

Golden Real Estate Has an App to Protect Clients From Being Scammed

For over a year, we at Golden Real Estate have had access to an app that is only available to licensed real estate professionals for the purpose of protecting our clients (and us) from would-be criminals or scammers.

The app is called **Forewarn**, and it enables us to trace any phone number within seconds to verify the age, address, criminal record and other information about the caller.

At right is a screen shot from the app when I put in my own cell number, showing the many categories of information available for any person identified using the app. I urge my broker associates to use the app themselves or ask me to use it when they want to verify the background of any stranger who asks them to set up a showing. Any Realtor who joins Golden Real Estate has free access to this information to assist clients and for their personal safety.

We originally subscribed to this service to protect ourselves — especially our female agents — follow-

ing the murder of a Louisiana agent by a person posing as a buyer. However, we have learned that it's a service that could help clients and us from being scammed.

This app is not available to people outside the real estate profession, and any agent who applies for the app is also screened so the tool does not get into the hands of the wrong people.

We use this app to protect our clients from scammers who are increasingly targeting homeowners as well as home buyers.

As explained by Forewarn, fake internet listings, fake homeowners or sellers, and fake investors are just some of the reasons working with a real estate agent who has purchased this app can help buyers and sellers avoid scammers and avoid potentially losing thousands of dollars.

According to the FBI, there were 11,300 victims of fraud involving real estate in 2018, with victims losing almost \$150 million. We can use the app to verify the identity of

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JAMES SMITH (Age 72)

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help you verify a buyer's identity, and verify their financial history (bankruptcies, liens, judgments), while helping you get the best price for your home. On the other side, there are real estate investors being scammed as well. Being able to quickly verify identity and property ownership may help reduce the chance of fraud.

There are plenty of fraudulent activities in the real estate industry. Using the app, not only to verify prospects but also the other parties involved in a transaction, can reduce financial risk for you as well as bring to light fake identities.

There are so many kinds of scams that we can help you avoid. It's one of the ways that our broker associates and I can add significant value to each real estate transaction and to our community.

As Realtors, we have many other resources available to us, such as an app which provides detailed information about properties anywhere in America, including the name of the owner(s) and estimated valuation.

This is another reason to work with a broker from Golden Real Estate. Call one of us today!

Denver's Winter Real Estate Market Isn't Slowing As Much As Reported

Here at Golden Real Estate, we are used to having a pretty active real estate market during the winter months, but recent news reports suggested that the market has slowed dramatically, with sellers more reluctant than in the past to put their homes on the market.

At right is a chart showing 6 years of June and November listing activity on REcolorado.com (Denver's MLS) limited to the City & County of Denver. December numbers are not available yet, so I'm only showing November activity. It's not exactly winter, but the trend over 6 years is still useful for the purpose of this analysis.

What the analysis shows is that there was in fact an increase of sales during November over the previous year and nearly as many new listings. The number of active Denver listings in November was less than last year's peak but still higher than the four previous Novembers. Both median and average days on market were only slightly higher, and the median sold price was much higher than last November. Moreover, the

ratio of sold price to listing price was even higher this November than it was in November 2018. As for this month, there have been 384 new listings through Dec. 16th — exactly the same as during the first 16 days of December 2018.

In contrast to Denver and the full MLS, Jefferson County showed a slight slowdown in every metric.

As I've written before, winter is, in fact, a good time to sell a home, but it's true some sellers continue to think otherwise. If a home is not overpriced, it can sell quickly in the winter months for a variety of reasons, the biggest one being that there is less competition from other listings, but there are countless buyers still getting alerts from the MLS, Zillow and other websites when a new listing matches their search criteria. Sellers also appreciate that only serious buyers ask their agents to show homes at this time of year. Lookie-

