

Your Gateway to Real Estate



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~Tandragee	



Our local market is stabilizing

As anticipated, 2007 finished nationally as the 5th highest year on record for existing home sales, even with the slight decline in activity at the end of the 4th quarter.

Real estate prospects are brightening and top housing analysts see strength in the underlying economy. "This slowdown has never been about the underlying fundamentals of the economy," says NAR Chief Economist Lawrence Yun. "Consumers have the means to buy, but they have lacked the confidence."

Regionally we continue to see stabilizing trends and 2007 finished on-track with expectations that were equal or better than 2006.

Although the total number of transactions in the Stowe area is down slightly, we saw improvement in the total volume and average transaction amounts.

Activity is relatively strong, and 2008 should prove to be a solid year in which residential sales stabilize, and land sales continue to advance.

Our agency remains committed to facilitating successful transactions for our buyers and sellers through the highest level of customer care and service.

"Consumers have the means to buy, but they have lacked the confidence."
Lawrence Yun
Senior Economist, NAR

Reasons for Optimism...

- Falling prices enable more 1st time buyers.
- Great opportunities exist for investors.

Did you know...

- Multi-room audio and automated lighting have the highest profit potential for Sellers.
- Single women represent 20% of all buyers, up 50% over the past 8 years.



* This information is deemed accurate based on data received from MLS, but not guaranteed.

Opportunity is knocking for Luxury Home Buyers

“...the wealthy are seeing opportunities in this market.”

Best of times or worst of times? Dark clouds seem to hover over real estate as daily reports of slow sales and credit woes paralyze buyers and have everyone from the man in the street to

and credit cycles that typically drive real estate. "For people who are good at identifying truly unique properties and valuing those properties, there are probably more opportunities to buy now than even only two years ago," observes Robert Frank, who writes the wealth column for the Wall Street Journal.

housing economists speculating about the length and depth of the slowdown. Real estate has become as Brendan Fishman, CEO of NewCondos-Online.com, characterizes, "a guessing game for buyers."

Frank cites a recent study conducted by Capgemini and Merrill Lynch, which shows that those with investable assets of least \$1 million increased their real estate holdings in 2006 by 50 percent, increasing the percentage of real estate in portfolios from 16 to 24 percent. "That tells me the wealthy are seeing opportunities in this market. They see this market as a time to put more money in at a time when others are taking it out," he says. "What benefits the wealthy are long term investments that will appreciate over time. That's how the rich see real estate and that's why even if they can't remember the last downturn, they know that real estate is a great long term investment."

Keep this in mind... those who bought during the 1990s, the last great window of opportunity, have done extremely well. Today's market is one of the best in decades to purchase luxury properties, according to Unique Homes writer, Camilla McLaughlin. The end result of a slowing market? More one-of-a-kind properties, exceptional locations, great values and, most especially, more time to decide. Nothing could be a better match for a group of buyers who are somewhat immune to the interest rate

Luxury Trends

If you are one of the millions of people who have resolved to lead a healthy lifestyle in 2008, there's no need to dread it. With the right property or amenities you can accomplish this admirable New Year's resolution in luxurious style. Luckily, home exercise amenities are becoming the norm in luxury properties, and here are a couple of examples of what you can expect to see...

This [Expresso](#) stationary bike has an LCD high contrast screen, a high-performance computer processor, a premium video card, an integrated TV tuner and a spacious disc drive. Though some users will enjoy watching television while working out, the more adventurous will prefer the interactive virtual bike tours. With moving handlebars and changing

pedal resistance, these units allow users to steer through 30 realistic scenarios, racing against a pacer set to their fitness goals or even a "Ghost Rider" set to their previous best time.

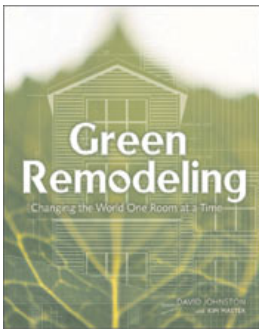


Some exercisers prefer the calming, full-body workout that swimming provides. While pools are not new to luxury homes, more people are considering resistance pools as an aquatic answer to the treadmill.

