

Sellers Ask: Should I Wait Until Spring to Put My Home on the Market?

About this time of year I like to remind readers why winter can be the **best** time of year to put their home on the market.

First of all, there is less competition because, frankly, most sellers don't know that homes sell well year-round. If your agent says you should wait until spring, get an agent who understands this!

Second, buyers continue to get alerts of new listings year-round. You know this yourself if you've been looking at listings. Nowadays every serious home buyer has asked their agent to set up an MLS alert matching their search criteria, or done it themselves on Zillow, and these alerts are generated 24/7/365 — even on Christmas morning!

This is a change from years past, when buyers depended on their agent to monitor the market and find listings that matched their buyers' needs and wants. No more! Buyers do their own searching,

Winter Is When Electric Vehicles Really Shine

You may think this claim is counterintuitive, but consider the following.

Electric cars never need to warm up. Get in, put it in drive and go! (In Teslas, there's not even a "Start" button.) Moreover, your cabin will be warm in less than 1/2 mile, because it doesn't depend on an engine warming up.

You'll never break down. There is hardly anything to fail. Remember, it's just a battery and a motor (or two). **You'll never stall and you'll never need a boost.** There are only 50 moving parts in an electric car. What can fail? I like to tell people that the only time you'll see an EV on the side of the road is if there's an accident or a flat tire or someone needs to pee.

With their low center of gravity and 50/50 front-to-back weight distribution, **electric cars handle better** and more safely on wet or snow-covered roads. The battery in most EVs is mounted underneath the cabin. My AWD Teslas perform better in snow than my AWD 2009 Lexus RX 400h did.

Imagine the worst winter sce-

even if it's on Zillow, and call their agent when they want to see a listing which appears to meet their needs and wants.

REAL ESTATE TODAY



By **JIM SMITH, Realtor®**

Third, you won't be bothered by lookie-loos. Only serious buyers, ready to make an offer, will be asking to see your home in the winter. The buyers who just like looking at other peoples' homes are less inclined to go out at this time of year.

Fourth, you'll have your agent's and mortgage broker's full attention. With less traffic in the winter, these professionals can give you their undivided attention. Others, including title officers and home inspectors, are also less busy in the winter, which is to your advantage.

Fifth, you can light your fireplace. I love going into a warm, cozy home when it's cold outside. Unless your home is drafty and cold, this makes for great staging! And if you have a wood-burning

nario, where you get stranded in the snow and need to survive overnight or longer in your car. An EV is perfect for that situation, because you won't have to stop and start your gas engine to keep warm and worry about carbon monoxide poisoning. The EV will lose less than 5 miles of range per hour to keep you warm. And it won't matter if your car is upside down. If you charged your car beforehand, you'll have long-term warmth.

One of my favorite EV features is the ability to **leave the climate system on when I go into a store or meeting on a frigid (or super hot) day.** When I return to the car, it will be at 70 degrees. If I'm going to be in a long meeting, I can turn on the heat or A/C using my smartphone app as I'm leaving the meeting room and know that the car will be comfortable by the time I get in it.

As I wrote last month, the best deal in electric cars is a used one. According to Kelley Blue Book (www.kbb.com), my good-as-new 2015 Tesla Model S 70D has a private resale value of \$33,402. That is crazy. I paid \$93,000 for it new.

fireplace, it's even better. I love the smell of a wood-burning fireplace, don't you? Also, put some cider on the stove, with cinnamon sticks in it and have a ladle and cups next to it with freshly baked cookies, and you've made *my* day! Your visitors will feel like they are in their new home!

Sixth, holiday decorations are good staging, too. Most stagers will urge you to depersonalize your home, including removal of crucifixes or other religious symbols, but this is Colorado, and people of all religions enjoy our Christmas holiday decorations. Again, like the fireplace and hot cider, holiday decorations can add a welcoming, homey feeling to your home.

Remember, buyers need to move year round. The concept of selling during the children's summer vacation may be valid for a limited segment of the population, but even in that case many families move locally, and the MLS allows us to set up searches based on school district or even specific elementary, middle or high school service areas. Other moves are triggered by job changes, health changes or seniors moving to be closer to grandchildren, and these needs arise year-round.

Call any of us at Golden Real Estate — our phone numbers are below — if you'd like a free market analysis of your home or for any other reason.

Another Great Cedaredge Listing by Kim Taylor



Two years ago, **Kim Taylor** did the unthinkable and left Golden Real Estate to live in **Cedaredge**, where she and Craig could experience more of what Colorado has to offer on the Western Slope. We still love them both and are happy to promote her listings in that wonderful part of Colorado. (Rita and I have visited them and can see why they love their new life.)

This new listing at **1047 SW Brook Lane** is your opportunity to do what they did and live the good life in a quieter, more affordable part of our great state. It's a fabulous ranch-style 3-bedroom, 3-bath home on two irrigated acres. This home has it all — country living close to downtown Cedaredge, and 20 minutes to the top of the Grand Mesa with its 300+ lakes and extensive trail system for snowmobiling, skiing, snowshoeing, mountain biking and hiking. It has views of the San Juan Mountains to the south and the Grand Mesa to the west and will accommodate horses, pets and/or livestock with its two fenced and irrigated pastures and 3-stall loafing shed. This amazing property also has a 30'x46' shop with 220v service and oversized garage door to accommodate an RV, plus a separate office area. The shop has natural light and is heated with natural gas or wood. There are a dozen fruit trees on the property and a fenced garden area. The intelligently landscaped yard provides shade in the summer and full sun to the sunroom in the winter, assisting in heating and cooling the home. The open concept main living and kitchen area has a beautiful moss rock fireplace with a natural gas, thermostat-controlled insert. Kim will be holding an **Open House on Saturday & Sunday, Nov. 9 & 10, from 2 to 4 pm.** Or call Kim at **303-304-6678** to arrange a private showing. A narrated video tour & more pictures are at www.CedaredgeHome.info.



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