


# Readers Say I Could Write a Book on Real Estate. Perhaps I Already Have!

**REAL ESTATE TODAY**



By **JIM SMITH**, Realtor®

*I have been writing this weekly column for over a decade. The last 5 years are archived at [www.JimSmithColumns.com](http://www.JimSmithColumns.com). Below are some of the topics I wrote about going back to October 2014, in case you'd like to look for any. I have highlighted in bold the more popular ones.*

What's a "Material Fact" That Needs to Be Disclosed by Sellers and Agents?  
How Many Square Feet Is Your Home? It Depends on the Website  
**How to Avoid the Most Common Real Estate Mistakes**  
How Should You Respond to an Offer to Buy Your Home Without Listing It?  
My Favorite Sustainable Practices and Home Improvements  
Beware the Less Obvious Costs of Ownership When You Buy a Home  
What Is Your Capital Gains Tax Liability When You Sell Your Home?  
You've Heard About Geothermal Heating, But How Does It Work, Anyway?  
**Do You Have Tenant-Occupied Property? Here's Advice for Selling It**  
Post-Closing Occupancy Agreements Can Work for Both Buyers and Sellers  
**How to Appeal the County Assessor's Valuation of Your Home**  
Selling a Home on the 1st or 2nd Day (or Without Listing It) Just Isn't Smart  
First-Time Buyers & Veterans Buying a Home May Be Overlooking a Huge Tax Benefit  
**When the Fed Raises Interest Rate, Do Mortgage Rates Increase?**  
What You Need to Know About Buying a New Home from a Builder  
How to Find the Right Mortgage Professional  
**How Do Credit Scores Affect Mortgage Interest Rates?**  
Dealing With Real Estate Can Be Overwhelming for Senior Citizens  
**Where Should Zillow Fit Into Your Home Search Process?**  
What's the Difference Between a Condo and a Townhome?  
The Trend Continues: Winter May Be the Easiest Time to Sell Your Home  
Millennials Want to Buy, But They Think It's Harder Than It Really Is  
**Some Measures You Can Take to Reduce Your Winter Energy Bill**

Should Sellers Wait for Spring to List Their Homes on the MLS?  
HOAs Are Supposed to Serve Members, But Are Often Reviled  
**Is Your Neighborhood Literally Going to Pot? Will It Only Get Worse?**  
For Homeowners Over 62, a Reverse Mortgage Could Make Sense  
**HOA Transfer Fees Can Be Excessive & They Benefit the Management Company, Not the HOA**  
Why Should Buyers Even Look for Homes When Inventory Is So Low?  
Did You Know? The 'Grace' Period on Your Mortgage Payment Isn't Free  
Who Pays for What When You Buy or Sell Real Estate? It's All Negotiable  
**Metro Area Property Tax Rates Vary Much More Than You Might Realize**  
House Hunting? How Do You Find a Home That Fits Your Lifestyle?  
'High Performance' Homes Go Far Beyond Energy Efficiency & Solar Power  
What Are the Services You Can and Should Expect an Agent to Perform?  
**Thinking of Becoming a Realtor? You Might Think Twice Based on This Survey**  
Considering Solar? We Can Help You Sort Through the Financing Options  
What Is a Buyer's Recourse When the Seller Fails to Disclose a Known Serious Defect?  
**Here Are Some of the Common Pricing Mistakes Made by Sellers and Their Listing Agents**  
What Is a "Variable Commission" and Why Should Sellers Demand It?  
Whose Side Is Your "Agent" On? What You Need to Know About Agency Laws in Colorado  
**Did Your Listing Agent Find Your Buyer? He Might Have Been Acting in His Best Interest and Not Yours**  
Some Listing Agents Seem Confused About How to Handle Multiple Offers  
**Higher Property Values Mean Higher Property Taxes, But Doesn't That Conflict With TABOR?**  
Why Sellers Should Want Multiple Offers and How to Get Them  
Colorado's Property Tax System Makes It Costly to

