

Exclusively **Inverness** Magazine

Inside This Issue...

**HOW TO SELL FAST
FOR TOP DOLLAR**

**HOMES SALES
1st QUARTER OF 2013**

**15 INVERNESS PROPERTIES
FOR SALE**

**INVERNESS
BUSINESS DIRECTORY**



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PRESENTED BY
Chris Jacobs
The Pinnacle Group
at CENTURY 21 Roberts & Andrews

OUR RECENT INVERNESS SALES

PH: 847.963.0400 ~ Chris@InvernessForSale.com

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www.1480Thor.com

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1724 Galloway Drive

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1775 Fifth Road

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2228 Harrowgate Drive

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2295 Inverray Road

www.2295Inverray.com

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871 Braeburn Road

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800 Sterling Road

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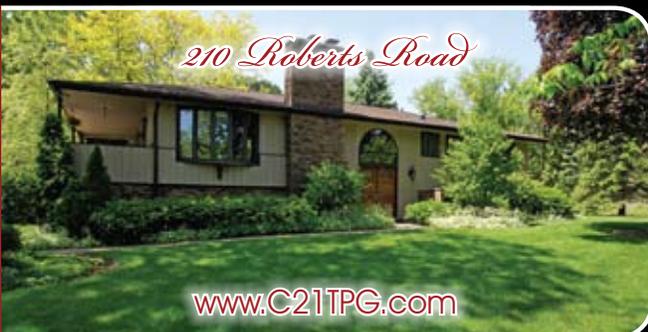
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135 Knockderry Lane

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CHRIS JACOBS
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The Pinnacle Group
"Doing Real Estate Right!"

letter

from the

REALTOR®



Welcome to our summer issue of Exclusively Inverness magazine.

Within this issue I have included an article giving my philosophy on selling a property for the best price. If you are planning on selling your home at some point in the near future, I hope you take a moment to give it a read.

As the real estate market is changing, knowing what the right moves are can be difficult. Many decisions need to be made, each one potentially affecting the market time and sales price of your property.

Marketing your home to qualified buyers begins with comprehensive market knowledge and a high-octane marketing plan. Serious buyers are constantly looking for information that will ultimately lead them to their dream home. Making sure your property stands out in the crowd is of utmost importance and your real estate agent's responsibility. These are qualities we believe are essential and we are uncompromising.

With Inverness being such a unique community, a one size fits all approach to selling real estate just doesn't work. We have spent countless hours and more money than any other real estate agent or group promoting Inverness real estate, and more specifically our clients' homes to potential buyers. Taking the time to understand the Inverness real estate market is something we pride ourselves on. This approach has resulted in our group selling more Inverness listings over the past 7 years, and thus far in 2013, than any other real estate agent or team.

If I can be of service to you or someone you know, please don't hesitate to call. To contact me regarding any of your real estate needs call 847-401-4859. I am always happy to be of service.

Sincerely,

Chris Jacobs
Broker Associate

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Cover: 475 Regalia Drive ~ page 2.

Exclusively Inverness 1



475 Regalia Drive

Offered at \$849,000

Spectacular Werd built custom home in newer East Cheviot Hills! Great curb appeal & meticulous care is immediately evident in this custom built home, constructed in 1997. The inviting two-story entry greets you. A formal dining room and private study flank the entry. Beyond, you find the spacious great room with volume ceiling and gas fireplace. The island kitchen...For the rest of this article visit this property online.



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www.475Regalia.com



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SUMMER 2013

160 Braymore Court



Offered at \$979,000



I N V E R N E S S

Great curb appeal is just the start for this Braymore beauty! A grand 2-story entry flanked by living room and dining room greet you. The generous 2 story family room with fireplace is open to the large island kitchen with access to the deck and backyard. 1st floor bedroom with adjacent full bath, 1st floor theater, den, huge master suite with luxury bath and his and her closets. Full finished basement with fireplace. Hardwood floors, tray ceilings in all upstairs bedrooms, security system, intercom, professional landscaping.



