



Thank You for Letting Us Serve You. Left to Right: Pat Hattler, Broker; Bette Sucher, Broker; Judith Meshaw, Broker; Chanda Coomer, Broker; Al Rushatz, Broker-in-Charge; Harry Shaver; Todd Spofford, Broker; Carol Martell, Broker; Tana Boerger, Co-Owner; Alana Davidson, Co-Owner; Bill Kracker, Broker; Ellen Bluhm, Director, Property Management; Barry Markowitz, Broker; Dana Jasso, Financial Accounts Manager; Pam Iceman, Landscaping Division; Jacob Garcia, Landscaping Division; Susan Thomas, Office Manager.

THREE NEW PIONEERS AT THE POINTE

This summer, three new pioneers, Carl Van Buskirk, and Roberta Downey and John Wilder moved to The Pointe. Here's The Pointe pioneer list, so far: **1 The Pointe: Geri and Bill Guwang; 2 The Pointe: Tom and Tana Boerger; 6 The Pointe: Roberta Downey and John Wilder; 8 The Pointe: Heidi and Fritz Smith; and 12 The Pointe: Carl Van Buskirk.** Watch for the next pioneers – Cal and Jan Saltzman who anticipate moving into **3 The Pointe** by May, 2007.

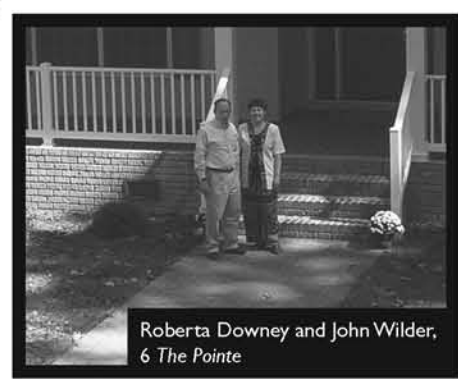


Carl Van Buskirk, 12 The Pointe

his mother, Mary, was a leader in Trace's women's golf.

Moving from Massachusetts, Van Buskirk immediately joined the Club, rented a home and watched his new home being built.

Roberta Downey and John Wilder are both still entrenched in the hectic schedules of the investment banking worlds in Manhattan. However, they come to Carolina Trace a number of times a year where they enjoy the Club, their new home and new friends. Their "Master Plan" is to spend a major part of their lives in Carolina Trace and visiting their New Hampshire home periodically.



Roberta Downey and John Wilder, 6 The Pointe

BRAD BOURRET TAKES REINS AS COUNTRY CLUB'S NEW GENERAL MANAGER

When you meet Brad and watch him greet members, you might immediately conclude he was born into his position as General Manager. And, indeed, you would be correct.

Flash back "several years" to South Sioux City, Nebraska...to a famous steak house called the Flamingo, owned by Brad's family. The Flamingo was THE place to go for both exceptional food and entertainment. What a training ground for our General Manager.

A lover of sports, Bourret has played them all, but in high school and college, he focused on golf all four years. He chose Briar Cliff College because of its proximity to the "Tail n Ale," the family's seafood restaurant -- he could go to class, play on the golf team and get an on-the-job hospitality MBA in the family business.

Believing that one should follow one's passions, Brad married his love of golf with his love of the hospitality business and became the General Manager of the Kearney Country Club in Kearney, Nebraska...but not before marrying his *true love*, Sarah. Together they began raising their three children, Bryan, Bo, and Shannon, in this community of 40,000, while Bourret made his mark on the Kearney Country Club.

After 11 years, it was on to the Hillcrest Country Club in Batesville, Indiana, as General Manager for 5 years and then to the Harbour Trees Country Club in Indianapolis, Indiana until Carolina Trace Country Club lured Bourret away.

When asked of what accomplishments he was most



Brad Bourret, General Manager and Sara O'Leary, Marketing Director, at CTCC

proud at Hillcrest Country Club, he responded quickly, "I get great pleasure out of knowing how much the members enjoy their club. We took a club with an average reputation and turned it into a club that now enjoys a fantastic reputation for both its food and service. In addition, during those six years, we took advantage of changes in technology to create dynamic communication channels between and among our members."

