

Fear of Homelessness Continues to Keep Sellers From Listing Their Homes

What would *you* do? You can sell your home for a really good price right now, but can you find a home to buy?

This dilemma is probably the main reason why more sellers are not putting their homes on the market. And with the supply of rentals equally tight, the prospect of being homeless — or settling for a home that doesn't meet your needs or expectations — is a totally rational reason to sit tight.

I find that those sellers who "pull the trigger" are ones who, for the most part, have been able to overcome this dilemma one way or another.

One strategy that works when you own your current home free and clear is to take out a loan on your

current home so you can buy your new home, and only then put your current home on the market, paying off that loan when you sell.

Others who believe they'll find the perfect home to buy within a few months find a short-term housing solution such as living with family or signing a short-term lease. (A client of mine found a complex in Golden that offers a 3-month lease.)

Moving twice is no fun for anyone, but using "pods" can make it a little easier. Such services will deliver one or more containers to your driveway. You fill them at your leisure and then the company removes them to a storage location, delivering them to your new home when you find it.

This beats moving everything into a

storage unit and then having to move it from the storage unit to the new home.

If this concern of being without a place to live after selling is facing you, remember that you are in the driver's seat when selling your current home. If you price your home correctly, you'll get multiple offers and be able to select the buyer who not only offers you the best price but also offers you the most flexibility.

That flexibility could take the form of a rent-back for up to several months as you work to find your new home. At the very least, you can choose the buyer who gives you the longest contract period, but puts all their contingencies — inspection and appraisal, in particular — in the first 30 days of the contract. Then you might have a provision that the closing can happen earlier if you find your next home quickly.

I've had clients who found a home they wanted to buy first, and then put their home on the market quickly — something we're pretty good at — and were able to have their home under contract in time to make a winning offer on the home they wanted to buy. In such cases, we're able to tell the seller that if they don't get their home under contract in time to buy that "perfect" home, we are willing to withdraw their home from the market at no cost so that they don't have to sell. That's a lot of work for us with no reward, but that's the nature of our business.

If you want to sell but have this totally understandable concern, I suggest you call me or one of my associates at Golden Real Estate so that we can brainstorm a solution that works best for you. You have nothing to lose but your time! Our office number is 303-302-3636.

REAL ESTATE TODAY



By **JIM SMITH,**
Realtor®

This Week's Featured New Listings From Golden Real Estate

Your Choice: A Ranch Home in Lakewood Green or a Tri-Level in Golden's Heritage Dells

Lakewood Green is a small subdivision south-east of 10th Ave. & Dudley Street. The streets are owned and maintained by the HOA and in good condition — as is this three-

bedroom, 2,862-sq.-ft. brick ranch at 8511 W.

8th Avenue. It's a

good "lock-and-leave" home, since the HOA maintains the grounds and even shovels snow up to the garage and front door. If you like the idea of a truly quiet neighborhood, you will love this home, where you can hear only the birds and the wind in the trees. Special features include multiple skylights, an enclosed sunroom with doors from both the eat-in kitchen and the master suite, and a fenced back yard. The light rail to Denver or Golden is nearby, too. View the video tour, then call for a showing!



Video Tour at
www.LakewoodHome.info

\$395,000

BOTH LISTINGS OPEN SATURDAY 1-4 PM



Video Tour at
www.HeritageDellsHome.info

\$400,000

The home on the right is at 318 Allen Street in the coveted Heritage Dells neighborhood of Golden. It, too, is close to a light rail station, but also close to the Apex Open Space Park and Heritage Square

amusement park. The Colorado School of Mines and downtown Golden are a short bike ride away via the Kinney Run trail, which is only two blocks from this home's front door! With no HOA, you can park your RV next to this home's 2-car garage. Inside, you'll enjoy a master suite with mountain views and extensive hardwood floors. A second suite in the basement is great for guests. Take the video tour, then come to our open house Saturday.

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