



970-682-3122

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Angie Trybe

NAVIGATE
NOCO



Burning the Ships for My (now) Wife

There are countless times in our lives when we are involved in some negotiation: purchasing something (car, furniture, etc.), asking someone on a date, and, of course, when buying a home. In these times, we hope to gain the upper hand — either because we want to save money, protect our pride, or otherwise achieve the desired result. ***In my experience, the more we are willing to let go of the outcome, the more leverage we gain.*** Sometimes this is easy, but sometimes it's difficult and even complicated. And without the requisite information/understanding, we may be lost entirely and not know how much risk to take (or not take).

I had a few girlfriends growing up, and even managed a few dates, but until I met my wife I didn't have a real interest in any one girl. The moment (and I mean the moment) I saw my now wife, I lost all leverage. She was unaware of just how sophisticated and unpretentious she was, she was kind, and the most beautiful girl I'd ever seen. I used to run a lot in those days, and I remember running through neighborhoods imagining that this house, or maybe that one, could be where we live. I tried to feign indifference (even after she very nicely turned down my date request), but the truth was I had zero leverage. I knew a similar girl didn't exist. ***If I wanted to spend my life with this girl I needed to make like Cortés and metaphorically burn my ships.***

As we work with buyers, we get to know and understand what they want in a home. We eventually discover what they can/can't live without. Knowing what the buyer wants is a vital step because, when the time comes to write an offer, one of our most important jobs is to help them understand how rare (or common) the property may be. If there is a good chance a similar property will come along soon, buyers have a bit more leverage in their negotiation — because it will be a bit easier to walk away if their offer isn't accepted. ***But if it's the property version of my now wife, the buyer needs to know how much they have to lose;*** they need to know a similar property may not come along for a long time (or ever). How the buyer decides to proceed from here is immaterial

to us, but we deeply care that the buyer has the right information on which to base the risks they take.

(The home-buying process is fluid, with many moving pieces. What I'm describing here is the macro view. As we go through this process with friends/clients, we fill in the gaps as we go. If you'd like a more in-depth look into what I'm discussing here, let us know. We can send you real-world examples of negotiation processes.)

NOCO EVENTS

Fort Collins

Full Moon Hike at Lory State Park This event is open to the public Sunday, August 26th starting at 7:00 pm meeting at Eltuck parking lot. Children 10+ are welcome to participate as long as they're accompanied by a parent/guardian. The trail loop will be a total of 2.8 miles. If you're interested in this hike, call the visitor center at 970-493-1623.

Summer Sundays Concert Series:

There are free concerts every Sunday from now until September 2nd at the East Lawn at the Foothills Mall. Bring a chair or blanket, grab food at one of the restaurants, let your kids run around and enjoy live music -- a fun way to the end the weekend. For the concert schedule: <https://shopfoothills.com/summersundays/>

Loveland

The Annual **Corn Roast Festival** is this month -- August 24th & 25th. Friday starting at 5:30 is the corn shucking event - vendors, corn sales & live music right after. Saturday enjoy the parade starting at 9:30 and lots of fun activities, good food and live music the rest of the day.

What's Happening in August

Poudre & Thompson School Districts back in session the week of August 20th

Pet and love on your dogs today **Dog Appreciation Day - August 26th**

Enjoy **Eat Outside Day** before summer's over - August 31st



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5 Pet Peeves (that may or may not be reasonable)

Devin:

5. I love bikes, but seriously, **have you ever ridden a cruiser?** I suppose they look cool, but they are big & bulky and are not all that fun to ride. Search your soul--you'll find I'm right.
4. If you're at the store, and your bill is \$5.91, please don't give the cashier \$6 **and then search near and far for a penny.** It's ok to get a nickel & four pennies.
3. The phrase "**come on in, the water's fine**" should be stricken from the lexicon. No, it isn't fine. The initial splash into any body of water is almost never pleasant.
2. The elasticity in a sweater cuff is finite. **If you borrow one of my sweaters, and push the cuff near your elbow, we may need therapy to continue our friendship.**
1. Not the feet of the gnarliest oaf in history, and not the precious feet of my babies...**it's never ok to touch my leg with your bare feet.**

Angie:

5. **If there's a physiological reason why food needs to be "smacked," I'd like to know what it is.** Otherwise, it should be formally outlawed.
4. Buff fans. (Proud to be a **CSU Ram!**)
3. The lane is ending ahead, there's a long line of cars in the lane that's *not* ending, -- **the car that cruises past everyone** waiting in the correct lane and turns on his blinker!
2. When someone asks you a question and it turns out **they really aren't listening/can't even hear you because they are wearing earbuds!**
1. I didn't know this was a **pet peeve until I read #5 over there on my left.** Who doesn't like cruiser bikes? No...seriously, they are comfortable, cute and fun for an easy ride with the family, a date night or with a group of friends.

FEATURED
NEIGHBORHOOD

Stetson Creek

Average Price Per Year

'11-'12
\$223,096

'13-'14
\$262,181

'15-'16
\$302,096

'17-now
\$332,366

Stetson Creek is located south of Harmony Road and just to the east of Timberline. Folks in this neighborhood love the proximity to all the shopping and great restaurants along the Harmony Corridor, and **many relocate to this neighborhood because of the number of excellent schools in SE Fort Collins.**

Unlike its sister subdivision Timber Creek (adjacent to the north), Stetson Creek has a nice pool/clubhouse. **If you live in Stetson Creek, you've likely had a Timber Creeker "friend" you (the old school way) -- because they can't get into the pool without you!**

Homes in Stetson Creek are around 20 years old now, so if you buy here, you may have some updating/remodeling to complete. The upside, though, is you'd be investing in a neighborhood that has stood the test of time. **Stetson Creek continues to be a very sought after subdivision.**