

RIVER CITIES

# HOME BUYERS Guide

April 4, 2021 - April 17, 2021

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Details for this listing on page 5

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Assoc Broker



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Assoc Broker



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Assoc Broker



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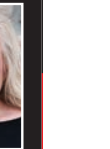
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(170484) \$885,900  
5BR/4.5BA  
Call Barat 304-544-6080



(169747) \$849,000  
3BR/3BA  
Call Keith 304-638-1351



(170500) \$529,900  
6BR/3.5BA  
Call Christie 304-563-4346



(168554) \$479,000  
3BR/2.5BA  
Call Andy 304-416-0310



(170047) \$399,900  
3BR/2.5BA  
Call Debi 304-417-2332



(169863) \$300,000  
6BR/1.5BA  
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(164569) \$185,000  
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(165730) \$150,000  
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(169684) \$145,000  
3BR/1.5BA  
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3BR/1BA  
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4BR/2BA  
Call Mel 304-617-1433



(169350) \$129,900  
5BR/2.5BA  
Call Aly 304-617-6635



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CONDO - 2BR/1.5BA  
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**Jaimee Kimble**  
681-888-9140



**Kelly Campbell**  
210-478-9392



**Bill Klaiber**  
740-479-1391



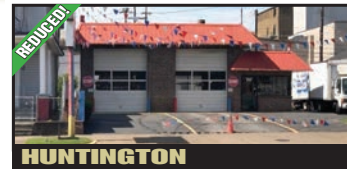
**Katie McDonald**  
304-553-3420



**FRAZIER'S BOTTOM**  
3 BRs, 3FB, 1HB MLS#237460  
\$697,000 Call Bob 304-544-7690



**PROCTORVILLE**  
5 BRs, 3 BAs MLS#170395  
\$270,000 Call Faith 304-617-7198



**HUNTINGTON**  
Commercial Property MLS#165427  
\$225,000 Call Patrick 304-634-6275



**DUNBAR**  
Commercial Property MLS#169159  
\$215,000 Call Brody 304-208-6190



**CATLETTSBURG, KY**  
3 BRs, 2 BAs MLS#50748  
\$182,900 Call Kelly 210-478-9392



**BARBOURSVILLE**  
Residential Lot MLS#169133  
\$170,000 Call Melissa 304-638-9676



**BARBOURSVILLE**  
4 BRs, 2 BAs MLS#169996  
\$159,900 Call Brody 304-208-6190



**SOUTH POINT**  
3 BRs, 1.5 BAs MLS#170029  
\$159,900 Call Donna 740-352-7294



**HUNTINGTON**  
3 BRs, 1 BA MLS#169933  
\$139,900 Call Bob 304-544-7690



**HUNTINGTON**  
Commercial Property MLS#170046  
\$129,900 Call Kelli 304-417-0869



**GRAYSON, KY**  
3 BRs, 2 BAs MLS#50852  
\$119,900 Call Kelly 210-478-9392



**HUNTINGTON**  
3 BRs, 1.5 BAs MLS#170130  
\$124,900 Call Brody 304-208-6190



**WEST HAMLIN**  
3 BRs, 1 BA MLS#170283  
\$124,900 Call Brody 304-208-6190



**WEST HAMLIN**  
3 BRs, 2 BAs MLS#170068 \$89,900  
Call Alvin 304-208-4650 or Donna 304-417-1765



**LUCASVILLE, OH**  
5 BRs, 3 BAs MLS#50905  
\$75,000 Call Bill 740-479-1391



**HURRICANE**  
Residential Lot MLS#125504  
\$75,000 Call Patrick 304-634-6275



**HUNTINGTON**  
3 BRs, 1 BA MLS#169270  
\$74,900 Call Richard 304-544-1495



**HUNTINGTON**  
3 BRs, 1 BA MLS#170328  
\$69,900 Call Patrick 304-634-6275



**HUNTINGTON**  
Duplex MLS#169921  
\$69,900 Call Patrick 304-634-6275



**SALT ROCK**  
1 BR, 1 BA MLS#170282  
\$50,000 Call Brody 304-208-6190



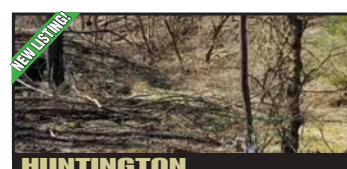
**MILTON**  
Residential Lot MLS#170159  
\$39,900 Call Jacki 304-638-7687



