

# How Might You Respond to an Offer to Buy Your Home Off-Market?

Because of the low inventory of homes for sale, it's not unusual for homeowners to receive offers to buy their home without putting it on the market. Sometimes it's from a real estate broker, but other times it might

## REAL ESTATE TODAY



By JIM SMITH, Realtor®

be from an investor or an unrepresented buyer offering to save you the cost of paying a real estate commission.

Or perhaps you saw a sign like one of those at right offering to buy your home for cash.

Here's some advice on handling these types of offers.

### First, the real estate broker:

It could be a ploy for getting a listing. Don't fall for it! If interested, offer to allow a showing and pay only 2.8% commission, which is the typical co-op commission offered to buyer's agents. If the agent produces a buyer and submits an offer, call me or another broker to ask our help. I can't speak for other brokers, but I will give you a free opinion about the offered price and whether you might do better paying for your own representation. If you still want to accept the offer without listing your home, talk to me about helping you with the transaction for a reduced fee.

**Second, the investor:** Whether the investor approaches you or you respond to his sign, just remember that he (or she) is not going to offer you market value. They're in this business to make a profit — a **big** profit! On average they're going to pay you 65% of what they expect to get when they "flip" your home with little or no improvement. Again, I'm available to

help you determine the true market value of your home.

**Third: the unrepresented buyer:** This is a buyer who might actually be willing to pay fair market value or higher, but has been frustrated by the lack of inventory and is taking direct action to find a good home in a neighborhood they like. They are also thinking they can pay less for your home by saving you the expense of listing your home with an agent.

Nevertheless, you do need professional representation. Real estate transactions are not as simple as you may think, with the state-mandated contract heavily weighted in favor of the buyer, not you. An agent can negotiate not only the price, but also inspection issues, appraisal issues, and more. My approach is to

treat any offer to buy your home as the "opening bid" for your home. Even if you're happy with the offered price, wouldn't you like to get more? If I can show you

that you can **net** more by listing your home, I can, based on an analysis of comparable sales, help

you counter that one buyer. If they don't come up to what you and I agree is a reasonable offer, I might then suggest listing your home on the MLS using their offer as the listing price. If doing so doesn't **net** you more money, you can then proceed with the original buyer's best offer and I won't charge you the

higher commission for having put it on the MLS.

Although I have described how I personally might serve you in such scenarios, I suspect that a preferred broker, including one of our broker associates, would agree to similar arrangements with you. Ask!



## Arvada Townhome Just Listed by Chuck Brown

Tired of shoveling snow and mowing the lawn? This large townhome at **12039 W. 52nd Pl.** is located on a quiet street just two blocks from the soon-to-open Ward Road light rail station and half way between downtown Golden and Olde Town Arvada. The 2,802 square foot, 2-story layout with finished basement includes 3 bedrooms, 3 baths, and a 2-car garage. The entire top floor is a master suite which includes a fireplace, 5-piece master bath, and walk-in closet. The main floor consists of a large open-concept kitchen, living room with gas fireplace, dining area with a huge bay window, guest bedroom, laundry room and private outdoor patio. The basement features a family room, full bath, bedroom and storage area.

Major updates include a new furnace, water heater, refrigerator, dishwasher and microwave. The HOA dues are \$300 per month. Be sure to check out the narrated video tour or call Chuck at **303-885-7855**. **Open Sat. 1-4 pm.**



## Tune in to Golden Real Estate's Show on KHOW Starting Saturday

As an extension of this column, Golden Real Estate is launching its own weekly radio program, "Real Estate Today," every Saturday at 3 p.m. on KHOW (AM 630), starting July 15th. **It was supposed to start last Saturday, July 8th, but a programming glitch caused the one-week delay.**



I'll be the host of this program, which will typically consist of two or three segments, at least one of which will be an extension of that Thursday's column topics. Typically, I'll be

joined by one or more of our broker associates plus relevant guests. This week's guests are **Denis Hayes**, the co-founder of Earth Day, **Bill Lucas-Brown** of GB3 Energy, and **Andrew Sams** of Alpine Building Performance LLC speaking about how to make your home more energy efficient. It will be a live program, and we'll take phone calls from listeners. Information and links for speakers and topics is at <http://Radio.GoldenRealEstate.com>.

