

Don't Miss the Metro Denver Green Homes Tour on Saturday, Oct. 1st

If, like many people, you have back-burnered your plans to buy a new home, now might be a good time to think about updating your current home. Making improvements that reduce the cost of ownership might be pretty appealing, too, and that's what you'll accomplish by adding solar panels, improving insulation, and maybe getting rid of natural gas or propane.

This Saturday is your opportunity to visit a dozen metro area homes which have done just that. That's because the first Saturday in October is the date of the annual **Metro Denver Green Homes Tour**. I'm on the steering committee for the tour, and I can assure you that you'll learn a lot from this year's selections.

The event runs from **9 a.m. to 7 p.m.** and includes a "green expo" at the American Mountaineering Center (AMC) at **710 10th Street** in downtown Golden.

It's a self-guided tour. You pay \$10 in person at the AMC or at MetroDenverGreenHomesTour.org. If you register online, you can pick up the book describing each home plus a map to find them either at the AMC on Saturday morning or on **Friday, Sept. 30th** between **10 a.m. and 6 p.m.** at the office of **Golden Real Estate, 1214 Washington Ave.**, also in downtown Golden.

The homes themselves are open only until 4 p.m., after which you might want to visit the **Electric Vehicle Roundup** in the parking lot of The Net Zero Store (Golden Real Estate's former office) at **17695 S. Golden Road**. That event runs from **2 to 6 p.m.** (See article below.)

You'll also want to visit the **"Growing Dome"** at **509 9th Street**, a short walk from the AMC, between **3 and 5 p.m.** There will be a **"tiny home"** in the AMC parking

lot all day for you to visit, too.

All of that is followed by a **Reception and Green Expo** inside the AMC from **5 to 7 p.m.** At the expo you'll be able to visit with exhibitors who sell and install some of the sustainable upgrades which you learned about during the tour, while enjoying complimentary appetizers, local beverages and live music.

If you'd like to carpool to each of the homes in a Tesla or other electric vehicle, inquire at the AMC between 9 and 10 a.m. and they may be able to set that up for you, thanks to volunteers from the **Denver Tesla Club** and the **Denver Electric Vehicle Council**.

Leading up to Saturday's tour, we have created a series of free lectures, the last of which is this evening, Thursday, Sept. 29th, at **Jefferson Unitarian Church**, starting at 7 p.m. The speaker is **Conor Merriگان**, who is Sustainability Program Manager at Spirit, an environmental consulting firm. His topic is



"Scaling Up Green Homes to Green Neighborhoods."

My own contribution to the tour has been to shoot narrated video tours of each home on the tour. I haven't been able to shoot all of them yet, but I've done several of them, and you can find them as well as the video tours from prior years at www.NewEnergyColorado.com.

I've been committed to promoting sustainability and net zero home construction for as long as I can remember, but each and every year I find that I learn something I didn't know — a new technology or new use of an older technology — and I get to capture what I learn on those videos so you can learn about them.

The broker associates at Golden Real Estate and I are among the most knowledgeable real estate professionals you will find when it comes to buying and selling sustainable homes as well as making a home you buy more sustainable, so feel free to contact any of us for your real estate needs. We look forward to serving you! (See list below.)

People Ask Me: "How's the Real Estate Market?"

My short answer is "chaotic."

One thing is certain: the seller's market is now history. We're at least in a balanced market and probably moving to a buyer's market.

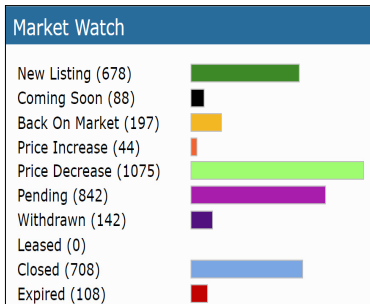
The chart at right tells a large part of the story. It is limited to the past 7 days of listing activity within 15 miles of downtown Denver.

There are currently about 4800 active REcolorado listings within that radius, ranging in price from \$139,900 to \$24,700,000. Just under 600 of them are priced above \$1,000,000, and the median price is \$595,000.

Here's the statistic that really tells the story of today's market: the median days on the MLS of those 4800 active listings is 32 — over a month! This time last year, it was 4 or 5 days.

Roughly a quarter of the active listings have languished on the market for 2 months or longer, and about half of those for 90 days or longer.

Obviously, the surge in mortgage interest rates has played a big part, but I think it's deeper than that. Buyers are being told that homes are overvalued, but sellers are still listing their homes based on recent comparable sales.



But recent comparable sales may have been overpriced, too, and buyers are happier on the fence than jumping into a market which they (and many professionals) don't understand and can't accurately predict.

I still laugh when I recall that the conventional wisdom among real estate and mortgage professionals back in January was that interest rates might reach 4% by the end of 2022. On 9/22, Freddie Mac quoted a 30-year fixed rate of 6.29%.

The stock market needs to be factored in because the 20% or more of buyers who pay cash for a home purchase are reluctant to sell stocks that have dropped in value. They don't want to liquidate those investments until they go up again, which they will — eventually.

And Don't Miss Our Electric Vehicle Roundup!

Twice a year we hold an Electric Vehicle Roundup in the parking lot of our previous office at **17695 S. Golden Road** in Golden, and each year we see more and more diverse makes and models of EVs.

The star of this year's roundup is sure to be Ford's **F-150 Lightning**, provided by **Larry H. Miller Ford**. They have delivered several of these pick-ups already and have one for test drives which they'll bring to our event on Saturday, from **2pm to 6pm**.

You can also expect to see one or two **Rivian** pickups, a few **Mustang Mach Es**, all four models from **Tesla**, plus EVs by **Chevrolet, Kia, Hyundai, Polestar, Audi, BMW, Nissan** and other manufacturers.

The owners of these cars have, collectively, driven over 600,000 miles on electricity alone, so they can tell you from personal experience what it's like to own and drive an electric vehicle.

Inside **The Net Zero Store** during the EV Roundup, representatives of **Helio Home Inc.** will be giving a presentation and answering questions about how to make your home all-electric and even net zero energy. They are the biggest vendor in this market for heat pumps systems to replace gas forced air furnaces and heat pump water heaters to replace gas water heaters. Don't miss the chance to have your questions answered about this important topic.

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