# Pilot oint Guide

Pilot Point • Aubrey • Tioga • Collinsville • **SPRING 2023** 



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**ON THE COVER:** Spring is in the Air. Photo by Maciej Olszewski.





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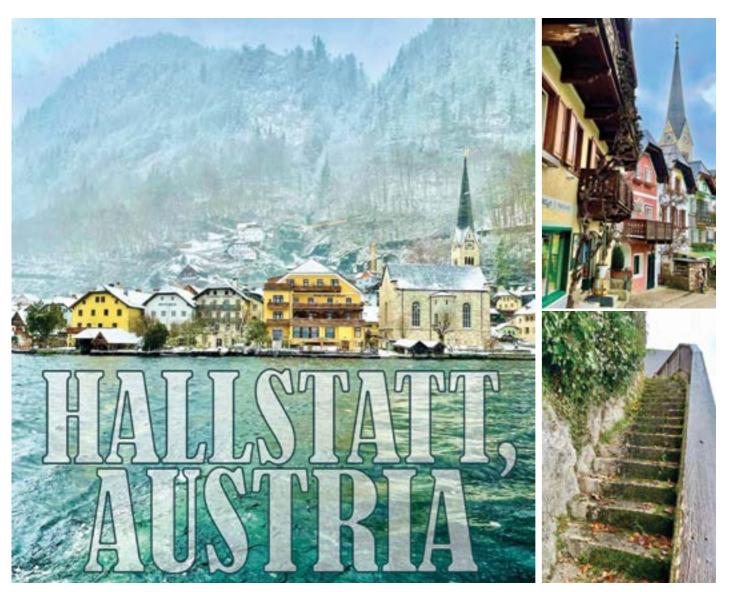




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### www.380guide.com/pilot-point-guide



H's Not a Fairytale, H's Real

Every bit of magic you dream up in your head when gazing at the photos of Hallstatt is categorically accurate. Actually, it's even better than the pristine images you see

online or in travel books. How is that you ask? Because it is real. Very real. The photos leave out the clean smell of the crisp mountain air, the relaxing sounds of the water from the crystalclear lake lapping at the shoreline, the smells whiffing through the air from the tiny bakeries, the swans trumpeting when they see you walking by, in hopes you will toss them a snack, none of these elements show up in the photos, but it is all there, in real life. Too be quite honest, if shopkeepers came out and burst into song and dance, it wouldn't even surprise you. By Jodie Linton-Prickett

The exquisiteness is enhanced by its mirrored reflection in Hallstatt Lake. Looking across the water you can see an almost perfect likeness of this tiny Alpine village clinging to the side of the mountain, dotted with church steeples, brilliantly colored red, ochre, pink and green buildings, winding cobblestoned streets and lumbering pine trees.

Often, we see a location in a photograph that is captivating, add it to our wish list, only to arrive to be cruelly disenchanted. There was a commercial from the early 2000's showing a sweet little cottage in a cropped photo and as the camera zooms out, you realize it is located in front of a nuclear power plant. Hallstatt is not that! It is deeply nestled in perfection. We arrived at Hallstatt by train, from Linz, Austria. Not too far into the almost three-hour journey, you are chugging your way up through the mountains, greeted by one pictorial town or village after another. Miles and miles of absolute splendor. While you can drive and park in one of the parking areas, take a bus, or arrive with a tour, you would miss out on all of the scenery and the dramatic arrival by ferry, which sinks up perfectly with the train. The ferry drifts across the lake bringing this postcard view into clear focus as it docks at the foot of the village. Mind you, there is a fee for the ferry, and they only take euros, so have cash on hand.

I missed an opportunity to go to Hallstatt with my sister in the early 90's. Back before the tourism eruption occurred there. Someone told us it was charming, and we should go, but we spent our time in Salzburg, Austria instead. It was some year's later when I saw a picture of Hallstatt and realized what I had missed out on. It was so enchanting, I simply had to go there. Finally, over 30 years later, it was on my itinerary.

After learning about how popular of a destination Hallstatt had become, I decided two things, firstly go in off season, secondly stay a night or two. I learned long ago; small villages are often left for side trips. A quick day trip from larger cities, tours arranged by tour guides, overflows the smaller destinations during the day. If this is your absolute only way to see Hallstatt, take it. However, like with other places steeped with tourism, I suggest staying a few nights. It is after the tour buses load up and leave, the place becomes yours. The cobbled lanes imbued with tourists empties out, quietness settles in, at some point late in the evening you may have various places all to yourself. This is when you

truly experience the magic these special destinations have to offer.

