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**Emergency Medical Technician Basic**  
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Grand County EMS will be offering two EMT Basic classes this summer

The first class will be April 26th thru May 21st  
 This class will be Monday thru Friday 8:30am - 6:00pm  
 Registration deadline in April 5th

The second class will be June 1st thru August 21st  
 Tuesday and Thursday evenings 6pm-10pm  
 and several Saturday's 8:30am - 5:00pm  
 Registration deadline is May 10th.

**Cost \$950.00**  
 Pre-requisites: Valid Healthcare Provider CPR, Student background check for clinical's (information given during class, Cost \$48.50)

For further information and applications contact:  
 Education Division, Grand County EMS  
 970-887-2732  
[ajennings\\_gcems@yahoo.com](mailto:ajennings_gcems@yahoo.com)

 St. Anthony Hospitals  
 Centura Health

# Grand County real estate springing back to life — is the recovery real?

BY GREG FINCH  
 PRESIDENT, DUNDEE RESORT DEVELOPMENT

Over the past four months, real estate in Grand County has been showing new signs of life.

According to one of the County's top producing brokers, Lance Guttersohn, "There is no question that the market has changed since September!"

Statistics compiled by the Title Company of the Rockies back up this claim. The total volume of real estate sold in December 2009 was approximately \$32 million - an increase of \$10 million over the \$22 million sold the same month during the previous year (and a number almost equivalent to the \$33 million sold in December 2007). In addition, the total number of transactions jumped from 69 in December 2008 to 95 in December 2009 (not far off from the 111 sold in December 2007).

For Nick Meyer, a top broker with Kristen L. Meyer & Associates, the last few months have marked the busiest holiday season of his 12-year career selling real estate in Grand County. His team closed 12 deals totaling more than \$3.8 million in November and December 2009, compared to one deal worth \$815,000 during the same period in 2008. And the holiday hasn't slowed yet. They currently have five deals pending, which total more than \$4.5 million in list price volume.

Granby Ranch, one of Grand

## GUEST COLUMN

County's newest fully amenitized residential communities, has also seen a huge spike in sales activity since September 2009. They've actually reported a greater number of transactions in the past 6 weeks than they had all of last year. "With such a jump in activity since the start of the season, we're expecting a great 2010 sales season", says Jim Houston Director of Sales & Marketing for Granby Ranch Real Estate.

There has also been an increased interest in \$1 million-plus real estate over the past few months. The team at Kristen L. Meyer & Associates (now Remax Peak to Peak) is working this week on closing a \$1.8 million property, and has another one above \$1.2 million that will close in March. Nick Meyer attributes his team's recent successes to "savvy investors who are moving cash from stock portfolios to real estate." According to Nick, "customers know it's a great time to buy and they know real estate is the right asset to own if inflation picks up like many are predicting."

According to Krissy Nesbit at Title Company of the Rockies, even vacant land is selling. They went a whole year without closing a vacant lot, and now the top percentage of their closings in Grand County (in the last three months) have been on vacant land. As Krissy points out, "vacant land is

always the first thing to go in the tank when the real estate market slows, and it's usually the last thing to pop back up. So, this increased interest in lots for sale is a great indicator that things are turning around."

### So, what makes NOW a great time to buy real estate in Grand County?

There are crazy deals out there! At Base Camp One, for example, a newly completed 64-unit development at the base of SolVista Basin, a fully-furnished ski-in/ski-out two-bedroom residence that was priced three years ago at \$527,000 (pre-construction) is selling today for \$378,000, a savings of almost \$150,000.

Opportunities to buy this kind of amenity at such low prices may be short lived, however. Gary DeFrange, President of Winter Park Resort, explains "Although none of us can predict whether this is the bottom of the market, what we do know is that developers have recognized that they have to lower prices in order to reduce inventory. In the fall at Winter Park, for example, Intrawest cleaned out inventory at Founders Point and Fraser Crossing. Now there are only a few units left. If history is any guide, once inventory levels are balanced, prices will rise again. So, we're not sure how long this will last, but this particular period is providing a great window of opportunity for buyers of resort real estate. For anyone considering purchasing a home in the mountains, there may never be a better time!"

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