**HUNTINGTON**  
Residential Lot MLS#169749  
\$35,000 Call Brody 304-208-6190



**WORTHINGTON, KY**  
Residential Lot MLS#50904  
\$22,000 Call Kelly 210-478-9392



**HUNTINGTON**  
Residential Lot MLS#170349  
\$15,000 Call Bob 304-544-7690

## Agent Spotlight

Featured Agent: *Summer Lee Nida*

I was born and raised in Barboursville, WV and graduated from Marshall University with a degree in Business/Marketing. I have been in business over seven years and I have really loved helping all my clients with all their real estate needs. I was also voted Best in the Tri-state in 2015! Whether you are buying or selling, I would love to make your process fun, exciting and easy!



Call Summer  
304-634-8743






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**CENTURY 21**  
 Homes & Land

PATRICK LUCAS, BROKER

**\$425,000**



**HUNTINGTON**  
 Prime, downtown, commercial multi-use space offering over 9100 sqft. **MLS#164056**

**\$225,000**



**HUNTINGTON**  
 Commercial property, one blk from the Marshall University Campus **MLS#165427**

**\$179,900**



**HUNTINGTON**  
 Beautifully updated 4BR brick home located next to St. Mary's Hospital. **MLS#169444**

**\$155,000**



**HUNTINGTON**  
 Historic St. James 2 BR/2BA elegant condo offers views/luxurious amenities. **MLS#165249**

**\$69,900**



**HUNTINGTON**  
 Duplex in walking distance to grocery & short drive downtown & the interstate. **MLS#169921**

**\$69,900**



**CULLODEN**  
 Level and cleared building lot in phase 2 of Cornerstone at James River. **MLS#168822**

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**Kelli Sobonya**  
 (304) 417-0869  
 sobonya4wvhouse@aol.com

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PATRICK LUCAS, BROKER

**NEW LISTING!**



**RITTER PARK AREA** - Just listed! This large, Southside brick home w/wrap-around porch sits on a corner lot & is just a few blks from Ritter Park walking trail! Beautiful woodwork & offers something for everyone. Three finished levels of living space plus an unfinished bsmt. 5BRs, 3 full BAs 2 two half BAs. Beautiful white kitchen w/island, built-in antique cupboard, bay window. LR w/FP & DR are very large & great for entertaining. Upstairs you will find the master BR w/FP, walk-in cedar closet, & en-suite updated BA as well as 3 add'l BRs & full BA. All BRs have walk in closets. The laundry chute is an added bonus! Third floor w/lg rec rm, wet bar, BR & full BA. Many updates too numerous to list them all (Pella windows, roof, gutters, appliances, Generac whole house generator). 2-car detached garage offers off-street parking! **\$415,000 MLS#170443**

**Huntington**



**GREAT BUSINESS OPPORTUNITY**

**NEW LISTING!**



**CUSTOM BUILT** home in the Barboursville area. Golf course living in desired neighborhood of Esquire. 7 BRs (2 on main level including master BR suite w/tray ceiling, lg tub, separate shower, dbl sinks, & walk in custom closet), 3 BRs on second level & 2 BRs plus office in lower level). 4 full BAs. Open floor concept w/gourmet kitchen which opens to sunny breakfast room & formal DR. Two-story main flr LR & 38' x 29' rec rm in bsmt. Has some of the best views in Barboursville & sits on two lots. Two large decks & covered front porch offer beautiful wooded views as well as view of the fairway, clubhouse, & ponds. Energy efficient. Sellers installed newer blown-in foam insulation Two car att. garage plus an over sized att. single car garage to store a golf cart or lawn equipment. Home includes a security system & one-year home warranty. Great neighborhood for walking, biking, golfing or for those who enjoy a friendly community. **\$415,000 MLS#170529**

