



THE RAINES GROUP

REAL ESTATE SERVICES

RAINES REVIEW

A REPUTATION FOR RESULTS AND EXCEPTIONAL SERVICE

SUMMER 2007

A NOTE FROM RON CADIEUX



Dear Friends,

Summer is upon us. Our family just experienced the most fabulous weekend reconnecting with each other and long time friends at my Godson's wedding. This experience has given me pause to again evaluate what is most important in our busy and hectic lives. I was also struck by a deep sense of gratitude for all that we have in our lives as a family.

This past weekend, Sandy, Laura, Nathan, and Webster, our English golden retriever, and I drove to a very small town in West Virginia called Helvetia. The town of 200 people, most of whom are Swiss immigrants, is extremely picturesque and feels like a step back in time of 75 years. It was the perfect setting for my Godson and his fiancé to have their wedding. The ceremony was on a farm around a beautiful pond and the reception was at the Helvetia Community Center. Our entire family, including Webster, enjoyed witnessing the exchange of vows and a reception of delicious homemade food.

Later, we were entertained with music that represented both the bride's and groom's upbringing — my Godson was brought up in Chicago and his wife in Helvetia. The Helvetia All Star Band got us up and moving (we square danced and did polka's) and the Mississippi Heat, an outstanding blues band from the south side of Chicago, was a special treat as the band was led by my best friend from graduate school and the groom's father. The contrasts in the cultural background between the groom's and bride's families could not have been more dramatic, but what we did have in common was a love for the newly married couple and heartfelt feelings that these young people, through their obvious love, would make the world a better place individually and collectively.

Our children were exposed to a number of significant life lessons over the weekend. For example, they learned that differences in culture can broaden our horizons and deepen our appreciation for each other; that money, cars, and the latest gizmos are not a prerequisite for happiness; and that the love within families and between friends brings joy and a sense of connection that is a remarkable gift in our lives. These lessons, combined with the extraordinary time we spent together as a family, will be something that we will all cherish for years to come.

I hope that each of you can create and be a part of this type of family connection during the upcoming summer months.

Warmly,

Ron Cadieux
Managing Partner, The Raines Group

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THE DASH

A POEM BY LINDA ELLIS (1934–1998)

I read of a man who stood to speak
At the funeral of a friend.
He referred to the dates on her tombstone,
From the beginning to the end.

He noted that first came her date of birth
And spoke the following date with tears,
But he said what mattered most of all
Was the dash between those years.

For that dash represents all the time
That she spent alive on earth.
And now only those who loved her
Know what that time is worth.

For it matters not, how much we own;
The cars, the house, the cash,
What matters is how we live and love
And how we spend our dash.

So think about this long and hard...
Are there things you'd like to change?
For you never know how much time is left,
That can still be rearranged.

If we could just slow down enough
To consider what's true and real,
And always try to understand
The way other people feel.

And be less quick to anger,
And show appreciation more
And love the people in our lives
Like we've never loved before.

If we treat each other with respect,
And more often wear a smile
Remembering that this special dash
Might only last a little while.

So when your eulogy is being read
With your life's actions to rehash...
Would you be proud of the things they said
About how you spent your dash?



Oh, Brother!

Two little boys, ages 8 and 10, were excessively mischievous. They were always getting into trouble and their parents knew all about it. If any mischief occurred in their town, the two boys were probably involved.

The boys' mother heard that a preacher in town had been successful in disciplining children, so she asked if he would speak with her boys. The preacher agreed, but he asked to see them individually. So the mother sent the 8 year old first, in the morning, with the older boy to see the preacher in the afternoon.

The preacher, a huge man with a booming voice, sat the younger boy down and asked him sternly, "Do you know where God is, son?" The boy's mouth dropped open, but he made no response, sitting there wide-eyed with his mouth hanging open. So the preacher repeated the question in an even sterner tone, "Where is God?" Again, the boy made no attempt to answer. The preacher raised his voice even more and shook his finger in the boy's face and bellowed, "Where is God?"

The boy screamed and bolted from the room, ran directly home and dove into his closet, slamming the door behind him. When his older brother found him in the closet, he asked, "What happened?" The younger brother, gasping for breath, replied, "We are in BIG trouble this time!"

"GOD is missing, and they think we did it!"

MEET OUR TEAM

WE'RE PLEASED TO INTRODUCE YOU TO OUR TEAM!
Look for new profiles in each issue of our newsletter, or visit www.TheRainesGroup.com to learn more.



KARLA BALLENGER ■ Real Estate Consultant

Karla Ballenger joined The Raines Group in April 2002. In her current role as a Real Estate Consultant for Buyers and Sellers, Karla enjoys working with clients to find homes that suit their values and lifestyles. Her strong business acumen and creative vision give her an advantage when preparing homes for the market and selecting homes for her clients to consider. Karla's strength in market knowledge extends to all areas of central Ohio. As a resident of Lewis Center, Karla enjoys working out, playing golf, spending time with family and friends, and she's especially fond of spoiling her niece and nephews.

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LISA GIBBS ■ Real Estate Consultant

Lisa Gibbs joined The Raines Group in May 2003. She holds an Associates degree in Marketing & Sales, as well as a Bachelors of Business from the University of Toledo. Lisa draws on her years of marketing, advertising, and previous real estate experience in her current role as a Real Estate Consultant for Buyers and Sellers. She enjoys the excitement of finding the perfect home and negotiating the most favorable terms for her clients. Lisa's favorite ways to rest and recharge include reading, practicing yoga, walking, and entertaining family and friends at her Hampsted Village home.

