

ECHOES FROM THE LAKE

INDIAN LAKE REALTY INDIAN LAKE MARINA INDIAN LAKE RESORT

814-754-4224 ISSUE 1 814-754-4774 814-4975

April, 2001

Scott ... THE SECRET OF SELLING- BBBC

When selling your home, remember that BUYERS BUY BY COMPARISON. Not only do they shop for good deals in the properties they consider, they also seek out knowledgeable Real Estate companies that employ honest and hard working agents. You see, today's schooled Realtor knows that a buyer will rarely buy the first home shown since this is too big a purchase to be hasty.

Likewise, buyers immediately identify and disregard overpriced listings for consideration. In days gone by when financing was liberal, agents actually encouraged sellers to list high since "you can always come down". In our current competitive market, buyers are smarter, educated and will probably make their offer on homes already realistically valued.

Another component of success when selling is maximum exposure. The more agents cooperating to find buyers for a properly priced home, the better chances you'll get top dollar. Co-brokering and commission sharing has resulted in faster sales and better prices for successful sellers.

One experienced Realtor shared, "I've noticed a recent trend of astute sellers starting to price their homes at fair market value instead of pricing high and holding out for that one wealthy and uninformed buyer. Most home owners can't afford to wait for the market to catch up with their overpriced listing?"

When selecting a Real Estate Company to get you a faster sale at the most favorable terms. Remember, BBBC - BUYERS BUY BY COMPARISON!

Indian Lake Transfers (Since our last publication)

Braden Heider to Dorothy F. Hagan - Fairway 58

Glenn Snider to Robert M. Oates - Fairway 46

Kevin F. Fleg to Paul C. Kurisko - 265 S. Shore Trl

Horst H. Bandle to Bryan J. Bozovitch - Pen 880 & Frwy 78

William J. Hellmann to James N. Baird - Nav. 309

Malcolm Charles to Henry W. McLaughlin - .11 acres

Doris Nearhoof to Lee Nearhoof - Nav. 118

John E. Jones Jr. To Francis D. Siciullo - Pen 1733 & Frwy 178

Ronald J. Delano to Anthony P. Dipaola - Mohawk 40 & 41

David Hillinski to Dr. William Castle - 282 S. Pen

Charles G. Shea to Charles A. Fox - Frwy 102

Nancy B. Jackson to Peter J. Ridello - Chickasaw 134

Barbara Pratt to Adrian V. Posterano - Wen 472

Dianne Ruggiero to Joanne Nickel - Twnhse 777
Michael McElwain to Donald Wonders - Buckstown Road 853

Louis Blondi to Keith N. Mangini - Pen 779

Earle Guffey to Kristen O. Milke - Pen 1505

Alice Neilen to David Finui - Pen 91

Pauline Wilkerson to Kenneth Dick - Airpark 28

Transfers cont'd

Robert Shaffer to Marc M. Alaic - Pen 1269

Howard Wilson to Frank McKey - Wen 139

Mary Maceyko to Jim Guy - Airpark 46

Kenneth E. Saradin to John Bedzik - Frwy 44

Joseph Perl to Paul Balint - Twnhse 746, 748, 750

Robert E. Jacob to John W. Jacob - Frwy 75 & 76

Raj. Devineni to David Profozich - Pen 1483

Bernie Wires to James Zimmerman - Wen. 22

The above information has been taken from newspaper publications and has not been verified.

Current Properties Listed by: Indian Lake Realty

18 South Shore Trl. (Wenatchee) (L)	\$ 12,000
25 Fairway East (L)	\$ 28,500
34 Airpark Drive (L)	\$ 29,500
93 Fairway (L)	\$ 29,900
28 Lakeshore Road (L)	\$ 47,500
786 South Shore Trail	\$ 59,900
3 & 5 Ithaca (L)	\$ 69,000
220 E. Main St., Stoystown	\$ 99,500
1460 Peninsula Drive	\$132,500
419 Delaware Path	\$139,000
899 Huckleberry Highway	\$139,900
409 Delaware Path	\$149,000
305 Airpark Drive	\$159,000
115 Syracuse Lane	\$169,900
137 East Fairway Road	\$175,000
507 Mohawk Circle	\$185,000
173 East Fairway Road	\$188,000
369 North Shore Trail	\$229,000
470 Mohawk Circle	\$269,000
1705 Peninsula Drive	\$298,000
1543 Peninsula Drive	\$399,500

PENDING:

243 South Peninsula	\$129,000
---------------------	-----------

Indian Lake Realty

814-754-4224

www.indianlake realty.com

Scott Swank	Broker/Owner
Brenda Wasson	GRI/Realtor
Dave Wood	Realtor
Gerald Yock	Realtor

234 SOUTH SHORE TRAIL, CENTRAL CITY, PA. 15926

FAX 814-754-5299

INDIAN LAKE MARINA
814-754-4774
Fax: 814-754-4588

Once again we are at the time of year when we are at our busiest - getting all of your boats ready for delivery, etc. for this upcoming season.