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www.160Braymore.com



1408 Drummond Circle

Offered at \$939,900

I N V E R N E S S



I N V E R N E S S

Stunning Inverness Hills beauty! Meticulously cared for and updated. Breathtaking hilltop lot! Superb finishes including hardwood, crown and wainscoting. Fantastic high-end kitchen with huge eating area, ample cabinets, stainless steel appliances and granite opens to entertaining area and fabulous vaulted family room. Spacious master suite, first floor bedroom suite, awesome walkout lower level with large in-law setup with second kitchen.

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www.1408Drummond.com

1209 Barclay Circle

Offered at \$719,900

UNDER CONTRACT

This home is fantastic! Nice interior location with generous backyard and great curb appeal. Wonderful features such as the beautiful gourmet island kitchen with cherry, granite and stainless steel appliances, 2 story entry, huge great room with fireplace, 1st floor master, finished lower level with recreation room, bar and office, patio, walk-in attic, hardwood floors, zoned hvac, 3.5 car side-load garage, mud/laundry room, security system, central vac, and so much more. Truly a must see!



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www.1209Barclay.com

I N V E R N E S S



I N V E R N E S S

UNDER CONTRACT

I N V E R N E S S



157 Burleigh Lane



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Chris@InvernessForSale.com

One of the nicest model of ranch home available in Inverness on the Ponds! Offering a cul-de-sac location and nice curb appeal. From the minute you step in the door the volume ceilings and open floorplan concept will impress you. The charming remodeled kitchen with bay eating area is open to the all season Florida rm with patio access. The large great room features a volume ceiling & fireplace. Also, large dining room, luxury master, study & more!



www.157Burleigh.com

Offered at \$424,900



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SUMMER 2013

2110 Common Ridings Way

I N V E R N E S S

A great opportunity to own a beautiful, more contemporary home at a fantastic price! Vaulted ceilings, skylights, spacious living area with gas fireplace and slider to deck, gazebo and private backyard. Generous size eat-in kitchen, 1st floor master with volume ceiling, walk-in closet and remodeled bath. 2nd floor bedroom suite with private bath and all bedrooms are generously sized. Hardwood floors, security system, intercom, newer roof, new driveway, exterior just re-painted. Shows Great and pride of ownership is reflected throughout!

Offered at \$495,000

www.2110CommonRidings.com



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UNDER CONTRACT



UNDER CONTRACT

180 Bradwell Road



Offered at \$750,000

I N V E R N E S S

This exceptional brick colonial situated on an approximately one acre parcel overlooking an open conservancy area is beautiful! A 2-story foyer with views of the second floor gallery and grand 2-story great room welcomes your guests. The formal living room and dining room flank the entry, the large island kitchen with bay eating area is fantastic. Features include a first floor den, second rear stairway, master bedroom with 17x15 luxury bath and 2 walk-in closets, princess suite, hardwood floors.



www.180Bradwell.com

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UNDER CONTRACT



1135 Glencrest Drive

Spectacular Dior built home in desirable Grencrest at an unbeatable price! Great curb appeal, grand 2-story entry, bright kitchen with large bay eating area, wonderful great room with soaring ceiling, 1st floor study and separate bedroom. Master suite with sitting area, dressing area, luxury bath, fireplace and 22x12 walk-in closet. Full finished walkout with huge recreation room, wet bar, 800+ bottle wine cellar, exercise room, bonus room and 2 large storage areas. Wonderful deck, patio & yard.

Offered at \$1,000,000
www.1135Glencrest.com

I N V E R N E S S



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HOMES SALES

INVERNESS

FIRST QUARTER OF 2013

Listed in alphabetical order by street name. Sales of detached and attached single family homes.

2011 Abbotsford Dr	\$557,500	01/10/2013
1107 Ashley Ln	\$745,000	03/01/2013
379 Ayrshire Ln	\$300,000	02/21/2013
194 Betty Dr	\$560,000	01/18/2013
207 Bradwell Rd	\$262,000	01/30/2013
2039 Bradwell Rd	\$315,000	03/20/2013
2017 Cheviot Dr	\$565,000	02/20/2013
1411 Drummond Cir	\$892,225	02/07/2013
127 Duntrune Ln	\$410,000	01/30/2013
110 S Haman Rd	\$225,000	03/28/2013
2295 Inverray Rd	\$705,000	03/21/2013
2217 W Palatine Rd	\$202,000	01/18/2013
1723 Pheasant Trail Rd	\$618,000	03/21/2013
1017 Ridgeview Dr	\$785,000	03/28/2013
210 Roberts Rd	\$350,000	02/22/2013
1428 Shire Cir	\$320,000	01/18/2013
506 Stone Canyon Cir	\$435,000	03/22/2013
1480 Thor Dr	\$690,000	03/18/2013
346 Windsor Ln	\$410,000	01/25/2013

Listed and sold by various participants in MRED LLC. Information herein deemed reliable but not warranted.

