

You'd Be Surprised How Many Real Estate Agents Compete for Your Business

What is it about real estate that attracts so many people to the profession? There are so many real estate agents struggling for market share, that it's rare for a new licensee to make it. Most give up after a year or two treading water and exhausting their all-too-small nest egg trying to make it.

As I monitor my closest real estate market — that of the City of Golden — I am amazed at how many homes are listed by agents I have never heard of and may never hear of again.

For example, in the last 12 months there have been 186 closed transactions in the City of Golden reported on REcolorado, the Denver MLS. Those 186 homes were listed by 138 different real estate agents. Only 22 agents had more than one sold

listing in the last 12 months, and 11 of those had only two. Where do all those agents come from?

With that many agents splitting up the business, it's hard for any one agent to break through or to do enough business to (a) support his or her family and (b) develop the expertise that only comes with doing many transactions.

It seems logical that an agent with 20 years in real estate has a higher level of expertise than an agent with 10 years in the business. But if that 20-year agent has completed only 20 or 30 transactions and the 10-year agent has completed several hundred transactions, which agent would you say has more experience?

When you're interviewing listing agents, how do you know which is which? You could ask for a list of the agent's closed transactions for the past year, both on the selling and buying side. Don't just ask for the number, ask for the list. How many are there, what's the price range, what is the ratio of closed price to listing price and the number of days on market? Nowadays, any agent can produce that list

in less than a minute using the MLS. I did that myself in a listing appointment last week.

Then ask for testimonials, or ask for the names and phone numbers of past clients, and call one or two. As I mentioned last week, www.RatedAgent.com is a website which actually surveys past clients and displays their ratings and comments. Using that website can help you make a good decision.

Price Reductions & Open Houses

Kristi Brunel's duplex listing at 621 1st Street in north Golden is now \$425,000, a \$40,000 drop.

My listing at 25462 Westridge Rd above Blue Mountain Estates north of Golden is now priced at \$885,000. It will be open this Saturday, 1-4 p.m. Video tour at www.BlueMountainHome.info.

Also open this Saturday and Sunday, 2-4 pm, will be Dave Dlugasch's awesome listing at 103 Stone Cliff Circle, with its panoramic views of the Continental Divide. It's just over the ridge from Wondervu at the top of Coal Creek Canyon. Take the video tour at www.StoneCliffHome.info.

REAL ESTATE TODAY



By **JIM SMITH, Realtor®**

This Week's Featured New Listings from Golden Real Estate



2-Story Genesee Townhouse

Chimney Creek is a special subdivision, and this condo/townhome at 688 Ridgeside Drive is well situated to enjoy its views and amenities. If the price (\$330,000) and size (2 bedrooms, 3.5 baths, 1,949 sq. ft.) are right for you, please visit it online at www.GeneseeHome.info and view the narrated video tour, including aerial footage, that we created for it.

Some of the features you'll appreciate, as I did, about this listing are how sun-splashed it is with no fewer than four skylights; the heated tile floors in the two en-suite bathrooms; the new carpeting and gleaming hardwood flooring; and the view of the "Sleeper house" from the deck, sunroom, patio and master bedroom.

If you feel this home meets your needs and you would like to see it in person, call me at 303-525-1851 to arrange a private showing.

A New Tesla Comes with This Keystone Home

Dercum's Dash, a highly privileged ski-in/walk-out community of estate homes nestled against the White River National Forest, a short walk from the base of River Run, is named after Keystone Resort founder Max Dercum. Last Friday, after visiting this Mountain Modern home, we signed an agreement with Colorado Craft Brokers to be their Jeffco partner. The first home has already been completed and sold (for \$3 million) and will be in the Summit County Parade of Homes in September — a total of 24 homes will be built by the same high-end builder over the next 5 years.

These homes are built by hand to old-world standards of exceptional quality. This downhill design has 7 bedrooms, 7 bathrooms and 6,668 square feet of luxurious living area. It has a main-floor master suite and guest master suite, plus five more bedrooms upstairs and down. You'll be able to ski home along a private forest path beside beaver ponds and stream. Interior finishes include hand-chiseled Oklahoma stone walls,



walnut plank flooring, walnut & marble wine cellar, travertine tile, and waterfall granite counters.

If you use Golden Real Estate to buy any Dercum's Dash home, we'll pre-pay the first year of a 3-year lease on a brand new Tesla. Call for details. The builder has wired the garage for charging it.

If this \$3,450,000 home is within your means, we'd love to show it to you! After meeting and discussing details, we'll take you there — in a Tesla, of course!



All Agents Are Certified EcoBrokers

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