

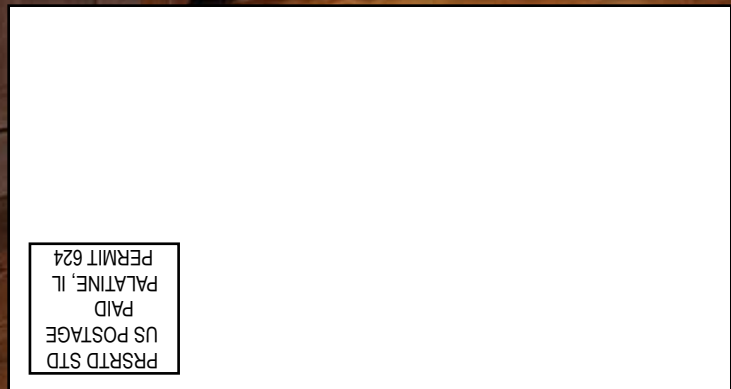
Exclusively **Inverness** Magazine

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**HOMES SALES
ALL OF 2012**

13 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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I N V E R N E S S



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398 Whispering Pines Court

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18 Woodview Lane

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5 Carlton Court

www.5Carlton.com

JUST SOLD
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346 Windsor Lane

www.C21TPG.com

JUST SOLD
I N V E R N E S S

letter from the REALTOR®



Welcome to our winter issue of Exclusively Inverness magazine.

Within this issue I have included an article giving my perspective on the Inverness real estate market and where I see it going. I hope you take a moment to read it and find it informative.

Especially now, when it comes time to sell your home, knowing what the right move is, 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 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, including 2012, 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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www.ExclusivelyInverness.com

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Cover: 2295 Inverray Road ~ page 2.

2295 Inverray Road



CONTACT INFORMATION

Chris Jacobs

847.963.0400

Chris@InvernessForSale.com

Stunning brick colonial, beautifully remodeled from top to bottom! 2-story entry, large island kitchen with breakfast bay open to family room with fireplace, 1st floor den, luxury master suite and beautiful bath, full finished sunny lookout lower level, 3-car garage. Updates within last 6 months include complete kitchen, all baths, hardwood floors, carpet, paint, roof, interior doors and all trim, all appliances, both furnaces and a/c units, hot water heaters, water softener, battery backup and more! Just move in and enjoy.



Offered at \$699,000

UNDER CONTRACT



www.2295Inverray.com



www.ExclusivelyInverness.com

Exclusively Inverness

1135 Glencrest Drive

Offered at \$1,000,000



I N V E R N E S S

Spectacular Dior built home in desirable Grencrest at an unbeatable price! Great curb appeal, grand 2 story entry, gourmet kitchen with large bay eating area, wonderful great room with soaring ceiling, 1st floor study and 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 and yard.

