



# Cover Letter

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Tuesday, December 26, 2006

Dear Resident

We have prepared this market report in order to provide you with the most current information about what is happening in your neighborhood. This report is for informational purposes only. A more detailed report can be acquired by contacting any one of our real estate professionals.

We at Kosciusko County Lakes Realty take a positive professional approach to home sales. Your home would be no exception. 2007 will prove to be an exceptional year in local real estate sales. If you are contemplating the sale of your home we would encourage you to do so as soon as you are able. With current market trends, and the activities that are taking place in our community, along with other companies strengthening their market positions, we believe home sales will be stronger sooner than what most expect. The traditional "wait til spring" approach does not apply. We believe that if you "wait til spring" you will have missed the beginning of a strong trend upwards in the market.

It is especially important in the current market to set the price correctly and to prepare your home for "show". The "best" homes at the right price are the ones that are attracting the qualified buyers. We can offer advice in this area or we also have business relationships with other professionals trained in helping you stage your home correctly.

Finally, choose your real estate professional wisely. Kosciusko County Lakes Realty is the home to 10 of the best Realtors in the business offering a wide variety of real estate services. You may employ any one of our agents with the knowledge that we provide a team effort in the over all marketing of your home.

We look forward to working with you on the marketing of your home.

Sincerely, KC Lakes Staff



## Company Info

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### MISSION STATEMENT

“To provide premium quality real estate transactions to all clients”

Kosciusko County Lakes Realty is committed to being the best real estate agency in Kosciusko County. We are a full service real estate company our agents are highly trained, professional people for the benefit of our clients, customers, sales associates, the company and our community.

Kosciusko County Lakes Realty was founded in July 2005 on the principles that all clients would receive "fairness and honesty" in all transactions.

Our staff of highly trained professional Realtors under the direction and leadership of Terry L Baker subject themselves to continued educational courses that keeps them abreast of the new laws that pertain to real estate. They also are kept apprised of newer more inovative marketing technics as well as being educated on the newest and latest technological advances in order to maintain a level of expertise second to none. We pride ourselves in providing you the client with the best possible service that being getting your home sold for the highest possible price and in the least amount of time.

Our business is real estate. We provide a variety of services before, during, and after the sale. With Kosciusko County Lakes Realty you will have the "peace of mind" knowing your home is represented by professionals. You will also have the "confidence of knowledge" that every detail is being considered during the entire process of selling your home. Our goal is to provide you with a "worry free" "stress free" transaction while tailoring each transaction to the individual needs of you, the client.

Since our conception we have grown. We now have two offices. The main office is located in the heart of downtown Warsaw in the National City Bank building. This commitment reflects our standard of professionalism while providing our clientel the convenience of having 4 title companies, 6 mortgage lenders, the courthouse, and city hall all within steps of our front door. Our Syracuse branch office provides access to the recreational community of our county. In early spring of 2007 we will be opening our third office in Silver Lake. With current present day trends we believe the southern part of our county will be experiencing rapid growth over the next decade. We want to provide local residents and assist city officials with sound advice thereby becoming an integral part of that growth and developement.

On behalf of the entire staff let us say thank you for showing interest in your greatest investment. We want to be involved in your next real estate transaction. For further explanation of your neighborhood report please call or write. We will be more than happy to answer your questions.

# Comparable Report



Approx # Of Acres	0.00	0.65	0.75	0.00
Apx.Total Finished Sq.Ft	2937	2749	2995	3216
Basement/Foundation	Full Basement	Full Basement	Full Basement	Full Basement
# Of Bedrooms	4	4	4	4
Full Baths	2	2	4	4
Garage Style	2 Car Attached	2 Car Attached	3 Car Attached	3 Car Attached
Lake Type	None	None	None	None
Address	2246 S Paxton Drive	2324 S CLOVER LANE	2229 S PAXTON DR.	2539 S PAXTON DR.
Asking Price	\$254,000	\$258,750	\$264,900	\$305,900
Half Baths	1	1	0	0
LL Unfinished	640	741	593	
Apx Below Gr SqFt Finishd	550	800	702	1120
Apx Annual Tax	\$1421.88	1309	1557.30	1,905.00
Adjusted Price	\$245,000	\$248,700	\$263,000	\$305,900

