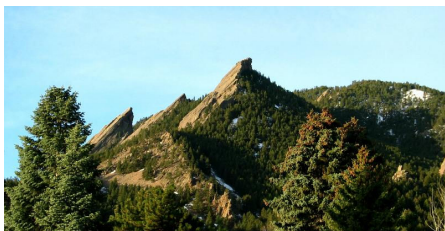


**From:** Neil Kearney [neil@neilkearney.com]  
**Sent:** Friday, February 24, 2012 10:10 AM  
**To:** neil@kearneyrealty.com  
**Subject:** Real Estate News from Neil Kearney

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# Neil's News

## Real Estate on The Front Range

Boulder Colorado

February 2012



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Hi Everyone!

I hope you are having a good month. I am seeing many signs that the real estate market is recovering. I'm really excited about how this year is starting and even more excited that the economy and real estate market may have just turned an important corner.

As always, I appreciate the loyalty of my clients and appreciate the continued referrals of your family, colleagues and friends.

Here are some articles I have written recently that I wanted to share with you. Please feel free to pass the information along if you have someone who might be interested.

Spring is just around the corner!

Neil

### What we most need now is... MORE LISTINGS!

The Boulder County real estate market is humming along. But it seems we are running a bit lean in one cylinder. It takes both buyers and sellers to make a market and right now buyers are out in force but sellers are still in winter hibernation mode.

If you are thinking about selling your home in 2012 there may be no better time than right NOW. Currently in the City of Boulder 29% of all listings are under contract. In Louisville ...

[To See The Video](#)



## Top Five Ways To Maximize Sales Price

What makes one house sell while another one lingers on the market?

What causes one house to get multiple offers and another to seem to repel buyers? Is it the location? Is it the condition? Is it the marketing?

The truth is that it is a complicated mix of these and other factors.

When you decide to sell you want your home to be noticed for the right reasons.

When it is you will attract buyers and offers early in the process rather than adjusting and chasing in the long run. Here are my five top tips to maximize your selling price in today's real estate market...



[Read the Article](#)

## Local Real Estate Statistics for January 2012

2012 has started in many ways just like it has over the past two years. This year it seems that there is a lot of early activity in the market. In fact, at the end of January, 21.5% of all listings were under contract.

This represents a 7% increase from the same time period a year ago. Closed sales during January were just about equal to last year. The number of homes that went under contract during the month were within a few properties as well...



[To read the rest of the article, click here.](#)

## 2012 Real Estate Predictions From the Pro's

I found a good infographic which was created by the good people at ActiveRain which is an online social space for Realtors. It is the result of a survey of real estate agents from around the country. The consensus for 2012 are that; the number of transactions will increase, real estate values will be flat, home starts (new construction) will increase slightly, and that local economies will start to improve. Looking from the local perspective I can't argue with any of these predictions.

[To read the rest of the article, click here.](#)



## Photo of the Month



Boulder Public Library



### About Us

This marks my 20th year as a Realtor in the Boulder area. The business has changed significantly during this span but my commitment to my clients and their best interests has not. I look forward to serving you, your friends and your colleagues for many years to come. I'd love to hear from you.



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