Negotiating Multiple Offers Can & Probably Should Resemble an Auction

There’s an unwritten and largely unspoken protocol when it comes to revealing the specifics of competing offers when more than one offer is received on a listing. I’m not sure why this is, but maybe some of my colleagues who are regular readers of this column can help me understand why they believe a listing agent should or should not reveal the specifics of offers received.

When functioning as an “agent” instead of a “transaction broker,” it is clear to me that it’s in my clients’ best interest to maximize the price they get for their home. In that effort, it seems only right that I should do what I can to play buyers against each other — with my client’s knowledge and approval.

How Much Does Landscaping Help to Sell a Home?

We all know about curb appeal, and it is very real, even in a seller’s market. Water features, such as the one at right are particularly nice, especially when the sound of running water can mask other environmental sounds such as a nearby highway.

A healthy-looking lawn can make a big difference, too. I have recommended hiring Lawn Doctor a few weeks before putting a home on the market, because it’s impressive how quickly a lawn can look better after it has been treated correctly.

I recently replaced my Kentucky Bluegrass lawn with Bella Bluegrass, a new breed of grass available through On the Green, LLC (Chris Huxtable, 720-217-2587) which uses 75% less water and grows only to 3 or 4 inches tall, eliminating the need for weekly lawn mowing. I suspect it will need less attention from Lawn Doctor, too! Think of it as buffalo grass but prettier. This could help my home sell.

This Week’s New Listing

5-Bedroom Lakeridge Tri-Level in California Contemporary Style

Lakeridge is a quiet 1960’s subdivision created around a private lake north of Yale Ave. east of Sheridan Blvd. For a voluntary $250 per year, homeowners gain access not only to the lake but to tennis courts, basketball court, playground, walking paths and a pavilion which can be reserved for private get-togethers. The house itself is beautifully updated with hot water heat, central A/C, granite, hardwoods and a vaulted pine ceiling in the family room. The backyard features a heated aviary which could be repurposed as a playhouse if you don’t have birds. There’s also a large greenhouse frame. The basement has a home theater with Bose sound system, which is included, along with the screen, DVD player and projector. Open Saturday 1-4pm.

Take a Video Tour Online at www.LakeridgeHome.info

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