# Foundaps NEIGHBORS

#### A publication for

### FOUNDERS VILLAGE

January

Residents



### **Member Notification Information**

### **COMMUNITY LEGAL NAME:**

Founders Village Master Association, Inc.

### DATE DECLARATION RECORDED:

August 12, 1985

FISCAL YEAR: January - December

ASSESSMENT: \$55 (billed guarterly)

### **ASSESSMENT INCLUDES:**

Community Center, Pool, Social Activities, Covenant Enforcement, Trash Disposal, Newsletter

#### **COMMUNITY REPRESENTATIVE:**

PCMS Management Company 7208 S. Tucson Way, Suite 125 Centennial, CO 80112 303-224-0004 Office 303-224-0002 Fax

### **DOCUMENTS:**

The Master Declaration Of Covenants and Residential Improvement Guidelines can be viewed at the Founders Village website at:

www.foundersmasterhoa.com

See forms located in the columns on the left.

### ADVERTISING:

### kerri@porchlink.com



Advertise in the February issue of Founders Neighbors

### Deadline to advertise is

## January 20th

E-mail kerri@porchlink.com for rates and information.



## **Ridge House Hours**

Monday, Tuesday, Wednesday 4pm-8pm

Thursday 10am-2pm Friday 2pm-6pm Saturday 12pm-6pm Sunday 10am-4:00pm

## **Fitness Classes**

Tuesday & Wednesday at 5pm ZUMBA Thursday at 11am BUTTS & GUTS



## **Street Snow Removal Reminder:**

As a reminder, the street snow removal in the community is provided by the Town of Castle Rock. Additional information can be found on their website at

### https://www.crgov.com/1835/Snow-Information

## **Seasonal Decoration Reminder**

To all homeowners who have taken the time to place seasonal decorations, including lights, outside of their home, we wanted to remind you that those decorations need to be taken down by January 9, 2025.

## **Fireworks Reminder:**

The Town of Castle Rock Police and Fire Departments would like to remind everyone in our community that the State of Colorado enforces a **state-wide ban** on fireworks that explode or leave the ground. The only exceptions are professional, permitted displays. If residents see or hear fireworks being used, they can report them to the Castle Rock Police non-emergency line at 303-663-6100.

## **Attention Homeowners**

Please be aware that there will be a change to the association assessment billing in 2025.

Beginning in 2025, the Founders Village Master Association will transition to semi-annual billing, with payments due on January 1 and July 1. The semi-annual assessment will be \$110.00. (For homes located in Filing 11/12 (single-family homes that abut an alleyway), the semi-annual assessment will be \$152.00.)

This change will help the association save on annual costs by reducing the number of statements sent out each year.

## 2025 Board Meeting Schedule:

The Founders Village Master Association Board of Directors meetings are the 3rd Thursday of February, May, August and November. Please email PCMS at Corpoffice@pcms.net if you would like confirmation of the Zoom meeting login details. Be sure to include the address of the property you own when requesting this information.

February 20, 2025-6:00 PM

May 15, 2025-6:00 PM

August 21, 2025-6:00 PM

November 20, 2025-6:00 PM: Annual Membership & Budget Ratification Meetings-Please refer to the annual notice, which will be mailed to all homeowners of record, for detailed information, including login details and instructions. This notice will be sent approximately 30 days prior to the meeting date.

For the most up-to-date meeting information, please visit the community website found at: www.FoundersMasterHOA.com.

## Elevate your outdoor living space with a custom-built deck!





## CALL FOR AN ESTIMATE 720-629-7947



## Questions On Process For Submitting Architectural or Design Review Plans?



Please note the e-mail address for all design review requests and inquiries regarding the submittal process is at <u>designreview@pcms.net</u>. If you have any questions regarding the process for submitting a plan or would like to submit your plan via e-mail, please do so at this address.

## **Christmas trees:**

A dry Christmas tree can burn very hot and very fast. Water your Christmas tree every day. More than one in every five Christmas tree fires are caused by a heat source too close to the tree. Make sure your tree is at least 3 feet away from heat sources, like fireplaces, space heaters, heat vents or candles. Also, make sure your tree does not block exits. Drop off your live Christmas tree (please remove all lights, decorations, tinsel, etc.) anytime between Dec. 26 and Jan. 31, to be recycled into mulch at one of four Castle Rock locations:

- Founders Park 3671 Enderud Blvd.
- Metzler Ranch Community Park 4175 Trail Boss Drive
- Paintbrush Park 3492 Meadows Blvd.
- Douglas County Fairgrounds 500 Fairgrounds Drive

Please note: live trees with artificial snow sprayed on the branches cannot be mulched. The mulch is used in Town-owned parks and is available to the public at the Fairgrounds site, while supplies last, on a self-serve basis. Learn more at <u>CRgov.com/TreeRecycle</u>.