Bourret, in his first days at Carolina Trace Country Club, is focusing on understanding our membership. He loves asking everyone he meets how they came to Carolina Trace

and what they like best about the Club. "Our members," Bourret explains, "are a melting pot of beautiful people from all over the country." Although Sarah is staying in Indianapolis until their home is sold, she has met and enjoyed many people on her trips to the Trace. Bourret reports, "Every day, when I talk with Sarah, she always asks about the people she has met. We have large phone bills!"

A "hands on manager," Bourret has opened his drapes in his office to give himself a first-hand view of members entering the Club. Don't be surprised if he drops into one of your meetings or greets you while you are dining. With marketing one of his top priorities, together with the Membership Committee, a new marketing director, Sara O'Leary, was identified, vetted and hired within his first 30 days.

Bourret thoughtfully explained, "My father moved to Southern Pines and I became "hooked" on North Carolina golf as I visited him over the years. Coming to Carolina Trace Country Club feels good."

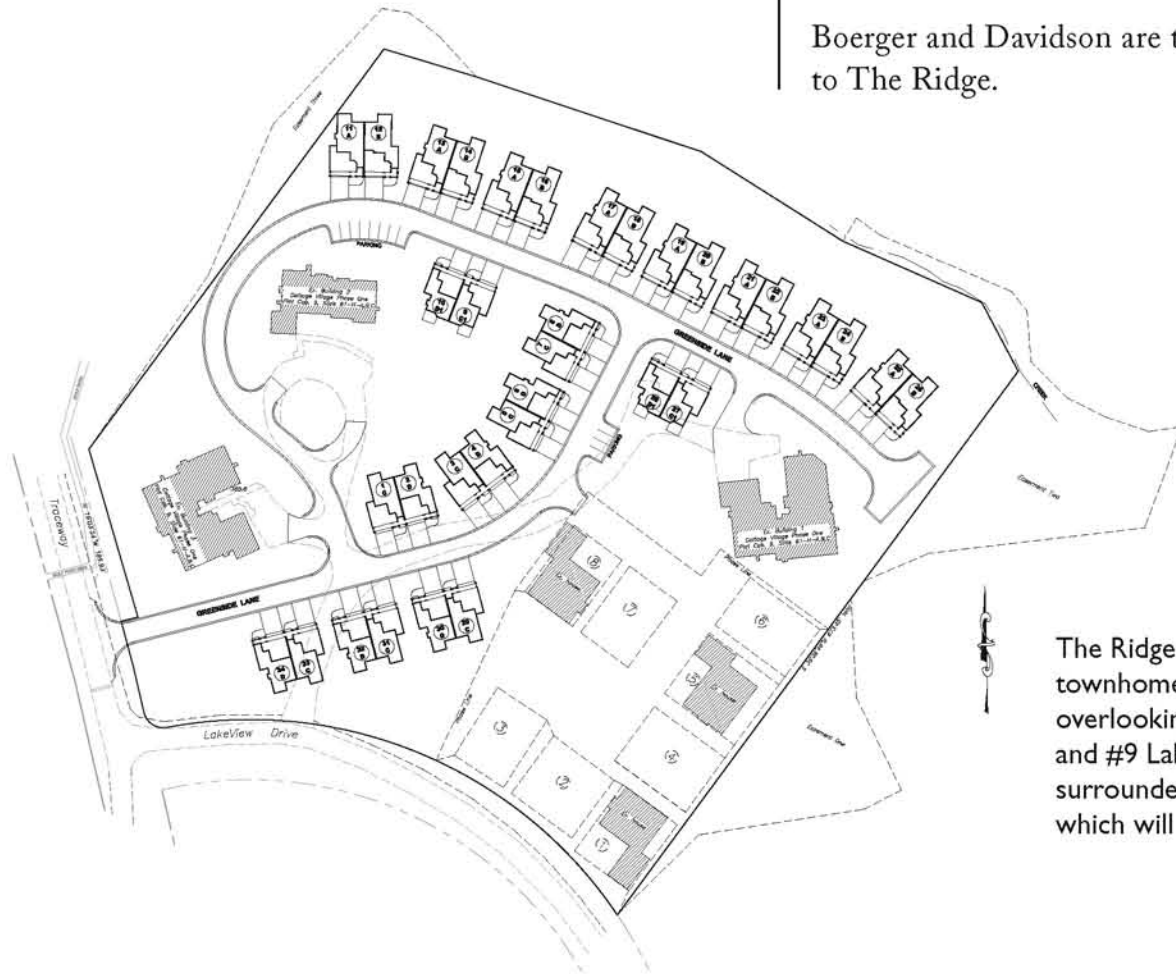
Welcome, Brad and Sarah. Oh, if you are interested in exploring joining the Club, Brad would love to talk with you. Call him (499.5121 ext.8) or just stop by....

