



“Talking about national [real estate] averages is about as effective as having a national weather forecast,” Laurence Yun, Chief Economist for the National Association of Realtors, once said.

Even the experts agree that understanding the nature of real estate is almost as confusing and undependable as following nature itself.

Although the weather here is about as unreliable as it comes, Massachusetts actually has a far healthier real estate market than other areas of the country.

According to MLS Property Information Network, a house in the major market areas of Boston remains on the market 60 to 167 days, with the list/sales price ratios ranging from 94 to 100 percent. This translates to a situation for homebuyers in which properties are priced to move in the current market.

Take advantage of this healthy climate to discover your home sweet home.

**BY CHERYL FENTON**

# PREMIER PROPERTIES



## FINDING HELP TO FIND YOUR DREAM HOME

Whether you're looking for a condominium, a single-family home, or a luxury estate in Wellesley, Weston, Needham, or surrounding communities, realtors at Pinnacle Residential Properties will assist you in home sales or full relocation services. Its biannual Pinnacle Report offers even further help, as a comprehensive analysis of market activity in all three areas. They also provide monthly real estate data for each of the featured towns.



Pinnacle also strives to familiarize you with what your new area has to offer, from downtown shopping areas, to schools, to the nuances of each neighborhood.

“We have realtors who live in, and therefore have an intimate knowledge of, all three towns,” says Elaine Bannigan, co-founder and owner of the Wellesley-based company, and Chair of the Board of the local Chamber of Commerce. “We really educate our clients and try to get our clients ‘connected’ when they move into town—with the best places to shop, the best children’s activities, etc. Helping clients make informed decisions that they’ll really be happy about is what we do.”

This quality service earned Pinnacle the honor of being the only real estate company in New England to win the Better Business Bureau’s highest award, the Torch Award, for ethics and excellence.

Although it’s tempting to do all your homework online, Bannigan stresses the importance of actual legwork with a local broker. He or she will have a comprehensive understanding of the markets, values, and even pending local legislation that can affect you as homeowners.

“No matter what the town in which you’re looking for property, use a local broker,” she stresses. “Even though you may think you know everything there is to know by getting information from the web, you don’t.”

“Because there has been much negative press around the real estate market, our greatest service to our clients is education around the local market’s data,” agrees Chris Raveis, Managing Partner at William Raveis Real Estate, Mortgage & Insurance. “We help them analyze this data, so that they may make informed and smart decisions around the buying and selling process.”

Cover Photos courtesy of: (clockwise from top) Pinnacle Residential Properties, Cape Codder Residence Club, Edgartown Resort Club. This page: Pinnacle Residential Properties

William Raveis Real Estate helps its current and future clients with an online system offered on its website. This “Local Housing Data” link helps consumers and William Raveis’s associates work their way through the tough-to-understand market.

“Navigating this marketplace starts here,” says Raveis. “Then strong communication along the way will ensure the best opportunities for success in buying or selling.”

As the largest family-owned real estate firm in Massachusetts, Connecticut, Rhode Island, and New England, William Raveis’s dedicated mortgage, new homes, and international and relocation divisions have provided the resources and experience to find the perfect home, whether you’re a first-time home buyer, raising a family, or downsizing. Based on *Realtor* magazine’s 2008 survey, the firm ranked No. 12 out of 100,000 real estate companies in the United States.

Raveis has 16 offices throughout Massachusetts—including Boston-area offices in Back Bay, Brookline, and Newton—which allow their professionals to serve all metro areas. Although the Massachusetts operations began only five years ago, William Raveis is currently the third-largest company in the state, with over \$1B in closed sales in 2007.

## TWO DIFFERENT WORLDS

Whether you want to be in the thick of city life or in the fresh mountain air, choices are limitless for happy homeownership. One of the most dynamic and desirable neighborhoods in Boston, the hip Fort Point district of South Boston, combines rich history with a setting along the city’s waterfront. According to MLS, the neighborhood average gains in Seaport and Waterfront areas are +3.6 percent and +4.5 percent, respectively.

Near an ever-expanding array of dining, entertainment, and cultural options (including the new Institute of Contemporary Art), Berkeley Investments’ new FP3 condo complex sets a high standard for city living. Spanning eight floors and comprising 92 loft, terrace, and penthouse residences, FP3 offers a surprising range of highly personal living spaces. From elegant and contemporary to understated and sleek, each residence in FP3 combines cutting-edge design with high-end appliances for a unique fusion of style, function, and comfort.

If loft living is your fancy, make your home in one of three masonry buildings—two fully renovated historic structures and one of entirely new construction. Each loft offers impeccable design, premium fixtures and appliances, oversized windows, and a

warm color palette that echoes and celebrates the character of these distinctive spaces.

For terrace life, gaze out of floor-to-ceiling glass windows and expansive balconies for spectacular city or water views. Highly contemporary linear design and a cool color palette reflect the clean and modern style that awaits you with these homes.

FP3’s rooftop addition lends itself to upscale penthouses, offering private terraces, dramatic floor-to-ceiling glass walls, and deluxe bathroom suites with Inca gray stone strip flooring and stone showers.

Homeowners in this city dwelling enjoy all the modern amenities you would expect from a high-end urban residence, including concierge services, a shared viewing terrace, convenient parking, upscale dining, secure building access, gallery space, laundry, and bicycle storage.