## Arvada Condominium Just Listed by David Dlugasch



This is a beautiful and bright second-floor end unit with fabulous views of the mountains. Located at **5537 Lewis Court (unit 201)** in the desirable Skyline Estates Condos, it has 2 bedrooms and 2 baths. It has a one-car attached garage plus abundant outdoor parking. The kitchen has granite counters, and the deck has a retractable awning. The living room has a fireplace, and this home is move-in ready. It is within walking distance of Stenger Soccer Complex, Apex Fieldhouse, Van Bibber trail, and Lutz baseball fields. It's convenient to I-70 with easy access to Denver and the mountains. Call David for information. **303-908-4835**. **Open Sat. & Sun. 1-3 pm.**



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Honored as Metro Denver's #3 brokerage of its size (6 to 10 agents) for the number of closed transactions in 2016



# We're Having a 10th Anniversary Party This Friday & You're Invited!

By **JIM SMITH, Broker/Owner**

Golden Real Estate was incorporated in July 2007, which means that this is our 10th Anniversary. Join us this **Friday, July 14th, 5-8 pm**, when we'll be throwing a party in our South Golden parking lot with live music and free food.



Broker associate **Jim Swanson** and his "Lakeside Doublewide" band will entertain us, with three sets of your rock n roll favorites.

Over the past decade, Golden Real Estate has earned a well-deserved reputation for our commitment to energy efficiency, solar power, electric cars and sus-

tainability in general. In 2010, the City of Golden honored us with their "Sustainability for Business Award." When you come on Friday, bring your white block Styrofoam for recycling!

Because of this reputation, our 10th Anniversary party will also be a **mini-expo**. We've invited three of our favorite vendors to promote their services in front of our 20-kilowatt solar array.

**Don Parker**, the owner of **Golden Solar**, which installed our solar array, will be there to

answer your questions about solar power and offer a free estimate on installing solar PV for you!

**Bill Lucas-Brown**, the owner of **GB3 Energy**, which did the super-insulation of our office, will explain that process and offer a free estimate on doing the same for your home or office.

**Andrew Sams**, the owner of **Alpine Building Performance, LLC**, is a home inspector with special training on energy efficiency. He also performs energy audits which we give to our buyers as a closing gift. He will be there to explain why you might want to have an energy audit of your home.

Lastly, **John Avenson** will be manning an informational table for the **Metro Denver Green Homes Tour** taking place on Oct. 7, 2017. It will be your chance to visit over a dozen "green" homes!

In addition to those information tables, we'll have a **Car Show!** On display will be four leading electric cars — 2017 models of the **Nissan Leaf**, **Chevy Bolt**,

and **Tesla Model X**, all open for you to touch, sit in and inspect! Steve Stevens' Model X will even put on a music-and-light show that you won't believe!

Come hungry, because **Tequila's Mexican Family Restaurant**, will cater the event. And we'll have carrot

cake for dessert, with 10 candles on it!

Our thanks to another neighbor, **First Presbyterian Church**, located just north of our office, for providing the tables and chairs for this event and for opening their own parking lot for you to park in.

The **Golden Chamber of Commerce** will honor us with a 10th anniversary ribbon cutting at 5:30. All in all, it should be a fun time, and we hope you'll want to join us for it!



TESLA Model X



## GOLDEN REAL ESTATE

**Celebrating 10 Years of  
Serving Your Real Estate  
Needs With Integrity and  
Environmental Conscience!**

As members of **Golden Rotary**, we'll be taking orders for peaches at \$37 per 20-lb. box, to be picked up at the Jeffco Fairgrounds on Aug. 19th. If you can't come to our party, order them at [www.GoldenRotaryPeaches.org/](http://www.GoldenRotaryPeaches.org/) This is a major annual fundraiser for Golden Rotary, netting funds for many charitable activities.