

*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 the 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 the 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 playing in the snow. Judy and her husband, Carlton, are active members of St. James Episcopal church and cherish time spent with their 8 grandchildren and 6 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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### HOW TO REACH US

#### MAILING ADDRESS

7472 Parker Road  
Fairhope, AL 36532

#### EMAIL ADDRESS

[judy@ashurstandniemeyer.com](mailto:judy@ashurstandniemeyer.com)

#### PHONE NUMBER

Office 251.928.9265  
Direct 251.583.5923



#### ANGIE HAWES

Assistant to Judy Niemeyer  
[angie@ashurstandniemeyer.com](mailto:angie@ashurstandniemeyer.com)  
214.726.6902



#### ALLISON ASHURST

Professional Real Estate Photographer  
[allison@ashurstandniemeyer.com](mailto:allison@ashurstandniemeyer.com)  
251.406.1010



#### KATHY LETCHER

Marketing Director  
[kathy@ashurstandniemeyer.com](mailto:kathy@ashurstandniemeyer.com)  
251.517.5417





# 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.



## **2022 SALES VOLUME**

Over  
\$147 million in  
sales volume

## **COMPANY RESIDENTIAL PRICE POINT**

\$680K  
Average

## **TOP BOUTIQUE FIRM**

Ashurst Niemeyer  
has remained the  
**TOP Boutique Firm**  
on the Eastern  
Shore.

Total Volume, 2022, Baldwin MLS





# 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.**

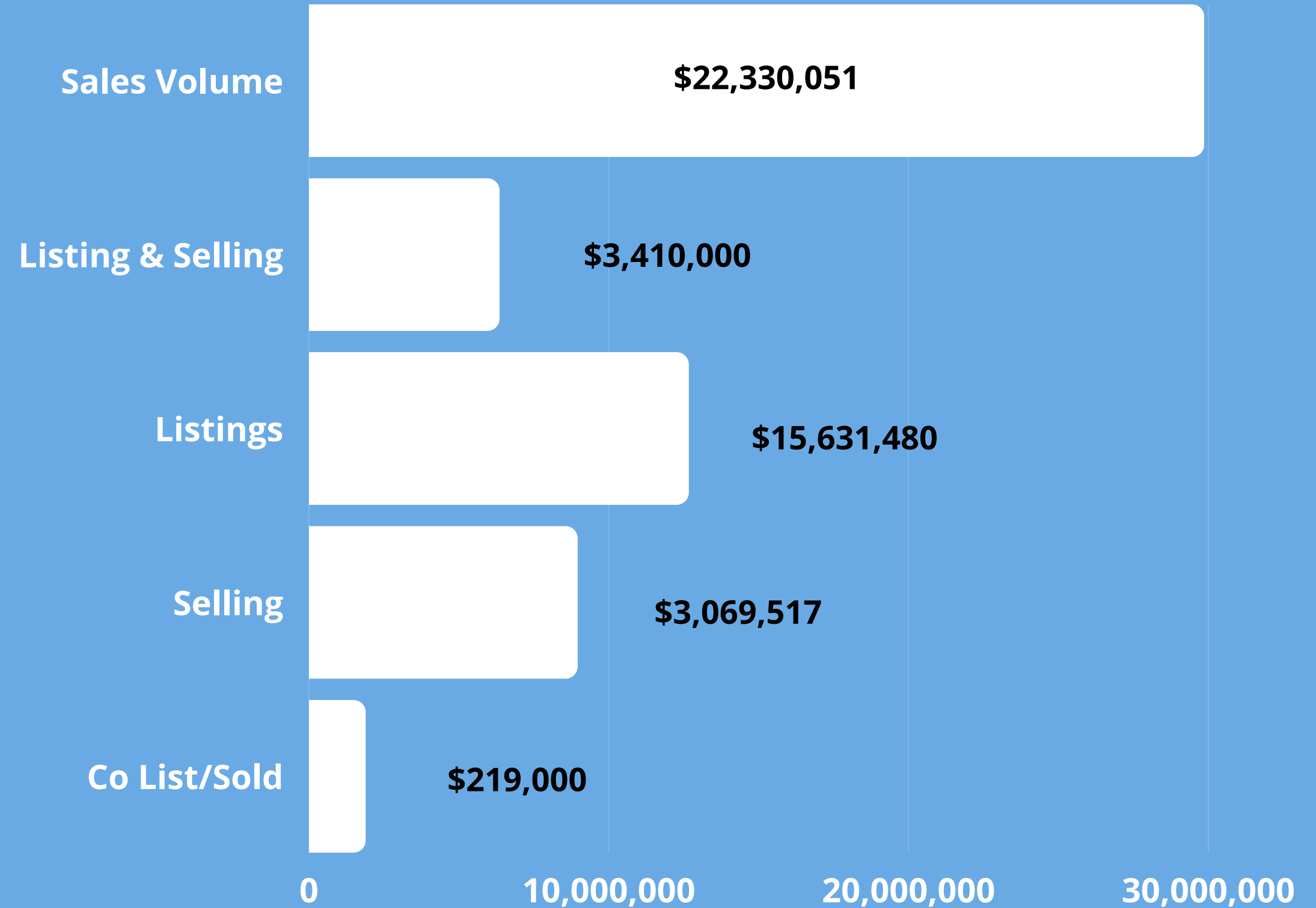
## **REGULAR UPDATES ABOUT YOUR LISTING**

