

Sellers Answer the Call and Create a Surge of New Listings, Including Here

Last week's headline proclaimed that the percentage of MLS listings under contract had surged past the 40% mark. Indeed, this Monday, I checked again and the percentage is over 42%.

Fortunately, sellers are responding to the call for them to list their homes now. In Jeffco alone (not counting the foothills areas) 408 new listings were entered on the MLS in the first 10 days of March.

The figure for the total MLS is 2,666 — and 537 of those are already under contract!

For comparison, more homes (3,425) were entered on the MLS during the same 10 days a year ago, but of those only 208 were under contract by the 13th of that month. We still need to see more homes added to the active inventory. As of press time, the active inventory was 11,139, up from the beginning of the month, but, as I

pointed out above, the percentage of the total inventory that has gone under contract is still rising.

I can't think of a better time, if you're thinking of selling this year, to put your home on the market.

Here at Golden Real Estate, that surge in new listings is especially evident. As you can see at right, I have three new listings I'm featuring this week. I already have two new

listings to feature next week and at least one more to feature the following week — so far. I have been invited to meet with would-be sellers — often more than one — almost every day and have been kept busy creating video tours, slideshows, websites, etc. I know my broker associates are equally busy, and I'm forced to look outside Golden Real Estate to find agents to help me hold open all these new listings on Saturdays.

REAL ESTATE TODAY



By **JIM SMITH, Realtor®**

This Week's Featured New Listings - Open This Saturday

Near the School of Mines



This 3-bedroom 1958 home at 615 21st Street is totally updated inside. Not shown is an out-building in the back which is insulated, finished and easily heated with a space heater to be a 4th bedroom or bonus room. There's also an 8'x12' storage shed. To the left (cut off in this picture) is a 1-car carport, which could easily be finished into a garage. \$265,000

Big Price Reduction:

Another nearby listing at 1919 East Street has just been reduced again — this time to \$450,000. www.EastStreetHome.info

Two 2-BR Homes on 1 Lot!



This is another great property for some Mines parent to purchase. The neighborhood is crawling with fellow Mines students! Located at 688 and 690 Lupine Street, this property (which must be sold as a unit) has a combined total of 4 bedrooms and 2 bathrooms and two 2-car garages. \$195,000

Home with 4-Car Garage



And now for something completely different! This 2008 home at 8250 W. Alabama Ave. is definitely high end. Hardwood floors, granite countertops, a huge master suite, 4 bedrooms, all with walk-in closets, and more. Just south of Belmar and the Lakewood Heritage Center. \$480,000

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