



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

December 2007

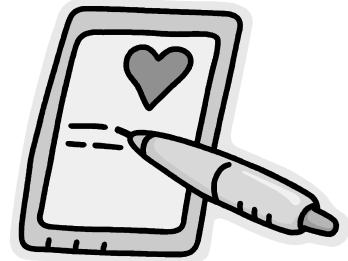
## What's On Your Shopping List?

If you're looking for great gift ideas...

**THE GIFT OF LISTENING:** But, you must *really* listen. No interrupting, no daydreaming, no planning your response. Just listen.

**THE GIFT OF AFFECTION:** Be generous with appropriate hugs, kisses, pats on the back and handholds. Let these small actions demonstrate the love you have for family and friends.

**THE GIFT OF LAUGHTER:** Clip cartoons. Share articles and funny stories. Your gift will say, "I love to laugh with you."



**THE GIFT OF A WRITTEN NOTE:** It can be a simple "Thanks for the help" note or a full sonnet. A brief, handwritten note may be remembered for a lifetime, and may even change a life.

**THE GIFT OF A COMPLIMENT:** A simple and sincere "You look great in red," "You did a super job" or, "That was a wonderful meal" can make someone's day.

**www.LeisureVillage.com**  
**Information for YOUR Community**  
 The Barlow Group—(805) 987-5755

**THE GIFT OF A FAVOR:** Every day, go out of your way to do something kind.

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**THE GIFT OF SOLITUDE:** There are times when we want nothing more than to be left alone. Be sensitive to those times and give the gift of solitude to others.

**THE GIFT OF A CHEERFUL DISPOSITION:** The easiest way to feel good is to extend a kind word to someone. It's not that hard to smile and say "Hello" or "Thank You."

**This holiday season, may you give and receive these gifts and more.**

*Steve Barlow*

## Stop Rushing – Start Breathing

We all know people who seem to rush from one thing to the next without ever being able to settle into the moment. Why is this such a destructive mode? The main reason is that when you keep yourself too busy to really focus on anything, you're constantly in motion. And when you're always on the move, you rarely have the time or energy to process what's happening in your life.

While staying busy is important, it seems that a reminder to slow down in our personal lives and in the workplace is what most people need these days. We're all running at high gear so much of the time, what we're doing or accomplishing seems to lose meaning. Just doing *something* – even if it doesn't make much sense – has become important.

To break the mold, you need to take action. But acting without reflection is unlikely to produce results that help you progress; that usually takes thought mixed with *meaningful* action. A little meditation on the matter might help. That doesn't mean you have to practice an hour of meditation every day to get results. Instead, try to stop three times a day for three or four minutes. Close your eyes and try to quiet your mind, emptying it of the many thoughts racing around in it. Take a deep breath or two, relax, and let your mind go blank.

Consider starting your morning this way, then take a midday break, and another just before you end your day. The practice should restore a little equilibrium to your day – and it only takes a few minutes to accomplish.

## Holiday Candle Safety Tips

If you're fond of candles and plan on burning them during this holiday season, you should consider the risks candles pose and take precautions.

### *November Quiz Answer*

**Question:** Adam had none. Eve had two. Nowadays, everyone has three. What are they?  
**Answer:** The letter *e*.

**Congratulations** to *Elfriede Parker, V20*.

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**

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

- ☺ Esther Benrubi
- ☺ Terry & Vera Erskine
- ☺ Joyce Gerrity
- ☺ Doris Glenn
- ☺ Robert & Marja Graab
- ☺ Alice Graham
- ☺ William Gray
- ☺ Faith Saunders
- ☺ Cecile Shafer
- ☺ Gene Valentino

While candles can be beautiful and smell wonderful, remember that a candle is an open flame, and it can ignite anything combustible nearby, according to information on the National Fire Protection Association Web site. Here are some candle fire facts:

- Christmas Day is when most home candle fires occur. New Year's Day and Christmas Eve tied for second.

- In 2004, an estimated 17,200 home fires started by candles were reported to fire departments. These fires resulted in an estimated

200 deaths, 1,540 injuries and estimated property losses of \$200 million.

- Candle fires accounted for an estimated 5% of all reported home fires.
- Two-fifths (40%) of home candle fires started in the bedroom, resulting in 30% of the deaths by candle fires.
- Falling asleep was a factor in 12% of home candle fires and 25% of the home candle fire deaths.
- Almost half of candle fires start when some form of combustible material is left too close to the candle. Eighteen percent started after candles were left unattended, abandoned or inadequately controlled. Five percent were started by children playing with the candle.

### **Advocate Of The Month**

Congratulations to our Advocate Of The Month,  
***Gloria Broadie***

As the Advocate Of The Month she receives a \$25 Gift Certificate To Ottavio's Italian Restaurant.

Thank You!