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 2022





# 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

- Sinage 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.



**TAKE PHOTOGRAPHS OF HOME**

**PRODUCE VIRTUAL TOUR**

**PRODUCE YOUTUBE VIDEO**

**HAVE HOME PROFESSIONALLY MEASURED**

**HIT ALL SOCIAL MEDIA OUTLETS**

**HIT ASHURSTANDNIEMEYER.COM**

**COORDINATE A BROKER'S OPEN HOUSE**

**CALL AGENTS DIRECTLY**

**EVALUATE ACTIVITY**

**SHOW THE PROPERTY**


**GATHER FEEDBACK TO SHARE WITH CLIENT**

**EVALUATE PRICIN**



22495 Sea Cliff Drive

Fairhope, AL



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Ashurst Niemeyer

REAL ESTATE

JUDY NIEMEYER

251-583-5923

251-928-9265

JUDY@ASHURSTANDNIEMEYER.COM

WWW.JUDYSELLS.COM

@JUDYSELLSASHURSTANDNIEMEYER

Judy Niemeyer  
of Ashurst Niemeyer

Welcome to....  
22495 Sea Cliff Drive  
Fairhope, AL




Arrive at the gated entry and follow the wonderful drive of concrete pavers to the front of the house. As you enter you can feel the quality and appreciate the turnkey condition. This home was totally remodeled by the current owner only 4 years ago. Walk in and enjoy themagnificent views of Mobile Bay. It is appointed with incredible detail; beautiful oak floors through the main level, oversized primarybedroom with fireplace, magnificent views of Mobile Bay from the primary bedroom —his and hers closets and convenient utility room,oversized living and dining room opening to the spacious kitchen equipped with Wolf appliances (gas range, steam oven, built in warming drawer, microwave, 2 dishwashers, built in freezer and refrigerator drawers plus separate refrigerator, wet bar with wine fridges as well as ice maker, plus a separate office. There are 3 bedrooms and 2 baths upstairs. Downstairs accommodates fitness andstorage. Look at the photos and you will see all the unique features that make this home so special.

4 Beds | 4 Baths | MLS # 337444 | Approx. 5949 Sq. Ft. | \$3,278,500


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22495 Sea Cliff Drive

Fairhope, AL 36532



Arrive at the gated entry and follow the wonderful drive of concrete pavers to the front of the house. As you enter you can feel the quality and appreciate the turnkey condition. This home was totally remodeled by the current owner only 4 years ago. Walk in and enjoy the magnificent views of Mobile Bay. It is appointed with incredible detail; beautiful oak floors through the main level, oversized primary bedroom with fireplace, magnificent views of Mobile Bay from the primary bedroom his and hers closets and convenient utility room, oversized living and dining room opening to the spacious kitchen equipped with Wolf appliances (gas range, steam oven, built in warming drawer, microwave, 2 dishwashers, built in freezer and refrigerator drawers plus separate refrigerator, wet bar with wine freeze as well as ice maker, plus a separate office. There are 3 bedrooms and 2 baths upstairs. Downstairs accommodates fitness and storage. Look at the photos and you will see all the unique features that make this home so special.











