



NAVIGATOR

www.TheWatersEdgeCC.com | Club House: 540.576.1556 | Pro Shop: 540.576.3343

January—February 2012

New Members

Bob and Linda Horak
20 Lands End Road
Penhook, VA 24137

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Meet Your Neighbor

Friday, January 13
Friday, February 10
6:00 p.m.

All Water's Edge Members are invited to attend our monthly social. Please join us for cocktails (cash bar) and hors d'oeuvres from 6:00 p.m.-7:00 p.m.

Meet your neighbor will take place on January 13th and February 10th in the Eastroom Lounge. Don't forget to make reservations if you and your neighbor plan to stay for dinner. A la carte menu available until 9:00 p.m.



Super Bowl Party

Sunday, February 5
5:00 p.m.

Come root for your favorite during the Super Bowl on Sunday, February 5th. We will have chili, wings, meatballs, and subs, plus a cash bar with plenty of your favorite beverages to go around!

The cost is just \$12.00++ per person. Come watch the biggest football game of the year and cheer for your favorite team. Make your game plan today by making a reservation.



Valentine's Dinner

Tuesday, February 14

Celebrate Valentine's Day here at The Water's Edge Country Club! Chef John Hanek will prepare a very special

meal. The cost is \$70.00++ per couple. Reservations are being taken now for this event, so call Robert or Jodi at 540-576-1556. A la carte is not available for this event.



Wine Tasting, Soup Night, Lunch with Chef and Taco Night! See page 2.

A la Carte Brunch

Sundays 11:30 am-2:00 p.m.
(Except 1/1/2012)

Join us for a la carte brunch on Sundays! In addition to the menu we will be featuring an "Omelet and Waffle Station" for only \$11.00++ per person. Please help us better prepare by making reservations early, as there will be limited seating.

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Prime Rib Night

Saturdays 6:00-9:00 p.m.
Delicious meals for \$20.00++ per person. Please make reservations.

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Fresh Baked Pizza

Fresh baked pizzas made to order now available on Tuesday Nights and all day Wednesday through Saturday. Feel free to dine in or take out. Please call 576-1556 to place your order.

...

Family Night

All your family favorites such as Country style pot roast, Pecan crusted Pork, Vegetable Lasagna, and the popular General Tso's Shrimp, and more are available every Tuesday Night.

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Social Bridge

January 3rd & 17th
February 7th & 21st
Women and Men, Singles and Couples. Social begins at 6:00 p.m. Dinner at 6:30 p.m. Bridge play will start directly after dinner. The cost is \$14.00++ per person for dinner. \$1.00 fee to be taken at the door. Cash prizes for first and second place. Contact:
Jan
Diane Holling
Linda Simpson
Feb
Fran Stoneburner
Jenny Dellis



Robert Lambert, Club Manager

Manager's Corner

Happy New Year! I hope everyone had a Merry Christmas. On behalf of The Willard Companies, I would like to thank everyone who made 2011 a successful year. I cannot tell you enough how much your continued support means to The Club.

I would also like to thank our members for your generous contributions to the Club Employee's Christmas Fund. It is greatly appreciated by the staff, they do a terrific job. If you have any suggestions that would make your experience at The Water's Edge better, please let me know. rlambert@thewillardcompanies.com

Thanks to Alice Lively and Karen Yee for organizing the Christmas decorating, we had a lot of wonderful compliments.



Peyton Green emcee at Christmas Exchange Party.

Old man winter is finally here, but he won't slow us down from planning events for our members. We will kick off the month of January with "Meet Your Neighbor", Social Bridge, and then a "Wine Tasting" on the 19th. Super Bowl Party will start off February on the 5th, followed by "Meet Your Neighbor", Winter Gala on the 11th, Social Bridge, and a special Valentine's Dinner on the 14th.

Wine Tasting

Thursday, January 19th at 6:00 p.m. with Kim Akers. \$15.00++ per person.

Soup Night

Thursday, January 26th from 5:00-7:00 p.m. Come join us and warm up to some homemade soups. Chef John will have 3 delicious soups and salad for only \$8.00++ per person.

Lunch with Chef John

Thursday, February 2nd starting at 11:30 a.m. Enjoy a super lunch with Chef John Hanek as he shares his recipes with you.

Taco Night

Thursday, February 23rd from 5-7 p.m. All you can eat Tacos for only \$8.00++ per person.

MEMBER TRADITIONS



Ed Currin  PGA

From The Pro

We hope everyone had a very happy holiday season and you are as excited about 2012 as we are!

