

Looking Back at a Busy Year: Here Are Some Popular Columns From 2018

REAL ESTATE TODAY

By **JIM SMITH**, Realtor®

your fancy, you can find links for each of them online at www.JimSmithColumns.com.

Jan. 4, 2018 — Golden Real Estate: 'Promoting and Modeling Environmental Responsibility' This column describes how we completed the transition from mere energy efficiency to a "net zero energy" office.

Jan. 25, 2018 — Life Transitions Are at the Heart of Most Clients' Real Estate Needs.

Divorce, marriage, relocation, medical crises and becoming "empty nesters" are a few examples.

Feb. 1, 2018 — Here Are Some Obstacles (Real or Imagined) Faced by First-Time Home Buyers. *Down payment, credit issues, student loan debt, and unwarranted risk aversion are some of the obstacles covered.*

Feb. 22, 2018 — Owned Your Home for a Long Time? Here Are Some Ideas on Limiting Capital Gains Liability. *Although not a CPA myself, I offer some advice such as "Don't put your heirs on the title of your house — let them inherit it."*

Mar. 8, 2018 — How Can Sellers Prepare for the Buyer's Inspection? Here's Some Practical Advice. *The information in this column can help to save you money when the buyer asks for repairs.*

Mar. 15, 2018 — Buyers and Sellers Ask: Why Did the Appraisal Come in at Exactly the Contract Price? *This is a common question, and I help answer it this week.*

Mar. 22, 2018 — Off-Market Real Estate Sales Hurt Sellers by Shutting Out Buyers Who Might Pay More. *When someone offers to buy your house, treat it as an opening bid. You don't want to sell your home for less than it's worth, do you?*

Mar. 29, 2018 — How Can Buyers Win a Bidding War? Here's What Our Agents Do. *It's easy for agents to ask buyers to submit their "highest and best," but an auction approach often nets you more money for your home.*

April 5, 2018 — What If Sellers and Their Agents Don't Disclose Known Defects in Their Listings? *The new version of the Sellers Property Disclosure is a dis-service to both buyers and sellers. I explain why.*

April 26, 2018 — Just in Time: A Breakthrough in 'Rent-to-Own' for Those Who Can't Buy Now. *Golden Real Estate has an investor who will buy a home that is being offered for sale, then rent it you. And you receive an 5-year option to buy!*

May 3, 2018 — As Warm Weather Arrives, What Are

the Different Ways to Cool a Home? *Alternatives to conventional air conditioning includes whole house fans, evaporative coolers and heat pumps.*

May 24, 2018 — What Is Title Insurance, and Why Do Buyer and Sellers Need It, Anyway? *This is typically your second biggest expense when selling a home. I explain its purpose.*

June 14, 2018 — Here's Why You Shouldn't Sell Your House Without Putting It on the Market. *To get the highest price, you need to expose your home to the broadest range of buyers possible, something that happens only if it appears on the MLS.*

June 21, 2018 — I Love to Write About Real Estate, But This Week It's Personal. *This well-received column was about Donald Trump. I just couldn't stay silent any longer, and I was flooded with thanks for writing it.*

July 26, 2018 — The Home Buying Process: How It

Works in the Internet Age. *The role of the real estate agent has changed now that most buyers do their own online searching before calling their agent.*

Aug. 16, 2018 — Should the MLS Include a Condition Rating for Each Listing? Here's How It Might Work. *In this column, I explain how this could be done and how it would better serve buyers.*

Aug. 30, 2018 — What You Need to Know About Agents Who Claim to Have a Buyer for Your Home. *They could be lying to get you to list with them.*

Sept. 13, 2018 — Don't Make the Same Mistakes Made by Others When Trying to Sell Their Homes *Perhaps you'll recognize some of these common mistakes.*

Nov. 8, 2018 — Senior Homeowners Are at Risk of Being Conned/Scammed Out of Their Homes. *This is a must-read! Too many seniors are falling victim to scammers.*

Beverly Heights Ranch Updated, Back on the Market

Nestled in Golden's Beverly Heights with mountain views, just uphill from the Colorado School of Mines campus, this one-owner, ranch-style, 5-bedroom/3-bath brick ranch is move-in ready! With over 4,000 finished square feet, 2 wood-burning fireplaces, studio, flex space and walkout basement, this home is a must see! Sellers have remodeled the home with new paint, doors, walls, trim, outlets, switches and lighting. If you have previously toured the home, take a second look. The clean, modern feel of the home is sure to impress! The private backyard oasis is great for relaxing as paragliders float peacefully overhead with the famous "M" on Mt. Zion as your backdrop. Buyers can add their personal touch to the kitchen and bathrooms to create their forever Golden home. There's RV parking, too! More pix and info at www.BeverlyHeightsHome.info.

Just Listed: Custom-Built Brick Ranch in Applewood

This 3-bedroom, 2-bathroom home at **3221 Routt Street** is located on a quiet cul-de-sac north of 32nd Ave. between Youngfield and Kipling. Built in 1986, it is offered for sale by its original owners, who have beautifully maintained it. The garden-level basement has lots of natural light and features a high-efficiency gas furnace with central A/C unit and a radon mitigation system, making it ready for finishing. The 2-car garage is both extra-wide and extra-deep, perfect for a home workshop. All kitchen appliances and the high-efficiency washer and dryer are included. The professionally landscaped backyard features a 12'x16' covered deck with sun shades, three garden beds and a horseshoe pit! **Showings begin this Saturday.** Expect to see a narrated video tour at www.ApplewoodHome.info. It will be open **Sunday, Dec. 23rd, 11 a.m. to 2 p.m.**

Get this column in your inbox every Thursday. Send your request to Jim@GoldenRealEstate.com.

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