
THE VILLAGE VOICE

The News Letter for: Springbrook Condominiums

A Tischler Group, Inc. Managed/L.W.C. Paragon, Inc. Maintained Community
Fall Issue 1989

YOUR BOARD OF DIRECTORS...The following members in your community are on your Board of Directors.

Debra D'Entremont	Alice Morrow
Wayne Bailey	Art Eshelby
Denise Light	

Correspondence, comments or suggestions to the Board can be done through the mail by writing The Board in care of our office, we will then forward the correspondence to the Board of Directors.

YOUR BOARD MEMBER...There seems to be some confusion as to the role of your Board Member. The Board of Directors were elected to act on issues presented before the Board. However, they are your neighbors, not your complaint department. The Board contracted The Tischler Group, Inc. as your management company to act on your requests. We ask that you make use of the services available to you.

What to do...**ALL EMERGENCIES:** (603) 436-5205
BILLING INFORMATION: (603) 436-5205
MAINTENANCE REQUESTS, COMMENTS or SUGGESTIONS:
Either submit on remittance cards or write a separate letter. It is necessary to record the request or bring the request before the Board for approval.

THE WATCHFUL COMMUNITY

KNOW WHEN to ALERT AUTHORITIES...What sorts of people, vehicles and situations could be considered suspicious in your neighborhood? Answers will vary from community to community. But here are some basic guidelines from law-enforcement officials that can be instructive wherever you live:

SUSPICIOUS PERSONS...

- . Going door to door in a residential area, then disappearing into a side or back yard; more suspicious if one subject remains out front while another is in back.
- . Waiting at length in front of a house, often in a car, especially when the homeowner is gone for hours or longer.
- . Appearing to force entrance to or tamper with a residence or vehicle.
- . Running, especially if something is being carried.
- . Obviously, such signs usually apply to individuals whom you clearly recognize are not residents of your community. Theft by one of your own neighbors isn't unheard of, but it's unlikely.
- . Slow moving, particularly without lights at night.
- . Parked in front of a residence with no apparent connection to that house or nearby homes, especially when occupied by one or more persons for more than a few minutes.
- . Used for what appear to be business transactions, especially around schools or parks.

. Doors opened suddenly to admit someone from outside, apparently by force, especially a female or juvenile.

SUSPICIOUS SITUATIONS

- . Open or broken doors or windows at a closed residence whose owners you know are absent.
- . Unusual noises, such as gunshots, screaming, breaking windows and excessive barking by dogs.
- . Heavy traffic to and from a residence on a regular basis, especially during late-night or early-morning hours.
- . Any tampering with cars or other property in the neighborhood by individuals who clearly do not own (or have some recognized connection to) the property.

When your suspicions are aroused by strange people, vehicles or situations in your neighborhood, inform law-enforcement officials immediately. Let them check into the circumstances.

When you observe a crime in particular, be prepared to tell police or other authorities what happened, when, where, if anyone is injured, how many suspicious persons were involved and what they looked like, if any vehicles were involved (including description and license number, if possible) and apparent direction of flight.

Source: Basically business, a quarterly publication, Sir Speedy Printing Center, Portsmouth, NH

ZOOM !!!...Springbrook is a community of families. There are many very small children living here. It has been noted that speed signs are being ignored by some pick-ups and cars whose drivers have a "heavy-foot", endangering anyone who might be on the roadway. Our road is **NOT** a speedway. No one should have to fear for his/her life, nor those of his/her children. Nor should anyone have to listen to squealing tires and revved-up motors. As a good neighbor and resident you are asked to consider those living around you and keep your speeding for roads that are built for fast traffic.

The Board of Directors have approved speed bumps to be installed in the fall. Also, constant offenders will be noted and reported to the Management Company who, after a warning, will issue fines. It is to everyone's advantage and the morale of Springbrook for all to adhere to the rules and make ours an orderly and considerate community.

