

You've Wondered About Electric Cars, Now Come Check Them Out

By JIM SMITH, Realtor®

Regular readers of this column know of my commitment to electric cars. Over the past decade, Rita and I did what so many car buyers do, first buying a couple Toyota-made hybrids, then a Chevy Volt, and finally a Tesla Model S. Just last week we took delivery of a second Tesla, shown here, one of the all-wheel drive models with "Autopilot" technology.

On any given day, you will find four electric cars in the Golden Real Estate parking lot, now that broker associate Carrie Lovingier has traded in her Jeep for a Chevy Volt. Several other broker associates may make their next car an electric one, too having experienced driving the Tesla and Volt.

Golden Real Estate is fully committed to sustainability, and electric cars are a big part of that commitment. Solar photovoltaics are another element of that commitment, and our 10 kW solar system has



resulted in a monthly electric bill of under \$100 even with our four EV charging stations. We'll be adding additional solar panels over time as our EV "fleet" expands further. (We also offer free EV charging to the public.)

This Saturday is an opportunity for you, too, to catch the electric vehicle bug. We are holding an **Electric Vehicle Roundup** in our parking lot on South Golden Road. In addition to our four EV's, you will find many other makes and models of electric vehicles. If you own a plug-in electric car, we invite you to bring it. The Denver Electric Vehicle Council, of which we're a sponsoring member, had made this one of their June events.

With tens of thousands of EV miles under my belt in various vehicles, I've become a bit of a resource on the topic. I have developed a 30-minute Power-Point presentation which I deliver to service clubs and other audiences.

I'll be delivering that presentation next Wednesday, June 10th, at the **JeffCo Innovators' Workshop**, 6:30-8:30 at Golden City Hall. If you have an organization where this presentation would be of interest, please invite me.

This Saturday's Electric Vehicle Roundup in our parking lot takes place from 2pm to dusk, during the monthly "Supercruise" event. Please come and see the EV's and ask the owners about their operation. Many of us will be giving free rides. See you there!

Here Are Some of Golden Real Estate's Other Sustainable Practices:

- ◆ We accept block Styrofoam for recycling—bring it with you on Saturday! (must be white, clean and unprinted — no food containers or packing peanuts)
- ◆ Our office has "sun tunnels" (aka Solatubes) for daylighting, to reduce electrical lighting
- ◆ All our agents are Certified EcoBrokers
- ◆ Our building is "super insulated," reducing our consumption of natural gas to under \$50 per month during winter's coldest months.

Some Sellers Continue to Cheat Themselves by Selling Too Quickly

One of the biggest frustrations facing buyers today is how many homes go under contract before they have a chance to make an offer — or even see those listings.

It is estimated that somewhere between 10 and 20 percent of all transactions are done without even being listed on the MLS. Those numbers are hard to measure, but here are some revealing numbers from homes that *were* listed on the MLS.

Of 1,478 homes listed as "Sold" on Denver's MLS from May 25 to May 29, 61 showed zero days on market. This suggests that they were entered as "Under Contract" initially and were never "Active," locking out other prospective buyers. It's worth noting that 24 of those 61 transactions were "double-ended" by the listing broker. That means the listing agent pocketed the entire commission instead of having to split it with a buyer's agent.

All agents are required by law to put their clients' interests ahead of their own. One might reasonably question whether all 24 of those listing agents had satisfied that legal obligation.

Another 193 listings which closed that week were on the market only 1 or 2 days before going under contract. Only five of those transactions were double-ended. Quick-working buyer agents were able to secure 97% of those listings for their buyers. But was that the best deal for the sellers? Could the sellers have gotten more for their homes if they had allowed another couple days for buyers to submit competing offers? For some, yes.

This Week's Featured Listing

Price Reduced on This Modern Log Home in Foothills

If you like the idea of a true mountain luxury home that is only 15 minutes from Golden or Boulder, you've found it here, overlooking Blue Mountain Estates. The subdivision occupies the valley between a hogback north of Golden and the foothills, with homes along its hillsides and ridges both east and west. This home at **25462 West-ridge Rd.** is on the western ridge, giving it a view of the mountains to the west as well as of the valley below and of the plains beyond the hogback. With its metal roof and fire sprinkler system inside, it provides great security from wildfires, too. Click on the video tour link at www.BlueMountainHome.info to see all its great features, from its elegant landscaping to the fully finished 3-car garage with epoxy floor. You'll love the rich hardwood flooring, country kitchen, and so much more. Do you have a home to sell? If you buy this home without an agent, I'll list *your* home for free! (Call me for details.)



All Agents Are Certified EcoBrokers

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