

## Many Agents Are Rushing to Take a Class That Will Be Out of Date Jan. 1st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

### REAL ESTATE TODAY



By JIM SMITH, Realtor®

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 Those agents who are rushing to take the 2016 class in December are taking a class that will be out-of-date 10 days from now.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

### What I'm Reading...

Are you looking for a good book for holiday giving? Here are some books I'm currently reading or recently finished that I highly recommend:

**Eat Fat, Get Thin: Why the Fat We Eat Is the Key to Sustained Weight Loss and Vibrant Health**, by Dr. Mark Hyman. This is an important book which will transform how you think about food and dieting. You'll learn that low-fat diets are a "big fat lie." Other books along this line are **Grain Brain**, by David Perlmutter, and **Good Calories, Bad Calories: Fats, Carbs, and the Controversial Science of Diet and Health**, by Gary Taubes.

**Thank You for Being Late: An Optimist's Guide to Thriving in the Age of Accelerations**, by Thomas L. Friedman. I have learned so much from each of this New York Times columnist's books, starting with **The World Is Flat**. This one is another must-read.

**Merchants of Doubt: How a Handful of Scientists Obscured the Truth on Issues from Tobacco Smoke to Global Warming**, by Naomi Oreskes & Erik M. Conway. I was reminded of this book throughout the recent presidential election, because the same strategy was utilized by the same people to raise doubts about Hillary Clinton. You'll find this book very enlightening, to say the least.

**Dark Money: The Hidden History of the Billionaires Behind the Rise of the Radical Right**, by Jane Mayer. You've heard about the Koch brothers. In this book you'll learn about them and their cohorts and how we got to where we are today.

Like many people, I also find much to read online. You'll enjoy Dr. Mark Hyman's "UltraWellness" blog ([www.DrHyman.com/blog](http://www.DrHyman.com/blog)) and you can get a terrific daily email about wellness from [www.Mercola.com](http://www.Mercola.com).

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.

### 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!

## 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 EV's.

**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 warrantied for 8 years, unlimited miles.

**Federal and state incentives make EV's even more affordable 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.

Note: Colorado's \$6,000 tax credit on EV's becomes a \$5,000 instant rebate on January 1st.

**You can get up to \$6,000 Colorado tax credit on a used EV, but only until Dec. 31st.** The car must not have been registered in Colorado. I know several people who have purchased an off-lease Leaf from a California dealer for about \$10,000 and then got about \$2,400 tax credit from Colorado. (The tax credit is pro-rated based on price & battery size. You can expect to get the full \$6,000 tax credit on a used Tesla which was never registered in Colorado.) You have just over a week to get this incentive, because it will not apply to used EV's purchased after 2016. There's a dealer in Boulder called **Green Eyed Motors** (888-564-3686) which specializes in selling used EV's that qualify for the state tax credit, but I suggest comparison shopping at California dealers, factoring in the added transportation cost.

**Electricity costs only 3 to 4 cents per mile; gas costs 10 to 30 cents per mile.** Xcel Energy will be introducing time-of-day rates soon, reducing the cost of nighttime electricity to just 3 cents per kilowatt-hour. Then it will only cost a penny per mile to fuel an EV, while gas costs will only go up.

**Leasing an EV is a good option if you don't have a big tax liability.** The \$7,500 federal tax credit may not work for you if you don't have a big income tax liability. (Colorado will send you a check.) If that's your situation, consider leasing an EV, because the leasing company gets the tax credits and the leasing cost is reduced accordingly. For example, you can lease a Leaf or Volt for just \$199 per month, or a Tesla starting at \$780 per month.

**Learn more about EV's from my PowerPoint presentation.** The Colorado Renewable Energy Society shot a video of that presentation and posted it at [www.GasCarsAreObsolete.info](http://www.GasCarsAreObsolete.info).



All Agents Are Certified EcoBrokers®

**Jim Smith**

Broker/Owner

**Golden Real Estate, Inc.**

DIRECT: 303-525-1851

EMAIL: [Jim@GoldenRealEstate.com](mailto:Jim@GoldenRealEstate.com)

17695 South Golden Road, Golden 80401

WEBSITE: [www.GoldenRealEstate.com](http://www.GoldenRealEstate.com)



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