Judy Niemeyer

See the Virtual Tour! [www.tourfactory.com/3033760](http://www.tourfactory.com/3033760)

Equal Housing Opportunity | All Information Deemed Reliable but not Guaranteed

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VIEW THE TOUR



4 Bedrooms  
3 Full Baths  
1 Half Baths  
5, 949 Sq. Ft.  
140 water frontage  
MLS #325694

Room Dimensions	
Primary Bedroom	19 x 22
Bedroom 2	16 x 21
Bedroom 3	12 x 14
Bedroom 4	14 x 21
Office	15 x 13
Great Room	19 x 21
Dining Room	12 x 19
Kitchen	14 x 21
Bonus Room	13 x 20
Guest Suite	14 x 15

FEATURES:

- Gated entry
- Home built in 1991, totally remodeled by the current owner only 4 years ago.
- 4 bedrooms and 3.5 baths
- Kitchen features Wolf appliances (gas range, steam oven, built inwarming drawer, microwave, 2 dishwashers, built in freezer and refrigerator drawers plus separate refrigerator, wet bar with wine fridge as well as ice maker.
- Beautiful Oak floors throughout the home
- Oversized formal dining room
- Wet bar with small refrigerator and separate buffet
- Oversized Formal dining room
- Downstairs accommodates fitness and storage
- Magnificent views of Mobile Bay from family room and primary bedroom
- There are 3 bedrooms and 2 baths upstairs
- Primary bedroom has a fireplace with gas logs
- Spacious walk in shower with dual shower heads
- Exercise room for a home gym
- Outside entertaining space with outdoor kitchen, gas grill, smoker and a wood burning fireplace that overlooks the bay
- Solid bulkhead with 140 of water frontage
- Sweeping Oak trees that adorn approximatley 1.96 acreage

Custom Marketing

When you list with Ashurst Niemeyer, our marketing department will create custom flyers and brochures to market your property.