**HAIR SALON** - Affordable commercial property available for the next owner. Working salon with established 34 year business. Client book and inventory and equipment included. Convenient location in quiet neighborhood. Siding 1 year old, windows 2 1/2 years old and roof 4 years old. Handicap accessible. Central heat and air, off-street parking and affordable utilities. Zoned retail and meets city and state codes. Salon area 23 X 14.2. Bath 7.8 X 5. Supply room 8 X 4.10. Don't miss out on becoming an entrepreneur. Rent a space and create a money making business. Call today! **\$129,900 MLS#170046**

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 Nathan Nibert, Broker |  



 MLS: 167450 <b>137 W 8<sup>th</sup> Ave - \$399,000</b> Huntington, WV 25701 Office Building - 6,000 SQ. FT	 MLS: 170363 <b>6576 Sanns Drive - \$179,900</b> Lesgae, WV 25537 4,201 Sq. Ft. Comm. Building	 MLS: 167882 <b>175 Country Club Dr - \$89,500</b> Huntington, WV 25705 1 Ac. Residential Lot
 MLS: 170456 <b>105 River Rd - \$1,750/Mo.</b> Barboursville, WV 25504 1500 Sq. Ft. Space for Lease	 MLS: 170457 <b>107 River Rd - \$1,750/Mo.</b> Barboursville, WV 25504 1500 Sq. Ft. Space for Lease	 MLS: 168281 <b>0 Waverly Rd - \$9,900</b> Huntington, WV 25704 0.11 Ac - Residential Lot

 Nathan Nibert BROKER	 Sarah Fowler REALTOR	 Brianna Goad REALTOR	 Jamie Adkins REALTOR	 Lauren Thompson REALTOR	 Rachel Skaggs REALTOR
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**wonno@HOME**

**ABOUT the COVER**



**Huntington, WV** - This 6,000 SF home custom built in the 70's has been meticulously maintained, features hardwood & tile floors, vaulted beamed ceilings w/ floor to ceiling windows. 2 Gathering rooms w/ fireplaces and a all-season room. The wonderfully appointed kitchen w/ high end appliances & a center island. You have 3 dining areas formal, informal & alfresco on the deck! The massive main bedroom suite has beamed cathedral ceiling, brazilian hardwood floors, a sitting area, outdoor spa porch, 2 walk-in closets & a spa like bath. A raised panelled library office with bookshelves and more. There's 5 or 6 large bedrooms & most have huge walk-in closets. 4 totally renovated baths! Huge family/gameroom area with a wet bar kitchenette. 3 or 4 br's one is a suite. Another all seasons room that walk out to a huge backyard!

**MLS# 167405 • \$609,000**






**Jim Weiler, Broker**  
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[jimweiler3@gmail.com](mailto:jimweiler3@gmail.com)  
[www.JimWeiler.com](http://www.JimWeiler.com)



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**1102 5th Avenue**

**MLS#162641**

Located on a high profile, high traffic corner in Downtown Huntington, your business is sure to be visible, 4400 SF, office & conference room space w/parking

**\$339,000**



**922 24th Street**

**MLS#170522 2BR/2BA**

This charming 2 bedroom 2 bath home features a surprising amount of space. It has beautiful hardwood flooring on the first level. Don't miss the detached garage and workshop.

**\$45,000**



**1203 Washington Blvd.**

**MLS#170089 • 4BR/2BA**

Love Ritter Park? Live just steps away from the 12th Street entrance, tennis courts, walking path, playground! 1820 SF.

**\$109,000**



**4058 Van Sant Street**

**MLS#170121 • 3BR/1BA**

Very cute Westmoreland house, great for investment, first time buyer. 770 SF.

**\$48,000**



**10 Berkley Place**

**MLS#170523 • 4BR/3BA**

Looking for level walk in one floor plan? Here it is with additional space for in lower level (640 SF = 2 BR + Full BA) or upstairs for work or play (711 SF) This quality home has great curb appeal featuring a stone exterior and 3 car attached covered parking. Whole house generator.