www.1135Glencrest.com



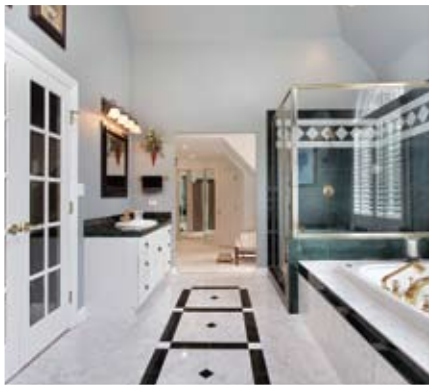


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UNDER CONTRACT

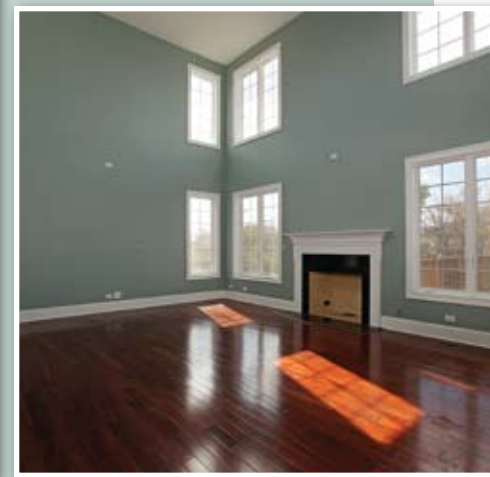
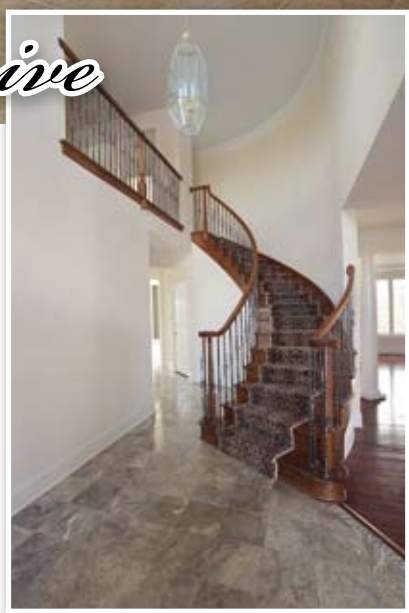
I N V E R N E S S



1112 Jonathan Drive

Offered at \$669,000

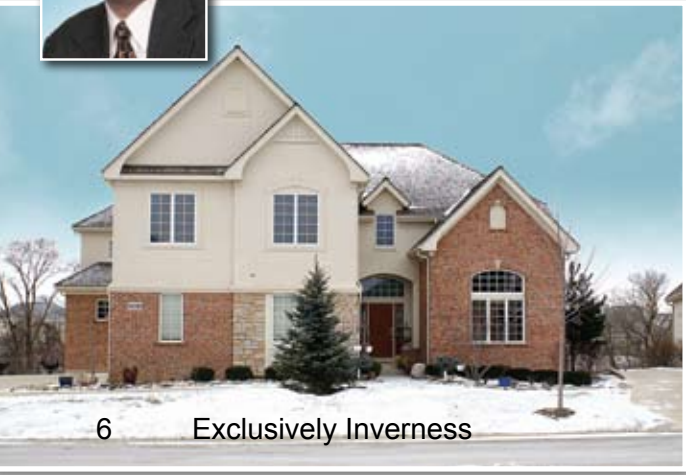
SHORT-SALE! Middleton model with wonderful curb appeal, walkout lower level and premium lot location! Upgrades included rosewood floors, security system, central vac, in-ground sprinkler, gourmet island kitchen with eating area open to 2 story family room and deck access. 2 story entry, 1st floor study,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



CONTACT INFORMATION

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www.1112Jonathan.com



2118 Freeman Road

I N V E R N E S S

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 accomodate an inlaw arrangement that can be a challenge to find. Features include vaulted ceilings on the main level, woodburning frplc, island kitchen with eating area, 2nd kit in walkout lower level, zoned heating & cooling.



Offered at \$419,000



www.2118Freeman.com



CONTACT INFORMATION

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Chris@InvernessForSale.com



Offered at \$599,900

864 Cortbridge Road

I N V E R N E S S

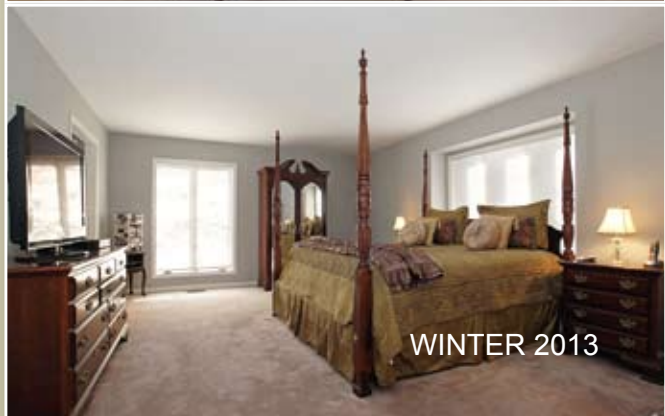
Great curb appeal, loads of landscaping and a great interior location in desirable "Muirfield". Large family room with vaulted ceilings and stone fireplace. Completely remodeled kitchen with glazed cabinets, quartz counters, built-in appliances and ceramic floor. New Roof, beautiful 3-season sun room 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!

