



970-682-3122

419 Canyon Ave. #215  
Fort Collins, CO 80521



Devin A. Martinez



Angie Trybe

NAVIGATE  
NOCO



## What's not to Love?

When selling your home, you want buyers to be indifferent to most features of the home, and you want them to absolutely fall in love with two or three things. To put it another way, when listing and selling a home, our goal is that 80% of the home would be just fine...not a distraction, but that the other 20% of the home would be the real draw.

For example, let's say you have a beautiful and peaceful backyard, and nice views of the foothills. If highlighted correctly, these two features alone may very well be the reason your home sells. Therefore, we will work to emphasize your backyard and the view: 1) we'll ensure the yard is nicely landscaped, staged, and free of any outdoor clutter/distractions, and 2) we'll wash windows and raise the blinds. Potential buyers can now see themselves enjoying the peace and beauty of your yard from the moment they move in--no work involved; and the views are no longer theoretical, they are right in front of them in full view.

Now that the 20% has been highlighted, we will work to limit the distractions. Whether buyers know it, if your house is a bit untidy, for example, it will affect their ability to "fall in love" with the home (which will in turn affect whether they choose to write the offer, and will also impact how much they are willing to pay), no matter how much they love the backyard and the views. And I don't mean "untidy" simply as it relates to your stuff. Let's say you recently painted the home, and let's say it was done in a hurry. If the result was sloppy work (colors that bleed into each other, for example), this will be a distraction for potential buyers. It would likely be worthwhile to spend the time or the money (by way of hiring an expert) to have it done right. If we don't highlight the special aspects of your home/property and ALSO remove (or at least reduce) the distractions, the result will be a lower sales price and a longer marketing time.

Purchasing a home is largely an emotional decision, and that perfect 20% may be what pushes potential buyers to your home over another option (and that 80% can become 100% if not well-managed). It can

only be a good thing, for you as a seller, if buyers have a positive emotional response to your home. You have the opportunity to either enhance this positive emotional response, or you have the opportunity to detract from it. We know how to identify and build upon what is wonderful about your home, and to make sure potential buyers see it, too.

## NOCO EVENTS

### Fort Collins

#### 4th of July Celebrations:

- FireCracker 5k starts at 7:30 at City Park
- Parade, 10:00am on Mountain Ave between Jackson & Meldrum
- Live Music at City Park, 4:15-9:30pm
- Fireworks at City Park over Sheldon Lake, 9:35pm

**Outdoor Movie Night:** Every Tuesday (July 11th through August 15th) Old Town Square will have an outdoor movie, starting at dusk. This is a free event and includes free popcorn! To see the movie schedule go to: <http://downtownfortcollins.com/?/events/dda-movie-night>

### Loveland

#### 4th of July Celebrations:

- Flag raising ceremony, 10:00am at Lone Tree School House
- Car Show, 10:00-3:00 pm, 25 vintage collector cars from 1920s-1970s
- Loveland Concert Band, 8:00pm at Norma and Lynn Hammond Amphitheater stage
- Fireworks at 9:17pm over Lake Loveland

**Cherry Pie Celebration:** Enjoy some cherry pie and ice cream while listening to live music, July 8th 5:00-8:00pm. This free event is at Peters Park - 503 Lincoln Ave. There will be booths, children's activities & a cherry pie contest.

### Wellington

#### 4th of July Celebrations:

- Pancake Breakfast at The Filling Station
- Parade on Cleveland Ave, 10:00am
- Family Fun Fest at Library Park, 11:00-8:00pm
- Fireworks at dusk near Library Park

## What's Happening in July

Ice Cream Day! - July 16th Cousins Day - July 24th  
Make someone smile on 'Cheer Up the Lonely Day' - July 11th

Stick Out Your Tongue Day (In Tibet, sticking out one's tongue is considered to be a polite form of greeting)- July 19th


**NAVIGATE**

RESIDENTIAL, LLC

 419 Canyon Ave #215 Fort Collins, CO 80521  
 970-682-3122

[www.navigateresidential.com](http://www.navigateresidential.com)


RETURN SERVICE REQUESTED


**NAVIGATE**

RESIDENTIAL, LLC

## Our Favorite 5 TV Shows of All-Time

Devin:

5. **Seinfeld:** I know, I know...Seinfeld is on EVERYBODY'S favorite TV show list, but it deserves to be. "Who's gonna turn down a Junior Mint? It's chocolate, it's peppermint, it's delicious...it's very refreshing!" -Kramer

4. **Justified:** This show has THE greatest final scene from any tv show, ever (in my humble opinion)...and Timothy Olyphant is just cool.

3. **Arrested Development:** Tobias (never nude) Fünke is one of the funniest characters ever on television. And how can you not love George Michael Bluth?

2. **MacGyver:** I'm not talking about the new, totally fake version. I'm talking about old school, 80s MacGyver; I'm talking about saving the planet with a ladybug wing, a #2 pencil and a dash of chili powder.

1. **Parks & Rec.:** Ron Swanson, Andy Dwyer, Tom Haverford, L'il Sebastian, et al...has any other show ever struck such a sweet/funny combination?

Angie:

5. **Saved By the Bell:** Who didn't have a crush on Zack Morris back in the 90s? I HAD to watch every episode, multiple times! If I were to watch it now, I'm not sure I'd have the same love for it, but it sure was a good one back in the day!

4. **The Office:** If you've never seen The Office, watch episode 14, season 5. In particular, watch the scene where the characters are learning CPR. I belly laugh every time I watch!

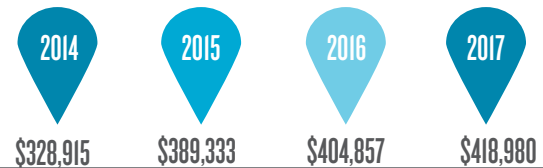
3. **Lost:** My husband and I were hooked on this show! I loved all the characters and the plot twists.  
 2. **Friends:** I can't think of one episode where I didn't laugh. This was an easy show to love. I still enjoy watching old episodes on Netflix; for some reason this show just never gets old!

1. **The Voice:** This is my favorite current show. I think Blake Shelton is hilarious and the bickering between the coaches makes it a fun show to watch. It's also pretty cool to see new, talented musicians.

## FEATURED NEIGHBORHOOD

### Collindale

#### Average Price Per Year



• Collindale subdivision is centrally located in Fort Collins -- just to the north of Horsetooth Rd and just to the east of Lemay. This neighborhood is within walking distance to Collindale Golf Course, Shepardson Elementary, restaurants (CB & Potts, Garlic Knot, etc.) and is just a short bike ride to Foothills Mall and all that Midtown has to offer.

• The Power Trail, which connects (near Edora Park) to both Spring Creek & Poudre Trails, can be found on the east edge of Collindale. Right now, this trail goes south to Harmony Road, but there are plans for it to one day connect to Loveland's trail system.

• Residents (and non-residents, too) of Collindale have the option of joining the neighborhood pool. The pool has a deep end (12ft!), diving board, slide, lifeguards, and even a kiddie pool for the little ones!

• Within the neighborhood, you'll find Two Story, Split-Level & a few Ranch style homes -- built largely in the 1980's. Residents love the large/beautiful trees, mature landscaping, quiet streets and easy access to all of Fort Collins.