

Law Expands Home Ownership for Veterans

Military veterans will be able to re-finance their mortgages into more affordable loans, thanks to the Veterans' Benefits Improvement Act of 2008, recently signed by President Bush. The bill includes housing provisions for veterans who are already homeowners and those who aspire to home ownership, according to the National Association of Realtors.

The legislation extends Veterans Administration loan limit increases through 2011, which will help veterans living in high-cost areas. Also, the VA can now offer adjustable rate mortgages to veterans, making home ownership more attainable for military families and personnel who often have to move more frequently than their civilian counterparts.

What Is Your Home's History?

If you are not the original owner of your house, you may wonder about the property's history. Who was the original owner? Has anyone famous ever lived there?

While you may think the answers were lost through time, a little dedication and patience could uncover some of your home's history.

Armed with your full address, head to your local municipal building where you may find information about past surveys and permits. In some cases, you may even find original photographs of your property on file.

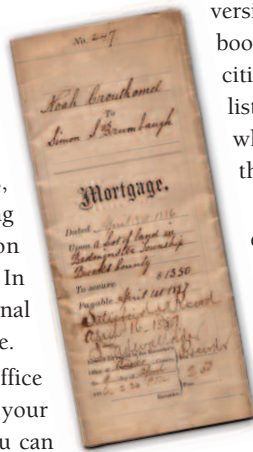
Next, move on to the assessor's office to obtain a legal description of your property. With this information, you can go to the recorder of deeds office at the county courthouse to look up deeds, deed changes and real estate records. Generally, all of this public information is available free of charge.

You may also want to visit your public library to peruse an old cross-cross directory – an early version of today's telephone book. These directories listed citizens by their home addresses; some even listed the occupational background of people who lived at a particular address, along with their marital status and spouse's name.

You can also ask an attendant for old city directories, maps and files.

If you are interested in the history of your house but don't want to invest a lot of time, some libraries provide this type of service for a fee.

Uncovering the history of your home can be an interesting project. And when you decide to sell, it could provide you with engaging stories to pass on to prospective buyers.



Selecting A Homeowner's Policy

Buying a home is an exciting milestone, and probably one of the biggest purchases you will ever make. You will want to protect the beauty and value of your home with a homeowner's insurance policy.

But how do you pick the right one? And how do you know how much coverage you need? Here's some information about homeowner's insurance that can help take the guesswork out of selecting a policy.

Keep in mind that it doesn't necessarily matter what you paid for your home. You need coverage for what it would cost to rebuild. If you aren't able to afford insurance for 100 percent of the home's value, be sure you are covered for at least 80 percent. This can be beneficial in case of a partial loss.

Cash-value insurance is the least expensive; it pays you whatever your valuables would sell for at the time, which is likely not enough to replace them. Replacement=cost insurance is more expensive but may be worth the extra expense because it will replace damaged or lost items with something new.

Some policies cap replacement of such jewelry and artwork at \$1,000 or more; if you have valuables worth more than the cap, consider adding riders to your policy.

Guaranteed-replacement cost insurance offers the best coverage and has no price cap. Generally, however, it will not cover the expense of upgrading your home to meet building codes that may have changed since your policy's issue date.

