

*Judy Niemeyer*  
of Ashurst Niemeyer

LISTING YOUR PROPERTY

# About Us

## ASHURST AND NIEMEYER

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At Ashurst Niemeyer Real Estate, our commitment to personal service is unsurpassed. This team of real estate professionals is not made of one transaction agents. They know that the formula to success is to earn and build lasting relationships with their client. When you work with an Ashurst Niemeyer professional, you obtain more than an agent, you get a trusted advisor for life. Many of our agents have become an important part in the lives of their clients, not only helping them with their Real Estate transactions but also helping with the transactions of the extended members of their families and friends. We would love for you to be a part of our Ashurst Niemeyer family and let us be a part of yours.



Judy Niemeyer

CO-OWNER, ASSOCIATE BROKER

## **PROFESSIONAL EXPERIENCE**

Judy Niemeyer is the Co-Owner of Ashurst & Niemeyer. She enjoyed her undergraduate years at University of Alabama earning her degree in Business Education. A licensed REALTOR® since 1979, she went on to earn her Certified Real Estate Specialist (CRS), and has served as the past state and local director of Baldwin County Board of REALTORS®. Judy is recognized and respected as a leader in residential sales and marketing. She is a founding member of Impact 100, enjoys tennis, bridge, and snow skiing. Judy and her husband, Carlton, are active members of St. James Episcopal church and cherish time spent with their 8 grandchildren and 5 great-grandchildren.

***"IT IS ESSENTIAL TO HAVE A LOCAL PROFESSIONAL AS A RESOURCE TO HELP WITH YOUR REAL ESTATE NEEDS."***

***- JUDY***

# Judy Niemeyer's

## TEAM

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### ANGIE HAWES

Assistant to Judy Niemeyer  
angie@ashurstandniemeyer.com  
214.726.6902

## HOW TO REACH US

### MAILING ADDRESS

7472 Parker Road  
Fairhope, AL 36532

### EMAIL ADDRESS

judy@ashurstandniemeyer.com

### PHONE NUMBER

Office 251.928.9265  
Direct 251.583.5923



### ALLISON ASHURST

Professional Real Estate Photographer  
allison@ashurstandniemeyer.com  
251.406.1010





# *Our* TRACK RECORD OF SUCCESS

At Ashurst Niemeyer we pride ourselves on being a small company that makes a BIG difference. We maintain a solid market share, and our listings per capita far outweigh the market average. Our number of sold properties is comparable to or better than companies two and three times our size.

Our listings sell at 5.6% Higher than the MLS Average. This means our agents use their market knowledge, negotiation skills, and pricing strategies to make sure you are getting top dollar for your property.



## **NUMBER 1**

\$104 million  
of residential  
property  
SOLD.

## **RANKED NUMBER 3**

252  
Rental  
Properties  
Managed.

## **RANKED NUMBER 1**

\$466K  
Average Price  
Point

## **TOP 5**

Ashurst Niemeyer is  
ranked in the  
**TOP 5** out of **191**  
firms in our market.

Total Volume, 2020, Baldwin MLS: Fairhope, Daphne, Spanish Fort, Magnolia Springs, Historic Malbis



# LIST WITH US

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## **MULTI LISTING SERVICE**

Your home will be listed on both **Baldwin County** and **Mobile County MLS**. This will be the most up to date and comprehensive source of information for your home.

## **ACCESS TO WIDE AUDIENCE**

Listhub will "push" your home to over 100 professional real estate websites including **Zillow, Trulia, and Realtor.com.**

