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Enclosed is the December issue of my monthly newsletter.

Dear Friend,

I hope you will enjoy the different format of the Stallard Report. As always, I appreciate your feedback. I hope you enjoy reading "How to turn a weakness into to a strength". If you have a similar story, I like to hear from you. As Christmas approaches, I hope this will encourage you to remember the reason for the season, "Love of a Child who gave all He had."

I am also reminded of our many soldiers who are serving our country in hostile areas away from their loved ones, with the potential of having to give all they have for our country. I am writing as I have a friend who is serving in Afghanistan. I hope you will find time to encourage a friend you know who needs encouragement.

The enclosed market trend report is one of my many unique reports. They are excellent tools to help buyers and sellers have a better understanding of what is happening in the local market. I have additional reports at my website: www.homesearchnorthshore.com. If you have interested in what is going on in other towns in MA. or in the Condos, Multi-fam, or land markets, give me a call.

Finally, with the change in property values, you might save some money by reading about abatement process, the paper work needs to be submitted no later than 30 days after the final tax bill is issued. If you have questions about what to do, call me. As always, I am never to busy for your referrals.

Please enjoy the newsletter, and have a wonderful Holiday Season.

Sincerely,

Robert Stallard

Stallard Report

News To Help You Save Time And Money

December 2008

The following story gave me a whole new perspective – on perspective. I hope you enjoy it as much as I did. Happy Holidays! Robert A. Stallard

How To Turn A Weakness Into A Strength

Sometimes your biggest weakness can become your biggest strength. Take, for example, the story of the 10-year-old boy who decided to study judo despite the fact that he had lost his left arm in a devastating car accident.



The boy began lessons with an old Japanese judo master. The boy was doing well, so he couldn't understand why, after three months of training, the master had taught him only one move.

"Sensei," the boy finally said, "shouldn't I be learning more moves?"

"This is the only move you know, but this is the only move you'll ever need to know," the sensei replied.

Not quite understanding, but believing in his teacher, the boy kept training.

Several months later, the sensei took the boy to his first tournament. Surprising himself, the boy easily won his first two matches. The third match proved to be more difficult, but after some time, his opponent became impatient and charged; the boy deftly used his one move to win the match. Still amazed by his success, the boy was now in the finals.

This time, his opponent was bigger, stronger and more experienced. For a while, the boy appeared to be overmatched. Concerned that the boy might get hurt, the referee called a time-out. He was about to stop the match when the sensei intervened.

"No," the sensei insisted, "let him continue." Soon after the match resumed, his opponent made a critical mistake: He dropped his guard. Instantly, the boy used his move to pin him. The boy had won the match and the tournament. He was the champion.

