

Lifestyle Realty Group Listings

HOMES FOR SALE

FOXWOOD 4 BR/2BA with 1,728 sf detached garage/stable located on 2.17 acres. Private, tranquil setting is located in equestrian community within minutes to I-95 and Palm Beach International Airport. **\$459,900**

GARDENS OF ST. LUCIE Featuring community clubhouse and pool. Two to choose from: 2BR/2BA/1G villa with open kitchen and welcoming living room **\$155,000**
2BR/2BA/1G villa with split bedroom plan, large living room, porch and lake view **\$150,000**

PORT ST. LUCIE 3BR/2BA/2G Beautiful pool home with fenced backyard, room to park an RV and lush landscaping around the pool for extra privacy. **\$224,900**

SOUTH RIVER COLONY 3BR/2BA/1G Beautifully remodeled pool home with custom oak cabinets in kitchen and bathrooms, newer metal roof, Mexican tile foyer and kitchen and peaceful view of the canal. **\$299,000**

SUMMERFIELD 4BR/3BA/3G Spacious golf course home featuring volume ceilings, granite countertops, plantation shutters, upgraded wood laminate flooring and tasteful decorator touches. **\$479,900**

CONDOMINIUMS FOR SALE

ANGLERS COVE Nature-inspired 3BR/3BA second floor unit is located on the Indian River Lagoon side of Hutchinson Island. Beach access, community dock and new boat slip for 23-27' boat. **\$299,000**

FOUR WINDS 2BR/2BA/1C captivating full river views are showcased from this first floor immaculate unit featuring marble flooring, crown molding and 9' high ceilings. Bring your boat as a boat slip up to 50' is available to lease for a minimal fee. **\$545,000**

PIERPOINT 1BR/1BA, first floor unit with new tile and fresh paint. Great clubhouse with heated pool and river views. **\$110,000**

VISTA DEL LAGO 1BR/1BA first floor unit convenient to everything. **\$49,900**

WILLOUGHBY CRESCENT Elegance redefined. Spanish Mediterranean architecture featuring quality construction including impact glass and custom built-ins. 2BR/2BA/1G, second floor end unit with preserve views. **\$495,000**

WINDJAMMER Model quality 2BR/2BA with deeded dock right outside your screen porch! Unit features new cabinetry, countertops, stainless steel appliances and 18" tile throughout. Community has three pools and clubhouse. **\$245,000**

LOTS FOR SALE

PORT ST. LUCIE Corner lot in great neighborhood with easy access to I-95 and Turnpike. **\$55,000**

JENSEN BEACH Build your three story dream home on .77 acres with sunrise views over the Indian River and sunset views over the Savannas Preserve. **\$249,000**

Please call for a complete list of properties for sale.

The finest compliment we can receive is a referral from our clients. We thank you for your continued support.

772-781-9126 • www.LifestyleRealtyGroup.com



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Solutions

VOLUME 3, ISSUE 1

A SERVICE OF LIFESTYLE REALTY GROUP

2008 – Welcome to the Year of Opportunity!

2007 was a year full of challenges including an enormous housing inventory, sub-prime mortgage debacle and ever increasing property taxes and insurance. One principal issue holding back home sales is the lack of buyer confidence to enter the market...a fear the media continues to fuel.

2008 will be the year of opportunity for buyers and the year of beginning recovery for sellers. Projections indicate that by mid to third quarter 2008 prices should begin to stabilize as inventory will decrease and interest rates continue to remain low. What that means is by 2009 we should start seeing small increases in property values. Already Martin County's housing inventory has begun to show a decrease, however St. Lucie County has a longer recovery time due to a much larger inventory.

Real estate will always pay off if it is purchased for the long term. According to Dr. Lawrence Yun, Chief Economist for the National Association of Realtors, housing statistics show the average increase in a home's value is 6.6% per year through both slow and active periods. What this means is in seven years your home will be worth 56% more. As an example, if you purchase a home for \$300,000 in seven years it will be worth \$468,000, a gain of \$168,000.

Now more than ever if you are planning to buy a home it is the right time! With historically low mortgage rates, possible tax changes and great deals, waiting to find the perfect time to buy is like the roll of the dice. Remember that you will never have a market where you sell high and buy low. It is always both ways in a sale and purchase; sell high, buy high or sell low and buy low. But with the current low mortgage rates, high inventory and reduced prices, 2008 is shaping up as the year of opportunity!



Maria S. Wells
ABR®, CRB, SRES®
Broker/Owner

State and locally recognized leader, with expertise in the fields of real estate and healthcare, providing impeccable service to clients facing the challenges of Senior and Boomer real estate.

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Ask Maria

Q: My son is a high school senior and will be graduating in June. Are there any scholarships he can apply for from the real estate industry?

A: The Florida Association of Realtors is running a Scholarship/ Essay Contest. This is a statewide awards program designed to help students further their educational goals. A student can win from \$500 to \$5,000 as a first place winner. The topic: "How Does a Realtor Professional Benefit the Community?" All essays must be 500 words or fewer. Children of licensed real estate practitioners are not eligible. Deadline for all essays is March 7, 2008. So hurry and please call Lifestyle Realty Group to obtain more details and packets on this amazing opportunity.