Photo courtesy of Bear Path Townhomes.

If you would rather be mountainside instead of southside, townhomes take on a more natural approach as you turn north to Bear Path Townhomes. Perched on Burke Mountain’s northwestern shoulder, these homes offer slopeside living in tune with the unspoiled beauty of Vermont’s Northeast Kingdom.

“I walked away with the conviction to put quality first, together with real value and environmental friendliness,” says Jack Dator, Bear Path’s developer.

Enjoy living in one of only 36 new, thoughtfully designed, luxury townhomes with the rare opportunity for recreation and serenity on the mountain. Bear Path's townhomes are being intelligently designed and constructed to maximize family comfort, convenience, and satisfaction. The site plan calls for four-plex and single-family homes situated at progressively higher steps up the mountain. Offering 2,526 to 3,496 square feet of living space, each three-story home will be appointed for luxury and comfort.

Each three- and four-bedroom home respects nature by design, featuring a Vermont 5-Star Energy Efficiency rating and amenities that allow true mountain enjoyment. These details include expansive windows, dramatic cathedral and vaulted ceilings, granite countertops,

bamboo hardwood floors, cedar wood sauna, large loft areas, Jacuzzi soaking tub, outdoor hot tub, and spacious decks with views of Willoughby Gap.

Now imagine stepping out of your door and into your bindings—and letting gravity do the rest. Bear Path's slopeside mountain location brings this idea to fruition. Each of the townhomes, hugged by two ski trails, will offer this rare, one-of-a-kind experience.

Without disturbing the nature surrounding it, Bear Path boasts private-home quality and environmentally conscious developmental restraint. Burke Mountain's new owner, Ginn Resorts, is also creating a four-season resort in harmony with the Northeast Kingdom that will bring the amenities that every homeowner wants nearby.

### NO HASSLE HOMES

Make home ownership just another day at the beach (literally) by considering partial ownership at a residence club near the beach.

"The Edgartown Residence Club really appeals to people who love Martha's Vineyard and want a 'connection' to this magical place, but don't necessarily have the time to commit to maintaining a second home or [won't be] here enough to justify full home ownership," says C.J. Rivard, managing director of Edgartown Residence Club.

A limited inventory of only six extraordinary residences (for a total of no more than 72 owner families) is available on a first-come, first-served opportunity.



Photo courtesy of Edgartown Resort Club.



Photo courtesy of the Cape Codder Residence Club.

These beautifully appointed, harbor-view luxury residences are in the heart of Martha's Vineyard's most picturesque village. Owners at the Edgartown Residence Club enjoy at least four weeks per year in their home, with many upscale services and amenities—even the use of a car while on this exquisite island.

The one- and two-bedroom residences are located on the second, third, and fourth floors of the former "porch wing" of the Colonial Inn. Every inch of these private homes conveys luxury and attention to detail, with gas fireplaces, slate bath floors, granite countertops, hardwood floors, plush linens, wireless Internet, and plasma HDTVs. Harbor views from individual private balconies bring opportunities for sunrise breakfasts or sunset toasts. Services and amenities include personal concierge service; daily house-keeping service; packing, unpacking, and storage of personal items; airport and ferry shuttle transportation; pre-arrival and in-house shopping service; on-site fitness room, salon, and day spa; on-site gourmet dining in season; and membership in the prestigious Registry Collection private owner lounge.

"Imagine having a second home a couple hours away for a third of the price," says Debbie M. Rutland, director of sales at the Cape Codder Residence Club. "You never have to do any maintenance; you can come and go as you like. Enjoy pampering at the spa, a nearby boat club for you and your guests, and the joy of having a beautiful, fully furnished residence that you may share with friends and leave to family." In other words, it's a second home without a second thought.

Located on the site of the award-winning Cape Codder Resort & Spa in Hyannis, the Residence Club lets you reap all the benefits of owning a second home without any of the hassle. Phase 1 of 12 residences will be available October 2008 at this unique living opportunity on the captivating, sandy peninsula of Cape Cod. These spacious, luxuriously appointed two- and three-bedroom residences boast tiled baths with whirlpool tubs and steam showers, state-of-the-art appliances, and spacious living and dining areas. Residents also enjoy a destination spa, an indoor water park, and shuttle service to local beaches and attractions. If you need to work from home, take advantage of

free wireless high-speed Internet, unlimited long distance, and a computer.

As a one-tenth fractional owner of a residence, you're guaranteed a minimum of 35 days plus space-available time. You'll enjoy full use of the many resort and spa amenities. And no worry about maintenance. When it's time to go home, simply lock up and they'll clean up.

The privileges you'll enjoy as a fractional owner are plentiful, including full use of all resort amenities—the 30,000-square-foot indoor waterpark, the whirlpool and saunas, adult-only outdoor pool, rejuvenating Beach Plum Spa, state-of-the-art fitness center, on-site restaurants, and more. Conveniences also include exclusive boating privileges at Freedom Boat Club, club concierge, pre-arrival grocery shopping, secure storage of belongings between visits, housekeeping, and 24-hour security.

Regardless of the area, home size, or whether it's your first or second home, do your homework. With a little work and eyes wide open, you're guaranteed to find a place that says, Welcome home!