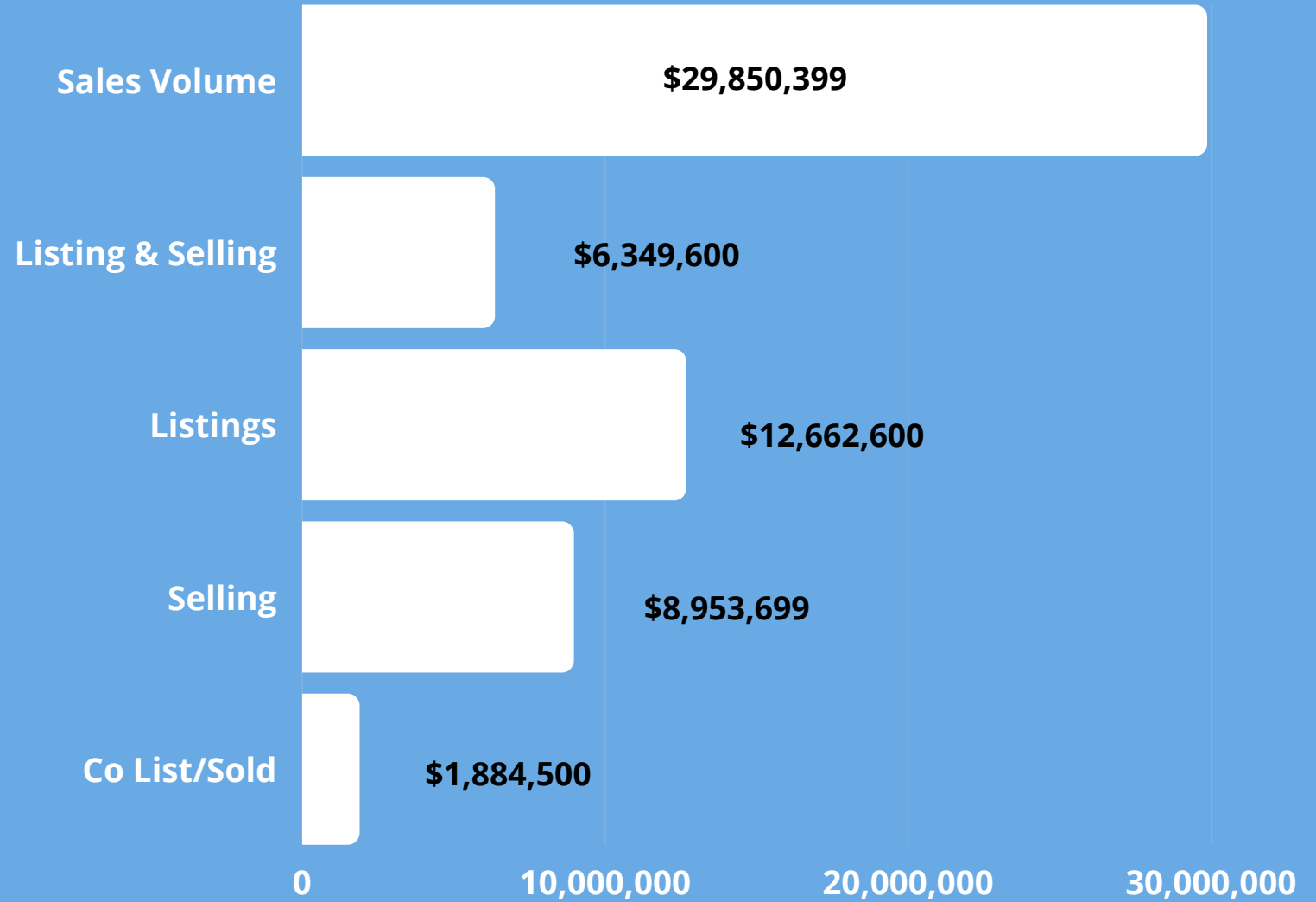
## **REGULAR UPDATES ABOUT YOUR LISTING**

Appointments for showing will be tracked in Showing Time - providing you feedback via email. Additional reports will be shared detailing internet traffic for your home generated via **Listhub, Realtor.com, and Tour Factory.**

Judy's

# LISTING SUCCESS RATES

LISTINGS SOLD YTD FOR 2020





# Listing Timelines

## EXPECTED TIMEFRAMES



### PREPARATION PHASE

Prepare the home to be put on the market.

Declutter, repairs, curb appeal, and  
landscape.

### PRE MARKETING

Research the market to determine the best  
pricing for your home.

Signing the listing.

Taking professional photographs and video.

### ACTIVE MARKETING

Listing will go live on the MLS.

Social Media marketing campaign will be  
implemented.

Continue to push the listing.

## ENHANCED MARKETING

- Staging (information available)
- Decluttering (information available)
- Complimentary measurements of home
- List features of the home
- Agent Caravans
- Live agent 24/7
- Advertising on downtown office TV
- Boomtown Leads



## DIGITAL MARKETING

- [www.ashurstandniemeyer.com](http://www.ashurstandniemeyer.com)
- Social Media - Your home will be featured on our social media accounts. We utilize "targeted boosts" to reach specific audiences for your home.
- Virtual Tours
- YouTube Videos

## PRINTED MARKETING

- Signage and quality brochures will be provided.
- We'll create premium property flyers for open houses, broker tours, and more.
- Property brochures and cards can be distributed to agents.