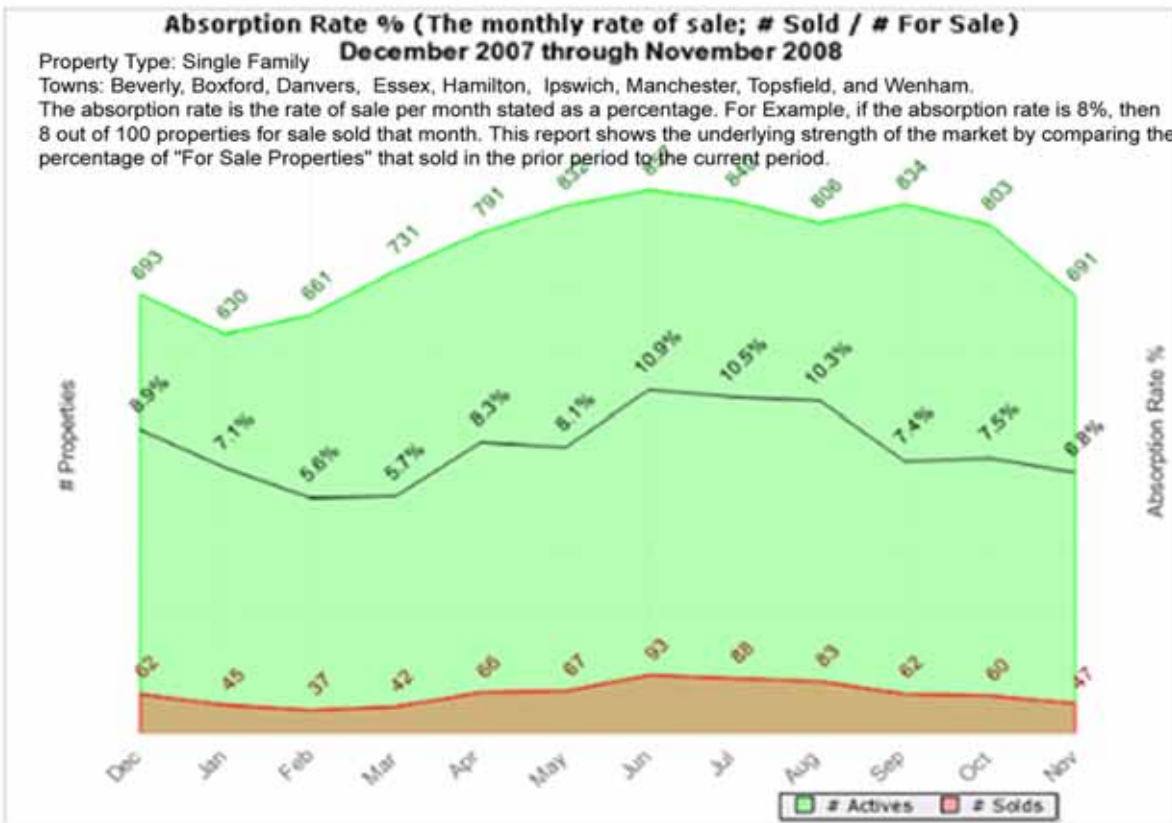
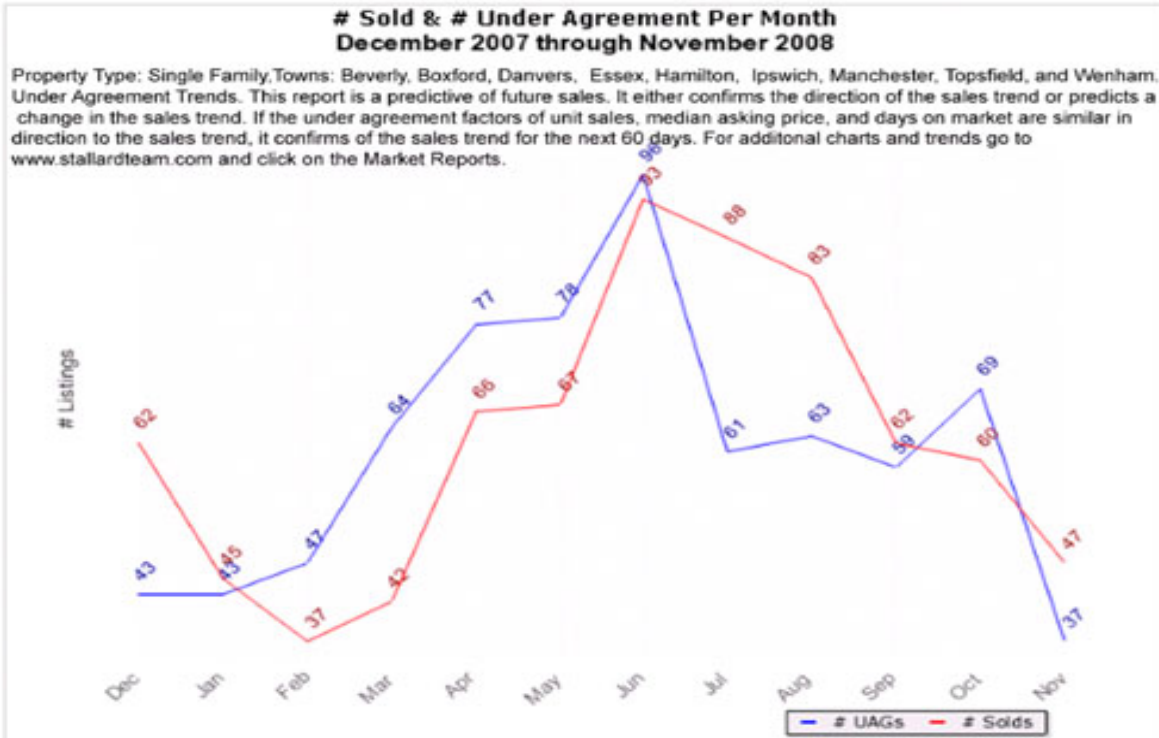
On the way home, the boy and sensei reviewed every move in each and every match. Then the boy summoned the courage to ask what was really on his mind. "Sensei, how did I win the tournament with only one move?"

"You won for two reasons," the sensei answered. "First, you've almost mastered one of the most difficult throws in all of judo. And second, the only known defense for that move is for your opponent to grip your left arm."

The boy's biggest weakness had become his biggest strength. – Adapted from BizMove.com***

If you are thinking of Buying or Selling real estate on the North Shore you will find these reports extremely helpful. They give a good indication as to the underlying market strength and where the local market is going. Robert Stallard is able to customize the report base on single fam. Condo, multi-fam, towns, price range, and time periods as well as comparing properties that are Under Agreement. For additional charts and how to better understand these reports go to www.stallardteam.com or call:

Robert Stallard: 978 808 5938



Spacious 3288 sq ft Colonial with 5 BR, 3.5 baths. Offered at \$649,000 Excl



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