Month	Sales	New Listings	Active Listings	Median DOM	Ave. DOM	Median Price	Ratio
Jun-2014	1,393	1,571	2,042	7	23	\$295,500	100.0%
Nov-2014	975	773	1,506	14	30	\$285,000	98.9%
Jun-2015	1,432	1,627	1,693	6	16	\$347,700	101.4%
Nov-2015	879	866	1,708	12	28	\$335,000	99.0%
Jun-2016	1,292	1,796	1,912	6	19	\$380,000	100.9%
Nov-2016	1,073	903	1,685	14	29	\$373,000	99.0%
Jun-2017	1,383	1,746	1,930	6	17	\$410,000	100.6%
Nov-2017	1,135	950	1,543	14	30	\$390,000	99.2%
Jun-2018	1,386	1,590	1,918	6	18	\$450,000	100.3%
Nov-2018	910	917	2,103	16	31	\$423,367	98.3%
Jun-2019	1,300	1,707	2,567	9	24	\$460,725	99.5%
Nov-2019	935	897	1,957	18	33	\$446,000	98.7%

loos are really a fair-weather phenomenon. Call one of us (below) for a market analysis, including localized winter statistics. Golden Real

Estate, although based in Jefferson County, is active and successful in the Denver market. Please consider us when it's time to sell or buy!



Get This Column in Your Inbox Every Thursday.
Send Your Request to Jim@GoldenRealEstate.com

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Jeffco's Winter Real Estate Market Is Slowing More Than It Did in Prior Years

Here at Golden Real Estate, we are used to having a pretty active real estate market during the winter months, but an analysis of MLS statistics shows a moderate slowing in Jefferson County real estate activity — although the median sales price does continue to increase.

At right is a chart showing 6 years of June and November listing activity on REcolorado.com (Denver's MLS) limited to Jefferson County listings. December numbers are not available yet, so I'm only showing November activity. It's not exactly winter, but the trend over 6 years is still useful for the purpose of this analysis.

While the number of November closings this year is comparable to previous years, the number of new and active listings this November is markedly lower than last year, and the median and average days on market are markedly higher. Despite the slowdown, the median sold price is higher—a new record for November—but the ratio of sold price to listing price is lower than all five prior years..

As for this month (through last Sunday) we have 257 new listings here in Jeffco, compared to 250 new listings for the same 15 days in December 2018, so that's unchanged, but almost every agent I've spoken to senses a slowdown in real estate activity that is greater than we typically experience at this time of year.

As I've written before, winter is, in fact, a good time to sell a home, but sellers appear to be holding back, and I'm not sure why. If a home is not overpriced, it can sell quickly in the winter months for a variety of reasons, the biggest one being that there is less competition from other listings, and there are countless buyers still getting alerts from the MLS, Zillow and other websites when a new listing matches their search criteria. Sellers also appreciate that only serious buyers ask their agents to show homes at this time of year. Lookie-loos are really a fair-

Month	Sales	New Listings	Active Listings	Median DOM	Ave. DOM	Median Price	Ratio
Jun-2014	1,062	1,322	1,712	7	22	\$282,250	99.7%
Nov-2014	762	579	1,153	14	31	\$279,475	99.1%
Jun-2015	1,103	1,384	1,400	5	16	\$336,000	101.1%
Nov-2015	704	615	1,218	10	25	\$318,750	99.7%
Jun-2016	1,034	1,431	1,370	5	16	\$375,000	101.5%
Nov-2016	914	680	1,069	10	26	\$357,250	99.3%
Jun-2017	1,149	1,405	1,348	6	19	\$395,500	100.9%
Nov-2017	870	609	1,000	12	27	\$385,000	99.2%
Jun-2018	1,053	1,338	1,293	6	17	\$427,000	100.8%
Nov-2018	738	707	1,269	14	26	\$405,000	99.0%
Jun-2019	1,011	1,365	1,589	6	19	\$449,900	99.9%
Nov-2019	748	572	1,093	17	33	\$431,500	98.8%

weather phenomenon. Call one of us (our phone numbers are below) for a market analysis, including more localized winter statistics.



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