

DO YOU JUST WANT IT LISTED OR DO YOU WANT IT SOLD?



#1



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

June 2007

## Dear Dad...

Dad, you're someone to look up to no matter how tall I've grown.

– Author Unknown

Dad didn't tell me how to live; he lived, and let me watch him do it.

– Clarence Budington Kelland

When I was a boy of 14, my father was so ignorant I could hardly stand to have the old man around. But when I got to be 21, I was astonished at how much he had learned in seven years.

– Mark Twain

My father gave me the greatest gift anyone could give another person: He believed in me. – Jim Valvano



Sunday, June 17:  
Happy Father's Day!

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

Information for YOUR Community

The Barlow Group—(805) 987-5755

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A father carries pictures where his money used to be.

– Author Unknown

There's something like a line of gold thread running through a man's words when he talks to his daughter, and gradually over the years it gets to be long enough for you to pick up in your hands and weave into a cloth that feels like love itself.

– John Gregory Brown

My father used to play with my brother and me in the yard. Mother would come out and say, "You're tearing up the grass." "We're not raising grass," Dad would reply. "We're raising boys."

– Harmon Killebrew

Let's honor fathers, grandfathers, husbands, brothers, sons – and all men who answer to the name "Dad."

*Steve Barlow*

# Home Safety Tips

June is National Safety Month and a great time to take these steps to make your home safer:

- ◆ Place a fire extinguisher in your kitchen and on every floor of your home.
- ◆ Install battery-powered smoke alarms including in all of your bedrooms. Check your local building codes to make sure you have the right kind of smoke detector and enough of them for the size and layout of your home.
- ◆ Install a CO (Carbon Monoxide) detector in your home.
- ◆ Use changing your clocks for Daylight Saving Time as a reminder to replace the batteries in your smoke detectors, and to check your fire extinguisher gauges to verify they're still full.
- ◆ Have a well-stocked first aid kit where everyone can find it. Your first aid kit should include activated charcoal (use only if instructed by a poison control center), adhesive tape, antiseptic ointment, adhesive bandages, triangular bandage, blanket, cold pack, disposable gloves, gauze pads, roller gauze, hand cleaner, plastic bags, scissors, tweezers, and a small flashlight with extra batteries.
- ◆ If you have children, or if children come to visit, put plastic covers in your electric outlets so they can't stick objects into them and risk getting shocked.
- ◆ Have a ground fault circuit interrupter (GFCI) electrical outlet installed in your kitchen, bathroom and around any other water source. These electric outlets can prevent electrocutions, electric shocks and some electric fires.
- ◆ Keep all electronics a safe distance from the sink, bathtub and shower in your bathroom as well as the sink in the kitchen.
- ◆ Investigate any water stains or cracks that appear on your ceilings – they could be signs of a serious water leak, either in your roof or in your water pipes. If not taken care of, the ceiling may eventually weaken and fall. If the problem is serious, call a professional.

Be Prepared!

## Home Safety Tour

Take a tour around your home looking in and around everything such as old appliances. Look for fraying wires or overloaded electrical outlets that could be fire hazards. See if there are any pieces of furniture that have sharp edges that could hurt someone.

If you're having visitors over, especially visitors with young children, prior to their visit is a great time to take the safety tour. Think about what kids might get into, especially down at their level. You'll definitely feel more comfortable knowing your home is safe for you and your guests.

– Adapted from *homemadesimple.com*

## ***HAPPY ANNIVERSARY TO YOUR HOME!***

- ☺ David & Helene Haleman
- ☺ Edith Kuznitz
- ☺ Gerald & Rosemary Vangsgard
- ☺ Sam Newman & Gilberto Chapa
- ☺ Helen Rimlinger
- ☺ Herman Rever
- ☺ Kathrin & Jassi Cheema
- ☺ Lauren Nemiroff

# Want To Save \$5 A Week?

If you want to save \$5 a week, adopting any one of these tips is a great way to start. When you're saving, you have to pay attention to the small stuff:

- Instead of going to a restaurant, organize a lunch swap. One day you make and bring lunch for a coworker. The next day, she does the same for you.
- Brew your own coffee and bring your own soda. You'll save money if you're not putting it into Starbucks' cash register or the soft drink machine.
- Always use your own bank's ATM – avoid those fees.
- When your favorite shampoo or other personal items go on sale, stock up so you won't have to pay full price in the future.



## No Foolin' – That's The Law!

Do you ever find yourself thinking there are just too many laws? Well, there are *more* laws out there than you think – laws that were put on the books and then forgotten. So says the Wacky Laws homepage, which presents the following authentic (“although mistakes are made”) laws for your entertainment. A note to law students: Don't use this as a source!

In Castaic, California, if a dentist accidentally pulls the wrong tooth, then the patient has the right to pull one of the dentist's teeth.

