

From Your Real Estate Advocate...



Mary Robertson

704-367-3759 (Office) or 704-577-5726 (Cell)
mrobertson@bissellhayes.com (E-mail)
www.bissellhayes.com (Web)

News from the Caboose

Don't Be Left Behind . . .



My Plan To Help You Buy A New Home...

Any Realtor® or real estate agent can sell you a home, but a good Buyer's Agent will offer you sound advice on every aspect of your purchase, including details about realistic pricing and negotiation strategies.

15 Reasons How I Can Help As Your Buyer's Agent

I WILL...

- ~ Promote and protect your best interest
- ~ Explain "Agency" options
- ~ Provide you with a comprehensive Market Analysis
- ~ Make appointments for property tours
- ~ Provide you with exposure to both listed and unlisted properties
- ~ Assist in writing an offer with your best interest in mind
- ~ Provide you with accurate and timely information, as well as disclosure of material facts
- ~ Explain forms, contracts and agreements
- ~ Provide financing options
- ~ Advise you on bargaining positions
- ~ Keep your bargaining and financial position confidential
- ~ Negotiate the best price and terms for you
- ~ Monitor your escrow and closing
- ~ Discuss your property resale concerns

Call for a Free Home Finder Service!

My Plan To Help You Sell Your Home...

First and foremost, I will prepare a Comparative Market Analysis so you can see how what your home is worth in our market.

Once your home is listed, I will do the following:

- ~ Hire a professional appraiser to measure the square footage of your home
- ~ Discuss the special features of your home and provide all the state required disclosures so we can create a marketing brochure. Develop a professional marketing brochure.
- ~ Enter your home into the Carolina Multiple Listing Service (CMLS) so all Realtors in the region will know your home is available.
- ~ Send a mass email to over 3,000 area Realtors announcing that it is new on the market
- ~ Weekly ads in the Charlotte Observer and monthly ads in The Charlotte Weekly
- ~ Arrange for your home to be advertised on the Internet which will provide tremendous exposure
- ~ Place a For Sale sign in your yard
- ~ Arrange showing appointments through Centralized Showing Service and provide you with ongoing agent feedback from each showing.
- ~ Schedule public Open Houses and possibly a Realtor Open House Luncheon Tour (optional)
- ~ Negotiate all contracts
- ~ Oversee inspections as well as negotiate any repairs. Arrange to hire contractors to do necessary repairs.
- ~ Track the buyer's loan process
- ~ Help maintain your home if you choose to vacate prior to the closing date
- ~ Hire a closing attorney, review the closing statement and attend the closing with you!

Four Convenient Offices

SouthPark Office
4515 Sharon Road
Charlotte, NC 28211
704-364-4515

Ballantyne Office
13860 Ballantyne Corp Pl.
Charlotte, NC 28277
704-248-2025

Eastover/Myers Park Office
122 Cherokee Road
Charlotte, NC 28207
704-887-0540

Relocation
4515 Sharon Road
Charlotte, NC 28211
866-548-RELO

www.bissellhayes.com



The Duke Mansion

~ 400 Hermitage Road ~



Situated in stately Myers Park, the Duke Mansion has a fascinating history that spans over 90 years. The home was originally constructed in 1915 and later significantly enlarged and renovated by James Buchanan Duke. The Duke Mansion has been home and host to many famous leaders of the 20th century. James B. Duke's most prominent legacies, including Duke University, Duke Energy and the Duke Endowment, were shaped at the home. The Mansion is listed on the National Register of Historic Places and is currently operated as a nonprofit organization with all proceeds used to preserve and protect this community landmark.

Significant Milestones in the History of the Duke Mansion

1915: In the newly formed Myers Park neighborhood, Mr. Zebulon Taylor constructs his home, "Lynnwood", that would eventually become the Duke Mansion. The Taylors borrow \$15,000 from the American Trust Company, now Bank of America, to build a 7,000 sq. ft. home. Mr. Taylor is the President of the Southern Utilities Company, now known as Duke Energy.

1917: The Taylors acquire additional property and create an estate of 16 acres. Mr. Taylor later dies in 1919 on the private railroad car of Mr. James Buchanan Duke after allegedly choking to death after taking an Alka Seltzer for a headache and not realizing that the pill was supposed to be dissolved in water before swallowing.

1919: Duke purchases the home and triples it in size so that his daughter, Doris, would be able to experience life in the South. C.C. Hook designs the renovation and the home serves as Duke's headquarters as his business assets grow. He is now the Chairman of the American Tobacco Company and the Southern Utilities Company. He adds a fountain to the estate fed by a 24" water main from the Catawba River and shoots flumes of water 150 ft. into the air.

