

JANUARY 2025

HAPPY NEW YEAR FROM THE LYONS TEAM!

Dear Lyons Team Real Estate Family,

As we step into 2025, we want to take a moment to express our heartfelt gratitude to you - our valued clients, friends, and community. Whether you bought, sold, or simply trusted us for advice this past year or many years ago, your support means the world to us. We're excited for what the new year brings and are here to help you achieve all your real estate goals in 2025. Wishing you a year filled with happiness, health, and new opportunities!

Cheers to 2025! 
-The Lyons Team



January LOCAL EVENTS

04	CARMEL WINTER FARMERS MARKET - EVERY SAT. <i>Carmel Farmers Markets</i>
16	FARM TO GLASS - WEST FORK WHISKEY <i>Grand Junction Plaza</i>
17-19	FESTIVAL OF ICE <i>10 Carter Green</i>
17-26	INDIANAPOLIS HOME SHOW <i>Indiana State Fairgrounds</i>
18	WESTFIELD WINTER MARKET - EVERY SAT. <i>West Fork Whiskey</i>
23	FARM TO GLASS - FIELD BREWING <i>Grand Junction Plaza</i>
24	CARMEL WINTER GAMES <i>The Ice at Carter Green</i>
30	FARM TO GLASS - RIVET COFFEE <i>Grand Junction Plaza</i>

Sell Your House During the Winter Sweet Spot

A lot of people assume spring is the ideal time to sell a house. And sure, buyer demand usually picks up at that time of year. But here's the catch: so does your competition because a lot of people put their homes on the market at the same time.

So, what's the real advantage of selling your house before spring? It'll stand out.

Historically, the number of **homes for sale** tends to drop during the cooler months – and that means buyers have fewer options to choose from.

Fewer Listings Also Means More Eyes on Your Home

Another big perk of selling in the winter? The buyers who are looking right now are serious about making a move.

During this season, the window-shopper crowd tends to stay busy with other things, like holiday celebrations, and avoids looking for homes when the weather's cooler. So, the buyers out looking aren't casually browsing—they're motivated, whether it's because of a job relocation, a lease ending, or some other time-sensitive reason. And those are the types of buyers you want to work with.



Meet Our New Team Member!

If you visit us at the office, you might see a new face! We're excited to welcome Laura Kushner as our new Marketing Coordinator! Laura graduated in May 2024 from Indiana University and is eager to bring her skills in marketing to our team!

Welcome, Laura! We're thrilled to have you with us!

JANUARY HOME MAINTENANCE TASKS



January Maintenance Checklist

January offers the perfect opportunity to finally address those home maintenance tasks that have been lingering on your to-do list. Consider adding these home improvement tasks to your January checklist to kickstart the new year with a well-maintained home.

1. Inspect and Upgrade Insulation
2. HVAC System Maintenance
3. Upgrade Lighting
4. Tackle Stains
5. Freshen Up Walls
6. Upgrade Your Thermostat

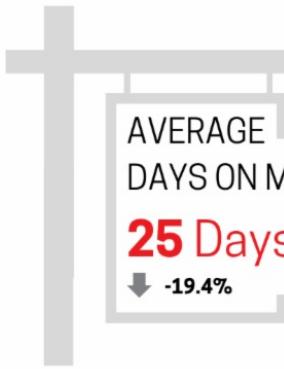
7. Inspect Fireplaces & Chimneys
8. Assess Security
9. Check Smoke and CO detectors

MARKET REPORT

December 2024

HAMILTON COUNTY

Single-Family Residential



AVERAGE
DAYS ON MARKET

25 Days

 -19.4%

MEDIAN SALES PRICE

\$475,000



 8.0%



428 UNITS SOLD

 24.1%

ACTIVE INVENTORY

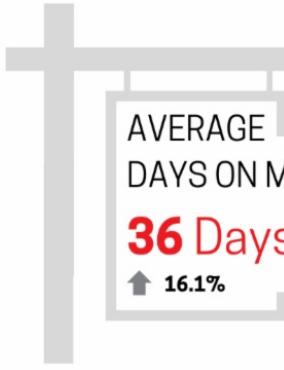
538

 7.6%



MARION COUNTY

Single-Family Residential



AVERAGE
DAYS ON MARKET

36 Days

 16.1%

MEDIAN SALES PRICE

\$244,250



 3.9%



822 UNITS SOLD

 2.2%

ACTIVE INVENTORY

1,721

 6.8%



Percent change compares results from November 2023 to November 2024. Data updated 01/02/25.

Data provided by the MIBOR Broker Listing Cooperative.

