

RECON • naissance

THE OFFICIAL PUBLICATION OF COLORADO RECON

COLORADO'S COMMUNITY FOR REAL ESTATE ENTREPRENEURS & BUSINESS OWNERS



COLORADO'S REAL ESTATE TITANS CLASH

COLORADO
RE•CON

6 DENVER
RENTAL FINES

10 TIRED LANDLORD
OPPORTUNITY

11 OPPORTUNITY
IS NOT IN THE
MARKET. IT'S IN
THE SELLER

TABLE OF CONTENTS

APRIL 2026



6 WHEN TITANS SPEAK



8 THE HIDDEN TRUTH
BEHIND SELLER
CONCESSIONS



14 SHORT SALES ARE
BACK—AND BANKS
ARE ACTUALLY
NEGOTIATING

- 6** DENVER JUST RAISED THE STAKES FOR UNLICENSED RENTALS
- 7** SMART RISK MANAGEMENT FOR SHORT TERM RENTAL PROPERTIES
- 10** THE TIRED LANDLORD OPPORTUNITY
- 11** OPPORTUNITY IS NOT IN THE MARKET. IT'S IN THE SELLER.
- 12** NOT ALL SENIOR HOUSING DEALS ARE CREATED EQUAL
- 16** HISTORIC PRESERVATION AS A FINANCIAL TOOL FOR REAL ESTATE INVESTORS IN COLORADO

ORGANIZATIONAL NOTES

Colorado RECON Staff

Troy Miller, Chief Creative Officer
tmiller@coloradorecon.com

Diego Tenorio, Operations Manager
diego@coloradorecon.com

Communication & Website
info@coloradorecon.com

Legal Disclaimer

Colorado RECON LLC – aka Colorado RECON, hereafter called the “association” does not render any legal, tax, or economic advice. The Association does not investigate its members, officers, directors, employees, agents, and/or contractors. Persons should consult his or her own counsel, accountant, or other advisors as to the legal, tax, and economic risks in matters concerning real estate and other investments

Content Disclaimer

Products, services, investment opportunities, etc., may be offered by members, guests, business associates, and/or content from Colorado RECON. The Association does not endorse any product, service, investment opportunity, etc. that may be offered formally or informally. Attendees should do their own due diligence and seek advice from their counsel, accountant, and other advisors prior to doing business with anyone present.

Advertising

For questions or additional information on advertising with Colorado RECON, please email tmiller@coloradorecon.com

From content, education, speaking, or brand recognition, Colorado RECON events and sponsorship opportunities are available exclusively to members. As you plan and budget for your annual investment in Colorado RECON programs and events, let us build out the best exposure and engagement opportunity through our:

- Quarterly Events
- Monthly Publication Articles & Ads
- Membership Discount
- Business Membership
- Website Profile
- Blog Posts
- Weekly E-Newsletter Feature
- Or let's get creative and build an experience that puts your brand front & center!

UPCOMING EVENTS

April 25th, 2026

Spring 2026 Colorado RECON – Titans of Colorado Real Estate Investors Association

events.coloradorecon.com/spring2026

May 2nd, 2026

CO-LIVING RENTAL MASTERY ACCELERATOR

How Two Colorado Investors Reached Financial Freedom In 15 Months Using Partner Capital and A Simple Co-Living System

events.coloradorecon.com/coliving

May 30th, 2026

Multi Family ACCELERATOR



For the most up-to-date information about events and training, visit www.coloradorecon.com



SPRING 2026
**COLORADO
RE•CON**

TITANS OF COLORADO REAL ESTATE INVESTING

A Day of Conversation with Industry Influencers, Interviewing the Greats!

Saturday, April 25th • Denver, CO

Presented in conjunction with

PINE
FINANCIAL GROUP

UPCOMING EVENTS




CO-LIVING RENTAL MASTERY ACCELERATOR

From Investment to Cash Flow

SATURDAY, MAY 2, 2026 | 9:00 AM - 3:00 PM

LEARN THE STRATEGIES THAT GENERATED FINANCIAL FREEDOM IN 15 MONTHS

-  High-Cash-Flow Property Identification
-  Zero-Capital Acquisition via OPM and Syndication
-  Tenant Selection, Community Building, and 97%+-Occupancy
-  Live Property Walkthroughs



YOUR INSTRUCTOR

GRANT SHIPMAN

*Northern Colorado Co-Living Expert
Achieved Financial freedom in 15 months
Author of The House Hacking Strategy*

SPECIAL DEAL

REAL SYSTEMS, REAL DEALS, REAL RESULTS — REGISTER NOW
events.coloradorecon.com/coliving2026 | Members \$49/Non-Members: \$79

MEMBERS ONLY

COLORADO RE•CON MASTERMIND HOURS

JOIN US TO GET REAL SOLUTIONS
SECOND & FOURTH TUESDAY OF
EVERY MONTH

Unlock the Most Powerful Member Benefit in Colorado RE•CON History:
Introducing Colorado RE•CON Mastermind Hours

Members Only | Live on Zoom | Starting August 13th

Every 2nd & 4th Tuesday at 9:00 AM, we're handing you the keys to 18 years of hard-won connections— RE•CON's inner circle of elite experts, top attorneys, and financial pros who solve million-dollar problems every day.

This isn't another seminar. It's the black book of real estate solutions—opened for you.





DISTRESSED PROPERTY EXPERT

TROY MILLER / TMILLER@COLORADORECON.COM / COLORADORECON.COM

WHEN TITANS SPEAK... THE MARKET LISTENS

Hey Colorado investors, want to be in on a major industry secret...

Most investors aren't stuck because they lack effort. They're stuck because they don't realize where their thinking is outdated.