TRASH-TRASH-TRASH...Responsibility for the cleanliness of the dumpster areas is to a large degree, the responsibility of the residents of Springbrook Circle. It is your responsibility to place your trash within the dumpster nearest to your unit. Should the condition arise, it is your responsibility to note those who misuse those areas and report the violators, via writing, to the Management Company, so that action can be taken. Trash or furniture should not be left outside the dumpsters. The dumpsters should only be used for residential trash disposal, not for business refuse. This is your community, and everyone in it is responsible and entitled to its neatness. It should be noted that the areas have improved, please keep up the good work.

ATTIC INSPECTION...The Board of Directors has arranged to have all attics inspected before the next heating season arrives. Purpose is to check on the uniformity of insulation, beams and roof, and ensure that this important Common Area is kept clear of storage or anything that is non-conforming. Since this is a Common Area and not part of any unit, and the flooring is not strong enough to support much weight, nothing should be stored here. There should be easy access at all times in case of emergency (roof leaks, etc.), or necessary repair work.

The inspection will be done by a two-person team and second floor residents will be contacted for access to attic space at a mutually convenient time. Residents are urged to cooperate in making the program a success. It is for the comfort and safety of all of us.

STORAGE LOCKERS...In many of the storage lockers throughout Springbrook Condominium there are water meters, electric meters, electric panels and phone interface boxes. These lockers will be identified in the near future with signs that will be placed on the outside of the storage lockers. These lockers should be kept unlocked and all the meter areas, breakers, phone interface panels and water shut offs must be kept clear for access by either emergency crews, the respective utility companies or any personnel that require access should there be a failure of some sort.

OUR PLAYGROUND...I would like to thank everyone, including the Springbrook Condo Association, for their donations and labor given to the children of Springbrook for our swingset/playground. If it weren't for you we could have never done it!

Thank you again,

Lisa Connors

NEW SERVICES FOR YOU...The Tischler Group, Inc. is pleased to announce the addition to our staff Mr. Thomas J. Heany. Tom will be involved in our leasing and brokerage division, providing services to the residential community, and more specifically to condominium communities. He also has an extensive background in investment and commercial brokerage. The Tischler Group, Inc. has been doing brokerage for a number of years, mostly in the commercial industrial area. We are a member of the Seacoast Board of Realtors and the Multiple Listing Service. By expanding our base with the addition of a qualified individual like Tom, we can now provide services to the communities we manage that are superior to the brokerage industry. In the newsletter we have provided to all unit owners a coupon for a free market evaluation by Tom. Also, look for the article by Tom on Understanding Market Trends.

The Tischler Group, Inc. and Tom Heany look forward to working with you on any of your leasing and brokerage needs.

If you should have any questions, please feel free to call our office and ask for Tom.

HOME MARKET EVALUATION CERTIFICATE	
This certificate entitles you to complimentary HOME MARKET EVALUATION of your property by Tom Heany of The Tischler Group, Inc.	
Name	_____
Address	_____ _____
Phone	_____
Return this card to: The Tischler Group, Inc. P.O. Box 4284 Portsmouth, NH 03801-1984 Attn: Tom Heany	
If your property is currently listed with a real estate broker, please disregard this offer; it is not our intention to solicit the offering of other real estate brokers. We cooperate with them fully.	

UNDERSTANDING MARKET TRENDS...I am constantly being asked for insight into Real Estate market trends and what to expect in the future Seacoast market. I'd like to share some of my observations and interpretations of the recent developments.

A recent article in the Portsmouth Press states that "price reductions have increased activity in the condominium market". The key factor in the increase of sales is the realistic pricing of property. I've found the units which are realistically priced, offering the best value in a given price range, have been the units most effectively marketed.

Although interest rates have been volatile lately, they remain affordable, in the 10% per annum range. Mortgage companies are offering a number of new programs, particularly buy-downs and graduated payment mortgages, enabling more buyers to qualify at lower than standard interest rates.