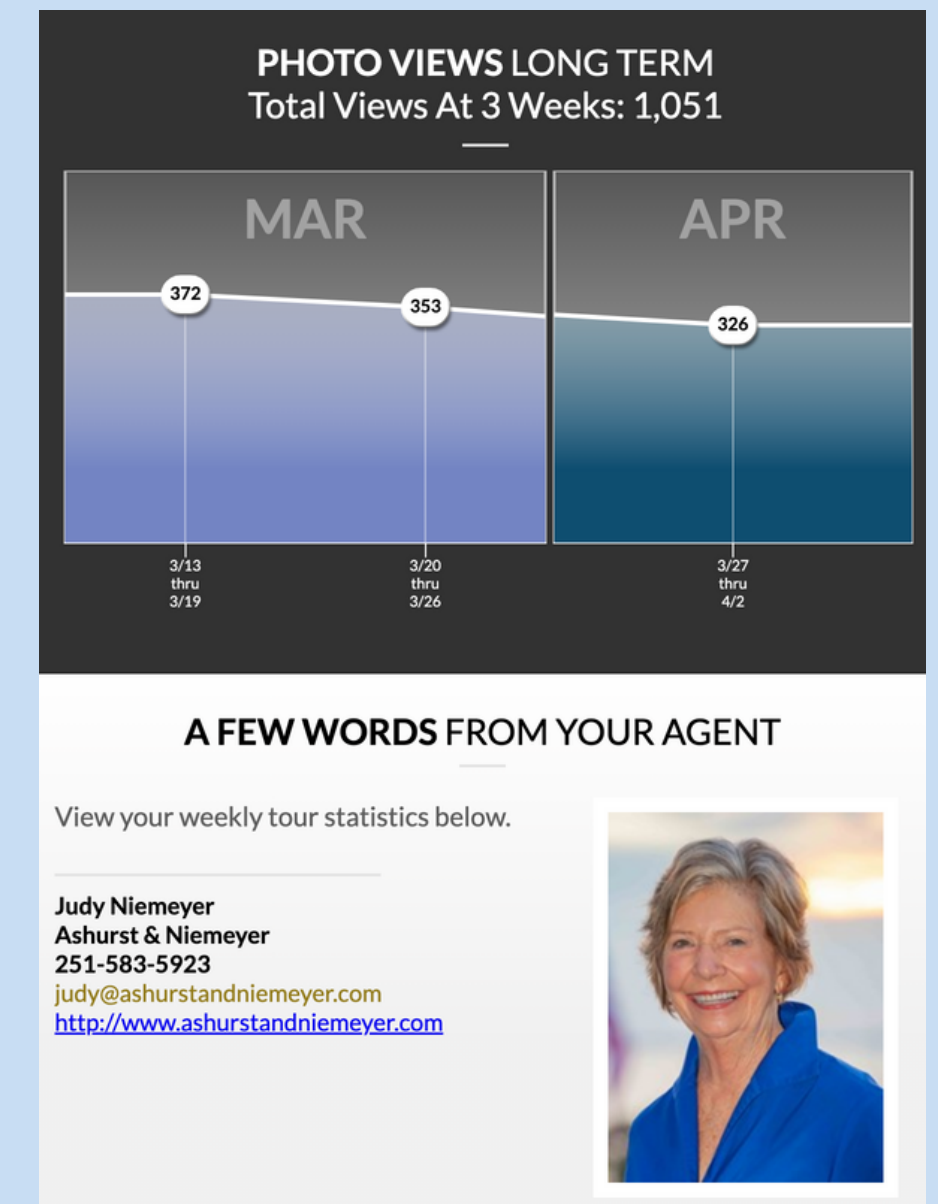
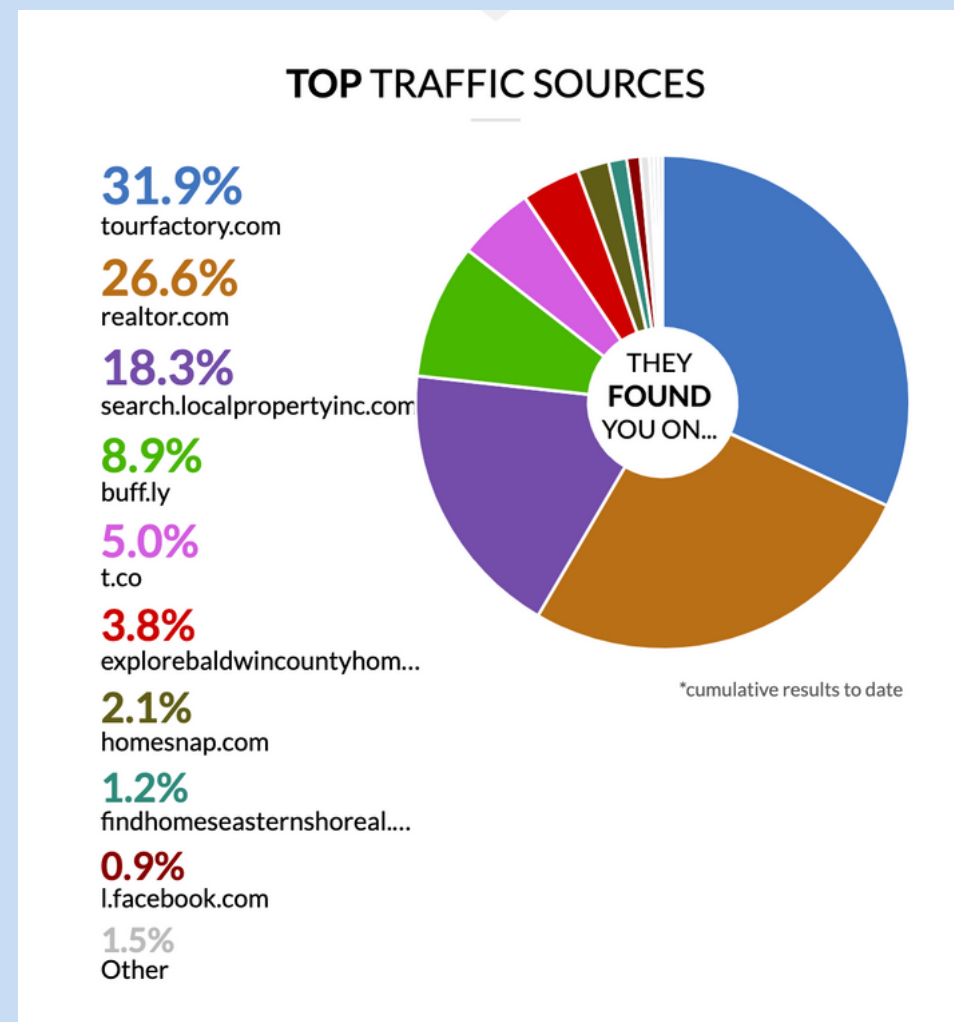
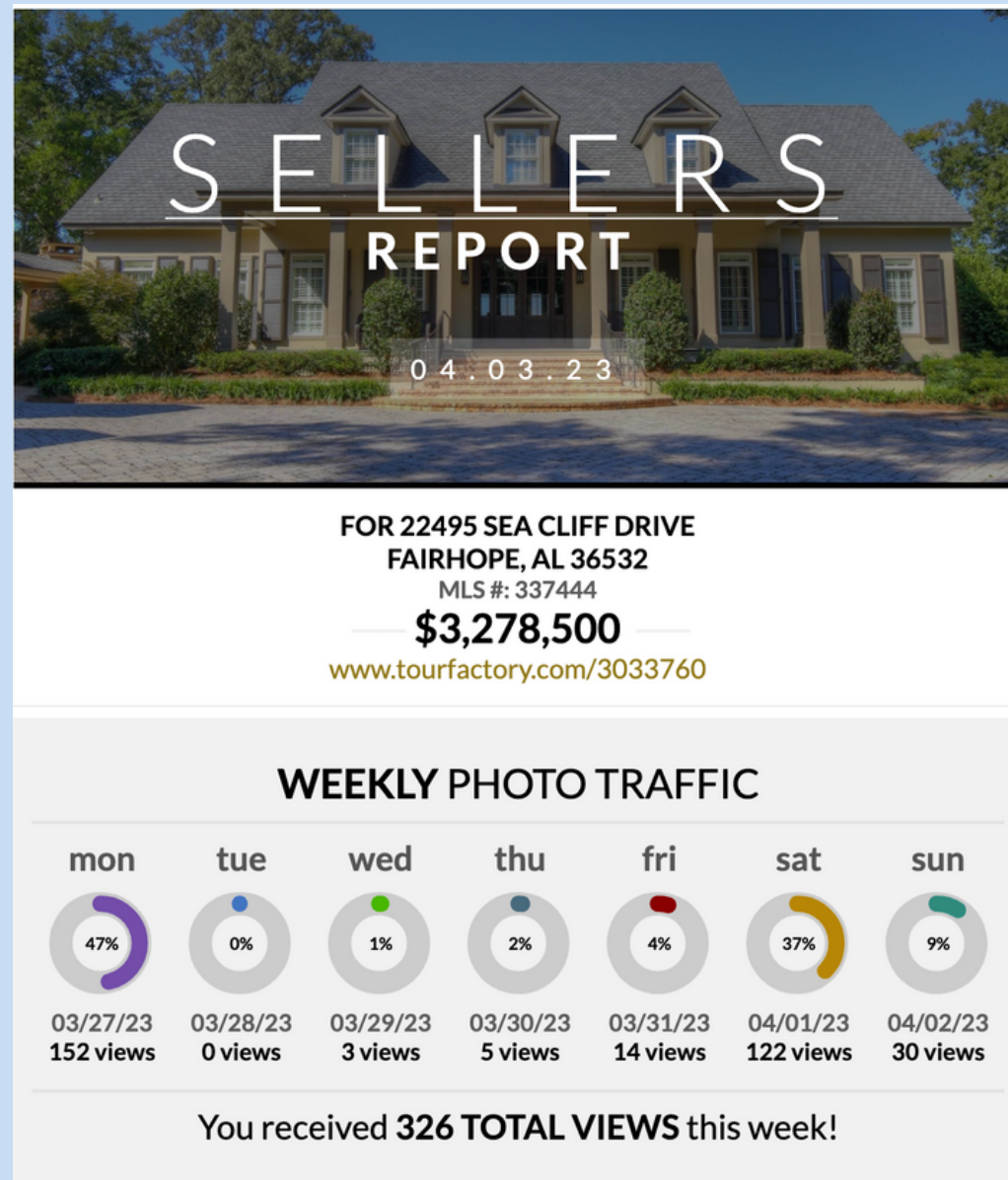
Ashurst Niemeyer | Listing Your Property



## WHERE DO JUDY'S CLIENTS COME FROM?

Former clients 61%

Friend 27.9%





# Professional Photos

*When you list with Ashurst 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!





# 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."*