

# What Should You Do When You Get an Offer on Your Unlisted Home?

More and more, we see homes going under contract and selling without ever going on the MLS. I can understand the attraction of accepting some agent's offer to sell your home to his or her buyer and pay only a 2.8% commission instead of paying another 3% or more to list it with a Realtor and put it on the MLS. You've no doubt heard of listed homes getting bid up and selling well above their listing prices. For example, my recent listing for \$250,000 went under contract for more than \$300,000 before I could hold the scheduled open house.

**REAL ESTATE TODAY**



**By JIM SMITH, Realtor®**

You may have received postcards or letters from agents claiming to have a buyer, as well as from buyers directly. The agent or buyer may be offering a price that seems too attractive to pass up. But what should you do? My advice is to thank them but call an experienced Realtor of your choice and put your home on the MLS at their offered price. You will quite possibly get competing offers that are much higher. If not, that buyer, if real, will still be there. Whatever you do, don't list your home with an agent who claims to

have a buyer for your home. Rather, let the agent show your home and treat you as a for-sale-by-owner, paying only 2.8%. Otherwise, you may find that after you have listed, that "buyer" found another house and it was only a ruse to get your listing. I have heard estimates that 20% or more of the homes being sold today were never active on the MLS. If that is true, it is a disservice to the other buyers out there, but it is also a disservice to the sellers. Don't fall for the line that you'll be saving 3% or more to sell your home without listing it. First of all, there is no such thing as a "standard" 6% commission. They're negotiable, and the average is more like 5.5%. And it is common practice to reduce the

commission if (1) the listing agent doesn't have to split his commission with a buyer's agent and (2) you allow your listing agent to earn a commission on the purchase of your next home. It pays to be represented! **Join Our Agents for a Lunch-And-Learn on Indoor Air Quality**

Next Monday, March 23rd, 11am-1pm, Golden Real Estate is hosting a presentation by David Sinkbell of DS Consulting about indoor air quality. David will cover topics including toxic mold, lead based paint, asbestos, radon gas, and the volatile organic compounds (VOC's) contained in new carpeting, paint, and other building materials. Call or email me (see below) to reserve your seat at this event.

## This Week's Featured Listings From Golden Real Estate



\$895,000

Appraised last May at \$1,050,000, this home at **25462 Westridge Road** is a real steal. If you like the idea of living in the mountains yet only 20 minutes from Golden or Boulder, you'll want to call for a showing or come to Saturday's open house. At 7,500 feet elevation, situated on a ridge, this home offers panoramic views of the plains to the east as well as the mountains to the west. Built by Modern Log Homes, it has a true "great room," as you'll see in the video tour at [www.BlueMountainHome.info](http://www.BlueMountainHome.info). Features you'll appreciate include the metal roof and interior sprinkler system, which reduce insurance costs. The main-floor master suite has two walk-in closets, a fabulous 5-piece bath, and opens to the full-width deck with its awesome view to the east. The 3-car oversized garage has epoxy floors and great cabinetry. There's a water feature out front and a hot tub in the back. With 3 bedrooms and 3½ baths, it has 4,386 SF of space, plus a 10x16 storage shed. It is just 4 miles from the intersection of highways 93 & 72 and well worth the trip. **Open Saturday, 1-4 pm** —or call me for a showing.



\$535,000

This 3,252-sq.-ft. home at **1821 Mt. Zion Drive** in Golden's Beverly Heights subdivision (under the "M") will sell quickly. This is an excellent home with-in walking distance of the Colorado School of Mines and downtown Golden. Interior features include a great master suite created by merging two upstairs bedrooms, hardwood floors throughout — even on the stairs! Only the bedrooms and basement have wall-to-wall carpeting. Additions to the back of the house enlarged the eat-in kitchen and created a sun room with hot tub. Video tour at [www.BeverlyHeightsHome.com](http://www.BeverlyHeightsHome.com). **Open Sat. 1-4.**



\$745,000

This home at **491 Mesa View Way** is at the very top of the Village at Mountain Ridge, offering panoramic views of Golden, the Table Mountains and beyond. You'll like its 4-car garage, home theatre (all components are included), new Trex decks (including outside the master suite), hardwood floors, fabulous kitchen with SubZero refrigerator and granite countertops, and more, all of which you can view in a narrated video tour at [www.MountainRidgeHome.com](http://www.MountainRidgeHome.com). I will be holding this home open this **Saturday, 1-4 pm**. Or call me for a private showing.



*All Agents Are Certified EcoBrokers*

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