THE REAL PROBLEM IS HARDER TO SEE

If you're active in this market, you're already doing a lot right. You're analyzing deals. You're talking to agents, lenders, maybe even other investors. You're trying to stay disciplined while the market keeps shifting under you. And yet—Something feels off.

Deals that should work... don't. Margins feel tighter than expected. Other investors seem to move faster, more decisively—sometimes in ways that don't fully make sense from the outside. So you adjust. You tweak. You keep going. But at some point, a different question starts to surface:

"Am I missing something... or am I just seeing this market differently than the people who are winning in it?"

THE QUESTIONS MOST INVESTORS DON'T ASK SOON ENOUGH

At a certain level, progress stops coming from doing more. It comes from thinking differently.

And that shift usually starts with uncomfortable questions:

- What assumptions am I making about this market that may no longer be true?
- If someone more experienced looked at my last 3 deals... what would they challenge?
- Where am I being overly conservative—and where am I taking the wrong risks?
- Am I solving for the right variables... or just the obvious ones?
- What are other investors seeing in deals that I'm consistently overlooking?

And maybe the most important one:

"Who am I actually learning from—and when was the last time that perspective was tested?"

INFORMATION IS EVERYWHERE. CONTEXT IS NOT.

There's no shortage of advice in real estate.

But most of it comes in clean, simplified form:

- What worked

- What to do
- What to avoid

What's missing is the part in between—The trade-offs. The disagreements. The moments where two experienced people look at the same deal and come to completely different conclusions. That's where judgment is built. And without that, it's easy to feel like you're doing the right things... without getting the right outcomes.

WHERE THAT GAP STARTS TO CLOSE

Every now and then, you get access to something different. Not a presentation. Not a polished takeaway.

But a chance to observe how experienced investors:

- Break down decisions in real time
- Challenge each other's thinking
- Adjust based on what's actually happening right now

Not six months ago. Not in theory. In the current market.

A DIFFERENT KIND OF ROOM

There's a reason certain investors accelerate faster than others. It's not just what they know.

It's how often they're exposed to better questions... better frameworks... and better ways of thinking.

Most people don't even realize that's what they're missing. Until they're in a room where it becomes obvious.

SATURDAY, APRIL 25TH

You don't need more information. But you might need to pressure-test how you're interpreting it. And more importantly—you might need to see how other people are interpreting it differently.

Join Colorado RECON IN-PERSON Titans
of Colorado Real Estate Investing:
Spring 2026

REGISTER AT
events.coloradorecon.com/spring2026



INVESTMENT STRATEGIST

JENNIFER REINHARDT / JENNIFER@REALATLAS.COM / REALATLAS.COM

DENVER JUST RAISED THE STAKES FOR UNLICENSED RENTALS

Denver quietly raised the maximum fine for unlicensed rental properties from \$999 to \$5,000 per violation. That change went into effect in late 2025, and if you own rentals in the Denver metro, it is worth paying attention.

The city launched its residential rental licensing program in 2023. The idea was straightforward: require landlords to pass a third-party health and safety inspection before renting a unit. The old \$999 maximum fine was not doing the job. According to the city, some landlords were treating it as a cost of doing business rather than fixing actual problems. The new \$5,000 ceiling is designed to change that math.

What This Means for Most Landlords

For most landlords running decent properties, this is not a crisis. The city uses a stepped enforcement process, starting with warning letters and incremental fines before it ever reaches the maximum. Getting licensed is not difficult if your property is in reasonable shape. The common inspection flags are things like missing smoke detectors, outdated plumbing, and HVAC issues, none of which are mysterious or catastrophic if you stay ahead of them.

What This Means on the Acquisition Side

Where this matters most is on the acquisition side. If you are buying a rental property or a multi-unit in Denver, license status needs to be part of your early due diligence. An unlicensed property is not automatically a dealbreaker, but it can mean inherited deferred maintenance, a failed inspection sitting in the background, or a timeline problem when you are ready to place tenants. The city's business license database lets you check any address in a few clicks.

The Bigger Picture

The bigger picture here is not about fines. Denver now has over 27,000 licensed landlords. The licensing process has become a normal part of operating a rental in this market. The investors who treat it that way will not have any problems. The ones who keep ignoring it are the reason the fines went up.

Know your compliance status. Check your properties. And if you are buying, check before you close.



ATLAS
REAL ESTATE

Property Management By the Numbers

3,200

UNITS CURRENTLY
MANAGED

98%

OCCUPIED &
COLLECTED

10

AVERAGE DAYS
BETWEEN RESIDENTS

4

CONSECUTIVE YEARS
VOTED BEST OF
COLORADO



0

MAINTENANCE
UPCHARGES OR
HIDDEN FEES

cory@realatlas.com | 303.242.8980 | realatlas.com



INSURANCE EXPERT

EVE HOELZEL / EVE.DSTANSFIELD@FARMERSAGENCY.COM / EVEINSURANCECOLORADO.COM

SMART RISK MANAGEMENT FOR SHORT TERM RENTAL PROPERTIES

Short term rentals continue to grow in popularity as homeowners and investors look for flexible ways to generate income. Platforms like Airbnb and Vrbo have made it easier than ever to monetize properties, but they have also increased the complexity of risk.

If you are operating a short-term rental, your insurance strategy should be just as intentional as your pricing and marketing plan.

Why is Standard Homeowners Insurance Not Enough?

A traditional homeowner's policy is built for owner occupied properties, not for business activity. The moment you begin renting your property to paying guests, you introduce new exposures including increased liability from guest injuries, higher frequency of property damage claims, income interruption risk, and potential coverage denial if rental activity is undisclosed.

