

The Trend Continues: Winter May Be the Easiest Time to Sell a Home

It was true for the last two winters and it remains true for this coming winter, too — winter is a great time to put your home on the market. Buyer activity is high, and you'll be competing with fewer other listings. The two charts at right tell the story.

REAL ESTATE TODAY

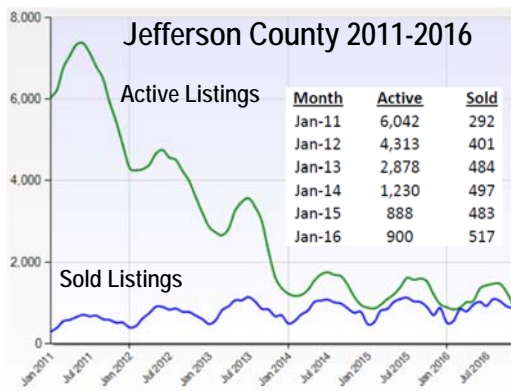


By **JIM SMITH**, Realtor®

Yes, real estate is a seasonal business with more homes selling in the spring and summer, but it is actually easier to sell a home in the winter.

What continues to impress me is how, as shown in the first chart, the number of sold listings keeps creeping higher even as the number of active listings keeps falling. As I write this, REcolorado is showing 899 active listings in Jeffco, but 1,193 listings are under contract, so it's clear that December and January figures will continue the trend shown in the chart.

The second chart shows two other metrics which



support my contention that this is a good time to list a home in Jefferson County (and elsewhere in the metro area). When you see listings selling close to or above their listing price, you know that there is a lot of competition for the active listings, and therefore a lot of disappointed buyers who will still be looking at each new listing that comes along. The other indicator is Days on Market. In Jefferson County, the median time it took to go under contract did not rise above 20 days during the last two winters and probably won't do so this coming winter either.

One statistic you won't find on the MLS is how many sales were contingent on the sale of the buyer's current home. I can tell you from my own experience that this is more common now than you might think. As

a listing agent myself, I do not rule out contingent contracts when they offer the best bottom line. By being smart about the contingency, I have found it easier to justify a contingency in a seller's market than in a "normal" market, even in competition with non-contingent offers that didn't have as high a bottom line. In fact, a contingent buyer might offer you a better price for your home to make up for the perceived negative of being a contingent offer. If you're a buyer worried about having to submit a contingent offer, call me. Not only have I sold my listings to buyers with contingencies, I have successfully represented buyers in getting contingent offers accepted.

Note: A Denver version of this article using Denver stats can be found at www.JimSmithColumns.com.

Millennials Want to Buy But Think It's Harder Than It Is

At www.JimSmithColumns.com I have a link for an infographic with tons of insights about buyers under 35 and why they are not buying homes in the numbers that the older population did when they were under 35.

Here are some key survey results from that infographic that might surprise you.

- ◆ Millennials associate owning a home with the American dream more than any other generation.
- ◆ 33% of millennials expect to buy a home within the next 2 years.
- ◆ Only 34.7% of those under 35 currently own a home, down 50% from before.
- ◆ 91% of millennials report that they plan to own a home "some day."
- ◆ Only 38% of millennials have more than \$1,000 in savings.
- ◆ Median age for getting married is at a record high (29 for men, 27 for women), delaying the home buying decision.

Here's what really caught my attention:

- ◆ 73% are unaware of low down-payment programs ranging from 3% to 5%. They're also unaware of grant programs and the Mortgage Credit Certificate program that refunds 30% of your annual mortgage interest for the life of your mortgage — an amazing program!

The infographic describes 6 additional home buyer assistance programs that could also assist anyone in buying their first home. Do yourself a favor and check out the infographic, then call a lender or me for more info.

Roxborough Village Ranch Home Just Listed by Leo Swoyer



Look no further for mountain charm with metro convenience in Roxborough Village, just minutes from Roxborough State Park, Chatfield Reservoir and Arrowhead Golf Course. This 4-bedroom, 3-bath ranch at 7735 Jared Way backs to an open meadow and hogback. It has been completely remodeled in stages since 2012, including new Anderson windows. It feels like a new home with beautiful hardwood floors, elegant kitchen with 42" cabinets, stainless appliances, granite counters, breakfast bar, formal dining and tasteful interior colors. There is a master suite with full bath and walk-in closet. Bedrooms are all comfortably sized and bathrooms have tile and high quality fixtures. The finished basement enhanced with exterior light includes a recreation room, laundry room, storage, bonus room (for your office or hobbies), and a full bath. Relax in the private yard with large patio, views of open space and abundant sunshine. No HOA! Take a narrated video tour at www.RoxboroughHome.info. Call your agent or Broker Associate Leo Swoyer for a private showing – 720-933-1968.



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