A clearer picture of where we are and where we're going, is gained by understanding that real estate historically follows a seven year cycle. If 1986 was our latest "peak year", this would indicate that we are near the low point in the current cycle. What we are experiencing now is a normal phase in a continuous cycle.

I believe the stage is being set for the area's next economic boom.

The closure of Pease AFB may spur an economic growth of monumental proportion. The facilities at Pease represent a capital investment of tens of millions of dollars. Undeniably an airport of some type will remain there. One needs to look no farther than Manchester to see the benefit that the closure of Grenier field brought. As land around the airport facility is converted to light industrial and commercial use, the new companies which move in will not only provide additional employment opportunities, but will also bring revenues to broaden Portsmouth's tax base.

New employees will place an additional demand on the residential market. Since Portsmouth doesn't offer much land for new development, the increased demand must be met by the existing supply of homes. If demand increases and supply is fixed, prices will tend to rise. Other factors contributing to economic expansion include the harbor authorities' plan to add additional commercial piers, and increasing tax burdens which are forcing residents and companies from Massachusetts to move north.

When you look at the "big picture" you should be optimistic about the future. Remember the credo "buy low, sell high" and prepare to reap rewards in the coming years.

- Tom Heany has been a licensed Real Estate Broker since 1985. He is also a faculty member in the Real Estate Department at New Hampshire Technical College in Stratham.

HURRICANE HUGO...Some people have asked our office what we do when we think there is a potential threat to the area or community such as, Hurricane Hugo. When it was possible that Hurricane Hugo was going to hit the area, and that we could experience high winds and high rains we took the following actions:

- 1) We reserved generators and pumps in the event that there were some power outages and/or flooding.
- 2) L.W.C. Paragon, Inc. purchased additional equipment for example: chain saws, and also had extra personnel on stand by in the event that there was clean-up necessary from the high winds, flooding or power outages.
- 3) The office of Tischler/Paragon was on alert in the event that we needed to dispatch personal and equipment to the communities we manage and to resolve any problem as quickly as possible.

What does this mean to the communities that we manage, for all this added insurance, which was at no cost to the community?

These services were provided as a courtesy by L.W.C. Paragon, Inc. and The Tischler Group, Inc. to protect the communities that we manage and maintain.

SAVE YOUR CREDIT...The Tischler Group, Inc. in conjunction with your Board of Directors, is going to start reporting delinquent accounts to the Credit Bureau. The reason this action is being taken is to protect not only the Association, but also the unit owners who fulfill their financial obligations by paying on time. Please note that all charges for the reporting to the Credit Bureau will be added to the unit owners monthly statement. This Credit Reporting will be done on a monthly basis until the account is current.

BEWARE of CREDIT-CARD TRAPS...Credit-card offers are among the most common ingredients in the mail these days, and there's good reason for that. In September of 1989, the Federal Reserve Board will require issuers to make much more detailed disclosure in their marketing. All mailing and brochures will have to state "clearly and conspicuously" the annual fee, grace period, annual percentage rate, balance calculation method and so forth.

With that date just past, the card issuers were taking full advantage of these final months of "laissez faire" regulation. Some of the pitches are authentic good deals. Others, though, appear enticing but turn out to be bad news. Here are some pitches to avoid:

- . **No annual fee.** Sounds great, until you learn that the annual fee is waived for the first 12 months only. In many cases, you'll be billed as soon as the second year comes around. In other cases, there really is no annual fee. But then you find out that there is a monthly charge.

- . **No annual fee plus "a powerful credit line."** The hitch to this offer frequently is a sky-high interest rate. Some issuers tack on a "credit protection" surcharge to their card's stated rate. The result can be a rate of 20% or more.

- . **A grace period if you open a certificate of deposit.** Fine, but the catch probably is a skimpy CD rate. One bank, for instance, offers a 25-day grace period if you deposit \$200 in a one-year CD. The interest rate it offers is a miserly 2%, compared with a national average of more than 9%. Result: you lose \$15 a year in CD interest.

