

Why Be in the Dark About Real Estate Activity in Your Neighborhood? We Can Help.

If you're like most people, you probably consult Zillow to find out what your home is worth, and you track the activity in your area by watching for yard signs and looking online to learn their listing and selling prices.

At Golden Real Estate we offer a **Free Neighborhood Alert**, which notifies you by email within 15 minutes every time a home is listed, goes under contract and is sold. Wouldn't it be nice to have that information automatically and instantly?

Such alerts cost us nothing to set up, and the emails are sent by computer without any additional work on our part, so please take advantage of this free service. Send your request (by email) to me or any of the other agents at Golden Real Estate, who are listed on our website, GoldenRealEstate.com. All our agents' email addresses are [firstname]@GoldenRealEstate.com.

What we'll do is identify your subdivision or neighborhood and send you alerts only for real estate activity in that area. Feel free in

REAL ESTATE TODAY



By **JIM SMITH**, Realtor®

your request to identify the boundaries of the area you want to include in your email alert.

By giving us your own address when you request the Neighborhood Alert, you'll automatically receive two free valuation reports for your own home using different software packages that are considered to be more accurate than Zillow's "Zestimates."

One of them is by Realtor Property Resource (RPR), which is available only to members of the National Association of Realtors. (All of us are NAR members.) The other is the Realist Report, which is part of REcolorado, the Denver MLS on which virtually all local homes are listed for sale.

These two software packages use propriety algorithms which combine public records information about your own house with MLS transactions of comparable homes. These valuations can be, but are not always, close in their estimation of your home's value, but, of course, neither knows the

condition of your home or of those "comparable" homes. But, then again, Zillow doesn't know that either! If you are more than just curious and want to know the true market value of your home, we need to visit your home in person, which we are happy to do. Just ask us!

Meanwhile, if you ask, we can send you the full MLS listings (including pictures and virtual tours) of the homes that appear to be comparable to yours, so that you (and we) can get a better sense of how your home actually compares to those sold and competing listings.

We also like to provide a single-page spreadsheet of those comparable sales, as well as any active or

under contract comparables, so you (and we) can readily compare such variables as price per above-grade square foot and per finished square foot. We're happy, of course, to help you interpret that raw information, as we do in actual listing presentations.

If you are contemplating the sale of your home and if we are not the right brokerage for one reason or another, we're happy to provide a spreadsheet similar to the one shown below for the brokers or brokerages you are considering so you can properly compare and contrast them.

If we're not the right brokerage for you, we want to assist you in finding the best broker and brokerage.

No Brokerage Does Better Than Golden Real Estate in Getting the Highest Price for Sellers

Address	Days on		Listing		
	Market	Sold Date	Price	Sold Price	Ratio
5055 Gladiola Way	5	4/8/19	\$575,000	\$589,500	103%
611 Cressman Ct.	0	3/26/19	\$640,000	\$675,000	105%
7005 W. 32nd Ave.	4	2/15/19	\$520,000	\$587,000	113%
3221 Rouff Street	6	2/1/19	\$525,000	\$561,000	107%
1110 12th Street	5	1/10/19	\$1,100,000	\$1,175,000	107%
1216 8th Street	6	12/7/18	\$535,000	\$545,000	102%
1104 Maple Street	4	11/9/18	\$635,000	\$646,000	102%
6909 Quay Street	11	10/26/18	\$375,000	\$385,000	103%
6035 W. Evans Place	13	10/19/18	\$500,000	\$520,000	104%
1514 Utah Street	0	10/12/18	\$429,000	\$440,000	103%
9456 Indian Paintbrush Court	5	10/5/18	\$785,000	\$810,000	103%
1221 Illinois Street #1B	2	8/13/18	\$275,000	\$315,000	115%
5194 Bristol Street	5	8/9/18	\$448,000	\$455,000	102%
16359 W. 10th Ave. #E6	1	7/26/18	\$151,000	\$154,750	102%
1190 Vivian Street	6	7/6/18	\$295,000	\$320,000	108%
7373 W. Florida Ave. #2G	7	6/29/18	\$190,000	\$200,000	105%
5742 W. 71st Circle	4	6/18/18	\$385,000	\$392,000	102%
10456 W. Dartmouth Ave.	3	6/7/18	\$265,000	\$275,000	104%
1696 S. Tennyson Street	16	6/1/18	\$338,000	\$342,000	101%
8324 W. Arkansas Ave.	6	5/22/18	\$398,000	\$405,000	102%
1835 Union Drive	4	5/17/18	\$495,000	\$530,000	107%
2665 S. Eaton Place	5	4/12/18	\$650,000	\$671,500	103%

Our extensive marketing of listings and our "auction" approach to handing multiple offers generates such results. Let Golden Real Estate work its "magic" for you! Call one of us for a free market analysis.

Seats Still Available for Next Thursday's Information Session on Electric Vehicles

Golden Real Estate's monthly Sustainability Series continues next Thursday, April 18th, at 5 p.m. with Session #4 about electric vehicles.

Eleven people have already signed up for this session, but we have room for twice that number, so sign up if you've been wanting to understand the technology, economics and practicality of owning and driving electric cars.

Did you know that electric cars outsold gas powered cars until about 1915? Drivers (especially women) preferred them until, ironically, the electric starter made gasoline-powered cars easier and safer to start.

So, electric cars are not new. What's new is the battery technology which now allows EVs to carry enough stored electricity on board to provide a range approaching that of a tank of gaso-

line — as high as 300+ miles.

Lead acid batteries were the only kind that the original electric cars could utilize. Today's batteries are lithium-ion, but within a few years there will be solid state batteries.

This is just some of what you'll learn at next Thursday's session. To reserve your seat, email me at Jim@GoldenRealEstate.com.

The session is followed on Saturday, April 20th, with a "Drive Electric Earth Day" event in our South Golden Road parking lot, where you'll be able to interview the owners of many different models of EVs about their cars and why they love them. An electric bicycle dealer is also bringing bikes to test ride!



Get This Column in Your Inbox Every Thursday. Send Your Request to Jim@GoldenRealEstate.com

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