



Davis Real Estate, Inc.

By, Lisa Linn, Realtor

Is it TIME?... Seeking properties to sell! For those

who do not know me, I would like to introduce myself and tell you a little about my services and wonderful experiences in the Pine Creek Valley area for the past 21 years. As many of you know, this is a very special place! When the Pine Creek Rail Trail was completed, it brought more visitors here from out of the area to enjoy biking along the meandering creek through stunning scenery and quaint villages. After coming here, many discovered great fishing, kayaking and hiking opportunities! This led to many wanting to purchase a property here!

It seems as if I happened to get into the real estate business at about the same time that the area really started to become popular. I also discovered and fell in love with Pine Creek and all it had to offer when I got one of my very first listings in Slate Run, which sold fairly quickly (and we are friends to this day). This started me on the path to specializing in recreational property sales and to concentrate more specifically on the Pine Creek Valley area and claim it as my territory! What could be better? Normal people were slaving away all day in an office and I was running around in these beautiful mountains and valleys! I especially enjoyed spending time in the "no-cell zone"! Nothing is better than just enjoying the fresh air and beauty without the distraction of a cell phone! I love the outdoors and so choosing this niche in my career suits me perfectly!

But one cannot simply "claim" a territory and expect to have instant success in sales. After working in the hospitality field for many years, my experience taught me that the best way to get to the know is to go where the people go! So I began visiting all of the local establishments "up the creek" regularly. I also found great enjoyment biking on the rail trail. I would strap my bike onto the back of my Pathfinder and head "up the creek" for my Saturday "Pine Creek Run". I got to know the owners of the establishments (Wolfe's Store, Hotel Manor, Waterville Hotel, Blackwell Hotel, Mountain Top, Black Forest etc.) I met many people, had lots of fun and made lots of connections. I created my own quarterly newsletters, got them printed and then I would do my Pine Creek Run distributing them along the way in the local businesses. I have been doing this for the past 20 years! After a few years with more listings and sales under my belt (and a few glasses of wine here and there) I became known as the "Pine Creek Realtor" which I happily embraced! I earned a designation in these types of sales (RSPS) and I service all areas in my reach, not just PCV.

So here we are, over 20 years later. I went back and looked at my sales over the years and it was hard for even me to believe, but I actually did over **30 million dollars** in real estate sales JUST in Pine Creek Valley and immediate surrounding areas over my career! But more importantly than that, I met many wonderful people and have made tons of friends and life-changing connections! I feel as if these achievements have firmly established me as the expert in property sales in Pine Creek Valley! I have many buyers reaching out to me to help them find a property for sale in Pine Creek Valley. Inventory is low and demand is high!

SO, this is a question for those of you who currently own a property in the area: Is it TIME? If you have been thinking about it, please contact me to discuss. NO other agent has sold as many properties as I have in PCV and that is a proven fact. If the time has come, contact a true expert who has a list of ready buyers! Don't leave money on the table and don't allow any other agents to claim they know what your property is worth. You might get postcards and other materials from agencies that want your listing but want it the easy way. They are not firmly vested in PCV like I am! I TRULY know the valley and worked hard to gain trust and an impeccable reputation. I always say that "you can't sell what you don't love yourself" and I live by that motto! I feel blessed to live and work in this beautiful area! I hope to hear from you! If not, please enjoy my newsletter and contact me anytime...just to say hello! I am always happy to chat with NO strings attached! **SINCERELY, LISA LINN**

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PROUD MEMBER OF PA WILDS CO-OP!



HUMOR ME!

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"Tom, this is Kate from the office. Boy, you're a hard person to reach when you're on vacation!"

FACEBOOK PAGES TO CHECK OUT:

Pine Creek Rail Trail

all things nature

Hiking & Backpacking PA

Snakes of Central PA

Friends of Benezette

Vacation homes and cabins of Davis

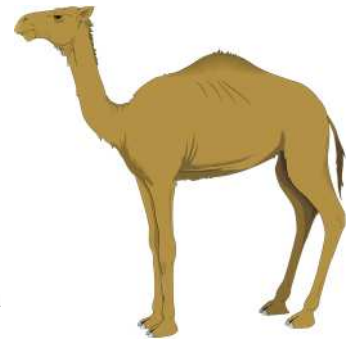
Real Estate

Our area offers many opportunities for lodging, dining and outdoor fun! There are lodging facilities, open year-round (Air BnBs, small hotels and Inns) Maybe you can find one with a cozy fireplace or woodstove!

