

## It Can Make Sense to Put Your Home on the Market During the Holidays

Many people shun December when it comes to putting their homes on the market — which is one good reason to put your home on the market. People buy homes at all times of the year, and having less competition can work in your favor.

There are several other good reasons to consider putting your home on the market right now, not the least of which is that interest rates are beginning to rise — slowly, fortunately — and may never be this low again. It's a great time to buy a home and — guess what? — that makes it a great time to sell! You'll appreciate today's low interest rates as you buy your new home!

Another good reason is that the buyers who look at homes in the winter tend to be more serious about buying — there are fewer “lookie loos” than in the summer.

While it's true that depersonalizing

your home helps it show better, a home decorated warmly for the holidays can add appeal and make buyers feel more “at home.”

### REAL ESTATE TODAY



By **JIM SMITH,**  
Realtor®

Showing a home during the holidays does not have to impinge on family time. I tell my sellers that if a requested showing time does not work for them, say so, and suggest an alternate day or time. This is doubly true — and accepted by buyers — during the holidays.

I've learned over the years that there is no dependable “selling season.” When I married Rita in June 2004, we decided to postpone our honeymoon until November, when business would be slow. That year I had my slowest summer ever, and November was crazy busy. I actually took a listing and sold another home during our Paris honeymoon!

### We Repeat Our Successful Listing Seminar on Dec. 7th

A few months ago, we conducted a first-ever seminar for 15 readers who wanted to learn all they could about the selling process. The feedback was so good that we promised we'd repeat it in time. That time has come.

Be at our Golden office at 5:30 Tuesday Dec. 7th for a hot dinner, followed by a 90-minute seminar at 6 pm. Because space is limited, you must reserve your seat(s) by phone or email (see below right).

### ...Or Attend Our First Ever Buyers Seminar on Dec. 8th

Buyers, too, need to know as much as they can about the buying process, and we'll share our wisdom and insights the following evening. Same routine — dinner at 5:30 and a 90-minute seminar starting at 6 pm. Again, you must reserve your seat(s) by phone or email. See you there!

### This Week's Featured New Listing:

#### A Fine Updated Home North of Golden

If you're looking for a fine home near town but also near horses and open space, you'll want to check out my newest listing in unincorporated Jeffco north of Golden and south of Arvada. It's just across 60th Avenue from the Horse Protection Society in a 94-home subdivision called The Trails. It has three bedrooms, 2½ baths, 2,155 sq. ft. plus 660 sq. ft. in the unfinished basement. It has all new windows, new paint inside and out, a new kitchen with slab granite countertops, stainless appliances, halogen lighting and gleaming hardwood floors. The home backs to open space, and has a 300-sq.ft. mahogany and redwood deck. A large loft overlooking the family room makes a fine home office. Take my narrated video tour on the website, then call for a showing! **Open Sat. 1-4.**



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)

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