www.864Cortbridge.com



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871 Braeburn Road

I N V E R N E S S

A truly inspiring Frank Lloyd Wright style mid-century contemporary designed by Don Erickson, a student of Mr. Wright. You no longer need to admire art, Mr. Erickson elevated architecture to an art form you can live in! The stylings of modernism are captured both inside and out. The open floor concept is captured in the dramatic details at every turn, including the stunning new kitchen. The design also incorporates the picturesque 1.6 acres parcel into the overall enjoyment. A quiet location and the mature landscaping is impressive.

Offered at \$645,000
www.871Braeburn.com



CONTACT INFORMATION

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UNDER CONTRACT



INVERNESS HOME SALES ALL OF 2012

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

2022 Abbotsford Dr	\$510,000	06/29/2012	220 S Haman Rd	\$400,000	11/08/2012
1328 Aberdeen Ln	\$1,420,000	05/15/2012	132 Hillshire Ct	\$912,000	08/01/2012
510 Alexander Ct	\$609,200	12/17/2012	2120 Huntly	\$555,000	01/03/2012
1535 Appleby Rd	\$325,000	02/28/2012	2191 Inverray Rd	\$620,000	05/25/2012
1916 Ashbury Ln	\$345,000	12/20/2012	2295 Inverray Rd	\$378,500	09/20/2012
1133 Ashley Ln	\$525,000	05/31/2012	437 Inverway Rd	\$425,000	10/09/2012
1138 Ashley Ln	\$655,000	11/06/2012	547 S Inverway Rd	\$350,000	03/06/2012
411 N Ayrshire Ln	\$500,000	08/29/2012	1113 Jonathan Dr	\$650,000	05/16/2012
505 Balmoral Ln	\$520,000	12/13/2012	1114 Jonathan Dr	\$815,000	05/01/2012
547 Balmoral Ln	\$775,000	03/14/2012	106 Kilchurn Ln	\$320,000	12/13/2012
648 Balmoral Ln	\$730,000	10/31/2012	832 Kilrenny Ln	\$512,500	08/10/2012
2109 Bannockburn	\$477,500	12/13/2012	27 Kingsborough Cove	\$535,000	10/01/2012
1200 Barclay Cir	\$625,000	06/06/2012	612 Kinneir Ct	\$550,000	01/27/2012
1210 Barclay Cir	\$625,000	04/20/2012	1070 Kirkwood Ln	\$475,000	03/01/2012
197 Barra Ln	\$370,500	10/31/2012	1075 Kirkwood Rd	\$570,000	04/27/2012
1568 Bedlington Dr	\$570,000	06/14/2012	1060 Lanark Ln	\$599,000	09/07/2012
1596 Bedlington Dr	\$710,000	11/09/2012	520 W Lancaster Ct	\$550,000	12/04/2012
1203 Bibury Ln	\$575,000	03/12/2012	900 Livingston Ln	\$2,195,000	12/05/2012
182 Bradwell Rd	\$662,000	11/09/2012	945 Livingston Ln	\$1,229,900	05/11/2012
700 Bradwell Rd	\$302,500	04/04/2012	75 Lochleven Ln	\$250,000	01/03/2012
741 Braeburn Rd	\$390,000	07/13/2012	305 Macalpin Ct	\$1,450,000	10/29/2012
130 Braymore Ct	\$672,000	06/13/2012	1440 Macalpin Cir	\$700,000	06/25/2012
1775 S Braymore Dr	\$1,365,000	08/10/2012	2117 Mulguy Ct	\$575,000	08/02/2012
1770 S Braymore Dr	\$715,000	01/23/2012	35 New Abbey Dr	\$1,137,500	04/30/2012
1875 N Braymore Dr	\$620,000	08/02/2012	194 Old Wick Ln	\$325,000	06/14/2012
1930 Braymore Dr	\$633,000	01/27/2012	1519 W Palatine Rd	\$540,000	12/05/2012
