

Previous columns (and emailed comments from readers) are archived at www.JimSmithColumns.com

If You're Waiting for Further Price Declines, You May Miss a Good Deal

As regular readers know, I write this column on Monday night for Thursday's newspaper. Often something will happen on Monday during the day which will inspire that week's column.

That's what happened this week. A buyer working with one of my associate brokers failed to get a HUD home with his low-ball bid — in fact, all the bids on that home were too low, and, as a result, none of the bids was accepted. Working at my desk, I overheard the buyer tell my associate, "I think I'll just wait for the prices to fall some more."

Being the broker for my office, I felt it appropriate to enter the conversation and share with this buyer my insights on the market.

What makes that buyer think that prices are going to continue to

fall? Like you and me, this buyer listens to the news — the national news. That day the Dow fell to its lowest point in 12 years. Economic news was dismal, led by yet another multi-billion-dollar bailout of AIG.

Yet, that is the national picture. All the local indicators point to a turn-around in the Denver real estate market, and, while there may be some pockets of further decline in the Denver metro area, the

overall forecast is positive — and for the Jeffco market, it is better than positive.

I pointed out to this buyer that we in Golden are at the epicenter of the "new energy economy" — a concept that did not begin with the Obama administration two months ago, but with Governor Ritter's administration two years ago.

Most of us recognize that the #1

contributor to a healthy real estate market is job growth, and we're seeing real job growth here in Jeffco. Driven by the National Renewal Energy Laboratory (NREL) and the 432-acre ConocoPhillips research center being built to our north, we are beginning to see the creation of thousands of high-paying alternative energy jobs.

Last week the S&P/Case-Shiller index showed Denver with the smallest annual decline (4%) of the 20 cities in that index. But the eastern suburbs are responsible for that overall metro area decline. Jeffco is not declining at all.

On top of these positive local factors, we're seeing a lot more buyer activity because of the \$8,000 federal tax credit for first-time homebuyers, which is part of Obama's stimulus package.

It seems that my colleague's buyer got the point — waiting for further price declines is not a good strategy. He put in a new, higher bid on that HUD home.

REAL ESTATE TODAY



By **JIM SMITH, Realtor®**

This Week's Featured New Listing:

Awesome Golden Home Could Be Yours!

This is my second time around with this home, and I'm even more excited to list it this year, given the great improvements which the present owners have made — a home theater, cherry hardwood floors, totally new kitchen, and more. This is one terrific home, as you'll see when you take the video



tour on its website. And it also has some of the best city and mountain views you'll find anywhere. True, backing to open space, like the homes across the street, would be nice, but on this side of the street, your deck gives you more than just a view of a hillside — panoramic views of the Table Mountains and Golden. After you have taken the video tour, call me for a private showing. I think you'll agree! **Open Saturday 1-4pm.**

GOLDEN REAL ESTATE

Jim Smith
Broker/Owner

Golden Real Estate, Inc.

DIRECT: 303-525-1851
EMAIL: Jim@GoldenRealEstate.com
OFFICE: 303-302-3636
17695 South Golden Road, Golden 80401
WEBSITE: www.GoldenRealEstate.com




[Click here](#) for a flyer displaying a dozen Golden Real Estate listings.