# Professional Photos

*When you list with Ashurst and Niemeyer, you get more than a Professional Real Estate Agent*



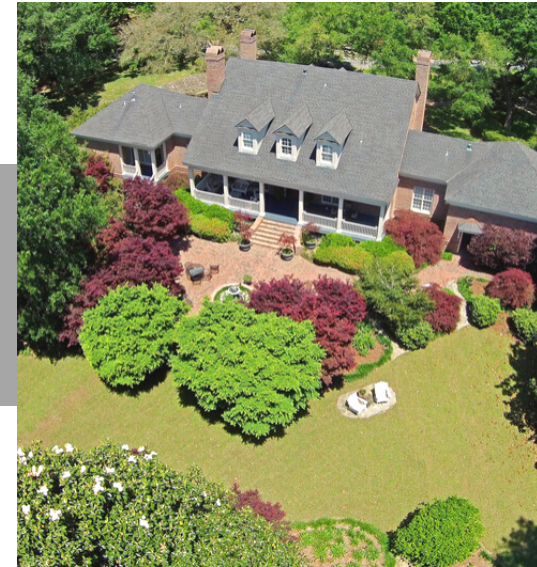
## GOOD LIGHTING

Our in-house photography department will ensure that potential buyers see well-balanced, vibrant photos of your home.



## VIRTUAL TOURS

Photos pan and zoom to transform still photos into video. This allows the power of visual marketing to sell homes faster and attract better-quality leads.



## AERIAL VIEWS

We have a drone and drone operator for optional aerial views of your property to give buyers a new perspective on your listings!



# 8 Summer Lane

Fairhope, AL 36532



## Ashurst Niemeyer

### Specs

- \$895,000
- 3,366 Square Feet
- 4 BR 2.5 Bath
- 0.96 Acres
- 3 Lots

### Special Features

- Custom built for owner in 1994
- Incredible location - 1 mile to downtown Fairhope and Mobile Bay
- Amazing crawl space which is walkable and covered with a vapor barrier
- Rough Sawn Cypress siding, Hardie board trim and soffit
- Hurd doors and windows
- 10' ceilings on main level, 9' ceilings upstairs, 32' ceiling in great room
- Pine floors throughout
- Wet bar added in 2015
- Addition of large hurricane glassed window sunroom/studio, which is heated and cooled, cork floor and stainless-steel sink was added 2015
- Lots of storage in home
- Interior of house painted in 2012
- Rinnai tankless gas hot water heater downstairs, gas hot water heater upstairs
- Air conditioning and gas heat: all new LENNOX® 4-ton downstairs and 2.5-ton upstairs system installed: 5/2013 with warranty thru 5/2023 Bay Aire maintenance biannually
- Hunter wireless security system - annual contract
- Termite bond and pest control with E3 Termite & Pest Control

### Living Areas

- Wood burning fireplace and built-in cabinets in great room
- Off the foyer - Room could be separate office, music room or living room

### Kitchen/Dining

- Remodeled in 2012
- Pantry
- Custom cabinets
- Beaded board
- Granite countertops
- 6" butcher block in center island
- Pot filler
- All KitchenAid® appliances including a warming drawer, 36 inch - 6 burner gas stove, microwave, dishwasher, refrigerator
- Oversized dining room with bay window

### Bedrooms/Baths

- Master bedroom with access to the wrap around covered porch
- Master bath has bay window with whirlpool soaking tub, oversized tile shower, walk-in closet
- TV room / den / sunroom extension off master bedroom
- 3 bedrooms upstairs

### Outdoors

- Exterior house painted in 2012-2013-2014 in various stages
- Large back decks were added and back porch was screened in 2007
- Saltwater system 20' x 40' pool and spillover hot tub
  - New pool liner added 2014
  - New pump added 2012
  - New heater for hot tub added 2019
- 8' Fence around backyard with large gates added 2018
- Belgard® paver driveway, patio and walkways added 2015
- Easy parking with wide gate to back yard and plenty of room for a garage
- Pentablock™ outdoor kitchen with sitting walls and fire pit area (2018 - 2019)
  - Blaze® 32" propane grill, extra side - burner with lid
  - Exterior sink with lid
  - Blaze® exterior refrigerator and storage bins.
  - Lava rock fire pit
- Hot house with electricity and water
- Beautiful outdoor lighting
- Sand box
- Lots of trees including Fig, Cherry, Crepe Myrtle, Japanese Magnolia, Japanese Maple