The Men's and Ladies Golf committees have been hard at work arranging challenging schedules that offer something for everyone. Schedules should be sent out to everyone soon. The golf booklets will be in the shop around the 1st of March. Bills will be sent out in January for Pro Shop services. You will be billed for the same services utilized last year. Please contact the Pro Shop if you would like to drop or add any of these services. The cost of each service is as follows: Bag Storage - \$75, Handicap Fee - \$30, Men's Golf Association - \$30, Ladies Golf Association - \$35, and Locker Fee - \$35.

We are planning a men's golf trip to Myrtle Beach in mid March. Please contact the Pro Shop if you have an interest and details will be emailed to you. We plan to take a trip to Pinehurst in February. We will watch the long range weather forecast to pick some days.

This is a great time for new grips on your clubs. We have lots of grips in stock and we will be happy to put a new set on for you. Lessons are also available to help you get your swing on the right track for spring. Please remember the golf shop if you are considering a new set of clubs. Our prices are very competitive. We'll see you on the course soon!





Available Properties:

- Water access homes starting at \$297,000
- Water access lots starting at \$35,000
- Waterfront lots starting at \$250,000
- Waterfront homes starting at \$599,000
- Village Green homes starting at \$269,000
- Marina Bay Condos starting at \$299,000
- Golfer's Crossing homes starting at \$439,000
- Island Green Pointe Townhomes starting at \$689,900

Developer Owned Properties:

- 9 Grande Villas Townhomes starting at \$1,449,500* | Model Open on Saturdays and Sundays, 1:00-4:00 pm
 - **Please contact us for information on exciting Developer Rebate programs!**
 - Village Green home offered at \$299,500*
 - Water access lots, starting at \$124,900*
- *Club Initiation Fee Paid by Developer*

Information provided through RVAR MLS system and is deemed to be reliable, but is not guaranteed.



Cathie Daniel, *Principal Broker* 



Whether you are buying or selling, Short Sales present unique challenges that can be difficult to navigate. At Prudential Waterfront Properties, our REALTORS and staff are able to provide you with the assistance and information that can make the process less confusing and daunting. The following NAR REALTOR Magazine highlights some characteristics of the Short Sale process from a buyer perspective.

Making an Offer on a Short Sale? What You Need to Know

Are you looking to buy a new home? Are you thinking that now's a great time to find bargains? Before you make an offer, it pays to know a little about the seller's situation.

If a home is being sold for below what the current seller owes on the property—and the seller does not have other funds to make up the difference at closing—the sale is considered a short sale. Many more home owners are finding themselves in this situation due to a number of factors, including job losses, aggressive borrowing against their home in the days of easy credit, and declining home values in a slower real estate market.

A short sale is different from a foreclosure, which is when the seller's lender has taken title of the home and is selling it directly. Homeowners often try to accomplish a short sale in order to avoid foreclosure. But a short sale holds many potential pitfalls for buyers. Know the risks before you pursue a short-sale purchase.

You're a good candidate for a short-sale purchase if:

- You're very patient. Even after you come to agreement with the seller to buy a short-sale property, the seller's lender (or lenders, if there is more than one mortgage) has to approve the sale before you can close. When there is only one mortgage, short-sale experts say lender approval typically takes about two months. If there is more than one mortgage with different lenders, it can take four months or longer for the lenders to approve the sale.
- Your financing is in order. Lenders like cash offers. But even if you can't pay all cash for a short-sale property, it's important to show you are well qualified and your financing is set. If you're preapproved, have a large down payment, and can close at any time, your offer will be viewed more favorably than that of a buyer whose financing is less secure.
- You don't have any contingencies. If you have a home to sell before you can close on the purchase of the short-sale property—or you need to be in your new home by a certain time—a short sale may not be for you. Lenders like no-contingency offers and flexible closing terms.

Continued on page 7.

Office Hours

Monday-Friday 9 a.m. - 5 p.m.
Saturday, Sunday and Holidays
10 a.m. - 5 p.m.
Other hours by appointment

Phone numbers

Main Office: (540) 721-8659
Toll Free: (800) 858-4653
The Water's Edge: (540) 576-1333

Cathie Daniel, Broker	721-8659
Carolyn Crabtree	520-2486
Van Casteel Daniel	857-0176
Eric Fansler	721-1654
Tom Fansler	721-2055
Amelia Gerner	297-8333
Jane Sullivan Horne	576-2555
Adam Lynch	489-8657
Jan McGraw	400-9882
Vicki Millehan	576-1224
Dana Montgomery	721-1799
Carolyn Pruett	493-1919
Pete Roberts	525-4510
Genie Rust	529-3575
Debbie Shelton	797-3177
Bill Shires	721-2255
Dave Stewart	814-1160
Michelle Turner	309-1265
"Cat" VerSluis	297-5380
Jeannie Villwock	297-4605
Parker Waters	400-2681
Aura Lee Wilson	576-3958

Equestrian Center

We hope everyone had a safe holiday season and a happy New Year. During the winter months the horses stay busy eating hay and enjoying the comfort in their stalls. Some horses at the barn have blankets they wear to help keep them warm. All of the horses do have their winter coats, but sometimes as horses age, their coats do not get thick enough to keep them warm. We put insulated, water-proof blankets on the horses to give them extra warmth. Along with keeping the horses happy during the winter months, we also exercise the horses to keep them in shape for the up coming warm season. Here at the Equestrian Center we offer lessons, ring rides and scenic trail rides for experienced and un-experienced members and members of all ages.