In Marshalltown, Iowa, it's illegal for horses to eat fire hydrants.

### ***WELCOME NEW CLIENTS***

Here are some of the new clients who became members of our “Real Estate Family” this past month. We'd like to welcome you and wish you all the best!

**Dudley & Ruth Rigg  
(Happy To Serve You Again)**

**Dollie Grant**

**Diana & Bill Alperin**

**Lucille Gest**

**(Happy To Serve You Again)**

**Warren Dance & Family**

**Al & Liz Cohn**

**Frank Nakashima**

**Jerry Kelleher**

**Catherine Mulholland Hurley**

**Elaine Pearce & Ron Redholtz**

**(Happy To Serve You Again)**

*We love giving recognition to our new friends and our wonderful existing clients who are kind enough to refer their friends and relatives to us.*

In Alabama, it's illegal for a driver to be blindfolded while operating a motor vehicle.

In Texas, “When two trains meet each other at a railroad crossing, each shall come to a full stop, and neither shall proceed until the other has gone.”

In Florida, the law states that if an elephant is tied to a parking meter, it must pay the same fees as a car.

In Utah, state law prohibits fishing from horseback.

In Seattle, Washington, it's illegal to carry a concealed weapon that's longer than six feet.

In Rochester, Michigan, the law states that anyone appearing in public in a bathing suit must have it inspected by a police officer.

In Wyoming, it's against the law to take a picture of

## May Quiz Answer

**Question:** Cinco de Mayo, May 5<sup>th</sup>, is the anniversary of what important event in Mexico's history?

**Answer:** The Battle of Puebla (1862)  
Source: www.mexonline.com

**Congratulations to Miriam Evans, V18.**

Your name was selected at random from all of the correct quiz entries and you'll receive a \$25 gift certificate to Wood Ranch.

**Watch for your name in a coming month**

a rabbit in the months of January, February, March or April.

In Sterling, Colorado, it's unlawful to allow a pet cat to run loose without a taillight.

## Before You Become A Pet Owner

Pets have profound effects on the lives of their human owners. They provide us with love, endless hours of companionship, and wonderful relationships that help fill our lives.

If you're considering becoming a pet owner, it's important to remember that it's not just fun and games. Being a responsible pet owner

requires first, that you choose a pet that best suits your lifestyle – do you have time for the daily care and attention a pet requires? Next, what's your budget for pet care? Have you considered the cost of food and trips to the veterinarian? Have you investigated pet health care insurance? And who will take care of your pet when you're on vacation or a business trip?

Spending time now considering your answers can bring you the *right* pet and an ongoing source of joy.

## How To Make The "Twos" Less Terrible

Nobody likes to hear a child demanding what they want from adults, but the truth is all children go through a stage where they do this. According to *Parenting* magazine, this usually happens somewhere between the age of two and three, hence the term the "Terrible Twos." It often happens innocently enough – your child tells you what he or she wants and you're delighted at the development of his or her language skills. But sooner or later, the child learns to say something along the lines of "Give me cookie now!" When that happens, many parents are at a loss to find a way to sculpt the behavior that will turn their demanding child into a mannerly tot. Here are some tips offered by parenting expert Dr. Jane Nelson:

- Find a calm moment to make a polite request of your toddler, and then let her practice doing the same with you.
- After you've taught him how to ask for something and he violates the rule, say "How do you ask?" Then ignore him until he comes up with the right method.
- Brag to your friends about how your toddler has learned to ask for things

### Advocate Of The Month

Congratulations to our Advocate Of The Month,  
*Eric & Susan Amerikaner.*

As the Advocate Of The Month they receive a  
\$25 Gift Certificate To  
Ottavio's Italian Restaurant.  
Thank You!

**Call us to find out how you can become  
Advocate Of The Month!**

politely and make sure your child is within earshot.

## Some Stress-Filled Statistics

Summertime is almost here, and that means it's time to make vacation plans. Right?

Well, perhaps not – if you're a U.S. worker.

According to surveys done by CareerBuilder.com, Expedia.com and other sources, people in the United States receive the fewest vacation days per year on average, compared with other developed countries:

U.S. – 14 days	Great Britain – 24 days
Australia – 17 days	Germany – 27 days
Canada – 19 days	France – 29 days

And what do we do with our vacation days?

Nearly one-third of us don't use all our vacation days. On average, we leave at least four days of vacation unclaimed annually; approximately 574 million days of vacation went unused in 2006.



