

Lifestyle Realty Group Listings

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. **\$223,000**

MARTIN DOWNS COUNTRY CLUB Egret Pond, freshly painted villa 2BR/ 2BA/1G. **\$215,900**

PORT ST. LUCIE Too many upgrades to list for this 3BR/2BA/2G home. Hurricane preparation is a breeze with new accordion shutters and hurricane rated garage door. **\$229,900**

QUAIL MEADOW 2BR/2BA/1G. New kitchen featuring maple cabinets and granite countertops, plus new roof & exterior paint. **\$239,900**

SANDPIPER BAY Perfect for a Pool Party! Beautiful 3BR/2BA/2G home has a new roof, nice pool and golf views. **\$249,900**

ST. LUCIE FALLS Spacious 2BR/2BA home in active community. Large screened porch. **\$85,000**

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

WILLOUGHBY CAY Carefree living at its best, impeccably maintained, terrific location, view of pond, 3BR/2BA/2G. **\$280,000**

WILLOUGHBY GOLF CLUB Impressive, flowing floorplan w/ many architectural delights, 3BR/4BA plus den, lake view home with over 3,500 sq ft. of living area. **\$775,000**

Please call our office at 772-781-9126 for the latest new listings!

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



312 West Ocean Blvd.
Stuart, FL 34994



CONDOMINIUMS FOR SALE

CONQUISTADOR Beautiful 2 bedroom 2 bath 2nd floor unit with pool views **\$199,900**

HERITAGE RIDGE Georgetown 2 bedroom 2 bath 1 car garage end unit villa. **\$205,000**

KINGSWOOD 2 bedroom, 2 bath, 2nd floor completely renovated with many upgrades. **\$124,000**

PIERPOINT 1 bedroom, 1 bath, 1st floor unit. New tile and freshly painted. **\$139,900**

WILLOUGHBY CRESCENT Elegance redefined. Spanish Mediterranean architecture, quality construction, outstanding amenities. **TWO TO CHOOSE FROM:**
3 bedroom, 3 bath, 1 car garage, 3rd floor, surrounded by preserve **\$650,000**
2 bedroom, 2 bath, 1 car garage, 2nd floor end unit preserve views **\$569,500**

VISTA DEL LAGO 1BR/1BA second floor condo with lovely view of the lake. Close to pool. **\$79,000**

LOTS FOR SALE

PORT ST. LUCIE Corner lot in great neighborhood. Easy access of I-95 and Turnpike. **\$85,000**

DUPLEXES FOR SALE

STUART Full or half duplex available on large corner lot in community with boat ramp. 2BR/1BA each side. Can sell separately or together. **\$159,900** each side

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Solutions

VOLUME 2, ISSUE 1

A SERVICE OF LIFESTYLE REALTY GROUP

Matters Of The Heart

The scenes are etched in our memories...Humphrey Bogart and Ingrid Bergman standing in the rain in *Casablanca*; Scarlett O'Hara's longings for Ashley in *Gone With The Wind*. These classic love stories of the 1930's and 1940's represent the era of the "forbidden" love story. Two people that want to be together but for various reasons could never be together.

Fast forward to the love stories of the 60's and 70's like *The Graduate* and *The Way We Were*, and you see a dramatic shift from "forbidden love" to "free love". Two separate generations' perspectives on the same subject...love.

This generational difference is not exclusive to the movie industry. In matters concerning real estate, the generational needs of the Senior and Boomer vary greatly:

- Seniors transitioning from their primary home to an assisted living facility face a unique set of challenges when selling their home. Unanswered questions include: Will proceeds from the sale sufficiently fund their care at the facility? Who will move them? What happens to all the personal items that won't fit in their apartment at the assisted living facility?
- Boomers real estate challenges include down-sizing from the family home to a smaller house or condo; purchasing a second home or investing in rental property. Boomers often find themselves in a dual role of making decisions for their parents' living situation at the same time they are trying to plan for their own retirement needs.

A Senior's favorite love story may be *Casablanca* and a Boomer's favorite movie may be *The Graduate*, but there is room for common ground among the generations. And the common solution for both generations' real estate needs is **Lifestyle Realty Group**. Our associates are specifically educated to assist both Seniors and Boomers with the unique real estate challenges facing each group. We are here to answer your questions, so call us today and see how we can assist you with your matters of the heart.



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

Over 22 years of exceptional experience and knowledge in residential real estate, along with a strong background in the healthcare industry, working for you.

772-781-9126 • www.LifestyleRealtyGroup.com



Ask Maria

Q: Why would I sign a Buyer Brokerage Agreement when I can work with any Realtor?