**\$260,000**

## Searching for PROPERTIES!

Contact one of our professional agents  
to help you sell or buy!



**604 9th Avenue**

**MLS#170261 • 3BR/1BA**

This charming Southside 3BR brick home offers big value at an affordable price! Large living room w/ french doors open to the dining room. The kitchen has plenty of cabinet space and newer appliances. All bedrooms have hardwood floors. Located just minutes from downtown Huntington and Ritter Park. Schedule your tour today!

**\$94,500**



**110 Oak Lane**

**MLS #168620 • 5BR/4.5BA**

Beautiful custom build in 2007. 4,356 SF. Spacious and open main floor features covered patio deck across the width of the house. Soaring 2 story foyer welcomes you to an open floor plan living space. Family room features gas fireplace and beautiful wooded views. Main floor master bedroom w/ensuite bath, 2 walk in closets, heated tile floors.

**\$675,000**



**67 Mayfair Way**

**MLS#169106 • 7BR/6.5BA**

Stunning 7 BR, 6.5 BA in home in Stamford Park subdivision. New hardwood floors on 3 levels, updated interior lighting, new kitchen appliances, plantation shutters throughout. The exterior has also been shown the love with new soffit, new 6" gutters and guards, new garage doors for the oversized 3-car garage.

In other words...just move-in!

**\$625,000**



**114 Oak Lane**

**MLS#169347 • 5BR/4.5BA**

Special custom build offered for the first time on the market! Large rooms, high ceilings, open floor plan, main floor bedroom suite! Full basement. Attached Garage. Warm weather fun abounds with an in ground pool and separate pool house w/full bath, covered dining and grill area.

**\$825,000**



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Seth Crabtree, Agent • 304.634.5361  
Parker Ward, Agent • 304.633.3811  
Arvin Thompson, Agent • 304.544.4870  
Beckett Ward, Agent • 304.208.5597  
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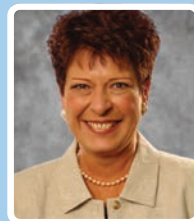
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**JUDY FOSTER**  
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**GEORGE 'HANK' WRIGHT**  
304.208.4402



**Ohio Farm • \$349,900**

3 BR | 2.5 BA | 3,520 SqFt – 80 Acres within 25 minutes to Huntington! Open concept w/FR, dining area, & Kit-Concrete counter tops(GORGEOUS!), formal LR & DR, Huge Main BR sitting area, private bath, french doors to private screened porch, library or fitness area, 2 Story/6 stall barn, 4 fenced pastures, & det. & attached garages. Call Dawn 304-638-8131



**Coal Grove • \$205,000**

4 BR | 3 BA | 2,288 SqFt – 2 parcels convey; Move-in ready - Lg & spacious - formal LR & DR, FR w/ WB Fireplace - access to covered porch. Kitchen appliances are newer. Dine-in area, deck access off DR. 3 BA, 4 BRs - Master BR w/ full bath & 1 BR has upper balcony access. 2 HVAC units -Roof is approx 8 yrs old. Call Dawn 304-638-8131



**South Point • \$118,950**

3 BR | 1 BA | 1,326 SqFt – Cute ranch situated on a corner lot-new carpet, kitchen counter tops, freshly painted, newer roof & gutters/downspouts, backyard w/privacy fence, LR and Family room. Call Dawn 304-638-8131



**Chesapeake, OH • \$200,000**

3 BR | 3 BA | 2,776 SqFt – Mid Century Modern w/ full Bsmt. 10 Rm, 3 BR, 3 Bath home plus Formal LR, DR, huge gathering room, spacious all season room. Beautiful hardwood floors, 2 fireplaces, Att. & Det. Garages. Spacious Brick ranch situated on 4 level lots in convenient Chesapeake location. Call Brenda at 304-634-4659





