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Don't cut corners on post-flood curb appeal

By **Liz Baker**
TENNESSEAN CUSTOM PUBLICATIONS

No matter when you put your home on the market, curb appeal makes a big impression on prospective buyers — especially after a local crisis, such as a flood.

Whether your lawn has a little water damage or a lot, it must be in like-new condition to attract buyers.

“With today’s competition, a seller needs to do everything possible to positively differentiate their property from the one down the street,” says Phillip Cantrell, CEO and principal broker of Benchmark Realty in Brentwood.

In most cases, Cantrell says his company has advised sellers to pull homes off the market until cleanup efforts are finished.

“In our case, that means about 15 to 20 listings are temporarily off the market. This may cost a few days of selling time, but it keeps the listing viable,” he says.

If your home needs work, consult experts, says Betty Wentworth of Zeitlin & Co. Realtors in Nashville. This will ensure that you repair every potential problem and give the buyer peace of mind.

“Sellers should have pro-



If your landscape suffered flood damage, get your lawn back in shape before marketing your home. THINKSTOCK

essional engineers, contractors and drainage experts evaluate the problems,” she says. “The owners should then document the work that is completed and correct the damage to their property.”

The next step, Wentworth says, is detailed cleaning. Hose off walkways, water features, trees, plants and bushes that may have debris or mud lines.

“Lost grass and ground cover, bare and muddy areas and shrubbery filled with debris from past water flow are instant indications of the property being in the water’s path,” says Wentworth. “Water stains around the foundation and rusty HVAC units also

cause concern for past and future damage.”

While you’re cleaning your property, it’s also a good time to remove and/or trim dead plants or trees and fix patches in your grass.

“If the plantings look dead or are laying on their side, this will really turn off the prospective buyer — just as a broken window or rotting door frame would turn them off,” says Cantrell. “Make sure all the broken branches are trimmed up and any debris that was washed into the beds and yard is completely removed. Replace the mulch and make sure to fill in any blank spots where a small plant may have been

swept away or covered by mud.”

Finally, replace as many flowers, trees and shrubs as possible in order to bring your yard back to life, says Wentworth. Bright-colored flowers are an eye-catching addition to any lawn. How much you spend will be determined by the amount of damage, says Cantrell, but he adds that this is not the time to be overly concerned about cost.

“Our advice is to not jeopardize this single opportunity by cutting corners. Bring it up to where it should be, and, if possible, improve it beyond where it was before. This is one area where it’s almost impossible to overspend,” he says.

Begin home search with the right steps

Searching for a home has come a long way, both for real estate agents and home buyers. From the days of the giant MLS (multiple listing service) books that agents carried like a Bible to the new days of Internet searches, the home search process has definitely evolved.



LUCY SMITH
Greater Nashville Association of Realtors

THE REAL DEAL

In the most recent “Profile of Home Buyers and Sellers” put together by the National Association of Realtors, one-third of buyers surveyed indicated their first step in the home search process was searching for properties online. Since the report was done, it is likely that the number is even higher.

There are many websites to use in searching for a home, including *The Tennessean* (tennessean.com) and RealTracs (realtracs.com). Home buyers can search for a single-family residence, condo or land. It’s as easy as inputting your criteria, from the number of bedrooms and bathrooms to square footage or prices.

Beyond searching for properties on the Internet, new technologies have led the way for buyers to search in other ways. Multiple applications exist for buyers to look for homes on their smartphones. Many online search engines have apps. There are also apps created by real estate companies and other

independent search applications.

While using online search tools or an iPhone app can be a fun way to browse properties, the next step is critical: When the time comes for a serious search, call a Realtor — a real estate professional.

The training and experience of a Realtor can help you find the right property at the most appropriate price and help to minimize the risk of difficulties along the way. Realtors can also help explore financing ideas and options that some buyers may not be aware of or know how to get.

Buyers and sellers should be represented in a real estate transaction. The purchase of a home is the largest financial investment most people ever make, and complex issues can arise in the process. Having a professional to protect your interests ensures that issues are resolved and the sale stays on a positive track.

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PROPERTY TRANSFERS

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Residential and commercial property transfers over \$50,000 from 3/1/2010 to 3/15/2010.

37027 Brentwood

217 Governors Way - Zeier Real Estates Llc to Jimmy E & Annie Strickland, \$1,080,000.
3 Sugarloaf Ln - Stephen P Havalta to Wade W & Jennifer Belk, \$743,250.
5 Cherub Ct - Urc Llc to James Oliver & Margaret Collingon, \$125,000.