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SUMMER 2013

SOLD

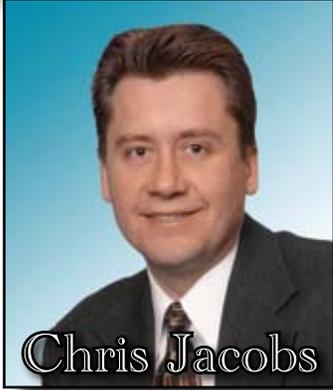


#1 AGAIN IN 2012

#1 in 2011, #1 in 2010,

#1 in 2009, #1 in 2008,

#1 in 2007, #1 in 2006



Chris Jacobs

**SELLING more INVERNESS
Listings over the Last
7 YEARS than ANYONE!**

Having your home showcased to thousands of potential buyers through *Exclusively Inverness* magazine is just one of the ways Chris Jacobs does real estate better. Professional marketing to the right clientele is how we set ourselves apart from the rest.

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Heidi Doering



Kathy Jacobs



Sharon Molnar



Ronald Hardesty



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If your home is currently listed with another real estate Broker, please disregard this message.

*Based on total number of detached and attached home listings sold in Inverness for 2006-2012, source MRED LLC.

864 Cortbridge Drive

Offered at \$599,900

Great curb appeal, loads of landscaping and a great interior location in desirable "Muirfield". Large family room with vaulted ceilings and stone fireplace. Completely remodeled kitchen with glazed cabinets, quartz counters, built-in appliances and ceramic floor. New Roof, beautiful 3-season sun room with vaulted ceilings. Large paver patio season sun room with vaulted ceilings. Large paver patio accessible from sun room, kitchen and family room. 1st floor den with adjacent full bath. 1st floor laundry, home theater. Shows well!



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www.864Cortbridge.com



Lot 20 Valley Lake Drive



LAND

I N V E R N E S S



WATERFRONT

Spectacular water views from this almost 2 acre parcel in Inverness. Interior location within neighborhood and potential for look-out lower level. This is one of the only prime lots left undeveloped in Inverness! Also features Fremd High School and very convenient to expressway.



Offered at \$499,000
www.C21TPG.com

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How To *Sell Fast* For Top Dollar

by Chris Jacobs

When working with homeowners in preparation for selling their property, a common goal of my clients is maximizing value while minimizing time on market. This is what every homeowner wants, but they often fall short... but why?

I think it's easy to blame the ailing real estate market over the past several years, but I have seen clients who have been able to make money throughout this downturn. I have seen other clients minimize their losses while other homes for sale seem to be in a perpetual nosedive. It's important to look at the factors that influenced these experiences and learn from them.

One of the easiest things for a seller to do, but is often ignored, is to make an honest assessment of their home in relation to competing properties, recent sales, and the current real estate market conditions. This requires an open mind and some professional advice. Start by enlisting the services of a real estate professional that really understands your marketplace and is willing to put forth the time and effort necessary to bring real value to the table. A good real estate agent can bring a team of professionals together to make things happen for you. They will have contacts to assist with the plan, where you may not. Many times real estate agents just want to rush to market without a sound game plan. In my opinion, this is almost guaranteeing limited results for the seller.

For achieving the best possible price with a shorter market time, most sellers need to "invest" in their product before bringing it to market. This doesn't always mean new kitchens and bathroom remodel jobs. Sometimes it just

requires a fresh set of eyes that knows what the buyers are going to be looking at when they show up. A good real estate agent should be able to anticipate what the buyers are going to be saying about the property before they ever come. Be open to hearing it and work to eliminate any objections before marketing your property. Work with your team before wasting time and potential buyer interest by being premature to market.

