

Lifestyle Realty Group Listings

LOVE A CHARMING SETTING? 3 bedrooms, 2 baths, 2 car garage in The Preserve. This Divosta built Hampton model with park like setting, well maintained inviting home. **\$379,000**

A BRIGHT AND CHEERY PLACE TO CALL HOME This 2 bedrooms, 2 bathroom one car garage offers newer appliances, a spacious living room with vaulted ceilings and large sliding glass doors that open to patio. **\$225,000**

GEORGETOWN VILLA Great location in Georgetown, single story, end villa. 2 bedroom, 2 baths, one car garage Walk to community pool. Ready for immediate occupancy. **\$210,000**

CUSTOM HOME ON 5 ACRES 2BR/2BA/3 with a loft. Enjoy privacy and nature on your secluded wooded lot. A perfect location to enjoy your horses. **\$545,000**

TROPICAL FRUIT FARM Private Paradise. Bring your horses. 4 bedrooms, 3 bath, pool on 2.7 acres in Stuart. Wetlands in the rear of the house ensure privacy. Lots of upgrades. **\$455,000**

DUCKWOOD This practical "Egret" model 3/2/2 is located in 55+ community, offering a huge lake front clubhouse, pool, and miles of sidewalks. Oversized corner lot. **\$234,900**

PORT ST. LUCIE Great opportunity to buy a CBS home with new roof, 2 bedrooms, 2 baths, 1 car garage. Nice location on large corner lot w/fireplace. **\$160,000**

THIS HOME IS A MUST SEE! There are too many upgrades to list for this 3 BR/2 BA/ 2 home. Hurricane preparation is a breeze with new accordion shutters and hurricane rated garage doors. **\$229,900**

AFFORDABLE STARTER HOME This 2 bedroom, 1.5 bath house has laminate flooring with Berber carpet in bedrooms. Enjoy barbecuing on the screened porch and large open backyard. **\$159,000**

LOTS OF POTENTIAL 3/2/2 pool home in gated Coral Lakes community. Large corner lot, wood burning fireplace, new roof. With some TLC can be your dream house. **\$310,000**

YORKTOWN VILLA Hard to find Yorktown Villa. 2 bed, 2 bath, 1 car garage located in desirable Heritage Ridge Golf Community. Enclosed Florida Room. Screened lanai. **\$195,000**

CONDOS FOR SALE

CONQUISTADOR 2BR/2BA on 2nd floor. Living Room and Florida Room offer beautiful views of the pool area. Tile and new laminate flooring in bedrooms. Watch the sunsets in private community park. **\$199,900**

KINGSWOOD 2BR/2BA on 2nd floor. Got taste for new but with an old charm? Completely remodeled. New kitchen with smooth top stove, new dishwasher and side by side refrigerator. New bathrooms, carpet and tile. Owner financing **\$135,000**

VISTA DEL LAGO 1BR/1BA on 2nd floor. Accordion hurricane shutters. **\$79,000**

FULL RIVER VIEWS Let your imagination be your guide in this 2 BR/2BA 1st floor condo. Amazing river views from living room porch and master bedroom. **\$205,000**

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 1, ISSUE 5

A SERVICE OF LIFESTYLE REALTY GROUP

Are You Part of the "Coolest Generation"?

It is the rite of passage for anyone who has crossed the age barrier of 50. Suddenly the mailbox is full of offers for "seniors", and if those aren't enough, could the dreaded AARP card be far behind? Nevertheless, the fact is the baby boomers generation promises to be the largest, and coolest group of Americans ever to hit retirement age. The median age of all homeowners is close to 50, and by 2010 as many as 1 in 5 Americans will be at least 65 years old. Many industries, including real estate, are attempting to address the needs of the Boomers.

The Boomer Profile:

- Age 42 to 60 years old (Born between 1946 and 1964)
- 36% live in the suburbs, 24% live in urban areas and the remaining 40% live in rural areas or small towns.
- 60% of Boomer households are empty nesters or two person households
- Median household income in 2005 was \$64,700, compared to \$44,400 in 2004.
- Have a strong affinity for real estate – homeownership rate is 78% – exceeding the overall national rate of 69%.
- More active in the second home market, owning 56% of all vacation/seasonal homes and 58% of rental property.
- Are in their peak earning years and continue to wield great influence in the US economy.