525 Bridgestone Ct	\$386,000	10/16/2012	2306 W Palatine Rd	\$99,000	06/07/2012
531 Bridgestone Ct	\$485,000	07/31/2012	1773 Pheasant Trl	\$550,000	10/31/2012
541 Bridgestone Ct	\$406,000	11/14/2012	1900 Pheasant Trl	\$366,000	07/13/2012
53 Brodick Ln	\$265,000	07/10/2012	1855 Prestwick Dr	\$675,000	07/13/2012
67 Brodick Ln	\$330,000	03/30/2012	767 Quail Run	\$1,125,000	08/15/2012
300 Canterbury Ln	\$435,000	12/21/2012	560 Regalia Dr	\$750,000	05/31/2012
330 Canterbury Ln	\$370,000	04/02/2012	1032 Ridgeview Dr	\$805,000	11/07/2012
33 Carleton Cir	\$443,000	11/26/2012	200 Roselle Rd	\$410,000	07/06/2012
1346 Carlisle Dr	\$530,000	05/31/2012	1060 Roselle Rd	\$530,000	06/15/2012
5 Carlton Ct	\$540,000	10/31/2012	1403 Rue Paris Ave	\$460,000	08/02/2012
18 Carnoustie Ln	\$920,000	05/18/2012	1417 Rue Paris Ave	\$478,500	03/23/2012
1921 Cheviot Dr	\$400,000	05/04/2012	1332 Shire Cir	\$315,000	04/02/2012
1566 Clover Dr	\$715,000	07/02/2012	1418 Shire Cir	\$250,000	05/30/2012
390 Country Oak Ln	\$627,625	07/30/2012	1441 Shire Cir	\$280,000	05/24/2012
117 Craigie Ln	\$260,000	07/10/2012	1461 Shire Cir	\$270,000	05/31/2012
84 Dirlerton Ln	\$335,000	06/08/2012	1463 Shire Cir	\$255,000	07/20/2012
274 Dover Cir	\$615,000	07/26/2012	1465 Shire Cir	\$285,000	05/23/2012
288 Dover Cir	\$390,000	10/05/2012	1469 Shire Cir	\$245,000	06/08/2012
1436 Dunheath Dr	\$505,000	06/08/2012	1477 Shire Cir	\$323,000	04/02/2012
1543 Durham Dr	\$325,349	02/28/2012	1519 Shire Cir	\$350,000	07/25/2012
1990 Durham Dr	\$400,000	10/25/2012	1527 Shire Cir	\$281,250	06/12/2012
745 Edinburgh Ct	\$525,000	07/29/2012	1540 Shire Cir	\$230,000	03/02/2012
230 N Ela Rd	\$235,000	10/19/2012	512 Stone Canyon Cir	\$400,000	08/09/2012
385 N Ela Rd	\$375,000	03/15/2012	622 Stone Canyon Cir	\$440,000	04/03/2012
469 N Ela Rd	\$277,900	06/12/2012	806 Stone Canyon Cir	\$360,000	01/30/2012
707 Fieldstone Ct	\$525,000	10/26/2012	864 Stonehaven	\$390,000	01/17/2012
223 S Firth Rd	\$687,500	11/29/2012	2283 Sunset Dr	\$355,000	10/01/2012
1751 Firth Rd	\$540,000	02/15/2012	1854 Thomas Atkinson Rd	\$582,000	06/27/2012
223 Florence Ave	\$399,000	07/27/2012	705 Thompsons Way	\$620,000	05/04/2012
244 Florence Rd	\$500,000	06/28/2012	1490 Thor Dr	\$395,323	10/31/2012
1617 Galloway Dr	\$655,000	07/10/2012	1044 Thyra Ln	\$535,000	08/10/2012
1720 Galloway Dr	\$596,250	01/20/2012	1070 Valley Lake Dr	\$441,000	12/04/2012
1723 Galloway Cir	\$640,000	08/22/2012	134 Warkworth Ln	\$277,500	09/28/2012
568 Glen Eagles Ct	\$598,000	01/10/2012	398 Whispering Pines Ct	\$655,000	11/02/2012
1314 Glenmore Ct	\$461,000	05/01/2012	243 Willow St	\$310,000	12/03/2012
317 Grayfriars Ln	\$500,000	03/08/2012	243 Wood St	\$395,000	05/17/2012
423 Grayfriars Ln	\$475,000	12/17/2012	247 Wood St	\$396,000	10/24/2012
107 N Haman Rd	\$512,500	07/16/2012	15 Woodview Ln	\$1,200,000	06/18/2012
			18 Woodview Ln	\$950,000	11/08/2012