It is because this dreamlike village is no longer a secret you will find the population of just over 800 full time residents play host to more than a million visitors a year. During the busy season over 10,000 people can show up each day. Consider this while planning your visit. While the warmer months will be filled with color, it may also be filled with people shoulder to shoulder.

I personally prefer the off seasons. Less tourists, less expensive and shorter lines are a no brainer in my opinion. However, I don't think there is a bad time to visit Hallstatt. I'm sure it is just as beautiful cloaked in fresh fallen snow as it is when it is bursting with flowers.

While in Hallstatt you will be compelled to take photographs nonstop. With cameras everywhere the poor village must feel like the paparazzi never goes away. The area itself is small and can be walked in about an hour. Go out there take all the photos you want. Then stroll it again with your camera tucked away. Just walk around and soak in everything. Lean over the rails at the Parish of the Assumption and look out over the lake, walk through the churches, sit quietly at the distinctive cemetery. visit the unusual Hallstatt Ossuary, take the funicular to the top of Hallstatt and leisurely walk through the forest, enjoy long breakfasts looking out over the water, eat the extra pastry and drink another coffee, embrace the moment.

Hallstatt was designated an UNESCO World Heritage Site in 1997. Its salt mine is the oldest in the world and provided the region with prosperity. This is reflected in the affluent architecture throughout the entire Salzkammergut region. While visiting Hallstatt make sure you go to the salt mine, Salzwelten Hallstatt, with roots back to the second millennium B.C. It has the oldest ladder in history available to view at the end of the tour, which is extremely impressive. The tour has several stairs, inclines and a lot of walking, so wear good shoes. During the tour you will also slide down fabulous wood miners slides that take you deep underground. The excellently guided tour will give you historical and current information about the mine and how the area grew around it over the millennia. You will be moving through areas where miners have worked for over 7,000 years.

On the way back down from your tour of Salzwelten stop off at the Welterbeblick, the Hallstatt Skywalk, for an eagle's eye view of the village and lake below.

There are several places to eat in the Old Town and Central Square Marktplatz, but make sure to make a reservation. Even in the off season the restaurants fill up fast. May I suggest the fresh fish, caught locally at the lake. However, everything was scrumptious.

Everyplace we visited in Hallstatt was superb. The people are friendly, helpful and hospitable. It is a great place to visit for anyone looking for a bit of *märchenvald*, fairytale.

If Hallstatt, Austria is on your bucket list, move it up a notch or two. If it isn't, add it! It truly is a real-life fairytale.



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#### Individual

**BI Wheeler** 

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#### **Cindy Faris**

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#### David Leach

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#### **Dick Bullwinkle**

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#### Gary & Charlotte Petermeier

1804 High Point Dr. Pilot Point, Texas 76258 (940) 686-2454 hoffpete@aol.com

#### James Wilson

521 W Gould Pilot Point, TX 76258 (940) 902-1380 j.m.wilson76@gmail.com

#### Jerry & Cheryl Alford

P. O. Box 1314 Pilot Point, TX 76258 (940) 686-5371 jerryalford@verizon.net

#### Judd Kearby

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#### Kate Major E Burks Śt Pilot Point, TX 76258 katemajor819@gmail.com

**Mary Ellen Richards** 611 W Georgia Ave Pilot Point, TX 76258 (940) 841-2382 maryellenisall@gmail.com

Monica David 10055 Strittmatter Rd Pilot Point, TX 76258 (940) 367-0895 mcdavid1@verizon.net

Ray Dane 102 E Main Street Pilot Point, TX 76258 rdane@cityofpilotpoint.org

Ric Sadler Pilot Point, TX 76258 (832) 863-9357 ricsadler@gmail.com

#### Insurance

Mike Thompson Insurance - Nationwide 5099 US Hwy 377 ste 400 Aubrey, TX 76227 (940) 343-5713 THOMPG1@nationwide.com www.mikethompsoninsurance.com

#### Remuda Risk Management

7351 Colton Lane, Pilot Point, TX 76258 (701) 361-9832 nolanjohnsrud@gmail.com

#### Selz & Henzler Insurance Agency

103 S Jefferson St. Pilot Point, Texas 76258 (940) 686-2915 agency@selzhenzler.com www.selzhenzler.com

#### Shannon Stephens - Hutcherson

Insurance Group LLC 1212 N Locust St Denton, TX 76201 (940) 395-1181 shannon@hutchinsure.net