### PERSONABLE AND PROFESSIONAL ESTATE PLANNING:

- Wills and Trusts
- Incapacity Planning
- Probate

### Practicing law for over 20 years



NADYA LAMBERT attorney at law



## Phone: (303) 734-7131 Frontdesk@NadyaLambert.com

6855 S. Havana St., Suite 370, Centennial, CO 80112 (Off of Intersection of E. Arapahoe and S. Havana)

Call today for a FREE 30-minute consultation.

**Contact Us** 



### **BOOMER HAPPY HOUR**

### All Boomers & Friends Welcome!

- WILD GOOSE SALOON
- 11160 Pikes Peak Dr, Parker, CO
- Tues., Jan. 14th (3:30 6:30 PM)
- Happy hour appetizers & drink specials
- Listen & dance to music and socialize to make new friends
- Dance (Rock-N-Roll, Country Western, Pop, & Classic Rock)
- Kerry Edwards on VACATION !!!
- 3:30 6:30 PM = Linda's playlist of mixed music
- 6:30 8:00 PM Trivia followed by Karaoke 8:00 PM to???
- PLEASE NOTE: Meet the 2<sup>nd</sup> Tuesday of the month
  - Hosted by Linda FREE ADMISSION !!!
  - PLEASE PLEASE PLEASE RSVP ASAP (by email at

BoomerHappyHour@gmail.com), so we can plan accordingly!

Follow us on Facebook @ Boomer Happy Hour

## Did You Know....



Colorado officially became a state on January 1, 1876, making it the 38th state in the United States of America. It was originally part of the Kansas Territory and then the Colorado Territory before achieving statehood.

## **Founders Village Classified Advertising**

OB PAINTING: 10% OFF Interior or Exterior Painting. Over 30 years in business. Call today! 303-908-9063.

### **ADVERTISE FOR LESS It's EASY**

email your classified ad to <u>kerri@porchlink.com</u>\$15 for 25 words. Deadline is the 20th of the preceding month.

**FAMILY LAW IN CASTLE ROCK:** At CNL Law Firm, PLLC we are here to protect our clients to the greatest extent possible, through every step of the legal process. Free consultations. <u>www.cnllaw.com</u> or <u>chris@cnllaw.com</u>720-575-5675.

UNLOCK EXCLUSIVE SAVINGS ON OUR WEBSITE,

**MOOREHEATINGAC.COM!** Elevate your comfort today - visit us online or call 303-680-5300 to schedule your furnace maintenance/repairs/installations.

**THE BEST CLEANERS:** Lowest prices in town. Honest people. Free estimate. References available (720) 364-8403.

A BETTER GARAGE DOOR INC. Garage door and opener repair to full replacements 25 years experience with multiple trucks for a quick response 303-920-2267.

**CARPET REPAIR/RE-STRETCHING**: Carpet & upholstery cleaning. Wool area rug cleaning. Specials: \$25 off each service provided. Call A Personal Touch 720-344-2870.

QUALITY AIR DUCT CLEANING: Winter Special Pricing \$200 first ten vents. \$10 additional. Dryer vent \$49. Furnace \$49. 303-907-1569 <u>www.qualityairductclean.com</u>



Classified advertising through Porchlink has been pleasant and productive for our small business. We've received a great deal of business in the targeted areas the newsletter reaches.

Valerie Petersen

Petersen Custom Glass, LLC



## How are classified ads different than display ads?

Sust text ads 🛞 No logos or images S All on the same page

## How do I pay for a classified ad?

We will email you an invoice with a link to pay via credit or debit, mail us a check or make payment over the phone.

## Try classified advertising-

## It's easy, affordable and EFFECTIVE!

Our classified advertising option has been a great success for small, local businesses interested in marketing in an **EFFECTIVE & AFFORDABLE** way!

And it's EASY to do- simply email kerri@porchlink.com with the text for your ad (base pricing for 25 words, \$.50 per additional word) and let us know which newsletters you would like to advertise in.

