

*This PDF contains active hyperlinks.
Click on the various bulleted paragraphs to learn more about that particular vendor — either a flyer or a website.*

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Things I Learned & Observed From Attending the Garden & Home Show

This past Sunday afternoon, I spent several hours at the Colorado Garden & Home Show at the Colorado Convention Center, and, as usual, it was a learning (and buying) experience for me.

In no particular order, I'll share just a few of the things I learned or observed.

- I learned how structural engineers are able to repair homes with sinking foundations. Such problems can be evidenced by "stair step" cracks in brick walls and in other ways. An engineer showed me how the repairs are made. Typical cost of repair is \$8-12,000. Sophisticated evaluations and estimates are free.
- Mudjacking is the process of injecting concrete under sunken slabs to raise them. Lakewood Mudjack's owner has retired, but I found a new vendor at the show.
- I found a vendor whose speciality

REAL ESTATE TODAY



By **JIM SMITH, Realtor®**

is enlarging too-small basement windows in older homes into legal egress windows for \$3-4,000 each, with a discount of about \$600 per window for multiple windows at the same address.

- I came across a vendor who paints your bedroom walls and ceilings with an invisible paint which, when it gets dark, provides a stunningly accurate illusion of lying under a star-filled sky. The effect was as good as any planetarium I have been in. They had a demo room where I could experience this illusion in the dark. Prices start at \$395 per room.
- A guy who refinishes decks had a booth. I may refer him when my handyman is unavailable.
- I found an arborist I can refer when a client needs to remove a dead tree or prune a live one.
- I found a high-end shower door

company, whose doors glide open like butter. Very impressive.

- I obtained information on Boulder County's ClimateSmart™ Loan Program for getting into solar with \$0 down. I'll be writing about this and other financing solutions soon.
- I found someone to repair the cracking grout in my home; and I arranged a 21-point tune-up of my forced-air furnace for only \$49.
- I found a company to do continuous concrete lawn edging with a choice of convincing faux finishes.
- I saw a live model of a vertical axis wind turbine like the one I'll probably get for my office building.
- I saw the "next thing" in solar—not yet approved in the U.S., but expected this summer — SunCube concentrated solar photovoltaics.

As a Realtor, I consider it part of my job to have a good list of vendors to recommend to clients. This show expanded my list. More info on the above vendors can be found at JimSmithColumns.com.

Buyers & Sellers Use Our Free Truck

Sometimes We Provide Free Labor, Too!

If there's one perk that Golden Real Estate clients really love, it's our moving truck. (I love it too — I used it last Saturday to get some 10-foot lumber from Home Depot which did not fit in my SUV.)

You don't have to be one of our clients to use the truck. When you buy any GRE listing — not just my listings — you get free use of the truck and free moving boxes, even if you have your own agent. If you don't have an agent, I provide free labor and gas!

When not in use by clients or buyers, we make the truck available to non-profit and community groups such as the churches which provide temporary shelter to homeless families through the Interfaith Hospitality Network.

Just this Monday, I used the truck myself to deliver donated flowers from the Garden & Home Show to elderly residents of Golden Pond and the Canyon Gate Apartments as part of my Rotary Club's annual "Flower Power" project.



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