

*Let your smile  
radiate confidence  
this spring!*



**Portland & Central Maine**  
DENTAL HEALTH CARE  
& Implant Centers

**Entrust Your Smile to our  
Highly Trained Dentists**

At Portland and Central Maine Dental Health Care & Implant Centers we work to ensure your teeth remain healthy, beautiful and functional at all ages. In our modern, comfortable and friendly offices we offer nearly unlimited services including:

- Regular healthy smile checkups
- Full array of family/general dentistry, including root canals and extractions
- Cosmetic dentistry including tooth whitening, veneers, crowns and bridges
- Dental Implants (surgical and prosthetic services) for a fixed solution for missing teeth
- Emergency care
- Sedation Dentistry  
*nitrous oxide, oral and IV sedation*

Peter M. Davis, DMD, DICOI  
Michelle R. Verrier-Davis, DMD, DICOI  
Donald W. Verrier, DDS, FAGD  
Joel S. Doyon, DDS, FAGD  
Dheeraj Pamidimukkala, DMD

*Drs. Peter and Michelle are now  
Invisalign® I and II certified, call  
today for your evaluation!*

*Open evenings and some  
Saturdays!*

**Portland 207.797.5000**  
315 Auburn Street



**Lewiston 207.783.8800**  
488 Sabbattus Street

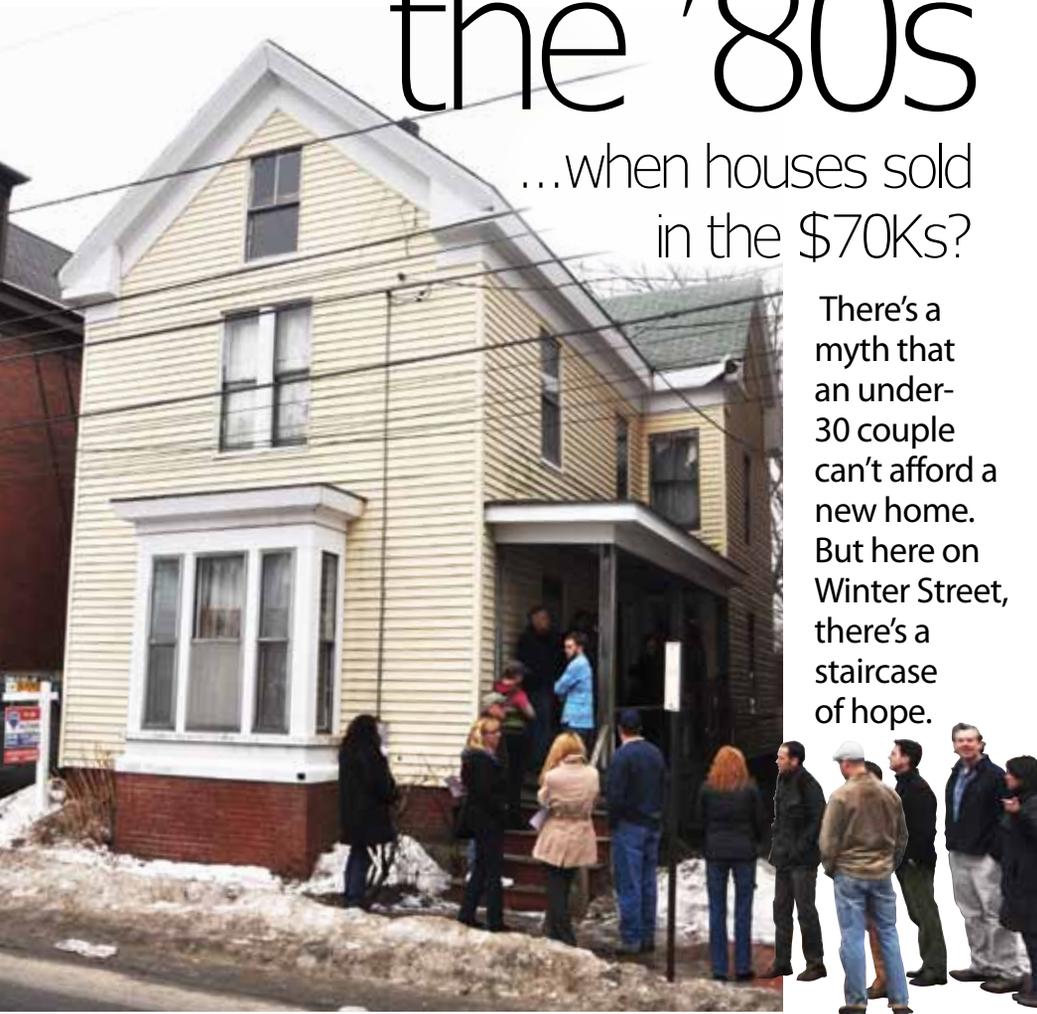
*Scan me with your smartphone!*

*Gift certificates are available for any of our services and are a great gift!*

*[www.portlandmainedental.com](http://www.portlandmainedental.com)*

# Remember the '80s

...when houses sold in the \$70Ks?



There's a myth that an under-30 couple can't afford a new home. But here on Winter Street, there's a staircase of hope.

**W**hen I was younger and still in college, my father gave me some advice: "Don't be afraid to get dirty." That sentiment on character couldn't mean more to me now—engaged and under 30—as I wait in line to check out the \$79,000 house at 116 Winter Street.

Among the line of 50 or more realtors, brokers, handymen in overalls, the plainly curious neighbors, and the real estate hawks, there's a chatter:

"Can you imagine what it must look like inside?"

"There must be something wrong."

It's all decisively critical without evidence. Though perhaps it's the yellow vinyl siding and porch banister detached and swaying.

As the first visitors emerge from their tour, they seem to corroborate. "Is it worth

it?" someone asks from the crowd. A man replies, carrying a flashlight, "After three dumpster loads, it'll be worth \$75,000 to me." Everyone shares the laugh, and a chilly gust clamors down Winter. The sheer number of us waiting to get in appears to belie what greatness we'll find.

Inside, I discover a world of unknowns—I have no idea how to fix these things: The ceilings have water damage, the wood floors bend under my steps, and sleeves of asbestos wrap around pipes in the basement.

