

Sellers Ask Themselves: Should I Sell Now or Wait Until Summer?

We tend to think of real estate as seasonal — the “selling season” begins in May when school gets out and parents can move without disrupting their children’s education.

Just this Monday I had a listing appointment where we discussed the pros and cons of listing a home now vs. in May.

In this seller’s case, he was single with no children, but he couldn’t move until June because of a job commitment.

(He’s moving out of the area.) Since homes are selling quickly now, he was afraid to list now and have to move before June. Also, he knew his home would look better once the trees in his yard leafed out, looking more beautiful and giving his home more privacy.

Those are good points, but here are some arguments I offered him for listing now instead of waiting.

(1) We don’t know when this hot market will cool off. Will the supply of listings explode in May and the crazy multiple-offer dynamic we are witnessing now dissolve?

(2) Interest rates are known to be rising. It’s a major motivation for today’s competing buyers.

(3) You don’t have to accept a buyer’s proposed closing date. Every aspect of a contract can be countered, including closing and possession dates. If a buyer must close before June 1st for financial reasons (e.g., an interest rate lock is about to expire), you can close in May and lease back the property until June.

(4) If you have nice summer-time pictures of your yard, they can be scanned and used on the MLS.

(5) January and February proved to us that there is no

“selling season” nowadays. People are buying homes year round — and they always have. It’s just more pronounced now because of pent-up demand, rising interest rates and low inventory.

First-Time Buyer Seminar at Our Office Saturday

Broker associates **Jim Swanson** and **Suzi Nicholson** are hosting an informative seminar for first-time home buyers this Saturday, March 29, 10am to noon, at our office on South Golden Road. Topics include the many low-down payment options including FHA loans and grant programs. Refreshments will be served.

Because seating is limited in our office, we ask that you call or email Suzi to reserve your place(s) at the seminar. Her number is 303-908-4873 and her email is Suzi@GoldenRealEstate.com.

Are Multiple Zones for Light Rail Self-Defeating?

Why is it that RTD lets a Golden resident pay \$2.25 to ride the 16L Bus to downtown Denver but asks \$4.00 to ride the light rail train to the same destination? Shouldn’t we be encouraging light rail?

It pains me to see light rail trains pull into and leave the Golden terminus with few if any passengers on board. If RTD implemented a flat fare for light rail equal to its flat fare for buses, RTD would probably make more money from the increased ridership.

There is a societal benefit to increasing public transit usage. That’s the reason behind our RTD sales tax, after all. Here’s an idea for RTD: Our SCFD sales tax brings us “free days” at places that receive those funds. How about free days on the buses and/or light rail?

REAL ESTATE TODAY



By **JIM SMITH, Realtor®**

Follow-Up on Realtor.com Exec’s Defection to Zillow

My lead topic last week was about Zillow’s raid on realtor.com’s executive suite, specifically Errol Samuelson’s move from NAR’s flagship website to up-and-coming Zillow.com.

This past Saturday, Inman News released a 16-minute video interview with Samuelson in which he explained his motivation for making that move. What he said made a lot of sense to me. In essence, he seemed to be saying that Zillow is more dynamic, more innovative, more responsive to new ideas than realtor.com, and that’s what drew him to make the move. I see that difference, too.

Samuelson described an environment at Zillow where young programmers in their 20’s are in meetings with top executives and promote ideas which can and often are implemented or at least tested after the meeting ends. They can test a new idea on “one or two million visitors” to their website and quickly see whether it’s a good idea and either scrap, modify or expand it. He said it’s great to have a team that can implement new ideas quickly. I have posted the interview at www.JimSmithColumns.com so you can watch it.

This Week’s Featured New Listing

Mesa Meadows Ranch with Finished Walk-Out & Foothills Views

This is former Golden Mayor Chuck Baroch and his wife Carol’s home at **701 Ridge Road**, overlooking the town he once governed. It is a ranch-style home with main-floor master suite and three guest bedrooms in the walk-out basement, along with a family room, wet bar, office and plenty of storage! The south-facing deck outside the eat-in kitchen is a great place for that morning cup of coffee not only during the summer but on those warmer days of winter. The oversized 2-car garage provides extra space for your workshop and second refrigerator or freezer. Act quickly -- this is the only home for sale currently in Mesa Meadows, and we already are getting offers. There are no covenants and no HOA dues associated with this home. Take my narrated video tour of it at www.MesaMeadowsHome.com, then come to our open house this Saturday, 1-4pm — if it’s not already sold!



\$598,000



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