The events of September 11 have certainly affected us all, especially since we are so close to the site. Hopefully, we can look forward to a better spring, summer, and fall this year.

We are, naturally, waiting for the weather to cooperate soon, so we can begin delivering your boats. Of course, you will have to see that your docks are ready for us. If you will not be ready for your boat to be delivered, please advise ASAP, so we can schedule our deliveries in a timely manner.

We will be having some Memorial Days activities here at the Marina. The details aren't complete as of this date.....so, watch for May's Newsletter for Details.

Jim Brant

New Staff Member at Indian Lake Marina

Please welcome Dave Mitchell to the staff of Indian Lake Marina. He will be our boat salesman, and comes to us with at least 10 years experience in boat sales. He formerly sold boats for Green Cove Yacht Club in Fredericktown, PA and for Southwest Marine in Speers, Pa.

Dave lived at the Lake during much of his childhood. He left in the 1980's and returned in the 1990's. He lives her full time. _If you haven't met

him, stop by the Marina. Dave is here full time.

New Boats

2000 Malibu Sportster

2001 Bennington Pontoons
2250 RL
225L
208L

2002 Glastron DX 210 Deck Boat

Used Sport

1986 Celebrity 21' 5.7 I/O
1987 Winner 17' F/S 150 HP
1997 4 Winns Fling - Jet Boat & Trailer
1990 Flote Deck 18' 205 HP OMC
(10 person)

Used Pontoons

1999 Bennington 2550 50 HP
2000 Bennington 2550 LX
1994 Harris Royal Heritage - 28'
1992 Harris 240 Classic - 25 HP

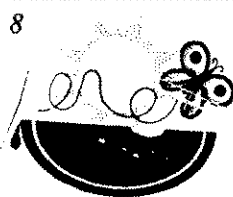





Used P. W. C.

1995 Tigershark
1997 Sea Doo GTX
1993 Sea Doo GTS76

malibu boats
#1 in Boating Industry
2002 New Leader. New Rules
2002-20th Anniversary

BENNINGTON MARINE
Best Warranty in the Industry
"The Boat Dreams are Made Of"
Indian Lake Marina

May 2002

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1 Wed. night Wing nite at the Lodge	2 Don't miss our mouth-watering BBQ Ribs	3 Fri. Fish Fry Enjoy the music of Austin & Krebs	4 Love Prime Rib? See you Saturday night at the Lodge.
5	6 Why cook...it's spaghetti night at the Lodge.	7	8  8	9 Dinner suggestion. Take out from the Lodge	10 Hard week? Treat yourself to a Fish dinner.	11 
12 Love you Mom! Special Mother's Day Buffet.	13 	14 Too tired to cook. Let us do it for you!	15 Let's do lunch! Different lunch specials daily.	16	17 Eat, drink, and be merry! Listen to Gashouse Duo	18 Take the family out for food and fun at the Lodge.
19	20 Something smells good! Spaghetti Night.	21	22	23 	24 Relax to the sound of Gordy Haluska 9 to 12	25 Rock with Johnny & The Rhythm Sharks
26 At the Pow Wow Pier...The Crowded Hour	27 	28 Cathy's soups are the best. Try a cup today.	29 	30 Wings, rings, and things. Try some appetizers.	31 Hungry? Try our hugh fish sandwich.	

THAT FIRST IMPRESSION—SO IMPORTANT!

We've all heard the words "location, location, location" as being the most important in the world of real estate and this rings true for most home buyers but another word, "appearance", plays a major part in a buyer's first impression. Since Spring is in the air and buyers are out, now is the time to work on that "appearance". A spring clean up is so important both from a visual standpoint and letting buyers know the home has been well cared for both inside and out. Minor repairs should be taken care of-buyers lose interest in a property if they see a lot of work involved at the initial visit. A clutter free home generates positive feedback—buyers can visualize their own furniture in the rooms and will generally give the home more serious consideration. A good airing out of the home to take care of any stale odors is another important item; dehumidifiers seem to be popular and necessary here at Indian Lake. All in all a good "spring cleaning" will go a long way in helping to create that very important "first impression" to potential buyers. And there is something to be said for that feeling of achievement when we have tackled and won the battle of spring cleaning—at least that is what I keep

telling myself as I procrastinate. Happy Spring and hope to see you all around the lake!

