

## MileStone Real Estate Services Update

### February 2021

"A community that is engaged and working together can be a powerful force"

Idowu Koyenikan

#### 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](mailto:Chris@MileStoneRES.com) for a portal link.

#### ...Colorado Landlord Legislative Coalition:

The last few years have been especially hard on landlords in Colorado. New legislation from requiring landlords to accept housing vouchers, extending the cure time when a tenant does not pay, to restricting application fees has directly affected how properties can be rented and managed. In order to protect the rental industry in Colorado, the Colorado Landlord Legislative Coalition (CLLC) was formed in 2020 with the goal of bringing all landlords and property managers together to fight what we believe is unfair legislation. Rob worked with other property managers and private landlords across the state in the creation and forming of the CLLC. In November of 2020, Lobbyist William Mutch was hired to bring a voice to the rental industry and fight for fair legislation. William and the CLLC have made great progress in "getting a seat at the table" while new legislation is being considered, but in order to sustain these efforts and to make the voice of the CLLC even stronger, more members are needed. MileStone has joined the CLLC and we ask that you consider joining as well. It is possible to become a member for as little as \$60.00. Membership fees go to pay for OUR Rental Industry Lobbyist and shows Legislators that Landlords and Property Managers are working together. The more members we have, the stronger our influence is during the legislative session. Please help the CLLC keep the Colorado Rental Industry strong by joining today.

<https://ColoradoLandlordLegislativeCoalition.org>

#### ... Need a Laugh!

Fantasy Novel Titles to consider giving to your sweetie for Valentine's Day:

I'll clean the Bathroom

I'm Listening

Vacuuming Without Being Asked

You're Right!

Go Have Fun While I Watch the Kids

The Laundry Folder

May all your Fantasies come true!.... off the mark by Mark Parisi

### ...Move Faster:

Habits.... Fitness, eating healthy, lifestyle, work, scheduling, playing, and everything we do repetitively come down to habits. I've heard it takes 21 days to make a habit, but I can tell you that's not true because I'm still dropping my dirty clothes on the floor after 57 years! Maybe it's 57 years and 21 days.... We all have habits and over the past couple of months I realized a huge habit impacting my weight was snacking... not sure how it got started but after my morning workout I'd have breakfast but on the way out the door would grab a "snack" and eat it before I got the office. Now, really, did I need a snack within 20, 30, 45 minutes of having breakfast? The answer is NO, but I was doing it daily.... No matter how you look at it calories in and calories burned come into play when looking at weight. Habits can be good for us and bad for us, my morning snack habit was bad but my daily morning workout habit is good. I feel better about myself when I work out, even when it's an easy day. I am up and moving and that starts my day off in a good way. Look at some of your habits, any you want or should change? Anything you can add to make your day better. We are creatures of habits... change the ones that aren't so good for you and find one that makes you feel good... Move Faster, Rob

### ...Rental Market:

The rental market is solid - we have 3 vacancies out of over 250 places we manage. 2-3 months before a lease expires we do a market analysis to see what the going rent is and make recommendations based on that information. Often times if the market has increased in the area by \$100 we will recommend a \$50 increase especially when we have great tenants. It is better for you financially if the tenant stays, you have a known tenant who is taking care of the home, you have no vacancy, you don't have transition or repair costs associated with tenant turns, and it's less wear and tear on the property. If a tenant decides to move, we will market the property at the high end of the rental range for the property based on the home and that neighborhood.

### ...Sales:

What a crazy time for buyers. The sales inventory in Colorado Springs remains very low. Existing homes are selling for more money than ever and most new home builders have a 10-11 month construction period instead of 6-8 months. In discussions with other Realtors and Appraisers, we expect the real estate market to stay hot and very active. I believe we will continue to see value increases but I don't expect them to hit anything near what areas of California are going for.... The reason for this is LAND... El Paso county has lots of land just east of Colorado Springs to grow into. As long as we can expand, which the city is doing by annexing developments, our property values will continue to rise but at the same time be tempered which is not the case when counties and cities are basically landlocked where there is no room for new development.

**Happy Valentines Day!**

*The MileStone Team*

*Rob, Renée, Chelan, Chris, Danielle, Robert, and Spencer*