A: This agreement is similar in theory to signing an Exclusive Listing Agreement with a Broker when you want to sell your home. That Brokerage is your exclusive firm to market and sell your property investing time, money and energy to obtain that goal.

The Buyer Brokerage Agreement is the same for a buyer. By signing that agreement, you have chosen a brokerage to work with you exclusively. Why would you do that? For many valid reasons:

- Statistically you will *find your home faster* when you focus on working with one agent who understands what you want in a home versus jumping from Realtor to Realtor.
- Loyalty is shared between the Realtor and Buyer; both parties are committed to each other.
- The Realtor *educates* and *advises* the Buyer on facts about the property.
- The Buyer's *negotiating position is strengthened* because the Realtor is focused on the Buyer.

Q: How much does a Buyer's Brokerage Agreement cost?

A: In most cases: nothing. A Realtor will first seek listings from the Multiple Listing Service (MLS) and those listings will state a specific commission fee that the Realtor will be paid by the seller. Even though your Realtor is paid by the **seller**, when you have a Buyer's Brokerage Agreement, your Realtor works **exclusively for your best interests**.

If the Buyer decides to see other properties outside of MLS, like a "For Sale by Owner", and the Buyer decides to purchase that property, then the Buyer would ultimately be responsible to pay the brokerage fee if the seller will not. The only other time a Buyer would be required to pay a commission to a Realtor would be if the Buyer uses another Realtor while under the Buyer Brokerage Agreement.

Q: If I sign a Buyer's Brokerage Agreement, can I cancel it?

A: There is no specific length of time for this agreement. Both parties together decide how long it will be in effect. Options vary from 24 hours to six months or longer depending on what the two parties decide.

Q: Why should I work with an Accredited Buyer's Representative (ABR®) when I'm looking to buy a home?

A: The answer is really quite simple. When you work with an ABR® designated Realtor, your interests as a buyer become the interests of your ABR®. Your Realtor has received special education that focuses on you, the homebuyer, to help guide you successfully through what could be the most complicated transaction of your life. The ABR® designation is awarded by the Real Estate Buyer's Agent Council and recognized by the National Association of Realtors.

Do you have specific questions you'd like to see answered in Maria's column? If so, just email your question to Maria@LifestyleRealtyGroup.com.

Classic Style... Classic Service

Our thanks go to classic car owners Al Burzo who loaned "Elvis" (1959 Chevrolet El Camino) and Joe and Becky Kidd of Port St. Lucie who loaned "My Gal" (1962 Ford Galaxie 500XL) respectively for our January postcard photo. If you enjoy classic cars, stop by the Treasure Coast Square Mall every Tuesday night for Gweed's Classic Car show. Classic cars from around the Treasure Coast are on display for everyone's enjoyment.

And remember, if you want the classic service you deserve for all your real estate needs, then just give us a call at 781-9126.



Janice Norman (second from left) with fellow Soroptimist Christmas Parade officials at the 2006 Christmas Parade in Stuart.



Roberta Murray and Janice Norman at Martin County's Senior Day at the Park show.



Carrie Burgess, Carol Frampton and Lillian Steel welcome Jacqui Thurlow-Lippisch to the Realtors Association of Martin County Board of Directors.

Classic Service Counts

"Maria and her team were very professional where honesty and open communication are priority. Maria went out of her way to make our sale a reality. She performed over and beyond.

It was a true pleasure to work with such a great team... Lifestyle Realty made it comfortable and easy all the way through. Thank you."

Laura Schuppert

"Kudos to Roberta Murray and Lifestyle Realty Group! She listened to our needs and was able to find my wife and I a perfect home. We moved to Port St. Lucie after living in Ft. Lauderdale for 30 years. My wife and I were unfamiliar with the area but were able to acclimate within two weeks. Even when Roberta had to leave town unexpectedly, her top notch professional organization did not skip a beat, and was able to continue to support our search. Our association with Roberta was completely rewarding. I consider her a good friend and part of our extended family."

Ron and Paula Stern

"Your group handled the sale of my home so professionally and efficiently that the whole process was smooth and seamless to me. I have and will continue to highly recommend Lifestyle Realty Group to handle the sale of real estate."

Judi Beaumont



Our Successful Team...

Lifestyle Realty Group:

Seated: Maria S. Wells, ABR, CRB, SRES Broker/Owner. Standing L-R: Jacqui Thurlow-Lippisch, MA, SRES; Janice Norman, SRES, RN, BSN, Broker Associate; Roberta Murray, SRES; Zaneta Peragine, Realtor