

New Indiana Realty Group grand opening

by Cheryl Hurst

DALE — Indiana Realty Group is what's new in real estate. The company was formed by eight local women, with a total combined experience of 40 years in real estate, who want to shake up the industry with their own ideas and talents.

"This is not a chain real estate company," noted Kim Esarey, principal broker and owner of Indiana Realty Group. "We wanted to be out on our own, so we decided to start our own realty group.

"We're from several different areas, with not too much cross over — Santa Claus, Huntingburg, Grandview, Tell City, Dale, so we're not stepping on each others' toes — and we work Spencer, Perry, Orange, Dubois, Pike and Warrick Counties."

Associates of Indiana Realty Group include associate broker Monica Leitch and sales associates Kathy Fazio, Judi Spencer, Nova Esarey, Shelly Garrison, Dona Ashby and Lisa Huber.

These businesswomen are typical wives and mothers, with 21 children between them, ranging in ages from 5-23. They know the wants and needs of average homeowners because they share the same concerns.

"About 50% of our business has been from selling foreclosed properties," Kim Esarey continued. "Because there are so many foreclosures right now,



Indiana Realty Group invited the public to an open house on Tuesday, July 22. The new company is located at the junction of SR 62, east of Dale, and SR 245, on the west side of Cuttin' Loose Hair Salon. The all-female staff includes, from left: Shelly Garrison, Monica Leitch, Nova Esarey, Kathy Fazio, Lisa Huber, Judi Spencer, Kim Esarey, principal broker/owner, and Dona Ashby.

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people think there is a slump in the real estate industry. No so. Business is actually very good right now. What it means is we can offer clients homes at greatly reduced costs," Esarey continued.

"We don't push higher priced homes on customers," noted sales associate Judi Spencer.

Esarey agreed, "We want to give them what they want in

their price range. We try to put people in homes they can afford, because it's heartbreaking when someone loses their home. We don't want that to happen."

Indiana Realty Group has several different lenders to offer clients, but will also gladly work with the client's choice of lender.

Indiana Realty Group is located at the junction of SR 62,

east of Dale, and SR 245, in the Cuttin' Loose Hair and Tanning Salon building next to the railroad tracks.

Check out the company website at indianarealtygroup.com. Office hours are 9 a.m. to 5 p.m. Monday through Friday. To speak to an associate about realty needs, call, 812-937-2000, where there is always someone on call.