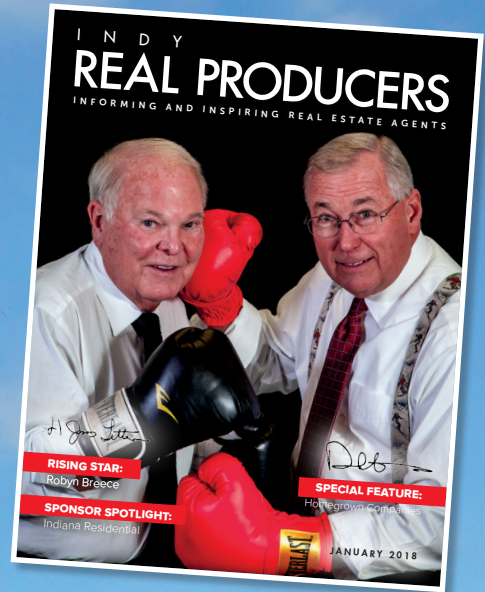


# INDY REAL PRODUCERS

INFORMING AND INSPIRING REAL ESTATE AGENTS

January Sponsor Spotlight

## INDIANA RESIDENTIAL



**INDIANA RESIDENTIAL**  
CONTRACTORS





# INDIANA RESIDENTIAL

Brian Ramsey

Closing! The word (in the context of real estate) inspires a plethora of emotions, a host of experiences and the summation of an event that provides everyone with a “win” – or at least it should. Many approach closing day with an unexpected laundry list of repairs found during the home inspection. Reaching that crowning day only to have something go awry, can leave many unhappy and unpaid. That is why it is so important to choose people that are devoted to the success of your rewarding moment.

The dedicated owners and staff at Indiana Residential understand this concept and champion their business as a solution. Following an inspection report, Indiana Residential offers a program designed specifically for Real Estate professionals to streamline the inspection repair process. With “One Call” (or email, text, one-click online submit), they appoint “One Contact” and provide “One Estimate” for all the repairs that are required on the Buyers Response. The company is a MIBOR Affiliate Member that also offers many years of experience in home remodeling and renovation. Additionally, they are an IICRC Certified Mold Removal Specialist and an Owens Corning™ Preferred Roofing Contractor.

Typically, the seller of a home wants the repairs noted on the inspection report to be fixed as “economically” as possible, but the buyer would like the repair to be done with the best quality of materials and construction. Who is correct? Maybe both have the best answer. The team at Indiana Residential assume the standard of high-quality repairs. Their specialty is on the customer service side of the business and building long-term relationships



with agents around the city. The dedication that they give to facilitate everyone’s best interest and the attention to details are second to none. They understand the real estate process and the importance of meeting deadlines and that there is no margin of error to cancel. Indiana Residential will “do what it takes” to get the job done – on time and to the satisfaction of all.

Indiana Residential is owned and operated by the partnership of Mike Greve and Kelly Latimore. In 2010, Mike, who was working in new construction and Kelly, who was experienced in flipping and renovating homes joined forces to create the business model that would provide estimates based upon inspection reports prior to the closing of a home. Their hope was to eliminate the cumbersome arrangement of selecting multiple professionals to fix the repairs, and to have one responsible party to take care of the buyers, sellers and realtors involved. In the first month of business, they facilitated 18 requests. Today, Indiana Residential handles nearly 300 requests per month. Their then staff of four has grown to 18, yet their philosophy and quality remains the same year after year.

Greve notes that their ability to scale their business is one of the greatest assets to their success. Their team of project managers and field contractors are full-time W2 employees that work for the company year-round, reducing the snags that come from turnover and training. Mike’s strength as a project manager and

Kelly’s ability to connect to customers have given them complementary skills to serve their clients well. Mike observes that clients desire to have quality people solve their problems without cutting corners or without extending deadlines. This philosophy removes the pressure from the client and allows them to reserve their emotions for the process of closing. Indiana Residential’s top customers(agents) understand the importance of not leaving the homeowner to hassle with multiple contractors and of not simply taking the lowest bid to get the job done. Streamlining this process with a contractor that they can trust is essential to growing the agents’ own business as well.

Mike Greve was born and raised in the Indianapolis area and has been married to his wife Heather for 11 years. She serves as a V.P for Becton Dickinson, and the two have a girl (9), Alex and a boy (5), Max. They can be found at gymnastics meets, enjoying time at the beach, boating and golfing. Kelly has been married to his wife Jennifer, a personal trainer, for nine years. Together, they have four children, Payton (21), Kaden (16), Adi (15), and Jaxon (7). With four kids, a lot of his free time is spent enjoying the children’s athletics, but he also likes to play golf and travel.

Make your transactions less stressful and call the professionals at Indiana Residential at 1-800-601-4050. To learn more about their business and see photos of their work, check out [indiana-residential.com](http://indiana-residential.com).



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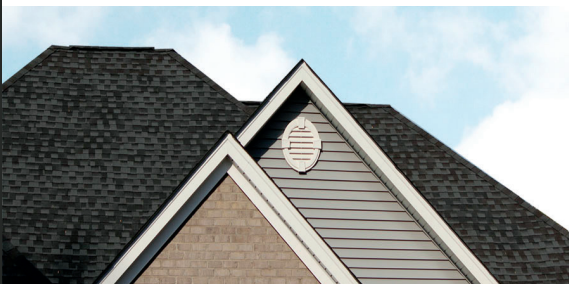




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