

Real Estate

Your guide to homes, property and apartments in Johnson County

REALTORS

Planning a summer move? Start looking for the perfect Realtor now

By ERIN K. WITT

METROPOLITAN INDIAN BOARD OF REALTORS

If you are planning a move this spring or summer, you may be using the cold winter months to prepare — packing non-essential items, exploring potential neighborhoods and checking out schools.

But winter is also the perfect time to find and develop a relationship with a Realtor before the peak season rush.

"A Realtor differs from other real estate professionals much as a CPA differs from other accounting professionals or a physician from other health care professionals," said Phillip Todd, a Realtor with the Sycamore Group. "Realtors work hard to further their knowledge and careers and hold themselves to a higher ethical commitment in their profession."

But how can consumers find the right Realtor to meet their needs?

"I think the most logical place to begin your search for a Realtor is by asking family and

friends or coworkers," Todd said. "They may have had experiences with a particular agent or company that were very positive that can start you in the right direction."

Todd tracks his client base to understand how and where his business is generated. On average, about 45 percent of his business comes from past clients — either return customers or referrals.

Referrals from inactive agents or relocation clients generate another 15 percent of business. And Todd estimates that one out of four new clients find him because of advertising methods like print media, the Internet and signage.

To make sure they are finding the Realtor who will best meet their needs, consumers should consider interviewing several agents. This will help distinguish the level of professionalism, service and marketing that will be provided, Todd said.

The Metropolitan Indianapolis Board of Realtors also recommends that potential homebuyers and sellers look for an agent who:

- Is a member of the local board of Realtors.
- Explains and discloses agency relationships early on in the process, including the role of the agent, and who they are representing.
- Advises how to prepare your home for the market.
- Shows enthusiasm for your property, listens attentively, instills confidence, operates in a professional manner and has a complementary personality style to yours.
- Has researched your property in the public records and the multiple listing service sites.
- Brings data on nearby homes that have sold or failed to sell recently.

An agent's areas of expertise can often be a bonus, Todd said. And experience working in a neighborhood or region that is appealing to you and first-hand knowledge of the area are also a plus.

"As a homebuyer or seller, you are entrusting a Realtor with the single largest sale or purchase most people will ever make," he said. "A good Realtor can take a lot of worry out of the equation."



LIQUID LIBRARY PHOTO

If you're planning to buy or sell a home this spring, start talking to Realtors now.

AGENT OF THE WEEK



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AGENT OF THE WEEK

Ernestine Abrams
333-6071



 Nancy Lee 333-6071	 Joannie Burgett 290-5368	 Steve Burkhardt 216-5749	 Mike Cagle 216-4149	 Tony Coykendall 626-7232	 Virginia Engloff 216-6312	 Mel Fletcher 329-4989	 Cliff Heidenreich 413-1167	 Tom Johnson 290-5310	 John LaVine 216-4057	 Barb McKeel 290-3819	 Georgia Miller 888-4000	 Karin Millis 418-5821
 Steve Reel 590-REEL	 John Sims 339-6588	 Martha Smart 216-4076	 Mary Smith 319-0182	 Cate Waggoner 404-CATE	 Cary Oliver 333-6135	 Norma Edwards 216-3738	 Teresa Mohr 328-6222	 Jon Sturm 224-7352	 Jim Tanner 435-2512	 Noel Pottinger 670-5298	 Judith Jennings 216-3718	 Kay Dunaway 216-5857

