

# What Steps Can You Take to Make Your Home More Energy Efficient?

In a previous column, I pointed out that making your home more energy efficient can save you money immediately if you finance the improvements, because the monthly payments could be less than your monthly savings. The recently enacted Inflation Reduction Act has some very generous tax credits and rebates that make such improvements even more practical and affordable. My intention this week is to give you a "roadmap" for doing so.

The logical starting point is to hire a professional to do an **energy audit** of your home — to identify the "low-hanging fruit," meaning the quickest and easiest changes you can make or improvements you can install that will give you the most "bang for your buck."

That low-hanging fruit is typically better insulation, and the energy auditor normally begins by performing a blower door test of your home.

That involves installing a computer-calibrated fan in a doorway which sucks air out of your house. By depressurizing your home in this manner while all your other windows and doors are closed, the auditor can identify all the leaks which allow cold air into your home in the winter. That way you know where to caulk to make your home less "leaky."

When it's cold outside, the auditor can use an infrared camera pointed at your walls and ceilings to assess where you could improve your in-wall and in-ceiling insulation.

You'll get a written report from you energy auditor with suggestions of things to do and how much benefit you will get from making those changes, whether it's blowing insulation into your attic and walls, replacing your old gas furnaces and gas water heaters with heat pump versions, or installing better windows. Most recommended improvements will earn you a 30% tax credit under the Inflation Reduction Act.

There are more "roadmap" items, but you will learn about most of them by attending the Oct. 1 tour of green homes. See the article at right.

*If you or someone you know is an energy auditor, let me know. We expect big demand for your services!*



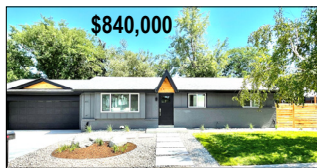
By **JIM SMITH**, Realtor®

## 2-Bedroom Central Park Condo Is Back on the Market

Chuck Brown's listing at **2608 Syracuse St. #101** is back on the market at **\$375,000**. Learn more about it and take a video tour at [www.DenverCondo.online](http://www.DenverCondo.online).

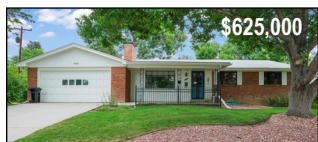
## Price Reduced on Applewood Village Home

This home at **3740 Tabor Court** is in the highly sought after Applewood Village neighborhood. It has a newly renovated interior with all new stainless steel appliances, quartz countertops, oak hardwood floors, and custom tiled bathrooms. The main level has a primary bedroom with a 3/4 bath and two other bedrooms with double closets and a full bath in the adjoining hallway. All 4 bedrooms have new carpeting. The new furnace and A/C will keep you comfortable year-round. The yard is fenced and there's room for an RV. Close to parks, trails, shopping and schools. More details and pictures can be found at [www.ApplewoodHome.info](http://www.ApplewoodHome.info). Listed by **David Dlugasch, 303-908-4835**.



## Price Reduced on a Classic Arvada Ranch

This home at **8785 W. 67th Place** is located on a corner lot in quiet Scenic Heights, west of Carr Street and south of 72nd Avenue, close to the Arvada Center for the Arts. Also nearby are the Indian Tree Golf Course and Majestic View Park, as well as Old Towne Arvada with its light rail station. The seller is only the 2nd owner of this 1961 brick ranch, having lived there since 1987. It has a 4th bedroom and bath in the fully finished basement. There are hardwood floors throughout the main level, although there is carpet over the hardwood in two of the bedrooms. The landscaped yard with large shade trees, peach tree, blueberry bushes and roses is served by an irrigation system installed in 2019. You can view a narrated video tour at [www.ArvidaHome.info](http://www.ArvidaHome.info). Open house this **Saturday, 11 to 1**.



## Cash Sales Are Up Less Here Than Nationally

Like you, I've read reports from Zillow, Redfin, the National Association of Realtors, and others about the surge in investor purchases and the percentage of transactions that are all cash, but I can rarely confirm those reports when I do statistical searches on REcolorado, Denver's MLS.

