

Going Green in Your Home Is More Doable Than Most People Think

Last week I wrote about week 1 of the 3-week EcoBroker class which all nine broker associates at Golden Real Estate and I are taking. As promised, here is my report on week 2 of the class.

I had written that this week's class was about solar, but that was only a small segment in a class that was largely about financing energy efficiency improvements in homes.

Even now, the energy efficiency of any home you might buy can be improved. Every time Rita and I have bought a

home, we have invariably invested thousands of dollars in improving the home during our first year of owner-

ship. That has entailed such things as adding solar PV, installing sun tunnels (such as Solatubes), replacing incandescent bulbs with CFL's and LED's, and dramatically improving insulation.

What I have failed to recognize, however, is that the cost of these improvements could have been included in an Energy Efficient Mortgage (EEM) instead of paying for them out of pocket later on. For some buyers, this might well be the only way they could finance improvements that they want and which could both reduce the operating cost of their home and improve comfort and quality of life.

As a result of this week's training,

my fellow agents and I will be diligent in telling buyers about EEM's as well as the 30% federal tax credit that applies to the improvements that can be financed by EEM's.

The process of getting an EEM need not take longer than getting a conventional mortgage, and the EcoBrokers at Golden Real Estate can guide you through the process. It involves obtaining an energy rating/energy audit of your home during the inspection process and developing a list of improvements, with cost estimates for each of them. The appraisal will be based not on



Our EcoBroker class: Left to right: John Beldock (teacher), Kim Taylor, Kristi Brunel, Chuck Brown, Mark Spencer, attorney Hap Burnham, Jim Smith, Dave Dlugasch, Jim Swanson, Karon Hesse, Carrie Lovingier, and Leo Swoyer.

the home "as is" but rather "as improved." The lender would then release the money for those improvements as they are completed.

Soon I will publish a schedule of public seminars we'll be hosting on such topics as lead paint, mold, radon, windows, solar — and EEMs.

REAL ESTATE TODAY



By JIM SMITH, Realtor®

The Inspection Objection and Resolution Process Explained

One of the more confusing and stressful aspects of any transaction can be the inspection objection notice submitted by the buyer and the inspection resolution process that is necessary in order to proceed toward closing.

The "Inspection Objection" document is merely a notice from the buyer laying out their requests for repairs. It is not signed by the seller. The "Inspection Resolution" document is what really matters, because it spells out what both parties agree will be done. Often the buyer's agent will attach the inspector's full report to the inspection objection notice. This serves two purposes — one is to provide documentation (usually including pictures) of the defects which the buyer wants addressed by the seller. The second purpose is to inform the seller of all the problems found and not just the ones which the buyer wants addressed. Because the seller and the listing agent have been informed of these problems, they would have to disclose them to a future buyer if the current contract falls due to failure of the buyer and seller to agree on repairs. To refuse to accept the inspection report for that reason would raise serious questions of ethics and law.

There are several strategies available to the seller and listing agent in responding to the buyer's demands. Take for example, the buyer's request that everything be done by licensed professionals. If the job can be done by a qualified handyman, I see no...

Read the rest of my advice at www.JimSmithBlog.com.

This Week's Featured New Listing

Extraordinary Applewood Home on Cul-de-Sac

Backing to a lake is this 5,128-sq.ft. mansion at 3400 Braun Court, with five bedrooms and five bathrooms, a 5-car garage, and an in-ground swimming pool — all on a half-acre lot. Listed by broker associate **Chuck Brown**, I got a private tour of it recently and was super impressed. The quality of construction, the new kitchen with slab granite counters and stainless steel appliances, the epoxy floor and finished walls in the garage, the multi-zone radiant floor heating — they all make this house a great value at only \$131 per finished square foot. You can

take a narrated video tour of this home at www.ApplewoodHome.info, then call Chuck at 303-885-7855 for a private showing. As with all our listings, the buyer gets free use of our moving truck and free moving boxes, even if they have their own agent. Don't have an agent? Then we'll provide free labor & gas, too!



Serving the West Metro Area

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