

Real Estate Is More or Less Seasonal — But Not Predictable

As a Realtor, I do wish that my business were predictable, but it definitely is not.

Yes, it is more or less seasonal, but only in the aggregate. I'll never forget how my wife and I

got married in June but planned a November honeymoon based on expectations of seasonality. It turned out that the summer was very quiet that year and November was very busy!

This year summer was very busy and both October and November were very quiet. Then, surprise! December

saw a huge increase in activity and as I write this I have three of my four listings (not counting the one at right) under contract and two buyer contracts, AND I sold my own investment property in Denver and have contracted to buy a replacement property in Lakewood. In addition, I listed three properties this month — two in Golden and one in Lakewood.

Yes, this business may be sea-

sonal in the aggregate, but it is definitely not predictable on an individual level.

Blizzard Almost Ate Last Week's Column

REAL ESTATE TODAY



By Jim Smith, Realtor

If, like me, you didn't get last Thursday's paper, my column was about the new real estate contracts that become mandatory on Jan. 1st. If you missed that column, you can read it online at my website, www.JimSmithColumns.com. I reviewed the changes to

the new "Contract to Buy and Sell" and, to a lesser extent, the listing contract. Some of the changes were dictated by new laws enacted during 2006, but most were to make the contracts more consumer-friendly.

Broker Must Keep Oral And Written Promises

Is your listing agent doing what he said he would do? One of the

provisions of the written contract is that the Broker is obligated to keep his or her promises to you, including verbal promises. If he said he'd do something and he didn't, he is in violation of the contract.

Also, consumers should know that although the first line of the contract says it is irrevocable, you have the right, in effect, to cancel the contract or at the very least to instruct the broker to take it off the MLS and off the market at any time. Missing from the provisions of the contract is any penalty on either party for early termination of the contract.

Most importantly, however, you should let the agent know of your dissatisfaction right away, so that he or she can remedy the situation — and save his or her listing.

If your agent is a broker associate and not an independent broker, it's very effective to voice your dissatisfaction to his or her managing broker, who will definitely discuss the matter with your agent in the interest of the firm's public reputation.

Some New Year's Resolutions for Agents

1) Agents will proofread their listings in the MLS to make sure they are accurate.

2) Agents will pay for Showcase display of listings on reator.com, the nation's #1 real estate website, and will take full advantage of every enhancement it offers.

3) If agents are not doing virtual

tours of every listing or if they are using another virtual tour company, they will buy a digital camera and shoot their own tours and have them hosted by VisualTour.com, which is far and away the best. (This is a free endorsement.)

4) Agents will switch from recommending title companies that are convenient for them to title companies which offer the best value for their clients.

New Listing on North Table Mountain

This bi-level home may have been built in 1969, but it is anything but "dated." Two bedrooms were combined to make a huge master suite, and the kitchen and three bathrooms have been upgraded significantly. You'll like the hardwood floors, oversized garage and, of course, the great location and views. Hurry!



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See all Jim's listings at www.JimSmith.com