You can find some lodging on my site at www.RecreationalPropertiesPennsylvania.com.

HOPE TO SEE YOU HERE!

Thinking of selling? I have buyers in search of vacation properties to purchase in our neck of the woods! Don't go it on your own...put it out on the open market with a Realtor who KNOWS the territory. That is how you will get TOP DOLLAR and a smooth sale! If you are thinking about it, let's talk! No strings attached!



CAMEL, CAMEL, CAMELL OR IS IT CAMMAL??

What is it with that funky name anyway? Here is this little village in the mountains of Pennsylvania and it has a name that reminds you of a desert! So peculiar is it's name, that most residents and vacation home owners here have some sort of a reference to a camel in their home...a figurine, a painting, a stuffed camel, etc. This is a fun tradition and a subtle "inside" joke in the village. Here is a little history on how Cammal (correct spelling) got it's funny name: The village was originally called Campbell Town because a large family by that name had originally settled here, descendants of William Campbell who was from Scotland. He had built a sawmill here (the first one in Pine Creek Valley) and settled the land, parceling off lots to his family members who built their homes on them through the years. Since there was already a town in western Pennsylvania named Campbell Town the name of the village became "Cammal" once a post office was established. This came from the fact that the locals had traditionally referred to it as "Cammal" due to the way the name Campbell is pronounced with a Scottish inflection and therefore preserving the honor of William Campbell as it's first settler. So Cammal was incorporated as a postal village in 1884 and the little village grew up around the railroad station named Cammal. Lodge No. 1001, I.O.O.F was established soon after. McHenry Twp. was named after a veteran surveyor from Jersey Shore who laid out the township, A.H. McHenry. So now you know the tale of how the village of Cammal got such an odd name, how to spell it and how it is pronounced! Also you will know the "inside joke" if you visit a resident of Cammal and see a picture or some other art work of a camel!

IS YOUR CABIN “CABINY” ENOUGH?



Simply put; I sell a lot of cabins. I talk to a lot of buyers in search of that perfect “home away from home”! Therefore, I really have to understand what they see in their “minds-eye”! I need to see the picture in their head so I can understand what they are looking for. Over the years I have created a few ways to re-phrase back to buyers what they tell me so I get it. For example: They say they want remote; Okay, so is the degree of desired remoteness, “bury dead bodies remote” or “just pee off of the back porch remote”? This helps us to all get on the same page much easier! One of the most common things I hear on a buyer’s wish list is a cabin that is “cabiny”. What exactly does that mean? This term means that they want the cabin to look rustic (not like a house), be in a setting among trees and plants, and the inside to be quaint and not real “modern”. When a cabin with these top rated checklist items are shown to a potential cabin buyer, BOOM! We have a sale! So how can a seller of a cabin help to make their property look like the property the buyers see in their head? Here are a few helpful tips:

- Large yards might seem like a great selling point, and they are to buyers purchasing residential homes. But for those looking for a cabin, a large yard can be a deal killer! Cabin seekers are looking for weekend retreats in which they can drive to the mountains, unload the SUV and flop in the hammock! They do not want to drive 3 hours on a Friday night and then spend half the day Saturday mowing. Native plants, more trees and even a wildflower field makes a much more desirable “cabiny” setting PLUS it is good for the wildlife & environment. Nestled among the trees on a wooded lot is the ultimate “cabiny” element so don’t think you need to cut down trees to “open it up”
- Consider the outside appearance of your cabin. If it is log, perfect! If you are stuck with siding or plain T-111 consider the colors. Painting the outside a color that is in harmony with nature such as forest green, dark brown or rustic red can make a huge difference. If you have vinyl siding and it would not be cost-effective to re-side, then consider other things you can do to make it feel more rustic. You might add some wooden shutters with pine tree or bear cutouts; place Adirondack chairs on your front porch & log benches around a fire ring. You can even add mountain stone trim around your foundation. Incorporate interesting outdoor elements such as landscaping rocks, wood carved statue of a bear (or something like that) or even a small man-made pond w/ waterfall!
- On the inside. Paint the walls a solid, natural color that compliments the outdoors. If you can make one or 2 of the walls more rustic feeling by adding knotty pine or a classy mountain stone veneer, that will add points to your cabiny approach! Cramming in a lot of musty old furniture is not helpful. “Take it to the cabin” may be a familiar phrase in your house when dealing with unwanted items (such as that yellow faded chair from the 70’s) or collection of lamps representing different eras, but this is not ideal. A few matching pieces of furniture paired with a some well-placed décor items & pictures that are “cabiny” will make your space feel like an invitation to relax! Add some woody smelling candles and place some local brochures and trail maps in a basket on the table. This makes buyers feel like they are truly in a “vacation home”! A shelf with an assortment of games (Monopoly, Sorry, etc.) also helps a buyer envision an old-fashioned evening with family void of cell phones and computers! Anything you can do to add to the feeling of nostalgia will help to make your cabin a front runner!

