

# Owner's Edge Newsletter

*Volume 1, Issue 4*



**COLDWELL  
BANKER** 

**ATLANTIC REALTY**

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## Conserve Energy Save Money:



Although winter is still months away, we all cringe at the thought of what our winter heating bill will be. Making your home more energy efficient will reduce your stress as it lowers your fuel bills. Here are some great tips for saving energy.

1. Rebates – Did you know Massachusetts NSTAR Company offers rebates for Energy efficient equipment such as programmable clock thermostats, Indirect and on – demand water heaters and or gas broilers? Call your local power company to see what special offers they provide.
2. Remember to turn off TV's, lights, computers and other items when you are not using them.
3. You can cut back on your annual heating bill by as much as ten percent a year by turning your thermostat back ten to fifteen percent for eight hours a day. If you own a programmable thermostat and your not home most of the day. Turn it to 60 degrees when you leave and set it to turn on a half hour before anyone arrives home.
4. For every degree you lower your thermostat you save about two percent on your heating bill.
5. Turn your water heater down to a hundred and twenty degrees Fahrenheit. This will not only save you money but is also a safety precaution for children.
6. Fix leaky faucets – one drip a second is 20 kilowatts a month.
7. Don't block your radiators & heating vents with furniture.
8. Wrap pipes – To insulate pipes, you can buy pre-formed pipe sleeves that fit over the pipe, or pipe wrap insulation which is narrow rolls of blanket insulation. Both will prevent pipes from sweating in the summer.
9. Invest in weather - stripping kits for drafty doors.
10. Seal energy leaks. Caulk over cracks and small holes around windows and exterior walls.
11. Consider a front loading washing machine. It uses fifty percent less energy and one – third less water. It also removes more water in the rinse cycle which equals less dryer time and more savings for you.
12. Landscaping can also help save energy. The right combination of trees and shrubs can block winter winds. □ For more information visit [www.nstar.com](http://www.nstar.com).

## Successful Summer Season For CapeCodRental.com Clients.

We have had an extremely successful summer season. Our reservations are up ten percent compared to last year and we have already had about fifty pre-bookings for next summer.

Please keep an eye open for your 2008 Owner Packet and return the signed contract to our office as soon as you can. The sooner we receive them the sooner we can start booking your property for 2008.

## New Option For Next Season

We would like to make life a little easier for our clients, if you have owner bookings next season you can call our office and our reservationists will schedule your cleanings and debit your owner account.

Please notify our office by March 1, 2008 so we can schedule your spring cleanings as well.

## Editorial

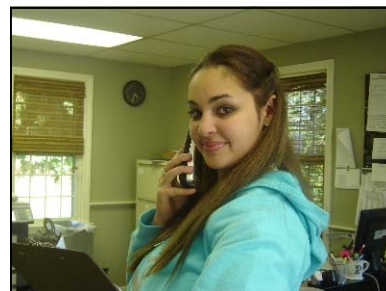
Wow! What a summer huh? Now that we have updated you on some of our new policies, let's get ready for the 2008 summer season.

We began our pre booking system in June, and boy do we have a lot of them. Many guests who stayed in units this summer have decided to return to the same place next year because of their amazing stay in your homes. Thank you to all of the owners who did such a great job making sure their homes were ready for the tenants, and handled all, if any issues in record time! It is because of this that many of your homes are reserved for next year.

If you rent your property with us, it is best to get your paperwork back to us as soon as possible. Once we receive your contracts, we can then start sending out the contracts to the tenants. If you have any questions regarding the dates your property may be booked, please feel free to give us a call at 800- 896-4606.

Thank you so much and enjoy your winter!

*Arwen Delvecchio*  
Reservationists





A home inspector conducts a visual inspection of all elements of a home such as the water heater and built in appliances then offer details about the condition of a home's major components. There are several myths and misconceptions associated with hiring a home inspector, which can result in costly repairs for the buyer at a time where usually money is tight. Here are six of the most common myths.

