

LIVING WELL IN LOWRY

BY NEIGHBORS FOR NEIGHBORS

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At Home with Tracie Konigsbauer, your neighborhood Realtor®

Meet your neighborhood Realtor®, Tracie Konigsbauer, or you can call her Tracie K. Tracie hails from the East Coast, but she, her husband and big dog Hoosier have called Denver home for the last five years. She brings with her an appreciation for the Colorado outdoors and open spaces, the local music scene and our beautiful weather, which, did you know, gives us more sunny days than San Diego? It's no wonder Tracie feels at home here.

Speaking of home, Tracie is not just your neighbor, but your resource for finding your perfect home, too. Whether you're interested in buying or selling, she can be your one-stop-shop as you get ready to make the move. Tracie developed her strong marketing and sales skills while working in the event planning industry where she managed parties for up to 250 people. When asked why she decided to try her hand at real estate, she explains the need for applying her skill set in other areas where she could help people.

"I wanted to transfer my skills and be help people in a different way. I truly enjoy helping people, and if I can be part of someone's journey, then I'm all in."

Over the last several years, Tracie has fostered strong relationships with seniors and Veterans. She often describes herself as her clients' coach. Coaches can wear many hats and have to adapt as they go. This is especially true when working in Denver's competitive market.

"It's a pretty heavy sellers-market right now and the competition is high. Sometimes we don't find out why we lost a deal. It could simply be the sellers didn't want to sift through all the offers. In those cases, I remain our team cheerleader, encouraging my clients that the right house is out there, and I will continue to work hard for them to find the perfect landing spot."

A trusted realtor® can be an endless resource for advice and insight on market trends and guidance. For those wishing to sell, Tracie says you have to be ready to go. "In an area like Lowry, your home will go quickly, so you have to have a plan in place. Your plan must also be figured in to your buying strategy." On the flip side, she reminds her buyers to remain flexible in all aspects of the process, from shopping inventory, making the right offer, waiting for inspections and everything in between, it can all take time. "Again, in Denver's market, you have to be strategic with your offers and you have to remain flexible."

These days, you almost can't talk real estate trends without bringing up the pandemic and how that has shifted what's important to people. Single family homes with designated home office areas remain desirable. While people are steering away from downtown, and high-rise living, Tracie believes that will come back in due time. "Areas like Lowry that are close to downtown but have an almost suburban feel are doing just fine."

Tracie has always believed in community and giving back when you can through charity and volunteer work. In between showings and closings, Tracie serves on the Executive Board of two non-profit organizations, *NO Kill Colorado* and *Community Pay-IT-Forward*. *NO Kill Colorado's* mission is to help make Colorado the safest state for homeless pets. Being an animal lover with a fur baby like Hoosier makes this organization a perfect fit for Tracie. *Community Pay-IT-Forward* focuses on the human side by helping those in our communities who need a little extra assistance. For either cause, or one of your choosing, a portion of your transaction with Tracie will go back to a charitable organization. Further, if you're a small business owner and work with Tracie and her preferred partners throughout the process, you can receive up to a \$1500 rebate at the completion of your transaction.

It's spring time in Denver and if you're thinking about buying or selling a home this season, there's no better time to start planning than right now. Give Tracie K. a call at 443-789-2461 and get started today! See her ad inside.



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