Meet the Coldwell Banker Premier Properties Team of Professionals



David J. Caracausa
Ext. 101
Broker/President



Marco Tustanowsky
Ext. 146
Broker/Vice President

Administrative Support



Patti Martin
Office Administrator



Shannon Lutz
Conveyancer



Debbie Zender
Accounting

Associates



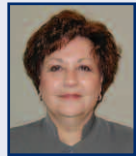
Shelly Alderfer



Andrea Bennett
Ext. 108



Vince Bevivino
Ext. 114



Susan Brittingham



Pat Burke



Anthony C. Caracausa
Ext. 117



Mark Caracausa
Ext. 122



Kathy Davila
Ext. 112



Rebecca Driscoll
Ext. 118



Robin Frames
Ext. 128



Butch Francis
Ext. 140



Pam Gillespie



Janet Harmer
Ext. 129



Kathy Jaunzemis
Ext. 136



Rao Pavuluri
Ext. 120



Sandy Rosidivito
Ext. 127



Jeff Scherzer
Ext. 131



Brandon Sharp
Ext. 133



Tom Shillow
Ext. 121



Gary Tobin
Ext. 130



Sheila Tully
Ext. 124



Nancy Watt
Ext. 135



Gina Wherry
Ext. 125



Sandy Zubyk
Ext. 142

PRST STD
US POSTAGE
PAID
SOUTHEASTERN, PA
19399
PERMIT NO. 50



PREMIER PROPERTIES

404 Summerville Pike
North Wales, PA 19454
Upper Gwynedd
Phone: (215) 699-9000
Fax: (215) 699-6318

COLDWELL
BANKER

PREMIER
PROPERTIES

Winter
2008-2009

Newsletter



Coldwell Banker
Upper Gwynedd

215-699-9000

www.CBPremierProperties.com

Delaware Valley

Out-Performs Other Regions

Philadelphia area remains strong despite national economic crisis

Two respected business publications recently pointed out that the Philadelphia region continues to weather the housing crisis better than most areas of the country.

The November 26, 2008 issue of the *Philadelphia Business Journal* pointed out that the decline in housing prices in the Philadelphia region has been less severe than in other regions, according to figures from the Federal Housing Finance Agency.

The U.S. all-transactions home price, which includes both purchase prices and refinancing appraisal prices, declined 2.9 percent from the second quarter to the third quarter of 2008.

Over the same period, the HPI decreased by 1.5 percent in Pennsylvania, 2.4 percent in New Jersey and 1 percent in Delaware.

Meanwhile, *Business Week* magazine declared the Philadelphia region as one of the best cities in the country for riding out the recession. With plenty of large hospitals, educational institutions, pharmaceutical companies and manufacturers, the region has a resilient employment base.

Tourism has also remained strong, as people living in the Northeast are likely to travel locally for vacations while foreigners continue to stream in to take advantage of the weak dollar.

The bottom line is this: most of the doom and gloom about the economic crisis, especially related to housing, that you hear about from the national media does not apply to Philadelphia, Bucks and Montgomery counties. Smart buyers are benefiting from strong inventory, while sellers who price their properties aggressively are finding success in the market.

Whether you are buying or selling, now is the time to act. Don't let the naysayers keep you on the sidelines.



"The Competitive Edge in Real Estate"

One of a Kind Home...One of a Kind Client

Greenspan: Housing Recovery To Come in Early 2009

Former Federal Reserve Chairman Alan Greenspan says the U.S. housing market will begin to show signs of recovery in the first half of 2009, according to an article he wrote in a recent issue of *Emerging Markets* magazine.

Greenspan wrote that the recent slowing in the rate of decline in U.S. home prices is the first positive note in the year-long trauma. Eventually, he wrote, frozen credit markets will thaw "as frightened investors take tentative steps toward re-engagement with risk."

Greenspan went on: "More conclusive signs of pending home price stability are likely to become visible in the first half of 2009. Once the housing market finds its footing, markets will be able to tackle the core issues of the credit crisis."



Be It Ever So Humble

There really is no place like home. It's where we spend time with our loved ones, relaxing, laughing and making memories to last a lifetime. So why not take a little time to make your home look as special and unique as you?

By adding little touches that reflect your personality, a house can be transformed into home sweet home.

Here are some ideas:

- **Add something living to each room.** A bouquet of fresh-cut flowers or a potted plant, a bowl of fruit, or a goldfish can help bring nature indoors.
- **Show off your keepsakes** by arranging them on a bookshelf or across your fireplace mantle. Lay a mirror on a decorative table and set your favorite vase on top for twice the impact.