Featured **LISTINGS**



**12110 ELLINGWOOD DRIVE,
CARMEL, IN 46032**

 4 BEDS  4.5 BATH  4227 SQ FT

LISTED AT \$824,900 | LyonsTeam.com



**568 HARSTAD BLVD,
WESTFIELD, IN 46074**

 2 BEDS  2 BATH  1682 SQ FT

LISTED AT \$374,900 | LyonsTeam.com

FROM OUR CLIENTS

"Selling a home is never an easy task. Selling a home in the dead of winter, in a slow-moving market at the price we wanted even tougher. Mike, Holly and the Lyons team did not disappoint. Their professionalism and top notch competence to cover the big stuff and the little details gave us the confidence we needed to keep our focus where it belonged—an out-of-state job move and all that goes with it."



Thank you to everyone who left a Google Review for us last year! At the Lyons Team, we're dedicated to providing exceptional customer service. If you had a positive experience working with us, we'd greatly appreciate it if you could take a few moments to share your thoughts on Google Reviews. Your feedback not only helps us improve, but also helps others who are looking for trusted real estate professionals.

Thank you for being a valued part of our community, and we look forward to serving you again in the future!

[Leave us a review](#)



Is my home worth more than I think?



Home prices in your neighborhood have changed.
Find out what your home could sell for in today's market.



[Click here to enter address](#)

PLACES WE CAN HELP YOU!

Do you live outside our local area? No problem! Our team can connect you to a top, veteran agent in **any city** in the country and beyond.



Scott
Overland Park, KS



Venky
Peoria, IL



Jacquelyn
Montgomeryville, PA

Matt
Clermont, FL

DID YOU KNOW..?

We have a preferred vendor list for:



Plumbers



Electricians



Mowing



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Contractors



Mold
Remediation



Landscape



HVAC



Carpenters



Professional
Packing



Roofers



Insurance



Many More!

We can connect you with local professionals to help with all the home projects you're looking to tackle, no matter the size or specialty! **Give us a call today!**



Before



After

InsideOut
HOME SERVICES
REPAIR • REMODEL • MAINTAIN

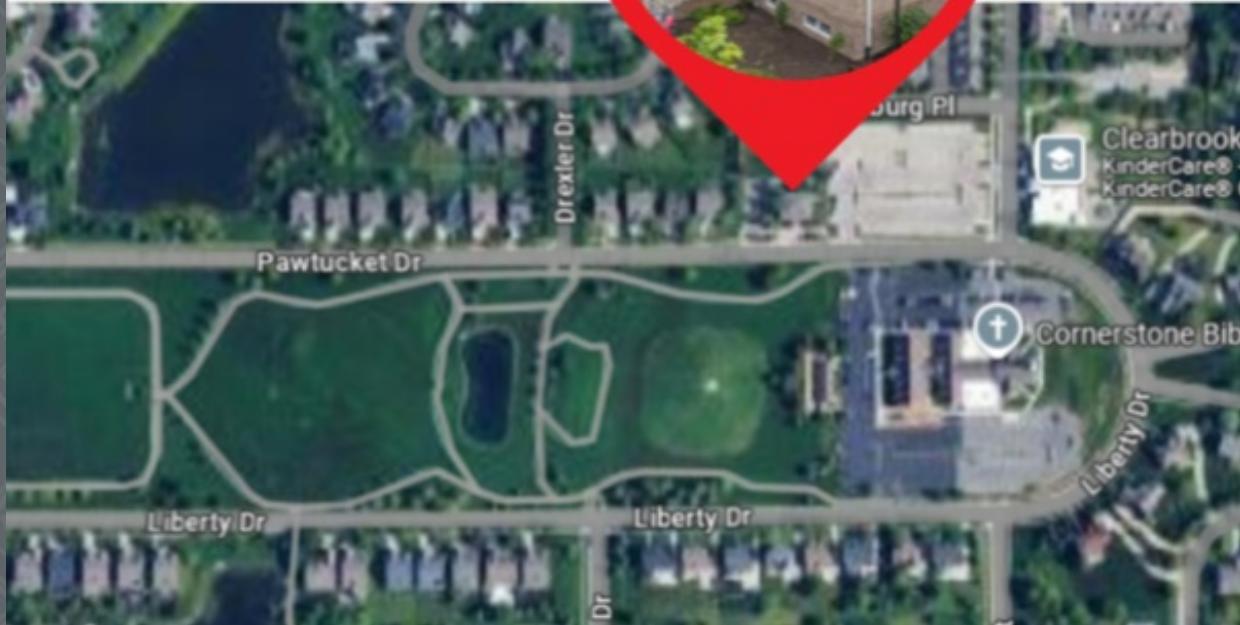
Kitchen Remodel

CONTACT US!

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Call : 317.216.3571

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