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

10 Exclusively Inverness

WINTER 2013

SOLD

We've **SOLD MORE**
Inverness listings over
the last **7 YEARS**
than anyone!

We make it our **BUSINESS**
to know **INVERNESS!**



CHRIS JACOBS

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.

With over a **QUARTER BILLION** in sales since 1999, my group has the knowledge, experience and expertise you should expect when selecting your REALTOR. We are full-time real estate professionals with the tools and resources to provide the level of service you deserve.



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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.



The End of the Buyers Market???

by Chris Jacobs

Is this the moment homeowners have been waiting for? Could it be the end of the buyer's market? We've heard this many times before from all sorts of media outlets, but now could it be true?

Last August we shared data from 2012 with our clients that pointed to the bottom of the decline in housing prices in Inverness. Once a decline stops, balance can be restored between the home seller and home buyer. For the past several years, it has been unquestionably a buyer's market, but is this finally at an end? The short answer is YES!

No one can predict the future, but as I follow the local trends of sales, inventory and buyer demand within Inverness, I would have to say we're seeing the light at the end of the tunnel. So, has balance really been restored? I believe the answer again is yes. 2012 single family home sales in Inverness were up over 80% from 2011's pace, based on MRED data. I've also watched the inventory of homes for sale in Inverness drop to their lowest levels in many years, from a high in excess of 3 years inventory to now less than 1 year.

What about pricing? California based CoreLogic Inc. reported U.S. home prices experienced their biggest increase since May 2006. Prices have not jumped up substantially from their recent lows, but as more buyers compete for fewer available homes, prices will rise over time. Tight-

er lending practices, more thorough underwriting standards, and a highly scrutinized appraisal process will keep the values growing at a more realistic and sustainable pace.

According to the National Association of Realtors, existing home sales actually fell below their normal rate this past December due to tight supply. Rarely does a single community mirror a national statistic exactly. Different areas can trend in different directions or at a different pace than the national averages. I see Inverness, with its lower inventory, ready to start building on the stabilized market that currently exists here. Nationally, inventories are predicted to remain tight while many potential home sellers have to wait for prices to rise before they can even cover their mortgage and closing costs. While this can also be true in Inverness, I do not believe it will be the determining factor for the majority of Inverness residents.

What does this all mean for you? All of this could mean a couple years of a seller's market! Are we talking double digit appreciation? Most likely no, but it's great to finally see prices trending upwards. It is also great to be able to share some upbeat information. If I can help guide you as to whether it is the right time for you to consider selling, please feel free to contact me. I'm always pleased to be of service.