For example, Inman, the leading real estate news service, reported the following last Saturday: **"All-cash home purchases in the U.S. hit 31.4 percent of all transactions in July 2022, up from 27.5 percent the year before, and just shy of an eight-year high reached in February, according to data released Friday by Redfin. Since the beginning of 2021, all-cash purchases have surged thanks to a pandemic-housing rush, reaching an apex in February when 32.1 percent of all transactions were made without financing, according to Redfin."**

Compare those numbers with the chart at right, created from REcolorado, based on closings within 25 miles of the State Capitol.

The pandemic took root in April 2020, but there is only a modest increase in the percentage of cash transactions well into year two of the pandemic. A more significant increase can be noted in 2022, but the peak was well before the increase in mortgage interest rates which only showed up in April, and the percentage of cash sales actually dropped a little as those rates increased.

Regardless of those fluctuations, the percentages are well below the national percentages reported by Inman.

Cash Sales As a Percentage of All Closings

| Month | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  |
|-------|-------|-------|-------|-------|-------|-------|
| Jan   | 14.7% | 17.1% | 16.4% | 14.6% | 16.3% | 20.6% |
| Feb   | 17.8% | 18.8% | 16.6% | 14.3% | 19.5% | 23.8% |
| Mar   | 17.4% | 16.2% | 14.1% | 12.9% | 18.3% | 22.1% |
| Apr   | 16.9% | 16.2% | 14.6% | 10.4% | 18.3% | 21.7% |
| May   | 15.6% | 15.7% | 14.3% | 12.3% | 17.8% | 22.9% |
| Jun   | 15.4% | 16.0% | 13.7% | 11.8% | 19.0% | 22.0% |
| Jul   | 14.6% | 15.4% | 13.6% | 11.8% | 18.5% | 21.3% |
| Aug   | 16.1% | 16.1% | 14.7% | 13.0% | 19.1% | 19.4% |
| Sep   | 15.2% | 15.6% | 15.0% | 14.0% | 19.8% |       |
| Oct   | 14.5% | 17.5% | 15.2% | 15.1% | 19.2% |       |
| Nov   | 15.6% | 15.7% | 14.8% | 14.2% | 17.8% |       |
| Dec   | 15.7% | 14.0% | 13.8% | 14.2% | 16.6% |       |

Source: REcolorado - Limited to closings within 25 miles of State Capitol

## Metro Denver Green Homes Tour & EV Roundup

If you've ever wanted to reduce the carbon footprint of your home, you won't want to miss the October 1st tour of metro area homes which have done just that.

You'll learn about new forms of insulation, improved window designs, replacing natural gas with heat pumps, and so much more. After touring the homes, don't miss the expo of vendors from 5 to 7pm.

Think of it like a Parade of Homes, but where some of the homes were **built** sustainable but where most of them are older homes that have been **made** super-sustainable.

The 9am to 4pm tour starts with registration at the **American Mountaineering Center** in downtown Golden, **710 10th Street**. For \$10 per adult, you receive a guidebook and

map for your self-guided tour. If you would like to ride in an electric car to the different homes, we have volunteers who will make that happen in their own Teslas or other EVs.

After touring the homes, come to the 3-5pm **EV Roundup** happening in the parking lot of **The Net Zero Store, 17695 S. Golden Road**, where **Helio Home Inc.** will be holding demos and answering questions about what you can do to make your own home more sustainable or even "net zero energy."

You can register for the tour at [NewEnergyColorado.com](http://NewEnergyColorado.com) then pick up your guide book and map at Golden Real Estate, **1214 Washington Ave.** on Friday, **September 30th, 10 to 6**. Register for the EV event at [www.DriveElectricWeek.info](http://www.DriveElectricWeek.info).



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## Jim Smith

Broker/Owner, 303-525-1851  
[Jim@GoldenRealEstate.com](mailto:Jim@GoldenRealEstate.com)  
 1214 Washington Ave., Golden

### Broker Associates:

**JIM SWANSON**, 303-929-2727  
**CHUCK BROWN**, 303-885-7855  
**DAVID DLUGASCH**, 303-908-4835  
**TY SCRABLE**, 720-281-6783  
**GREG KRAFT**, 720-353-1922