Many property owners are surprised to learn that failing to notify their carrier about short term rental activity can jeopardize coverage at claim time.

What Short Term Rental Insurance Should Cover

A properly structured short-term rental policy is designed to protect both your property and your income stream. Key protections typically include:

Property Coverage: Protection for the dwelling, furnishings, and amenities against guest related damage or covered losses such as fire or water damage.

Liability Protection: Coverage if a guest or third party is injured on the property and alleges negligence.

Loss of Rental Income: Reimbursement for lost income if your property becomes temporarily uninhabitable due to a covered claim.

Theft and Vandalism: Protection for damage or stolen contents, including situations that may fall outside traditional homeowner policies.

Ordinance and Law Coverage: Helps cover additional costs if repairs must meet updated building codes after a loss.

What About Platform Host Protection?

Platforms such as Airbnb offer programs like AirCover for Hosts, and Vrbo provide limited liability protection. However, these programs

are not traditional insurance policies you control, may contain significant exclusions, can change without notice, and do not replace a properly structured insurance policy.

They should be viewed as supplemental, not primary, protection.

Key Considerations for Investors

Whether you rent occasionally or operate multiple properties, your coverage should reflect your strategy.

Consider the following questions. Are you renting part time or year-round. Is the property held personally or in an LLC. Do you have adequate liability limits. Would your cash flow survive several months of downtime.

Your insurance policy should align with your risk tolerance and long-term investment goals.

Final Thoughts

Short-term rentals can be highly profitable when properly protected. The right insurance coverage preserves your income, safeguards your assets, and protects you from unexpected financial setbacks. If you would like a coverage review for your short-term rental, or are considering converting a property into one, let us discuss your options. A proactive conversation today can prevent a costly surprise tomorrow.

Sure, you have a roof over your head, but do your investments have the right coverage?

How can I help?

Let's set up a time to review your policies!

Your Investment Insurance Specialist,
Eve Hoelzel, Licensed Agent Producer

970.217.8019

eve.dstansfield@farmersagency.com

www.eveinsurancecolorado.com





THE HIDDEN TRUTH BEHIND SELLER CONCESSIONS: WHAT EVERY INVESTOR NEEDS TO KNOW

At our recent Colorado RECON Mastermind Hours, Kyle—a veteran investor who’s completed over 100 deals annually since 2013—dropped a truth bomb that stopped the conversation cold: “Everything we’re selling on the market retail-wise that we flipped, everything’s got a credit behind it.”

He continued: “If you’re looking at comps and you’re looking at \$500K ARV, that house that sold for \$500K probably had a \$10,000-plus credit seller concession behind the scenes that you don’t see.”

This single insight explains why so many investors are experiencing mysteriously compressed margins right now. The comps look solid. The math pencils. But when the deal closes, the profit evaporates. You’re not crazy, and you’re not bad at underwriting. The game has fundamentally changed.

THE INVISIBLE MARGIN KILLER

Seller concessions have always existed, but they’ve never been this pervasive or this large. What used to be an occasional \$2,000-3,000 credit for minor repairs has become a standard \$10,000-20,000 concession on virtually every deal.

Here’s why this matters: when you pull comps to determine your ARV, you see the sales price. What you don’t see in public records is that the buyer negotiated a massive credit at closing. That \$500K sale? The buyer effectively paid \$480K-490K after concessions.

Now multiply this across your entire comp set. If you’re using six comps to justify a \$500K ARV, and four of them had \$10K-15K in concessions, your true market value is actually \$485K-490K. On a typical flip with \$50K in renovation costs, that \$10K-15K ARV overestimate can mean the difference between a \$30K profit and breaking even.

THE TWO-PUNCH COMBINATION

The concession problem doesn’t end at purchase. Kyle shared a recent example from a Boulder property his company is selling: “We already had given them a concession of, I believe, \$15K on the front side, and then they wanted an extra \$20K for just miscellaneous inspection items that they came up with.”

Think about that. A \$35K total concession on a single deal. If you underwrote this flip expecting a \$40K profit based on clean comps, you just made \$5K. Before holding costs. Before the unexpected

permit delay. Before the HVAC unit that failed final inspection.

This two-stage negotiation has become the new normal:

Stage 1: Initial purchase concession (\$10K-15K to get the deal under contract)

Stage 2: Inspection concession (\$5K-20K to keep the deal from falling apart)

The result? Sellers are giving away \$15K-35K in value that never shows up in your comp analysis.

WHY THIS IS HAPPENING NOW

Several factors converged to create this concession crisis:

First, buyers have options. With inventory rising through much of 2024 (Denver metro hit 12,800+ properties in October before seasonal delisting), buyers can walk away and find another property. Sellers know this, so they’re negotiating aggressively.

Second, buyers are stretching to afford anything in this rate environment. A \$15K concession can buy down their interest rate, cover closing costs, or fund immediate repairs they can’t afford out of pocket. For buyers at their maximum affordability, these concessions are the only way to make the numbers work.

Third, appraisals are coming in at contract price because appraisers see the same comps you do—comps that don’t reflect concessions. This creates a false sense of security that evaporates at the closing table.

WHAT THIS MEANS FOR DIFFERENT INVESTOR TYPES

For Fix-and-Flip Investors:

Your margin isn’t 20% anymore. It’s 10-12% if you’re lucky. Adjust your acquisition criteria accordingly. If you used to buy at 70% of ARV, you might need to target 65% just to maintain the same profit.

For Wholesalers:

Your buyers are getting squeezed, which means they’re going to push harder on your margins. Build in an extra 5-10% cushion when pricing your deals. Yes, this makes acquisitions harder. That’s the market.

