

# Realty USA

Lisa Ostrander - Licensed Associate Real Estate Broker

**Success Magazine: Lisa, what areas of real estate do you specialize in?**

Lisa Ostrander: Residential, commercial, investment, second homes, and land.

**SM: What counties do you cover?**

LO: Saratoga, Warren, Washington, Essex and Fulton.

**SM: Why do you feel that this area is a wonderful place to reside?**

LO: We are centrally located near so much. Albany, Saratoga, Glens Falls, Lake George, and surrounding areas all offer many attractions and activities, such as the racetrack, shopping, wonderful restaurants, arts, theater, music, museums, and so much more. The Adirondacks are breathtaking and offer amazing views, fresh air and hiking, and the entire area is full of lakes and rivers for everyone to enjoy. I especially take pleasure in giving tours to my clients who are relocating to the area.

**SM: How does the current housing market look? How will this change over the next few years with the advent of GlobalFoundries in the region?**

LO: The current market here is still strong. The price of homes is reasonable at a time when mortgage rates are low. These factors translate into a very good opportunity to buy. Our real estate market is a great benefit

to GlobalFoundries employees looking to purchase here; they will get into our market at the "down" turn and be able to purchase homes at a reasonable price. At the same time, they will create opportunities for our current sellers to find buyers. Historically the real estate market goes up and down just like the stock market, but real estate has always been more stable here and, if done properly, a more sound investment. I think we will see the market rising in the next year and home sales going up. The influx of GlobalFoundries employees will create a positive reaction for our future housing market.

**SM: How do you ensure a positive experience for all your clients?**

LO: I make sure I understand my client's needs and financials before we buy or sell real estate. I tend to be extremely involved in all my transactions as this ensures a smooth deal from start to finish. I am always available to answer questions or assist my clients through any part of a transaction. I care about my clients and make sure that is evident.

**SM: Why is client service so important to you?**

LO: I have been in the service industry since I was twelve; my mother owns a restaurant and quality service is engrained in me. I believe all clients, regardless of their transaction size, deserve exceptional service. I work tirelessly for all my clients because I want them for life, not just a single transaction.



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**SM: What differentiates you from other realtors out there? How do you go above and beyond for each and every client?**

LO: I have always put my clients first and make them feel they are my only client. It doesn't matter whether I have ten or fifty at any time, my clients always feel special, because each one is to me. I am known by my clients to have perseverance, integrity and honesty. There is no situation too difficult for me; I like to think outside the box to get the job done when necessary. It would not be unusual for me to organize or clean a client's house for a showing or photos, or scrape and paint windows for a closing. Most importantly, I love my job and work with a smile on my face seven days a week. I look forward to meeting new people and assisting them in whatever comes our way.

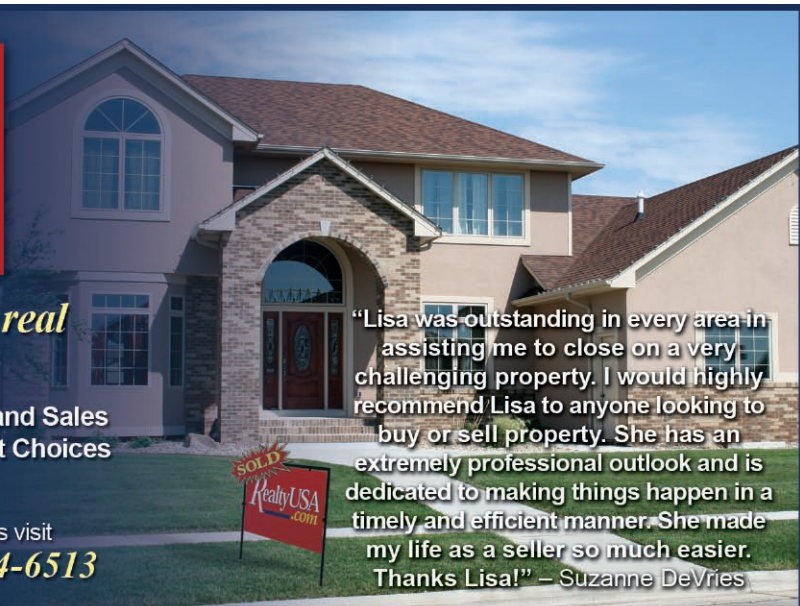


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"Lisa was outstanding in every area in assisting me to close on a very challenging property. I would highly recommend Lisa to anyone looking to buy or sell property. She has an extremely professional outlook and is dedicated to making things happen in a timely and efficient manner. She made my life as a seller so much easier. Thanks Lisa!" – Suzanne DeVries