**Best of all**- new advertisers can try classified advertising in and receive the same ad **FREE** in The following month's issue! **Our deadline is always the 20th of the preceding month.** 

There is **no long term commitment**, you are welcome to advertise on a monthly basis depending on your needs. **However, most of our classified advertisers stick with us month after month...** <u>for years</u>!

## Why not give it a try?

Email kerri@porchlink.com with any questions. We'd be happy to email you any past newsletters or samples of classified ads for reference.

Rates per issue for 25 words, \$.50 per additional word:										
Publication	# of Homes	Rates per issue								
Stonegate	4,600	\$35								
Stroh Ranch	2,400	\$25								
Pradera	550	\$25								
ALL OF Parker (above)	7,550 HOMES	\$75								
Blackstone	2,457	\$35								
Tollgate Crossing	1,500	\$25								
Tallyn's Reach	2,037	\$35								
Saddle Rock North	663	\$25								
Saddle Rock East/South	1,566	\$25								
Murphy Creek	1,400	\$20								
The Farm	1,500	\$10								
ALL OF Aurora (above)	11,123 HOMES	\$165								
Willow Creek 1, 2, and 3	1,629	\$35								
Foxridge	1,000	\$25								
Hunters Hill	275	\$10								
ALL OF Centennial	2,904 HOMES	\$60								
Sapphire Pointe	800	\$15								
Founders Village	2,200	\$15								
ALL OF Castle Rock	3,000 HOMES	\$25								
Colliers Hill (Erie)	1,545	\$25								

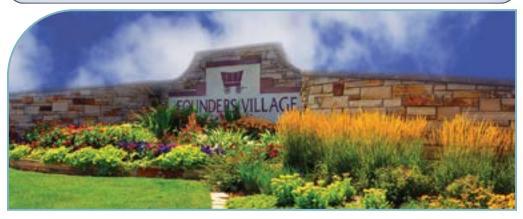


## **CINC Webaxis Account & E-News Notifications:**

Please register your account through the CINC Webaxis homeowner portal located at <u>https://pcms.cincwebaxis.com/</u>. You will need your account # to register, which can be found on your welcome letter or most recent assessment billing.

(After you submit your website registration request, the system will send you an email to set your password. Please note that this email may go to your junk folder. The link expires after 5 hours. If you miss this window, please contact the bookkeeper at **accounting@pcms.net** to have a new link emailed to you.)

This site allows you to see your account information, submit ARC requests, file a concern/complaint and receive updates. The email address used for your account will automatically be in the system to receive community E-News updates. If you would like **an additional** email address registered, please provide your property address and the additional email address to <u>corpoffice@pcms.net</u>. Don't miss out on important community events and updates.



Community Website Info

As a reminder, the Founders Village Master Association currently has two websites.

www.foundersmasterhoa.com (No log in/registration required)
 In the governing documents
 In the governing documents
 In the governing documents
 In the governing document of the gover

https://pcms.cincwebaxis.com (Registration required) REGISTER @ https://pcms.cincwebaxis.com

☑VIEW/DOWNLOAD/PRINT THE GOVERNING DOCUMENTS /GENERAL ASSOCIATION INFORMATION

VIEW YOUR SPECIFIC HOMEOWNER ACCOUNT: ACCOUNT BALANCE AND MAKE PAYMENTS ON YOUR ACCOUNT

ZVIEW YOUR ARCHITECTURAL REQUEST HISTORY AND SUBMIT YOUR ARCHITECTURAL REQUESTS

 $\ensuremath{\boxtimes}$  View your covenant violation history and add notes/updates to the covenant violation listed

 $\ensuremath{\boxtimes}$  SUBMIT WORK ORDER REQUESTS FOR MAINTENANCE ITEMS YOU FEEL NEED TO BE REVIEWED/ADDRESSED EITHER IN THE COMMON AREAS OR CLUBHOUSE WITHIN THE COMMUNITY

☑ RECEIVE COMMUNITY E-NEWS UPDATES

Questions? Please contact support@pcms.net



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The Founders Owners Association, its officials or agents do not recommend or sanction any advertisement. Oversight and management of advertising is controlled by ComPub Media, LLC.

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The Teen Services listing is offered and maintained by The Founders Owners Association, its officials or agents, and is not a service of Compub Media. Any misuse of the listing should be reported immediately to the Founders Owners Association, its officials or agents.



