

ABOUT YOUR NEIGHBORHOOD REALTOR



Aline Chambre

Originally from Belgium, I grew up in between Europe and the Caribbean. I am fluent in English, French and Haitian Creole.

Prior to choosing a career in Real Estate I was in the Travel Industry operating my home based Travel Agency. Thanks to the internet where I can still do some travel agency work on the side which keeps me in practice.

smooth home buying or selling process.

I thrive on continuing education to be on top of the latest innovations and informations. I have obtained my GRI (Graduate of Realtor Institute), my TRC (Transnational Referral Certified), became an e-PRO and a CIPS candidate (Certified International Property Specialist).

As a member of FIABCI, The International Real Estate Federation, I position myself in a global marketplace which highly benefits my clients.

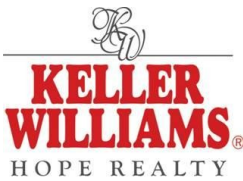
I am also an owner in Summerfield and the current Secretary of the AIES PTO board.

I enjoy travel, photography, roller-coasters, ballet, racquetball and skiing.

Don't hesitate to contact me if I can help you with anything. I'm only a phone call or just a block away!

Aline Chambre

*Au plaisir de vous servir
en français*



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After having been inspired by one Realtor, in 2002, I strongly felt the desire to start a Real Estate career. I began by selling Timeshare in Florida and now specialize in residential and international real estate.

I utilize cutting edge technologies and creative marketing programs. More importantly, I listen!

I believe communication and immediate response are imperative to make any business transaction a successful one.

My professionalism and my thorough attention to details translate into an efficient and

OUR COMMITTEE

If you ever have a question or concern regarding architectural change for any installation, construction or alteration of any structure on any lot; or would like to receive a copy of our Community's covenants you can contact one of the three members of our Committee:

Homer Montgomery
Gayle Higgins
Simon Willis
(719) 282-3172

CLASSIFIEDS

PHOTOGRAPHY

Personal photography for any occasion. Graduation, Portraits, Pets, Sporting Events, Weddings. You name it and I will make it! Reasonable and competitive prices. For more info, call Laurent @ 719-216-6213.

BABY SITTING

Childcare and Dog Care/Walking Available!!! Are you in need of someone to take care of your children? Mariah is a mature 14 year old who would love to take care of your children. She lives on Melbourne Drive and her phone number is 358-7525.

REFINANCING

Are you at 5.75% or above? If so, give licensed mortgage broker John Nudson with Castle & Cooke Mortgage a call and he will be more than happy to assist you with your lending needs. 650-6082. License status can be found on: <http://eservices.psiexams.com/crec/searh.jsp> License # LMB100009567

Spring 2009

March 2009



Summerfield News

FROM YOUR NEIGHBORHOOD REALTOR

2ND ANNUAL GARAGE SALE

Ready, Set, Go!

After our huge success last May and the positive response to our survey, I am delighted to announce that we will have our 2nd community garage sale on Saturday the 16th of May from 8.00am to 1.00pm.

As a reminder, the sales can only be done in driveways.

Directional signs and

ads in the Woodmen Edition will be posted promptly.

I will also make sure to send you reminders and tips to a successful garage sale.

For any questions, please call me at 306-5354.

« ..community garage sale on Saturday the 16th of May from 8.00am to 1.00pm ».



Start gathering NOW!
Family and friends are more than welcome to participate.
Good luck!

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NEW NEIGHBORHOOD WEBSITE

Great news! It has finally arrived! From now on you will be able to access our newsletter and any related neighborhood topics such as Covenants, Events or Real Estate activity and much more online!

Simply visit our neighborhood website at www.neighborhoodlink.com/cosprings/summerfield to start enjoying it. You will be able to create your personal account and write your own articles! I will also make sure to keep it up to date with any community events and great news!

REAL ESTATE ACTIVITY

SOURCE: PIKES PEAK MULTIPLE LISTING SERVICE AS OF 03/31/2009

Date Sold	Address	Br/Ba/G	FLR	YB	Fin SQ	Tot SQ	Price	Days on The market
10/2/2008	9225 Dunhill CT	4/4/3	2	1998	3,415	3,559	\$376,000	102
11/14/2008	2450 Wimbleton CT	5/4/3	2	1995	3,211	3,273	\$265,000	796
12/31/2008	2840 Helmsdale Dr	4/3/2	2	1994	2,612	2,938	\$273,000	42
12/31/2008	2825 Clapton Dr	3/4/3	2	1995	3,045	3,294	\$295,000	10
1/6/2009	8830 Edgefield Dr	4/4/2	2	1993	3,887	3,978	\$331,000	229
2/27/2009	8825 Grovenor Ct	4/4/3	2	1994	3,339	3,386	\$320,000	88
2/27/2009	2940 Helmsdale Dr	4/3/2	2	1994	2,415	3,583	\$272,150	57
FOR SALE	9060 Rutledge Drive	6/4/3	2	1995	3,875	3,938	\$395,000	
FOR SALE	2735 Helmsdale Dr	4/4/2	2	1993	3,523	3,546	\$314,900	
FOR SALE	2430 Dunwood Ct	5/4/2	2	1997	3,178	3,532	\$363,000	
FOR SALE	8911 Haven Rock Ct	3/2/3	Ranch	2002	2,098	4,156	\$359,900	
FOR SALE	8850 Edgefield Dr	6/4/2	2	1993	3,805	4,052	\$349,987	
FOR SALE	2880 Dristol Dr	4/4/3	2	1997	3,933	3,933	\$383,500	
FOR SALE	9390 Melbourne DR	5/4/2	2	1995	3,017	3,142	\$299,900	
FOR SALE	8935 Melbourne DR	5/4/2	2	1994	3,020	3,059	\$314,900	
FOR SALE	2860 Bethune CT	6/4/2	2	1998	3,674	3,856	\$327,900	
FOR SALE	2515 Wimbleton CT	5/4/3	2	1993	3,274	3,481	\$400,000	

