



Sharon A. Bateman

(802) 371.8369

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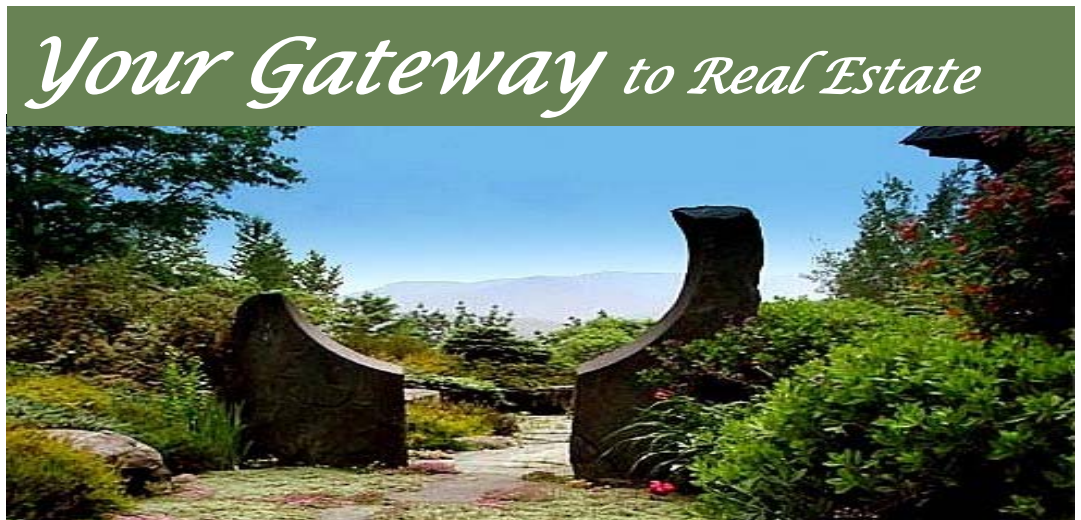
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Did you know...

- 62% of all State governments have adopted green building policies
- Energy costs are now the most frequently requested stats by buyers in all price ranges.



Pall Spera Company Realtors stands alone!

Once again, we are known as Pall Spera Company. Over time it became clear that the merger was not locally relevant, and viewed as 'too corporate'. Our clients have come to expect worldwide access and exposure, but most importantly they expect direct contact with their real estate professional. With 3 offices and over 25 associates, we continue to provide excellent service to the greater Stowe area and points north.

The professionals with Pall Spera Company know their area – every view, every hillside, every road and every trend. Since 1969 we have sold starter homes, lots, commercial buildings, vacation hide-aways, cabins, condos, and world class estates.

Our internet marketing network is unsurpassed. We are proud to be selected members of Leading Real Estate Companies of the World, a productive and prestigious affiliation of the finest broker networks both in the U.S. and internationally, which sells more real estate than any franchise, and strongly drives referral and relocation business. This affiliation and others yield significant benefits to our clients and customers.

For more than 40 years, Pall Spera Company has been the local leader, offering excellent properties and service — some things never changed.



Our Location on Main Street, Stowe

You will now find me on Main Street in the Pall Spera Company village office. Together with my colleague, Cubby Momsen, we are enjoying higher visibility and more personal visits than ever before. The new window displays are receiving more attention and giving our listings increased exposure. Come in and visit us whenever you are in town. You'll usually find one of us here. Cubby and I make sure that we cover for each other at all times to ensure that there is no interruption in services to our clients and customers.

The Value of Staging

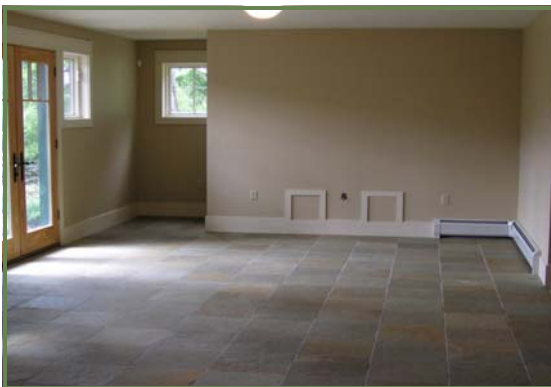
Homes sell the fastest when they have strong emotional appeal, and that can be accomplished with staging. The final decision on which home a buyer will focus is the one with that 'special feeling'. Staging can be accomplished by rearranging furnishings already in the home, removing some and replacing with others or, in the case of a vacant house, completely furnishing one or more rooms.