## Trash & Recycling 2025 Calendar

Recycle logo indicates recycle week

### Trash carts must be out at 7am until 7pm | Trash Pick-up on Thursdays\*highlighted | Recycling every other week

720.547.8600 • hbstrash.com

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HOLIDAYS: Trash pick up will be moved to the following day if pick up day falls on or after a holiday during the week.

New Year's Day - Jan 1st - Falls on a Wednesday (service starts Thursday)

Memorial Day - May 26th - Falls on a Monday (service starts Tuesday)

Independence Day - July 4th - Falls on a Friday (Friday is moved to Saturday)

Labor Day - Sept 1st - Falls on a Monday service starts Tuesday

Thanksgiving - Nov 27th - Falls on a Thursday (Thursday is moved to Friday)

Christmas - Dec 25th - Falls on a Thursday service starts Friday

## Please

30

**Empty and rinse all containers** 

Place recyclables loose and unbagged in your curbside recycling container Flatten all cardboard and paperboard boxes

Place your recycling container 4 feet from parked cars and other obstacles

#### For the health and safety of our workers, please make sure all recyclable materials in your curbside bins are washed out and clean and follow the below guidelines. **ACCEPTABLE RECYCLING ITEMS** NOT ACCEPTABLE RECYCLING ITEMS What items CAN be recycled? What items CAN NOT be recycled? Please DO NOT place the following products in your curbside recycling container. NO GARBAGE | NO PLASTIC BAGS | NO PLASTIC FILM | NO STYROFOAM® Paper Mixed paper | Newspapers, magazines, and catalogs | Cardboard NO PLASTIC BAGS OR FILM: We cannot accept plastic bags in your curbside recycling bin. Plastic Cartons | Paperboard | Phonebooks and paperback books bags can be recycled at most local grocery stores. Plastics NO NON-RECYCLABLE PLASTICS: We accept plastics #1-7 but there are some plastics that are not Rigid plastic | Bottles and containers | Plastics #1-7 recyclable. These products include Styrofoam, hard plastic items including toys, plastic chairs, flower pots, PVC pipes and any other plastic products that are not listed in these guidelines. NO FOOD RESIDUE. NO PLASTIC BAGS. NO STYROFOAM. NO HARD PLASTIC ITEMS- TOYS, PVC PIPE, FLOWER POTS, ETC. NO LIQUIDS OR FOOD RESIDUE: Please completely empty and rinse out all containers before Metals recycling. Aluminum cans, foil, and pie plates | Steel cans NO CERAMICS OR OTHER GLASS PRODUCTS: Do not place glass, ceramics, china, dishes, mirrors, Loose metal jar lids and bottle caps light bulbs, Pyrex, porcelain, or window glass in your curbside recycling container. Glass NO FOOD RESIDUE NO SCRAP METAL: Do not place scrap metal items of any size in your curbside recycling container. We are now accepting clean and washed out glass in your curbside recycling bin. NO ELECTRONICS: Do not place electronic devices in your curbside recycling container. NO HAZARDOUS WASTE: We do not accept hazardous waste such as oil-based paint, automotive fluids, car batteries, fertilizers or pesticides. Latex paint recycling locations can be found on PaintCare.org.

## RECYCLING GUIDELINES

The	Ridgeh	ouse at	Founde	ers Villa	ge Cale	ndar
	Phone: (	720) 733-2778	3   Email: fvri	idgehouse@g	mail.com	
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Jai	nuary 20	)25	1 Happy New Year!	2 Buts&Guts 11 am	3	4
5	6	7 <b>Zumba</b> 5 pm	8 <b>Zumba</b> 5 pm	9 Buts&Guts 11 am	10	11
12	13	14 <b>Zumba</b> 5 pm	15 <b>Zumba</b> 5 pm	16 Buts&Guts 11 am	17	18
19	20 Martin Luther King Day	21 <b>Zumba</b> 5 pm	22 <b>Zumba</b> 5 pm	23 Buts&Guts 11 am	24	25
26	27	28 <b>Zumba</b> 5 pm	29 <b>Zumba</b> 5 pm	30 Buts&Guts 11 am	31	

## **Complaint Procedure**

Who May Submit Complaints? Complaints regarding alleged violations of the Covenants, Design Guidelines or Rules and Regulations may be reported by members of the Board of Directors, members of the Community or the Association's Manager.