1924: Duke has a vision for establishing an endowment for the betterment of his community. The foundation gives a large financial gift to Trinity College located in Durham, NC and the college changes its name to Duke University. The foundation would later become the Duke Endowment and currently invests more than \$100 million annually to non-profits across the Carolinas.



What's Inside..

The Duke Mansion - Yesterday & Today Page 1

The Duke Mansion Continued Page 2

Area Real Estate Statistics Page 2

Letter From Baxter Hayes Page 3

Calendar of Upcoming Events Page 3

How I Can Help You Buy Or Sell Page 4

The Duke Mansion's Historic Past

(Continued From Page One)

- 1925:** Duke dies and Mr. C.C. Coddington purchases the home in 1926 from Duke's widow. Mr. Coddington is a Buick automobile distributor and plays a part in the formation of the WBT radio station.
- 1929:** Mr. and Mrs. Martin L. Cannon purchase the home and name it "White Oaks".
- 1949:** The Cannons leave the home in the protection of Myers Park Presbyterian Church and continue to live in the home until 1957.
- 1957:** The trustees of Myers Park Presbyterian Church sell the estate to Henry and Clayton Lineberger, a textile family from Belmont. The chandelier that is still in the dining room was a Christmas present from Mr. Lineberger to Mrs. Lineberger.
- 1977:** After Mr. Lineberger dies, the home is left to the Duke Endowment. The Junior League of Charlotte begins an effort to turn the Mansion into a small conference center. The change is not supported by the neighbors, the effort is unsuccessful, and the Mansion is sold to William and Claire Allen who convert the home into condominiums.
- 1988:** Bill Branstrom and Chris Mahoney buy out the Allen's interest and form a partnership to develop the Mansion and the grounds. The house is to be divided into six units; two on the 1st floor, two on the 2nd floor, and two on the 3rd floor. The land is to be divided into four single-family lots. In September, the house is rented by the Charlotte Symphony and used as the Designer Showhouse for the community to enjoy.
- 1989:** While in the course of developing the house into condominiums, Branstrom and Mahoney meet Rick and Dee Ray who are searching for a condominium to live in for a short period of time. They fall in love with the home and decide to refurbish it into the grand home that it once was.
- 1996:** The Lynnwood Foundation is established to preserve the Duke Mansion and create a leadership institute with the help of the Duke Power Company. The Rays sell the home to the foundation and a capital campaign to support the foundation is started.
- 1997:** The newly formed leadership institute is named in honor of William S. Lee, a former Duke Power CEO and community leader.
- 1998:** The Duke Mansion is transformed into an elegant historic inn and conference center. The Grand Opening is attended by 300 supporters of the effort to preserve the Duke Mansion for the Charlotte community to enjoy for years and years.
- 2003:** The Preservation Society hosts its first annual Gala and Auction to support the preservation of the Mansion. \$50,000 was raised at the initial Gala.
- 2005:** The Duke Mansion celebrates its 90th birthday and is accepted into Select Registry and is rated as a Four Diamond Property by AAA.
- April 2007:** On April 21, Bissell-Hayes was proud to be a sponsor of the Casino Royale Gala at the Duke Mansion. This event was the 5th annual Preservation Society Gala and Auction benefiting the Lynnwood Foundation. The evening featured silent and live auctions as well as casino games and a midnight breakfast.



Gail Craven, Tom and Carol Brake, Catherine Craven



Todd Houser, Mary Hayes, Janet Tuck, "M", Butch Tuck



Lynn and Rusty Salton, Courtney Salton

Charlotte Area Real Estate Statistics *

Area	Closed Units	Closed Volume	Average Closed Price
01- Mecklenburg County (N)	308	\$55,666,172	\$180,734
02- Mecklenburg County (E)	245	\$34,930,582	\$142,573
03- Mecklenburg County (SE)	131	\$21,411,765	\$163,448
04- Mecklenburg County (SSE)	160	\$46,967,242	\$293,545
05- Mecklenburg County (S)	334	\$133,946,405	\$401,037
06- Mecklenburg County (SSW)	124	\$29,391,691	\$237,029
07- Mecklenburg County (SW)	169	\$28,950,675	\$171,305
08- Mecklenburg County (W)	120	\$13,638,321	\$113,652
09- Mecklenburg County (NW)	152	\$27,118,111	\$178,408
10- Union County	313	\$81,889,916	\$261,629
11- Cabarrus County	241	\$47,384,004	\$196,614
12- Iredell County	151	\$24,141,216	\$159,875
13- Lake Norman	151	\$71,050,121	\$470,530
14- Lincoln County	46	\$5,865,140	\$127,503
15- Lake Wylie	59	\$28,359,691	\$480,672
16- Gaston County	235	\$30,544,052	\$129,974
17- York County	243	\$53,460,590	\$220,002
99- Uptown Charlotte	35	\$10,993,256	\$314,093

* Data is from the period beginning April 6, 2007 and ending May 5, 2007 and provided by the Carolina Multiple Listing Services, Inc.

