failure is crucial to your ultimate success. Since few plans and strategies produce perfect results right away, you've got to know how to prevent initial setbacks from scuttling your project. Keep this trio of tips in mind:

- **Think before taking action.** You may be tempted to try fixing the problem right away. Hold off until you've analyzed what went wrong. An impulsive quick fix may have unintended negative consequences.
- **Talk to people.** Spend some time talking and listening to the other people involved in the project. They may see problems and have ideas that you've missed.
- **Learn from the experience.** Don't just focus on the solution. Look for flaws in your process that need to be corrected so you can prevent mistakes from happening again.

## **Mike Smith: Centennial Real Estate Guru**

Most real estate companies only have access to statistics for the zip code you live in; at PorchLight, we know that every neighborhood is unique, even the ones that share a zip code. We understand the importance of good data and want to make sure you have it. That's why we created our own statistics program for each of metro Denver's one-of-a-kind neighborhoods.

As a PorchLight agent, Mike Smith can provide you with real numbers and the insight you need to make informed real estate decisions. Plus, he was recently mentioned in *Denver Life Magazine* as the Centennial Real Estate Guru! **Ready to find out your numbers? Call or email Mike today to receive a complimentary Market Analysis.**



Visit [bit.ly/centennial-guru](http://bit.ly/centennial-guru) to read Mike's thoughts on real estate in Centennial.

Michael J. Smith | Broker Associate | 303.910.9039  
mike@porchlightgroup.com | resimplesolutions.com