How Complaints Should Be Submitted. Complaints by a member of the community shall be in writing and must include a contact name and email address or phone number in case there is an inquiry from the Board or management office regarding the complaint submitted. Anonymous complaints will not be accepted. Your name and contact information will not be provided to the person you have made a complaint about; it is only needed for the management team. The member must have observed the alleged violation and shall contain the nature of the alleged violation, the location of the alleged violation and the date it was observed, photos are very helpful. A complaint may also be submitted by any member of the Board of Directors or by the Association Manager after a walk through or inspection of the Community.

You may send your concerns to PCMS via email at support@pcms.net or via fax at 303-224-0002.



## Founders Teen Services

**Teen Services Update:** If you have previously registered your teenager for the Teen Services listing in the newsletter publication and your teen is no longer interested in having their name listed or has moved out of the community, please send an email to corpoffice@pcms.net and request that your teens name be removed from the list. The Association has received a few calls indicating that they have tried calling several of the teens listed and were told they are now at college or moved, etc. **List updated October 2024.** 

To add your name to Teen Services please contact <u>corpoffice@pcms.net</u>. Give your name, street, telephone and the services you provide.

Name	Phone #	Baby Sitting	Red Cross Certified	Pet Sitting	House Sitting	Lawn & Chores	Snow Removal
Ryleigh Barratt	720-908-5799	✓ <b>(</b>	✓		0		
Ethan Bernacki	303-386-0046			✓	✓	✓	✓
Katie Bernacki	303-386-0047	✓	✓	✓	✓		
Jenny Berson	303-814-1535			<ul> <li>✓</li> </ul>			
Abby Brown	208-283-6360					✓	<ul> <li>✓</li> </ul>
Gabriel Clifton	720-427-2191			~	✓	✓	✓
Petra Dobat	719-648-8635	<ul> <li>✓</li> </ul>	1	~			
Amber Dorr	720-733-8324	✓	~	~	✓	✓	
Raya Ellis	970-531-8111	✓	~				
Sean Galfi, 15	720-822-8040			~			
Eva Gama Gallagher	720-416-9629	✓	~				
Maddy Glass	720-290-1792	✓	~	~	✓		
Liam Hanks	720-937-1067			~	✓		✓
Lindsay Harrison	303-656-6335	✓	✓	✓	✓		
Kyle Hawkins	303-618-5308					✓	
Alex Heintzelman	303-814-2002			~		✓	
Casey Helget	303-483-5299			~		✓	
Luke Helget	303-483-5299			~		✓	
Eamon Jensen	303-591-9286		1		✓	✓	✓
Kat Julseth	303-660-1281	✓		~	$\checkmark$		
Alyssa Lang	720-733-8691	✓	✓				
Kaylee LeKander	303-886-7793	✓					
Lucas Lockwood	720-364-9272			~		✓	✓
Sierra Martin	720-550-0408	✓	✓	✓	✓		
Caity Matz	720-346-8126	✓	~	~	✓	✓	✓
Abbie Matz	720-346-8126	✓	✓	✓	✓	✓	✓
Camilla McFarlin	720-672-0690	✓	✓				
Kayla McNeil	303-660-8204	✓		✓	$\checkmark$		
Sage NeRoy	740-527-3870	✓	~	✓			
Phoenix Nielsen-	720-232-5706	✓	✓	✓	✓	✓	✓
Daniel Rudolph	303-882-8473		1	<ul> <li>✓</li> </ul>	$\checkmark$	✓	
Dayja Shaw	970-624-7831	✓	<ul> <li>✓</li> </ul>	✓	$\checkmark$	✓	✓
Tyler Slatten	303-859-7268			<ul> <li>✓</li> </ul>	$\checkmark$	✓	
Shelby Tague	720-789-0954	✓					
Camden Truhler	720-525-2859	✓	✓				
Jonathan Wade	303-660-5423	✓	✓	✓			
Christianna Wahl	303-306-8117	✓		✓			
Kloey Wells	918-841-8206	✓		✓	$\checkmark$		
Kiera Willford	303-518-6720	✓	✓	✓	$\checkmark$		
Celeste Zarpate	303-910-1624	✓		✓	$\checkmark$		
Weston Zelem	303-880-8140			✓			



## Resolve to Garden More

Spending time with plants—whether outside in a large garden, with patio containers, or with houseplants has been shown to have many health benefits. If being healthier is on your list of resolutions for 2025, gardening is one way to get there! Consider these suggestions month by month.

