



# Classic Times

A Publication of Corolla Real Estate & Corolla Classic Vacations

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## ARTICLES

- *Our Services Continue to Grow*
- *Navigating Today's Real Estate Market*
- *New Employees*
- *28 Visits and Counting...*
- *New Arrival*
- *The Non-Hurricane*
- *Coastal Provisions*
- *A Time to Celebrate*
- *Go Green, Save Green*
- *Relay for Life*

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## Our Services Continue to Grow

— Will Graham

We have added another division to Corolla Classic Vacations and Corolla Real Estate. The new endeavor is Corolla Classic Construction. We added this division to aid homeowners who have work to be done beyond the scope of our basic maintenance. We have started small with repairs of some of the houses damaged by the flooding from Ernesto.

Word has leaked out and we are working on decks, drywall, you name it. Response has been great and we are pricing out future projects.

We hired Skye Henderson with this in mind. Not only will he be supervising construction, he will be doing the work with local tradesmen, and coordinating with subs as needed. Aaron Wolff also plays a major hand overseeing projects along with his current role as Director of Maintenance. Dusty Sawyer will be the inside person. She will coordinate the jobs, get out the estimates and take care of the billing.

### COROLLA CLASSIC CONSTRUCTION

We are very excited about this new venture! You will find the same high caliber of service that you have come to expect from all of our companies. If you are thinking of having work done, ask for Dusty at Corolla Real Estate (252) 453-0797 or toll free (866) 453-0797.

## Navigating Today's Real Estate Market

— Debbie Price

Times have changed. A year and a half ago, a well maintained and decently priced property stayed on the market for a very short time. Not so anymore. Partly because properties are selling more slowly, inventory is stacking up. Now there are more sellers competing for fewer buyers. Our supply and demand are out of balance. However, the real estate market is cyclical, and this will change. But what should a seller or a buyer do in the meantime?

If you are a seller, you must now focus on fundamentals so that your property gets noticed. The basics are price and condition, but the most fundamental thing about selling your property is price. Many sellers are putting their property up for sale as though it were the rapidly appreciating market of the past several years. They are hoping for that "anticipated appreciation" over the last closed comparable sale, and if that doesn't work, they can always reduce the price. It's true, you can reduce the price, but in the meantime you may be missing the buyer for your property.

"...what should a seller or a buyer do...?"

Most buyers talk to a buyer's agent who will consider the needs of that buyer. Agents aggressively watch the new listings in order to inform their buyers, and will compare your asking price to those of similar properties. If your property is overpriced, it will get passed over. If the price gets reduced later, it may get overlooked. It is then just one of many listings, not one of a few new listings. Pricing your property high because you can lower the price later is not the best strategy.

If you are a seller who is just "testing the market", please don't. If we had fewer properties on the market, we just might see fewer price reductions and more sales.

If you are a buyer in today's real estate market, good for you! People who make money in real estate are generally those who buy when the demand is low and sell when the demand is high. Right now there are a variety of choices on the market and less pressure to make a snap decision for fear of losing the property to another buyer. While interest rates have risen over the past year and a half, the rates are still historically low. All of this combines to make now a wonderful time to buy property on the Outer Banks.

Whether you are a seller or a buyer, please call our office and speak with one of our experienced agents. We can help you navigate today's real estate market.

# New Employees

## Sarah Albrite

Sarah joined our staff of vacation representatives on April 3rd. Born in Manassas, VA, Sarah grew up in the northern VA area. She graduated with a BA degree in Psychology in 2005 from Shepherd University which is in Shepherdstown, WV. She moved to her parents' home in the Currituck Club for the summer after graduation and never left! Sarah has two tiny dogs, Delila Grace, a Jack Russell Terrier and Laci, a Rat Terrier. During her off time, Sarah loves to go to the beach, travel, spend time with her friends and family, and run. In July, she joined the North Carolina Team in Training which benefits The Leukemia & Lymphoma Society. She is currently training (with her Mom and sister) for their first marathon in December ([www.active.com/donate/tntenc/Albritechick3](http://www.active.com/donate/tntenc/Albritechick3)).



## Skye Henderson

Skye has been a friend of many of us at CCV for a number of years so it was a great day when he joined our employ on June 19th. He will be supervising construction in our new division Corolla Classic Construction. Skye was born in Norfolk, VA and has been coming to the Outer Banks since 1958 when he was only three years old! He moved

here in 1993 with his wife Karen and two kids, Justin who is 25 and Andrea who is 22. When Skye's not working (which isn't often) he enjoys surfing and more forms of Motorsports that any of us could possibly imagine to include open wheel, sprints, stock cars, drag cars, formula 1, hot rods, and rally cars.