Last month we had a young lady come and visit the horses at the barn. I would like to welcome Bob and Linda Horak and their daughter Julie to The Water's Edge. Julie came and visited The Equestrian Center and made friends with all of the horses at the barn. Especially Isaac, one of the Friesian horses. Julie has a strong passion for horses and has for a long time. She began riding horses with the Special Equestrians in Fort Myers, FL. She has continued riding throughout the years riding each summer at the National Sports Center for Disabled Program in Winter Park, Colorado. One of Julie's highlights of riding is when she lead the cowboys and cowgirls out for an opening ceremony for a rodeo in Colorado. Julie loves all animals and loves being outdoors, especially here at the lake. Brittney and I and all of the horses at the barn look forward to seeing Julie and her parents at the Equestrian Center. The barn is open daily from 7am to 3:30pm. If you would like to schedule a ride or have any questions, please call or email me.

Barn phone: 576-2714
Email: satkins@thewillardcompnaies.com



Julie Horak and Isaac.

Homeowner's Association

Nearly sixty homeowners attended The Water's Edge Homeowners Association (WEHOA) annual meeting on December 10. Keynote speaker, Bill Brush, Franklin County Liaison with AEP Relicensing and a registered agent of Cut Unnecessary Regulatory Burden (CURB), informed attendees about other lake communities throughout the country (Claytor Lake, for example) that are experiencing the same issues with FERC and shoreline management restrictions as SML has experienced. Brush said FERC is under pressure to turn over control of shoreline management to local jurisdictions and he mentioned this may happen.

Funds resulting from the Cool Branch Fund Raiser were presented to Mike Turner (for the Rescue Squad) and Brad Moles (for the Fire Department). Each organization received a \$52,000 check! Mike and Brad explained how these funds make it possible to maintain high-level emergency service for our community. Nan Blizzard presented the checks.

Three vacancies on the WEHOA Board of Directors were filled during the meeting. Thanks and welcome to Margi Coughlin, Cathleen Riordian, and Rocco Caldarella as new members of the Board. The Water's Edge Country Club web page (TheWatersEdgeCC.com) will be updated to



Cool Branch Check Presentation.

reflect these changes and to identify Section Representatives.

The 2012 WEHOA annual dues notice will be mailed the beginning of March.

*Phil Nielsen
President, WEHOA*

Ladies Golf Association



WELGA 2012 Board.

The WELGA is off to a good start for 2012! The Board met in early December to prepare the calendar and to approve the budget for the year. The Calendar for 2012 will be available in March.

2012 Board:

Birdie Tree - **Alice Lively**
Guest Days - **Margi Coughlin and Brenda Raine**
Invitational - **Jenny Dellis**
Mermaid Event and Instructional - **Jeri Garrett**
Ladies Day - **Joanne Nelson**
Member/Guest - **Jeri Garrett, Fran Nielsen, and Sue Borg**
Nine Hole Invitational - **Donna Roberts**
Nine Hole Liaison - **Ann Patterson**
Opening & Closing Events - **Barbara Beck, Sandy Garrison**
Parliamentarian - **Linda Simpson**
Photographer/Historian - **Fran Nielsen**
WELGA Guide - **Fran Nielsen**
Ringer Board - **Barbara Morris**
State Representative - **Linda Simpson**
Past Chair - **Sandra Brunk**

A big thank you to all who have agreed to serve on the Board and to support the WELGA! We are looking forward to a very successful golf year!

Marilyn Carroll, WELGA-Chair

Real Estate Report (cont.)