For Buy-and-Hold Investors:

You’re somewhat insulated if you’re holding long-term, but don’t overpay based on inflated comps. If you’re buying with the intention to refinance in 12-24 months, that appraisal might disappoint.

For Hard Money Lenders:

John from Copa Capital shared their response: "We're pretty strict with when we're underwriting it. We're making sure that our loan to value on ARV is not above 75%, very seldomly will we go above 85% loan to cost." Smart lenders are already adjusting for this reality.

HOW TO PROTECT YOURSELF

1. Call the Listing Agents on Your Comps

Ask directly: "Did this close with any seller concessions?" Many agents will tell you. Some won't. But three out of six honest answers is better than zero.

2. Reduce Your ARV by 2-3%

Across the board. If comps suggest \$500K, underwrite to \$485K-490K. This builds in a concession buffer without requiring perfect information.

3. Get Pre-Approved Buyers

If you're flipping, cultivate relationships with buyers who are pre-approved and serious. These buyers negotiate less aggressively because they know good inventory moves fast. The desperate buyers making lowball offers with huge concession demands are usually the ones who barely qualified and are terrified of the commitment.

4. Price Slightly Below Market

Kyle's approach: "We're having to give credits on pretty much everything." If you know concessions are coming, price your flip \$5K-10K below comparable listings. You'll get more showings, better buyers, and end up at the same net number without the negotiation headache.

5. Document Everything Immaculately

When buyers request \$20K for "miscellaneous inspection items," your leverage is documentation. If you can prove the HVAC was serviced, the roof was inspected, and the electrical was permitted, you can negotiate from strength. Sloppy flips with missing documentation get hit hardest.

THE SILVER LINING

Here's the counterintuitive opportunity: if you're a buyer right now, you have more negotiating power than you've had in years. Don't be shy about asking for concessions. Data from our Mastermind shows sellers are giving them away anyway.

And if you're sitting on cash waiting for the "right time" to deploy

it, understand that these concession-heavy comps are creating a temporary valuation depression.

Properties that sold for \$500K with \$15K in concessions are actually \$485K sales. When concessions normalize in 12-18 months, these same properties will sell for true \$500K with minimal concessions. That's organic appreciation built on market correction, not speculation.

THE BOTTOM LINE

The real estate market hasn't crashed. It's just wearing a disguise. Properties are selling for less than comps suggest because concessions have become the silent auction happening behind closed doors.

Investors who adjust their underwriting to account for this reality will survive and thrive. Those who keep using 2021-2023 underwriting models will keep wondering why their margins disappeared.

The concession crisis is real. The question is: are you going to acknowledge it and adapt, or keep pretending that \$500K comp is actually worth \$500K?

Your next deal's profitability depends on getting this right.





DISTRESSED PROPERTY EXPERT

TROY MILLER / TMILLER@COLORADORECON.COM / COLORADORECON.COM

THE TIRED LANDLORD OPPORTUNITY

There is a landlord in a Denver suburb right now sitting on roughly 16 rental doors. He has owned them for 20 years. His basis is under a million dollars. The portfolio is worth north of seven million. And he is exhausted.

He does not want to sell. The capital gains hit alone would be staggering. But he also does not want to manage another tenant call, navigate another city inspection, or worry about whether his rental license is current. He is stuck. And that stuck feeling is exactly where smart investors find some of their best opportunities.

Colorado Is Turning Up the Heat on Landlords

Denver and the surrounding metro have been tightening the screws on rental property owners for several years. Rental licensing requirements, inspection mandates, and increasingly steep fines for non-compliance are adding friction that smaller or self-managing landlords never had to deal with before. Reports are circulating that fines for operating without a rental license could be raised as high as \$5,000 per violation. Whether you agree with the policy or not, the effect on the market is real.

Long-time landlords who have been running their properties the old-fashioned way are suddenly facing a compliance landscape that feels foreign. Some of them have been self-managing for 10, 15, even 20 years. They know their tenants by name. They fix things themselves. The idea of hiring a management company, getting inspections, maintaining licenses, and staying current on new tenant protections is overwhelming.

And that overwhelm is motivation. Not motivation to sell necessarily, but motivation to change something.

Creative Structures Are the Key

The traditional approach is to find a tired landlord and make a cash offer. That works sometimes. But the landlord in the example above is not going to take a cash offer. His capital gains exposure is too high. He has held too long and built too much equity to walk away with a fraction of his paper wealth after taxes.

This is where investors who have expanded their toolkit beyond traditional purchase contracts have a real edge. Consider what is actually possible:

- Seller financing lets the landlord receive payments over time, often at a price that works for both sides, while spreading the tax liability across years.

- Master leasing allows the landlord to step back from management entirely while still owning the asset. The investor controls and operates the property, the landlord cashes checks.
- Note creation turns an existing free-and-clear property into a cash-flowing instrument without triggering a sale.
- Hybrid structures can combine elements of all three to solve the specific problem the landlord actually has.

The investor who approaches a tired landlord with only a cash offer is competing with every other buyer on the market. The investor who shows up with a menu of solutions is having a different conversation entirely.

Finding Them Is the Work

The challenge most investors name is not the structure. It is finding the landlord in the first place. These are not people actively shopping their properties on the MLS. They are not calling wholesalers. They are sitting on their portfolios, quietly frustrated, waiting for someone to give them a reason to act.

Finding them requires consistent outreach. That means marketing directly to long-time owners, building relationships with property managers who see landlord burnout up close, and working with agents who have expired listings in their pipeline. It means showing up at REIA meetings and being known as the person who solves problems, not just buys houses.

It also means being patient. A landlord who is not ready to move today may be ready in six months. The investor who stays in touch wins that deal when the moment comes.