FAR NAMES MARIA DISTRICT III VICE-PRESIDENT

The Florida Association of Realtors (FAR) elected Maria Wells as District III Vice President recently. District III includes Indian River, St. Lucie, Okeechobee, Martin and Palm Beach counties with seven REALTOR® associations located within. Maria's election marks the first time in almost two decades that a member from the Realtor Association of Martin County has been elected to this position.

As a District Vice President, Maria will serve as an officer of FAR and act as an advisor to the boards within District III. She will be a member of the Ambassador Council, Executive Committees and Board of Directors. Additional responsibilities include conveying to local REALTOR® associations the benefits and features of various FAR programs, participation in FAR Lobbying efforts with local officials and to speak on behalf of the real estate industry to non-real estate groups.

Congratulation Maria!

If you would like more information on this topic, feel free to either call 781-9126 or email me at maria@LifestyleRealtyGroup.com.



Maria Wells and her husband, Rod, at the 2007 Annual Motorcycle Toy Run where an estimated 2,000 motorcyclists participated in donating gifts for local under-privileged children.



Thurlow-Lippisch Named Realtor Of the Year

The prestigious Realtor of the Year award was presented to Jacquie Thurlow-Lippisch, ABR, GRI, SRES of Lifestyle Realty Group by the Realtor Association of Martin County. The award recognizes a Realtor who has contributed the most to the Association, the real estate profession, to fellow members and to the community at large during the past year.

Jacqui's service to the real estate profession includes serving on the Board of Directors of the Realtor Association of Martin County from 2005 to 2007 as well as on numerous committees and also serving on the Florida Association of Realtors' Appraisal Council, Legislative & Political Forum and Professional Standards Committees.

Congratulations Jacqui!



Janice Norman and Jeanne Hudock, chairperson of the Save Ourselves, Save Our Sisters (SOS-SOS) signature program of Soroptimist International of Stuart which provides mammograms to women who can't afford them.



Sherry Giffen and Janice Norman (front kneeling) of Soroptimist, celebrate with representatives of The Pine School at the Soroptimist Christmas Parade. The Pine School won the Luminations Award at the parade.

Dimensions Of Dementia, Part III



Donna True, MSW, LCSW
Licensed Clinical Social Worker
Alzheimer's Association,
Southeast Florida Chapter
Community Development Director

Education is a crucial weapon in the war against Alzheimer's Disease and other memory loss disorders. It is important not only to learn about the disease process, but also to know and understand the resources that can help make your lives easier.

Some of the things we suggest include seeing an elder law attorney to get all of your legal documents in order, including durable power of attorney for both health care and financial decision-making. Financial planning should also be done. At this point in time, Medicaid is in the process of being restructured so the old rules you heard about last year may not apply. Assume nothing! In addition, Medicaid benefits vary from state to state so don't think you automatically qualify for Medicaid in Florida if you qualified in New York.

We worry about YOU, the caregiver, as the stress of being a fulltime caregiver can lead to serious illness. Please consider respite (time for YOU, the caregiver) without guilt. You will be a better caregiver if you take care of yourself. Too many caregivers have mentioned that they put off their own medical appointments so they can take care of a loved one with a memory loss disorder.

I mentioned our "Safe Return" national registry in the previous newsletter. This registry is designed to safely return lost persons. **We are now offering scholarships to EVERY APPLICANT through the end of May 2008.** In addition, "Safe Return" now offers an additional option: MedicAlert registration. You can call me for an application: 1.800.861.7826, Extension 1. If you are a caregiver, you too can enroll in the Safe Return program and your emergency contacts will be on file. At the very least, put a note in your wallet stating you are a caregiver for a person with a memory loss disorder, and list an emergency contact.

Visit our NEW website at www.alz.org/seflorida to find local support groups plus a wealth of other information including a 'Brain Tour'.

Please, no matter what state you are in (and that includes state of mind!), call the Alzheimer's Association any time night or day (1.800.272.3900) for information about the disease and resources in your area. It is a sign of strength to reach out for help.

Classic Service Counts

"Maria and Z were exceptional people to work with! Their patience and knowledge were outstanding. We wish them great success for the future and more sales to come!"

Jeff and Jennifer Schetzel

"Thank you, Maria and Zaneta for your honesty and for steering us in the correct directions with regard to price and the clean-up."

Stacy Lumley



Kudos to Dr. Nick Vincenzo, for loaning his beautiful 1965 Corvette Roadster and to Lucille Rights for loaning her collection of Seminole Indian jackets for our Thanksgiving postcard. If you enjoy classic cars, stop by Treasure Coast Square every Tuesday night for Gweed's Classic Car show. And remember, if you want the classic service you deserve for all your real estate needs, then call us today at 781-9126.

Our Successful Team



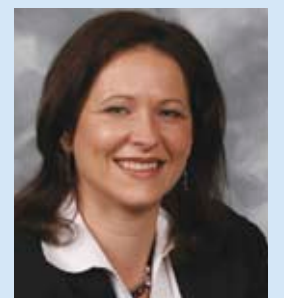
ROBERTA R. MURRAY,
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JANICE NORMAN
SRES®, RN, BSN, Broker Associate



JACQUI THURLOW-LIPPISCH,
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ZANETA M. PERAGINE
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