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**D ☆ C E M B E R**  
make all my wishes come true



Privileged information about your real estate

HO-HO-HO!

Jingle Bells, Deck The Halls, Joy To The World, Silent Night, O' Come All Ye Faithful, and that old standard, Grandma Got Run Over By A Reindeer. Time to get ready for the movie marathon: Miracle On 34th Street, It's A Wonderful Life, A Christmas Carol, and the one I like the best, A Christmas Story.

When I was a little boy, I remember thinking Santa couldn't come to our house, because we didn't have a chimney. My brother and I would try to stay awake to see how He could do it. My parents would put the tree up, and tell us not to worry, that if we had been good boys, Santa would find a way to get in. Sure enough next morning he'd have pulled it off!

By the time you receive this newsletter, Sun City will be aglow with the various neighborhood displays, decorations; and, plans for the holidays, will have been put in place. A time of year to remember Christmas passed, and loved ones who still bring a smile and a tear to our memory.



"We make a living by what we get, but we make a life by what we give." - Winston Churchill

This is my favorite time of the year, because people have a giving spirit. But one of the things I like about Sun City is the giving spirit that happens here everyday. Neighbors caring for one another in all kinds of ways. The clubs that donate time and money to our community, the block captains, neighborhood reps, C.O.P.S. to name a few.

Did you know there is a version of the "Twelve Days Of Christmas" just for Sun City?

**On the Twelve Days of Christmas, in Sun City TX, Del Webb Gave to Us:**

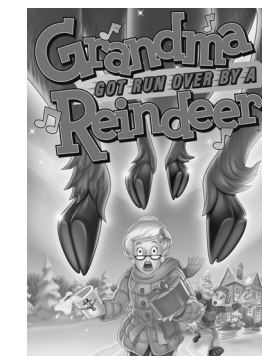
12 doves cooing, 11 rabbits romping, 10 lizards leaping, 9 deer a dancing,  
8 roadrunners running, 7 'dillos digging, 6 snakes slithering,  
5 pools for swimming,  
4 foxes fleeing, 3 courses golfing, 2 ponds for fishing,  
And a Possum in a Bradford Pear Tree!!

*And I don't wanna hear any "Bah Humbugs" or I'll send you a lump of coal!!*

We at the Stacy Group wish to thank you for blessing us each day, as we serve you in the leasing, selling or purchasing your home. It always will be our goal to make you our priority in whatever your real estate needs may be.

Merry Christmas Everybody!

Lon Russell



**Don't Know What to Get Yourself for Christmas?  
The greatest gift you can give yourself is an investment  
in the future.**

People are still buying homes. In addition, many own a second home. If you already own the home you live in, is it time to buy another? Why not start on a program of estate building by the purchase of an extra home or homes for rentals? Each successive investment gets easier.



**Your Down Payment:**

Compared to investments such as the stock market, the amount of capital required can be remarkably small. The leverage is better, with down payments still as low as 10%. Real estate is always the perfect place for the use of OPM (Other People's Money). Usually the rents will cover most of the expense.

**Capital Gains:**

If there is any increase (which in Sun City is expected) in value in real estate, the potential for big gains on a leveraged (OPM) investment can be significant. An increase in value affects the whole value of the property, not just your equity.

There is little risk, if you have chosen the right property and neighborhood. Can you think of any less risk in investing than owning a home in a good neighborhood? You have "The Stacy Group" right here in Sun City to manage the property for you. We currently (on average) manage 150 homes for lease. And at this time, they are all occupied, so there is a demand for rentals.

**Jan Schmidt, REALTOR®**

Cell: (512)-864-5051 jan@thestacygroup.com

**Knowing the Buyer...**

I recently attended a course on negotiations. One of the things the class discussed was the different type of buyers—from cultural to generational—as well as what information buyers find the most useful. Generational on next page. This is great information for sellers to keep in mind!

