

Century 21 Grand merges with Century21 Mancuso in Bronxville

CENTURY 21 Grand, one of the leading real estate companies in Rockland and Orange counties, has expanded into Westchester County by merging with CENTURY 21 Mancuso of Bronxville, N.Y. The merged entity will be called CENTURY 21 Grand.

"We have been contemplating a move into Westchester County for a long time, and this was the perfect opportunity," said Jeffrey Stern, a partner with CENTURY 21 Grand. "Century 21 Mancuso has an excellent reputation that we have always admired."

CENTURY 21 Grand will continue to operate at Mancuso's Bronxville location #495 New Rochelle Road, and will be adding its staff of 41 professionals. Robert Mancuso, who had been the office's principal broker, will assume a business development role in the merged company.

"We are very excited to be partnering with CENTURY 21 Grand," said Mancuso. "I am eagerly looking forward to working with Jeff Stern and his team, learning from their experience and applying the same sound practices that have made their offices in Rockland and Orange counties so successful."

Robert Mancuso took over the business in September 2006 from his wife, Sally, upon her passing. Sally Mancuso had operated the company since 1997.

Mancuso paid tribute to manager Roseann Paggiotta, marketing coordinator Grace Mason and administrative assistant Wanda Garita. "They provide tremendous support to all the agents in the office and assist them in very important ways," said Mancuso. "With their continued presence, the company will provide the same level of excellent service to their customers, clients and staff."

For more information, visit www.Century21Grand.com

GUILD OF INDEPENDENT REALTORS

Due to an overwhelming response, the largest two-day Open House event in NY real estate history has been rescheduled for Saturday, October 18th and Sunday October 19th!

The Guild held its reception for sponsors and realtors on Tuesday, September 9th at the Saxon Grille. The inclement weather didn't keep Real Estate entrepreneurs, sponsors or the media from attending. Due to the overwhelming curiosity this event has generated, the Guild has decided to set its launch date for October 18th and 19th.

The event will be the largest open house event in NY history. Prospective buyers will convene at the Saxon Woods Grille located at the Saxon Woods Golf Course, 315 Mamaroneck Road, Scarsdale. Registration will begin at 11:00 am and the open house showings will start at 12:00 noon and close at 4:00

pm both Saturday and Sunday. Prospective buyers will register at the intake booths and be assigned a "buyer" number.

They will receive a welcome package which will include an open house listing book and a Mortgage Discount Card which will allow buyers to be eligible for a lower interest rate. In some cases up to ONE WHOLE PERCENTAGE POINT LOWER than their qualifying rate. For example if a buyer qualifies for an interest rate of 5.5 % and purchases a house through this event the rate could be as low as 4.5%.

Prospective buyers will then receive a copy of their FREE credit report and FREE on-site prequalification. Buyers will

then move on to our sponsor booths where they will have an opportunity to discuss important home buying issues with real estate attorneys, mortgage professionals, home inspectors and more. The buyer will have Mapquest made available to them in order to map out a route and will then embark on their open house tour.

This history making two - Day Open House Event will end on Sunday, October, 19th at 4:00 pm at which time registered home buyers will be contacted if they have won a prize in our Sponsor Raffle.

Please visit our website www.guil dof independentrealtors.com for a sneak peek at open houses.

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appointment.

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Why I Can Help You!

Find out why I have sold more homes than any other broker in all of Westchester County this year!

By Nancy Kennedy

BUYING OR SELLING?

Either way this can be a very exciting and stressful time in your life. The process can sometimes be detailed and complex, but with a Real Estate Professional as your guide your goals will be obtained!

In today's information age, there is very little that you don't



Nancy Kennedy

know a little about. Everywhere you turn there is information regarding today's market.

Unfortunately this is not the only aspect of successfully buying and selling homes.

Many people believe that all agents are the same; they "show the home" and "put it on MLS." Unfortunately when you work with just any agent, this could be the only service provided. BUT, not when you choose to work with me.

Over twenty years ago, I chose to make Real Estate my career of choice. I work full time, in my own office building; separate from my home, with a staff that supports me and my clients every step of the way. I treat my career the same as any professional would; taking part in conventions, national training programs, and top producer seminars. Because of this my skills as a negotiator, marketer, respected professional and my ability to analyze and understand the market have all helped my clients sell or buy

their homes at:

1. A valuable price,
2. With the best terms, AND
3. Within a time table that fits their needs.

Although "showing the home" and "putting your home on MLS" are steps in the Real Estate process, they are not the techniques that help you meet your goals. As a respected agent, I am able to provide you with unparalleled service, and the means for you to use your investment to move onto the next step.

In order for me to meet your needs I have three licensed, trustworthy and dedicated administrative assistants that are driven by customer service and look forward to the opportunity to help you. Megan Coxen, Paul Kennedy and Colleen Coxen are able to assist you. They are reliable and knowledgeable and will be here to answer your questions. We guarantee to market your home or find you your dream home with the quality of professionalism you deserve. Please give me a call at 914-271-5500 or e-mail: nkennedy@houlihanlawrence.com.

IDG opens sales center for The Club at Briarcliff Manor

The Club at Briarcliff Manor recently opened their sales center for Westchester's premier lifestyle community for independent seniors. "The Club at Briarcliff Manor will set a new standard for luxury senior living in Westchester," said Matt Phillips, President & CEO of Chicago-area based Integrated Development Group LLC (IDG), the community's developer. "Located upon one of the highest elevations in Westchester County, residents of The Club at Briarcliff Manor will have magnificent views of the New York skyline to the south and the Hudson River to the west."

IDG has partnered with the National Electrical Benefit Fund (NEBF), a Washington, DC based pension fund. NEBF is the third largest Taft-Hartley pension fund in the US and has over \$12 billion in net assets. The pension fund invests in a variety of real estate classes including senior housing. The 59-acres in Briarcliff Manor was originally home to the historic Briarcliff Lodge. The site, originally designed by Frederick Law Olmsted, famed landscape architect and co-designer of Central Park, will capture The Club's natural beauty and historic significance.

Scheduled to open in 2013, the luxury continuing-care retirement community will be comprised of 325 independent living residences and 60 units in the supportive living center including private assisted living, memory support and skilled nursing suites. The independent living residences will range in size from 930 to over 3,000 square feet with 90% refundable entrance fee prices starting at \$752,000.

The Club will offer an array of amenities including concierge, health and wellness programs, personal trainers, porter and package delivery, scheduled transportation, housekeeping and linen service, interior and exterior home maintenance, valet parking and 24-hour security.

For a limited time, exclusive offers, including upgrade incentives, are available to future residents of The Club through joining the Founders Club. Future residents who join the Founder's Club will receive updated information about the community before the general public, and are guaranteed the lowest pricing. The community's sales center is located at 1197 Pleasantville Road and can be reached at (914) 923-4050 or by visiting www.theclubbcm.com.

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