December 2020
Your MileStone Real Estate Services Update

"Practice Mindfulness"   Kobe Bryant

Monthly Statement Access:

Access your owner portal to view your monthly statements. The link to the owner portal is: https://milestoneres.appfolio.com/portal

If you are not accessing your statement online or your portal is not working, contact us at 719-260-6871 or Chris@MileStoneRES.com for a portal link.

…Stepping into the Zoom Age:

After putting it off as long as I could, I will be teaching my first Zoom based class on Fair Housing this month. I normally teach multiple classes to fellow NARPM members and Realtors through the year but with COVID I have not taught since January of this year. With the COVID restrictions still in place and the need to teach the required Colorado real estate Annual Commission Update (ACU) in January, I thought I should get in a practice run or two before stepping into and teaching that 4 hour class online. I have been lucky enough to work with the Division of Real Estate on creating the ACU since 2012. I feel very fortunate to represent property managers on the task force and even more so being able to teach it to fellow property managers and Realtors. Now, I just need to be comfortable teaching it to my computer screen.

…Happy Holidays!

All of us at MileStone wish you and yours a wonderful Holiday Season.

...Move Faster:

"Practice Mindfulness" by Koby Bryant was rule 7 on Koby's list of 10 rules. To me this means be purposeful. Don't just go through life, but be mindful and purposeful in everything you do. It's extremely hard in my opinion as we often just react and reacting in the moment is not being mindful, doing the same routine day in and day out is not purposeful, not thinking of consequences and just doing is not mindful or purposeful. In fitness and in relationships, we must be mindful and purposeful. When I was young I could give a 100% daily, but now if I go too many days, giving all I can give, my body lets me know I'm not 25 anymore. Be purposeful in your workouts, just don't work out. Be mindful of all your actions and make every action purposeful.

…Rental Market:

There are hundreds of apartments currently under construction in the Colorado Springs area from Interquest, Woodmen and Powers, Downtown Colorado Springs and into south Colorado Springs, and Widefield area. These apartment complexes will bring along amenities such as gyms, pools, and social areas. They will command top rents, but they are still apartments. Over the years I've found single family rentals are still preferred. When the apartment rental market had a lot of vacancies, the single-family rental market had to adjust the rents a bit, but clean well kept homes rented just fine. I don't see the addition of these apartments affecting the single-family rental market as people are realizing what an amazing place Colorado Springs is. One of the things COVID has brought to the forefront for many people is the need and desire for space. Renting a single-family home will always give you more "space" than an apartment.

...Sales:

In discussing the sales market with other Realtors, I don't see any slow down in the current sales market. Now, I don't (or we don't) have a crystal ball, but the demand for homes below $350,000 is extremely high with multiple offers the norm. If it doesn't go under contract within days in the asking price range, the question in the Realtor's mind is "what's wrong with it?" This strong sales market has moved up into the higher priced homes as well. Even with the low sales inventory and COVID, the Colorado Springs sales market was on fire in 2020. My colleagues and I don't see it changing in 2021. Want an evaluation on your investment or home - drop us a line as we are here to help.

...Thank you:

We received multiple referrals from you this month. We greatly appreciate you referring us to family and friends for all their real estate needs.

Here's to 2021...
may it be everything you wish for and more!

The MileStone Team
Rob, Renée, Chelan, Chris, Danielle, and Robert