#### Landscaping

Upscale Lawn Care Pilot PointTX 76258 (940) 200-1822 jaredwhipple45@gmail.com

#### Lumber and Sawmill

Cedar Depot 1965 Ray Roberts Parkway Tioga, TX 76271 (940) 440-2424 cedardepot05@vahoo.com www.cedardepoticllc.com

#### **Manufacturing & Production**

Rockstar Welding 8490 US 377 Pilot Point, TX 76258 (940) 488-4144 landon.runyan@rockstarwelding.com www.RockstarWelding.com

#### Staley Steel, Inc

9620 St John Rd Pilot Point, TX 76258 (940) 686-6000 staleysteel@staleysteel.com

Stratus Designs 600 S Highway 377 Pilot Point , Texas 76258 (940) 686-7400 info@stratus-designs.com www.stratus-designs.com

Sturm Welding 111 E. Liberty St. Pilot Point, Texas 76258 (940) 686-2492 shawn@sturmwelding.com sturmwelding.com

#### Meat Processing

**Pilot Point Meat Processing** 203 S. Jefferson Pilot Point, TX 76258 (940) 286-0520 carriagehill12@gmail.com

#### Medical, Dental & Nursing Care

Cedar Ridge Rehabilitation and Healthcare Center 1700 N Washington St, Pilot Point, TX 76258 (940) 686-5556 www.nexion-health.com/cedarridge/about-us/our-story/

### CommunityMed Urgent Care 11350 US-380 #100

Cross Roads, , TX 76227 (817) 778-9432, Jgilbreath@cmucs.com www.CommunityMedCare.com

#### Cook Children's Health Care System

1350 N. Preston Rd., Suite 40 Prosper, Texas 75078 (682) 885-6212 Greg@CookChildrens.org www.cookchildrens.org

#### Home Hospice of Grayson, Cooke & Fannin Counties

P. O. Box 2306 Sherman, TX 75090 (903) 868-9315 nancy.jackson@homehospice.org

#### Pilot Point Home Healthcare

401 E. Main Whitesboro, TX 76273 (903) 564-7709 chris@cpointhealth.com

#### **Optical Services**

**Pilot Point Family Eye Care** 770 Highway 377 South, Suite 201 Pilot Point, TX 76258 (940) 248-9868 drsmith@pilotpointfamilyeyecare.com www.pilotpointfamilyeyecare.com

#### Pest Control

Federal Pest Solutions, LLC 10510 Stiles Rd Pilot Point, TX 76258 (940) 686-3017 sales@federalpestsolutions.com www.federalpestsolutions.com

#### Pets

Fetch Pet Hotel 10344 Friendship Road Pilot Point, TX 76258 (940) 999-8664 Fetchph@icloud.com www.fetchpethotel.com

#### Pharmacy

**Brookshire Bros** 750 US HWY 377 Pilot Point, TX 76258 (940) 686-2036 DStr0109@brookshirebros.com brookshirebrothers.com

#### Plumbing

Neu Plumbing, Inc. 1117 Foundation Dr. Pilot Point, TX 76258 940-580-2200 ext. 1 www.neuplumbing.com

#### Press/Publications/Radio

Devil Doc Publishing | AT EASE! Veterans Magazine PO Box 133 Pilot Point, TX 76258 (940) 209-0022

(940) 209-0022 info@theateasemagazine.com www.theateasemagazine.com/

#### Property Leasing & Management

Talley Ranch 8914 Hames Rd Pilot Point, TX 76258 (817) 788-8651 mike@yardelle.com

#### **Real Estate Services**

Chapin Title RO. Box 1303 Pilot Point, Texas 76258 (940) 686-4445 www.chapintitle.com/pilot-point

#### Debi Leavitt, Realtor, Coldwell Banker Realty

7420 Dawn Ave Pilot Point, TX 76258 (972) 567-9107 debi.leavitt@cbdfw.com debileavitt.com

Devin Freeman - Competitive Edge Realty

8970 Hub Clark Rd., Pilot Point, TX 76258 (903) 896-5456 devin@devinfreeman.realtor, devinfreeman.realtor

#### DW Slater Company

909 S Jefferson St. Pilot Point, TX 76258 (214) 543-1653 david@dwslaterco.com www.dwslaterco.com

#### Erin Bogar, REALTOR

201 N Sherman Dr., Aubrey, TX 76227 (682) 552-2824 erinlbogar@gmail.com, erinbogar1.brikorealtyservices.com

#### Patriot Property Group

8441 Lights Ranch Road, Pilot Point, TX 76258 (817) 875-4992 carrie@patriotpropertygroup.net www.carriemillett.fathomrealty.com

