## Think Real Estate Agents Are Overpaid? Much of the Time, We Work for Free

Most professionals I know get paid for the work they perform. Some even charge for estimates,

and others charge even when they fail at what they were hired to do.

Real estate is different. Most of the time we are giving our services away to customers with only a vague hope of a payday down the road.

Sometimes we invest a great deal of money marketing prop-

erties that never sell, only to have the seller list the home at a lower price with another agent who gets agents to be the second listing agent on a property — let the first agent take the listing while it's overpriced.)

I had about 30 closings last year, and I drove 15,000 miles. Do you think I drove 500 miles for each successful closing? No, I drove maybe half those miles relat- cuts me out of earning a commis-

ed to successful transactions and the rest for buyers and sellers who received my services for free with-

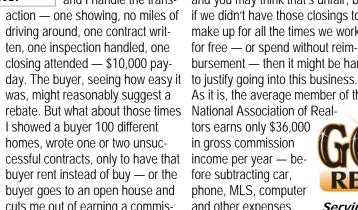
**REAL ESTATE** 

**TODAY** 

out any compensation for my time and travel.

it produces a payday, I know that it makes up efforts I expended.

Occasionally I have a buyer who has me take him to the exact house he wants to buy, and I handle the trans-



sion. (My fault — I didn't get a signed buyer agency agreement.)

Recently, I was considering listing 5 acres 30 miles up a canyon for \$125,000, but the seller was so This is okay with me. uncooperative that I ultimately I love real estate. When declined the listing — but not before I had made three trips to the property and on one of those trips for the uncompensated did \$1,000 damage to my car's underbody on his jagged culvert!

> Such is the life of a real estate agent. We may seem overpaid when we are paid five-figure commissions on a given transaction, and you may think that's unfair, but if we didn't have those closings to make up for all the times we work for free — or spend without reimbursement — then it might be hard As it is, the average member of the

tors earns only \$36,000 in gross commission income per year — before subtracting car, phone, MLS, computer and other expenses.

## This Week's Featured New Listing

## **Green Mountain Home With Great Landscaping**

This home at 14486 W. Illif Avenue is in that part of Hutchinson's Green Mountain subdivision that adjoins Solterra, west of Bear Creek Blvd. It's on a corner lot with a fenced front and back yard unusual in this neighborhood. Inside, there



is an open floor plan on the main floor, with living room, dining room, and kitchen open to the family room with its gas fireplace. The main floor is almost entirely hardwood. The upstairs, however, has all new carpeting. There are three bedrooms upstairs, plus a laundry room such a convenience! Open this Saturday, 1-4 p.m.



Jim Smith Broker/Owner



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