

Owner's Edge Newsletter

Volume 1, Issue 1



**COLDWELL
BANKER** 

ATLANTIC REALTY

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We want to welcome all Ocean Edge property owners, their families and friends to our new newsletter, The Owner's Edge. Over the coming months we hope to bring you stories you'll find interesting, entertaining, and informative, and which you may not read elsewhere. Please don't hesitate to send ideas, suggestions and comments to : newsletter@yourcapecodhome.com

Joining the Ocean Edge family

If you've ever strolled around Trevor Village, taken a Saturday morning spin class or teed off on the golf course, You've probably bumped into Wendy Usach, Realtor and owner of 55 Trevor Lane.



"I've always wanted to learn how to play golf" said Wendy. "Taking lessons here is convenient and fun. I'm excited about the chance to play on the new course, and joining the Woman's Golf Club is a wonderful experience."

Lee Sullivan and Richard Eble, owner's of Atlantic Realty, are also new members at the Club. "We joined for a couple of reasons," Lee told us. "we love belonging to a club where 'everybody knows our name.' The staff is incredible; everyone goes the extra mile to make it a special experience no matter what you're doing. From the Golf experience, to enjoying a meal at the bar in the Linx, or taking a beginner spinning class at the work out area, everyone is so knowledgeable and attentive to our needs."



**Coldwell Banker Atlantic Realty
& CapeCodRentals.com**

January 15, 2007

For membership information please contact the membership office at 508-896-4880.

Savings for 2007

All Ocean Edge vacation rental owners are eligible for our new "2007 Owner Loyalty Benefit Program." For 2007, if you list your condo exclusively with us, we'll immediately drop our standard commission by 5%. Make 8 weeks available for rental between June 23 and September 1 and for every week we book, we'll lower it an additional 1%, all the way down to 10%!

To learn more about any of these offers, just call us at 800-896-4606, or 508-240-6535.

www.capecodrentals.com— Modernized,Optimized

We're redesigning our website to run faster, and be more useful for your guests and owners alike. Potential renters will find it even easier to navigate, and we're adding new features to **OwnerLink**, our owners-only section of the site. The new site will feature real-time dynamic pages, so we'll be able to change featured properties as needed, announce price changes, and send news bulletins to you and your guests. We're also undertaking a program of Strategic Internet Marketing, to ensure a high volume of traffic to the new site.

Club Membership

If you haven't already done so, we highly recommend you sign up for membership in Ocean Edge Resort & Club. Your tenants will be expecting to use the swimming pools, tennis courts and other facilities during the summer, so we think a membership is well worth the investment.

Property Management

In coming newsletters we'll be telling you more about all of our property management services, from vacation rentals to year-round rentals, homewatch, concierge services, and even our Pampered Guest program, which enables you to provide extra care and comfort to your most valued guests, be they renters, friends, or family. To learn more about any of these services, just call us at 508-240-6535

Change is in the air... and on the ground

To say that Ocean Edge Resort is in the midst of change is an understatement. Renovations started with redesigning the back nine holes of the course to create the Jack Nicklaus Signature Golf Course featuring pure Bent Grass Tees, Fairways, and Greens. Construction of the Front Nine began November 1st. Next came the cart paths,



View of the New 12th

which were widened to eight feet to allow golf carts the ability to pass one another without damaging the course or each other. With a possible Memorial Day kick-off for the new Back Nine and all 18 holes are scheduled to open in the spring of 2008, the course redesign is adding length and enhanced character which will change a good course onto one of the premier courses in the state.

And the golf course isn't the only thing changing. Plans to enhance, expand and restore the Mansion will take shape this month. The goal of these and other change changes is to create a one of a kind elite resort on Cape Cod, but perhaps the changes have made you a bit worried about property values, and the changes mean to you.

"It used to be that someone would buy a condo in Ocean Edge and then they would think 'Maybe we'll join the club'" says Steven Flynn, Realtor® of twenty years with sixteen years of onsite Ocean Edge experience. "What we've seen lately are people joining the club and thinking 'Maybe we'll buy a condo.' It's a totally different ballgame and I believe it will take the ceiling



off of the pricing and how much people are willing to spend on renovations and improvements to their Ocean Edge properties." "Ocean Edge is the only all inclusive resort on Cape Cod. There is no other resort like it on the Lower Cape." says top producing agent Sandra Magner.

"It's like going to a premier resort in the Caribbean, but on Cape Cod, and the renovations have only increased the value of your membership." As we see the changes take place, one thing is obvious; there is no other place like Ocean Edge Resort.



Update about the Fly Over

Although construction is nearly complete on the Fly Over. The cranberry highway route 6 side is still under construction so please use caution when driving. Especially at night time when it becomes more difficult to see the detour signs.

Did You Know?