 Very Updated Home \$169,900-35 Hazy Ct. MLS#2605405 3 Bedroom, 3 Bath w/finished Rec/Play rm. Stained staircase. Nice size BR's 1/2 acre lot, large deck, formal DR, breakfast, living, family, lg laundry rm & sm. Bonus rm for office, etc. Ernestine Abrams 432-9979	 Elegant "Ashwood" Condo \$499,900-1582 Ashwood Ct. MLS#2601626 3BR (2MBD, Den + Sun Rm-Main), 3C-Gar. Easy access downtown, shops, restrnts, churches, schls. Open concept, wh wdwk, cthdrl cigs, granite, hrdwds, tile, bit-ins, wlk-ins, 2 furn & A/Cs. Strg + Joannie Burgett 965-4903	 Foxberry Trace \$139,900-3927 Chantry Way MLS#2555417 4BR 2-story in great area convenient to schools & shopping. Featuring LR + FR, lg kit w/laminated floors, upgraded cabinets & pantry, MBR w/full bath & WI closet. Steve Burkhardt 216-5749	 This is a Must See! \$224,900-208 Fairfax MLS#2605900 Terrific 4BR 2 story with a huge great room, formal dining room, private den & a basement. Large wood deck overlooks a pond & cul-de-sac location for limited traffic. Mike Cagle 216-4149	 Brown County! \$299,900-2653 Lanam Ridge Rd. MLS#2600424 Stunning ridge top home w/bsmt! LR, FR, GR, den + 3 bonus rooms! 4BR, 2 full + 2 half baths. Wrap around deck. Must see! Tony Coykendall 626-7232	 Beautifully Maintained \$169,900-6657 Bloomfield Drive MLS#2604557 Brick Ranch w/in bsmt. 3BR/2 full baths, FR, in-ground pool w/ice deck & mini barn. Updated kitchen, ceramic flrs, all mechanicals. Great neighborhood - Bloomfield Estates. Virginia Engloff 847-8812	 Finished Basement \$219,500-5317 W. Potomac Lane MLS#2604619 Sharp 4 bedroom w/mny upgrades new carpet, paint, & blinds. Master suite w/cathedral ceiling, plant shelf, whirlpool & sep. shower. Large yard w/custom deck. Mel Fletcher 329-4989
 All the Extras! \$229,900-7117 Lakeland Trails BL MLS#2568123 Must see! 4 large BR/2.5 baths, full basement, fireplace in GR, partial brick front, over 3000 sq ft. This beautiful home needs you! Cliff Heidenreich 413-1167	 In the Country but Close \$154,900-7134 New Harmony Rd. MLS#2604115 Sharp clean 3BR/2 bath Ranch w/large kitchen on 6 acres. Close to St Rd 37 makes it easy access to Bloomington, Greenwood & Indy. Call to arrange tour! Tom Johnson 290-5310	 All Electric Energy Saver \$115,500-7128 Kimble Dr. MLS#2663430 Great floor plan w/GR & Loft. 3 lg BR w/ceiling fans & WI closets. GR has a wood burning FP. Extra: elec Range/oven, dishwasher refrig, washer, dryer, custom blinds, alarm sys & TV dish. John LaVine 216-4057	 Ready to Build? \$63,000-4724 Hickorywood Row. MLS#2547838 This lot in prestigious golf course community of Hickory Stick is waiting for you. Owner has had the lot cleared for building & left just the right amount of trees for shade. Barb McKeel 290-3819	 Your Search is Over! \$173,900-8436 Nuckols Lane MLS#2607471 Neat clean 4BR 2 story w/a great floor plan: family room, living room, dining room & a walk-in closet in every bedroom. The closet in MBR is another room itself! Don't miss it! Georgia Miller 888-4000	 Elegance with Style \$499,900-6297 Deerfield Dr. MLS#2602070 4BR, 3C gar w/4906sf on 1/2 acre. MBD + Den on main. DR + Brkfst, Rec Rm. (Amenities + scrn porch, 2 frplcs, hrdwds, tile, bit-ins, Wrlshp/strg rm). Comm pool/tennis. Karin Millis 418-5821	 Prestigious Design \$565,900-4953 W. Benthaven Dr. MLS#2572434 Stunning two story entry, columns into two story GR, balcony overlook, library w/coffered ceiling + bookcases! Master suite on appl. Fin bsmt w/kit. Steve Reel 590-REEL