PD Realty

P. O. Box 964 Pilot Point, TX 76258 (940) 391-5658 pennybdj@aol.com www.pdrealty.com

#### Sarah Boyd & Company

113 S. Jefferson St. Pilot Point, TX 76258 (214) 649-4403 sarah@sarahboydandco.com sarahboydrealty.com

#### **Signature Company Realtors**

P.Ŏ. Box 250 209 N. Ray Roberts Pkwy Tioga, TX 76271 (940) 437-2395 Terry@SignatureRE.co, www.signatureRE.com

#### T Wilson Associates

10739 Bridge Hollow Ct Dallas, TX 75229 (972) 740-3256 kirk@twilson.com twilson.com

#### Talley & Co. Real Estate

8914 Hames Road Pilot Point, TX 76258 (254) 718-6791 kelsey@talleyandco.com talleyandco.com

#### Texas T Realty Team w/Century 21

3537 Teasley Lane ATTN: Texas T Realty Team Denton, TX 76210-8487 (940) 735-9898 Texas TRealty Team@gmail.com century21.com/real-estate-agent/profile/texastammy-P80121446

#### Travis Irick - Irick Real Estate Group

1255 S Hwy 377 Pilot Point, TX 76258 (940) 368-1423 Irickrealestate@gmail.com pilotpoint.com

#### Whitney Delcourt

1255 Hwy 377 Pilot Point, TX 76258 (214) 724-1607 whitneydelcourt@gmail.com

#### **RV Parks**

#### Lake Ray Roberts RV Park and Storage

972 W. Walcott St. Pilot Point, TX 76258 (940) 391-4252 www.LakeRayRobertsRV.com

#### Signs & Banners

Anchor Graphics, Inc. 224 W Division St Pilot Point, Texas 75258 (972) 422-4300 marketing@anchorgraphics.com,anchorgraphics.com

#### Signal Sign 1218 S Hwy 377 Pilot Point, Toyog 762

(940) 686-2054 robinsigntx@yahoo.com, signalsigntx.com

#### Solid Waste Collection

**Republic Services** 551 Huffines Blvd, Lewisville, TX 75056 (469) 389-8045 www.republicservices.com

#### Rhino Waste Removal

3575 Lone Star Circle #303 Fort Worth, Texas 76177 (469) 607-4466 info@rhinoremoval.com www.RhinoRemoval.com

#### **Sporting Goods**

Cordell Outdoorz LLC 619 N Ray Roberts Pkway Tioga, TX 76271 (940) 220-8893

#### **Tattoo Artist**

**Yeti Ink** 408 Hwy 377 Pilot Point, TX 76258 (940) 324-3081 yetiinkpp@gmail.com

#### Telecommunications

Nortex Communications 205 N. Walnut St. Muenster, TX 75262 (940) 759-2251 customerservice@nortex.com,www.nortex.com

#### **Travel Agencies**

AFG Travel 110B Washington Pilot Point, TX 76258 (903) 651-1313 vmaulie@gmail.com www.afg-travel.com

#### **Trucking/ Transport Company**

Atra Logistics 325 W Grove St Pilot Point, TX 76258 (940) 597-3751 ambrosio.tatiana@gmail.com atralogistics.com

#### Utilities

Atmos Energy 106 N Bradshaw St. Denton, TX 76205 (972) 360-4418 John.Manganilla@atmosenergy.com www.atmosenergy.com

#### **CoServ Electric**

7701 South Stemmons Corinth, Texas 76210 (940) 321-7800 jgibson@coserv.com

#### **Muirfield Energy**

461 Peggy Ln Gunter, TX 75058 (817) 739-2623 mgonzales@muirfieldenergy.com

TNMP 1001 Foundation Dr. Pilot Point, Texas 76258 (903) 271-7770 Barry.Bonds@tnmp.com

#### Water Filtration & Treatment

Fluid Concepts, Inc. P O Box 1200 Pilot Point, TX 76258 (940) 686-2800 drwatermd@aol.com