**90% of all buyers are on the internet searching first! It's important to have an agent that has a presence on the web. Our company has 2 websites—both designed just for Sun City. One for leasing and one for sales—both link to each other. The more traffic our sites get, the better for the seller. We also send to 3rd party sites to offer your home the most advertising.**

**84% find photos very important This means you need to focus on decluttering before the photo shoot so your home presents itself nicely. Pack away the personal photos and take some furniture to storage so the pictures will present big open rooms. We will hire the professional photographer to come to your home and take photos and do a video for you. We can also have a stager help you if you prefer. 79% of Buyers like Detailed Info. Buyers are looking for facts on the home, they want to know the upgrades before showings and be able to compare. This is where it is important to have an experienced Sun City agent as they will know how your home differs than others of the same floor plan.**

**89% of Buyers want to use a Realtor. This is where the web presence also helps the seller.**

**Keri Stacy Gann, REALTOR®**  
Marketing, Leasing Agent  
keri@thestacygroup.com



**The Holidays Are Upon Us!!!**

If you're thinking of putting your home on the market now or it already is on the market....here are a few fun & festive ideas to make it shine for the "Holidays"!

1. Dress up your chandeliers---drape it with garland or hang ornaments suspended on satin ribbons....or try hanging candy canes all over it!
2. Fill glass vases with dozens of ornaments---all different sizes & colors!
3. Deck your windows by hanging ornaments with ribbon ---all hung at different lengths!
4. Wreaths---if you have several wreaths you love to hang---try hanging them in the windows. They can be enjoyed inside & out!
5. Place votive candles & jingle bells in wine glasses & arrange on a buffet or across a mantel!
6. My favorite---insert a bud vase into a larger vase---fill the space between the two with candy canes or your favorite Christmas candy---& then add fresh flowers to the vase in the center!

And remember, have fun trying any or all of these ideas!!! Happy Holidays to You!!!

**Roxanne Rylander, REALTOR®**

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**Charlotte's Stats for the Month:**

- Total Homes Sold In October - 40
- Average Sold Sales Price - \$287,500
- Average Sold Price/Sq.Ft. - \$154
- Average days on the Market - 93
- Number of Homes Waiting to Close - 43
- Number of Active Contingent Listings - 6
- Number of Active Listings - 78

Georgetown hosts a wonderful event for Christmas...it is only one weekend so I would not want you to miss out...I hope you, your friends and family will take the time to enjoy Georgetown's...**The Christmas Stroll**

**When**

Fri, Dec. 2nd, 5pm – 9pm & Saturday, Dec. 3rd, 10am – 8:00pm

**Where**

Georgetown Square, 103 W. 7th Street, Georgetown, TX

**Description**

**FRIDAY, DECEMBER 2<sup>ND</sup>**

**5:00pm - 9:00pm**

Bethlehem Village

Early Shopping with 175+ Vendors

Bistro Food Court

Dessert with the Grinch in Whoo-Village

Live Entertainment on three stages

**SATURDAY, DECEMBER 3<sup>RD</sup>**

**10:00am - 8:00pm**

Parade Kicks off at 10:00am

Shopping from 175+ Vendors

Bistro Food Court

Bethlehem Village

Whoo-Village

Santa's Village & Photo Opportunity

Live Entertainment on three stages.

Free admission

For more information, please visit [TheGeorgetownSquare.com](http://TheGeorgetownSquare.com)



**Charlotte Hokensee REALTOR®**

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It's that time of year again—Local Animal Shelters need you!

*Home for the Holidays*

Give the gift of your time and love this holiday season by fostering one of Texas Humane Heroes' homeless dogs.

December 23-26

<https://www.texashumaneheroes.org/>



TEXAS  
HUMANE  
Heroes

The Stacy Group will be accepting fleece blankets, dog and cat toys, canned puppy and cat food (pate preferred), stainless steel bowls and paper towels for the month of December to donate to local animal shelters.

Meet Wally—At 14 years young, Wally finds himself loving and living life to the fullest! He was found roaming the streets but must have been someone's pet. His adoption fee is waived to anyone over 65 years old. He is at the Georgetown Animal Shelter  
<https://pets.georgetown.org/2016/10/21/wally/>



**Christmas Memories...**

This time of the year always reminds me of the Christmas that New Orleans froze. December 1989, our children were taking a Christmas skiing trip and it would be just the 2 of us for the first time. We decided to take a trip to New Orleans rather than be at home without them. What a trip it turned out to be!