BUNCO LADIES' NIGHT

«...meet once a month at seven o'clock for a fun night... ».

It has become a custom since the beginning of the school year that several ladies from Melbourne Drive meet once a month at seven o'clock for a fun night of bunco!

Each and every month the ladies will meet at a different

house. The hostess determines a theme and the guests bring 5 dollars in the form of a gift card or cash!

We would be more than happy to see the group grow.

Simply visit our community website and ask to be added

to our Bunco mailing list.



P.S. Ladies ONLY!

X-MAS LIGHTING CONTEST

Congratulations to Mark and Daleræ again on Melbourne and Thorncreek for making our neighborhood Christmas season such a bright and colorful one!

As promised, they have been awarded four passes to Hollywood Theaters and received the privilege to be once again mentioned in our community newsletter!



THE ROLE OF A REALTOR

Surveys show that many homeowners and homebuyers are not aware of the true value a Realtor provides during the course of a real estate transaction.

Not every real estate agent or broker is a Realtor! The major difference between a real estate licensee and a Realtor is that Realtors have taken an oath to subscribe to a stringent, enforceable Code of Ethics with Standards of Practice that promote the fair, ethical and honest treatment of all parties in a transaction.

Throughout the real estate transaction, the personal and professional commitment of a Realtor is to ensure that a seller and buyer are brought together in an agreement that provides each with a 'win' that is fair and equitable.

The motivation is easy to understand. For most full-service brokerages, they receive no compensation unless and until the sale closes.

By contrast, there are firms that offer 'limited services' in exchange for an up-front flat fee, or perhaps offer a menu of pay-as-you-go or 'a la carte' options. In these cases, the compensation of a Realtor is based on these reduced service levels with the seller bearing full responsibility for all the other steps and procedures in the selling process.

But no matter which option is chosen, before signing a listing agreement or otherwise engaging the services of a Realtor and agreeing to compensate them, homeowners should understand exactly what services will, or will not, be provided.

Nearly 200 typical actions, research steps, procedures, processes and review stages in a successful residential real estate transaction are normally provided by full-service real estate brokerages in return for their sales commission.

If you wish to receive the list of the 200 typical actions in a successful residential real estate transaction, please email me at alinechambre@email.com and I will be more than happy to send it to you.

Remember! All Realtors have pledged to uphold the stringent, enforceable tenets of the Realtor Code of Ethics in their professional dealings with the public. Not every real estate licensee holds Realtor membership. Make sure yours does!



STAGING YOUR HOME

Staging in preparation for sale, done properly, can significantly increase the sales price and reduce the time on the market.

If your idea of preparing for a showing consists of lighting a scented candle, baking a batch of cookies and sweeping the front porch, listen up! Today, home staging can involve elaborate redesigns where the help of a professional is a must.

Here's how the growing home-staging industry can separate your house from the crowd.

You have to take your personal tastes out of it. Once you put a sign in the yard, it's a product for sale. What you've done over the years usually means nothing to the buyer coming in. They don't see it through your eyes; they see it through theirs.

When I take a listing, I include a redesign in the package. It might be as simple as rearranging furniture, organizing clutter and employing tricks-of-the-trade staging techniques. I often rescue "money rooms" such as kitchens or dining rooms that have been invaded by computer stations or big-screen TVs.

But if the house could fetch a higher asking price with new flooring, minor repairs, paint or other improvements, I'll call in staging professionals, to work up a cost estimate, then advise the seller.

The rule of thumb is for sellers to see \$3 for every \$1 they spend on redesign improvements.

I also save sellers time and money by warning them away from certain improvements they might otherwise have

made. For example, you may be inclined to replace worn carpet with new, however that can work against you because most buyers would rather replace the carpet to their own tastes rather than live with your choice.

In order for a home to sell, it needs to speak to all of your basic senses: It needs to look good, feel good, smell good and have that lived-in appearance.

Most importantly, it needs to be priced right! Regardless of how pretty it looks, it is still a numbers game.

So if you are in the market to sell, please allow me to show you what your home is worth before making a decision on how much staging is required.

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