Lee Sullivan, President and Co owner of Atlantic Realty has been working with Ocean Edge owners since the very beginning. In the late 1970's Lee worked for Joe Corcoran along side Joe's niece Mary McCarthy in the sales office, which was located at what is now called the Carriage house when the Bayside condominiums were under Phase I and II of construction. Since working closely with the Resort staff for about thirty years it's no wonder that she considers the people of Ocean Edge family.



Operators Standing By

Well maybe not literally, but we do want to hear from you. If you would like to share your stories about Ocean Edge we'd love to hear them.

Please send us an email at newsletter@yourcapecodhome.com.

Upcoming stories:

- What renters are looking for in a vacation rental property
- Winter traveling tips.
- Golf Course update
- Brewster Chamber of Commerce



Announcements & Events

What we love about Brewster:

Each Month we will highlight a popular attraction to Brewster and the Cape. If you have any suggestions or would like to tell us why you love Brewster and the Cape you may write us at: newsletter@yourcapecodhome.com.



The Brewster General Store with its old fashioned charm and rich history is a favorite treasure of among resident and tourists alike. Owner's Missy and George Boyd invite you to visit their new website www.brewsterstore.com for historical information and shopping. Did you know Missy & George also own the Strawberry Patch gift shop on 6A in Brewster? Why not stop one of the stores, or visit the web site soon. When you do, tell them *The Owner's Edge* sent you

Open Houses:

We'd like to thank everyone who helped us celebrate the opening of our new Brewster office on October 19th. We were so pleased with the turn out and hope everyone had a good time. We'd also like to extend a special thank you to Club Corp's representative James Walsh, General Manager of Barton Creek Resort in Austin, Texas and Colleen Cummings, Director of Membership, for generously donating a gift certificate for dinner at the Ocean Grille Tavern.



Brewster For the Holidays "A Sea of Lights"

This story was contributed by **Laura Crowell**

My holiday season was kicked off in Brewster December 8th with a Concert performed by the Brewster Band. There was a chowder festival Saturday December 9th at Epoch of Brewster and the main shops on Main Street held open houses. The festivities ended with a family event held by Ocean Edge. Santa arrived early to greet the excited children and the sound of holiday music filled the air.



I took my 7 year old god son Zachary to the festivities where he was able to decorate cookies, cards and ornaments. He was amazed at the

large gingerbread house at the entrance of the Mansion and rushed from room to room not wanting to miss anything. There was one room setup for activities with a large table with several



craft stations. Children could decorate sugar cookie, create a reindeer from a candy canes and pipe wire, make holiday cards and ornaments. There was something for all ages. The ladies in charge of the children activities were extremely helpful and friendly. Always asking if they could help the children glue buttons on the tree cutouts or offering to put the ornaments in a safe place to dry until the families de-



parted. The event was held from 3-5p.m. and all the children at the event seemed to enjoy the activities and food. Personally I know, Zack was having so much fun he didn't want to leave. And I loved it too!

Ocean Edge Sales : January 1 - December 11,2006 *

*Cape Cod and Islands Multiple Listing Services

	Address	Selling Price	Date
8	Trevor	\$280,000	03/07/06
10	Trevor *	\$276,500	05/26/06
22	Trevor *	\$280,000	07/21/06
139	Eaton	\$270,000	03/31/06
42	Eaton *	\$220,000	04/27/06
135	Eaton *	\$250,000	05/05/06
65	Eaton	\$261,000	06/16/06
194	Eaton *	\$364,700	06/27/06
94	Eaton *	\$265,900	08/15/06
70	Eaton *	\$259,900	12/06/06
17	Billington*	\$286,000	02/24/06
140	Billington*	\$300,000	02/27/06
82	Billington	\$327,000	04/14/06
154	Billington*	\$250,000	11/17/06
49	Billington	\$268,000	12/04/06
65	Edinburgh	\$447,500	09/15/06
34	Endicott	\$425,000	04/17/06
32	Endicott*	\$425,000	06/16/06
142	Howland	\$265,000	05/05/06
18	Howland *	\$300,000	05/26/06
76	Howland *	\$216,000	08/04/06
78	Howland	\$290,000	09/01/06
104	Howland *	\$304,000	02/24/06
101	Fletcher *	\$172,500	03/27/06
101	Fletcher #K*	\$186,000	03/31/06
100	Fletcher #B	\$163,000	10/02/06
60	Fletcher #H*	\$155,900	11/29/06
42	Allerton	\$365,000	11/15/06
141	Susanna	\$365,000	03/03/06
9	Chilton *	\$257,500	01/27/06
5	Chilton *	\$255,500	05/01/06
41	Middlecott *	\$420,000	01/27/06
65	Middlecott	\$385,000	10/11/06
81	Nickerson	\$647,500	02/21/06

* Coldwell Banker Atlantic Realty Participated in this sale.

**Coldwell Banker Atlantic Realty has sold more
Ocean Edge Condominiums
than all other companies combined in 2006**