"That's about \$7,500 right there," real estate agent and general contractor Tom Landry says. He points out the wiring. "This old stuff gets too much usage today: \$25,000-\$30,000. And the leaking roof? Seventeen grand." In the cavernous halls of the three floors, I hear the probing murmur of others. They test hinges and



CONROY-TULLY  
CRAWFORD

FUNERAL HOMES & CREMATION SERVICES



Portland's only  
independently  
owned and  
family operated  
funeral home.

172 State Street, Portland • 773-6511 • [ctcrawford.com](http://ctcrawford.com)

## STEVE JAYNES



Professional  
painting,  
wallpapering  
& interior  
decorating  
contractor

30 YRS. EXPERIENCE  
Completely Insured

Call for a free estimate: 595-1577  
Visit website for big savings coupons: [stevejaynes.com](http://stevejaynes.com)

## Maide for You

Your Personal Cleaning Service

- Locally owned
- Customized cleaning
- Invoicing packages available
- All major credit cards accepted
- Employee background checks
- Special care for every client
  - Flexible scheduling
  - Attention to detail
  - Fully insured



Maide for You  
207-653-1837  
[maideforyou.com](http://maideforyou.com)



(l to r): David Mitchell, Christopher Rogers, Lauren Schaefer-Bove, Zara Machatine, Steve Guthrie, Dana Ricker

## The Portland Harbor Group at Morgan Stanley Smith Barney

Providing Strategies designed to assist you with Wealth Creation, Preservation and Distribution

- Estate Planning
- Retirement Planning
- Trusts
- Corporate and Business Retirement
- Wealth Advisory Services
- Executive Financial Services

### Steve Guthrie

Senior Vice President  
Financial Advisor

### David M. Mitchell

Vice President  
Financial Advisor  
Financial Planning Specialist

### Dana A. Ricker

Vice President  
Financial Advisor  
Financial Planning Specialist

### Christopher G. Rogers

Senior Vice President  
Financial Advisor

### Lauren Schaefer-Bove

Senior Registered Associate

### Zara Machatine

Client Service Associate

100 Middle Street, 3rd Floor  
Portland, ME 04101  
theportlandharbgroup@mssb.com  
<http://fa.morganstanleyindividual.com/theportlandharbgroup/>  
800-442-6722 207-771-0800

**MorganStanley  
SmithBarney**

Morgan Stanley Smith Barney and its Financial Advisors do not provide tax or legal advice. Please consult your personal tax advisor regarding taxation and tax planning and your attorney for personal trusts. This material has been prepared for informational purposes only and is not an offer to buy or sell or a solicitation of any offer to buy or sell any security/instrument or to participate in any trading strategy.

