

Divorcing Couples With a Home Need a Realtor With Specialized Training

I have completed professional training on "Divorce Real Estate" and would like to share some of what I learned. As a happily married Baby Boomer, I was interested to learn that my generation is experiencing the highest rate of increase in divorce. While the divorce rate for couples 55 to 64 doubled between 1990 and 2012, it tripled for couples 65 and older.

The reason, as you might suspect, starts with the absence of minor children. In addition, retirement can bring out resentments or other negative feelings that may have been dormant when one or both partners were not home as much.

Also, as our instructor, Jocelyn Javernick of Limetree Lending Inc., told us, women are feeling an increased need to escape an unfulfilling marriage. Jocelyn shared a quote from Warren Buffett: "Wait until women find out that they are the real slaves of the world."

She told the class that 70% of divorces are being initiated by women (of all ages), and that 50% of them are insisting they never want to marry again.

Jocelyn said the most common reasons for divorce (apparently in the order in which they were cited in surveys) are:

- ◆ Loss of respect
- ◆ Too much conflict; incessant arguing
- ◆ Minor children
- ◆ Illness
- ◆ Lack of commitment
- ◆ Infidelity
- ◆ Lack of emotional and/or physical intimacy

- ◆ Communication problems
- ◆ Domestic violence
- ◆ Opposing values or morals (politics?)
- ◆ Addiction
- ◆ Absence of love or intimacy
- ◆ One spouse not carrying his/her weight
- ◆ Financial pressures
- ◆ Lack of shared interest
- ◆ Marrying too young
- ◆ Unrealistic expectations
- ◆ External family pressures
- ◆ Trust issues
- ◆ Parenting differences
- ◆ Not supportive of each others' goals
- ◆ Education
- ◆ Income disparity

One always hopes for an amicable separation and divorce, which is what my stepson achieved last year with his divorce. They agreed that he would buy out her co-ownership of their home, paying her an agreed-upon sum in return for the two of them quit-claiming the house to him alone. Having no children further simplified the process. When that's the case, lawyers don't have to be engaged.

Jocelyn provided the class with a guidebook to share with divorcing couples, with the aim not just of educating divorcing couples on the process, but also minimizing legal fees for them. The goal should always be to engage a mediator, and to not leave a mediation session without a signed document embodying what was agreed upon. Jocelyn provided the contact info for mediators who specialize in divorce.

As for real estate, if one party isn't buying out the other's share of ownership, it's important to hire the right real estate agent, and that both parties agree upon who that is. One party may want to hire an agent who suggests a listing price higher than the other party's agent, but choosing that agent could be a prescription for not selling the house within a reasonable time period.

We were provided with a template for a court order that I can share with you. Submitting a ready-made court order to your attorney instead of having him create one at \$500 per hour, can help to reduce the costs of going through the process, because, even when the parties have agreed to the terms of a divorce, a judge must approve the agreement and will want to hear from each party to make sure that the agreement is fair and not the product of a coercive marital relationship.

Jocelyn has found that most couples with a home to sell have only consulted Zillow regarding the valuation of their home. We real estate professionals have far better tools for properly valuing a home based on the analysis of appropriate comparable sales. In a non-amicable divorce, the parties might agree on hiring an appraiser, but appraisals are not

what you need, because they don't include an analysis of current market conditions, competing listings, and other market factors which are embodied in a real estate "comparative market analysis," which, by the way, is free, compared to the several hundred dollars you'd have to pay an appraiser.

Eighty percent of divorces include real estate, but too many divorcing couples leave money on the table because of bad advice about their home's value, and have spent way more money than they should have on legal representation, when a non-lawyer real estate professional like myself can help them work through at least the process of liquidating what is probably the biggest asset of their marriage.

Call me at **303-525-1851** or email me at Jim@GoldenRealEstate.com, if you believe I could be of service.

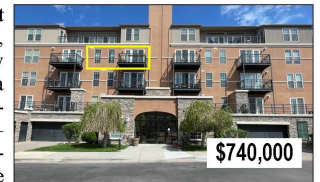


Real Estate Today

By JIM SMITH, Realtor®

Just Listed: 1-BR Golden Condo on Clear Creek

This 1-bedroom 1-bath condo at **640 11th Street #302** has it all. In addition to the main bedroom, there's a custom-built high-end cherrywood Murphy bed in the office that's perfect for guests or to use as a second bedroom. The kitchen features granite countertops, stainless steel appliances, and a kitchen island. The living room has beautiful hardwood flooring and a ceiling fan. Enjoy the view of South Table Mountain on your balcony. The location is great, as this building backs to Clear Creek and you're one block from downtown Golden's Washington Avenue with its array of restaurants, stores, and coffee shops. To top it off, there's a reserved parking space and a nice size storage cage in the secure heated garage. View a video tour at GRElistings.com.



\$740,000

4-Bedroom Arvada Home Listed by Kathy Jonke

This updated, 4-BR/2-bath tri-level at **6337 W. 68th Place** is in a quiet, established neighborhood. Each level has been thoughtfully renovated. The vaulted main level has new luxury vinyl plank floors, and there's new paint throughout. The kitchen has new cabinets, complemented by white appliances. The upper level has 3 bedrooms with new carpet and an updated full bathroom. The lower level has a spacious family room with a brick fireplace and above-grade windows. There is a 4th bedroom, laundry, and updated 3/4 bathroom on this level. The windows and siding were replaced in 2018, and a new roof was just installed. A narrated video tour is at GRElistings.com. Call **Kathy Jonke** at **303-990-7428** to see it.



\$575,000

5-BR Home in Golden's Village at Mountain Ridge

Homes in this late '90s subdivision backing to the foothills come on the market rarely and sell quickly. This one at **165 Washington Street** is especially sweet, with the most awesome chef's kitchen you've likely ever seen. Beautiful maple hardwood floors grace the main level, with newer berber carpeting upstairs and in the walk-out basement. The Table Mountain views from every level, but especially from the primary suite, will take your breath away.

If you're a soccer fan, the posters and awards in the main-floor study will leave you wishing for autographs! Sorry, the seller won't be at the open house on **Sunday from 11 to 1**. A narrated video walk-through can be viewed at GRElistings.com. For more info, call **Jim Smith**, **303-525-1851**, or come to the open house.



\$1,495,000

Classic Denver Ranch on 6th Avenue Parkway



\$975,000

Denver has only a few iconic "parkways" — divided streets with wide, tree-lined medians used by joggers and dog walkers. The homes along these parkways, including this one at **6235 East 6th Avenue Parkway**, enjoy large, grassy lots and unique architecture of high quality. You'll like this home as is — and also as it could be with some updating and landscaping. It has beautifully maintained hardwood floors and an updated kitchen. The driveway is on Leyden Street, away from the traffic of 6th Avenue Parkway. Watch the narrated video walk-through at GRElistings.com, then call your agent or **Chuck Brown** at **303-885-7855** to request a private showing.

Jim Smith

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