Many Agents Are Rushing to Take a Class That Will Be Out of Date Jan. 1st

Last week I wrote about Realtors rushing to take the required Code of Ethics class before the end of the year so their Realtor membership is not suspended. All licensees (not just Realtors) face another important year-end deadline — taking the annual Colorado Real Estate Commission (CREC) update class so that their real estate license isn’t suspended.

It’s a 3-hour class which is taught all year long. The teachers of this annual class have already been trained on the 2017 class which will be taught starting on January 1st. Those agents who are rushing to take the 2016 class in December are taking a class that will be out-of-date 10 days from now.

At Golden Real Estate, it is company policy that all agents take this annual course as early in the year as possible. None of us are among those taking the 2016 class this month, because we took it back in February 2016. We have scheduled the 2017 update class for January 9th in our Golden office. We have limited space to accommodate agents from other brokerages. Call me if you’d like to join us.

I wish all brokerages would encourage their agents to take the course early in the year, so that they are aware as early as possible of what the CREC wants every agent to know for the upcoming year.

It would be great if the CREC would require that the update class be taken in the first quarter, instead of by December 31st.

Think Twice, Please, Before Buying a New Car

There are some great end-of-year deals to be had on new cars, but I urge you to consider the following before falling for one of those great deals.

Gas-powered cars and light trucks are obsolete. That isn’t just my opinion as the owner of a Chevy Volt and a Tesla. Every manufacturer in the world sees the writing on the wall and is rushing to introduce electric cars. Volkswagen, for one, has announced that it will introduce 30 different electric models by 2025.

The German government passed a resolution in October urging the EU to make it illegal to sell cars with internal combustion engines (ICE’s) starting in 2030. Given the size of Germany’s (and the EU’s) car market, this action will only stimulate manufacturers to ramp up their introduction of EVs.

Any gas-powered vehicle you buy now will be hard to sell within a few years. No one will want to buy a used ICE vehicle versus a used electric vehicle. When you buy a used ICE car, you never know which component will fail next. Will it be the transmission, timing belt, fuel pump, water pump, catalytic converter, radiator, or the engine itself? All of these components cost a lot to fix — and none of them exist in an EV. My Tesla has less than 50 moving parts (the motor has only one), and the motor and battery are warranted for 8 years, unlimited miles.

Federal and state incentives make EV’s even more attractive than they already are — but the incentives won’t last much longer. Colorado has the most generous incentive of any state — up to $6,000, depending on price and battery size. Combined with the $7,500 federal tax credit, you get a total of $13,500 back on the purchase of, say, a $30,680 Nissan Leaf or a $33,220 Chevy Volt (my personal favorite), or the newly released $36,620 Chevy Bolt with 238 miles electric range.

Here’s Proof That Now Is a Great Time to Put a Home on the Market

Last Thursday we featured a Lakewood home for $350,000. By Sunday evening, it got 49 showings, and the seller was choosing among five contracts, three of which were at or above full price. As I have written before, there’s no better time than now to put a home on the market. Call us at 303-302-3636 to discuss!

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