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Showings Are Up Dramatically, But Buyers Aren't Finding What They Want

Real estate professionals like myself have noticed a significant increase in activity now that interest rates are at or below 5%. As I reported previously in this space, buyers are getting off the fence — and with good reason.

Like many other real estate companies, Golden Real Estate employs Real Estate Resource Center to set showings for our listings. In fact, RERC sets the showings for nearly

20% of the listings in the Denver metro area, and they report that showings for the first two weeks of 2009 are up significantly over the same period in 2008 and 2007.

The number of weekday showings as a percentage of listings are up almost 30% over 2008. Saturday showings are up 13% — and 2008's were up from 2007's.

RERC reports that Friday, Jan.

2nd, was their busiest day since September 19th. As I said, buyers are "getting off the fence."

However, the number of listings going under contract in the first 10 days of 2009 is down 13% from the same period in 2008 — down 19% here in Jeffco. The only explanation I can think of is that since the number of homes for sale is down 20% from this time last year, buyers simply aren't finding

what they're looking for.

That means only one thing — this might be the perfect time for would-be sellers to put their home on the market. Call me if you'd like a no-obligation market analysis and listing proposal.

I often hear homeowners say that they don't want to sell while home prices are depressed, but they forget that if they wait until

they can get more for their current home, they'll also be paying more for the home they buy.

Hint for Homeowners: Check Your Roof for Wind Damage

Recent gale-force winds have caused roof damage to many homes, especially in or near the foothills. Several concrete tiles were dislodged on my own roof. Two insurance companies told me that they have brought in extra teams of adjusters to the western suburbs because of all the wind damage. Don't wait until you see water stains on your ceiling to check for missing roof material!

The Discerning Home Buyer:

Is that grout sealed? It's important for the grout between ceramic or other tiles to be sealed so that it doesn't get stained. An easy way to know if the grout has been sealed is to splash water on it. If the grout changes color, it is absorbing the water and isn't sealed.

REAL ESTATE TODAY



By JIM SMITH, Realtor®

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