THE RIDGE: 34 LUXURY TOWNHOMES TO BE BUILT IN TRACE

For the first time in its distinguished history, Carolina Trace will include townhomes – 34 luxury townhomes, to be exact. Built in the Village at the Trace POA, these townhomes will span the ridge overlooking the Lake Course's 8th (the signature hole) and 9th holes. In addition, 18 townhomes will be located on interior lots overlooking artful landscaping including a water feature.

Tana Boerger, one of the two developers, explained that this unique project was accepted unanimously by both the Planning Board and the County Commissioners; the next step is to complete the environmental plan which must be approved by the North Carolina Department of Environment and Natural Resources (NCDENR). Tana emphasized, "Alana Davidson (the second developer) and I will work closely with the Country Club as we develop the environmental plan because The Ridge is contiguous with the Lake course."

The entire environmental process is anticipated to be completed by early Spring with the infrastructure going in immediately afterward, weather permitting.



The Ridge includes 34 luxury townhomes with 16 townhomes overlooking #8, the signature hole, and #9 Lake Course, and 18 townhomes surrounded by artful landscaping, which will include a water feature.

Construction of the first pre-sold townhomes is anticipated to start in late Spring.

So, When Can I Reserve My Townhome?

"Soon – no later than February or March," is Davidson's answer. "We have been overwhelmed with the response to this project, so as soon as we have all of the details worked out, we are going to begin pre-sales strictly following the preferential schedule outlined below:

FIRST PRIORITY:

After we respond to those who have already expressed definite interest in purchasing a townhome, we will have a Pre-Sale meeting at the Country Club, open to all residents at the Trace. Floor plans, elevations, options, and pricing, will be presented. We will give the first opportunity to reserve a townhome to all Trace residents.

SECOND PRIORITY:

We will then allow all those who completed our Townhome Survey on our website an opportunity to reserve a townhome.

THIRD PRIORITY:

We will announce to the public that these townhomes are available for pre-sale.

Boerger and Davidson are thrilled at Tracers' response to The Ridge.

audience and a woman passionately confronted Martin and said, "I hate you." Martin gleefully responded, "Great."

George Peloquin as Dinner Guest and Nazi Soldier

George Peloquin (Woodmere) is a musician at heart so he had great fun acting in a musical. As a drummer, he played in a 15-piece swing band, a 60-piece orchestra and, after the National Guard, he had a small musical combo for about a year.

However, since Peloquin's chosen employer, American Airline's Airport Operations, did not have a band, orchestra or even a drama department, he put his musical and acting talents on the shelf...until his wife, Rita, told him the Temple Theatre was looking for a "few good men."

"I had the greatest time," Peloquin exclaims. So what's next for this musical actor? "Prop person?" "Sound assistant?" "Technical assistant?" "Anything to keep him in the theatre?" Only time will tell.