**258 High Drive • \$609,000**  
6 BR | 4.5 BA | 6,064 SqFt  
Call Jim 304-654-6444



**Park Hills • \$630,000**  
5 BR | 4.5 BA | 5,179 SqFt  
Call Jim 304-654-6444



**Chancellor Hills • \$895,000**  
5 BR | 5 BA | 2HBA | 8,000 SqFt  
Call Jim 304-654-6444



**1 Prospect Dr • \$499,800**  
5 BR | 3 BA | 3,878 SqFt  
Call Jim 304-654-6444



**949 Madison Avenue • \$69,900**  
3 BR | 2 BA | 1,496 SqFt – Charming 2-story with first floor bedroom and full bath. Fully equipped kitchen, laundry room on main floor. Detached garage with large storage or exercise room above. Parking for 2 cars. Shared driveway. Covered deck for entertaining. Call Ken 304-360-3000



**2850 Washington Blvd • \$174,900**  
3 BR | 2.5 BA | 2,212 SqFt – Great location - cedar & vinyl 2 story with 3 bedrooms, 2.5 baths, family room with fireplace, nice screened porch across the back. Large eat-in kitchen, nice lot, 2 heating & cooling systems. Call Ken 304-360-3000



**2200 S Inwood Dr • \$584,900**  
5 BR | 3.5 BA | 4,792 SqFt – This 5 bedroom custom built home checks all the boxes. A welcoming 2-story foyer accesses this 12 room show place. Optional 1st floor owner's suite, large gathering room off the kit, lower level rec room w/ 2nd kit. Double decks overlook expansive grounds. 3 car garage. Call Jill Nelson at 304-633-2873.




**16 Sandalwood Dr • \$79,900**  
Residential Lot | .75 Acres – From Hal Greer Blvd. Turn E on Washington Blvd. Turn left onto Woodland Dr. In .2 Miles, turn right onto Norway Ave. In .3 Miles, turn right onto Norway Ave. In .5 Miles, turn right onto Forest Rd. In 800 ft Sandalwood will be on your left. Lot on the right. Call Jill Nelson at 304-633-2873.




**959 Norway Ave • \$110,000**  
3 BR | 2 BA | 1,439 SqFt – 3 BR/2 BTH Southeast Hills brick home. Beautiful open living room, dining room & kitchen layout. Owner's suite has a private bath & all bedrooms have hardwood floors. Basement gathering room is a great plus. The outdoor rear deck & fenced-in yard are perfect for outdoor entertainment. Priced to sell! Call Jill Nelson at 304-633-2873.




**957 Adams Ave • \$110,000**   
Commercial | 1,200 SqFt – Great commercial listing on a very busy street - thousands of cars per day pass by - potential for several different types of business. Call Hank 304-208-4402



**154 Westview Ave • \$55,000**   
3 BR | 2 BA | 2,208 SqFt – A lot of house for the money. This 3 bed, 2 bath stone house offers one story living offering over 2200 sq.ft. of living space. Come and see it today. Call Hank 304-208-4402



**619 Hawthorne Way • \$140,000**   
4 BR | 2 BA | 1,968 SqFt – Great neighborhood. Beautiful hardwood floors. Upper floor has access from outside and could be used as second living quarters. Call Hank 304-208-4402



**Scottown • \$14,900**  
Approximately 3 acres - in the Country. Many uses for this property. Land – partially flat a lot hillside. Bring us an offer. Call Tammy 304-638-9865



**Commerical/Proctorville • \$99,999**  
HEART OF TOWN – HIGH TRAFFIC AREA Over 1/2 flat acre to put your business here. Use the mobile home that is there or move it out. FABULOUS LOCATION! Many businesses all around it. Come take a look today. Call Tammy 304-638-9865



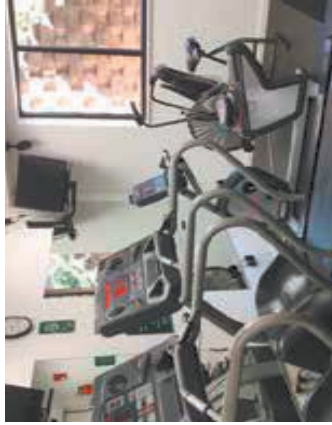
**East Pea Ridge • \$239,000**  
4 BR | 2.5 BA | 2,308 SqFt – A wonderful 2 story home. 2 Heat Pumps 1 up – 1 down awesome kitchen – plenty of room. Huge Master Suite with walk-in-closet and bath. Call Tammy today 304-638-9865