• **Pillows and throw blankets** add warmth, but you can make them even more attractive by sewing decorative lace or fringe along the edges. You can also use hot glue to attach pretty trim on lamp shades or window shades for a fun look.

• Finally, don't forget that **the right light can showcase your accessories.** A bathroom or library will benefit from brighter lighting, while a bedroom or family room can be enhanced with soft, pink-tinted bulbs. You can also try installing a dimmer switch in these rooms.



A Successful Sale

It's every seller's goal to receive multiple offers and, ultimately, to sell for the full asking price. Although you can't control market conditions, you can do several things to make your home more appealing to potential buyers.

First, price your home realistically. If you are seriously committed to selling your home, don't overprice it. Find out the market values for homes in your neighborhood and price yours accordingly. One of the professionals at **Coldwell Banker Premier Properties** can help you with this by providing a free Competitive Market Analysis.

After you've set a realistic price for your home, fix it up so it's ready to show to prospective buyers. Preparing your home for a showing doesn't have to be expensive. The one thing that most homes need is to have the clutter removed.

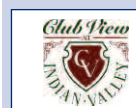
Stand back and analyze each room in your home. Think about what can be removed to make the rooms look more open and larger. If necessary, rent a storage shed for the items you remove from your home while it's on the market.

Once you have eliminated unnecessary clutter, make minor repairs to your home. Clean the house thoroughly and touch up paint where necessary. When your home is ready, it can be shown to potential buyers.

New Construction



All homesites in W.B. Homes "Premier Estate And Luxury Communities" feature exclusive site landscaping, first-floor library/studies, traditional W.B. Homes millwork and trademark amenities.



Clubview at Indian Valley, Franconia Township, Montgomery County. These 22 luxury estate homesites are situated on 1.5 acre lots along two tree-lined cul-de-sacs, with starting prices in the \$600's.



Preserve at Skippack Creek, Lower Salford Township, Montgomery County. These two exclusive luxury estate homesites are each situated on two-acre lots, with starting prices in the \$700's.



Cheswold Estates, Towamencin Township, Montgomery County. 18 luxury home sites each nestled on 3/4-acre lots, with prices starting in the \$500's.

COMING SOON

Reserve at Woodside Creek – FALL 2008
74 one-half acre home sites in Richland Township, Bucks County

Country View at Salford – WINTER 2008-2009
133 luxury townhouses and 32 single-family homes in the quaint village of Salford Township, Montgomery County

Thorndale, Towamencin Township – WINTER 2008-2009
Luxury Carriage Homes



Ashbourne Estates, Lower Salford Township, Montgomery County. A confined circular, tree-lined lane is the setting for these 22 spectacular estate homesites on two-acre lots. Within walking distance of historic Skippack Village, these homes are offered starting in the \$600's.



The Enclave at Evansburg, Skippack Township, Montgomery County. Overlooking scenic Evansburg State Park, these 16 estate homesites are situated on one-acre lots and are offered starting in the \$500's.



Oakwood at Gwynedd, Upper Gwynedd Township, Montgomery County. Six luxury homesites situated on 1/2-acre lots, with starting prices at \$498,900.



NOW SELLING!

Station Square at Ambler

- Self-contained community of 58 three-story luxury townhouses
- Just blocks to restaurants, shopping, entertainment, and the SEPTA R-5 rail station. **Starting at \$298,900.**

Premier Active Adult Communities For Those 55 and Better!



Village at Rosecliffe, West Rockhill Township, Bucks County. **Grand Closeout!** Only six carriage homes remaining. **Starting at \$296,670.**



Hidden Glen, Lower Salford Township, Montgomery County. Only three spectacular houses on secluded two-acre lots make up this unique community in the Souderton School District. Each house features four bedrooms, 3.5 baths, a three-car side entry garage and convenient second-floor

laundry room. The spacious family room features an impressive 42-inch fireplace. The master bedroom includes a large sitting room, tray ceiling, a generous walk-in closet, and full bath. **These elegant homes are offered starting in the \$600's.** Call Marco Tustanowsky at extension 146.

