

## **“The Village of North Hampstead” - making sense in a world that doesn’t.**

There are some things we’ve learned that just don’t make sense – things like: *Gas-guzzling SUV’s; the stock market; firecrackers; smoking cigarettes; credit card debt; fast food; ignoring the doctor’s advice; running with scissors.*

Looking back on it, we can all see that the above list includes a lot of things that cause trouble. But for some reason, for the last few years, we lost track of anything that resembled “good old-fashioned common sense”, and got caught up in a cycle of things caused us all kinds of problems.

Same thing with housing – we (all of us) contracted a sort-of “fever” that didn’t make sense: *building houses that were too big; expecting prices would just keep going up and up; subdivisions way out in the country; neighborhoods divorced from the community; ignoring energy conservation; selling people houses they couldn’t afford; and valuing “quantity” over “quality.”*

So the economy, (including housing), is in the tank, and there are a few old axioms that apply: *“You get what you pay for”; “You reap what you sow”; “Penny wise – pound foolish”; “What goes around, comes around;” “Waste not, want not”; “Sow the wind, reap the whirlwind”; “If it seems too good to be true – it probably is.”*

Our friend Ben (Franklin) is probably wondering what happened? – where in the world did “good old-fashioned common sense” go? He published “Poor Richard’s Almanac” just to prevent this sort of thing from happening. Apparently we forgot to read it.

Not everyone forgot -not everyone blew it. For the last 50 years, Coolman Communities, Inc. has been building homes and neighborhoods that DO make sense – even in this economy. Their focus on quality, affordable, high-value homes in close-in neighborhoods that are pedestrian-friendly, “Earth-Wise”, and sensible means that not only have their homes sustained their value – they are just good places to live. Ben would approve.

And there is one axiom that ABSOLUTELY applies today: **“Opportunity Knocks.”**

There are some extraordinary “common sense” reasons that NOW may be the best time ever to visit **“The Village of North Hampstead”** and discover how you can: *Sell high - buy low (prices are lower than they’ve been in years). Waste not, want not (every new CCI home is Energy Star Rated @ 5 Stars or better.) What goes around comes around (interest rates are at all-time lows – but not forever.) Quality ALWAYS sells (every new CCI homes carries a 2-10 Comprehensive Warranty.) Don’t fool with Mother Nature (every new CCI home is “Green Certified”). Never buy a pig in a poke (you’ll know EVERY detail about your new home.) Tried and true (they’ve learned from their mistakes – so you don’t have to.)*

Coolman Communities' **"Village of North Hampstead"** is a neighborhood whose time has come. Whether you're a young family, empty nester, retiree, or single person, there is a "common sense" home here that will meet your needs:

- Condominiums (2 & 3 Bedrooms, 1 car garages, starting @ \$136,337 - for singles, young couples and snow birds).
- Bungalows (2 & 3 bedrooms, 2 car garages, starting @ \$181,300 - perfect for empty nesters.)
- Paired Cottages (2 & 3 Bedrooms, 2 car garages, starting @ \$137,214 - whether you're starting out, or starting over.)
- Village Homes (2, 3, & 4 bedrooms, 2 car garages, starting @\$159,900- terrific starter homes.)

NORTH HAMPSTEAD is a community that is: walk-able, bike-able, convenient, quaint, charming, and affordable. It just makes sense in a world where lots of things don't.

Located on Calumet Avenue, on Valpo's north side, just south of Flint Lake School, across the street from "The Dish" restaurant, just up the street from the new Cumberland Crossing Mall, around the corner from the new Valparaiso Family YMCA.

So since its still winter and you're looking for something to do (besides shoveling snow), why not stop out to NORTH HAMPSTEAD, and:

- Go through our NEW BUNGALOW MODEL (and other models as well.)
- Have a cup of Evelyn Bay coffee or hot chocolate on us.
- Get a gift certificate to the Evelyn Bay Coffee Company during your visit (it's right next door).
- Take a look at a neighborhood that just makes sense, and
- Find out how to take advantage when "Opportunity Knocks!"

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