CONTACT INFORMATION

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677 Tyne Court



Offered at \$695,000

I N V E R N E S S

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.



www.677Tyne.com

CONTACT INFORMATION

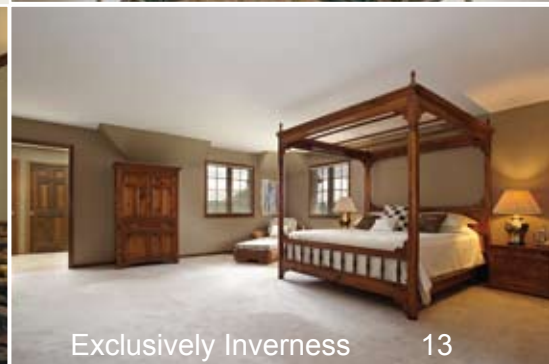
Chris Jacobs

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Chris@InvernessForSale.com



www.ExclusivelyInverness.com



Exclusively Inverness

13

1480 THOR D R I V E

Offered at \$793,000

REDUCED \$400,000!!! Quite a remarkable contemporary loaded with features. Volume ceilings, open floorplan, 1st floor master suite with luxury bath, 1st floor den, fabulous family room, large island kitchen with eating area, in-law suite with kitchenette and bath. finished lower level with 2nd kitchen/bar, recreation area, exercise room, steam room, wine room, sun room with hot tub, heated floors and storage. 3 fireplaces, large tiered deck with gas fire pit, private backyard, zoned hvac, generator.



I N V E R N E S S



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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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210 Roberts Road

SHORT SALE!!! A great opportunity to own this well cared for property.

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www.C21TPG.com

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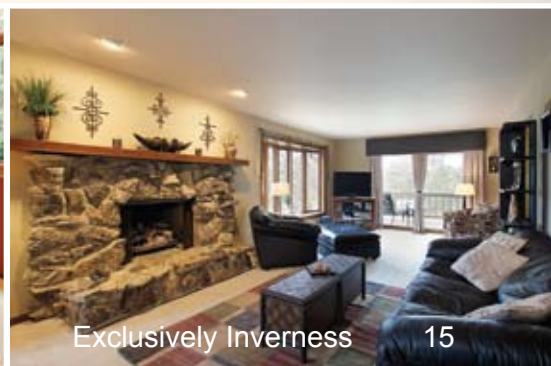
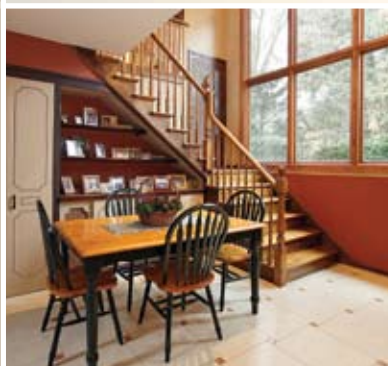


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UNDER CONTRACT



Exclusively Inverness

15

1724 Galloway Drive

I N V E R N E S S

Offered at \$769,000



INVERNESS HILLS BEAUTY! Main floor completely remodeled with stunning high end kitchen that has all the bells and whistles, open to enormous vaulted family room. First floor bedroom and office. Large master suite and plenty of bedrooms and baths on the second floor. Full finished walkout basement with fireplace, bonus room and bath. Enjoy the breathtaking private backyard from the large deck. Everything you've been looking for! AN EXTRAORDINARY HOME!

CONTACT INFORMATION

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847.963.0400
Chris@InvernessForSale.com



www.1724Galloway.com

1989 Abbotsford Drive

I N V E R N E S S

Offered at \$699,000



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



CONTACT INFORMATION

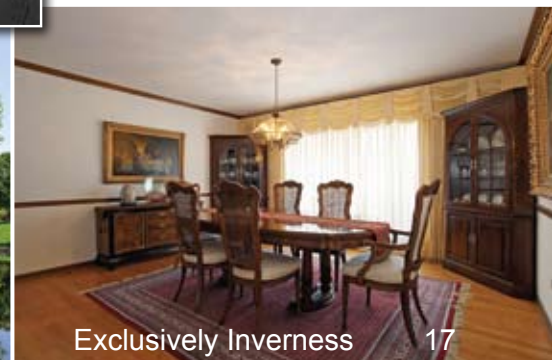
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17

Lot 20 Valley Lake Dr.