 Nice Franklin Home \$73,900-3169 Compass Dr. MLS#2574317 Immaculate! 2 Bedroom/2 full bath. Nice garage w/carpport. Storage barn. Great yard & landscaping. Nice patios. Desirable area! John Sims 339-6588	 Peaceful Setting \$154,900-776 N 575 W, Bargersville MLS#2606761 3BR/2BA 2 story w/FP in FR. 2 acres w/fenced backyard. 2C att, covered porch, eat-in kit w/breakfast bar + kitchenette on 2nd floor. All appliances stay. Martha Smart 216-4076	 Garfield Park \$69,900-1411 Comer Ave. MLS#2755479 Very nice Bungalow! Totally updated kitchen + many appliances! Good size bedrooms + bonus room, 1 1/2 baths. Covered front porch. Fenced yard. Mary Smith 319-0182	 Greenwood Stone Ranch \$114,900-171 W. Wiley St. MLS#2571281 3BD/2BA - Brand new roof & gutters! Updates incl - flooring, baths, fireplace, & more! Refinished hardwood floors & detailed trim work! Immediate possession! Cate Waggoner 216-6341	 Exceptionally Maintained! \$137,900-1074 Springwater Dr. MLS#2604006 3BR/2 bath Davis built Ranch. Vaulted ceilings in FR w/ceramic tiled gas frplc, Kitchen MBR & Bath! Laminated flooring in foyer. Master w/walk-in closet. Upgraded appliances. Lori White 216-4425	 Lovely 2 Story W/Bsmt \$167,900-6628 Rosebud Lane MLS#2570229 Great find in Franklin Twp. 4BR home, partially finished bsmt, huge yard w/mature trees. Many updates, must see inside to appreciate all the room! Norma Edwards 216-3738	 Beautiful Victorian \$109,000-226 NE West Madison St. MLS#2603746 Gorgeous old home in Franklin. Lots of updates. Income potential is great or return to it's original beauty. 3 units, 1, 2 & 3 bedrooms. Teresa Mohr 888-3311 / 328-6222
 Offered Below Appraisal!! \$224,500-8016 Meadow Bend Dr. MLS#2526762 Beautiful 4BR 2 story w/water view. This sharp home is ready to move into w/neutral decor. 22x19 great room & 26x10 kitchen make this great for entertaining. Call me! Jon Sturm 224-7352	 Fabulous Mini-Farm \$369,000-1322 S. Morgantown Rd. MLS#2606616 Lovely 3BR/3BA updated home with sunroom & in-ground pool. 22 acres w/3 acre lake, 45x72 pole barn w/40x40 bldg, 30x60 bldg w/20x30 living quarters & so much more! Jim Tanner 435-2512	 Oldefield Estates \$194,900-484 Georgetown Rd. MLS#2575667 Brand new Mill home featuring 4BR w/LR + Fam Rm w/frplc, deluxe master bath, 3 car garage & many upgrades! Buy now & move in February. Call for special financing! Noel Pottinger 670-5298	 Cures Small-Space Blues! \$114,900-905 Nicole Way MLS#2558560 Lovely place to treasure! Charming, fenced Traditional-style enhanced by high ceilings, walk-in closets, plus a formal dining room, fireplace. 4BR/2 and 1/2 baths. Judith Jennings 216-3718	 Great Condo! \$83,000-593 Cielo Vista Dr. MLS#2571338 1st hole of Valle Vista Golf Course! Huge 2 story entry. Big GR w/built in entertainment unit. Master on main w/dbl closets & full deck! 2nd BR has private deck. Kay Dunaway 216-5857	 Another Quality Home \$152,500-6723 Aviva Way MLS#2563293 Exceptional 3BR 2 story w/basement! Features include a loft, huge great room w/frplce, large open kitchen & formal DR. You won't be disappointed in this! Cary Oliver 333-6135	 Impressive! \$375,000-1677 Ashwood Dr. MLS#2602682 Condo w/3BD, 3Car gar, 2600 sq ft. MBD + Den on Main. Convenient. Laundry. Bonus Rm, GR gas frplc, Sep Dining & eat-in Kit. Hrdwds, Tile Cwn molding, Storage over 3Car gar. Home Warr. Nancy Lee 333-6071

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