## January

- Peruse seed catalogs—find a vegetable, annual flower, or perennial that you've never grown before!
- 2. Start seeds of native or adapted plants outdoors, either in pots or directly planted in the garden.
- 3. Water trees and shrubs if temperatures are above 40F and the soil is dry. Aim to wet the area deeply over a few hours with a slow soak.
- 4. Check houseplants for signs of pests and disease.

## February

- Look in garden beds (yours or others!) for early bulbs like snowdrops, crocus, and snow buttercups, and winter-flowering perennials like hellebores.
- 2. Water trees and shrubs if temperatures are above 40F and the soil is dry.
- 3. In garden beds where early-flowering plants like tulips or daffodils are planted, clean up garden debris and complete cutting back dead perennials to highlight the fresh growth.
- Prune shrubs and trees as needed (avoiding spring "bleeders" and those that flower on old wood, like lilacs.

## March

- 1. Finish cleaning up annual and vegetable beds.
- Consider moving certain houseplants outdoors during warm days—but don't forget to bring them back inside at night!
- 3. Start warm season plants like eggplant and peppers from seed indoors.

## April

- 1. Start tomatoes and warm-season flowers like petunias from seed indoors.
- 2. Plant cool-season vegetables like radishes, peas, beets, and greens outdoors.
- Check for early season weeds like henbit, cheeseweed, and cheatgrass. Many could already be flowering! (Admire them before tossing!)
- Plant hardened spring annuals and perennials (those that have been acclimated to cold temperatures). Begin to divide perennial grasses and summer-blooming perennials when they begin to push green growth, as needed.

## May

- 1. Plant warm-season annuals and vegetables after your area's last frost date.
- 2. Divide and pot-up houseplants. Move some to "summer homes" outside.
- 3. Fertilize house plants and outdoor planters.
- 4. Deadhead bulbs and spring-flowering plants but let the foliage die down naturally.
- 5. Scout outdoor plantings and the vegetable garden for early signs of pest and disease. Look closely for aphids and squash bugs!

### June

- 1. Pinch back perennials like black-eyed-susans and asters for denser growth and lengthened flowering season.
- 2. Fertilize house plants.
- 3. Prune spring-flowering shrubs like lilacs once flowering is complete.
- 4. Continue to scout gardens for early signs of pests and disease—catching things early really helps!

## July

- 1. Remove the spent flowers from perennials to improve appearance and promote prolonged flowering.
- 2. Fertilize outdoor planters; remove spent flowers regularly.
- 3. Harvest vegetables as they ripen.
- Divide irises once they're done flowering (around the 4th of July)

## August

- 1. Plant fall crops like greens and radishes; harvest crops as they ripen.
- 2. Cut back dead stems and spent flowers from perennials; trim back unruly herbs.
- 3. Divide houseplants—consider which ones you can propagate and give as gifts!
- 4. Finish pruning trees and shrubs before night temperatures begin to decline.

## September

- 1. Harvest vegetables, and continue to deadhead annuals and perennials.
- 2. Prepare frost protection, which will be needed soon! Bring over-summering house plants back indoors.
- 3. Don't prune unless absolutely necessary (to correct damage, for example)—late pruning can delay trees entering dormancy, making them more susceptible to damage from cold temperatures.
- 4. Plant new perennials and water them thoroughly. Divide spring-flowering perennials no later than this month.

### October

- 1. Clean up dead annuals, vegetables, and containers after first frost.
- 2. Plant bulbs—be sure to water them well!
- 3. Remove leaves from the lawn (or mow them into the lawn); consider keeping disease-free leaves as mulch in perennial beds or around trees and shrubs.

### November

- 1. Plant indoor bulbs like amaryllis for blooms by late December.
- 2. Wrap young trees with paper tree wrap from ground level to the lowest branches.
- 3. Refresh wood chip mulch in perennial beds and around trees and shrubs.

## December

- 1. Cut back perennials as they become unsightly.
- 2. Water trees and shrubs if temperatures are above 40F and the soil is dry.
- 3. Make wreaths with evergreen trimmings.



