

KEVCO NEWS

Springtime is a great time to be buying or selling real estate. As school gets out for the summer, many homeowners are looking to upgrade to a larger property or relocate to a new area. If you are interested in purchasing a home in the area, either for retirement, investment, or to enjoy all the recreational opportunities Fort Collins has to offer, please give us a call!

*Thank you,
Paul, Kevin, and Greg*

Under Contract, don't stop showings

It is true that the Northern Colorado market is fast moving, but just because you have accepted an offer does not mean that you should turn away other potential buyers. The stresses of cleaning and vacating your home for showings can be overwhelming, but it is important to keep interest in the property and possibly receive Backup Offers. The benefit for you being the Seller is that you are leveraging your position and shortening the "turn around" time if the first offer were to fall through.

With Lending and Underwriting more stringent than ever, it is not uncommon for a Real Estate transaction to be terminated because of Loan Conditions. Having a backup offer in place is the best way to get your home sold efficiently. So keep approving the showings, because you never know!!

Kevin Anstett 970-481-3066



Did You Know?

- Gorillas can catch human colds and other illnesses.
- The ZIP in the postal ZIP code stands for Zoning Improvement Program.
- Shirley Temple received 135,000 presents for her 8th birthday.
- Camels can kick in all four directions with each of their legs.
- A coat hanger is 44 inches long when straightened.
- There is a museum of barbed wire located in Lacrosse, Kansas.
- Pretzels without salt are called "baldies."
- A group of owls is called a parliament.

1124 West Mulberry Street
Fort Collins, CO 80521

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**UNDER CONTRACT – 2821
Willow Tree Lane, Fort Collins,
CO 80525**

This 3 Bedroom, 3.5 Bathroom townhome is located in northeast Fort Collins. It features a finished basement with a wet bar. A great starter home or investment property! This home was under contract within one week of being listed!

*For more information, please contact
Greg 970-682-3050.*



Get to Know our Brokers



*Paul Hunter— Managing
Broker*

Paul has been the managing broker with Kevco since March 2010. He specializes in the purchase and sale of investment properties near CSU.



*Kevin Anstett – Broker
Associate*

Kevin joined Kevco in 2011. He works with investors, young professionals buying their first home, and high end home sale and purchase.



*Greg Rittner— Broker
Associate*

Greg came to Kevco a little over a month ago. His focus is listing contracts, and properties in the Rigden Farm and South College Heights neighborhoods.

Current Market Trends – Paul Hunter

While the market inventory continues to decline for both attached and detached dwellings, buyer demand seems to keep increasing. Buyers are taking advantage of the interest rates that keep surprising us in how low they have dropped (3.95% for a conventional 30 year loan as of Wednesday).

Buyers are also feeling the pressure of not only the certainty that those rates will increase if they do not take advantage of them now, but that values may start to increase in the coming months because of the strength of the market. Everyone that has been waiting for the market to "bottom out" is now feeling anxious about purchasing soon. Many of the well priced homes being put on the market in Fort Collins are selling within a week, and a lot of the sellers are seeing multiple offers.

If you look at the numbers for single family homes (from IRE/MLS), March 2012 monthly sales volume was up over 50% from March 2011! Median sales prices are up over 16% in comparison to March of last year.

I think the even more surprising thing is that attached dwellings (condos and townhomes) are coming back due to the low inventory. 42% more condos sold this past month than in the same month last year, and Median sales price is even up over 5%. When was the last time you could say prices were going up in the condo market?

What this means for you as a Buyer is call me today so I can find you a home that meets your criteria in this challenging market, for 2012 I have found many of my buyers homes they are incredibly happy with. As a Seller, the message is: You can take advantage of this low inventory situation to put your home on the market if you have been holding off for the last few years. I look forward to hearing from you!

Paul Hunter 970-673-7285

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