- . **Skip your monthly payment.** OK, but be aware that the issuer almost certainly will collect an interest penalty for those happy holidays. A certain East Coast bank allows its card holders to skip payments up to four months a year. The penalty: an additional 16% interest charge.

- . **Bonus dollars you can use to buy items in the issuer's special catalog.** "Special" is the word, since the offerings in such catalogs are usually way over-priced. So even if you get, say, 20 bonus dollars for every \$100 in credit-card purchases, the so-called bonus is an illusion.

- . **A lower interest rate in exchange for opening a checking account.** The hitch with this offer frequently is a high annual service fee. One bank, for example, will knock three percentage points off its annual rate if you open a minimum \$100 checking account. That same bank charges its card holders \$72 annually.

How can you avoid getting schnookered by offers such as these? One expert suggests that there are three basic provisions to look for: a low rate, a full 25-day grace period and a reasonable annual fee, in the \$15 to \$18 range. Everything else is "window dressing."

**LOOK FOR A LOW RATE, A FULL 25-DAY GRACE
PERIOD AND A REASONABLE ANNUAL FEE.
THOSE ARE THE BASICS.**

Source: Money Magazine

TENANT NOTICE...If your unit is non-owner occupied, please notify your tenants of the information in this letter.

AN EXPERT'S OPINION - From Edward Wagner, CPA, MST, CMA, principal of Edward H. Wagner, CPA of Windham, NH

RENTAL PROPERTY...Considering moving to a new home and renting your current residence? Many Taxpayers fail to consider both the tax advantages and disadvantages of the conversion. For the unwary it could be a tax trap that results in a major tax liability both on the federal and state levels (this is especially true in New Hampshire).

If the personal residence is temporarily rented prior to its sale with the objective to provide income to offset carrying costs, the residence is not considered to be converted to rental property. Any gain on the sale would qualify for the deferred of gain on sale of personal residence (assuming all other provisions for the deferred of the gain are met).

If the objective is to convert the property to rental property, any subsequent sale would be subject to both federal and state gains taxes. It is important to know that rental property is generally subject to the New Hampshire Business Profits Tax.

Expenses associated with the rental property during the time the property is held out as rental property would be deductible. Besides the usual expense of interest, real estate taxes and depreciation, such expenses as transportation, cleaning, legal fees, accounting fees, tax advisory fees, supplies and the like generally would also qualify as rental expenses.

If you have such a situation, it is wise to consult with your tax advisor before the conversion. Should you have any questions concerning this or any other tax question, you may call 898-1300.

WINTER REMINDERS... OUTSIDE WATER FAUCETS should be turned off, remember that if the pipes freeze and burst, the damage to the faucet, pipes and unit is your responsibility.

VACATIONERS should remember to leave their heat on while they are away, DO NOT TURN YOUR HEAT OFF. This should prevent water pipes from freezing and breaking.

If you own a unit that the pipes tend to freeze easily, try leaving the water running very slowly. Running water should not freeze.

WHEN THE TEMPERATURE DROPS, unit owners are encouraged to leave interior doorways, vanities, shower curtains open, etc. thus, allowing open, warm air to circulate throughout the unit which helps prevent pipes from freezing.

FROM THE BUREAU of FIRE SAFETY - HEAT TAPE WARNING...New Hampshire's Bureau of Fire Safety's Fire Marshal William Toland recently cited his concern about heat tapes which were determined to be the cause of fire in seven fires investigated since January 1. Toland is urging all homeowners to periodically check the condition of these heat producing devices. He added that his office has investigated an increasing number of heating tape malfunctions which have started fires. As a result, Toland offer these recommendations:

- use only recognized labeled or listed equipment.
- use only if equipment is properly fused.
- initiate frequent visual inspections which may reveal discoloration or breakdown of insulation.
- replace on 2 to 3 year time span depending on usage.