**Myth:** All home inspectors are equally qualified.

**Truth:** Just because someone is certified does not make them qualified. Not all states require home inspectors to be licensed. Don't be afraid to ask to see the inspector's credentials. Also ask the inspector how many inspections do they perform in a year? You can also check if someone is a member of the American Society of Home Inspectors or the National Association of Home Inspectors at [www.ashi.org](http://www.ashi.org) or [www.nahi.org](http://www.nahi.org).

**Myth:** The purpose of a home inspection is to list all of the repairs the seller must complete.

**Truth:** The home inspection report can be used in two ways. The seller can use it as a list of items that need to be repaired or as a negotiation tool to move the deal forward.

**Myth:** A home inspected is not needed if you are purchasing the home in "as is" condition.

**Truth:** An "as is" property should certainly be inspected. This way the buyer will know exactly what "as is" means. These homes are not being sold in perfect condition and the buyer will be responsible for repairing all defects to the property. Many states require the seller to disclose known defects or other conditions that could affect the value of the home, but impose no further obligation.

**Myth:** The home inspection will go fine without the presence of the buyer.

**Truth:** Although it is not a requirement for the buyer to be present at the time of the inspection it is highly advisable that they attend. They will receive knowledge on how to operate the systems in the home and understand their condition. It also provides the buyer the opportunity to ask questions to the home inspector and the seller.

**Myth:** All you need is a termite inspection.

**Truth:** A home inspection covers more. Home inspectors look at the home's entire structure and all major systems associated within such as plumbing and electricity as well as the heating and cooling systems. A home inspector will recommend a qualified specialist if he uncovers termite problems, or other issues that

require a specialists attention such as chimney or structural problems.

**Myth:** It is not recommended to have an inspection if you are purchasing a newly constructed building.

**Truth:** This is the most costly misconception. A recent Consumer Reports investigation found that 15 percent of new homes sold had serious problems. In another study, 41 percent of the new homes examined, assembled by various builders, revealed problems such as mold and moisture and 34 percent had frame and structural problems. □

### **Coldwell Banker Atlantic Realty has a brand new website.**

Where you can view all of the Owner's Edge newsletters & learn how you can *Win a Dinner on Cape Cod*. Check out at [www.yourcapecodhome.com](http://www.yourcapecodhome.com)  
Coming Soon: Owner's Edge Blog page



### **OCEAN EDGE UPDATE**

In July Bob Higgins joined the Ocean Edge Management team as Director of Membership. Bob and his wife Cathy have lived on Cape Cod for twelve years with their two children, 8 year old Sara and 9 year old Bobby.

Bob previously worked for The Club at New Seabury in Mashpee. He was there for a duration of five years and during that time the membership enrollment increased dramatically. Today the club is currently closed to full membership.

With the number of similarities between Ocean Edge and New Seabury, Bob is excited to be a part of the Ocean Edge management team and assisting in the development of a private club experience for our members. Please take the time to give Bob who is a bit camera shy a warm Cape Cod welcome. □

### **Thinking of Relocating?**

We can refer you to an expert, knowledgeable Coldwell Banker agent in any state in the country.



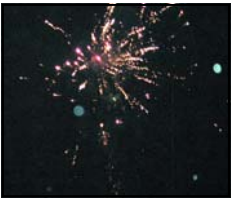


## Mark Your Calendars:

### 13<sup>th</sup> Annual Eastham's Windmill Weekend – September 7- 9<sup>th</sup>

"Broadway Comes to Eastham" is this year's theme for this local favorite festival. The series of events are held on Windmill Green and other locations around town. Activities include road races, sand and art competition, band concerts, square dancing, arts and craft shows and the highlight of this weekend is the public recognition, as Windmill Honoree, of one or more Eastham citizens. These citizens have demonstrated outstanding dedication to the town through volunteer activities.

### Annual Harwich Cranberry Festival – September 14 – 16<sup>th</sup>



**The fireworks are back!** This festival has earned a name for itself over the past 3 decades as one of America's top festivals. Highlights include the enormous carnival with plenty of rides for young and old and a wide selection of foods, live music and a large arts and craft show which has 300 professional artists and crafters under two huge tents as well as outside vendors will be held at the Harwich High School on Oak Street Saturday and Sunday September 15<sup>th</sup> and 16<sup>th</sup>. One of the best fireworks displays on Cape Cod will be held at Red River Beach Friday September 14<sup>th</sup> at dusk. Don't miss this great festival!

