

It's Surprising Sometimes How Sellers Select Their Listing Agents

About a third of the listings I get (and I never solicit them) are from sellers whose home failed to sell while listed with another agent.

The listing has now expired and they call me, often because they read this column each week, or because someone they trust recommended that they interview me.

And sometimes I'm not the second agent they hire but the third or fourth. That's because many agents specialize in soliciting expired listings. "Do you still want to sell your home? Well, it didn't sell because you didn't hire the best agent — me!" Not my style.

Why did you select your last listing agent? Perhaps it was a relative or neighbor who you "had" to hire. My guess is that nine times out of ten, sellers are not very scientific — or scientific at all — in how they go about hiring their

listing agent. That's why I wrote a column last November which I titled "18 Questions to Ask When Interviewing Your Next Listing

Agent" and gave that article its own web page, www.The18Questions.com.

My educated guess is that you, too, will hire your agent with little regard to whether he or she is the right agent for the job.

Most sellers are also buyers, and the most common mistake these sellers make is to let the listing agent for the home they're buying — no matter how far away — list their home "at a discount." These sellers would be far better off if they chose the best agent to list their home and got a discount from that agent because they used him or her to buy their replacement home.

This is hardly the first time I have made these arguments, and

it won't be the last. Meanwhile, I will have to content myself with being the second or third listing agent for more and more sellers!

Jeffco Commissioners, Others Continue to Lie About Beltway

It is, simply, pathetic, how the promoters of "completing the beltway" repeat outright lies in their promotion of a privately funded toll road between Hwy. 93 and Flatirons Mall — and how this newspaper and other media continue to print or broadcast them as facts.

The most common lie is that the proposed toll road will "complete" the beltway, when in fact it only builds ten of the twenty miles that would do so. There are no plans to build the beltway either through the city of Golden or through Flatirons Mall, making the toll road virtually useless. Another preposterous claim is that that 10-mile toll road would improve travel between Golden and Boulder. Really?

This Week's Featured New Listing:

A True Horse Property North of Golden

If horses are your life, this is your home. There are two pastures, two corrals, two loafing sheds (one of them also a barn), plus a genuine log home and matching garage. This home, at **16690 W. 63rd Place**, is on 0.8 acres, near the intersection of 64th Avenue and Quaker Street



and backs to an irrigation ditch. The home is of true log construction, and the logs are exposed on the inside of every exterior wall. The full width covered deck in the picture above obscures the log design from this viewpoint, but you'll know you're in a log home the moment you climb the six steps to enter it. Take the video tour or just watch the slide show at its webpage to know what I'm talking about! The oversized 2-car garage is also of true log construction inside and out. Great home!

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