JUDY NIEMEYER  
251-583-5923  
JUDY@ASHURSTANDNIEMEYER.COM  
@JUDYSELLSASHURSTANDNIEMEYER

## 8 Summer Lane

FAIRHOPE, AL



Outdoor Kitchen



Outdoor Seating with Fire Pit



Saltwater Pool



Spillover Hot Tub



Beautiful Landscape Lighting



Outdoor Entertaining

**\$895,000**  
**4 Bedrooms**  
**2 Full Baths**  
**1 Half Bath**  
**3,366 Sq. Ft.**  
**Lot Size: 0.96 Acres**

#### Room Dimensions

Master Bedroom	13 x 16
Bedroom 2	11 x 15
Bedroom 3	11 x 12
Bedroom 4	11 x 14
Office	12 x 12
Great Room	15 x 22
Kitchen	13 x 16
Dining Room	11 x 14
Utility Room	8 x 10

#### FEATURES:

- Custom built for owner in 1994
- Incredible location - 1 mile to downtown Fairhope and Mobile Bay
- 3,366 sq. feet and located on 0.96 acres
- Amazing crawl space which is walkable and covered with a vapor barrier
- Rough Sawn Cypress siding, Hardie board trim and soffit
- Hurd doors and windows
- 10' ceilings on main level, 9' ceilings upstairs, 32' ceiling in great room
- Pine floors throughout
- Off the foyer - Room could be separate office, music room or living room
- Master bedroom with access to the wrap around covered porch
- Master bath has bay window with whirlpool soaking tub, oversized tile shower, walk-in closet
- TV room / den / sunroom extension off of master bedroom
- Oversized dining room with bay window
- Total kitchen and entry remodel in 2012: Pantry, custom cabinets, beaded board, granite countertops, 6" butcher block in center island, pot filler, all KitchenAid® appliances that include warming drawer, 36 inch - 6 burner gas stove, microwave, dishwasher, refrigerator
- Wet bar added in 2015
- Saltwater system 20' x 40' pool and spillover hot tub
  - o New pool liner added: 2014
  - o New pump added 2012
  - o New heater for hot tub added 2019
- Interior of house painted in 2012
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- 8' Fence around backyard with large gates added 2018
- Belgard® paver driveway, patio and walkways added 2015
- Easy parking with wide gate to back yard and plenty of room for a garage
- Pentablock™ outdoor kitchen with sitting walls and fire pit area (2018 - 2019)
  - o Blaze® 32" propane grill, extra side burner with lid
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- Hot house with electricity and water
- Hunter wireless security system - annual contract
- Beautiful outdoor lighting
- Termite bond and pest control with E3 Termite & Pest Control
- Sand box.
- Lots of trees including Fig, Cherry, Crepe Myrtle, Japanese Magnolia, Japanese Maple