### Annual Cape Walk to "End Homelessness" – September 30<sup>th</sup> 1pm

New Walk..Run..or..Ride 5 miles! 3 Locations Falmouth, Hyannis and Orleans. This annual event is presented by the Housing Assistance Corporation on Cape Cod. Their goal this year is to have 904 participants one for every man, woman and child facing homelessness on Cape Cod. go to [www.capewalk.org](http://www.capewalk.org) for more information, pledge sheets and sponsor information.

### 6<sup>th</sup> Annual Cape Cod Oyster Festival in Hyannis – September 30<sup>th</sup>

Relax by the Hyannis Harbor and sample some of Cape Cod's finest oysters and wines from across the world. There's one admission price to this event that benefits the United Way. All oyster lovers and those who simply need a break should plan a visit to Cape Cod this fall.



### 18<sup>th</sup> Annual The

**Pops in the Park** concert was held August 25<sup>th</sup> at Eldredge Park and was a complete success as always. Many enthusiasts relaxed on their blankets with their loved ones and a glass of wine to enjoy an evening under the stars with the music of the Cape Cod Symphony Orchestra conducted this year by Maestro Royston Nash, who had retired in 2006 but agreed to return to Orleans this year. We were honored as he took the stage for a final time as conductor for the Pops. He also served as Honorary Chairman for the event.

Pops in the Park was established in 1990 by Lee Sullivan and has become one of the cultural events on the Outer Cape thanks to the dedication and hard work by its volunteers.

The proceeds from Pops in the Park, and its partner events, benefit the Pops in the Park scholarship fund and since its debut has awarded over \$100,000 to qualified Nauset Regional High School Graduates. Pops is held annually the last Saturday evening in August remember to mark August 30<sup>th</sup> on your calendars for next year!



Pops in the Park Founder, Lee Sullivan presenting the 1st Pops in the Park Scholarship

## Ocean Edge Sales : August 2006 - August 2007 \*

\*Cape Cod and Islands Multiple Listing Services

\* Coldwell Banker Atlantic Realty participated in this sale.

Address	Selling Price	Date
43 Trevor *	\$319,000	12/22/06
28 Trevor	\$282,000	02/22/07
17 Trevor *	\$296,900	08/03/07
139 Eaton	\$270,000	03/31/06
94 Eaton *	\$265,900	08/15/06
70 Eaton *	\$259,900	12/06/06
183 Eaton *	\$250,000	04/04/07
114 Eaton	\$247,000	04/23/07
154 Billington*	\$250,000	11/17/06
49 Billington	\$268,000	12/04/06
200 Billington	\$280,000	04/06/07
152 Billington	\$308,000	06/29/07
65 Edinborough	\$447,500	09/15/06
57 Edinborough*	\$420,000	01/05/07
43 Endicott	\$425,000	05/11/07
40 Endicott	\$387,000	05/16/07
25 Endicott*	\$403,000	05/29/07
39 Endicott	\$432,000	06/01/07
76 Howland *	\$216,000	08/04/06
78 Howland	\$290,000	09/01/06
10 Howland *	\$252,000	02/23/07
5 Howland *	\$320,000	07/06/07
100 Fletcher #B	\$163,000	10/02/06
60 Fletcher #H*	\$155,900	11/29/06
82E Fletcher *	\$169,000	02/17/07
264 Fletcher	\$270,000	03/05/07
100 F Fletcher*	\$153,000	08/24/07
7 Fieldstone TE	\$605,000	01/05/07
42 Allerton	\$365,000	11/15/06
63 Chilton *	\$240,000	03/08/07
5 Chilton *	\$255,500	05/01/06
41 Middlecott *	\$420,000	01/27/06
65 Middlecott	\$385,000	10/11/06

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

*Why not list your home with the same company who will sell it!*