The Bigger Picture

Colorado's regulatory environment is not going to get simpler. If anything, tenant protection laws and landlord compliance requirements are likely to keep expanding. That means the population of tired, overwhelmed landlords is going to keep growing.

For investors with the knowledge and patience to work creatively, that is not a problem. It is a pipeline.



DISTRESSED PROPERTY EXPERT

TROY MILLER / TMILLER@COLORADORECON.COM / COLORADORECON.COM

OPPORTUNITY IS NOT IN THE MARKET. IT'S IN THE SELLER.

Ask a room full of real estate investors what the market looks like right now and you will get a consistent answer: tight. Interest rates are elevated. Prices in the Denver metro have not corrected the way many hoped. Cash flow is hard to pencil. A lot of would-be buyers are sitting on the sidelines waiting for something to change.

The investors who are still closing deals are not waiting. They have a different frame. Instead of asking what the market is doing, they ask who is motivated to sell right now and why.

The Market Is Not the Deal

Real estate markets are made up of millions of individual sellers, each with their own timeline, motivation, and set of constraints. Aggregate market data tells you what is happening on average. It tells you nothing about the specific seller who just inherited a property they do not want, or the landlord who has been dealing with a problem tenant for two years and is done, or the couple going through a divorce who needs to liquidate fast.

Those situations exist in every market, in every cycle. They existed when rates were at 3%. They exist when rates are at 7%. The question is whether you are in position to find them when they surface.

What Motivated Looks Like Today

In the current Colorado environment, motivated sellers tend to fit a few recognizable profiles:

- Estate properties and trust sales where heirs want liquidity and do not want the headache of managing a fix-up process or a prolonged MLS listing.
- Overpriced listings that have been sitting for four to six months. By that point, the seller has often adjusted their expectations significantly. The pain of not selling has become greater than the pain of taking less.
- Long-time landlords facing compliance pressure, capital gains complexity, or simple management fatigue who have no obvious exit path with a traditional buyer.
- Developers or owners whose projects hit unexpected problems, including structural issues, financing gaps, or entitlement delays, who need out before carrying costs eat them alive.

None of these profiles are rare. They are consistently available. What is rare is the investor who is paying attention every single day and ready to move when one of these surfaces.

Daily Habits Matter More Than Market Timing

The most consistent deal-finders share a similar habit: they are in the market every day. Not once a week. Not when they feel ready to buy. Every day.

That means checking new and changed MLS listings with a fresh set of eyes. It means following up on offers that went dark three months ago. It means staying in contact with agents who know their clients better than any algorithm does. It means sending marketing to targeted lists of long-time owners, expired listings, and out-of-state landlords.

One investor with an active acquisition pipeline described her team's approach this way: the MLS is reviewed every single day, and something always looks different depending on what angle you are looking from. The same property that did not make sense last week might make sense today because of a price reduction, a new comp, or a shift in your own criteria.

Make More Offers

There is a specific failure mode that traps a lot of newer investors: analysis without action. It is possible to spend enormous energy analyzing deals and never actually submit an offer. The fear of looking uninformed, of insulting a seller, of being wrong about the numbers, keeps investors in perpetual research mode.

The antidote is simple. Make offers. Even the ones that feel like long shots. A seller who turns down your offer today may call you back in 90 days when the property has not sold. An agent who sees you submitting consistently starts bringing you deals before they hit the market. Volume creates momentum.

The Bottom Line

Markets do not create opportunity. Motivated sellers do. In Colorado right now, there are more motivated sellers than most investors realize. The ones getting deals are not waiting for conditions to improve. They are out there every day, finding the person whose problem they can solve.



SENIOR HOUSING EXPERT

VERN HARRIS / VERN@ABWSI.COM / ABWSI.COM

NOT ALL SENIOR HOUSING DEALS ARE CREATED EQUAL

A lot of investors hear “senior housing” and throw it into one bucket.

That’s a mistake.

It’s like saying all multifamily is the same because people sleep there. Technically, sure. Practically, not even close.

Senior housing has a much wider gap between a good deal and a bad one than a lot of investors realize. Two properties can both be called assisted living. Both can be in decent markets. Both can show acceptable occupancy. But one may be a solid investment with real upside, and the other may be a slow bleed with better landscaping.

That’s where asset class matters.

Most investors already understand Class A, B, and C in the general real estate sense. In senior housing, those labels carry more weight because this is not just a building. It’s a building tied to an operating business. That changes the game.

The real estate matters. But so do labor, care levels, pricing power, resident experience, reputation, and the operator’s ability to keep the wheels on when costs start climbing.

So asset class does not just affect value.

It affects risk, cash flow, financing, and your exit.

Class A: Better Asset, Better Margin for Error

Class A senior housing usually means newer construction, stronger demographics, better design, and a resident profile that supports private-pay rates.

That matters.

Newer properties usually come with fewer capital surprises. They tend to lease better, show better, and operate better. They’re often easier to finance and easier to sell when the time comes.

Now, does that mean every Class A deal is a home run? No. You can still overpay for a pretty building. Plenty of people have done exactly that.

But if you want better durability, cleaner operations, and more exit options, Class A deserves a hard look.

It’s usually the safer end of the pool.

Not always the highest yield. Not always the most exciting upside. But usually less likely to wake you up at 2:00 a.m. with an expensive problem.

Class B: This Is Where It Gets Interesting

Class B is often where the best opportunities live.

These are usually older but still viable properties in decent markets. Maybe they need a better operator. Maybe they need some updates. Maybe marketing has been weak. Maybe expenses are sloppy. Maybe the current owner has taken it as far as they can.

