

## If You Have a Hard-to-Sell Home, Now's the Time to Put It on the MLS

In "normal" times, some homes are harder to sell than others. However, these are not normal times. Homes which would normally be hard to sell can sell quickly now.

Last week I featured a home next to I-70. In the past I would have expected such a home to sit on the market for a long time, as buyers went for other homes with little or no traffic noise.

Nowadays, there is such a shortage of listings and such an abundance of buyers that buyers are being much less picky. That house next to I-70 was priced above what it will probably appraise for, and yet it attracted multiple offers before I

could even hold Saturday's open house. All those offers were at or above full price, too.

Homes have other negatives besides high-way noise. Perhaps the home is close to a power line, or the adjoining properties are unattractive, or the driveway is steep and north facing. There are lots of reasons why buyers might have looked elsewhere in the past, but those considerations are out the window, because the typical buyer has lost out on offers to buy other homes and is willing to accept conditions which might have turned him or her off in earlier times.

### REAL ESTATE TODAY



By **JIM SMITH, Realtor®**

### Remodeling? Let Habitat for Humanity Do the Demolition

Here's a money-saving idea that will also help others. Habitat for Humanity of Metro Denver has "deconstruction" teams that will come to your home and remove those old countertops, cabinets, sinks and appliances for you and give you a tax receipt too! Call Corey Biechele at 303-960-4811.

### The Gas-Powered Automobile Is Obsolete, But the Public Doesn't Realize it Quite Yet

Now that I've put 36,000 miles on my Chevy Volt and 7,000 miles on my Tesla Model S, it is clear to me that within a few years the public will prefer electric cars over gas cars because of their power and efficiency.

My Tesla weighs 2½ tons, yet its battery pack and 350-HP electric motor propel the car from zero to 60 mph in 4 seconds with a range of 265 miles on a single charge. I can drive it coast-to-coast, recharging it for free during meal stops at Tesla's supercharging stations located every 50 to 100 miles along the interstates. (These already exist in Lone Tree, Silverthorne, Glenwood Springs, Grand Junction and Cheyenne next to restaurants and shopping malls.)

Come to Golden Real Estate's parking lot during the June 7th Super Cruise where we will have over 20 different electric and plug-in cars, bikes and motorcycles on display. Their owners, including me, will be there to answer your questions. And look for my blog posts on this topic.

## Senior Tax Exemption Penalizes Downsizing

Since 2001, seniors who have owned and lived in their Colorado home for at least 10 years have enjoyed a discount on their property taxes — when the state budget allows for it. For the current tax year, the exemption applies to 50% of the home's actual value up to \$200,000. To qualify, a senior must be 65 or over for the entire tax year and must have lived in (and owned) the property as his/her primary residence for 10 years prior to that tax year. A surviving spouse of a senior who previously qualified also qualifies for this "homestead exemption."

What I have never liked about this exemption is that it penalizes a senior who makes a reasoned decision to sell their long-time family home and downsize. That senior's property tax burden could increase if he/she sold a too-big home for a right-size home with a lower valuation. How fair is that?

Years ago, I spoke with legislators about amending this provision of our constitution to encourage rather than penalize downsizing and was told that such a change would not pass. (It would have to be a constitutional amendment.)

It should be noted that under this law, the local jurisdictions still receive the full property tax for qualifying properties, because the state pays the exempted amount. That's why the General Assembly can vote to suspend the exemption in a year when the budget can't support its cost.

## This Week's Featured New Listings



Looking for a maintenance-free ranch-style patio home near open space? This home at **13862 W. 87th Drive**, backing to a greenbelt with a bike/pedestrian path leading to park and open space, may be what you're looking for! Enjoy the high and vaulted ceilings throughout this near-new home in Whisper Creek. The kitchen will appeal to you with its hardwood floor, counter-depth French-door refrigerator, upgraded lighting, 42-inch cabinetry with knobs & pulls, and large eating area. With a HERS rating of 65, this home is highly efficient, too. Take a narrated video tour at [WhisperCreekHome.info](http://WhisperCreekHome.info).



If mountain living is more your style, you'll appreciate this Dory Lakes ranch at **1347 Highpoint Circle**, with oversized heated 2-car garage on a 1.12-acre lot. There is also a large utility shed. The adjoining 1.42-acre lot is also for sale for just \$55,000. You'll appreciate Gilpin County's low property taxes thanks to that county's casinos. This cozy mountain retreat has many updates, including a new roof, newer windows and newer deck. The home is close to the rec center, school, ball fields, state parks and fishing. For a private showing, call broker associate Carrie Lovingier, 303-907-1278.



Serving the West Metro Area

**Jim Smith**

Broker/Owner

**Golden Real Estate, Inc.**

DIRECT: 303-525-1851

EMAIL: [Jim@GoldenRealEstate.com](mailto:Jim@GoldenRealEstate.com)

17695 South Golden Road, Golden 80401

WEBSITE: [www.GoldenRealEstate.com](http://www.GoldenRealEstate.com)



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