

# Home Sellers Are Suddenly Jumping Into the Market — And So Are Buyers

Those of us in real estate are noticing a sudden surge in market activity, and more so in Jeffco than in the rest of the metro area.

It was particularly pronounced in the last week, so you won't see it in February's statistics. During the week beginning Feb. 28th, 275 new single-family Jeffco home listings were added to the Denver MLS. That was a 43% increase over the average number of new listings in the previous four weeks. The increase for condos and town homes was an impressive 36%.

And those new listings are selling, too. Already, as of this past Monday, 18% of the single-family homes and 14% of the condos and town homes listed in Jeffco since Jan. 31st are either sold or under contract.

This was predictable, in light of the first-time and repeat buyer tax

credits which require homes to be under contract by April 30th. I fully expect the activity to keep increasing through March and April and

then to die off quickly in May. This is not a time for real estate professionals to take a vacation, but May and June are definite possibilities.

Personally, I have taken four new listings in the past week, including the one featured on this page. At least four other listings are being added to my inventory in the next few days and will be featured with future columns.

And showings are up dramatically, too. My showing service reported its busiest weekend in over a year this past weekend, up about 40% from previous weekends. If you are thinking about being in the market this year, now is the time to take the plunge!

## REAL ESTATE TODAY



By JIM SMITH, Realtor®

## Fair Housing Sensitivity Being Taken to Extremes

Speaking of this week's featured listing, you'll notice that it is in a subdivision known as Quaker Gardens. When I was enhancing this listing on realtor.com, I was barred from using the word "Quaker" in the description because of the "possible fair housing violation."

I have another listing that is across Alameda Avenue from Colorado Christian University, but I was barred from using the word "Christian" in the description.

I have in the past been unable to use the street name "White Ash Drive" because "white" is barred as a possible fair housing violation.

Realtors in Washington, DC, aren't allowed to say that a property is close to the White House.

I don't have this problem with our MLS, which warns of the possible violation, but does not block words completely.

## This Week's Featured New Listing:

### Walk to NREL From This Golden Duplex

The left half of this duplex is one story, and the right half is a tri-level, with a combined total square footage of 2,304 sq. ft. Currently a rental property with a recent rent roll of \$2,025 per month, the left side is vacant and has been freshened up with new flooring (carpet and Pergo). It is ready to be owner occupied (to benefit from the tax credit) or to remain as an income property. Both sides share the same legal description and must be sold together. Visit the website above for a slideshow of the vacant unit and its fenced backyard. The right side is currently leased thru July. Better act fast — it's getting lots of showings. Open Saturday, 1-4 p.m.



**GOLDEN REAL ESTATE**  
Serving the West Metro Area

**Jim Smith**  
Broker/Owner  
**Golden Real Estate, Inc.**  
DIRECT: 303-525-1851  
EMAIL: [Jim@GoldenRealEstate.com](mailto:Jim@GoldenRealEstate.com)  
17695 South Golden Road, Golden 80401  
WEBSITE: [www.GoldenRealEstate.com](http://www.GoldenRealEstate.com)

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