Boomers on the leading edge of this generation, find themselves busy caring for teenagers, waving goodbye to their college students or possibly paying off a child's wedding. Now they are looking forward to travel, time to themselves and less responsibility. But just as they sit down and take a deep breath to reflect on their future, many find themselves placed in the predicament of trying to figure out how they are going to care for their aging parents.

Incredibly there are many issues to contend with, including their parents health care, insurance, caregivers, and overall safety. Additionally, if their parents live out-of-state, Boomers find themselves trying to juggle these challenges on a long-distance basis.

If you are reading this article and find yourself saying "yes" to some or all of these issues, the answers and guidance to a network of professionals is at your disposal. Lifestyle Realty Group was created for you and your parents. We are here to answer your questions, connect you to a network of professionals providing you with peace-of-mind whether you live on the Treasure Coast or outside our area. As Senior Real Estate Specialists, we have the expertise in selling and buying property for you and your parents. Call us today and let us help you!



Maria S. Wells
ABR®, CRB, SRES®

Broker/Owner of Lifestyle Realty Group has valuable experience in the healthcare industry as well as an excellent working knowledge of real estate for over 21 years.

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Ask Maria

Q: What is the forecast of Real Estate in our area?

A: Economists with the National Association of Realtors (NAR) point out that after five years of outstanding growth, the housing market now is going through a period of adjustment and becoming a more balanced market. Rising mortgage rates, speculative investors pulling

back and many first-time buyers being priced out of some markets during the boom years have contributed to the normalizing housing sector, according to industry analysts, who note that 2006 is expected to be the third strongest sales year on record nationally. The adjustment in our market will most likely continue through the first quarter of next year. There are many factors to consider that are effecting our housing market. The over abundance of property listed for sale gives buyers many choices ranging from new construction to existing homes with no sense of urgency to purchase. Property taxes and insurance rate increases have also contributed to buyers seeking lower price homes in order to afford their monthly payments. We all know homeowners insurance throughout Florida and especially the coastal area is in a crisis. According to experts, those prices are only going up, which means less buying power for future homeowners. Our real estate market will change, it always does, but that will take time. It's still a great time to purchase a home as real estate is a long term investment. And, for sellers who have owned their home prior to 2004, and need to sell, they will receive a profit at the closing table, in addition to having had the tax benefits and pride of home ownership over the years.

Q: What else can I do to sell my house?

A: Even though the Seller sets the price, the Buyer determines the value. That statement has always been true no matter what item we purchase and is no different for real estate. Value is driven by price and other benefits a seller is willing to offer a buyer to sweeten the deal. As a Seller, make your home shine, eliminate the negatives. Put on a fresh coat of paint, clean the carpet, trim the landscaping and mulch. Other ideas include offering money towards closing costs, a credit towards a home improvement, pay for a year of home/condo owner association dues or include one year of home insurance. There are many creative ideas available to help sell a home, however, it all comes down to the bottom line...your home needs to be properly priced and marketed so the buyers see the value. The best advice I can give a Seller is to meet with a Realtor who has extensive knowledge of this market to price your home correctly, offer advice on how to stage your property and what offerings might be an incentive to make your home more appealing to buyers.

Lifestyle Realty Group's Wells Receives State Award

Maria Wells, ABR, CRB, SRES®, Broker/Owner of Lifestyle Realty Group received the Editorial Excellence Award from the Florida Association of Realtors (FAR) at the state conference in September. Wells received this distinguished recognition for her article featured in the Florida Realtor magazine in January of this year.

"Every issue of Florida Realtor magazine carries at least one article written by a Realtor," said Doug Damerst, Editor in Chief of Florida Realtor® magazine. "The FAR communications committee, made up entirely of Realtors, bestows awards on those they believe are outstanding in both quality of content and their topics' value to real estate practitioners."