## Steps to Sell Your Home in Today's Market

#### By Real Estate Consultant Marc Thurston W/ Brokers Guild:

Selling your home can be a rewarding yet complex process, particularly in today's dynamic real estate market. Whether you're looking to upgrade, downsize, or relocate, understanding the key steps involved in selling your home can help you navigate this process efficiently. The market can vary based on location, economic conditions, and consumer demand, but by following these essential steps, you'll maximize your chances of achieving a successful sale.

#### Step 1: Assess the Current Market Conditions

Before listing your home, it's crucial to understand the current real estate market. In some markets, homes are selling quickly and may even receive multiple offers, while in others, the process may take longer. Factors such as interest rates, buyer demand, inventory levels, and the overall economy can all affect your sale.

### A few questions to ask yourself:

- Are homes selling quickly or slowly in your area?
- Are interest rates high or low, affecting buyer affordability?
- Is the market favoring buyers or sellers?

You can get a sense of the market by researching recent sales in your neighborhood, consulting a local real estate agent, or checking national housing reports. Understanding whether you're in a "seller's market" or a "buyer's market" will influence your pricing and strategy.

### Step 2: Choose the Right Real Estate Agent

Hiring a knowledgeable and experienced real estate agent is one of the most important decisions you'll make in the selling process. A good agent can help you price your home correctly, market it effectively, negotiate offers, and navigate the closing process. When choosing an agent, look for one who:

- Has experience in your local market
- Has a strong track record of successful sales
- Provides clear and frequent communication
- Can offer a detailed marketing plan

Your agent will likely perform a Comparative Market Analysis (CMA) to determine a competitive listing price, so make sure to ask for their insights on pricing, staging, and selling strategies.

### Step 3: Set the Right Price

Pricing your home correctly is crucial to attracting buyers. If the price is too high, your home may sit on the market for an extended period, which can lead to price reductions and a loss of buyer interest. Conversely, if it's priced too low, you risk leaving money on the table.

To set the right price, consider:

- Comparable Sales: Your agent will provide recent sales data of similar homes in your neighborhood.
- Market Trends: Understand whether it's a seller's market (more competition, potentially higher prices) or a buyer's market (more inventory, potentially lower prices).
- Condition of Your Home: Consider any repairs or upgrades you've made, and adjust the price accordingly.

Remember, pricing strategies may evolve as the market changes, so it's important to stay flexible.

#### Step 4: Prepare Your Home for Sale

In today's competitive market, presentation matters. The condition of your home can make a huge difference in how quickly it sells and the price you get. Here are key preparation tips:

**Declutter and Clean:** A tidy, clean home makes a stronger impression on potential buyers. Declutter your space, clean carpets, and scrub surfaces to ensure the home feels fresh and welcoming.

**Make Repairs:** Take care of any small repairs—fix leaky faucets, touch up paint, or address worn-out flooring. If your home has larger issues (like a leaky roof or faulty electrical), consider addressing them before listing.

**Stage Your Home:** Staging can help buyers visualize themselves in the space. This might mean rearranging furniture, adding decorative items, or even renting furniture for empty rooms. You don't necessarily need to go overboard, but a well-staged home often sells faster and for more money.

**Boost Curb Appeal:** The exterior of your home is the first thing buyers see, so make it count. Freshen up landscaping, mow the lawn, clean the gutters, and repaint the front door if necessary. Simple outdoor upgrades can create a positive first impression.

### Step 5: Market Your Property

A well-crafted marketing strategy is key to attracting potential buyers. Your real estate agent will likely take the lead on this, but here's what to expect:

 Professional Photography: High-quality photos are essential for online listings. Homes with professional photos tend to attract more interest.

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- Virtual Tours and Videos: With many buyers beginning their search online, virtual tours or video walkthroughs can help them envision the property without stepping foot inside.
- Online Listings and Social Media: Your home will be listed on major real estate websites like Zillow, Realtor.com, and the local MLS. Additionally, your agent may use social media platforms to showcase your property.
- Open Houses: Depending on market conditions, your agent may host an open house to give buyers an opportunity to tour your home in person.

#### Step 6: Review Offers and Negotiate

Once your home is on the market, you may receive offers. Your agent will help you evaluate each one, taking into account the price, contingencies, and the buyer's ability to close.

Key considerations when reviewing offers:

- Price: Is the offer at or above your asking price?
- Contingencies: Common contingencies include home inspections, financing, and appraisal. Fewer contingencies can make an offer more attractive.
- Buyer's Pre-Approval: If the buyer has already been pre-approved for a mortgage, they are more likely to close the deal successfully.
- Closing Timeline: Consider the timing of the buyer's offer in relation to your needs. Do you need a quick closing or are you willing to wait for the right buyer?