**15731 St. Rt & Miller OH • \$119,900**  
3 BR | 2 BA | 1,644 SqFt – One floor plan, vinyl siding - open floor plan with 3 bedrooms, 2 full baths, 2-car garage, large level lot - front porch and deck on rear. Located in Miller Ohio. House on left. Call Ken 304-360-3000



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**Chesapeake**



**Chesapeake** - Brick, located on a corner lot - 3 bedrooms, 1.5 baths, Hardwood floors, cedar closets.  
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**Proctorville**



**Super nice Brick Ranch.** 3 bedrooms, 1.5 baths, 1 attached garage and 1 detached garage. Fenced yard!  
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# HOMESWISE

Real Estate Tips and Advice

## Fix it Up or Sell as Is?

Many people are faced with the dilemma of fixing up their space or simply pricing a “fixer upper” accordingly before listing their home for sale.

Of course, there are many factors to consider before deciding whether a repair makes sense. It's a good plan of action to analyze the structure for necessary repairs and weigh the cost vs. return on investment, as well as the current state of your local market.

A seller also should determine the timeframe in which the house should be sold. If renovations will delay the sale to the point it doesn't make sense with a schedule, the cost of repair can sometimes be discounted in the asking price.

If you are on the fence about fixing it up or going to the market “as is,” here are a few factors to keep in mind.

### THE ‘BEYOND REPAIR’ HOME

If your property is suffering from serious issues with electricity, weakened joists or water damage, it may not be economical to solve these problems before listing. In many cases, the cost of these repairs will be too high to get back in your asking price.

In these instances, it can be more feasible to advertise to the contractor or house flipping audience. This avenue may not get you the highest



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### REAL ESTATE 101

#### Cost vs. Value

Think you know how much your repairs will cost? Have a good idea of the return on your investment? Remodeling Magazine offers data to help homeowners feel confident about how much projects will cost, and how much they're likely to recoup at sale. The site offers national data, and breaks the costs down by region. Read the magazine's 2018 Cost vs. Value Report at <https://www.remodeling.hw.net/cost-vs-value/2018/>.

offers but if you are in a hurry to get out of the property, it usually makes the most sense. Keep in mind, experts in the home-repair industry will negotiate a price that accommodates the cost of repairs

when making their bid.

However, if you do have the time and resources to update problem areas, many buyers will consider the repairs as upgrades, making the home more appealing.

#### COSMETIC REPAIRS

Sellers who are listing a property requiring minimal updating have a great advantage when listing their home.

If the structure has good integrity and expensive appli-

ances are in good working order, a cosmetic touch-up may be all it takes to spruce up a space.

Take the time to analyze your property before rushing to market. Consider making these upgrades to impact your asking price without hurting the wallet.

- **The condition of carpet:** The flooring in your home can be a dead giveaway to buyers as to how the home was treated. If carpet shows signs of pets or deep stains, hiring a professional cleaning service can make it look new. If the carpet is beyond cleaning, consider replacing the flooring with an attractive vinyl or hardwood covering.

- **Touching up walls:** The most inexpensive way to give your home a fresh breath of life is a new coat of paint. Don't forget to touch up trim while you're at it. Be sure to choose a neutral color that will appeal to a wide audience.

#### CONSIDER THE MARKET

Timing is everything when selling your home. Enlist the help of a professional real-estate agent to discover the state of your local market. If they urge you that the time to sell is now, consider which repairs or upgrades would be most effective and can be completed in the shortest timeframe.



# Real Estate TODAY



**REALTOR®**  
*profile*

**Whitney Hood Gesner**  
*Broker/Owner*  
**Hood Realty Company**  
*President, Hood Enterprises*

Whitney is the broker/owner of Hood Realty Company and the President of Hood Enterprises, a rental management company with over 40 years residential and commercial properties. She is a life-long resident of Huntington, WV, graduating from Huntington High School, Marshall University (BBA and MHA). After returning to Huntington, she spent over a decade working in administrative positions at King's Daughters Medical Center and Our Lady of Bellefonte Hospital in Ashland, KY.

