

Here's Some Advice When Downsizing and Prepping a Home for Market

On Sunday I had the opportunity to visit a couple in their 80's who are long-time friends of mine. They are moving into a senior apartment next January, and they sought my advice about fixing up their home and what to do about all their furniture and other possessions which won't fit in their new home.

Since this dilemma is shared by many others, I thought I'd share with you the advice I gave to this couple.

Their first question was about what to fix or improve before putting their home on the market. I advised against fixing or repairing anything that isn't an eyesore. An "eyesore" is anything that draws negative attention during a showing. This could include stained carpeting or a damaged countertop. Concentrate on these eyesores, and don't make any other improvements unless they are incredibly cost effective — that is, cheap and easy to do. Do not install new coun-

tertops or cabinets just because the current ones are plain or outdated. Unless they're damaged and might stand out to a buyer during a showing, leave them alone.

They believed their basement slab might need mud-jacking and wanted to know if they should get that done. My recommendation was that they save such known items to serve as post-home-inspection bargaining chips. By leaving the slab unfixed, they have it as something they can agree to (or not) in lieu of doing other things on the buyer's list of requested repairs.

The next question was what to do about the furniture they can't take with them. Since this couple will be renting instead of buying and don't need to sell before moving into their new apartment, I suggested that it might make sense for them to get settled in their new place before putting the home on the market. The furniture they don't want (and there

is lots of it) can be used for staging the home. There will be plenty of time to deal with the remaining furniture once they are securely under contract.

Also, I pointed out that some or all of the furniture might be purchased by the buyer, and they should not hold a garage or estate sale before I can work on making that happen. What I like to do in such a situation is to (1) price the house, as I usually do, to attract multiple bidders, then (2) print out a fair price list for the furnishings and leave it on the

kitchen counter for buyers to see. More than once, the competitive nature of a multiple-offer scenario has prompted the winning bidder to purchase everything on the list — even though they might not actually have needed it. This can only be accomplished when you get multiple buyers bidding against each other, which means you have to price the house just right and not at some "wished-for" price.

Call me for additional advice tailored to your specific situation.

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By JIM SMITH, Realtor®

Bi-Level Home in Lakewood's Majestic Heights



Majestic Heights is the subdivision located between Oak and Kipling Streets, between 6th Avenue and the light rail line along 13th Avenue. The Oak Street light rail station is a short walk from this fine home at **917 Nelson Street**. An entrance to Sunset Park is only a block away! With 1,744 square feet of living space, it has four bedrooms (plus a study) and two baths, plus a spacious one-car garage. There are hardwood floors on the main level and a large wood deck overlooking the private backyard, thanks to mature trees. I'll be holding it **open this Sunday from 11 to 1**. Meanwhile, visit the website above to learn more about this home's many features and to view a narrated video tour, including drone footage. **Or call me at 303-525-1851 to see it.**

Two Bungalows in Denver's Barnum Neighborhood

These two bungalows — at **41 S. Osceola Street** (right) and **315 Osceola Street** (below) are located in that west Denver neighborhood named after PT Barnum, the famous circus promoter who in 1878 bought 760 acres here (for \$11,000) — not as a winter home for his elephants, as legend has it. Barnum has always been a working class neighborhood, and is currently the hottest real estate market in Denver. In the past 12 months there have been 64 sales of bungalows like these, with median time on market of 5 days, averaging 100.6% of listing price. Average price per square foot is \$272. The home above (**41 S. Osceola**, with 2 bedrooms & 1 bath) comes in at \$300/sq. ft., but makes up for that by having great curb appeal and an oversized 2-car garage on the alley, plus a storage shed. The home at left (**315 Osceola**, with a master suite addition on the back for 200 sq. ft. additional living space) comes in at \$244/sq. ft. and has an oversized 1-car garage accessed by a driveway. Both homes are occupied by good tenants, but the tenant for 41 S. Osceola is leaving when her lease expires in December, and the tenant for 315 Osceola is month-to-month starting in September and wants to stay. Get more details on each listing at www.BarnumBungalows.info. Call **303-525-1851** for a showing.



