



▶ PLEASE VISIT US ONLINE AT WWW.BEYONDLLC.COM FOR LISTINGS, RESOURCES, AND COMPLETE STORIES FOUND HERE.

○ 3rd Quarter | ○ 2005



▶ **DID YOU KNOW?**
ARTHUR IS NOW A LICENSED IN TWO STATES WITH KELLER WILLIAMS! HE CAN SERVE YOU IN ILLINOIS AND IN MICHIGAN.



▶ THE TOP REFERRER FOR THE 1ST QUARTER 2005 WAS POWERHOUSEGROUP MORTGAGE COMPANY. THANK YOU!

Beyond Properties

Note from Arthur Martens:

"Happy Summer! I hope you enjoy the first edition of our quarterly newsletter. I hope to keep in touch with you often and provide you with the resources you need for all your real estate questions. Please let me know how I can serve you or your friends and family with your residential, commercial, or real estate investment needs. It's been a busy season already and I thank you for allowing me to work with so many of you. I hope you enjoy this newsletter and welcome any comments or feedback to make it more fun and beneficial."

Serving you Beyond Expectations...

Our clients include:

- First time home-buyers
- Home-Sellers and Home-Buyers who want to upgrade or downgrade
- Families interested in lake-front or vacation homes
- Executor of Estates
- Real Estate Investors interested in 1031 Exchanges
- Contractors, Builders, and other property-related professionals
- Out-of-state clients looking for great rental properties
- Business owner interested in owning the building where they want to house their business
- Who do you know that can benefit from my services??



Featured Listing – Country Estate

List \$789,000 4bed/4bath 4509 Hanover Road, Sawyer Michigan

Welcome home to understated elegance ideally situated on approximately 15 partially wooded acres with your own nature trail. Live in the country but have access to everything! Located just minutes from Lake Michigan, renowned art shops, and antique dealers, this home is only 90 minutes from Chicago. Perfect for the equestrian owner or someone just desiring a county getaway, this home has all the conveniences of a modern home perfectly blended with the sophistication of a more romantic era. Highlights include main floor master suite opening to a rose garden, large eat-in kitchen overlooking the woodlands, whole house surround sound, formal dining room, separate parlor, and a 1,500+ SF lower level.



Second-Home Market Surges, Bigger Than Shown in Earlier Studies

Source: National Association of Realtors article, March 1, 2005 by Walter Maloney

WASHINGTON (March 1, 2005) – A new study shows sales of second homes surged in 2004, and that investment property and vacation homes make up a significant portion of the overall housing market, accounting for more than one-third of residential transactions, according to the National Association of Realtors®

In listing the reasons why they bought second homes, respondents said there were some differences depending on the type of home. Overall, 30 percent of buyers wanted to diversify investments, 28 percent sought rental income (37 percent investment vs. 7 percent vacation homes), 14 percent wanted a personal or family retreat

(29 percent vacation vs. 8 percent investment), 6 percent planned to use for vacations (16 percent vacation vs. 2 percent investment), and 5 percent had extra money to spend....

Find the Complete Article on BeyondLLC.com

Please call me if you or someone you know are interested in looking at a second home.

ARTHUR MARTENS 708-612-2299 OR 269-473-2000

SELLING YOUR HOME? CHECK THIS OUT!



Did you know?

The typical FSBO (For Sale By Owner) home sold for 163,800, compared to \$189,000 for agent-assisted home sales.

Do the Math!

That's a 15% loss for the FSBO seller. For every 6% you save in commission by going alone, you lose 9% in sales price!

To see if working with a professional is better for you, give us a call!

(Source: NAR info central)



BeyondLLC.com

**“Service Beyond Expectations...
...On Both Sides Of The Lake!”**

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“Our objective is to provide you with service beyond expectations for all your real estate needs. We want you to be so satisfied with us that you feel compelled to recommend us to your friends and family. This allows us to spend all of our time and energy building lifelong relationships, one person at a time.”