Herb Sommer as Dinner Guest and Nazi Soldier

Herb Sommer began his theatre performance with an auspicious group – the New York Metropolitan Opera – as a spear carrier in *Aida*.

Fast forward a few years to his life with his wife, Rosemary, in Carolina Trace. Once again, Evie Dooley played a pivotal role in drawing Sommer into performing in musical theater. Tracers have enjoyed seeing Sommer's Trace Players' performances with Barbara Gobielle, singing *I'm Going Back*; with Alana Davidson, singing *Shuffle Off To Buffalo*; and most recently, with Helen Fowler singing, *Wabash Cannonball*.

In addition, Sommer recently entertained the *Ladies Who Lunch* when he performed, *How To Handle A Woman*. From a New York Metropolitan spear carrier to a Temple Theatre Nazi soldier....Sommer is an addition to any musical troupe.

Everyone who saw *The Sound of Music* could almost feel the cast interacting like a family – a family in which our four neighbors and friends were an important part.

CAROLINA TRACE ASSOCIATION PRESIDENT'S CORNER

By Ralph Newberry

I know you are as pleased as CTA's officers, directors, and committee chairs to know that the automated resident gate is working! After the reader heads were replaced by the vendor, the failure rate is almost negligible. For example, in a test on November 15th, 100 cars ran through without a hitch. By the time you read this, we should be in full operation. Our thanks to the many hours that the Safety Committee, chaired by Garey Toleski, and the Security Chief, Larry Carter and his staff have invested on this critical project.

Each of you has an assignment. Remember, as you exit the automated gate lane, you must watch for traffic on your left. We will all have to exercise normal defensive driving tactics to avoid problems at the confluence of the visitor and resident lanes. We have new gate locations too, so be certain to familiarize yourself with them.

Mark your calendars! On Monday, January 15, Mr. Henry W. Jones, Jr., a Raleigh based attorney specializing in Home Owner/Property Owner Association issues will give a presentation to all Trace residents at the Carolina Trace Country Club. Mr. Jones was involved with the drafting of the NC Planned Community Act and will speak on this and other homeowner/POA issues.

You will also be pleased to know that the Permanent Emergency Roads have been started. The South side is being built first.

At the November 14 Open Meeting, Carolina Trace Fire Chief, Charles Holder, gave a very informative talk about Lee County and the Volunteer Firefighters. Holder gave us good information about our Fire Tax Rate as well.

We are looking for a new chairperson to head up our Security Committee. Garey Toleski has done this job for seven years and is stepping down. We are hoping someone steps up. If you are interested, please call me at 919.498.3973 or email me at ralphnewberry@charter.net.



OUR NEIGHBORS/FRIENDS APPEAR IN SOUND OF MUSIC

Background: *The Temple Theatre is a professional theatre located in downtown Sanford, under the leadership of the artistic director, David Matthews. Professional talent stars in all productions, however, Sound of Music uniquely provides experienced amateurs an opportunity to participate in a number of parts along with the professionals.*

There are many more exceptional shows in the 2006-2007 season. For tickets and additional information, call 919.774.4155.

As Maria, played by Wendy Hayes, sang, "The hills are alive, with the sound of music," the theatre itself was alive...the sets, beautiful; the professional talent, outstanding; and the amateurs – well, they made us proud.

Four of those amateurs are our neighbors and friends.

Elly Black as Sister Margareta

Elly Black (Hidden Lake) has always had a love of the theatre. But after starring as Daisy May in *Lil' Abner* and in the chorus of *Guys & Dolls* at the University of Connecticut, she did not pursue her love of acting and singing until she moved to Carolina Trace. Evie Dooley (writer, director, producer of Trace Players' productions) "started to make my dream come true," Black explained.

Buoyed by her success in Trace Players, Black responded to Temple's open casting call by preparing a two-minute dialogue from the *King and I* and rehearsing one of her

favorite songs, "Getting to Know You." For expert counsel, Black called a friend getting her Ph.D in theatre arts.