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HAVE SOME COFFEE!

A group of alumni, highly established in their careers, got together to visit their old university professor. Conversation soon turned into complaints about stress in work and life.

Offering his guests coffee, the professor went to the kitchen and returned with a large pot of coffee and an assortment of cups—porcelain, plastic, glass, crystal, some plain looking, some expensive, some exquisite—telling them to help themselves to the hot coffee.

When all the students had a cup of coffee in hand, the professor said: “If you noticed, all the nice looking expensive cups were taken up, leaving behind the plain and

cheap ones. While it is normal for each of you to want only the best for yourselves, that is the source of your problems and stress.

“What all of you really wanted was coffee, not the cup. But you consciously went for the best cups and were eyeing each other’s cups. Now if life is coffee, then the jobs, money and position in society are the cups. They are just tools to hold and contain Life, but the quality of Life doesn’t change.

“Sometimes, by concentrating only on the cup, we fail to enjoy the coffee in it.”

So, don’t let the cups drive you... enjoy the coffee instead!



SUMMER TRIVIA QUESTION

Which famous talk show host made a guest appearance on Laverne & Shirley?

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Real generosity is doing something nice for someone who will never find out.
– Frank A. Clark

HOW TO INSPIRE YOUR CHILD'S IMAGINATION



Want to have a little fun with your child that’s imaginative and inexpensive? Try this ... buy a colorful children’s play rug for your child and play “Magic Carpet.” Pretend your child can go anywhere and see anything. You’ll probably be impressed with your child’s imagination, and you’ll exercise their mind – without them even knowing. If your child needs a little encouragement, don’t hesitate to suggest places to visit.

BON VOYAGE!

THE 30-SECOND QUIZ

Don’t bother getting a pen and paper... just read.
If you can’t answer them, just keep going.

1. Name the five wealthiest people in the world.
2. Name the last five Heisman trophy winners.
3. Name the last five winners of the Miss America contest.
4. Name ten people who have won the Nobel or Pulitzer prize.
5. Name the last five Academy Award winners for Best Actor and Actress.

How did you do?

The point is, none of us remembers the headliners of yesterday. These are no second-rate achievers. They’re the best in their fields. But the applause dies. Awards tarnish. Achievements are forgotten. Accolades and certificates are buried with their owners.

Now here’s another quiz. See how you do on this one:

1. Name three teachers who aided your journey through school.
2. Name three friends who helped you through a difficult time.
3. Name five people who have taught you something worth while.
4. Think of a few people who have made you feel appreciated and special.
5. Think of five people you enjoy spending time with.

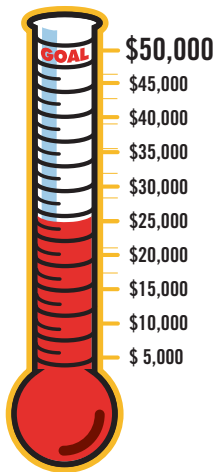
Easier? The lesson?

The people who make a difference in your life aren’t the ones with the most credentials, the most money, or the most awards. *They’re the ones who care.*

HELP US REACH OUR GOAL!

We believe that the best way to keep our community strong, vibrant, and growing is by supporting community endeavors, such as The New Albany Performing Arts Center.

In our efforts to work hand-in-hand with children, families, and the community, The Raines Group will donate a percentage of its commissions to the New Albany Performing Arts Center. We met our donation goal for two years running and we need your help to keep on track! Our goal is to donate \$50,000 over five years. Call today to find out how you can help!



\$155 MILLION ESTATE TOPS LIST OF COUNTRY'S MOST EXPENSIVE HOMES FOR SALE



A "spec home" still under construction in Big Sky, Montana tops the list of the 1,000 most expensive homes currently on the market in the U.S., according to the just-released *Unique Homes* magazine's special issue, *Ultimate Homes*, 2007. Built by Yellowstone Club developer Tim Blixseth, the "Pinnacle" home sits on 160 acres and comes with four 4,000-square-foot guest houses, security and staff quarters, a retractable helipad (with helicopter and pilot lounge), and an underground garage stocked with a fleet of Suburbans.

By comparison, the most expensive home currently listed in the Columbus Board of Realtors MLS is a \$8,950,000 residence. For \$155 million, one could buy over 17 of the most expensive homes locally.

"The home prices on this year's *Ultimate Homes* list reinforce the fact that the national market in luxury properties has generally remained healthy above the \$5 million level," said Laurie Moore-Moore, Founder and CEO of The Institute for Luxury Home Marketing, a Dallas-based organization whose members have hundreds of millions of dollars worth of the top properties on the list.

"As of June 8, 2007, there are 202 properties in the Columbus Board of Realtors MLS system priced at one million dollars or more," according to Ron Cadieux, the managing partner of The Raines Group in New Albany. "Homes in Columbus that are selling in the high-end range are in superb condition, in great locations, and are very competitively priced," Cadieux says.

"The number of million-dollar-home sales isn't available yet for 2006," added Moore-Moore. "However, the number of million dollar homes sold in the country jumped from 10,000 in 1999 to over 109,000 in 2005, a reflection of the growth in the number of wealthy households. Although many marketplaces are seeing slowing appreciation, higher inventories, and longer sales times, the top of the luxury market is outperforming the market in general."

"We recently put a \$2 million home in contract, representing both the buyer and the seller, in just seven days. Although not common, a luxury home in great condition and superb location can sell quickly, even in our more challenging market," Cadieux concludes.

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