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July 1 - August 31, 2008 Whittier home sales

| Address               | List Price | Sold Price | Bed/Bath     | Sq. Ft. | Days on Market |
|-----------------------|------------|------------|--------------|---------|----------------|
| 3201 Gaylord Street   | \$115,000  | \$97,500   | 2 bed/2 bath | 1257    | 49             |
| 1625 E. 30th Avenue   | \$115,000  | \$115,000  | 3 bed/1 bath | 1147    | 26             |
| 1322 E. 29th Avenue   | \$129,900  | \$125,000  | 1 bed/1 bath | 515     | 51             |
| 2625 Humboldt Street  | \$159,900  | \$160,000  | 2 bed/1 bath | 758     | 6              |
| 2754 Lafayette Street | \$179,900  | \$175,000  | 2 bed/1 bath | 818     | 99             |
| 2038 MLK Boulevard    | \$210,000  | \$207,000  | 2 bed/2 bath | 1334    | 63             |
| 3059 Gaylord Street   | \$214,900  | \$211,500  | 2 bed/2 bath | 848     | 110            |
| 2860 Humboldt Street  | \$239,900  | \$239,900  | 3 bed/2 bath | 2257    | 9              |
| 2317 Vine Street      | \$290,000  | \$285,000  | 3 bed/2 bath | 1359    | 64             |
| 2212 E. 23rd Avenue   | \$285,000  | \$291,000  | 3 bed/2 bath | 1540    | 18             |
| 2318 Marion Street    | \$339,000  | \$320,000  | 4 bed/2 bath | 2800    | 54             |
| 2938 Humboldt Street  | \$329,900  | \$323,900  | 4 bed/2 bath | 3411    | 275            |
| 2629 N. Race Street   | \$339,900  | \$337,000  | 3 bed/1 bath | 1352    | 23             |
| 2823 Lafayette Street | \$399,900  | \$390,000  | 5 bed/3 bath | 2566    | 118            |

## Five steps to selling your home

**Plan:** Study your home and its competition carefully. Strategize how to hit the market with the biggest bang and get out fast!

**Prepare:** Look at your home as a buyer would. Clean it up, clear out the clutter, fix the blemishes and make your home shine.

**Execute:** Hit the market with a big splash and push the sales plan hard. Be ready to roll with the market.

**Measure:** Analyze buyer reactions and move quickly to overcome objections. Maintain confidence, but be realistic.

**Celebrate:** Pat the process on the back. Honor yourself for the sound decisions that helped sell your home.

### Whittier Overview

|                 |     |
|-----------------|-----|
| Actives         | 47  |
| Under Contract  | 23  |
| Solds this year | 57  |
| '08 runrate     | 86  |
| 2007 solds      | 134 |
| 2006 solds      | 112 |



If you'd like to learn more about us, call us at the number above or visit [www.randrteam.com](http://www.randrteam.com).  
Call us for a free market analysis of your home and our free Sellers Information packet.