Keep Vacant Land Vacant  
**Questions to Ask When Interviewing a Realtor About Listing Your Home**  
Cheap Electricity From Renewables Is Revolutionizing the Utility Industry  
Here's Some Different Advice for Buyers and Sellers in the Current Market  
Chart Demonstrates Our Seller's Market — More Sales from Fewer Listings  
As a Listing Agent, I Used to Think Buyer Agents Were Overpaid, But Not Anymore  
**Understanding the Resale Value of Roof-Top Solar Installations**  
Understanding Real Estate Property Taxes and Why They Vary So Much  
Some Pros and Cons of Buying and Selling During the Holiday Season  
**Here's Some of What I Learned at the Realtor Convention/Expo**  
Deciding When It's Time to Downsize Is a Very Personal Decision  
**What Is the Value of Hiring a Realtor When You Can Sell Your Home Without One?**  
Is Your Denver Area Home Listed on the Right MLS? Here's What You Need to Know  
It Can Be Quite Stressful to Buy a Home When You Have to Sell One First  
**Everyone Has a Friend or Relative in Real Estate, But Should You Use Him or Her?**  
In Our Internet-Connected Marketplace, What's the Role of Realtors Now?  
**A Familiar Challenge: Mom & Dad Need to Go to Assisted Living**  
Social Media Can Supercharge the Marketing of Real Estate Listings  
You'd Be Surprised How Many Agents Compete for Your Business  
In Greening Your Home, Where Do You Get the Most Bang for Your Buck?  
**Realtor Association Says "Marginal Agents Threaten Industry"**  
What Is Marijuana's Impact on the Real Estate Market  
What Can You Do If You Don't Have the Money for a Down Payment?

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**Here's Your Guide to Appealing the Assessor's Valuation of Your Home**  
What's Your Home's Value? Assessor, Zillow & Others Differ Widely  
**A Seller's Market Is the Worst Time to Try "For Sale by Owner"**  
How Should a Seller (and Listing Agent) Handle Multiple Competing Offers?  
It Takes Courage (and a Good Realtor) to Sell One House & Buy Another  
**Fifty Shades of Green: Big & Small Ways for You to "Go Green"**  
Explaining the Inspection Objection and Resolution Process  
Mortgage Lending Gets More Challenging All the Time; Here's the Latest  
**The Senior Property Tax Exemption Explained**  
More Than Ever, Overpriced Homes Sell for Less Than Underpriced Ones  
Realtor Association Moves to Increase Realtors' Professionalism and Skills  
**Sellers Risk Losing Out If They Sell Without Putting Home on MLS**  
Buyers Often Pay More Than They Should (in fees) When Buying a Home  
**Did You Know? You Don't Need a Roof to Benefit from Solar Power**  
Buying That First Home May Not Be as Impossible as You Might Believe  
Negotiating Multiple Offers Can & Probably Should Resemble an Auction  
How Much Does Landscaping Help to Sell a Home?  
**Pros & Cons of Listing Your Home for Sale During the Holiday Season**  
Have You Wondered Why Some Homes Don't Sell, Even in a Seller's Market?  
The Press, With Limited Understanding of Real Estate, Is Easily Manipulated  
**Did You Have a Bad Real Estate Experience? Here Are Some Actions You Can Take**  
What Owners of Pre-1978 Homes Need to Know About Lead Based Paint



**GOLDEN REAL ESTATE**

**Jim Smith**  
Broker/Owner  
**Golden Real Estate, Inc.**  
CALL OR TEXT: 303-525-1851  
OFFICE PHONE: 303-302-3636  
EMAIL: [Jim@GoldenRealEstate.com](mailto:Jim@GoldenRealEstate.com)  
17695 South Golden Road, Golden 80401  
*Listen to the Golden Real Estate show on AM 630 KHOW Saturdays at 3 p.m.*

