

# The Rule Against Showings & Open Houses Shouldn't Hamper Home-Buying...

...that is, if the listing agent does what Golden Real Estate has done for over 13 years — create a narrated walk-through video of each listing.

Our narrated video tours are just like a showing. They are live action videos which start in front of the house (just like a real showing) and then go through the house and into the back yard, pointing out features as we go.

Check out the video tours for each of the two listings featured on this page to see what I mean. They really are like an in-person showing with the listing agent. For example, the video camera points down to the floor and up to the ceiling as I describe the hardwood floor or the sun tunnels which bring natural light into the home's interior.

But, you say, you're not going to buy a home that you can't see in person. Right? That is still true, because the rules allow for *inspection* once the home is under contract. Your visit (with an agent) the very next day constitutes an inspection. That's before you even have to deliver your earnest money check.

I'm not being cute or bending the rules. The inspection provision in the standard contract to buy and sell a home makes no mention of having

## Homes Are Still Selling

Each week I have been checking the MLS to see how many homes are being listed and how many are going under contract as the Covid-19 stay-at-home order remains in place.

For the weeks of March 22nd and March 29th, the market showed surprising resilience, with statistics comparable to prior years. Now let's look at the statistics for last week.

During the 7-day period from Sunday April 5th to Saturday April 11th, a total of 819 homes were entered on Denver's MLS, REcolorado, within 25 miles of downtown Denver. Of those, 22 had already been sold privately, so there were only **797** new *active* listings. Of those, **133** were already under contract by Saturday. A total of 25 were immediately withdrawn or expired, many of them likely because of the no-showings rule, which was issued that Monday.

This is a huge drop from the same 7-day period in **2019**, when there were **1,631** new active listings, **227** of which had gone under contract by the end of the same 7-day period.

In **2018**, the numbers were similar, with **1,588** new active listings, **579** of which went under contract within the same 7-day period.

In **2017**, the numbers were also similar, with **1,633** new active listings, **663** of which were under contract by the end of the same 7-day period.

The numbers were equally impressive in 2016.

**Bottom line?** We are finally seeing about a 50% decline in new listings, but many of them are still selling quickly. Sellers who *do* list their homes may benefit from the lack of competition.

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By JIM SMITH, Realtor®

to hire an inspector or how many inspection visits you are entitled to prior to the inspection objection deadline.

So, let's say you look at the video tour of the patio home or the ranch-style luxury home below. I guarantee you'll have a pretty good sense of the home from viewing that video. You'll know the flow from kitchen to dining room, to family room, to back yard, etc., because you are being walked through the home. It is not a slideshow of different rooms, giving no indication of flow from one room to the next.

Let's say you call me or your agent to submit a contract. The typical contract has a 7- to 10-day inspection period. You go under contract and schedule your personal inspection with your agent (or me, if you don't have one) the next day, before delivering your earnest money check. You can terminate immediately if you have buyer's remorse, and go back to looking at other houses.

If you don't terminate, you still have a week to

hire a professional inspector and submit a detailed inspection objection.

**What if you're a buyer, and there's no such video for a house that interests you?** You've got three choices here. One, your agent (me, for example) could request a narrated video from the listing agent. Second, I could preview the home for you since the rules make no mention of banning previews, and shoot my own rough-cut video tour of the home, post it as an "unlisted" video on YouTube and send you the link. Or, third and perhaps best, we could use Facetime, Zoom, or another app to have you see what I'm seeing as I walk you through the house.

Therefore, while it may be inconvenient not to have an in-person showing of a listed home, there are work-arounds that can make it possible to get under contract and confirm your interest in the property before you are fully committed to it or put down any earnest money.

Finally, I'd like to note that many listings are empty and vacant. I see no reason why in-person showings of those listings should not be allowed. Clarification of that would be appreciated.

## 3-BR Patio Home in a Gated Lakewood Subdivision

This story-and-a-half patio home at **2650 S. Iris Street** is located in Primrose Above Bear Creek, a gated subdivision southeast of Kipling Street and Morrison Road. Backing to the subdivision's boundary fence on a quiet section of Yale Avenue, this home has a clear view of Bear Creek Open Space. Like any good patio home, it offers main-floor living for the owner, with a guest suite upstairs for family or caregiver. The only carpeting is on the stairs and in the guest suite, making this a good choice for anyone with allergies, too. Even the fully finished basement (usable as a 3rd bedroom) has a hardwood floor! The narrated video tour at [www.LakewoodPatioHome.info](http://www.LakewoodPatioHome.info) is just like an actual showing. Call me at **303-525-1851** with any questions.



## 5-BR Luxury Ranch Home in Arvada with No HOA

You'll appreciate the quality features of this luxurious ranch home at **11948 W. 66th Lane** in the Oak Ridge Estates subdivision — from the fabulous living room with invisible surround sound speakers, to the gourmet kitchen, to the elegant master suite with fireplace and sunroom, to the finished 3-car attached garage with epoxy floor. The location is super quiet, too, yet convenient to old town Arvada, downtown Denver and I-70. To fully appreciate this amazing home (short of seeing it in person) take a live action video tour of the home narrated by me at [www.ArvidaRanch.info](http://www.ArvidaRanch.info). The home is vacant, so an in-person showing should then be possible.



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