## Jennifer Dokman

Jennifer joined our vacation representatives' team on March 20th. Born in Philadelphia, PA, Jennifer moved around a lot growing up as a result of her father's 22 years in the Navy. When he retired in 1994, her family moved to Moyock, NC where Jennifer graduated from Currituck County High in 2000. She moved into the Corolla Light Town Center apartments a few months ago with fiance' Bobby Green who also works for CCV, in the Maintenance Department. Jennifer and Bobby have 2 dogs and 1 cat. Mercedes is a 3-year old Amstaff Terrier, Zeus is a 5-year-old Pitt-Rott-Chow mix and Jasper, aka Fat Cat is an 8-year-old tuxedo kitty. On her days off, Jennifer enjoys spending time with her critters, including Bobby. They love taking the dogs for walks on the beach to play fetch & frisbee, watching movies, and just hanging out together.

# 28 Visits and Counting...

*In 2006 the Baumgartner family enjoyed their 28<sup>th</sup> vacation on the Outer Banks. We had the great fortune of meeting Eddie Kavanaugh over 15 years ago and since then he has taken care of our family year after year.*

*When Eddie and Denise Graham started Corolla Classic Vacations we were happy to continue our relationship with them knowing that we would continue to be treated just like family. They have the most wonderful crew, making each year feel just like coming home at vacation time. Because of our relationship and the interest everyone has taken in our family, they have come to know what is important to us. For example, our large family likes to sit down together each night during our vacation for dinner. Knowing this, Eddie found a new place for us to rent next year that will better accommodate our needs. This makes us feel like he is not just renting us a house, but he is taking our wants and needs to heart to help us have the best vacation possible.*



*We have been so blessed in having the friendship of Eddie, Denise and their staff and truly thank them for all the kindness they have shown us. We plan to continue our family tradition with Corolla Classic Vacations for many years to come.*

*Love and Peace,  
The Baumgartner family*



## New Arrival !

We welcome Helen Mae Thorp into the Corolla Real Estate family. Helen, Bob White's granddaughter, was born on September 14, 2006 and came into the world at 9lbs. 7ozs and was 20" long. Bob reports that Helen is a very active, strong baby who has taken over her parents' (Will and Sherry White Thorp) home as babies are supposed to do. Bob also reports that she is very cuddly and makes grandparenting great fun. So if you see Bob around don't forget to congratulate him on being a Grandpa for the first time.

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# The Non-Hurricane

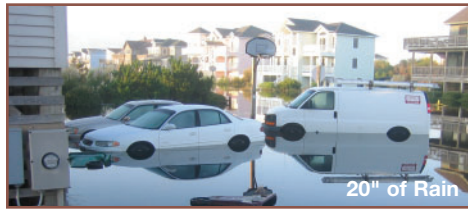
— Denise Graham

Well, we almost came through the season unscathed. But then it rained and rained and rained yet some more.

About 20 inches of rain fell on the night of Thursday, August 31. There was absolutely no place for it to go, so many streets became impassible and many homes had as much as 4 feet of standing water in them.

Currituck County declared a State of Emergency late on Friday afternoon and began the efforts of pumping water from the roads. They installed three huge pumps in areas that had at least 14 inches of standing water. The majority of the pumping occurred in Ocean Hill south to Buck Island. The final pumping concluded 25 days later!

People were literally held hostage in houses unable to drive off the property and were forced into creativity. Two of our guests packed up their cars, put the turtle on top, belted the kids in and were taken to dry land atop a flat bed tow truck. Kids had to go back to school! A couple of the guys took kayaks to check on a few of our guests, put some smiles on their faces. Two of the homes were unable to check out



until the following Thursday. They would call the office to arrange for someone to meet them at a specific time and spot, after they waded through flood water; and we would take them to Food Lion and or Brew Thru (lots of poker and beer in one home!).

A total of 32 households of guests had to be moved that Labor Day weekend and we managed to place them all in other homes of ours. Had the rains come a week earlier those would have been sent home with no alternative accommodations. The guests' response was glowing of our staff's efforts. We had lunch sent to all 20 of us by one group of guests! There are times that our business is stressful meeting many demands. This, however, was one where our combined strong efforts gave us maximum satisfaction.