She was thrilled when David Matthews, Temple's artistic director, told her, "You'll be hearing from us. You definitely have a part in the show." Black clearly found joy in doing something she loves....Let's watch for her next performance....

Ray Martin as Herr Zeller

Ray Martin (Woodmere) brought many years of acting and directing to his role as Herr Zeller. In Rockland County, New York, he played both the part of Herr Zeller and Franz the Butler in *The Sound of Music*; the salesman and the conductor in *The Music Man*; Professor Kookins in *The Mouse That Roared*; and Charlie Davenport in *Annie Get Your Gun*.

Martin also directed two plays: *You Can't Take It With You* and *Play On!*



From left to right: Ray Martin, Elly Black, Herb Sommer, and George Peloquin

When Martin and his wife, Carmela, were looking for property in Carolina Trace, Martin inquired about theatre groups in the community. As Martin tells the story, "At one of the first Woodmere events we attended, someone came up to him and said, 'I understand you are a retired Broadway director.'" Reportedly, Martin laughed and replied, "Not exactly!"

This amateur actor/director knew he was correctly playing his part as an aggressive Nazi officer when, after the first performance, the cast came out front to greet the

ATTENTION ALL TRACE RESIDENTS – COME ON THE WOMEN'S CLUB HOME TOUR, AND HELP RAISE MONEY FOR LOCAL CHARITIES

Now is the chance to visit others' homes and enjoy *their* lovely settings and holiday decorations...And...contribute to local charities.

On Sunday, December 10th between 1 pm and 5 pm, 10 beautiful homes will be on tour.

Here's the plan: Purchase a \$15.00 ticket by calling any of the following people:

- Kathy Annabel 498.6693 (Woodfield)
- Jan Carlson 498.1379 (Laurel Thicket III)
- Chris Altenburger 499.1909 (Laurel Thicket I)
- Kay Harrop. 499.0953 (Northshore)

With the ticket, you will receive a map and descriptions of the ten homes along with their addresses. Start at any point on the tour and create your own route.

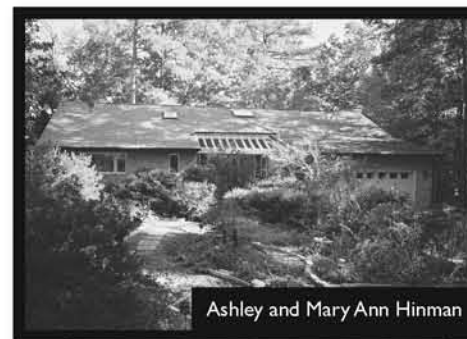
Chris Altenburger, one of the organizers, urges everyone to, "wear comfortable shoes and plan on spending the entire afternoon having a great time."



Lew and MaryAnn Andersen



Red and Marsha Davis



Ashley and Mary Ann Hinman



Jim and Georgann Roberts



Tom and Tana Boerger



George and Deloris Jenkins



ENJOY!



Jim and Carol Martell



Todd and Louise Spofford



Tom and Mary Stubblebine



Miles and Diane Whitaker

INTERIOR DESIGNER SHARES TIPS ON PREPARING A HOME FOR SALE

Gwen Bowers understands real estate: She has financed homes, as a mortgage banker, and she works with clients throughout the world – including many in Carolina Trace – both in interior design and preparing homes for sale – known today as “Staging.” Below Bowers shares her tips on preparing a home for sale with Alana Davidson, co-owner, Carolina Trace Gated Properties.

Alana: *Gwen, tell us about “Staging.” What is it and how would it help those in Carolina Trace who are getting ready to sell their homes?*

Gwen: Staging is preparing a home for sale in a way that will take the homeowner’s emotion out of the home and make it appeal to the maximum number of buyers.

Alana: *Emotion? Tell us more....*

Gwen: I have found that many people do not like to walk into another person’s home. They feel as if they are “invading;” they are peeking into someone else’s private life. Maybe the buyer doesn’t even consciously understand the emotion but the attitude reveals itself. For example, after looking at re-sale homes, a couple often decides to consider a new home because it comes with a clean slate – no one else’s imprint.