37055 Dickson

107 Skyline Dr - Jerry Owens to Tamera L Ernest, \$96,000.
118 A G Myatt Dr - Amber Anne Jones to Us Bank Na, \$95,186.
1185 Garner Ck Rd - Federal National Mortgage Association to Timothy B & Betty Dendy, \$65,000.

37206 East Nashville

1916 Holly St - C Tucker Herndon Trustee to Greenbank, \$84,000.
2022 Greenwood Ave - Steven B Short to Jerry E Brown, \$161,500.
2115 Yeaman Place #415 - Receivership Of Fifth & Main to Jordan Alexander Nelson, \$130,000.

37209 West Nashville

543 Stevenson St - Rosa Quintero to Toni J Rothfus, \$101,000.
5200 Michigan Ave - Shapiro & Kirsch Lp Trustee to Federal Home Loan Mortgage Corporation, \$59,384.
5300-a Louisiana Ave - Ruth Larue to Segoido Lc, \$62,000.
5312 Michigan Ave - Patrick Taggart Trustee to Secretary Of Housing & Urban Development, \$78,968.

37215 Green Hills

338 Ardley Place - Cynthia R Willis to Carla A Donisi, \$275,000.
3501 Hilldale Dr - Albert J Dale Iii to Micheal Spurgeon, \$1,100,000.
356 Summit Ridge Circle - Randy Schumaker to Karen Gannon, \$129,000.
3816 Trimble Rd - Nashville Property Managers Lp to Douglas B Chappell, \$365,000.

37211 Woodbine

3513 Steffsburg Dr - Mdn Llc to Macs Development Group Llc, \$200,000.
3515 Steffsburg Dr - Mdn Llc to Macs Development Group Llc, \$200,000.
3517 Steffsburg Dr - Mdn Llc to Macs Development Group Llc, \$200,000.

37216 Jere Baxter

2222 Stratford Ave - Household Financial Center Inc to Volene Barnes, \$67,000.
3800 Hutson Ave - Shellee Wallace Trustee to Regions Bank, \$52,500.
3903 Baxter Ave - Gary G Suggs to Heather R Tuttle, \$240,845.
37217 Glenview
313 Kottas Place - Timothy Adam Pettis to Carla Streicher Hilliard, \$165,000.
3422 Mc Gavock Pike - Gilford H Martin to Sherry Bond, \$135,000.
3604 Wood Bridge Dr - Tamara Cooperider to Donna Gail Britton, \$162,000.
3851 Priest Lake Dr - Estate Of James W Bohanan to David W Powell, \$150,000.

37221 Bellevue

417 Bradford Green - Harriet G Hill to James M Horde, \$174,000.
4220 Blackwater Dr - Beazer Homes Corporation to Irene V Spence, \$204,990.
430 Plantation Court - Ann B Treadway to Helen Cecilia Tomasulo, \$136,000.
535 Doral Country Dr - Tennessee Housing Development Agency to Secretary Of Housing & Urban Development, \$123,271.

Property transfers provided by InfoCode Corp.

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Homes - Area 1

Christiansted Valley in the new Forest Section Former Award Winning Turnberry Model

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AREA 1 Murfreesboro Road to L&N Railroad

\$262,000 Sun 2-4
132 Hearthstone Manor Cir
3 BR 2.5 BA, LR, DR, wet bar, fireplace, 2 car garage, lake view from both levels. Updated. South I-65 R Old Hickory Blvd. East L. Heartstone Manor, 2nd R Heartstone Manor Circle, 3rd house on L.
Top Fusion 615-604-2651, Croye-Leike (615) 373-2044

AREA 2 L&N Railroad to Charlotte Road

\$1,395,000 Sun 2-4
3500 Hilldale Court
Woodmont Estates- A labor of love best describes this Modern Masterpiece with historical roots to some of Charleston's most gracious Georgian Architecture. Exceptional construction, finishes and landscaping. Come by and Experience the warmth and beauty of this 4 BR, 5700 sq ft home. Hillsboro to Woodmont, Cross Bowling, L Hilldale, Sissy Rogers 615-496-1700, Pilikerton Co. 615-383-7914

\$1,300,000 Sun 2-4
4101 Copeland Dr
4 BR, 4.5+ BA, 2 gar., 0.65 ac. Built in 2010. Top end, Shears built home. Great floor plan- spacious & sensible. Plenty of extras you would expect. 2 FPs, media rm, rec. rm., granite, hardwoods, screened porch. Corner Lot w/ irrigation system. Traditional style. South on Estes Road * Right on Dorcas to stop sign. House on left Corner of Copeland & Dorcas Dr. Hosted by Nathan Weinberg 414-9626, Steve Fridrich 615-321-4420, Fridrich & Clark Realty (615) 327-4800

