

Real Estate Today

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Be Thankful for Our Balanced Colorado Real Estate Market

By **JIM SMITH, Realtor®**

Rita and I spent this past weekend in Los Angeles at a spiritual conference, and, at one point, we found ourselves next to a Realtor named Andrea who lives and works in that amazing city. I asked her what it was like to list and sell homes in that environment of double-digit appreciation.

Andrea, who had been a lawyer until two years ago, is working with a buyer who has lost out on a couple homes because of competitive bidding. She said that this week they made a pre-emptive offer and were hoping that would do the trick. I asked what a “pre-emptive” offer was, and Andrea explained that in L.A. each listing has an “offering” date on which all offers on the property will be presented to the seller. This date is typically after two open houses and one broker open (an open house just for brokers).

A pre-emptive offer is one that is intended to be so attractive that the seller will accept it prior to the offering date.

I didn't pursue the topic further because we were, after all, at a spiritual conference, not a real estate conference, but it made me grateful that I practice this business in Colorado, where we are blessed with a stable and balanced real estate

market. Sure, it would be nice to take home all those easy commission checks, but that kind of a market would make me very uncomfortable. What goes up that fast has to come down and when it does a lot of people are going to be hurt.

The real estate agents will make money in the inevitable down market, too, but I don't want to be in that number. I'd much rather assist people in the purchase and sale of homes that are appreciating in a reasonable manner — 3 to 4% per year at present — than worry that this week's client is going to be “upside down” next year because the bubble has burst and they can't sell or refinance a home that's now worth much less than they owe on it.

Need a Contractor or Other Vendor? Ask Your Realtor

My neighbor recently had a bad experience with a roofer who repaired his wind-damaged roof. He found this contractor on his own and called him directly.

I've said this before, but it bears repeating. In such situations you are at great risk of being disappointed. Realtors have lots of experience with all kinds of home repair people who want to continue having us refer them and, for that reason alone, wouldn't cheat you. You don't have to be a client to ask a Realtor for such referrals, and I, for one, don't take referral fees, so it's an honest referral.



This Week's Featured Listing

1959 Golden Bungalow Is a Good Investment

At this time of year I frequently get a call from the parent of an incoming freshman at the School of Mines who wants to save on dormitory fees by buying a home near the campus. One or two other students would rent the additional bedrooms and the parent would sell the house for a profit after graduation. It's a great strategy, and this home is a good candidate for that kind of investment — or as a starter

home for a young family. It has 1,696 square feet, 3 bedrooms, 2 baths, a carport plus an extra off-street parking space, hardwood floors, nice yard, updated kitchen. **\$249,000**



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