

**Real Estate Today**

## Denver's MLS (Metrolist) Aspires to 'Best of Breed'

By JIM SMITH  
Jefferson County Realtor®

On Feb. 9th I participated in the kick-off of Metrolist's "NextGen" project. This is a two-year project to completely retool Denver's MLS service with the goal of becoming the best MLS service in the country.

As you might suspect, I have my own opinions about what a "best of breed" MLS would look like and I can tell you that I am reasonably encouraged that our MLS, known as Metrolist, is going about its quest in a sound manner that might indeed produce a top-quality service a couple years down the road.

I am one of the handful of Realtors who has regularly attended the monthly Metrolist Users Group or "MUG" meetings for years. It gives an audience to outspoken agents like myself who see a better way to do everything. This NextGen project will be somewhat more inclusive and structured, however.

First, Metrolist will hold visioning workshops to brainstorm for what features NextGen might include. Then they'll hold focus groups which will help determine which of these features should be developed. Finally, after these features have been developed, beta versions of the "new" MLS will be supplied to agents like myself who will use the new software, reporting bugs and making suggestions for improvement.

So what are some of the new MLS services or features that are already contemplated as emerging from the NextGen project?

In the area of software, they are predicting better database management and more user-friendly

utilities. For example, listing agents might get useful statistics about the number of hits our listings got on both the MLS itself and the various consumer spin-offs such as REColorado.com.

Our ability to serve our clients might be improved by the addition of client relationship and transaction management tools, which would help all parties stay more fully informed.

I'm particularly keen on the concept of a Centralized Showing Service—a single number to call to set all showings, with integrated email for collecting feedback from showing agents.

As the NextGen project continues to unfold, I'll keep you posted on what's evolving. If you have ideas you'd like to submit, send them to [NGVision@Metrolist.com](mailto:NGVision@Metrolist.com) — and, if you'd like, copy them to me at [jimsmith@remax.net](mailto:jimsmith@remax.net).



### CREC Recommends Revocation of Licenses

In my Nov. 3 column, I wrote a "scary Halloween real estate story" about a licensed agent (*not* a Realtor®), who attempted to steal a parcel from my client by inserting a second parcel ID into a contract. The buyer, like his agent father, was a licensed agent (and also not a Realtor®), and they pursued their unethical scam all the way to the closing table.

With the help of an excellent lawyer, my client prevailed, but it cost her \$5,000 in legal fees.

I filed a complaint of fraudulent behavior with the Colorado Real Estate Commission (CREC) against both these men, and I'm pleased to report that on Feb. 1st, the CREC voted unanimously to revoke both their licenses. They still have appeal rights, so it's not a done deal yet, but I'm hopeful.

You can read my original column about this episode at [www.JimSmithColumns.com](http://www.JimSmithColumns.com). (All my previous columns are archived on that website.)

### My current listings:

(see [www.JeffcoHomes.info](http://www.JeffcoHomes.info))  
245 West Drive - \$579,900  
496 Canyon Point Cir.- \$569,000  
191 Washington St. - \$559,000  
798 Cressman Ct. - \$375,000  
133 S. Jackson St. - \$237,900  
Four listings under contract; three Golden listings coming soon (at \$435,000, \$439,900 & \$519,000).

### Mortgage Update

By Jean Rowe, 303-601-4035

Bonds fell steadily in the final days of last week. Many believe mortgage rates are going to begin to climb upward. Get in on a good rate now!

#### Mortgage rates as of 2/21/05:

**30-year fixed:** 5.375% (APR 5.520%)

**5/1 ARM:** 4.875% (APR 5.634%)

**3/1 Interest-only ARM:** 4.5% (APR 5.679%)

(Rates are based on a conventional loan, 30-day rate-lock, \$250,000 purchase with a \$200,000 loan amount, and are subject to change. Certain criteria apply.)

Call me for free review of your mortgage needs and options now!



Jim Smith  
303-525-1851  
[www.JeffcoHomes.info](http://www.JeffcoHomes.info)



**Buy or Sell With Jim Smith, And Get Free  
Use of His Moving Truck with Driver/Helper!**