Letter From Baxter Hayes



Charlotte and its surrounding neighbors benefited in 1989 when Rick and Dee Ray bought a house while on a search for a condominium. It wasn't just any house, it was the Duke Mansion. The Rays embarked on a journey that would help preserve the remarkable history of a house, loved, over its now 96 years and ten owners.

The Rays led the way and were joined by many historic community-minded leaders in helping to establish the Lynnwood Foundation and the William States Lee Institute. Bissell-Hayes was fortunate to have been involved in this process through Jan Hall Brown, friend and real estate advisor to the Rays.

In April, over 300 people gathered at the house for a fundraising event for the Lynnwood Foundation. As we enjoyed the evening, I thought about my own brief touches with the history of this Grand Dame. Growing up just around the corner on Granville Road, we were fascinated and intimidated by its size and grounds as we would furtively sneak a look through the foliage while riding bikes through the neighborhood.

There are many stories of connection through friends and parents of friends. As a child, my mother remembers well the beautiful gardens and towering fountains.

In 1925, James B. Duke died and Mr. C.C. Coddington bought the home. Bill Coddington, grandson of C.C. Coddington and married to Suzanne in our Eastover/Myers Park office, remembers stories from his parents of how his grandfather, a Buick automobile distributor, would entertain Buick car dealers from North and South Carolina and Virginia. These men would typically stay in the house, as there were few facilities as impressive as 400 Hermitage. C.C. Coddington was also instrumental in starting WBT as a radio station to promote his automotive venture. WBT is an acronym for "Watch Buick Travel."

C.C. Coddington died in 1929 and the Mansion was sold to Mr. and Mrs. Martin L. Cannon who lived there for 20 years. My great friend Jim Cannon, grandson of Mr. and Mrs. Cannon, tells stories covering nearly 50 years of ownership by the Cannons and later Henry and Clayton Lineberger, who purchased the Mansion from the Cannons.

Jim recalls a story his grandfather told about Tom Mix, cowboy film star, circus owner, and entertainer. On a visit to Charlotte while touring with his circus, Mix rode his horse from the train station to the Cannon house. At the time, Mix was one of the most famous stars in the world.

There are other tales of mischief involving Cammie Harris, Clayton Lineberger, and Jim putting fresh-caught catfish in the fountains and racing go-karts around the oval driveway... NASCAR couldn't be too far behind.

In 1979, the old worn hulk was very close to being a tear down and hosted the Kemper Open party. I thought the house would be gone that night. I was in attendance and I don't recall an event celebrated that hard ever!

Bill and Claire Allen owned the home during this difficult transition. Allen was very interested in preserving the house. He converted part of the house into condominiums and sold two units to Bill Branstrom and Chris Mahoney.

Bill and Chris bring this article to the beginning of the Ray commitment to the house as they begin the renovation of another house. They need a temporary place to live and they explore several different ideas including a discussion with Bill Branstrom regarding the condominiums at 400 Hermitage. Branstrom suggested that the Rays think about purchasing the entire house. As they say, "BAM"! The Rays begin a new era for the Mansion.

My editors would not give me any more space. I will continue this study and report to you via the Internet at www.bissellhayes.com.

H Baxter Hayes

Charlotte

Calendar of Events

July ☉ August ☉ September

Red, White and Boom!

Annual Fireworks Display

Date: July 4th

Time: TBA

Scene: Memorial Stadium

Disney's The Lion King

Date: July 12 - August 19

Time: Varies

Scene: NC Blumenthal Performing Arts Center

Price: Varies

Carolina Panthers Fan Fest

Date: August 4

Time: 11:00 AM

Scene: Bank of America Stadium

Price: Free

The Bridal Showcase

Date: August 12

Scene: Charlotte Convention Center

www.carolinaweddingsandevents.com

Carolina Panthers vs. Pittsburgh

Date: August 30

Time: 8:00 PM

Scene: Bank of America Stadium

(Preseason)

Charlotte Shout

Date: September 5 - September 30

Time: Days, events and times vary

Scene: Various places

www.charlotteshout.com

Southern Ideal Home Show

Date: September 7 - September 9

Time: Varies

Scene: Charlotte Merchandise Mart

Price: \$7.00/Adult

Carolina Panthers vs. Houston

Date: September 16

Time: 1:00 PM

Scene: Bank of America Stadium

Price: \$45 - 70

Food Lion Auto Fair

Date: September 13 - September 16

Time: 7:00 pm

Scene: Lowe's Motor Speedway

Price: \$10 each day