These pools fit easily into a fitness room and provide a high resistance, zero-impact alternative to cardiovascular exercise machines.

Fitness has never been so convenient...

The Future is Green Building and Remodeling



Green Remodeling

Changing the World, One Room at a Time

David Johnston and Kim Master

Whether because of changing lifestyles or simply because houses are becoming outdated, millions of North Americans are renovating their homes every year, spending more money annually on renovation than on new home construction. But renovations can be fraught with unintended consequences like indoor air pollution. How do you remodel in a healthy, environmentally friendly way?

Green Remodeling is a comprehensive guide. It first points out the advantages of remodeling. Buildings are responsible for 40% of worldwide energy flow and material use, so how you remodel can make a difference. Upgrading furnaces, cabinets and toilets means less fossil fuel pollution, reduced resource depletion, and fewer health risks. Green remodeling is more energy-efficient, more resource-conserving, healthier for occupants and more affordable to create, operate and maintain.

The book then discusses simple green renovation solutions for homeowners, focusing on key aspects of the building including foundations, framing, plumbing, windows, heating and finishes.

Addressing all climates, this is a perfect resource for homeowners, as well as architects and remodeling contractors.

RUSTLE THE LEAF™ BY PONCE & WRIGHT



Keep the advantage

This is the market where real estate professionals can make the difference.

A new feature on my website allows sellers to access all of the marketing information pertinent to their property through their own private page. Ask about what I can do for you.

www.sharon-bateman.com

FAST FACTS ABOUT YOUR HOME

Water:

- Older toilets use 3.7-7 gallons per flush
- Dishwashers use 8-14 gallons per cycle
- Top-loading washers use 45 gallons/load
- A dripping faucet wastes 15-21 gallons per day
- U.S. water users withdraw enough water to fill a line of Olympic-size swimming pools reaching around the world EVERY DAY (300 billion gallons)
- Although our planet is 71 percent water, humans depend on less than 1 percent of the water for survival – much of which is polluted.
- About a quarter of the nation's largest industrial plants and water treatment facilities are in serious violation of pollution standards at any one time.

Stowe 2007 Market Share
 (% of Total Transactions)

Opening New Doors Every Day™

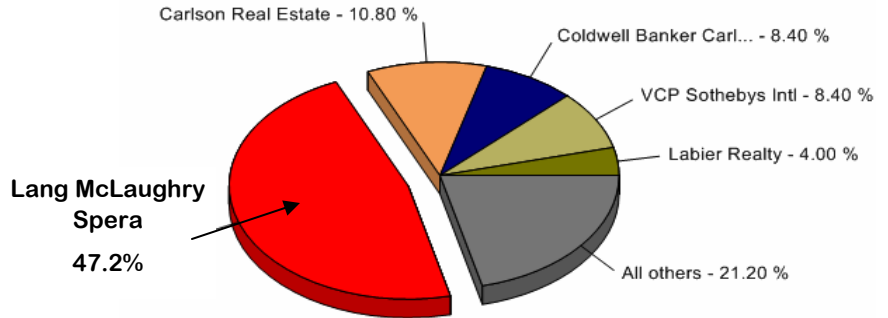
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Timely Reminders:

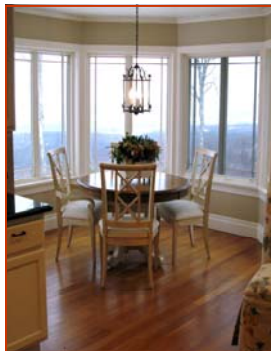
It's an election year—get out and vote!

Is it time to service your septic system?

The Lang McLaughry Spera market share is impressive — over 47% of all transactions in Stowe involved a Lang McLaughry Spera associate.

Complacency didn't get us that share — we always look for better ways to serve our clients.

Featured Property ~ Tandragee in Stowe, Vermont



Tandragee ~ Distinguished by timeless, elegant design and uncompromising workmanship.

This stylish residence has 4 bedrooms, 4 1/2 baths, 8,570 sq. ft and almost 6 acres, all overlooking Stowe Valley and Mount Mansfield. Of note are the 'star-quality' staircase, 5 fireplaces, the luxurious master suite and a fully equipped entertainment level.

Exclusively offered... \$2,995,000