Only one lot remains!

Featured Properties

17 Green Tree Tavern Road, Montgomery Township

This spectacularly grand brick-front Colonial with a spacious, open floor plan and fantastic outdoor living environment tucked away in the highly desirable Estates of Montgomery will exceed your expectations! Stately two-story foyer entry with turned staircase and gorgeous hardwood floors opens to the expansive dining room and living room, both with custom millwork, including a chair rail and crown molding, and an adjacent, elegant executive study. The stunning gourmet kitchen features an abundance of cabinet space, double wall oven, built-in microwave and dishwasher, double-bowl sink, and a center island. The dramatic two-story breakfast room is a dazzling space with a wall of windows that saturate the kitchen with brilliant natural sunlight and sits next to the cozy, sunken family room with neutral carpet, gas fireplace and lighted ceiling fan. Extraordinary second-floor balcony overlook and extra-wide hallway set the stage for an impressive neutral master suite with vaulted ceiling, walk-in closets, flex-use sitting room, and a beautiful, light-filled ceramic tile bath with dual vanity, stall shower, raised platform tub, and cathedral ceiling with skylight. Three more bedrooms and two full baths complete the second floor. Spend hours entertaining in the private yard on the designer-landscaped stone terrace overlooking in-ground pool. Three-car garage, full basement, first-floor laundry, convenient to major roads, shopping and so MUCH MORE! **\$765,000.** Call Sheila Tully at extension 124 or Marco Tustanowsky at extension 146.



663 Eagle Lane, Upper Gwynedd Township

Well-Maintained Colonial in Gwyneddeer. ~ The extremely motivated seller will buy down your interest rate with acceptable offer! The beautiful brick front center-hall Colonial with freshly painted foyer is graced with hardwood flooring. The formal living room and dining room with crown molding and bay windows are ideal for guest entertaining. The eat-in kitchen includes a pantry and new sliding doors to the deck. Your kitchen opens to a large family room with cozy fireplace and wet bar. A generously-sized master suite features a walk-in closet, large sitting room and full master bath with soaking tub and skylight. Other amenities include a large basement, new hot water heater, two-car side entry garage with automatic openers, and nicely landscaped mature yard in a great location! **\$449,900** Call Gina Wherry at extension 125.



5119 Brandywine Drive, Lower Providence Township



Welcome Home. ~ This distinguished stone front Colonial is nestled on nearly one-half acre. Spacious and well maintained, this four bedroom, 2.5-bathroom house is located in the award-winning Methacton School District. The warm foyer entry features new Santos mahogany hardwood floors. Classic formal living room and dining room with crown molding are perfect for guest entertaining. A gourmet kitchen with oak cabinetry includes granite countertops, ceramic tile backsplash and convenient breakfast area. The inviting family/great room has a stone fireplace, wet bar and French doors opening to a large screened-in porch. Outdoor entertaining is convenient on the rear deck overlooking a mature, well-manicured rear yard. A full finished basement, 2-car garage and much

more complete the package! **\$514,900** Call Jeff Scherzer at extension 131.

227 Hendricks Street, Ambler Borough

Dynamite Remodeled Ambler Borough Single ~ Bright and spacious split-level with three bedrooms and 1.5 bathrooms is loaded with custom upgrades. A chef's delight kitchen features Pergo flooring and breakfast room. The French door opens to full finished walk-out basement with cozy fireplace. The fenced yard with patio is fabulous for outdoor entertaining. Leave your car at home – you're close to parks, shops, restaurants and the theatre in revitalized downtown Ambler. **HURRY** – the seller will pay **ONE FULL YEAR OF TAXES FOR THE BUYER** with acceptable agreement of sale! **\$299,900** Call Sheila Tully at extension 124.

