

# At Golden Real Estate, Our Brokers Focus on What Is Important to Homebuyers

We are a listing brokerage, but like any successful brokerage, we also represent buyers. While we have particular competence in the listing and marketing of homes for sale, we are also successful in helping buyers find and get under contract for homes, then shepherding those buyers through to closing and move-in, all the while bringing our years of experience and acquired competence to each stage of the process.

First of all, buyers' agents need to be good listeners — find out what's important to the buyer. That can and will vary from buyer to buyer. What follows is some of what I've found is typically important beyond those very personal needs and wants.

Buyers want to know what the market is and what their money can buy. The best way to learn that, I've found, is to set up an MLS email alert early on, matching their search criteria.

While buyers can do their own searching on consumer-facing websites, not all MLS fields are searchable unless you're a member of that MLS. A good example of that is searching for a main-floor primary

suite. That is not a searchable field on any consumer website that I'm aware of. On Zillow you can search for single-story homes, but many 2-story homes also have main-floor bedrooms.

**REAL ESTATE TODAY**



By **JIM SMITH**  
Realtor®

Think of other features important to you. Almost every MLS field can be a search criterion, but only for an MLS member agent, who can include them in an MLS alert that he or she sets up for you.

Do you want a fenced yard? RV parking? Mountain and/or city views? Solar panels? A particular elementary school?

You can receive an alert about homes matching your search criteria within 15 minutes of them going on the market. Daily or monthly emails are also an option.

Such MLS alerts can give the buyer a sense of the market, whether or not he/she is ready to start looking at homes and/or make an offer on one they like.

Financing is critical, of course, and a buyer's agent needs to know the financial capabilities and limitations of his buyer and have an excellent loan officer who can let the buyer and his/her agent know the

price range for which the buyer is qualified. Some loan officers, such as ours, are more creative than others at solving qualification problems.

Knowing whether a particular home is priced correctly and what a proper offering price would be is important to the buyer. When you find a home you want to buy, we have three valuation tools, not just Zillow, that can provide guidance on what a proper offer should be. What did comparable homes sell for, how long were they on the market, and did they sell above or below the listing price? That's easy for us to research and show you.

If you have lost bidding wars and don't want that to be in another one, you can ask your agent to include in your MLS alert only listings that have been on the market over a week or 10 days. That minimizes the chance of you competing with other buyers when you submit.

Homes in newer subdivisions may have significantly higher property taxes because they are in a metropolitan tax district. Although the MLS includes the property tax for each house, it doesn't include the all-important mill levy. The tax rate for a home in a metro tax district can be up to double that of a home outside that tax district, and we can make sure you know that.

Some buyers, especially those with RVs, want to avoid listings that

are in an HOA. That's another search criterion that can be specified in email alerts, as is the presence of on-site RV parking.

These are just some of the things which we have found are important to homebuyers. What's important to you? Knowing the value of an experienced agent in helping you find homes which meet your needs is a good reason to work with a Realtor at Golden Real Estate.

When I was new in the business 20 years ago, I didn't appreciate the value of experience when it came to helping buyers, but I'm clear now that that experience does matter. Let us put our experience to work for you!

## Learn What It Takes to Make a Building Net Zero Energy

This Thursday, July 6th, from 5:30 to 7:30 pm, I'm hosting an open house at **The Net Zero Store, 17695 S. Golden Road** (our former office), where I'll show visitors the steps we took to make that 1,318-sq.-ft. building net zero energy.

By installing heat pump mini-splits to heat and cool the building, and a tankless electric water heater, we had the gas meter removed, saving \$50/month in connection charges. The building is now fully powered by the 20-kW solar array, no matter how much electricity is used both by the occupant and to charge up to three electric vehicles at once. Refreshments will be served.

## Price Reduced on Winter Park Condo Close to Everything



Now **\$699,996**

This condo in the very center of downtown Winter Park offers great views (left) and easy access to all the activities Winter Park has to offer. The 2-bedroom unit with 1,063 square feet is within walking distance to restaurants, grocery stores, retail shops, the Idlewild Park Amphitheater, the Fraser River, and numerous bike/pedestrian trails. Recent updates include a new water heater, bathroom, and washer/dryer. All of the town's free shuttle buses stop in front of this building, allowing convenient access to the Winter Park area and beyond. This condo presents an excellent multi-use investment opportunity, whether for personal use or for rental purposes. More pictures and a video of this listing are at [www.WinterParkCondo.info](http://www.WinterParkCondo.info), or call agent/owner **Austin Pottorff** at **970-281-9071** to arrange an in-person showing.

## Just Listed: Sixth Avenue West Townhouse

This townhome at **232 S. Holman Way** is in Amberwick, a lovely subdivision of 24 four-plexes, fewer than half of which, like this one, have walk-out basements opening to a greenbelt. This highly desired two-story townhome offers proximity to Colorado Mills and Denver West shops and restaurants. From a private courtyard next to the detached garage, step into a spacious tiled entry and continue into an inviting and warm open living area. Enjoy views from the main-floor deck of the expansive greenbelt. The main level also includes a half bathroom. On the upper level, there are two bedrooms and two bathrooms with new ceramic tile. More pictures and a video of this listing are at [www.AmberwickTownhome.info](http://www.AmberwickTownhome.info), or call listing agent **Kathy Jonke** at **303-990-7428** to arrange an in-person showing. **Open house this Saturday, July 8th, from 11 to 2.**



**\$565,000**

## Just Listed: Green Mountain Estates Ranch

You won't find a better maintained or better loved home than this one at **13598 W. Alaska Drive** on the northeast slope of Green Mountain. Because the neighborhood backs to the mountain, there is no through traffic, making it a quiet, peaceful place to live. There's also no HOA, so you can park an RV (see picture). The home has three main-floor bedrooms and another one in the finished basement, with a full bath on both levels. The backyard features a pergola and swing, above-ground pool, and patio furniture, all of which are included. The sellers welcome a quick closing but request 60 days' post-closing occupancy to find their replacement home. You can view more pictures plus a narrated video tour (including drone video footage) at [www.GreenMountainHome.info](http://www.GreenMountainHome.info). **Open house this Saturday, July 8, from 11 to 1.**



**\$590,000**

**GOLDEN REAL ESTATE**  
Hometown Service Delivered with Integrity  
Promoting and Modeling Environmental Responsibility

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