I N V E R N E S S

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.

www.C21TPG.com

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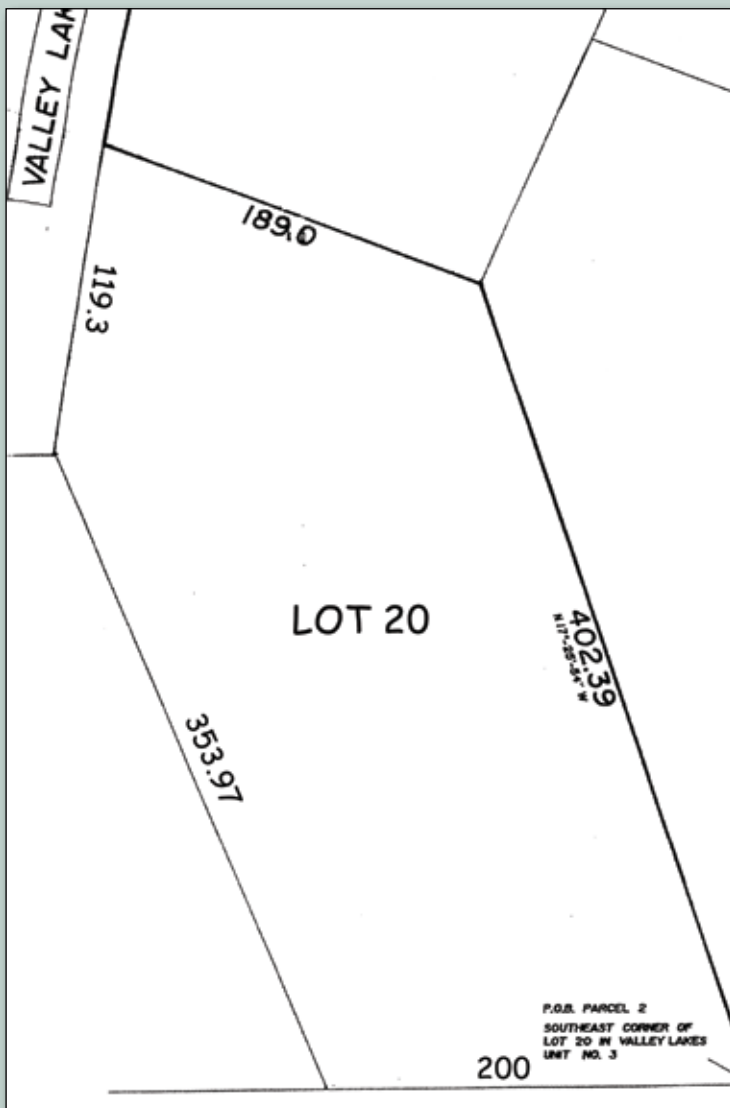
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Offered at \$499,000



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1955 Braymore Drive

Offered at \$599,000

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.

CONTACT INFORMATION

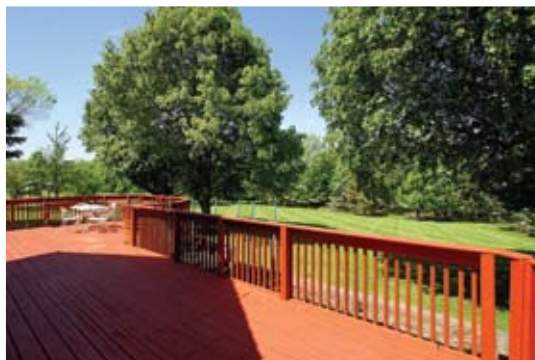
Chris Jacobs or Ronald Hardesty

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I N V E R N E S S



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