

Happy New Year! What's Your Vision for Jefferson County in 2030?

2030 sounds like a long way off, but it's only 15 years from today! Hard to believe, isn't it? But that's another column!

Any 15-year forecast would surely have to focus on population, energy and water. And even if our population does not increase as much as projected, we will certainly have to deal with energy and water.

By 2030, our state population, currently over 5 million, is projected to be just over 7 million, but the fastest growth will be in Elbert County and along the I-70 corridor in the mountains. Jefferson County is projected to have the slowest growth (<1% annually) along the front range urban corridor, however. The slowest growth of all will be in the counties along the Kansas border.

Although Jefferson County itself will be growing at less than half the rate of the state as a whole, we will still be

affected by the state's overall growth. My 15-year forecast for Jeffco is driven by the need for the state as a

whole to deal with higher growth.

What growth Jefferson County experiences in the next 15 years will be concentrated in the northern areas of the county, where we have the most buildable open land.

It's hard to ignore the great increase in natural gas production, thanks to fracking, but we can hope this will not become exten-

sive within Jeffco. A countervailing trend is the pronounced increase in solar photovoltaic (PV) installations on open land. Many of these are "solar community gardens" which I wrote about two weeks ago. While the growth of roof-top solar is limited to homes with suitable roofs, there is no limit to the use of PV from solar gardens. Even renters and condo owners can now take advantage of solar pho-

tovoltaic, and the cost of solar vs. utility electricity makes it a no-brainer.

In transportation, the manufacture and sale of electric vehicles — both cars and trucks — will have largely replaced that of gas or diesel powered vehicles by 2030. Battery costs will plummet thanks to Tesla's battery factory being built near Reno, and

electric motors have only one moving part vs. thousands of parts in internal combustion engines. Combined with increased solar PV, we can look forward to a quieter and cleaner future.

With the increase in population, we have no choice but to reduce water consumption. I expect to see more use of low- or no-water landscaping.

REAL ESTATE TODAY



By JIM SMITH, Realtor®

Sellers, Too, May Pay Too Much in Fees

In last week's column, I wrote about buyers paying too much in fees when they buy a home. Sellers can also pay more than they should in a transaction.

Commissions are negotiable and agents can't even discuss what they charge, much less "fix" commissions. For a fuller discussion, see my longer post at www.JimSmithBlog.com.

Title insurance policies are regulated and pretty competitive, but the fees for escrow and other services vary widely, as does the discount given

when the most recent title policy on your property (such as for a refinance) is less than 4, 5, or even 6 years old.

Sometimes buyers will ask the seller to pay the buyer's closing costs in lieu of a lower purchase price. For example, \$4,000 in closing costs with a purchase price of \$200,000, rather than a purchase price of \$196,000. As a seller, you should demand of your listing agent that you pay commissions on the net purchase price when there are concessions involved.

Read further on my blog...

2014: Jeffco Real Estate Year in Review

The charts here tell all you need to know about the health of Jefferson County's real estate market. The numbers are from REcolorado.com, Denver's MLS, but the December 2014 numbers are my own calculations as of Dec. 29, not end-of-month MLS calculations. Clearly the seller's market which began in early 2013 is only getting stronger. It's a good time to list your home. Call me or your agent!

MONTHS OF INVENTORY						
Month	2009	2010	2011	2012	2013	2014
Jan	7	15	21	11	6	2
Feb	6	13	16	10	5	2
Mar	6	10	12	7	3	2
Apr	5	9	12	6	3	2
May	5	8	11	5	3	2
Jun	5	11	10	5	3	2
Jul	5	16	11	5	3	2
Aug	6	13	10	5	3	2
Sep	7	13	11	5	4	2
Oct	7	12	10	5	3	2
Nov	10	13	11	5	2	1
Dec	10	12	9	5	2	1

ACTIVE LISTINGS						
Month	2009	2010	2011	2012	2013	2014
Jan	2,222	5,212	6,042	4,313	2,877	1,227
Feb	2,387	5,744	6,239	4,256	2,739	1,172
Mar	2,587	6,371	6,765	4,282	2,668	1,195
Apr	2,748	6,794	7,075	4,390	2,831	1,320
May	2,933	6,853	7,343	4,661	3,278	1,551
Jun	3,319	7,194	7,380	4,755	3,475	1,706
Jul	3,721	7,423	7,142	4,569	3,564	1,754
Aug	3,924	7,368	6,802	4,509	3,364	1,681
Sep	4,320	6,999	6,504	4,232	3,010	1,641
Oct	4,839	6,563	5,926	3,991	2,294	1,418
Nov	5,183	6,205	5,439	3,587	1,647	1,098
Dec	4,933	5,930	4,867	3,226	1,370	803

SOLD LISTINGS BY MONTH						
Month	2009	2010	2011	2012	2013	2014
Jan	329	338	292	401	484	497
Feb	423	434	395	444	582	568
Mar	470	630	554	626	824	720
Apr	552	756	589	754	922	817
May	651	829	657	911	1,070	1,028
Jun	725	685	713	908	1,069	1,058
Jul	721	471	676	840	1,150	1,085
Aug	652	548	692	868	1,040	1,019
Sep	629	536	603	785	857	985
Oct	720	537	586	780	844	865
Nov	539	486	516	692	676	753
Dec	477	488	521	608	700	645

NEW LISTINGS BY MONTH						
Month	2009	2010	2011	2012	2013	2014
Jan	585	1,603	1,305	1,014	1,049	684
Feb	639	1,796	1,193	1,101	1,009	722
Mar	790	2,233	1,804	1,481	1,369	1,024
Apr	833	2,403	1,767	1,559	1,663	1,265
May	904	1,597	1,666	1,823	2,143	1,406
Jun	1,071	1,903	1,709	1,695	2,090	1,320
Jul	1,096	1,930	1,439	1,415	1,958	1,210
Aug	1,009	1,775	1,274	1,559	1,745	1,104
Sep	1,115	1,438	1,249	1,254	1,245	995
Oct	1,196	1,271	943	1,120	973	854
Nov	956	970	759	819	605	576
Dec	743	825	555	646	384	381

DAYS ON MARKET						
Month	2009	2010	2011	2012	2013	2014
Jan	62	65	77	80	41	30
Feb	70	55	86	65	40	26
Mar	58	42	71	53	25	14
Apr	50	38	67	35	17	7
May	49	39	55	27	12	7
Jun	43	46	53	23	9	7
Jul	42	50	53	23	13	8
Aug	43	56	53	28	16	9
Sep	42	63	59	29	17	12
Oct	38	61	65	28	24	12
Nov	43	76	66	35	26	14
Dec	59	82	63	35	28	

Invite Me to Speak to Your Group

I can speak to your service club, church or other organization about one of two topics. The first topic, of course, is any aspect of real estate. A second speech I have been giving is "The Gasoline Powered Automobile Is Obsolete and Here's Why." When I give the latter talk, I offer free rides afterwards in my Tesla and Volt. Contact me at 303-525-1851 or Jim@GoldenRealEstate.com to discuss a possible speaking engagement. No charge.



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