That’s where value can be created.

But this is also where people get their teeth kicked in.

Because in senior housing, you can’t treat a Class B deal like a tired apartment complex and assume some flooring, paint, and granite fix the story. If the staffing model is broken, the building layout is inefficient, the rates are too aggressive for the market, or the operator can’t execute, the deal can go sideways fast.

A good Class B deal can be a sweet spot.

A bad Class B deal can become a master class in regret.

The difference usually comes down to underwriting discipline and operational competence. Fancy way of saying: know what you’re buying, know what it needs, and know who’s going to run it.

Class C: Cheap Is Great Until It Isn’t

Class C is where low basis gets everybody’s attention

And sometimes that makes sense.

Sometimes it doesn’t.

A low purchase price can create real opportunity. But in senior housing, cheap often comes with baggage. Deferred maintenance. Bad layout. Weak market position. Functional obsolescence. Thin margins. Limited pricing power. Or all of the above, which is always a fun little bundle.

Some of these assets can be turned around. Some can be repositioned. Some need a totally different use.

And some are just cheap because they should be.

That's the part investors need to be honest about.

There are groups that make very good money on troubled or legacy senior housing. But they usually have deep operating experience, a very clear plan, and a basis low enough to absorb bad news.

Everybody else is usually buying hope.

Hope is a terrible underwriting tool.

Why Senior Housing Needs a Different Kind of Underwriting

This is where traditional real estate investors can get tripped up.

Senior housing is not just about occupancy and cap rate. You have to underwrite both the real estate and the business operating inside it.

Occupancy alone can fool you.

A building can be "full" and still underperform because labor is bloated, rates are under market, agency staffing is eating margin alive, or management just isn't sharp. On the flip side, a property with lower occupancy may still be a better investment if the market is strong, the real estate is sound, and the operational issues are fixable.

That's why you have to look at senior housing through two lenses at the same time:

The building.

And the operation.

Miss either one, and you're not really underwriting the deal. You're just admiring it.

The Better Question

The wrong question is, "Is senior housing a good investment?"

That question is too broad to help anybody.

The better question is this:

What kind of senior housing, in what market, at what basis, with what operator, gives me the best mix of income, upside, and downside protection?

That's where the real conversation starts.

For some investors, that answer will be higher-quality private-pay assets with cleaner operations and better exit options.

For others, it will be a well-located Class B deal where operational improvements can unlock real value.

And for a smaller group with the right stomach and the right experience, it may be selectively buying distressed or legacy assets at a basis low enough to make the risk worth it.

But none of those strategies work without discipline.

You do not make money in this sector just because you bought "senior housing."

Final Thought

Not all senior housing deals are created equal.

Class A, B, and C are not throwaway labels. They affect your capital needs, your operating risk, your financing options, and your exit path. In other words, they affect your returns.

For investors who understand that, there is real opportunity here. But the edge is not in chasing the sector blindly.

The edge is in picking the right deal, in the right market, at the right basis, with the right operator and the right structure behind it.

That's where smart money tends to win.

Senior housing can be a strong part of a real estate portfolio, but only when the deal, the operator, and the structure all line up. That's where experience matters, and that's where a lot of investors either gain an edge or learn an expensive lesson.



DISTRESSED PROPERTY EXPERT

TROY MILLER / TMILLER@COLORADORECON.COM / COLORADORECON.COM

SHORT SALES ARE BACK— AND BANKS ARE ACTUALLY NEGOTIATING

Remember 2008-2012 when short sales were everywhere? Properties selling for 40-60% of what sellers owed. Banks negotiating because foreclosure cost them more than accepting less. Investors building entire businesses around short sale arbitrage.

Then the market recovered. Equity returned. Short sales disappeared. Banks stopped negotiating. Until now.

Short sales are back. But this time, the opportunities look different. The sellers are different. And surprisingly, banks are negotiating again—if you know how to make them.

Why Short Sales Are Resurfacing in 2026

The short sales hitting the market today aren't coming from the 2008 playbook. They're coming from three specific sources:

Sub-To Deals That Don't Pencil: Wholesalers are finding properties where sellers are willing to walk away, but the numbers don't work for subject-to strategies. Not enough equity. Interest rates too high to assume the note. House worth less than what's owed. These deals get passed to short sale investors who know how to negotiate with banks.

Upside-Down New Construction: Buyers who purchased new construction in 2021-2022 are underwater. A Loveland property recently surfaced where the homeowner is \$650,000 upside down. No equity. No ability to sell. Banks facing the choice: negotiate a short sale or spend 18 months foreclosing.

Divorce + Distress Combinations: Properties with foundation issues, deferred maintenance, or major repairs—combined with life transitions like divorce. One spouse walks away. The other can't afford repairs. The property becomes a short sale opportunity.

The common thread? These aren't people who stopped paying their mortgage because they lost a job. These are people who can't make the numbers work—even if they wanted to.

The Myth: Banks Won't Negotiate Anymore

Here's what most investors believe: Banks tightened up after 2008. They won't negotiate short sales anymore. They'd rather foreclose and take the property back. That's wrong.

Banks are negotiating. You just have to know what they'll negotiate on—and how to present your case.

Here's a real example from January 2026:

An FHA-backed property was heading to foreclosure. The investor submitted a short sale package. FHA responded: "Send it to foreclosure."

The investor wrote a firmly worded letter stating they would contact the homeowner's senator if FHA proceeded with foreclosure instead of considering the short sale offer.

FHA reversed their decision within one hour.

Banks negotiate when: - Foreclosure costs them more than accepting your offer - You provide clear, documented evidence the property is worth less than they think - The political or public relations cost of foreclosing outweighs accepting a loss

The key is knowing which levers to pull.

