

Variable Commission Can Benefit Sellers

By **JIM SMITH, Realtor®**

One important question any seller should ask their listing agent is, "Will you reduce your commission if you don't have to split it with a buyer's agent?"

This is known as a "variable commission." My listing agreements usually include a one percent reduction of my commission when I do not have to compensate a buyer's agent — in other words, when I produce the buyer.

When a listing agent doesn't have to split his commission with a buyer's agent, he earns about twice the commission. I think that windfall should be shared with the seller. That's why I don't wait for a seller to ask me to reduce my commission if I sell their home myself.

The existence of a variable commission must be disclosed in MLS listings so buyer agents know whether a contract they submit is at a competitive disadvantage to a contract from an unrepresented buyer.

In the event of multiple offers, a listing agent who has disclosed a variable commission must also disclose, when asked by another agent, whether any offers are from the listing agent's own buyer and the percentage differential. That helps the other agent craft a competitive offer.

Since variable commission is a searchable field on the MLS, I ran a search and found that fewer than 25% of agents are reducing their commissions when they "double-end" their listings. Make sure a variable commission is part of your listing.

On a Personal Note: How I Shed 25 lbs. in 8 Weeks

This is an unpaid testimonial for a program which my wife Rita and I started right after New Year's and completed on Mar. 1.

The program is called "8 Weeks to Wellness." It's a program created by two Pennsylvania chiropractors, that is licensed to about 100 wellness centers across the country. One of those centers, Body in Balance Wellness Center, is just a mile from our home. Rita and I, who are both 68 years old, learned about the program at an introductory event and decided our quality of life was worth investing in this 8-week program. We saw it as sort of an out-patient "fat farm" experience, but it turned out to be far more than that.

Rita and I were each obese, but now we are merely overweight and continuing our progress toward a healthy weight for each of us. For myself, I weighed in the mid-240's last December. Today I weigh 214 — even less than at the end of the program. Rita went from 192 to 165 during the same period. With what we learned and the habits created, we're still losing weight.

You can learn about this holistic approach toward wellness at www.8ww.com, or come to a presentation (over a complimentary dinner) on Wednesday, April 27th, at Abrusci's Italian Restaurant, 3244 Youngfield Street, Wheat Ridge. RSVP at 303-215-0390. Rita and I will be there.

This Week's New Listings by Our Broker Associates

North Table Mtn. Village Home Listed by Kristi Brunel

This 2,393-square-foot home at **6109 El Diente Circle** in North Table Mountain Village has 4 bedrooms and 3 baths. It sits on a large corner lot with easy access to multiple trails. Priced to sell, this one-owner home has been meticulously cared for. Featuring a bedroom and a full bath on the main level, a 3-car garage, an open floor plan for entertaining and an unfinished basement, you can put the finishing touches on this home to make it your own. Showings begin Thursday, April 21st. To schedule a private showing, please call **Kristi Brunel at 303 525-2520**. Video tour at www.NorthTableMountainVillage.info.



Home in Central Lakewood Listed by Chuck Brown

This well maintained 4-bedroom home at **1549 S. Jay Street** is on a nice block in Lakewood's Greenbriar neighborhood, just 2 miles south of the Belmar shopping district. The house has a really great floor plan beginning with a large entry that allows access to the upper and lower levels, the well landscaped front and back yard, and the 2-car garage. On the upper floor there are new hardwood floors, wood windows and a light-filled enclosed patio. The backyard is perfect for entertaining with extensive wood decking, mature trees and a grass play area. The roof was recently replaced with 30-year architectural asphalt shingles. This 2,550-sq.-ft. home sits on a quarter acre lot. For more info, visit the website above, where you can take a narrated video tour, or call **Chuck Brown at 303-885-7855. Open Saturday, 1-4pm.**



Mountain View Estates Home Listed by Jim Swanson

Upon entering this lovely ranch style home at **13655 W. 7th Avenue** you will immediately notice the quality upgrades throughout. This south facing house with finished garden level basement boasts new moldings, wood floors, and an updated kitchen with IKEA cabinets. It has been meticulously maintained. The wide driveway provides room for an RV of simply extra parking. The large poured concrete patio in the fenced backyard is great for entertaining. Easy access to 6th Avenue, I-70 and the light rail station at Federal Center. Nothing is needed in this turn-key home except a new owner. All appliances including front load washer and dryer are included. For more info, visit the website above or contact listing agent **Jim Swanson at 303-929-2727. Open Saturday, 1-4pm.**



This Week's New Listing by Broker Jim Smith

Walk to Downtown Golden From This Half-Duplex

Walk to Mitchell Elementary School, Clear Creek, Downtown Golden and the Colorado School of Mines from this 4-bedroom townhome at **187 Washington Avenue** in Golden. The 2-car attached garage is accessed from the alley, with plenty of room for guest cars. It has a huge master bedroom with private deck. One of the three guest bedrooms is on the main floor. The self-managed HOA keeps the fees low—just \$175, including exterior maintenance and roof, grounds maintenance, snow removal, and insurance. You can take a narrated video tour, including aerial footage, at www.NorthGoldenHome.com. Open Saturday, April 23rd, 1-4 p.m.



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GOLDEN REAL ESTATE

All Agents Are Certified EcoBrokers®

Jim Smith

Broker/Owner

Golden Real Estate, Inc.

DIRECT: 303-525-1851

EMAIL: Jim@GoldenRealEstate.com

17695 South Golden Road, Golden 80401

WEBSITE: www.GoldenRealEstate.com



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