Research shows that well-staged homes sell approximately 32% faster than non-staged homes. They also sell for 3 to 10% more money.



Reasons why staging is a worthwhile investment:

- In a well-staged home the first impression will be positive, not negative.
- Buyers make up their minds in less than a minute, then confirm or rescind their decision in the next 6—20 minutes.
- Buyers overwhelmingly prefer homes that feel "ready to move in."
- Only 5% of the population can truly visualize how beautiful a home can be—in a staged home no imagination is necessary.
- Staged homes convey the underlying psychological message of being well-maintained and cared for.
- Real Estate Professionals are more likely to show staged properties, even if the home may not exactly fit their buyers' criteria. Buyers are often pleasantly surprised.
- Brokerage firms enjoy advertising beautifully staged homes to draw more response.



Green Ideas - Top 15 tips for Energy Conservation

1. Reduce water heater thermostat to 120°F.
2. Avoid 75-gallon water heaters unless there's a clear demand requirement. Consider instead a high efficiency (90% or greater) direct vent 50-gallon heater, such as AO Smith Vertex® or similar.
3. Install tankless on-demand water heaters such as Takagi, Rinnai, or similar in lieu of tank-type heaters (may require new gas line or higher-pressure meter. Consult with your utility company).
4. Insulate all hot water pipes with 3/4"-thick-wall polyethylene insulation (R-value >5). This has 50% more insulating value than thinner 1/2" insulation.
5. When replacing your washer, buy a front-loading model. This uses less energy and water; plus, eliminating the agitator allows for larger loads while minimizing fabric damage to your clothes.
6. Remove and clean the lint vent screen in your dryer before every load. Get a vacuum attachment and periodically clean the lint from the exhaust vent.
7. Install high efficiency low-flow toilets, such as those from American Standard, Kohler, and Toto.
8. Install a Toilet Tummy™ in older toilets to reduce water consumption per flush. Each Toilet Tummy saves 1.2 gallons of water per flush. Use up to two on larger tanks. If you can't find this device, put a couple of large stones in the toilet away from mechanical flappers.
9. When using incandescent flood lights, install 45W or 75W halogens vs. 90W.
10. Use bulbs rated for 130V but operate at 120V. Reduces power consumption about 14%, increases bulb life by nearly 3 times (light output will also be reduced about 25%).
11. Install dimmers where possible. Not all fluorescents can use dimmers.
12. Use LED bulbs (expensive) in applications requiring minimal lighting, such as under-counter lights and other local task lighting. LED's are long life -- but have less intensity vs. halogens or CFLs.
13. Install motion sensors on select outdoor lighting -- they only go on when someone's present.
14. On other outdoor and indoor security or landscape lighting, install programmable electronic timers that are "sunrise and sunset" aware -- that way lights aren't on when the sun's out regardless of the time of year. Look at the Intermatic EJ500C. (Note: many wall timers are not suitable for use with fluorescent fixtures. Check manufacturer's directions for details).
15. Use a programmable thermostat; keep HVAC system turned off or set to extreme limits during working hours when no one is home



Keep the Advantage

Have you seen the new Pall Spera Company website www.pallspera.com? Searching for properties is easy and more intuitive. Also visit my site for resources for builders, inspectors, lenders and other services.

www.sharon-bateman.com

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62 Main Street
PO Drawer 539
Stowe, Vermont 05672

www.sharon-bateman.com

Timely Reminders:

Sellers: be aware of curb appeal

- Weed your garden
- Trim bushes away from windows
- Edge your borders

Luxury Trends

This year a spectrum of colors, including **yellows, greens and blues**, are in vogue and will be appearing in luxury homes around the world.



Envision greens with a touch of yellow (think avocado) and blues with touch of green (think blue and green gemstone shades). Acclaimed design leader [Christopher Peacock](#) has created the perfect paint collection - embracing rich colors, immaculate quality and various finishes.

These is one simple idea to help inspire you to find your personal tranquility. Stress and uncertainty do take their toll, but even in the current climate there are ways to affordably stimulate your mind, body and home without sacrificing luxury.

Featured Property - Kulani

Exclusively offered, \$1,550,000



Kulani is a livable sculpture on over 5 acres located 5 minutes from the center of Stowe. Clean lines and natural materials highlighted by abundant windows revealing spectacular mountain views. Over 4,500 sq. ft. of living space is finished with exotic hardwoods, natural stones and New Zealand wool carpeting.