The Appraisal Game: How to Fight When Banks Use Wrong Comps

Here's where most short sales die: the appraisal.

Banks order an appraisal. The appraiser comes back with a value that doesn't account for actual repairs needed. Or worse, they use comparables that don't reflect the property's true condition.

Real example:

Bank's appraisal: \$15,000 in repairs needed. Investor's actual estimate: \$65,000 in repairs.

That's a \$50,000 gap. On a property already underwater, that gap determines whether the deal happens or dies.

How to fight it:

Submit your own repair estimate from a licensed contractor. Itemized. Detailed. On company letterhead. Banks respond to documentation, not opinions.

Provide better comps. The appraisal might use the renovated property across the street that sold for \$450K. You need to show them the before price on that comp—which might have been \$280K when it was in similar condition.

Watch for comp timing issues. If your best comp sold 11 months

ago, you might lose it as it ages past 12 months. Use it while you can. One investor recently had this exact problem: The bank used a post-renovation comp price (\$450K) instead of the pre-renovation wholesale price (\$280K). That single comp error inflated the appraisal by \$50,000+—killing the deal economics.

The solution? Pull the original MLS listing from when that property sold as a wholesale deal. Show the bank the actual comparable sale price for a distressed property.

The Loan Servicer Transfer Risk

Here's the nightmare scenario:

You've been negotiating with the bank for four months. You've submitted comps. You've provided repair estimates. You've gone back and forth on the offer price. You're finally getting traction.

Then the loan servicer changes.

Everything resets. New servicer. New point of contact. New process. Four months of work potentially wasted.

This happened to an investor in January 2026. Mid-negotiation, the loan servicer announced they were transferring the loan to a new company. The investor had two choices:

- Push the current servicer to make a decision BEFORE the transfer
- Start over with the new servicer and hope they're more motivated to close the file

The gamble: Sometimes a new servicer just wants to clear the books and will accept a deal the previous servicer rejected. Other times, you're back to square one.

The lesson: If you hear a servicer transfer is coming, create urgency. Push for a decision. Don't let the deal drift into limbo.

The Short Sale Success Formula: 'The Worse, The Better'

If there's one principle that defines successful short sale investing in 2026, it's this:

The worse the property condition, the better your negotiating position.

Foundation issues? \$40-50K repair cost gives you immediate leverage. Deferred maintenance? Document every issue with photos and contractor quotes. Outdated systems? Electrical, plumbing, HVAC—itemize the replacement costs.

Banks can't argue with documented distress. If you show them a \$65,000 repair estimate from a licensed contractor, and the house needs all \$65,000 of that work, they have to adjust their expectations. The properties to avoid? The ones that are almost in good shape. A property that needs \$15,000 in cosmetic work doesn't give you negotiating room. The bank will say, "Pay the \$15K and sell it retail."

But a property with \$65,000 in structural and mechanical issues? That's a different conversation. Now you're negotiating a genuine short sale because the property genuinely can't be sold at the loan balance.

What This Means for Your 2026 Strategy

Short sales aren't a volume game. They're a patience game. You're not going to close 10 short sales a month. You might close 2-3 per quarter if you're working them actively. But the margins can be significant—often \$40K-\$80K per deal if you're buying substantially below market value.

Here's what works:

Build relationships with wholesalers. They're finding sub-to deals that don't pencil. Those are your short sale leads.

Hire a VA to handle paperwork. Short sales are document-heavy. Your time is better spent on seller and bank calls, not filling out forms. Get comfortable with 'hurry up and wait.' Banks will ask for documents "tomorrow" and then not respond for four months. That's the game.

Focus on distressed properties. Foundation issues, major mechanical failures, anything that gives you documented leverage with the bank.

Know when to apply pressure. FHA reversed a foreclosure in one hour when threatened with senatorial involvement. Sometimes banks need a nudge.

Short sales aren't for everyone. They require patience, documentation, and persistence. But if you're willing to play the game, the opportunities are back—and banks are negotiating.

Just don't expect them to make it easy.

TROY MILLER
DISTRESSED PROPERTY
& SHORT SALE INVESTOR

CALL: (303) 529-6589
BOOK A 1-ON-1 ZOOM: BIT.LY/44LUVIE



HISTORIC PRESERVATION EXPERT

KALEIGH NITZ / KALEIGH@MARSHBUCHANAN.COM / MARSHBUCHANAN.COM

HISTORIC PRESERVATION AS A FINANCIAL TOOL FOR REAL ESTATE INVESTORS IN COLORADO

Part 1: Background, Eligibility, and Why Expert Guidance Matters

Historic preservation has become one of the most effective redevelopment strategies available to real estate investors in Colorado. By combining federal and state tax credits with thoughtful rehabilitation, investors can transform historic buildings into profitable projects while preserving the architectural character that defines many Colorado communities.

Across the state—from brick storefronts in mountain towns to industrial warehouses and downtown office buildings—historic properties are attracting growing investor interest. Federal and state incentives can offset a significant portion of rehabilitation costs, turning overlooked properties into rewarding investments.

How Urban Renewal Shaped Preservation in Colorado

Colorado's preservation movement grew partly in response to the widespread loss of historic buildings during the mid-twentieth century. Federal urban renewal programs encouraged cities to clear large areas labeled as blighted in the name of modernization.

Denver experienced this dramatically. Between the 1950s and 1970s, entire neighborhoods and commercial districts were demolished. Nineteenth-century buildings disappeared, often replaced with parking lots or plans that never materialized. By the 1970s, communities recognized the scale of what had been lost, and preservation efforts grew not only to protect historic buildings but to demonstrate their economic value.

