

## Ms. O'Boyle Among Top Burgdorff, ERA Producers

Mary Ellen O'Boyle, a Broker/Sales Associate with the Westfield office of Burgdorff ERA, is being honored as one of the top producers of the firm.

Her sales and listings record for the first half of 1997 places her in the top 10



Mary Ellen O'Boyle

percent of the more than 600 sales associates at Burgdorff ERA, according to a company spokesman.

She holds the designation of Gradu-

### Mrs. Matthews Wins Award for August

Jane Mathews, a Sales Associate with Weichert, Realtors' Westfield Office, has won an office sales award for the month of August.

A licensed real estate professional with 10 years of experience, Ms. Mathews is a member of the Westfield Board of Realtors and the Garden State Multiple Listing Service (MLS). Her sales achievements have earned her a place in the company's Million Dollar Club.

Mr. Mathews is a lifelong resident of Cranford, where she serves on the board of directors of the Cranford Family Care Association. She is a member of the First Presbyterian Church and the College Women's Club of Cranford. She is a graduate of Douglass College.

★★★★ Vote ★★★★★

ate, Realtor Institute, the highest designation a real estate salesperson can attain in training and education. Ms. O'Boyle is also a Certified Residential Specialist.

Her past awards include having been named as a member of the New Jersey Association of Realtors' Million Dollar Sales Club and as a member of the Burgdorff ERA President's Club.

Founded in 1958, Burgdorff ERA has more than 600 sales associates, 32 offices across New Jersey and eastern Pennsylvania, and is the largest franchised brokerage firm of ERA Franchise Systems, Inc.

## Coldwell Banker Reveals New Tax Law Advantages

The tax law passed by the United States Congress this summer came at a very good time for homeowners, according to Bruce Zipf, President of the New York region of Coldwell Banker Residential Brokerage.

"Homes have appreciated dramatically in value over the past 20 years," Mr. Zipf explained. "It's quite common for homeowners to sell a house today for hundreds of thousands of dollars more than they paid for it."

"Prior to the new tax law, these homeowners had to buy a more expensive house to defer a tax on their capital gains — or pay capital gains tax on the profit when they sold it," he continued.

That rule no longer exists, according to Mr. Zipf. The gains from the sale of a house are tax exempt up to \$250,000 for homeowners who file a single tax return, or up to \$500,000 for those who file a joint tax return.

"This is especially good for people who are thinking about moving to a less expensive area or just to a smaller house nearby," he added. "They can sell their house, buy a less expensive one and invest the tax-free profits in the stock market or a second home."

Under the prior law there was a once-in-a-lifetime opportunity to take a tax exemption, but the homeowner had to be 55 years or older and the exemption was limited to \$125,000.

Now there is no age restriction, the exemption is far more generous and a homeowner can take the tax break over



PUMPKIN PATCH...All of the Pre-Kindergarten classes from Brunner Elementary School and Elementary School One in Scotch Plains took class trips this month to Alstede Farm in Chester. A hayride tour of the farm gave the children a first-hand opportunity to experience the sights, sounds and smells of a farm in the fall. Pictured, left to right, are: Brunner students Alicia Eaton, Kerilyn Hyer and Stefanie Kuhn.

### Kara Shovlin Joins Weichert, Realtors Office

Weichert has announced that Kara V. Shovlin has joined the Westfield Office of Weichert, Realtors as a Sales Associate.

A newly licensed real estate professional, Mrs. Shovlin is a graduate of High Point University in North Carolina, where she earned a bachelor's degree in psychology.

She completed a three-year program in sign language interpretation, and is proficient in American Sign Language.

Mrs. Shovlin resides with her husband in Westfield, where she is a member of First United Methodist Church.

## Kimberly Shovlin Joins Isoldi Associates in Town

Kimberly Shovlin has joined Isoldi Associates Realtors located at 200 North Avenue, East, in Westfield, announced Frank Isoldi.

Mrs. Shovlin comes to the real estate field after an eight-year career with Polo Ralph Lauren in New York as a Design Product Manager.

A life-long resident of Westfield, she graduated from West-field High School in 1985 and holds a degree in English from Elon College in North Carolina. She and her husband Rick, who runs the family-owned business, The Mattress Factory, reside in Westfield.

Kimberly is a member of St Helen's Roman Catholic Church in Westfield, a perspective member of the Junior Women's Club of Westfield. She also is a member of The Greater Union County Association of Realtors and The Garden State Multiple Listing Service.

Mrs. Shovlin stated of her new career, "it is very rewarding to work with individuals in finding the right home. It allows me to use my business skills in a way that directly serves others."

"I chose Isoldi Associates Realtors because I knew that with a smaller company, I would be able to give my clients the best possible service while also offering them all the modern technological support that the largest companies can," she added.

When asked about Mrs. Shovlin's transition to real estate, Mr. Isoldi commented that, "Kimberly is a wonderful addition to our growing family of associates. Having grown up in Westfield and attended the public schools, she has a vast knowledge of the area."

"Plus her commitment to serving her clients and listening to their needs and concerns makes buying and selling a house a pleasurable experience. In fact, Kimberly has already successfully negotiated a sale," he explained.



Kimberly Shovlin

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and only a 45-minute commute to NYC! Sprawling Split Level with newer Eat-In Kitchen and roof. Two Family Rooms, 2 fireplaces, deck, CAC. Situated on a large lot at the end of a cul-de-sac. Offered at \$389,500 in Westfield.



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Main house and Cottage set on 2½ acres. 2 room Master Suite with marble Bath and fireplace. New Kitchen, great entertainment area, CAC. Ideal for guests, studio or home office. Heated in-ground pool. Offered at \$869,000 in Westfield.

Don't ask your agent how many listings their office has taken - ask them what percentage of listings they have sold.\*

\*More than 80% of the Westfield office's listings were sold in 1996. The marketplace average is 50-60%.



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