Alana: *Since the goal for all homeowners is to sell their homes as quickly as possible for the highest price possible, how do they use this information about the emotion of a home buyer?*

Gwen: When I work with my clients in staging, we start with the premise that, together, we want to create a neutral environment that will appeal to most everyone’s taste.

Alana: *Changing our home – putting away the “things” that we hold most dear and possibly changing our color schemes.... Now that’s emotional.*



Gwen: You are absolutely correct. What I am recommending is very difficult. I am asking the owners to display only those items that show that this is a house where warm, friendly people live and choose color schemes that will enable anyone to move into tomorrow.

Here’s the plan:

Step One: Remove “collections.” Box the collection of English Tea Cups or the Dresden figurines. You don’t want the potential buyer to focus on your collection. You want the focus to be on the beautiful hardwood floors, or view, or....

Step Two: Remove dated window treatments (especially yellowing metal blinds) and leave the windows bare, if necessary. The increased light makes the spaces appear larger – and rarely can a room appear too large.

Step Three: Remove all clutter – box that pile of National Geographics beside your reading chair. “Piles” make a potential buyer wonder what the crawl space in your home looks like and any other place in your home they are not inspecting that day.

Step Four: Remove furniture. Most people have too much furniture in their rooms. Buyers want open space. They want to walk into your home and feel that they can place their furniture at a glance. If you already have too

much furniture in that space, the buyers will have a hard time visualizing themselves there.

Step Five: Remove bold wallpaper; repaint your favorite hunter green study a nice, warm cream. Remember, you want a “Move in tomorrow feel.”

Alana: *Can you give us an example of a staging success?*

Gwen: Yes, I had a client in Carolina Trace whose home was decorated to look like the Victorian Inn they used to own. It was lovely and they loved it. However, because the décor appealed to few buyers, their home was on the market for a long time. After we removed flowery wallpaper, painted the walls a neutral color, and removed many accessories, their home sold within two months.

Alana: *What one last tip do you have?*

Gwen: If you are thinking about selling your home, pretend you are a buyer from, let’s say, Northern Virginia. Put yourself in his/her shoes. Remember that 25% of your buyers will respond visually; 25% will respond emotionally; 25% will respond auditorily (The lack of traffic noises, etc.); and 25% will be a mixture of all senses. Your job is to appeal to all these trigger points so the potential buyer will walk into your home, place their furniture in their minds and write you an Offer to Purchase.

Gwen Bowers is President of Chic Designs. You can reach her at 919.775.1047 or at chicdesigns@wave-net.net



IS IT TRUE?

Ah, it’s rumor time again.... Can you believe it?

Rumor: More people are moving to North Carolina from New York than from any other state.

TRUTH: FALSE. Florida has now surpassed New York as the largest in-migration state, according to a 2005 survey. Certainly CTGP’s inquiries support this survey’s results.

Rumor: Tracers no longer have to look at unsightly signage across from Carolina Trace’s entrance.

TRUTH: TRUE. The Unified Development Ordinance prohibits any signage that does not directly relate to the purpose of the property. In other words, the owner of the properties across the highway from Trace’s entrance cannot give permission for signs to be posted advertising various unrelated businesses, etc. Temporary political signage is exempt as long as the signs meet certain Ordinance restrictions and For Sale signs are acceptable because they relate to the purpose of that particular property.

The Carolina Trace Association is working closely with the Sanford/Lee County Community Development Department to ensure compliance with the regulations.

Rumor: A recent poll of more than 9,000 U.S. citizens names North Carolina as the most desirable state in which to live.

TRUTH: TRUE. The “Anholt State Brands Index,” which was created by government advisor Simon Anholt and conducted from May 25 to June 12, 2006, found that American participants ranked North Carolina first. Which state was second? Virginia. Well, we all certainly agree with the results of this survey!