If you're serious about purchasing a short-sale property, it's important for you to have expert assistance. Here are some people you want to work with:

- Experienced real estate attorney. Only about two out of five short sales are approved by lenders. But a good real estate attorney who's knowledgeable about the short-sale process will increase your chances getting an approved contract. Also, if you want any provisions or very specialized language written into the purchase contract, a real estate attorney is essential throughout the negotiation.
- A qualified real estate professional.* You may have a close friend or relative in real estate, but if that person doesn't know anything about short sales, working with him or her may hurt your chances of a successful closing. Interview a few practitioners and ask them how many buyers they've represented in a short sale and, of those, how many have successfully closed. A qualified real estate professional will be able to show you short-sale homes, help negotiate the purchase when you find the property you want to buy, and smooth communications with the lender. (All MLSs permit, and some now require, special notations to indicate that a listing is a short sale. There also are certain phrases you can watch for, such as "lender approval required.")
- Title officer. It's a good idea to have a title officer do an initial title search on a short-sale property to see all the liens attached to the property. If there are multiple lien holders (e.g., second or third mortgage or lines of credit, real estate tax lien, mechanic's lien, homeowners association lien, etc.), it's much tougher to get that short sale contract to the closing table. Any of the lien holders

could put a kink in the process even after you've waited for months for lender approval. If you don't know a title officer, your real estate attorney or real estate professional should be able to recommend a few.

Some of the other risks faced by buyers of short-sale properties include:

- Potential for rejection. Lenders want to minimize their losses as much as possible. If you make an offer tremendously lower than the fair market value of the home, chances are that your offer will be rejected and you'll have wasted months. Or the lender could make a counteroffer, which will lengthen the process.
- Bad terms. Even when a lender approves a short sale, it could require that the sellers sign a promissory note to repay the deficient amount of the loan, which may not be acceptable to some financially desperate sellers. In that case, the sellers may refuse to go through with the short sale. Lenders also can change any of the terms of the contract that you've already negotiated, which may not be agreeable to you.
- No repairs or repair credits. You will most likely be asked to take the property "as is." Lenders are already taking a loss on the property and may not agree to requests for repair credits.

The risks of a short sale are considerable. But if you have the time, patience, and iron will to see it through, a short sale can be a win-win for you and the sellers.



January 2012



Sun	Mon	Tue	Wed	Thu	Fri	Sat
1 Club Closed	2 Club Closed	3 Social Bridge Family Night	4 Men's Day, 12:00	5	6 Fried Oyster Night	7 Prime Rib Night
8 A la carte brunch	9 Club Closed	10 Family Night	11 Men's Day, 12:00	12	13 Meet Your Neighbor	14 Prime Rib Night
15 A la carte brunch	16 Club Closed	17 Social Bridge Family Night	18 Men's Day, 12:00	19 Wine Tasting	20	21 Prime Rib Night
22 A la carte brunch	23 Club Closed	24 Family Night	25 Men's Day, 12:00	26 Soup Night	27	28 Prime Rib Night
29 A la carte brunch	30 Club Closed	31 Family Night				

Club Hours

Clubhouse

Sunday 11:30 a.m.-3 p.m.
Tues.-Thurs. 11 a.m.-8 p.m.
Fri.-Sat. 11 a.m.-9 p.m.

Eastroom Lounge

Sunday 11:30 a.m.-3 p.m.
Tues.-Thurs. 11 a.m.-8 p.m.
Fri.-Sat. 11 a.m.-9 p.m.

Men's Lounge

Wed. and Sat. 11 a.m.-5 p.m.

Pro Shop

Tues.-Sun. 9:00 a.m.-5 p.m.

Driving Range

Tues.-Sat. 9:00 a.m.-5 p.m.
Sunday 9:00 a.m.-4:00 p.m.

Pool and Snack Shack

Closed for Season

Equestrian Center

Daily 7 a.m.-3:30 p.m.

Exercise Room

Sunday 7 a.m.-3 p.m.
Tues.-Thurs. 7 a.m.-8 p.m.
Fri.-Sat. 7 a.m.-9 p.m.

You must be 16 years or older to use the exercise facilities.

Contacts

Robert Lambert, Club Manager 576-1556
rlambert@thewillardcompanies.com

Ed Currin, Golf Pro 576-3343
twepro@pga.com

Sam Atkins, Equestrian Center 576-2714
satkins@thewillardcompanies.com

Cass Maloy, Club Accounts Manager 721-5288
cass@thewillardcompanies.com

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The Water's Edge
Platinum "Best Private
Golf Course"

February 2012



Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1 Men's Day, 12:00	2	3 Fried Oyster Night	4 Prime Rib Night
5 A la Carte Brunch Super Bowl Party	6 Club Closed	7 Family Night Social Bridge	8 Men's Day, 12:00	9	10 Meet Your Neighbor	11 Winter Gala (Dining Room Closing at 3)
12 A la Carte Brunch	13 Club Closed	14 Valentine's Dinner	15 Men's Day, 12:00	16	17	18 Prime Rib Night
19 A la Carte Brunch	20 Club Closed	21 Family Night Social Bridge	22 Men's Day, 12:00	23 Taco Night	24	25 Prime Rib Night
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The Water's Edge
COUNTRY CLUB



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