\$699,000 Sun 2-4
6309 Harding Pike
4 Bdrm, 3Ba, 2 Gar, 2 Ae. Built in 1968. Stunning home in Belle Meade. Hard wood Lrs, granite counters, arched openings, FP. Underground electric fan ce. Va carit and Well Kptl. From Belle Meade go right at split, home is on the left. **Mitzzi Grups 615-714-9456 Century 21 Lakes, Land, Auctions 868-6393**

\$539,000 Sun 2-4
1305 Tyne Blvd
Beautifully Renovated! 3large BR's/3 full BA's - spacious, open flrplan + den, study/office. New paint inside & out. Original re finished hrdwds. Lovely 1.28 ac lot. S Hillsboro, L Tyne, R before Granny White Char lotte at Edwards 615-477-4078, Parks Properties 615-383-6600

\$519,000 Sun 2-4
4821 Belmont Park Terrace
Beautiful Green Hills setting! 4 BR, 3BA, expansive one plus acre lot, all the rooms you need, kitchen updates, extensive cabi net space, gleaming hardwood floors, newer roof & HVAC. Convenient location! South Hillsboro Rd. L. Harding Pl. R Belmont Park Terrace, home on right. **Dana Hasselbring 615.330.5417, Bob Parks Realty, LLC (615) 370-8669**

AREA 2 L&N Railroad to Charlotte Road

\$519,000 Sun 2-4
1024 Grassland Lane
Reduced! Fabulous opportunity to own one of Oak Hill's finest 1.3 ac lot! Charming 3brdm, 3.5 ba home w/great living spaces. New front porch, awesome deck, huge level back yard, ideal for expansion, pool or perfect as is! Priced 20K less than recent comp. **Caroline Cook 498-7236, Worth Properties 250-7880**

\$353,000 Sun 2-4
329 53rd Ave N
3 BR, 2.5 BA, Bld, 2006. \$5,000 paid for buyers closing cost! Amazing light hardwoods, granite kitchen/baths, lots of windows, built-in bookshelves, plantation shutters, fenced back yard, BIG DEN flows into kitchen, giant deck for your friends! W West End, rt Murphy, turns into 46th, left Nevada, right 53rd. **www.53rdAveN.com Barbara Browning 615-585-4817, Browning Inc. (615) 383-5870**

\$319,000 Sun 2-4
4400 Belmont Park Ter Apt 206
NEW LISTING! FIRST OPEN! All brick traditional townhome. 2300+sq ft Two lg see and story BR's - 3 full baths, Downstairs den could be converted back to 3rd BR w/ adjoining bath. Large basement (dry and accessed from outside) offering great storage. S. Hillsboro, L. Harding Pl. L. Belmont Park Terrace thru 4-way stop. Arden Pl on right. Go to back of development and follow signs to #206 **Yvonne Kelly 415-9385, Zeitlin & Co. (615) 383-0183**

\$309,000 Sun 2-4
754 Rodney and 410 Brook Hollow
2 Great West Meade Open Houses! MLS # 1162662 and MLS# 1184972. 754 Rodney has 2300 ft, gleaming hardwoods, fresh paint and 2 Acres of privacy. 410 Brook Hollow is just listed priced at \$469,000 with updates galore including the Master Suite of your dreams! **Carol and Dorth Oldham 473-8674 or 403-2307, Keller Williams Realty 615-425-3600**

\$186,900 Sun 2-4
215 Burns Ave
Best buy in Vanderbilt area, 2BR/2.5BA, move-in condition twbhm, pvt cul-de-sac, all new flrs: carpet, laminate & tile, fresh paint, pvt back patio. From downtown - South West End, (R) Acklen, (R) Long, 1st left Burns. **Sally Reber 351-6363, Fridrich & Clark 253-4600**

\$662,000 Sun 2-4
64 Revere Park
LIKE NEW! Beautiful 4 BR/4 BA home. Fabulously renovated! New kitchen & up stairs. Master Pl on right. Go to back of development and follow signs to #206 **Yvonne Kelly 415-9385, Zeitlin & Co. (615) 383-0183**

CONDOS All Areas

\$199,900-\$729,900 Mon-Fri 11-5 Sat 12-5
1510 DEMONBREUN RHYTHM AT MUSIC ROW Sun 1-4
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