#### Website Design

**Dog Gone Marketing** 101 N Hill St Pilot Point, Texas 76258 (432) 269-7259 doggonemarketing.com

#### Wholesale

Wireox LLC 1115 JC In BLDG # 1 Pilot Point, TX 76258 (313) 645-9151 haroon@wireox.com www.wireox.com

## **STEP BACK IN TIME** for the Time of Your Life at

## SCARBOROUGH RENAISSANCE FESTIVAL<sup>®</sup>!

#### By Helaine B. Thompson



Scarborough Renaissance Festival<sup>®</sup> returns April 8th for its 42nd season and will runs eight consecutive weeks every Saturday & Sunday through Memorial Day Monday, May 29th. Scarborough Renaissance Festival<sup>®</sup> is one of the most unique, one-of-a-kind Festival experiences in North Texas offering interactive fun for everyone set in the 16th Century days of King Henry VIII. You will step back in time in our 35-acre re-creation of an English village filled with more than 20 stages of non-stop entertainment, an amazing Artisan Marketplace with 200 shoppes filled with exquisite treasures and authentic artisan demonstrations. Plus, there are Games of Skill, Renaissance Rides, food & drink fit for a King, and much, much more!

A big part of what sets Scarborough Renaissance Festival<sup>®</sup> apart from other festivals is the extraordinary entertainment. Cheer on knights jousting for honor and learn about Birds of Prey and their amazing prowess. Be amazed by sword swallowers, acrobats, jugglers, a 30+ time world-record holding whip artist, belly dancers, and

so many more. There's rocking Scottish bagpipes and Renaissance style music on age old instruments such as mandolins, harps, and hammered dulcimers. In 2023 the Festival is also introducing half a dozen new shows. Where else can you see fairies, meet King Henry VIII and Queen Katherine Parr (number 6 for those who are counting), watch a Cat & Rat Circus, or meet live mermaids? Plus, it's all interactive – you never know when you might have a one-on-one conversation with a performer or even become a part of a show! For more mature visitors, there are also several stages dedicated to PG-16 entertainment.

The 90+ members of Scarborough's performing company can also be found throughout the Festival bringing the "Village of Scarborough" to life with cannon drill & ancient weapons demonstrations, lessons in History, Customs & Manners, competing in Combat Competitions, or teaching you how to dance a Court Dance!

You can enjoy the human-powered Renaissance rides, games of skill, a Petting Zoo, pony rides, and the Grande Parade.

Entertainment is not the only thing to enjoy at Scarborough Renaissance Festival\*. The Festival's Artisan Marketplace is one of the largest outdoor juried craft shows in the country with over 200 shoppes filled with exquisite one-of-a-kind handmade treasures. These are not your ordinary "crafts", these are unique treasures that you simply cannot find at any other art show or event such as glass sculptures, pottery, life castings, masks, stone carvings, metal works, apparel, handmade soaps, blown glass, tapestries, and handwoven hammocks just to name a few. There are also demonstrations by many of the artisans showcasing age-old crafts such as glass sculpting, candle making, glass blowing, stone carving, weaving, pottery, and metal works throughout each day of the Festival.

When you are ready to take a break, enjoy food fit for a king! The food at Scarborough Renaissance Festival\* is a step above traditional "fair" food in both quality and variety. Feast on our signature giant smoked Turkey legs (the best you will ever eat) and Scottish Eggs. Don't miss out on the handmade pastas at the Pasta Palace, the tasty treats made from scratch at the Scarborough Bakery each day, and the largest selection of food-on-a-stick in Texas! Indulge on crab cakes, fresh fruit, salads, Italian nachos, stirfry, gyros, giant fajitas, stuffed spuds, tempura delights, fresh hummus, crepes, quiches, and fish & chips. You can also try some of the featured items and weekly specials at our full-service restaurant – the Rose & Crown Inn – like Shepard's Pie, Muffulettas, and seasoned meat pies.

Adults can enjoy Scarborough's new mead selection from North Texas' own Breaking Brew Meadery along with craft beers and other libations at the twelve pubs and taverns. Those with a more discerning pallets can partake in the daily wine or beer tasting events. Each week of the Festival, the tastings have a different theme and variety of wine or beer so each week is a different experience. The tastings are separate ticketed events (\$35 per



person in addition to Festival admission) and space is limited, so you will want to get your discounted tickets at www.SRFestival.com ahead of time. Of course, you must be at least 21 to enjoy the adult beverages or participate in the tasting events.

