

## Do You Know What a 'Patient Navigator' Is? — It Sounds a Lot Like My Job!

By JIM SMITH, Realtor®

At a business luncheon last week I found myself sitting next to a hospital professional who introduced me to a new specialty—the “patient navigator.” She explained that a patient navigator or “PN” helps patients navigate the maze of medical procedures, insurance forms, how to get info, who to call, coordinating doctor visits, etc..

The “PN” specialty is a direct result of the increased complexity of medical care. Well, real estate, too, has become increasingly complex, so my immediate reaction to learning about PN’s was to realize that I play the exact same role for my “patients” who are buying or selling a home.

Even those who buy a home every 5 or 10 years need help from someone like me who facilitates a closing every week or two. There’s just too much one doesn’t know — and too much that one doesn’t know that one doesn’t know!

Real estate — and especially the financing of real estate — has

become so much more complex these past few years that you really need someone to help you navigate this maze, too!

I have been in real estate now for over 9 years and been involved in at least 200 transactions, and I am still learning about the procedures associated with buying or selling a home.

We all “learn by doing,” don’t we? The more real estate one does, the more one is going to learn about such niceties as inspection issues, radon mitigation, proper construction methods, pest control, staging, negotiation, and so much more.

I’ve learned some pretty interesting things over the years. For example, do you know how to detect pet urine in carpets? Use a black light after dark. Do you know how to tell whether a furnace is high-efficiency without reading the label? Its flue is PVC instead of metal, and it has a second PVC pipe to bring in combustion air.

Yes, I’m a real estate navigator!

### No HOA Fees at This Week’s Featured Listings

#### Just Listed: Mesa Meadows Ranch



This custom home at 1055 N. Ford Street backs to the Tucker Gulch greenbelt. It has 5 bedrooms and 3 full bathrooms in its 3,486 finished square feet. Enjoy mountain views both east and west and close proximity to several trailheads and downtown Golden. There is extensive hardwood flooring on the main floor and stainless steel kitchen appliances. All the bathrooms have tiled floors, and the basement bathroom floor is heated! This is not just another tract home. Take a narrated video tour of this great listing online at [www.MesaMeadowsHome.com](http://www.MesaMeadowsHome.com).

#### Solar-Powered South Golden Home



Would you like to have a monthly energy bill of only \$45? That’s what the current owner of this solar powered home pays on average for gas and electricity. Located at 17206 W. 17th Place in the Rimrock subdivision, this home is just a couple blocks from a South Table Mountain trailhead. Take a narrated video tour at [www.SouthGoldenHome.com](http://www.SouthGoldenHome.com).

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