



## What's Holding You Back?

*"Upon arriving here, we were taken with the nice golf course and the beautiful landscaping throughout. The homes were expertly designed and well-built. The whole package was so nice that we felt we could do no better anywhere else.*

*I decided to buy the unit we liked best right then and there."*

Over the course of the last four years, I have often encountered Brookside Residents who echo similar sentiments and I am struck by their genuine sense of appreciation for having discovered this truly wonderful setting at this time in their lives. The ease, the economy and the camaraderie of our community's lifestyle is unbeatable, and the location, superb.

While today's world has become increasingly complicated, I firmly believe that this is an optimal time to capitalize on the value inherent in this established condominium development. We are currently offering a variety of new homes, all with first floor master suites and stunning appointments. With prices starting from \$325,000, **The Villages at Brookside offers incomparable value.**

I invite you to visit our property today, to learn more about how we might assist you in your move to The Villages at Brookside. We are prepared to "partner" with you to overcome any obstacles. Toward that end, we will work with you to prepare your home for sale, collaborate on pricing strategies, provide marketing expertise, explore financing options and even help you to manage your move.

In closing, I would encourage you to take advantage of these resources to expedite your move to The Villages at Brookside. This decision is not just about a home in a neighborhood, rather this is about your quality of life. **Don't miss another day of living here!**

Sincerely,  
John C. Dawley,

President and Chief Operating Officer

## Meet our newest floor plan...The Laurel

We are excited to announce the our newest home style, The Laurel. These 2-bedroom homes feature carefree open floor plans, for easy first-floor living.

- The master bedroom is accented with a striking cathedral ceiling and walk-in closet.
- The spacious country kitchen will easily accommodate a breakfast sitting area or great room.
- The covered front porch creates an inviting entryway into this unique home.
- The garage offers direct access into the home.
- The second floor storage area can be converted to an optional bonus room.

## Home Selling Tips

If you are thinking of selling your home, we would recommend the following:

### 1. Understand "market value."

Price realistically and broaden incentives, such as closing costs and "throw-ins" like appliances, flat-screen televisions, etc.

### 2. Know your market's nuances.

A little research and a savvy real estate agent can give you an edge and an education.

### 3. Don't be an as-is seller.

Potential homebuyers aren't looking for fixer-uppers in the current market unless they are rock-bottom, bargain-basement priced.

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Cape Cod  
*redefined.*

Sales office and designer model homes  
open daily from 10 am to 5 pm.





## Celebrating Autumn on Cape Cod

With the busy summer season now behind us, Brookside hosted an event on September 21 commemorating the arrival of autumn and celebrating the extraordinary beauty of the Cape during the off-season.

On hand to teach guests about cooking with herbs was Brookside resident, Paul Split. Paul is a master gardener and lectures extensively about cooking and horticulture. Guests relished his signature dish of bowtie pasta with sautéed fresh tomatoes, garlic, and basil.

The Wine List based in Hyannis presented wines and beer from local vineyards and brewers, and offered a delicious array of seasonal cheeses and spreads.

Brookside showcased our newest home design—The Laurel—and many of our guests enjoyed guided tours of three of these homes which are presently under construction. We were fortunate to have a warm, sunny day for this exciting event, and a great time was had by all.



### ***Selling Tips...continued from page 1***

#### **4. Hire a top performer.**

These days, you need a real estate agent who outshines the others and routinely posts better-than-average sales numbers year after year.

#### **5. Simplify and neutralize.**

Focus on curb appeal, add fresh landscaping and de-clutter the house by removing family photos and heirlooms or other items you don't need or use on a daily basis. A well-manicured lawn, neatly trimmed shrubs and a clutter-free porch welcome prospects.

## Announcing the launch of our new website!



We invite you to visit our newly redesigned website:

[www.thevillagesatbrookside.com](http://www.thevillagesatbrookside.com)

On this new site, you will find detailed information about each type of home style presently offered, stunning photography of our designer model homes and professionally landscaped grounds, and links to the myriad of area attractions surrounding our community.



52 Brookside Road  
Bourne, MA 02532  
Tel: 508-743-0266

[WWW.THEVILLAGESATBROOKSIDE.COM](http://WWW.THEVILLAGESATBROOKSIDE.COM)