Selling your cabin can be a bitter-sweet experience. For many, “the cabin” has been the scene of wonderful memories for generations of your clan. The decision to sell it does not come lightly, so make sure you are listing it with the right Real Estate Agent. One who truly understands this unique market and can offer more tips on getting top dollar for your treasure in the mountains! “Cabiny” is my specialty!

JOIN MY E-GROUP AND STAY IN THE LOOP! Receive updates on new listings! Even if you are just casually looking or ready to buy now, this could be another great resource for you! Go to my website at www.RecreationalPropertiesPennsylvania.com and sign up OR just shoot me an email and let me know you



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ASK FOR LISA

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LISA'S LISTINGS

SEE MORE INFO ON THESE AND OTHER PROPERTIES AT:
www.RecreationalPropertiesPennsylvania.com



Contact me for your outdoor property needs.....Because EVERYONE needs outdoor recreation!

LAND:

Waterville: Little Pine Creek Rd. near the state park, Happy Acres and just 3 miles to the Pine Creek Rail Trail and Pine Creek! Great recreational lot for you camper! **\$49,000**

Haneyville: 5 acre lots for sale in gated community. Perced for sandmound. **\$79,000** each

VACATION HOME:

Cedar Run: Beautiful vacation home with Pine Creek frontage and easy access to the Rail Trail! 3 bedrooms/2 full baths, fireplace, 1 acre lot and new kitchen with hickory cabinetry! **CONTACT ME for price**

CABINS:

Renovo: Cabin on 1 acre in Tamarack area. Huge rear covered porch and no work needed! **\$115,000**

North Bend: State lease camp with access to Young Woman's Creek! Located in Sproul State Forest, this very nice camp has electric, water and plenty of privacy! Great hunting and hiking area! **\$99,000**

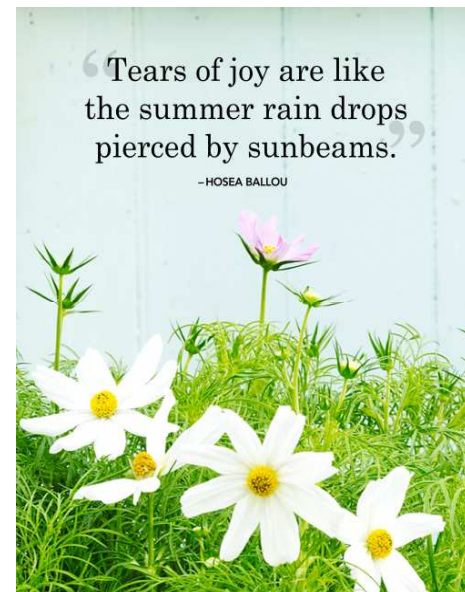
Cross Fork: Great little camp with easy access to Kettle Creek! This is right in Cross Fork! Well, septic 55K

COMMERCIAL:

Waterville: Over 10,000 sq. feet commercial building along busy route 44N. in Waterville!

A restaurant facility (not operating) that has been completely remodeled is on the first level and there is a 12 room hotel on the 2nd level (operating). Plenty of parking! Easy access to the Rail Trail! The first level could be used for anything, it doesn't have to be a restaurant. There is also a large service garage in the back! Public water. This would be a great opportunity to start a business in the PA Wilds! **\$920,000 SELLER WILL FINANCE**

Waterville: Happy Acres restaurant/convenience store and game barn. Long-established business in the Pine Creek area with multiple revenue sources! \$795,000 Seller will finance with money down.



See ya' up the creek!