The Evolution of Preservation Incentives

In 1976 the federal government introduced the Historic Rehabilitation Tax Credit, providing a 20 percent tax credit for qualified rehabilitation expenses associated with income-producing historic properties.

Colorado later expanded on this framework with state incentives administered through History Colorado and the Colorado Office of Economic Development and International Trade. Today historic rehabilitation is widely recognized as a catalyst for economic revitalization.

What Makes a Building Eligible

Properties listed on the National Register of Historic Places, the Colorado State Register of Historic Properties, designated as local landmarks, or located within recognized historic districts may

qualify. Generally, buildings must be at least fifty years old, and renovations must retain the defining architectural features while allowing the building to be adapted for modern use.

Preservation does not mean freezing a building in time. Adaptive reuse is central to preservation economics—warehouses become offices, historic hotels become apartments, and commercial buildings become restaurants or retail spaces.

Why Investors Are Paying Attention

Unlike tax deductions, which reduce taxable income, tax credits provide a dollar-for-dollar reduction in taxes owed. In Colorado, incentives can often be combined. The federal credit provides 20 percent on qualified rehabilitation expenses, and Colorado's state program can add additional credits depending on the project. In some cases, total incentives can approach roughly 40% of eligible costs. Many projects also allow credits to be sold or syndicated, converting them into equity that helps finance construction.

For properties requiring substantial upgrades, these incentives can be the difference between a project that stalls and one that becomes profitable.

Why Investors Work With Preservation Consultants

Although preservation incentives can significantly improve project feasibility, the process involves multiple approvals and technical requirements. Preservation consultants help investors capture the full financial value of these programs while minimizing delays—preparing tax credit applications, coordinating with review agencies and architects, and ensuring designs comply with preservation standards.

Looking Ahead

Historic preservation programs have emerged as powerful tools for protecting Colorado's remaining historic buildings while unlocking their economic potential. In the next article in this series, we will look at how historic tax credits work financially and how investors combine federal and state incentives to increase project profitability.

This comes in at approximately 525 words with all headings and key details intact.

BUSINESS MEMBER DIRECTORY

Service	Contact	Business	Phone	Email
Cleaning/Fencing	Susanna Tabares	Heart & Home Solutions	720.477.8268	heartandhomesolutionsllc@gmail.com
Contractor/Electric	James Hornof	B&W Electric, LLC	303.505.3543	j.hornof@bandwelectric.com
Contractor/Electric	Guy Marquardt	Applied Electric	303.420.1518	gmarquardt@appliedelectric.com
Contractors	Andrew Laverence	Contractors of Colorado	720.422.4600	andrew@businessfoundry.com
Energy Investing	Khris Allen	Eckard Enterprises	800.527.8895	kallen@eckardenterprises.com
Foundation Repair	Drew Rogers	Colorado Foundation Repair & Waterproofing	720.266.9331	diggingcolorado@gmail.com
Insurance	Eve Hoelzel	Farmers Insurance	970.970.8019	eve.dstansfield@farmersagency.com
Lender	Justin Cooper	Pine Financial	303.916.5366	justin@pinefinancialgroup.com
Lender	David Nielson	COPA Capital	480.244.4698	david@copacapital.com
Lender	Alex Nigh	DIYA Finance	720.850.8459	anigh@diyafinance.com
Lender	Chuck Townsend	Forrest Financial Group	303.877.3221	chuck@forrestfinancial.com
Lender	Greg Osborne	Bridge Capital Resources, LLC	303.475.5873	gregosborne@bridgelending.com
Lender	Tyler Ideker	Indicate Capital, LLC	303.567.6333	tyler@costfund.com
Lender	Drew Jeffers	Phoenix Loans	970.420.6472	drew@phxloans.com
Lender	Vanesa Montoya	Boomerang Capital	480.410.0945	vanessa@boomerangcapital.com
Photography & Video	Kyle McGowan	View Point Visuals	720.454.2211	v.visuals@gmail.com
Property Management	David Walton	My Haven	303.228.7800	hello@myhavengroup.com
Property Management	Lizz Walters	Walters & Company Property Management	720.357.6655	lizz@gowalters.com
Property Management	Sam Jameson	Atlas Real Estate	303.242.8980	info@realatlas.com
Property Management	Terry Juvan-Hubert	Integrity Realty Management	303.332.4583	terri@integrityrealtymanagement.com
Property Management	James Brown	Co Living	720.807.8098	james@coloradocoliving.com
Rental Property	Brittany Katalenas	B-Konnected	720.551.7039	getkonnected@b-konnected.org
Roofing & Restoration	Jacob Lightfoot	Apex Restoration & Roofing LLC	303.691.5035	jlightbody@apexdenverroofing.com
Structural	Byron	Colorado Structural Repair	720.266.9331	diggingcolorado@gmail.com
Syndication	Byron Elliott	3 Pillars Law	303.284.3850	byron@3pillarslaw.com
Title	Tonya Stevens	Elevated Title	720.734.2767	tonya@elevatedtitleco.com

Get access to MLS Data and Cutting Edge REI Software

- Get live REI CMA market reports
- Automatically source real deals using algorithms
- Get access to MLS data and pull your own comps
- Analyze any property — on or off-market
- Nationwide rental data and analytics
- Find the hottest investment spots all across the country

Whether you're new or experienced investor, agent, or a wholesaler Sign Up and attend our free training to learn how to leverage data and technology to EDGE out the competition.

We'll be giving RE•CON Members a Special Discount Use Promo Code: ICOR
Email support@teamprivy with questions.



Fix-n-Flips



Pop-Tops



Tear Downs

privy™

www.getprivynow.com