

UPWARD SUCCESS IN A 'DOWN' MARKET

The James Brothers Real Estate Team with Michael Saunders and Company has an amazing success story. The James Brothers sold two properties valued at approximately \$8.35 million to a Canadian couple this past January and February, in what has been referred to by skeptics as a "down" market.



Members of the James Brothers Team are (l. to r.) Patrick Doherty, Joe James, Michael James and Maureen James Doherty.

Beginning in December, Joe James and Maureen James Doherty began working with a Canadian couple who had contacted them for help in finding a gulf front winter home. After looking at properties from Casey Key south through Venice and Englewood, the couple fell in love with a gulf-to-bay property featuring 200 feet of beachfront on the northern tip of Manasota Key listed by fellow associate of Michael Saunders and Company, Linda Roe Dickinson. They closed on 860 N. Manasota Key in late January for \$3.3 million.

Then the buyers indicated that they would like to purchase an additional gulf-to-bay property as they were so enamored by the natural beauty of the area. So the James Brothers team took them back to a property they previously expressed interest in, the contemporary, architecturally stunning "Turtle House." This estate, listed jointly by Michael Saunders and Company associates Klaus Lang and Terri Healey, is also a gulf-to-bay property, offering approximately 150 feet of beach frontage and artfully designed in honor of the gopher tortoises that inhabit the dunes of north Manasota Key.

A successful deal was ultimately put together, and the couple closed on 773 N. Manasota Key for just over \$5 million in mid-February.

LAKE CLUB ANNOUNCES NEW MODELS

The Lake Club, Lakewood Ranch's newest and most exclusive community, will introduce The Park Collection Models. These are in addition to the 10 model homes currently under construction in Model Circle. Three custom builders – London Bay, Marc Rutenberg and John Cannon – will construct these models. Each will be no more than 3,000 square feet.

The Lake Club is the private community located on 1,500 acres of pristine landscaping and scenic lakes. It is located in the highly acclaimed Master Planned Community, Lakewood Ranch, which sits astride Manatee and Sarasota counties. The Lake Club has attracted national attention for the distinct Tuscan-themed design of its amenities, vigorous architectural guidelines, large home sites and adherence to Green Building standards.



"Turtle House" on Manasota Key is designed to honor the gopher tortoises that live in the island's dunes.

"By adding these smaller models we will better be able to address the demand of luxury home buyers who do not wish to forego luxury in order to enjoy extraordinary homes," notes LWR Communities Vice President of Project Management Tom Howe. "We have found many buyers want the best finishes, the finest appliances and exquisite craftsmanship, but simply do not want a home much more than 2,800 square feet."

The Lake Club, a fully gated community, offers privacy as well as a unique sense of natural beauty. Many of the large lakes are inter-connected. There are generous nature preserves and green areas, plus, a large linear park runs the length of much of the community. The home sites are approximately ¼ acre to more than 1.5 acres. Each of the Park Collection models will be built on "Park" lots, which are ¼ acre. Any of the 10 Lake Club builders can construct the smaller homes, but only London Bay, John Cannon and Marc Rutenberg are building these showcased models.

Construction is expected to start in mid summer. The homes should be open by early 2007. Many home sites in phase 1 of The Lake Club are under construction. Phase 2 is already under development and there is still a good mix of lot sizes available in both phases.

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