

Linda Charman

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What exciting times we live in. Just when I start to get complacent, there is a new adventure in store. This year, as the Broker/Owner of Vanguard Realtors, I count my blessings.

I am still adjusting to the role as sole owner. All of my agents and former partners continue to work with generosity of spirit and determination to deliver the best service in the industry. I am proud and happy that I undertook this challenge. As we watch the local scene adjust to ever changing market conditions, we also watch the national scene with interest. The election is the most fascinating I've witnessed in years. The economy and world events continue to change daily.

This year, I had the privilege of taking my lovely 15-and 16-year-old granddaughters on a vacation to Mexico. We spent four days in Mexico City and two in San Miguel de Allende. I wanted to share Mexico with them since I had lived and worked there 20 years ago. We had a marvelous time, and they came away with a true love for Mexico and its culture. We returned home with a renewed appreciation of the beautiful area where we live.

My oldest son and his partner, Camille, told me that they are expecting a baby in March of next year, just when I thought three grandkids were all I could hope for.

After a relatively quiet start to the year, the calls started coming in from past clients needing real estate assistance.

My days are full managing the office, helping the agents who work here and helping clients and friends with their real estate needs.

As I have stated many times over the years, every transaction brings its own set of challenges.

This year in particular, sellers have had to adjust to declining prices after years of ever accelerating values. It takes determination and sincere desire to motivate a seller in today's market. Buyers also face new obstacles in qualifying to purchase properties.

Real Estate is a serious profession. Those of us who are in it for the long haul know the importance of having the highest standard of care for our clients. The agents in my office are all real professionals. I am proud to work with such an outstanding group of individuals.

We are always here to help in any way possible, whether it's to answer questions or to help with a purchase or sale.

I find that my services are always needed whatever the market conditions may be. I continue to feel grateful to my many clients and friends who entrust their real estate transactions to my care.

I am enclosing two cards, one for you to keep and one to give to a friend.

Sincerely,

Linda Charman