

Despite Reports of Declining Sales, An Abrupt Increase Is in the Pipeline

By JIM SMITH, Realtor®

In nearly a decade as a Realtor, I have never seen so much activity, at least here in Jefferson County. The news reports of sagging sales and dropping prices are sounding more and more like they're from another country. And buyers must be beginning to reach the same conclusion, because the number of homes going under contract in recent weeks exceeds anything I've ever experienced.

My little company, Golden Real Estate, has 17 active listings right now, but we have eight other listings than went under contract in the last month. We also have six buyer clients under contract to buy other companies' listings. That's 14 closings in the next few weeks.

Part of this surge in contracts may be the pent-up demand from buyers who have been waiting for prices to bottom out before buying. While closings were down 14.5% in May from a year ago, 23% more homes went under contract this May than last May. This reflects a very abrupt shift in buying patterns.

This Week's Featured New Listings from Golden Real Estate:



2827 Sunset Drive is a beautifully updated home backing to South Table Mountain. This is a view from its back property line, where you have your own private access to miles of trails! A 2,355-sq.ft. ranch with oversized 2-car garage, it features a gourmet kitchen, extensive hardwood and more. Truly a "must see!" Video tour at www.SouthGoldenHome.com.



388 Canyon Point Circle is located in the heart of Golden's premier subdivision, the Village at Mountain Ridge, which backs to the Mt. Galbraith Open Space park. In fact, a trailhead for the park is within the subdivision, as is a city park. Great hardwoods, granite and other upgrades. Priced to sell quickly, too! Video tour at www.MountainRidgeHome.com.



11158 W. 31st Ave. is an updated Applewood home located 3 blocks from the Applewood Knolls Swim & Tennis Club. You'll love its large corner lot with great landscaping front and back. It has 4 bedrooms upstairs and a 5th in the finished basement. Cute playhouse is included. New carpet and appliances, new paint! Video tour at www.ApplewoodHome.info.

Listings With Recent Price Reductions:

- [11895 W. 22nd Place](#), a 5-bedroom ranch-style home in Applewood, just east of Maple Grove Reservoir
- [1498 Quail Court](#), a 2-story home with main-floor master suite, 3-car garage, and great Golden views!
- [14541 W. 56th Place](#), a huge Candlelight Valley home with both a detached and attached garage (5+ cars)



Serving the West Metro Area

Jim Smith

Broker/Owner

Golden Real Estate, Inc.

DIRECT: 303-525-1851

EMAIL: Jim@GoldenRealEstate.com

See All Our Listed Properties Online at www.GreatGoldenHomes.com!



Click on hyperlinks to go directly to each home's web page

Visit www.GreatGoldenHomes.com to browse all Golden Real Estate listings. Find 100 or more other columns archived online at www.JimSmithColumns.com.