Once you've selected the best offer, negotiations may begin, and you may be able to reach a mutually beneficial agreement. Your agent will assist in this process, ensuring you're making informed decisions.

#### Step 7: Accept an Offer and Go Under Contract

After negotiating the terms, once you've agreed on the price and contingencies, you'll accept an offer, and your home will go "under contract." At this stage, the buyer will typically conduct a home inspection, and the appraisal will be ordered by the lender.

If issues arise during inspections, you may need to negotiate repairs or credits. Your agent will help you handle these discussions.

#### Step 8: Closing the Deal

Once all contingencies have been met, including the inspection, appraisal, and final mortgage approval, you'll proceed to closing. This is the final step in selling your home, where the ownership is transferred to the buyer.

- Review the Closing Statement: You'll receive a closing statement detailing all fees, including agent commissions, closing costs, and any remaining mortgage balance.
- Sign Documents: You'll sign the necessary paperwork to transfer ownership of the property.
- Receive Payment: After everything is signed, the buyer will wire funds, and you'll receive the proceeds from the sale.

**Conclusion:** Selling a home in today's market requires preparation, strategy, and a solid understanding of the current real estate landscape. By pricing your home appropriately, preparing it for sale, and working with a knowledgeable agent, you'll increase your chances of selling quickly and at a favorable price. The process can be stressful at times, but following these steps will help you stay organized and focused as you transition to the next chapter in your life. For more tips and information please contact through, <u>www.marcthurstonrealestate.com</u>.

## Castle Rock Colorado Genealogícal Society



CRCCS is a recognized non-profit organization and donations are tax deductible. All programs and classes are offered free of charge unless otherwise noted, thanks to the support of our members and their annual dues. Castle Rock Colorado Genealogical Society requests registration for each of our events, including our open events. Please use the sidebar navigation to browse our Programs, Education classes, and Events. After registering, you will receive an email that contains links and access information for any virtual meetings or in-person event



Thursday, January 9, 2025 - 10 AM to 12 PM The Daughters Of The American Revolution Using The DAR.org Presented by Christine Cohen

This presentation will demonstrate how to use for research the Daughters of the American Revolution's website, www.DAR.org. It has a wealth of information about the entire United States that can be viewed for free; you do not have to be a DAR member to utilize this site. The website has documentation about Patriots that can assist you, even if you do not have a Patriot Ancestor. It contains an index of surnames in published resources and unpublished resources created by DAR members. Christine is a long-time member of the Whittier Area Genealogical Society and is currently the Program Director. She is also a member of the El Redondo Chapter of the DAR and past 1st Vice Regent, the Society of Daughters of Holland Dames, and the Association of Professional Genealogists. Member Login, then Class Registration at https://www.crcgs.org



Saturday, January 11, 2025 - 10 AM to 12 PM Social Media and Genealogy Presented by Tamara Hallo

Discover how to use Facebook, blogs, YouTube, Pinterest, and Instagram to help your genealogical research and share your family's story. Tamara Hallo, MLS, owner of Hallo Genealogy Services, LLC is an educator, librarian, and professional genealogist. Genealogy is her passion and a perfect complement to her repertoire. She has over 25 years of experience as an educator, holds a Master in Library Science degree, and a certificate of genealogical research from Boston University. Tamara presents on genealogical topics to both in-person and virtual audiences and teaches genealogy classes throughout South Florida. She specializes in the Southern United States and Miami, Florida research and is passionate about sharing genealogy with the community. Register for Programs/Events at https://www.crcgs.org

## MONTHLY – Special Interest Groups via ZOOM

DNA SPECIAL INTEREST GROUP - 1st Wednesday 10:00 AM to NOON Member Login, then Class Registration EVERY MONDAY - SHARE: HYBRID/ Castle Rock Libary or ZOOM - Everyone Welcome Every Monday (except Holidays) from 10 AM to 12 PM, join us on Monday mornings of SHARE Genealogy for Support, Help, And Research Experience

TUESDAY EVENING - SHARE: ZOOM - Everyone Welcome. Join us on the 4th Tuesday of each month (except Holidays) from 6 PM to 8 PM. A collaborative discussion of your successes and challenges. Join us for more fun in the evening of Support, Help, And Research Experience