

Realtor.com Creates a Major Uproar Over Its Agent Rating Beta Test

Realtor.com, which is owned by the National Association of Realtors (NAR), but operated by a for-profit company called Move, Inc., has dipped two big toes in the turbulent waters of providing agent ratings to consumers, and I wonder whether it will end up abandoning the effort under the fire it is receiving from NAR members.

Rating agents has a long and troubled history, because the truth is that the vast majority of agents, including those of us who pay \$500 per year in dues to be members of our local, state and national Realtor associations and thereby call ourselves Realtors, are not doing nearly the business we'd like prospective clients to think we're doing.

The average NAR member earns less than \$40,000 per year in gross

commission income, and I'm told that a large percentage of us didn't have a single closing last year.

The numbers speak for themselves. There are roughly 17,000 members of MetroList, Denver's MLS, and there were only 48,823 transactions in the first 10 months of this year in which those 17,000 agents shared an estimated \$750 million in commissions. That averages out to roughly \$44,000 in gross commission earning per agent — *before* splitting 26% on average with their brokerages and before paying their automotive, cell phone, and numerous other expenses.

However, that's the *average*, not the *median* agent income. Since the vast majority of that \$750 million in commission income was earned by the top 10% of agents, the *median*

income is far less than that figure suggests.

What this means is that the majority of NAR members are understandably furious that the organization to which they're paying \$500 in dues is allowing the operator of their website to feature agents who are top producers so that those top producers get more listings and other NAR members find it even harder to get a piece of the commission pie.

IRES, the MLS which serves northern Colorado, including Boulder, is one of two MLS's nationwide which have allowed realtor.com to use MLS data to feature the top 16 producers in any given neighborhood where they have listings. To see how it works, go to <http://agentmatch.realtor.com> and enter any northern Colorado address, neighborhood or city. You'll see how many current listings each top producer has in that area, how many of their listings sold in the last six months, their ratio of

listing to sold price, and average days on market.

It's pretty cool and, indeed, pretty helpful to sellers who want to find a good and successful listing agent for their area. However, I'll be shocked (and impressed) if this effort lives beyond its beta test.

A Big Price Reduction

Last week I featured my listing at 2100 Iris Street, near Lakewood's Crown Hill Park. It is a high-end home in a middle-income neighborhood, so its luxury finishes come at a surprising low price of \$90 per square foot.

Well, the sellers are now under contract for their replacement home and are "motivated". They have reduced the price by \$25,000, so now it's only \$86 per square foot!

Call me or Centralized Showing to see it. You can take a narrated video tour of this home on its website, www.LakewoodHome.info.

REAL ESTATE TODAY



By JIM SMITH, Realtor®

Jefferson County Deserves True Representative Government

Jeffco is governed by three commissioners. Our state constitution allows counties to have five commissioners once their population exceeds 70,000. Jeffco has eight times that population, but, unlike other large counties, has not exercised that option.

The current Board of County Commissioners have declined to put the proposition on the 2014 ballot despite its obvious benefits, among them:

First, because all commissioners are elected at large, incumbents face few challenges, since any challenger has to run countywide. In the last election one commissioner was unopposed! Term limits are not a problem. We have seen commissioners resign so their party could appoint a replacement and the term limits start over for the new commissioner!

Second, under the state's "open meetings" law, a quorum of any body cannot meet privately. With only three commissioners, two are a quorum, so they can't even talk to each other — legally.

A grassroots group has formed to put a citizen initiative on the ballot to have the county governed by five commissioners, each elected from a specific district. The organization is Jeffco5, and their website is www.Jeffco5.com. Please visit their website and get involved. Their next meeting is this Saturday at 10 a.m. at the Golden Public Library.

This Week's Featured New Listing

Affordable 2-Bedroom Lakeshore Village Condo—Just \$155,000

This 2-bedroom, 2-bath condo with vaulted ceilings, just listed by broker associate Mark Spencer, is located in the 120-unit Lakeshore Village complex, just south of Quincy Avenue and just west of Wadsworth Blvd. Formerly a rental, it is in very good condition, ready to be your primary residence or investment property. It is in building 11, which is at the far end of the complex, away from any highway noise and close to Lakeshore Village's primary amenity, its swimming pool and clubhouse. The unit comes with a private 1-car garage plus one reserved parking space -- and there's lots of guest parking! Take a narrated video tour at www.GreatGoldenHomes.com, then call Mark at 303-842-4480 to set a showing.



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