Never in the twenty-some years of living on the Outer Banks have I experienced anything remotely close.

# Coastal Provisions Market

— Denise Graham

What a pleasant surprise it was to me the day I finally decided to check out the new market in Southern Shores. A lovely presentation of fresh fruits and vegetables greeted me immediately upon entering the shop. I knew I was in a very nice market!

Coastal Provisions Market was founded by chefs Dan Lewis and Scott Foster. As long time beach goers, both have realized for years the need for a different type of food store on the coast – large enough to have what you need, small enough to provide great personal service, and truly focused on great food.

Only the freshest seafood and shellfish are displayed - tantalizing your taste buds. The crab cakes are to die for! They offer both Prime and Natural cuts of meats and chops waiting to be cut to your liking. There are cases filled with platters of prepared foods to take home and warm for your dinner. The selection of wines, cheeses and specialty items are superb.

Dan and Scott bring three decades of collective experience from the restaurant, hospitality and specialty food retail industry. Most recently, both catered to the discerning palates at the Washington and New York area's Sutton Place Gourmet and



Balducci's as their head chefs. Catering your special evening would be their pleasure.

With close ties to the Outer Banks, it seemed natural for Scott and Dan to bring their expertise here. And when not at the market, Scott can probably be found out in the surf on his long board.

Next time you visit your home on the beach stop into Coastal Provisions. It is a great alternative to dining out. Look for me there; I am the one having to add a few holes to my belt.

On your drive to Corolla you will find them located in the Southern Shores Crossing Shopping Center - 1 Ocean Boulevard, behind the Southern Shores Police Station and across from the Crown Gas Station (where you turn to come north towards Corolla). Phone (252) 480.0023; online [coastalprovisionsmarket.com](http://coastalprovisionsmarket.com)

# A Time for Celebration

On Saturday, October 21st, a perfect fall day in Corolla was the backdrop for the wedding celebration of Aaron & Sylvia DeVennish Wolff. Aaron, Director of Maintenance for CCV, and Sylvia, who is the Ocean Rescue Supervisor in Corolla, were joined by Aaron's daughter Miranda on the beach for the ceremony conducted by our very own Tom Baldrige, a Reverend of sorts. Eloquently written and spoken, Tom's wedding service was heartwarming as well as tear-invoking. Hundreds of family members, friends, and fans witnessed the special union on the beach and then joined the happy trio at the Whalehead Club for hours of celebration. Join us in congratulating the warm and wonderful Wolff family as they travel life's journey together.



# Go Green, Save Green

— Doug Alexander

When talking about "energy efficiency" and "environmentally friendly" many homeowners automatically think about putting leaky solar panels from the Carter era on their roofs. While it is true that many of the devices and techniques to make your house friendly for the environment aren't so pleasant for your bank account there are many ways to cut down on waste, save some money, and help the environment.

Water heaters are a great example. A traditional water heater just might be the most inefficient mechanism in your house. It takes up about 20% of your energy bill, and out of that you're actually only using about 40-

50% of the hot water you are paying for. The rest is wasted on keeping water hot that you don't even use.

When the times comes to replace your water heater you might want to give serious consideration to an "on demand" water heating system. It only heats the water when you need it and does so quickly. They cost a couple hundred dollars more than a traditional heater, but they use about 30-40% less energy. In the meantime you can turn down your heater's maximum temperature (120°F is a good temperature), and make sure your hot water lines are insulated very well.

# Relay for Life Contributors

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Will & Denise Graham  
William & Tanya Dokman

## Relay for Life

The 2006 Outer Banks Relay for Life was an amazing success! The overnight event was held for the second time at the track of First Flight High School in Kill Devil Hills in May. We attracted our largest crowd yet, and the weather cooperated beautifully. It was 24 hours filled with fun, food, entertainment, camaraderie and reflection. Nobody ever leaves our Relay without being uplifted in some way. While we do raise a considerable amount of money for the American Cancer Society, equally important is the hope that we give to those battling cancer and to their caregivers. It is my sincere desire that more people join us each year to participate in this important event.

Our team, The Corolla Clubbers, raised \$28,835, thanks to all of you! We were ably led by Captains Kathleen Reilly and Nancy Russell, who have some great ideas for next year already. The Outer Banks Relay for Life collected a total of \$313,000. We don't know yet, but that should put us in the top 10 for communities of our size. We couldn't do it without you. Thank you all for all that you do. Together we do make a difference.

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