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

The National Fire Protection Association recommends the following candle safety tips:

- Make sure all candles are extinguished before going to sleep or leaving the room.
- Keep candles away from items that can catch fire, such as clothing, books and curtains.
- Use sturdy candles holders that won't tip over easily and that are made from a material that won't burn. They should also be large enough to collect dripping wax.
- Keep candles and all open flames away from flammable liquids.
- Keep candle wicks trimmed to one-quarter inch, and extinguish taper and pillar candles when they get to within two inches of the holder. Votives and containers should be extinguished before the last half-inch of wax begins to melt.
- During power outages use flashlights, not candles.

## **Should Kids Love To Learn?**

All parents should want to inspire a love of learning in their children. Why? Because, according to author Ben Dean in *Learning About Learning* in the *Authentic Happiness Coaching* newsletter, individuals who love learning are likely to

- Feel positive when they have to learn new things.
- Persevere, despite difficulties and challenges.



- Work autonomously.
- Be filled with a sense of great possibilities.
- Be resourceful.
- Feel supported.

So what makes people take ownership of their own learning? Dean says that three things are essential:

1. Having a compelling, meaningful reason for doing the work.
2. Having options that make the task more interesting.
3. Having social networks that support learning, so that individuals can fulfill social needs, too.

***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 planning 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

**MIRIAM'S CLEANING SERVICE**

**For all your home cleaning needs**

(805) 797-6229

**GOSE, LECHMAN & LUND**

**For all your estate planning needs**

(805) 389-7374

**CARRIGAN FINANCIAL GROUP**

**For all your mortgage planning needs**

(805) 389-0282

## What Can't You Live Without?

Can you imagine your life without a computer? According to a recent Pew Research Center Survey, 51% of the adult public now considers a home computer a necessity, not a luxury.

And, say Pew researchers, the list of what we consider necessary is growing. Some of the items on the list have been around for quite a while, but are now deemed necessities by much larger segments of the population. For instance, in 1996 just 32% of adults considered a microwave oven a necessity. In 2006, that percentage was 68. Air conditioning followed the same trend, considered a necessity by only 51% in 1996, but now considered a necessity by 70% of us. Another product that moved up from luxury to necessity by a much larger number was the clothes dryer: In 1996, only 62% felt a clothes dryer was a necessity, but today that number is 83%.

Here are some of the other study findings:

- Ninety-one percent say a car is a necessity.
- Ninety percent say a clothes washer is a necessity.
- Sixty-four percent think a television is a necessity.
- Fifty-nine percent think car air conditioning is a necessity.
- Forty-nine percent now consider a cell phone a necessity.

- Thirty-five percent consider a dishwasher a necessity.
- Thirty-three percent consider cable or satellite TV a necessity.
- Twenty-nine percent consider high-speed Internet a necessity.
- Five percent consider a flat-screen TV a necessity.
- Three percent consider an iPod a necessity.

## 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!

**Al & Diane Isenberg**  
**(Happy To Serve You Again)**  
**John & Cheri Mook**  
**(Happy To Serve You Again)**  
**Helene Sanchez**  
**Al & Fay Zelmon**

*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*

## You Think You're Busy?

Here's a peek at just a few of the items on Martha Stewart's Holiday To-Do List:

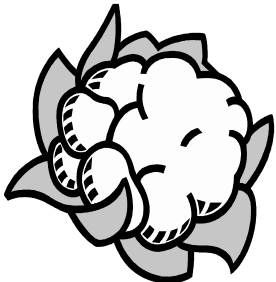
**December 1:** Blanch carcass from Thanksgiving turkey. Spray-paint gold, turn upside down and use as sleigh to hold Christmas Cards. **December 10:** Align carpets to adjust for curvature of Earth. **December 19:** Adjust legs of chairs so each dinner guest will be same height when sitting at his or her assigned seat. **December 24:** Do my annual good deed. Go to several stores. Be seen engaged in last-minute shopping, thus making many people feel less inadequate than they really are.

## Cauliflower Is Cool

Is cauliflower on your holiday menu? Actually, it's a good addition to your year-round menu!

Cauliflower is often an overlooked option – aren't vegetables supposed to be green or red or orange? But the reason it's white is simple: The cauliflower head is composed of white flowers, or florets; as the florets grow, they're shielded from the sun by the plant's leaves, and that impedes the development of green chlorophyll.

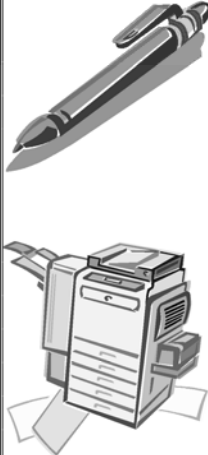
But a lack of chlorophyll has nothing to do with nutritional value. Cauliflower is a member of the cruciferous family of vegetables, a family that includes mustard greens, broccoli, cabbage, Brussels sprouts, watercress, bok choy, arugula, and radishes. Many studies indicate that cruciferous vegetables help our bodies fight cancer, and reduce the risk of cardiovascular disease.