Brenda Wasson, GRI

Indian Lake Realty

Off: (814-754-4224; Res: (814-754-5821)

Brenda@indianlakerealty.com

INDIAN LAKE RESORT & GOLF

(814) - 754-4975

What's New at the Lodge

The Lodge welcomes Cathy Bulich as our new head chef. Cathy will start the season with a new menu coming out on May 3, 2002. The menu will consist of some of our most popular dishes such as beer battered fish, steaks, and prime rib, but the new menu will have more daily specials. Cathy has many exciting ideas for the upcoming season, and the Lodge is very pleased to have her on our team. Look for our new dessert cart featuring luscious gourmet desserts. Warning! We will be tempting you with selections such as Midnight Satin Red Velvet Cake, or how about a piece of Raspberry Streusel Cheesecake. Who can resist Chocolate Enchantment Mousse, Carmel Crisp Apple Pie, or Candy Bar Celebration? Another after dinner treat will be specialty coffees with liquors, and topped with whipped cream and shaved chocolate.

234 SOUTH SHORE TRAIL, CENTRAL CITY, PA. 15926

Fax 814-754-5299

Our pizza oven is here and soon we will be offering fresh made pizzas. Look for upcoming news about our Pizza Party to unveil our new pizza operation.

Utilizing his new equipment, Christopher Smith, golf course superintendent, and his experienced grounds crew are making improvements to keep the course in the best shape it's ever been. We are opening the golf season this year with all new carts. Equipped with the GPS Pro-link system, golfers will be able to check yardage on the holes, or pre-order lunch so that it will be ready when they make the turn, if they choose.

The Pow Wow Pier will be open starting on the Memorial Day weekend. The Crowded Hour will play lakeside on Sunday, May 26—weather permitting. Entertainment is being planned for every weekend trying to offer our customers a variety of different styles of music. Mark Zimmerman, General Manager, invites everyone to enjoy Indian Lake Resort & Golf this summer season and all year long!

Hope to see you soon!

Mary Lou Remich,
Asst. General Manager

This letter is provided to you as a public service by Indian Lake Realty, Indian Lake Marina, and Indian Lake Resort & Golf

GENERAL SERVICES

Beauty Shop	
<i>Erica's Salon</i>	267-6189
Carpet Cleaning	
<i>Orie</i>	754-4153
Carpet Installation	
<i>Ron Custer</i>	267-5731
Disc Jockey	
<i>"Z" Man</i>	754-4330
Dock Repair, Etc.	
<i>Carl Chapman</i>	754-4882
<i>Indian Lake Dock & Pier</i>	754-5069
Glass Solarizing	
<i>Mark Fetsko</i>	754-1304
House Cleaning	
<i>Billie Sue</i>	754-8325
<i>D Creamer</i>	267-3272
<i>M Custer</i>	754-4044
<i>A Rissel</i>	754-4036
<i>C Robson</i>	467-6655
<i>B Thomas</i>	754-8160
<i>S Welch</i>	754-5989
Insurance	
<i>Gerald Yock</i>	467-5998
<i>STATE FARM:</i>	
<i>Bryan Bozovich</i>	443-1070
Lawn Care	
<i>T. St. Clair</i>	754-8272
Mower/Blower	
<i>Duppstadt's</i>	754-4400
Oriental Rug Cleaning/Repair	
<i>Mary Lou Pelin</i>	733-2650
Painting	
<i>R & R Painting</i>	754-1454
<i>Tom Tweardy</i>	267-3214
Plumbing	
<i>D Brant</i>	445-5938
<i>R Friedline</i>	443-9472
Retaining Walls & Sidewalks	
<i>RAM Sales</i>	269-9597
Taxidermy	
<i>Northwood School of</i>	893-5386
<i>Taxidermy</i>	754-5783
Yard Work	
<i>Nancy Hoover</i>	754-5493
<i>TLC</i>	893-5210
<i>M Duppstadt</i>	754-4400
<i>Jess Gerula</i>	754-4080

HAPPY SPRING!!!!

234 SOUTH SHORE TRAIL, CENTRAL CITY, PA. 15926
Fax 814-754-5299

Indian Lake Realty
237 South Shore Trail
Central City, PA 15926

Address Service Requested



INDIAN LAKE REALTY



**FAVORITE PHONE NUMBERS
PLACE NEAR YOUR PHONE FOR EASY ACCESS**

Indian Lake Marina	754-4774
Indian Lake Realty	754-4224
Scott Swank, Broker/Owner	754-4224
Brenda Wasson, GRI, Realtor	754-5821
Dave Wood, Realtor	267-3470
Gerald Yock, Realtor	754-5765
Indian Lake Resort	754-4975
Indian Lake Boro Office	754-8161
Indian Lake Golf Club	754-5601
Indian Lake Golf Resort	754-GOLF
Carl Chapman	754-4882
Nancy Hoover	754-5493
Razor's Edge Style Salon	754-5970
Erica's Salon	267-6189
Al Diehl (Anglers Club)	754-4631