Two days before our trip, an extreme cold front hit and froze the entire city of New Orleans. We arrived on Christmas Eve and after checking into a small boutique hotel on Jackson Square, we left for our Christmas Eve Bonfires river cruise along the Mississippi River. It was truly a time to remember since viewing of the Bonfires can now only be done by motor coach.



Lighting of the bonfires along the Mississippi levee is just one of the traditions dating back to the Cajun settlers. The bonfires were intended to light the way for Papa Noel or, according to some, they may have been a way of lighting a path to the nearest Catholic church for Midnight Mass. The temperature that evening dipped to 15 degrees. Upon our arrival back at our hotel, we discovered that water pipes had frozen and there was only one place in the entire French Quarter that had water. We were moved to the Hotel Monteleone. With a view of the Mississippi river from our room and running water, we were pleased we were able to continue our stay.

We had our elegant Christmas dinner at a restaurant called Tujacques on paper plates! Our Cajun Christmas in New Orleans will be one unforgettable memory. If you ever have an opportunity to go to New Orleans during Christmas holidays, be sure to ask for a Papa Noel rate!

**Bob Burgess, Associate Broker**  
512-567-8478 bob@thestacygroup.com

**The heart of the home!**

When I recently decided to sell my own home, I had a budget and had to prioritize what I would spend money on to sell my home. My goal was to have it sell within 60 days so I got to work packing up all of the things that made the house mine. So I figured the kitchen is the heart of the home and honestly it needed the most attention!

I replaced all hardware on cabinets, packed up everything out of the cabinets leaving only my collection of nice glasses and tableware and a few nice pots to cook with.



I had laminate countertops so I replaced them with a very neutral granite that matched my current backsplash. Then I replaced the sink and faucet to match the new hardware and painted the cabinets white since that was a timeless look and seemed to be popular on HGTV!

The granite was the biggest part of the budget and I believe it was well worth the investment since nowadays people expect it.

I painted the walls the newest trend of what designers refer to as greige (blend of gray and beige), removed all personal items including family photos, all clothes and other items out of all closets except my master closet and thoroughly cleaned every last corner of the home. I hired a window cleaner and replaced the windows that had broken seals which was surprisingly inexpensive!

I bought new white plush towels for all the baths and replaced any rug that wasn't in good condition.

The cost of all of this was within my set budget so I believe it was worth it! I sold and closed my home within 35 days!

The bad news was I liked it so much I didn't want to leave that kitchen! But I did with no regrets because it brought me back to my parents to help them out and it brought me to The Stacy Group where I can now help you to buy or sell your home! I'm ready to help you in any way!

**Kathleen Repa, REALTOR®**

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**Generational Characteristics**

(generalized, every individual will present their own characteristics, focusing on the 2 groups that are in SC—info. gathered from RENI)

**The Silent Generation: Born between 1925-1945**

**Age Now: 71-91**

**Experienced:** Stock Market Crash, Great Depression, WWII, TV, First Nuclear Bomb, FDR & the New Deal, Pearl Harbor

**Music:** Blues, Swing, Jazz, Big Band Era, Behop, Early Rock

**Generational Characteristics:** Mediate Problems, Respects Others

Opinions, Values Authority & Expertise, Customer Service

Expected, Independent but Family/Community Oriented

**The Baby Boomer Generation: Born between 1946-1964**

**Age Now: 52-70**

**Experienced:** Vietnam War, Cuban Missile Crisis, Civil Rights Movements, JFK, MLK & RFK assassinations, Apollo 11, Pong/ Arcade Games, Woodstock, Divorce, Birth Control

**Music:** Elvis, Motown, Bob Dylan, Rolling Stones, Beach Boys

**Generational Characteristics:** Idealistic & Involved, Creative, Entrepreneurial, Workaholics, Risk Takers, Entitled to the Best/

No Fear of Credit, What's in it for me?

**Generation X: Born between 1965-1980** Age Now: 35-51

**Generation Y: Born between 1982-2000** Age Now: 16-34