# Comparable Report



Approx # Of Acres	0.83
Apx.Total Finished Sq.Ft	4404
Basement/Foundation	Full Basement
# Of Bedrooms	4
Full Baths	3
Garage Style	3 Car Attached
Lake Type	None
Address	2344 S Clover Ln.
Asking Price	\$389,900
Half Baths	2
LL Unfinished	480
Apx Below Gr SqFt Finishd	1140
Apx Annual Tax	2,164
Adjusted Price	\$389,900

## RESIDENTIAL Summary Statistics

	High	Low	Average	Median
LP:	\$389,900	\$254,000	\$294,690	\$264,900
SP:	\$263,000	\$245,000	\$252,233	\$248,700

# CMA Summary Report

## RESIDENTIAL - Active

ADDRESS	Mls #	Status	Area	Sale/Rent	TotFinSQFT	DOM	LP	\$/TotFinSQFT	SP	\$/TotFinSQFT
2539 S PAXTON DR.	15563	Act	10	For Sale	3216	258	\$305,900	\$95.12		
2344 S Clover Ln.	15567	Act	10	For Sale	4404	260	\$389,900	\$88.53		
<b>Total Listings</b>						<b>Avg</b>	<b>Avg</b>	<b>Avg</b>	<b>Avg</b>	<b>Avg</b>
<b>2</b>						<b>259</b>	<b>\$347,900</b>	<b>\$91</b>		

## RESIDENTIAL - Sold

ADDRESS	Mls #	Status	Area	Sale/Rent	TotFinSQFT	DOM	LP	\$/TotFinSQFT	SP	\$/TotFinSQFT
2246 S Paxton Drive	16127	Sld	10	For Sale	2937	71	\$254,000	\$86.48	\$245,000	\$83.42
2324 S CLOVER LANE	15467	Sld	10	For Sale	2749	79	\$258,750	\$94.13	\$248,700	\$90.47
2229 S PAXTON DR.	16613	Sld	10	For Sale	2995	61	\$264,900	\$88.45	\$263,000	\$87.81
<b>Total Listings</b>						<b>Avg</b>	<b>Avg</b>	<b>Avg</b>	<b>Avg</b>	<b>Avg</b>
<b>3</b>						<b>70</b>	<b>\$259,216</b>	<b>\$89</b>	<b>\$252,233</b>	<b>\$87</b>

## RESIDENTIAL Summary Statistics

	High	Low	Average	Median
<b>LP:</b>	\$389,900	\$254,000	\$294,690	\$264,900
<b>SP:</b>	\$263,000	\$245,000	\$252,233	\$248,700

# Final Comments

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The homes you see listed here are actual homes that have either sold in the past twelve months in your neighborhood or are currently on the market. This report was provided as a "rule of thumb" approach to price comparisons. The actual market value of any home depends on a number of facts. Items to consider include, curb appeal, square footage, number of bedrooms, needed repairs or updates, overall cleanliness, and floor plan. Other facts to consider may include, willingness to sell, reasons for selling, or other factors that have no direct bearing on the home itself. The actual market value can be subject to these items as well.

We would recommend that you request a full and complete market analysis from one of our trained professionals in order to establish your homes current value. Keep in mind this value may or may not be what you believe it should be as home prices fluctuate much like the stock market. Keep in mind that we feel the 2007 home market in Kosciusko County will be strong throughout the year and that homes put on the market before spring will be the ones that will catch most of this upward trend.

Thank you for taking the time to view these pages and if you have any questions we invite you to either write or call our office for the answers to those questions. Have a great 2007!