



PlatinumTimes

Can Color Cost You a Sale?

Although beige may offend no one, the right color on a home's walls or spotlighted in the accessories can trigger positive physiological and psychological responses.

"Color can change how you feel; it has an instantaneous effect," says design psychologist Constance Forrest, principal of Forrest Painter Design in Venice, Calif., who incorporates psychological techniques in the design of interior spaces.

4 Steps to Selecting a Color. To select the right color for each room of your home, design experts recommend applying the following strategies.

1. Coordinate with the room's use.

Certain colors lend themselves to certain activities.

2. Paint for the Season. Color directly impacts your sense, making a room's temperature feel cooler or warmer.

3. Use directional approach. The effect of color on perceived temperatures also means that the direction a room faces should influence color choices.

4. Harmonize. You can also use color to provide a sense of order and balance in a home. Using variations of the same color throughout a house, rather than painting every room a different color, provides a sense of flow.

What Color Choices Say

RED - Increases energy and heart rate, creates excitement and stimulates the appetite. **Best for:** Dining Rooms.

ORANGE - Adds comfort, warmth, and cheerfulness, but too much can bring about feelings of cautiousness. **Best for:** Living and Family Rooms.

YELLOW - Brightens mood and promotes welcoming and joyful feelings; increases positive thinking. **Best for:** Poorly lit foyers and hallways; buttery shades of yellow for living rooms.

GREEN - Most restful color. Reduces nervous system activity and muscular tension, calming, reminds of nature. **Best for:** Living rooms (light green); accent for kitchens and dining rooms (midtones).

BLUE - Promotes feelings of calmness, tranquility, and cleanliness; cools a room, and serves as an appetite suppressant. **Best for:** Bedrooms.

The "Secret" to Change

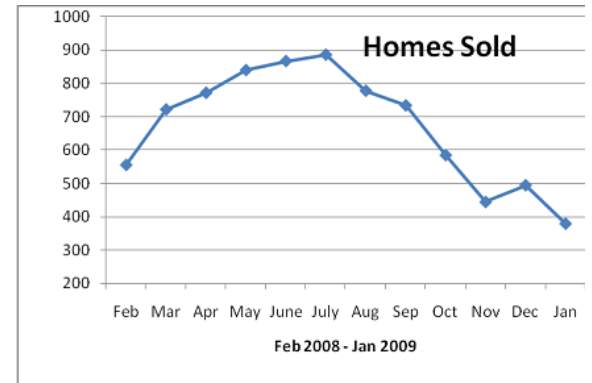
What a year for change! We have a whole new administration at the helm in Washington, an economic stimulus package on the horizon, and bank bail-out efforts high on the list. Companies everywhere are adjusting to the current economic picture. The credit market is re-examining their lending rules. Consumers are adjusting budgets and futures based on all of the above.

And housing is at the very center of all of this. No matter what happens in this great nation, a large part of the American Dream is home ownership. As a result, even in the worst of times, houses are regularly bought and sold. As one astute Realtor put it, selling a house, right now, is a "beauty contest and a price war." But keep the balanced picture in mind when making that housing decision. Yes, as a seller, pricing needs to be very competitive and time on the market is longer than we are used to. But when you turn around to buy you will never, perhaps again in your life time, see prices this low or interest rates this great.

In reality, it is the perfect time to make that change. "The Secret" is to think positively, plan and dream of that real estate change that will improve your life, and believe in your ultimate success!

(And hire the right Realtor, of course!)

Home Sales



\$8,000 Home Buyer Tax Credit at a Glance

- The tax credit is for first-time home buyers only.
- The tax credit does not have to be repaid.
- The tax credit is equal to 10 percent of the home's purchase price up to a maximum of \$8,000.
- The credit is available for homes purchased on or after January 1, 2009 and before December 1, 2009.
- Single taxpayers with incomes up to \$75,000 and married couples with incomes up to \$150,000 qualify for the full tax credit.

As always, consult your Accountant with any questions. For more information go to: <http://federalhousingtaxcredit.com/index.html>



Colorado Fun Fact – The world's largest natural hot springs pool is located in Glenwood Springs, CO. Discovered by the ancient Ute Indian culture, for centuries this mineral-rich water has created legends of healing, mountain adventure, and relaxation. Just a few hours west of Denver, the two-block long pool is located across the street from the historic Hotel Colorado, a favorite stop of former president Teddy Roosevelt.



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Local Market News... Ask any real estate professional in Colorado Springs and they will tell you that there is a new positive level of activity and sales are improving. Stats for February and March should be much better when they are tallied.

To help real estate professionals and their clients navigate more safely through the buying and selling process, the Colorado Real Estate Commission has mandated new contracts effective January 2009. As a buyer or seller, be comfortable that these have even more disclosure and protections. We have already completed the Contract Update course and are ready to fill in the blanks! As always, read and question before you sign.



La Casa Fiesta presents Southern New Mexico style Mexican food, served in a warm and inviting family atmosphere. The wonderfully spiced and savory seasoned Mexican fare is sure to please everyone's taste, prepared fresh daily in their kitchen in the Morris Family tradition, now in its third generation.

Whether you're one of the many regulars or visiting La Casa Fiesta for the first time, the friendly staff will make you feel as if you were part of their family. Enjoy your Southern New Mexico style meal in one of our cozy dining rooms next to the fireplace or in warm weather you can admire the mountain views from the open air patio. Be sure to have a margarita, they are the best on Front Street.

Hours: 11:00 am to 10:00 pm 7 days a week. Lunch Specials available 11:00 am to 2:30 pm. Full Service Bar, Happy Hour: 2-5:30 pm every day. Children's menu. Call Ahead Seating and Take Out Available. Patio Dining: Water fountain, Fire Pit, Heaters and Live Music on the Patio May- Sept. Visit our Website at: www.lacasafiesta.net. Located in downtown Monument at 230 Front St. 481-1234

Trivia Question

What Colorado town was once called "The City of Millionaires"?

Everyone who e-mails the correct answer to Missy@BuywithMike.com by March 25th will be entered into a drawing for a \$25 gift certificate to P.F. Changs!

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