Each weekend also has a different theme and a variety of special events such as Kid's Free and the \$10 off discount for Seniors on the opening weekend (April 8 & 9), the Artisans Showcase and Celtic Weekend just to name a few. Some of the special events such as the Chocolate Sensations Tasting Event (May13 & 14) require a separate ticket and space can be extremely limited, so get your tickets early. If you are into cosplay and/ or costumes, you don't want to miss the Viking & Ale Weekend (April 22 & 23), Live the Fantasy Weekend (April 29 & 30) and Legends of the Seas Weekend (May 20 & 21) where you can compete in costume contests and other fun events! Keep in mind that while costumes are welcome every day of the Festival, they are definitely not required.

Festival tickets are \$37 for adults and \$17 for children. Kids 4 and under are always free. Discount tickets can be found at Tom Thumb & Albertsons starting April 1st. Get all the details at www.SRFestival.com. You can also find Scarborough Renaissance Festival\* at SRFestival on Facebook, TikTok, YouTube, Twitter and TheSRFestival on Instagram.

So come, step back in time for the time of your life at the most unique festival in North Texas – the 42nd Annual Scarborough Renaissance Festival®1 For eight weeks only – Saturdays and Sundays and Memorial Day Monday - April 8– May 29. Just 30 minutes south of downtown Dallas off I-35E in Waxahachie.



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Tell Them You Found Them in Pilot Point Guide

## Denton County Master Gardener Association

By Susan Cook and Ricky Wilkins

#### Saturday April 29th-Spring Plant Sale

Denton County Master Gardeners will hold their Spring Plant Sale on the grounds of the Trinity United

on the grounds of the Trinity United Methodist Church, 633 Hobson Lane, in Denton. A wide selection of native and well-adapted plants from local growers and from Master Gardeners' own gardens will be available. Shoppers can expect to find perennials, ornamental grasses, small shrubs and trees, annuals, herbs, bulbs, corms, and edibles that have a record of performing well in

Two Great

Events



our challenging North Texas climate. Exciting new varieties will be available, too, as well as old favorites that require a little extra care in a pot or planter. Gardeners on a tight budget will find plenty of bargains at the Make an Offer section.

Master Gardeners will be at every table to help their fellow gardeners find the just the right plants for their gardens. In addition, beginning gardeners or gardeners new to North Texas can get landscape suggestions and solutions from the Master Gardeners at the Gardenscapers table and have their specific gardening questions answered at the Ask a Master Gardener table. The best plant selection will be at 9:00 a.m. when the sale opens. Hours are 9:00 a.m. to 2:00 p.m., rain or shine. Wagons and carts will be available, but customers are welcome to bring their own.

#### Saturday May 13th- 2023 Annual Garden Tour

Inspiration abounds on self-guided tours of these four unique Denton County properties. Learn about garden design, native plants, enjoy children's activities, and shop for gardening goodies during the tour. The tour is scheduled during its traditional Mother's Day weekend Saturday, May 13, 9AM-4PM.

The only rules at the Hidden Cottage Garden in Denton are variety and abundance. Beds with the riotous colors of Poppies, Yarrow, Roses, Verbena, and their native and adaptive flower friends spill onto curved rock pathways while attracting pollinators and birds.

At Red Rock Crossing in Lake Dallas, enjoy nature's beauty and tranquility on the largest property on the tour. The carefully "wildscaped" design provides habitats for wildlife and pollinators. See its all-sun, shade, xeriscaping, rain, and pollinator gardens.

The Wildlife Waystation in Oak Point features an environmentally responsible space with permeable walkways, raised-bed edible gardens, composting, and rainwater harvesting systems in a small space. The owners' design is aesthetically pleasing and a designated Monarch Waystation and National Certified Wildlife Habitat.



At Hundred Woods Acre in Oak Point, the owner's love of Winnie The Pooh makes this property a fantastical adventure. Children will be delighted with the fairy and mini-themed gardens, the dragon treehouse, and the mural of the lake and wildlife.

Also, shop for goodies to decorate your garden and home

at the Market at the Garden Tour, featuring local artists and Master Gardener craftspeople.

Tickets are on sale now through DCMGA.com. Advance tickets are \$15, and \$20 on the day of the tour. Children under 12 are free. The tour will take place rain or shine.

For more information about gardening in North Texas see dcmga.com,

Happy Gardening!