Whitney began her real estate career in 2011. Established in 1982, Hood Realty Company has remained a family owned and operated business for almost 40 years. Whitney is a licensed real estate broker in the states of West Virginia, Ohio and Georgia. She is a member of Huntington Board of Realtors, Kanawha Valley Board of Realtors, West Virginia Board of Realtors and the National Association of Realtors. During her career, Whitney has served on the Huntington Board of Realtors Board of Directors as well as the MLS, Bylaws, Community Service and Strategic Planning Committees. She is also an Accredited Buyers Agent (ABR) and a Graduate of the REALTORS Institute of West Virginia (GRI).

For decades, Whitney and Hood Realty Company have both personally and professionally dedicated time and funding to numerous local causes. This includes team and facility sponsorships of numerous youth sports, funding animal assistance programs at One by One Animal Advocates and Little Marshalls Animal Rescue Shelter, supporting local Marshall University women's organizations and Branches Domestic Violence Shelter just to name a few. Most recently, and in keeping with the City of Huntington's ongoing efforts to tear down unsafe structures, Whitney and Hood Realty Company purchased two dilapidated structures on 6th Avenue for demolition. Reinvesting in the local community is a yearly commitment they make.

Hiring a real estate professional is an important decision. Having one familiar with not only the local real estate market, but also the neighborhoods, school districts, local businesses and community organizations is crucial. The Hood Realty Company team takes great pride in helping their buyers, sellers, tenants and property management clients with all of their real estate needs. They would be honored to do the same for you.



**Whitney Hood Gesner**  
*Broker/Owner*  
**Hood Realty**



## HOMEBUYERS EMBRACE ONLINE TOOLS

by W.G. Bunch, Associate Broker, Realty Exchange

If you are currently looking for a home, odds are you are using the Internet regularly. According to the 2020 National Association of Realtors Profile of Home Buyers and Sellers, 97 percent of homebuyers used the Internet to search for homes. However, looking for your dream home on the Internet can present challenges. To help make your online real estate experience more effective, here's a look at the top three Internet homebuying mistakes and what you can do to avoid them:

**1) Thinking you can do it all yourself.** Today, the Internet allows users to handle for themselves many tasks that could once only be performed by real estate agents. According to NAR,

the number of 2020 homebuyers who first learned of their homes on the Internet is 51 percent, up from 37 percent ten years ago in 2010. Accordingly, the number of homebuyers who first learned of their homes through agents has been declining—it was at 28 percent in 2020, down from 47 percent in 2010. But although the Internet is a fantastic resource for tips and research, it would be a mistake to assume that the wonderful Web is all you need to buy a house—unless you are an experienced real estate investor. The process of purchasing real estate is complicated from a legal standpoint, and it's easy to make a mistake if you don't have an expert advising you. And when it comes to something as expensive as real estate,

those mistakes could cost you thousands of dollars.

**2) Falling for fake listings.** Remember, the Internet is a giant playground for scammers, and unfortunately they have penetrated the world of online homebuying as well. Online advertising brings in big money and, when a lot of people are searching for homes, the result is an inventory of fake home listings. How can you spot a fake? If there are no photos of the house, that's a big warning sign. But even if there are photos, it's not guaranteed to be legitimate. Legitimate websites will put watermarks on their home photos to brand those photos as their own. If a home's photos have several different watermarks on it, then

you can guess you are looking at the work of a scammer.

**3. Putting too much stock in home valuation websites.** Sites like Zillow.com and Homelight.com have changed the way people buy homes by putting pricing information at buyers' fingertips. But they're not infallible. Don't assume to know what the value of a home should be based on what these sites tell you about the neighborhood. There are many elements of a home's value that home valuation sites cannot incorporate. Take their values with a grain of salt. I recommend using this information merely as a range. A REALTOR is the best source of information to help you narrow that range.



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