

## Looking Back: Here Are Some 2013 Columns You May Have Missed

Thanks for reading my weekly "Real Estate Today" column. Often the columns are dated because they are about the real estate market that particular week, but other columns retain their usefulness months later. That's why I archive all my columns at [www.JimSmithColumns.com](http://www.JimSmithColumns.com), where you can find the following "evergreen" ones:

- Jan. 3 — Don't Believe Reports that the Mortgage Interest Deduction Will Be Eliminated
- Jan. 10 — 'Above & Beyond' Services Can Set Apart a Full-Service Real Estate Agent
- Jan. 17 — The Art of Giving and Requesting Good Feedback on Real Estate Showings
- Feb. 28 — An Unwary Buyer Could Be Blindsided at Closing and Lose Earnest Money
- Apr. 18 — How Buyers Can Make Their Offers More Attractive Than Competing Offers
- May 23 — Mold - The Hidden Danger in Homes and What You Need to Know About It
- May 30 — Confidentiality Reduces the Effectiveness & Enforcement of Realtor Code of Ethics
- June 20 — Do You Think Real Estate Agents Are

### Home Sales Surged Last Week, The Week Before Christmas

In my Dec. 19th column (see above) I wrote that December can be a good time to put a home on the market. Statistics have reinforced that statement, as last week turned out to be one of the busiest December shopping weeks in local real estate history.

My attention was drawn to this by what happened in our hometown of Golden. At the beginning of the week there were only 15 listings in the entire City of Golden — a shockingly low inventory — but by week's end that count was down to 11 listings, because two listings had been added, but six listing had gone under contract!

Searching the full MLS, I discovered that just over 1,000 listings went under contract last week, and 165 of them had been on the MLS for a week or less. Just as impressive, 67 of the listings sold last week had been on the MLS six months or more. So, yes, buyers are buying homes — even "stale" listings — during late December! By comparison I count only 613 sales that resulted from contracts written during the same pre-Christmas week in 2012. Even allowing for contracts that fall or duplicate listings, this is a huge year-over-year increase.

For additional comparison, during the 3rd week of June last summer, 1,716 listings went under contract that subsequently closed successfully. Even if we adjust last week's contracts downward to allow for fallen contracts and duplicate listings, that still means that the week before Christmas saw more than half as many sales as in mid-June.

Another 75 more listings went under contract on the Sunday before Christmas. Last year: 47.

- Overpaid? Much of the Time We Work for Free
- June 27 — Here Are Some Typical Questions That Buyers and Sellers Have About Closings
- July 11 — Metropolitan Tax Districts Add Hidden Cost to the Price of Many Homes, Especially in New Subdivisions
- July 18 — Trulia & Zillow Are Great, But Not for Finding Homes That Are Currently for Sale. Where Should You Look Instead?
- July 25 — New to Colorado? Most Real Estate Transactions Here Are Done Without the Participation of Lawyers
- Aug. 1 — There's So Much More to Buying or Selling a Home Than Getting It Under Contract (Keep That in Mind When Considering Sale by Owner.)
- Aug. 8 — Momentum Builds for 5 Jeffco Commissioners Elected by District, Not Just 3 Commissioners Elected at Large
- Aug. 15 — What Qualities Make Some Real Estate Agents More Successful Than Others?
- Aug. 22 — Client Is Glad She Decided Against Trying to Sell Home by Herself. Here's Her Story.
- Aug. 29 — 18 Questions to Ask When Interviewing an Agent to List Your Home, So You Select the Best One

- Sept. 12 — The Effects of Construction Defect Lawsuits on Building of Condos (Explains Why Most Multi-Family Construction Is Now of Rentals)
- Sept. 19 — Recent Floods Blindsided Uninsured Homeowners, But Does It Need to Be That Way?
- Sept. 25 — Declining Membership Points to a Slow, Steady Decline for Realtor Associations
- Oct. 17 — 'Credit Repair' Services Can Actually Lower Your Credit Score, Not Raise It (Use a Mortgage Professional Who Will Advise You for Free to Help You Qualify for a Mortgage)
- Oct. 24 — Your Home's Under Contract — What Should You Expect Between Now & Closing?
- Oct. 31 — Mastering the Art and Science of Getting Your Way When Negotiating Inspection Issues
- Nov. 7 — The Year-End Rush Is on for Agents to Take Soon-to-Be-Outdated Mandatory Class (Agents Should Take This Class in January!)
- Nov. 14 — Here's Some of What I Learned at This Year's Realtor Convention & Expo
- Dec. 12 — Our Recent Sub-Zero Cold Spell Demonstrated Value of Weatherization
- Dec. 19 — The Pros & Cons of Putting Your Home on the Market During December

Do you have a topic suggestion? Call me!

## This Week's Featured New Listing

### Enjoy Small Electric Bills in This Solar-Powered Lakewood Home!

Built in 2006, this modern home at 2475 Balsam Street gets most of its electricity from the sun. It has 3 bedrooms, 2.5 bathrooms, and 1,688 sq. ft. plus an unfinished 852-sq.ft. basement. Best of all, it sits in a quiet cul-de-sac several blocks west of Wadsworth and a couple blocks south of Crown Hill Cemetery. You won't find a quieter location that is still convenient to downtown Denver and all highways. With its mature landscaping front and back, you'll enjoy entertaining in the fenced backyard with its Trex deck and fruit trees (peach and cherry). Inside, you'll like the hardwood, tile, and carpeted floors. All appliances are included, too — washer, dryer, and French door stainless steel refrigerator. The hot water heater and forced air furnace are both high efficiency, too. Call me for a showing!



Serving the West Metro Area

**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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