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We can only Thank God, for His Watch-care, His Protection, and His Love for us all! Feel free to join us for worship, on Saturdays, at 10:00am for small groups, or 11:10am for worship! From our DFSDA family, we wish you all a Blessed year! Let's get ready, Jesus is coming soon!

> Denton First Seventh Day Adventist Church 11010 Hwy 377, Pilot Point TX 76258 Cell: 940 484 4889

## You Can Take It With You!

Would you like to be in the next issue of Pilot Point Guide? If so, send us your photo with your Pilot Point Guide to YouCanTakeltWithYou@380Guide.com



Larry and Betty Linton took their Guide with them to Parisi Udvar in Budapest, Hungary and Hallstatt, Austria.

Jodie Prickett took her Guide with her to the historic Marmorosch in Bucharest, Romania.



## Why Should I USE A REALTOR to Buy/Sell My Home?

Hiring a REALTOR (licensed real estate agent that's a member of the National Association of Realtors) can save you both time and money. They can make the difference in selling your home or having a "winning offer"! Having an expert that knows the ins and outs of your local market and guide you to a successful closing is invaluable. Selling and purchasing a home for most is the largest financial transaction and often stressful and complex. Why go it alone when you can have an advocate on your team with years of negotiation experience? This is especially true if you are purchasing a new construction home. It's extremely important to have a Realtor because the builder has all the leverage in the transaction and uses their own contracts. If they are certified in new construction sales it is a plus. PLEASE make sure to take your Realtor with you BEFORE you go to the model home. Many times the builder will not allow future representation if you don't include your Realtor from the initial visit.

Exclusive access to accurate market data and over 150 real estate forms, your realtor will ensure you have the critical information needed. In addition, they can provide you with professional contacts and referrals from lenders to landscapers.

The current real estate market has changed significantly since 2021.

According to NTREIS, in Denton County, YTD 2023 median price of a home is \$425,000. This is down 1.2% from 2022 \$430,000 (based on existing and new construction home sales).

The number of days a home is currently on the market is 53 (76 days for new construction) which is an increase of 190% over this time last year of 16 days.

The Good news is we have 1.9 months of inventory. This is UP 216.7% from this time in 2022.

Last April, I stood in line with my buyers (and 50+ others!) for a lottery chance to buy 1 of 21 new homes with 6 different floor plans! Over 5 hours later, my buyers where the last ones called and signed paperwork for the last available home. Thankfully it was their favorite floor plan.

So how do you select a REALTOR to help buy or sell a home? In this ever-changing market it is imperative to work with a REALTOR that is experienced, honest, and knowledgeable with the local and surrounding area. They should keep up



The Vances who are Denton Sheriff and Pilot Point Police Officer won the Lottery!

with current contracts and forms. A great reputation in the community is critical. A referral is always your best option! ASK your friends and family who've used a Realtor in the past two years if they would use them again. Were they a good negotiator, communicator, and easy to reach? If you don't have a referral source, look in the local Chamber of Commerce directory, local paper or magazine ads. Call ALL of the Realtors you find via local sources! Did they answer the phone? Did you get a call back if they didn't answer? Interview the top 2-3 Realtors you connect with before signing a Buyers Representation or Listing Agreement.

Suggested questions to ask when you interview a Realtor:

Are you a member of the National Association of Realtors? NAR Realtor's are held to a higher level of ethics and standards.

What are your hours and are you available weekends and evenings?

Do you have experience with the specific real estate ie residential vs. commercial.

What services do you provide for sellers that are included in your fee? For example, professional photography, staging, open houses, marketing and listing price strategies.

What services do you provide to buyers?

Do you have preferred lenders and mortgage companies that you can recommend for pre-approval? This is critical when the interest rates are rapidly changing! You need a lender that is reputable and accessible to secure your offer.

Once you find the Realtor you want to work with, you'll be asked to sign a Listing Agreement (if you are selling your home) and a Buyers Representation Agreement (if purchasing a home). These documents should be explained to you prior to signing. You should also be informed that you can terminate the agreement at any time by signing the proper form. When you hire a Realtor, they need to work for YOU and put YOUR needs above their own. Don't be afraid to ask for references or reviews from previous clients. My clients become my friends!



The Carneys sold home in Tioga



Carneys dreams come true with purchase in Gunter



*The Schlotters purchase new construction Eric is the Aubrey Fire Chief* 



The Wiersemas sold property in Valley View



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