When it is time to start marketing your property, try and make a splash. A good real estate agent should be able to offer you many tools that go well beyond simply advertising in the Multiple Listing Service. Today I find buyers are doing more of their own searching than ever before. The goal is to reach out and touch as many buyers as possible, as quickly as possible, to generate a qualified buyer that is willing to purchase your home for what you and your real estate agent has determined is fair market value. Your Realtor needs to be able to make your home a standout among its competition.

I am often asked if I only list homes that look like model properties? The answer is that a lot of time and effort goes into one of our client's homes before the public ever even sees it. And in my opinion, this is the best way to maximize value for my clients.



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The S&P/Case-Shiller home price indices showed home prices rose between 4-6% in 2012. Home inventories are down, Consumer Confidence is up & interest rates remain low!

2013 will be the year we look back on & see the American housing market turned the corner. After historic lows we will see the trend of rising home prices continue into 2013.

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2118 Freeman Rd.

This short-sale offers the opportunity to live in Inverness on approximately one acre with a park-like back yard at an affordable price! With it's unique design, the home can easily accommodate an in-law arrangement that can be a challenge to find. Features include vaulted ceilings on the main level, wood burning fireplace, island kitchen with eating area, second kitchen in walkout lower level, zoned heating & cooling.

Offered at \$399,900
www.2118Freeman.com



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UNDER CONTRACT

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15

UNDER CONTRACT

1989 Abbotsford Drive



Offered at \$699,000

I N V E R N E S S

Life on the water! Offered is a beautiful brick ranch with fantastic water views across the entire back of the house! This home takes advantage of the picturesque location from the family room, kitchen, living room, sun room and master bedroom. Great layout with the island kit open to the family room with vaulted ceiling and fireplace. Four bedrooms on main level plus a first floor den. Beautiful hardwood floors, remodeled kitchen with cherry and granite, finished basement, zoned hvac, security system.

www.1989Abbotsford.com



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SUMMER 2013

1955 Braymore Drive

I N V E R N E S S

Ranch in Braymore Hills.... Open floor plan, huge kitchen open to big family room. Hardwood floors, trim, 6 panel doors. Fabulous finished basement with dance floor, office, exercise room, 5th bedroom with whirlpool, shower and sauna. Luxury master suite with sitting room. City Water and Sewer. This is a must see home.

Offered at \$599,000

www.1955Braymore.com

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UNDER CONTRACT



UNDER CONTRACT

I N V E R N E S S



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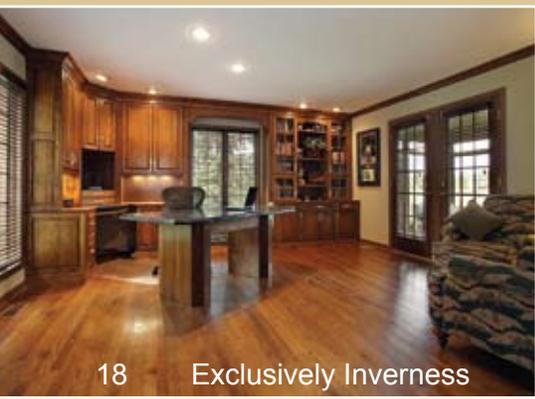
677 Tyne Court

Unbeatable curb appeal and a spectacular cul-de-sac location is just the start! This wonderful all-brick colonial backs to acres and acres of open conservancy, allowing for the ultimate in privacy while being a part of a great neighborhood like Cheviot Hills. This center entry home provides features such as a 1st floor study, 3-season sunroom, full finished basement, hardwood floors, zoned hvac, security system, central vac and much more.



Offered at \$695,000

www.677Tyne.com





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UNDER CONTRACT

1112 Jonathan Drive

SHORT-SALE *** Middleton model with wonderful curb appeal, walkout lower level and premium lot location! Upgrades included rosewood floors, security system, central vac, in-ground sprinkler, gourmet island kitchen with eating area open to 2 story family room and deck access. 2 story entry, 1st floor study, 3-car garage, expanded master suite with his and her closets and bonus room. Sold as-is.

CONTACT INFORMATION

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Offered at \$669,000



www.1112Jonathan.com



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REAL ESTATE

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see ad on page 11.

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