© 2012 Morgan Stanley Smith Barney LLC. Member SIPC.

GP11-01363P-N09/11 7049517 MAR009 03/12



check for studs. "You have to create an environment you can actually work in," Landry says. What would Tom Hanks add to that?

But there's a certain charm to this nearly 200-year-old relic. The decorative plaster molding in the main bedroom runs its course smoothly along the four walls; Landry loves the rosettes and the coffered ceiling, too. "Amazing detail. It's beautiful. I keep coming back to it."

Although it's partially covered, the two-story staircase appears to be floating—architectural magic—and it has an antique banister. "It's really nice, probably original," realtor Wendy Harmon says. "Some rooms look like they had French doors. There are so many hidden details I like."

In the middle of the house, I find myself in a sort of suspended state, between the first and third floor, between liking and disliking the home. People file around me as if I stand in the concourse in Fenway, waiting to watch

## Time to Buy?

116 WINTER STREET, THEN & NOW, \$79,000

### IF THIS WERE 2003

5.96% APR, 30-year fixed mortgage  
\$471 monthly payment

### EVEN BETTER NOW IN 2012!

4.28% APR, 30-year fixed mortgage  
\$390 monthly payment  
(bankrate.com; hsh.com)

### COMPARE TO: WEST END RENTAL

4-bedroom, with parking  
\$1,400 monthly rent  
(craigslist.org)

the first pitch on a television screen. Others hurry downstairs. But under the punch of warmth from a skylight, I'm beginning to warm to Winter.

Is this a home for a first-time buyer? "It needs 10 dumpster loads and \$200,000 worth of work," Landry says. But Ronda Jones, a loan officer for the city, says support is available for people just like me. "We help families purchase

first homes through special loan programs, with lending rates at zero percent," she says. "We also have loans for home improvement—up to \$15,000 for general work and \$10,000 for lead paint removal. Those rates range up to three percent." It won't help flip the house, but these loans start me and anyone else in my situation in the right direction.

Outside, as everyone's leaving, I remember my father buying old cars and renting decrepit properties just to fix them up. "There's nothing wrong with it. It just needs work," he'd say. For a first home, for someone starting out, there's nothing wrong with the house near the intersection of Winter and Spring. In fact, I'll be ready by summer. ■

» It isn't often an open-house draws crowds so large it's like a night club. Was this a stunt or savvy marketing? The city of Portland assesses it for \$230,800. At press time, offers edipsed \$79K and were rumored to have risen above \$100K. For more photos of this underpriced phenomenon, visit [portlandmonthly.com/portmag/2012/03/winter-extras](http://portlandmonthly.com/portmag/2012/03/winter-extras).



## BREAKFAST AND BRUNCH SO TASTY

IT'LL MAKE YOU WANNA LICK YOUR PLATE

Cinnamon Buns The Size of Utah,  
Hollandaise From The Heavens,  
Fresh Squeezed Mimosas  
And Good Looking Waitstaff.  
Saturdays 8 to 12 Sundays 8 to 2



## The Good Table Restaurant

Route 77, Cape Elizabeth  
799-4663

[www.thegoodtablerestaurant.net](http://www.thegoodtablerestaurant.net)



## Falmouth Flowers & Gifts

781-5533

*The Finest Flowers for Everyday  
and all Life's Special Occasions*

58 Washington Avenue, Portland

On the web: [falmouthflowersandgifts.com](http://falmouthflowersandgifts.com)

On Facebook: Falmouth Flowers and Gifts

## Rainbow Construction

799-3051

[www.rainbowconstructioninc.com](http://www.rainbowconstructioninc.com)

### indisco of maine

883-5562

Kitchens and Baths

[www.indisco.com](http://www.indisco.com)



Whether you're building or remodeling, consider Rainbow Construction and Indisco Kitchens. An exceptional team with a proven track record.