## 8 Summer Lane

FAIRHOPE, AL

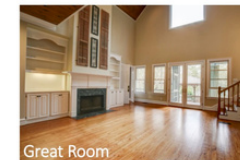


**Ashurst Niemeyer**  
REAL ESTATE

#### JUDY NIEMEYER

251-583-5923  
251-928-9265

JUDY@ASHURSTANDNIEMEYER.COM  
WWW.JUDYSELLS.COM  
@JUDYSELLSASHURSTANDNIEMEYER



Great Room



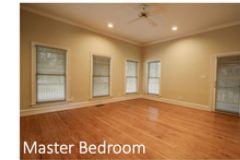
Kitchen



Kitchen



Dining



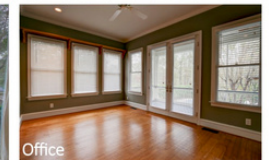
Master Bedroom



Master Bathroom

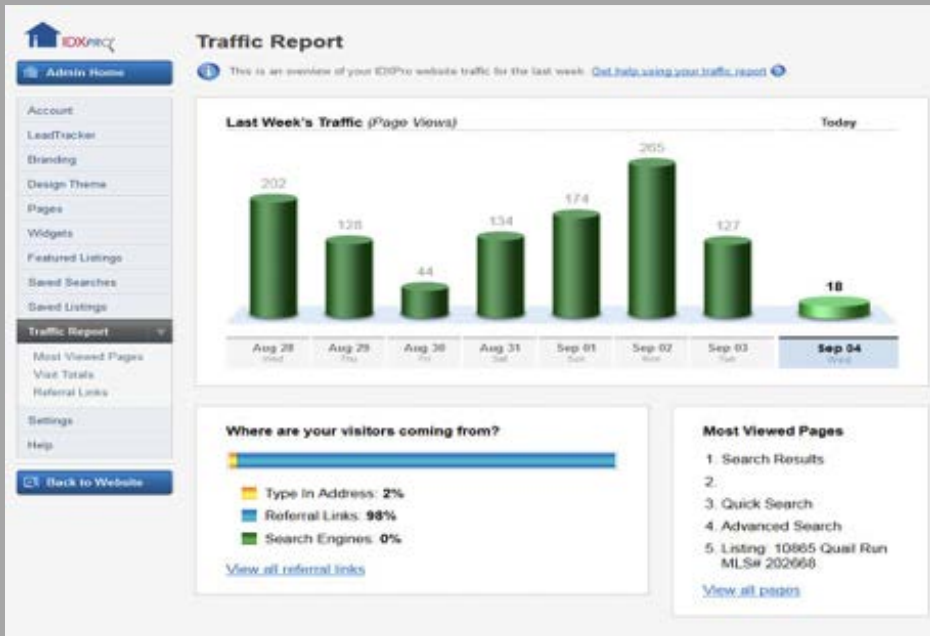


Studio/Back Porch



Office





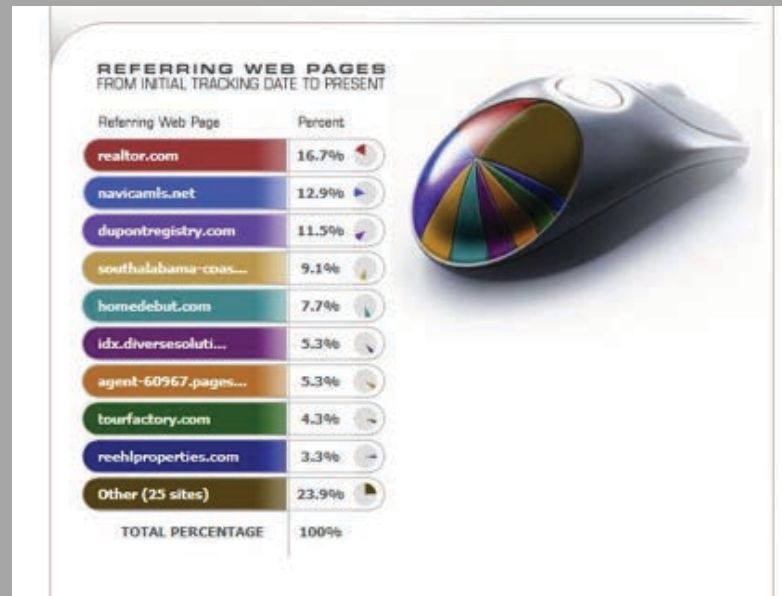
# Track Results

WHERE DO CLIENTS COME FROM?

Former clients 28%

Friend 26.6%

Client Referral 11.1%



**WEEKLY SELLERS REPORT**  
Amazing Home on Lakewood's Golf C... August 20, 2013

Do you know someone wanting to sell a home? I just love referrals! Forward this email to them to show them the powerful tools being used to market your house!

The Judy Niemeyer Team  
251-928-9265  
judy@ashurstandniemeyer.com

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**LISTING SUMMARY** AS OF 8/20/2013 **Price: \$1,100,000**

MLS #178834  
6461 Raintree Rd.  
Fairhope, AL 36532  
www.tourfactory.com/773897



# Customer Success Stories

## **DONNA BRUMAGE**

*"Judy was a true delight to work with. She was extremely knowledgeable and professional. We lived in Colorado when we met Judy, December of 2019. We kept in touch and she was always sending homes to us via email. She took time to go and look as well. We bought the first week of March and closed April 13th. We love our new home. We will recommend Judy Niemeyer to family, friends and strangers."*

## **DOMINIC TRIONE**

*"Judy Niemeyer is more than a real estate professional. She provides the guidance and understanding to assist with the selections we make during each chapter of our life. That compassion helps nurture the energy we all need to make the best decisions for our future. Her energy helped us with many residence choices over the years. The assistance never ends. She is there for any questions long after the close."*

## **LEE SKRMETTA**

*"We feel so fortunate to have found Judy, which we did by chance and on a whim. The moment we met her, we felt as though we were in great hands and never looked back. Judy helped us through our quick but rather unconventional move to the area and made the process enjoyable and as stress-free as one could hope for. While I hope we don't need to use a realtor anytime too soon, Judy will always be our first choice."*