

Thinking of Selling? Learn What You Need to Know at a Free Listing Seminar

Perhaps you've attended one of those buyer seminars where a real estate professional explains the process and answers your questions. Well, sellers need advice too!

So, next **Wednesday, Sept. 22nd**, the agents of Golden Real Estate are going to hold our first ever listing seminar, where we explain *that* process. This 90-minute session will be held in our South Golden Road office from **6:00 to 7:30**. Refreshments will be served.

REAL ESTATE TODAY



By **JIM SMITH, Realtor®**

If you are contemplating selling at any time in the future — it doesn't have to be this month or this year — there are things you need to learn about agent selection, pricing, marketing, staging, closing costs, possession dates, negotiating inspection and appraisal issues and so much more.

Such issues can be a no-brainer for those of us who sell 10, 20 or

more homes per year, but the individual homeowner may have little or no experience at selling.

When these issues arise during a listing or transaction, you'll have only one agent to advise you. Our seminar will give you a rare chance to benefit from the collective wisdom of multiple listing agents who, by the way, might disagree with each other now and then! To create a "safe" environment for you

where you don't feel that you are being "sold" on hiring one of us to list your home, we won't be asking for your full name and address, but we do need to know how many will be coming, since space is limited.

Your RSVP is essential. You can call or email me — see contact info at right.

We promise you an interesting and informative experience which

will serve you well when it comes time to sell your home.

A couple guidelines apply — neither you nor any family member can be a licensed real estate agent, and you cannot have a property that is currently listed for sale.

Reminder: Tour of Solar & Green Homes Is Coming!

This Friday is the Commercial Tour which starts with NREL's new Research Support Facility and then visits several commercial buildings including Golden Real Estate's solar-powered office. This tour is limited to 40 participants and costs \$40, including lunch.

The Denver Tour of residential properties is on Saturday, Sept. 25, and costs only \$5 if you drive yourself to the 13 homes. The Boulder tour of another 13 homes is on Sunday the 26th, and also costs only \$5. You can find the web signup links at JimSmithColumns.com.

This Week's Featured New Listing:

2.8-Acre Horse Property Close to Golden

If you have horses and like the idea of a horse property that's close to town, then this home may be what you've been waiting for. Located at 5180 Pine Ridge Road, it is just 1/2-mile north of Golden and 3/4-mile from White Ranch Open Space Park. How perfect is that? This home is not just zoned for horses. It is also fully equipped with horse barn, corral, pastures and a registered well approved for horses. You'll love being able to ride from home instead of trailering your horses somewhere. If you don't have horses, you could help pay your mortgage by boarding other people's horses. And there's a lot to love about this house itself, with its 4 bedrooms, 3 baths, and 2,459 square feet. Take the narrated video tour on the website and then call your agent or me for a showing!



Serving the West Metro Area

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