Just Listed: Rare 1-Story Belmar Townhome

This ranch-style townhouse at **616 S. Yarrow St.** is in the highly coveted community of Belmar Commons. This end unit features 2 bedrooms and 2 baths plus a separate hobby room off the patio. This is one of the largest townhouses in Belmar Commons and one of only four one-story units. Additional features include a 2-car garage and partial basement. You'll love the location of this quiet community, which is within walking distance of Belmar Park, Belmar Library, Lakewood Heritage Center, and the Belmar shopping district. Visit www.LakewoodTownhome.info for HDR quality interior and exterior photos, plus a narrated video tour with drone footage of this special community and the surrounding area. Call Andrew Lesko at **720-550-2064** or email him at Andrew@GoldenRealEstate.com to schedule a showing. **Open Sat. & Sun., July 22 & 23, 11am to 3pm.**



GOLDEN REAL ESTATE

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Listen to the Golden Real Estate show on AM 630 KHOW Saturdays at 3 p.m.



Golden Real Estate's 10th Anniversary Party Was a Great Success!

Golden Real Estate, Inc. was founded on July 7, 2007, so we threw a party on July 14, 2017 to celebrate our 10th anniversary! There were several elements to this party. First, of course, was the food -- catered by Tequila's Family Mexican Restaurant, plus a "Happy Anniversary" sheet cake from King Soopers. Broker associate Jim Swanson's rock band, Lakeside Doublewide, played three sets once the rain stopped, to the delight of



our guests. We had a mini-expo of sustainability companies, too -- Golden Solar (which installed our solar panels), GB3 Energy Solutions, which super-insulated our office building, and Alpine

Building Performance, which does energy audits free for our buyer clients. We had four electric cars on display, including a 2017 Chevy Volt, Chevy Bolt, Nissan Leaf, and Tesla Model X. The Model X entertained the crowd with its special sound & light show, orchestrated by owner Steve Stevens. Lastly, broker associate Kim Taylor piloted our

drone over the event, which is now posted on our Facebook page. The Golden Chamber of Commerce was there with a ceremonial ribbon cutting in front of our sign. All in all, it was a fun evening, and we thank everyone for coming and helping us start our second decade of providing "Hometown Service Delivered With Integrity."

Our KHOW Radio Show Is Broadcast on Facebook Live

The "Golden Real Estate Show" is broadcast on AM 630 KHOW every Saturday at 3 p.m. Last week we had a lively discussion about sustainability. Denis Hayes, co-founder of Earth Day, phoned in from Seattle, and we had two guests, Bill Lucas-Brown and Andrews Sams, who are experts in making homes more energy efficient. This week's program will be about downsizing, as discussed on the opposite page. It will be a phone-in show. If you can't listen to the show on KHOW or watch it on Facebook Live, you can watch it later at www.Facebook.com/GoldenRealEstate1.



SE Denver Home's Workshop Is a Handyman's Dream

You must see the quality craftsman details throughout this renovated home at **1061 S. Geneva Street**. A handyman will love its 25' x 23' fully insulated detached shop/garage (at right in this picture) with 220V service, 11-foot ceiling, and great lighting. It's plumbed for a gas heater, too. The house also has an attached 2-car insulated garage. The open floor plan is enhanced by the professionally constructed 370-sq.-ft.family room addition with vaulted ceiling, pre-wired for surround sound. The living room has hardwood floors and a wood-burning fireplace. There is a separate master bedroom with its own full bathroom. The other two large bedrooms share a full bath that has been beautifully remodeled. All electrical panels to both garage and home have been updated, and the leased solar panels reduce energy costs. The large 1,120-square-foot basement is partially finished with beetle kill wainscoting and a second wood-burning fireplace, a roughed in bath and additional rooms. **Listed by Jim Swanson, 303-929-2727**

