



THE UPPER STORY CONDO at 484 Coronado Court is being sold in a short sale, which can be time-consuming and confusing without the services of a qualified agent. GJARA helps agents get the professional training needed for short sales, foreclosures and distressed properties. This property is listed by Dan Watson with RE/MAX 4000 for \$110,000.



Photos by PENNY STINE/REAL ESTATE WEEKLY

THIS TOWNHOUSE at 2843 Oxford on Orchard Mesa, is being marketed as a short sale by Dan Watson with RE/MAX 4000. It has 900 square feet, with two bedrooms, one bath and a detached, two-car garage. List price is \$110,000.

Realtors prepared to work hard in 2011

By Penny Stine
Real Estate Weekly Staff Writer
penny.stine@gjsentinel.com



Although it would be nice if a loud, clear bell rang when the real estate market hit the bottom, Joe Tripoli, the chairman of the Grand Junction Area Realtor Association (GJARA), knows that isn't likely to happen.

"It's hard to gauge (the bottom of the market) due to the inventory," Tripoli said. "We'll have to work through the inventory before prices rise."



Joe Tripoli

Rather than a smooth, upside-down bell showing a steady, predictable rise in the market, Tripoli predicts a saw-toothed recovery. Both prices and demand will continue to fluctuate as foreclosures come into the market and interest rates change. Fluctuation isn't necessarily a bad thing.

"2011 will give buyers the ability to purchase properties they really like," Tripoli said. Buyers won't have to settle for a home that's got a bad floor plan or an outdated furnace because that's all there is or that's all they can afford. The incredible amount of available inventory at prices more people can afford make finding a dream home more of a reality and less of a daydream.

"We're back to what real estate is meant to be," Tripoli said. "Buy it, improve it, stay in it for an extended period of time. Real estate is a long-term investment."

Tripoli also said that 2011 could be a great time for people to become real estate investors. Low prices and low interest rates, along with a steady rental market, can mean a positive cash flow for those who own rental property.

See GJARA on page 10



MARKET CONDITIONS make it difficult to sell any property today without the services of an agent who's also a member of GJARA, especially when selling unique, high-end properties like this one in Palisade. This home at 3460 G Road sits in the shadow of Mount Garfield on 10 acres, and has four bedrooms, four baths, a detached four-car garage and a professional dog kennel. It's listed by Dan Watson with RE/MAX 4000 for \$705,000.