In addition, cauliflower is low in saturated fat and cholesterol, and high in dietary fiber. It contains vitamin C, an antioxidant that helps keep the immune system strong, and folate, which helps blood work more efficiently and is essential for proper tissue growth. Cauliflower is also a source of vitamins K and B6, and a host of other nutrients.

The best way to serve cauliflower is raw in salads or on a veggie platter; second best is lightly steamed. Find other options at the Web site [www.cauliflowers.com](http://www.cauliflowers.com), from

**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*



soups to soufflés to even – cauliflower cake!

## The One Constant: Change

Change is, for most people, an unnerving experience. But as the old saying goes, the only constant is change. So how can a person manage the rough seas of change without going under?

The first necessity is to learn to appreciate change. Without change, everything would be the same – always. The world would stagnate, and life wouldn't be very interesting. Change brings new ideas, new life, and new

circumstances into being and keeps the river of life flowing.

If change is one of the few things we can count on in life, how can we better learn to navigate the evolution in our lives? One tactic is to learn to stay in the present without veering off too far into the past or future. Ruminating over past events or worrying about future outcomes is generally a waste of energy. Try to stay in the moment. Focus on what you're hearing, feeling, and seeing in the physical world. When you master this skill, you might find that your powers of intuition and insight increase significantly – because you're not pouring your energy into unproductive areas of the mind.

## How To Make Mom's (Holi)Day

If you're wondering what to give Mom this holiday season, how about – a day off?

According to a salary.com survey done earlier this year, stay-at-home moms work an average of 92 hours a week. Moms who work full-time outside the home put in 40 hours on the job, and another 40 hours plus nine hours of overtime at home.

And the dollar value placed on all those hours? For stay-at-home moms, an annual salary of \$138,095. For moms who work full-time outside the home, the "at-home" dollar value is \$85,939.

If you can't write Mom a check for one of those amounts, consider creating a certificate that entitles her to a day free of housework, grocery shopping, meal preparation, laundry and other chores. Then, step up to the plate and – make it happen!

### *December Quiz Question*

**What is the name of the world's tallest bridge?**

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

*Wood Ranch BBQ & Grill.*

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

## ALL CURRENT LEISURE VILLAGE LISTINGS

As of November 29, 2007 there are 49 homes for sale in Leisure Village. Prices range from \$259,900—\$550,000. Here is the list by models:

Amalfi—6	Avalon—0	Balboa—0
Bel Air—2	Brentwood—3	Capri—4
Coronado—7	Del Mar—1	El Dorado—7
Galaxy—2	Holmby—4	La Jolla—5
Monterey—5	Newport—0	Valencia—3

Information deemed reliable, but not guaranteed.

## RENTALS

Brentwood—\$1400 / month
Newport—\$1450 / month
Capri—\$1500 / month
Capri—\$1500 / month
Capri—\$1550 / month

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 November 29, 2007

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	18	\$400,000	\$360,000	\$500,000	99
Avalon	1	\$195,000	\$195,000	\$195,000	111
Balboa	4	\$220,500	\$202,000	\$270,000	178
Bel Air	6	\$333,300	\$315,000	\$369,900	131
Brentwood	5	\$290,900	\$280,000	\$310,000	43
Capri	10	\$317,750	\$300,000	\$346,900	82
Capri 2	1	\$330,000	\$330,000	\$330,000	118
Coronado	4	\$331,250	\$287,000	\$365,000	48
Coronado II	6	\$314,000	\$280,000	\$360,000	81
Coronado I-C	4	\$359,000	\$350,000	\$371,000	73
Del Mar	7	\$300,000	\$253,000	\$327,500	97
El Dorado	12	\$382,375	\$322,500	\$460,000	78
El Dorado I	3	\$481,350	\$445,000	\$550,000	59
El Dorado II	2	\$375,000	\$365,000	\$385,000	26
Fiesta	-	-	-	-	-
Galaxy	2	\$347,500	\$300,000	\$395,000	83
Holmby	11	\$330,000	\$320,000	\$425,000	67
La Jolla	6	\$553,000	\$515,000	\$595,000	110
Monterey	5	\$261,500	\$230,000	\$292,000	51
Monterey I	-	-	-	-	-
Newport	2	\$284,500	\$249,950	\$319,000	72
Valencia	10	\$487,750	\$425,000	\$561,000	66
<b>TOTAL</b>	<b>119</b>				

Information deemed reliable, but not guaranteed.

## ALL BARLOW LISTINGS IN LEISURE VILLAGE

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

Address	Model	Price
31109 Village 31	Brentwood	\$282,000
11233 Village 11	Del Mar	\$299,900
11229 Village 11	Coronado	\$299,995
22214 Village 22	Capri	\$314,900
41082 Village 41	Capri	\$314,900
35207 Village 35	Holmby	\$319,000
19233 Village 19	Holmby	\$359,900
35220 Village 35	Amalfi	\$369,000
6312 Village 6	Galaxy	\$385,000
24102 Village 24	El Dorado	\$410,000
8114 Village 8	El Dorado	\$449,000
29201 Village 29	La Jolla	\$510,000

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.

## 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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