



# Luther Forest Real Estate

Judith VanPatten - Principal Broker  
[www.lutherforestsales.com](http://www.lutherforestsales.com)

**Success Magazine: How many years of experience do you have in the real estate industry?**

Judith VanPatten: I have over twenty-three years' experience as a full-service real estate professional. My past experience has been with Coldwell Banker as one of their relocation specialists in Saratoga Springs, Realty USA in Schenectady, and Keller Williams in Saratoga Springs.

**SM: What sets Luther Forest Real Estate apart from other realtors in the region?**

JV: I pride myself on guiding each of my clients as if it were my own personal transaction. I always think, "What would I do if it were me selling or buying?"

**SM: How do you go above and beyond for each and every client?**

JV: I am with my clients from start to finish. I do not have assistants taking over for me once I list a home, and I do all of my own showings. I think my experience is very beneficial to my clients. I also enjoy assisting military personnel, as my husband and I have been part of the military family for over forty years.

**SM: What are your specialty areas?**

JV: My areas of service are widespread. I am knowledgeable about the markets in Saratoga, Schenectady, Albany and Washington Counties, however, my specialty

areas are Saratoga Lake, Malta, Saratoga Springs, Clifton Park, and Loudonville.

**SM: What services do you provide at Luther Forest Real Estate?**

JV: Luther Forest Real Estate, LLC is a full-service realty company. In addition to sales, we have a new division for rentals, property management, and snowbird management.

**SM: Are all of your properties located within Luther Forest?**

JV: No, my current listings are as far reaching as Cambridge, NY—a multi-use ten unit building—and as close as just outside the gates of the tech park here in Malta.

**SM: What are some of the benefits to purchasing in this area?**

JV: This area is targeted for expansive growth in the next five years. As anyone can see with the amount of infrastructure taking place, and yes, those round-a-bouts we all had to get used to. The amount of new commercial space is another indication of a bright future for this area.



**SM: What advice would you give someone who is considering purchasing a property?**

JV: I would suggest that if you are interested in purchasing a home, now is the time. The interest rates are incredibly low and there are many programs that allow home buyers to purchase now instead of waiting. People should not be afraid to ask a loan officer about qualifying for a home; they are happy to help. Home prices are at a fair market value and there are funds currently for rural housing loans in this immediate area, that allow for limited funds out of pocket.

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REAL ESTATE, LLC**

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