### June Quiz Question

**What is the world's largest flower?**

Everyone who faxes, e-mails or calls in the correct answer by the 20th of this month will be entered into a drawing for a \$25 gift certificate to

*Wood Ranch BBQ & Grill.*

Call in answers to Corrine 987-5755 x27 or email [info@barlowwilliams.com](mailto:info@barlowwilliams.com)

**REFERRALS ARE THE LIFE BLOOD OF OUR BUSINESS... WE BELIEVE IN REFERRALS!**  
**HERE ARE SOME OF THE PEOPLE WE RECOMMEND:**

**PARTY PLEASERS**

**For all your party needs**

(805) 482-0339

**GREEN'S TERMITE**

**For all your pest control needs**

(805) 642-2177

**NMS MOVING SYSTEMS**

**For all your moving needs**

(805) 483-2497

**GOSE, LECHMAN & LUND**

**For all your estate planning needs**

(805) 389-7374

**PINNACLE FINANCIAL**

**For all your mortgage planning needs**

(805) 389-0282

For those of us who are taking vacation time, about one-third will be away only five days or less, while one in 10 of us limit ourselves to weekend getaways. Once we're on vacation, one in four of us works – checking and responding to email, taking and returning phone calls, seeking out Internet cafés and tapping away on our laptops. Then there's the segment that plans a vacation but postpones or cancels it due to work, and the group that simply doesn't take vacation at all.



“Vacations strengthen family bonds, create favorite memories and reduce stress,” says Kirsten Srinivasan in *U.S. Business Review*. “They offer a chance to recharge, reflect, and fight burnout.

“Our country's work ethic is a beautiful thing,” she concludes, “but so is vacation.”


## What Is A “Serving” Of Fruit Juice?

Nutritionists say that juice can be a great way to get many of the vitamins, minerals and phytochemicals we need. However, if you’re looking to boost your fiber intake and watching your calorie intake, juice might not be your best option. Why? Because you’re not going to get fiber from your juice, and you’ll still be hungry when you’re done drinking it. Experts recommend that only one or two servings of fruit a day should come from juice; instead, they recommended eating whole fruits. Consumers also need to be careful when consuming juices, because many are actually “cocktails” or may be called “juice beverages,” which means they’re not 100% juice. Also, according to the American Institute for Cancer Research, one serving of 100% fruit juice is six ounces, though many labels refer to a serving as eight ounces instead of six.

**Remember if you need...**

*a Few Copies*  
*To Send or Receive a Fax*  
*a Notary (by appointment)*  
*Pens*  
*Scratch Pads*  
*Letter Openers*  
*Bridge Score Pads*  
*a Glass of Water*  
*a Restroom*  
*or Just Want to Say Hello*  
*Don't Hesitate to Stop by our Office*

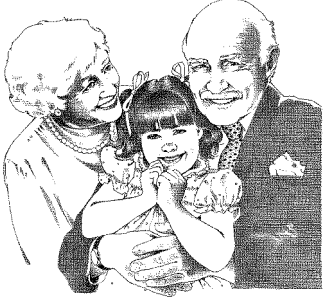


## Think Before You Click

Some spam emails – mortgage refinancing, for instance – can seem tempting to check out, but you’re probably better off not succumbing when it comes to electronic advertising that sounds too good to be true.

Some Internet ads seem to be just what you’re looking for. But be careful, says MSNBC’s Bob Sullivan in the *Red Tape Chronicles* blog. Three years ago Sullivan intentionally answered spam ads for cheap mortgage loans to see what would happen. He’s still getting calls from *answering* those ads. (He knows because he used a specific alias only for this purpose.) Sullivan points out that one small lapse in judgment can mean years of unwanted solicitation, so – think before you click.

**Remember,  
grandpas  
are fathers, too!**



*A grandfather is  
someone with silver in  
his hair and gold in  
his heart.*  
– Anonymous

*Be interested instead of interesting. – Anonymous*

*To succeed in life you need three things: a wishbone, a backbone and a funny bone. – Reba McEntire*

*A setback is a set-up for a comeback. – Mary Kay Ash*

*The fewer the facts, the stronger the opinion. – Arnold H. Glasow*

## BARLOW LISTINGS

## RENTALS

5142 Village 5	Del Mar	\$315,000
22230 Village 22	Brentwood	\$315,000
31109 Village 3	Brentwood	\$319,900
41082 Village 41	Capri	\$325,000
11113 Village 11	Del Mar	\$339,500
35207 Village 35	Holmby	\$379,000
37218 Village 37	Holmby	\$379,000
15306 Village 15	Galaxy	\$389,000
19233 Village 19	Holmby	\$390,000
9112 Village 9	El Dorado	\$398,000
20190 Village 20	Amalfi	\$399,000
20132 Village 20	Valencia	\$489,500
40216 Village 40	La Jolla	\$559,900
18210 Village 18	Amalfi	\$575,000

Monterey—coming in July

El Dorado—\$1750 / month

Information deemed reliable, but not guaranteed.

## ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the  
Ventura County MLS Corporation for  
May 29, 2007

#	Model	Price
1	Balboa	\$214,900
2	Avalon	\$230,000
3	Balboa	\$239,000
4	Avalon	\$249,000
5	Balboa	\$249,995
6	Newport	\$299,950
7	Monterey	\$299,999
8	Monterey	\$304,000
9	Monterey	\$310,000
10	Monterey	\$314,900
11	Del Mar	\$315,000
12	Brentwood	\$315,000
13	Brentwood	\$319,900
14	Capri	\$325,000
15	Capri	\$325,000
16	Coronado	\$329,900
17	Coronado II	\$336,000
18	Brentwood	\$339,000
19	Del Mar	\$339,500
20	Capri	\$344,900
21	Coronado II	\$349,900
22	Capri	\$359,000
23	Capri	\$359,900
24	Holmby	\$359,900
25	Capri	\$360,000
26	Holmby	\$360,000
27	Del Mar	\$369,000
28	El Dorado	\$375,000
29	Holmby	\$375,000
30	Holmby	\$379,000
31	Holmby	\$379,000
32	El Dorado	\$384,500
33	Holmby	\$389,000
34	Galaxy	\$389,000
35	Holmby	\$390,000
36	El Dorado	\$398,000
37	Amalfi	\$399,000
38	Amalfi	\$399,000
39	Capri	\$399,900
40	Amalfi	\$401,500
41	Amalfi	\$409,000
42	Amalfi	\$420,000
43	Holmby	\$420,000
44	Holmby	\$425,000
45	Amalfi	\$439,000
46	El Dorado	\$464,900
47	Valencia	\$485,000
48	Valencia	\$489,500
49	Valencia	\$495,000
50	El Dorado	\$495,000
51	Galaxy	\$508,900
52	Valencia	\$509,950
53	Amalfi	\$550,000
54	La Jolla	\$559,900
55	La Jolla	\$570,000
56	La Jolla	\$574,500
57	Amalfi	\$575,000

For Questions or Additional Information Call The Barlow Group  
(805) 987-5755 or Toll Free 1 (800) 382-2228. Information  
deemed reliable, but not guaranteed.

## PROPERTY SOLD IN LEISURE VILLAGE 2007

Based on information from the  
Ventura County MLS Corporation for the period  
January 1, 2007 to May 29, 2007

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	7	\$397,500	\$365,000	\$475,000	103
Avalon	-	-	-	-	-
Balboa	1	\$270,000	\$270,000	\$270,000	38
Bel Air	4	\$338,725	\$315,000	\$369,900	136
Brentwood	4	\$289,250	\$280,000	\$310,000	46
Capri	6	\$321,650	\$305,000	\$346,900	86
Capri 2	-	-	-	-	-
Coronado	3	\$321,500	\$287,000	\$365,000	33
Coronado II	2	\$330,000	\$300,000	\$360,000	106
Coronado I-C	1	\$360,000	\$360,000	\$360,000	18
Coro III-2-C	-	-	-	-	-
Del Mar	4	\$300,000	\$253,000	\$327,500	97
El Dorado	5	\$390,500	\$355,000	\$442,000	116
El Dorado I	1	\$445,000	\$445,000	\$445,000	90
El Dorado II	1	\$385,000	\$385,000	\$385,000	21
Fiesta	-	-	-	-	-
Galaxy	-	-	-	-	-
Holmby	2	\$382,500	\$375,000	\$390,000	46
La Jolla	3	\$549,000	\$515,000	\$595,000	60
Monterey	-	-	-	-	-
Monterey I	-	-	-	-	-
Newport	1	\$319,000	\$319,000	\$319,000	85
Valencia	4	\$492,125	\$460,000	\$529,000	128
<b>TOTAL</b>	<b>49</b>				

Information deemed reliable, but not guaranteed.

## Referral Reward Program

We want to thank those of you who have participated in the Client Referral program! Marketing for new clients costs us tons of time, money and energy. Like any company, we need new clients to stay in business. Over the years we've found that looking for new clients takes away from the time we would rather be spending with you and for you, and out with other clients.

If we helped you in the sale of or purchase of real estate, you know how well we serve our clients. If you refer your friends and relatives to us, everybody benefits. We can serve you better. We send you a nice gift. And we assure you that we'll take the very best care of any friends or family you refer to us.

**For more information about our Referral Reward Program, just give us a call at 805-987-5755.** It's a great program where, as our way of saying "thanks," we send you a token of our appreciation for recommending our services.

If you want any friends, coworkers, relatives, business acquaintances, etc. to receive a **FREE** subscription to this newsletter, please let us know their contact information and we'll send them the latest issue.

We'll also send them a note with their first issue telling them that you suggested they receive this newsletter, and to contact us if they would like to stop at any time. **If you enjoy this newsletter, share it with people you know, with no hassle for you!**

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*The Barlow Buzz*

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