The article, entitled "How to Serve the Senior Market", gave insights into Lifestyle Realty Group's niche market... catering to the Senior and Boomer real estate markets.

Drawing from her past career in Home Health Administration, Wells explained her methodology of hiring a team of agents with prior health care and estate trust backgrounds; providing senior-focused services in addition to real estate such as coordination of relocations, house cleanings, and referrals to various healthcare providers and facilities; and utilizing a network of attorneys and medical personnel.

Wells has 21 years of real estate experience and holds the Accredited Buyers Representative (ABR), Certified Real Estate Brokerage Manager (CRB) and ePRO designations in addition to her Senior Real Estate Specialist (SRES) designation. For a complimentary copy of "How to Serve the Senior Market" article, please call 772-781-9126.



Michael Dooley, President of The Florida's Association of Realtors with Maria Wells

Please join us in welcoming our two newest agents:



JACQUI THURLOW-LIPPISCH, MA, SRES

Jacqui works primarily with Seniors in transition and properties involving probate or trust administration. Although born at Travis Air Force Base, California, Jacqui has been a Martin County resident since her first birthday. Jacqui is a graduate of the University of Florida and received a Master's degree in Education, a Bachelor's degree in Journalism and a Bachelor's degree in German.

Jacqui was a top producer for a large real estate firm before moving to Lifestyle Realty Group and is versed in pricing and marketing all levels of real estate. She currently serves on the Board of Directors of the Realtor Association of Martin County and is a member of three state committees for the Florida Association of Realtors and is a member of St. Mary's Episcopal Church. Please welcome Jacqui.

ZANETA M. PERAGINE

Zaneta "Z" brings to Lifestyle Realty Group experience as a Realtor as well as a talent for being a team player with a background in hospitality management. Originally from Warsaw, Poland, Zaneta earned her degree in the culinary arts while playing on the Polish National Youth Volleyball Team. In 2001, Zaneta came to Stuart, Florida with her husband and daughter. Finding Stuart and Martin County as the "most beautiful place on earth" she decided to enter the real estate field in hopes of sharing her view of her new hometown with people looking for the Martin county lifestyle. Zaneta has a passion for her family, travel and learning new languages...currently she is fluent in English, Polish, Russian and is working on German and Italian. Please welcome Zaneta.



Our Successful Team



ROBERTA R. MURRAY,
SRES® Realtor®



JANICE NORMAN
SRES®, RN, BSN, Broker Associate



MICHAEL SCOFIELD
Realtor®

Making A Good Impression

Thank you for all your help in getting our first home!
We love it!!!
Kimberly Cox

Janice knew her job well and enlightened me on many things.
Good Realtor and personality.
Cassie Podkowa

Very good performance in a very difficult, over-saturated market.
Mark Kates

Mike was very helpful by addressing the "little" details that were of major importance to me. I like using a "mouse" to find a house.
Cindy Clegg

"Jacqui did a wonderful job selling my relatives' homes. Primarily, she was always there when I couldn't be there. She waited for workers and always contacted me afterwards to let me know things went okay. She always knew what to do and I never had to ask her...A more professional person I could not ask for."
Therese Smaldone -Aunt of Bob Betcher

"Jacqui was patient, understanding, and spent time listening to my mother in law's special needs. Later with my parent's home, she was extremely professional dealing with four family members living in four different states! Jacqui is well versed in selling the senior market."
Jeff and Dawn Pagano

Holiday Tips For Seniors

Holidays may be extremely joyous but also very depressing for Seniors. The holidays remind older adults of loved ones that have passed away, family connections that have been lost and memories of past celebrations. If you are a Senior who tends to become blue during the holidays or you know someone else who is, here are seven tips for you.

1. Include the senior in holiday events.
2. Help eliminate the stress of decorating or cooking.
3. Eliminate the financial stress of shopping with a "no gift" agreement with friends and family.
4. Encourage contact with loved ones and friends who may live far away.
5. Encourage family and friends to share holiday events and celebrations with the senior through phone calls and pictures.
6. Encourage the senior to get involved in events outside of their home.
7. A phone call can brighten the day of a senior; so pick up the phone and call them today.