



Don's Home News Extra



April, 2012

News To Help You Save Time And Money

A Note From The Publisher

Ready To Pull Your Hair Out From Computer Problems?

You're not alone if your computer stops working with no logical explanation. The good news is, there are some quick fixes to try before spending time and money taking your computer to a repair shop. In this month's newsletter you'll learn eight simple solutions for common computer problems – a quick checklist of items to get you back up and running again.

You'll also learn how to prevent embarrassing cooking mistakes, steps to avoid a potentially fatal condition when flying, tips to get more done with less stress and some couponing secrets.

THANK YOU for reading my newsletter. I want to continue to produce a newsletter that has great content and is fun and valuable to you. Your constructive feedback is always welcome.

AND...whether you're thinking of buying or selling real estate, or just want to stop by and say "Hi", I'd love to hear from you.

I truly appreciate your friendship and referrals. Enjoy your issue!

Happy Easter to you and your family!



Don Pelletier



The Gardener's Secret

A woman ran a garden store that had been in the family for three generations.

For as long as anyone could remember, the garden store's business was always great and the owner and staff were happy and cheerful. People often said, "Who wouldn't be happy with the kind of business they're doing?"

When anyone new came into the garden store, they'd notice that all the staff wore a big badge that read, **Business Is Great!** Everyone who saw the badge for the first time would say "Wonderful!" or "What's so great about business?" Sometimes people would talk about how their own business, or even their life, was miserable.

But no matter what people said, the staff would respond by talking about the pleasure of meeting different people, the rewards of helping customers, the fun of a healthy workplace, and so on. No matter how miserable a person was when they came in, they felt a lot happier by the time they left.

What people didn't know was that every week, the staff was coached in responding positively. Employees of the store said that working there changed their lives, made them more positive people, and consequently more attractive.

And so we discover the secret to the garden store's success. The store went through tough times like any other, but every day, no matter what, the owner and staff wore that badge, saying **Business Is Great!** And so it was.

Whether you wear it or not, saying **Business Is Great** is a self-fulfilling prophecy.



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Don Pelletier - (858) 336-1114



8 Simple Solutions For Computer Problems

Is your computer stuck and you don't know what to do? Wait! Before calling a computer expert or taking it to a repair shop, run through this checklist of quick fixes to save time and money:

- ✓ **It won't turn on.** Look for a loose power cord. Check at the back of the computer, at the wall, and in the power strip. Make sure all connections are firmly in the socket.
- ✓ **It loses the internet connection.** Unplug your modem's power cord and the wireless network router, if you have one. Wait a full minute. Plug them back in again. Give the devices time to restart. Try to open the internet again.
- ✓ **It won't respond to keyboard or mouse clicks.** Check if the cords attached to your device are connected fully into the computer ports. With wireless devices, replace the battery.
- ✓ **It takes too long to start up.** Confirm that your anti-virus software has been updated. When you know that you have the latest version, run a full system scan to see if you have any viruses that need to be removed.
- ✓ **Your password won't work.** Look at your keyboard to see if the CAPS LOCK light is on. Many passwords are CaSe sensitive.
- ✓ **The CD or DVD drive won't open.** Straighten a paper clip, slide it into the small hole near the door of the drive, and push gently. The door should open a little and you can slowly pull it open.
- ✓ **One program continues to freeze up.** Try updating the software. You can usually find an option to update in the help menu. If not, visit the software publisher's website to see if new updates are available.
- ✓ **The internet is too slow.** Check to see if someone else in the house is downloading or streaming something like a TV show or music. If they are, just know your internet speed will return when this ends.

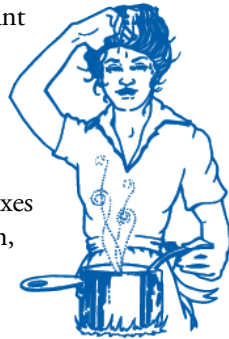


Last Tip: Post this list on your refrigerator at home or in the break room at work. You may save someone else from pulling their hair out.

Do You Make This Embarrassing Mistake When Cooking?

Many people make mistakes in the kitchen that can compromise the flavor and quality of the food they prepare. Use these tips from top chefs to make the food you serve more delicious:

- **Don't test doneness of meat by slicing into it.** When you slice into the meat, you are releasing the juices along with much of the flavor.
- **Don't use water as an ingredient.** Most recipes can be improved by replacing water with something more flavorful. For example, you may want to try cooking rice with chicken broth to enhance the taste.
- **Don't buy vegetables because they look good.** Grocers often use tricks to make the vegetables look good such as waxes and preservatives. Instead, touch the stem, roots, or stalk. Find the ones that are bendable and not dried out.
- **Don't depend on the clock.** This is particularly true with meat or fish where the cut of meat can vary greatly. The stove, pan, or even weather can affect the time it takes for a dish to be properly done. Test using a meat thermometer. Most grocery or home goods stores sell meat thermometers. You'll also want a reference list of temperatures for different types of meat. Search for a "temperature guide" at www.foodnetwork.com.



Healthier Frying

All oils are 100% fat, meaning that they all have 9 calories per gram. Oils that claim to be "light" are making a statement about their flavor, not their calories. However, what's in those calories still makes some oils healthier than others.

Healthy oils include olive, sunflower, canola, grape seed, safflower, walnut, flaxseed and peanut.

Not all of these oils are good for frying, though. In fact, if you heat certain oils past a certain temperature, they can become unhealthy. For high-temperature cooking, such as deep frying, stick to canola, sunflower or peanut oil.





Don Pelletier's

FYI

(858) 336-1114

www.pelletierhomes.com

April's Fresh Observances

Easter graces us in April, as do these important, but less well known events:

World Entrepreneurship Day, April 16th. WED aims to remind the world that entrepreneurs have consistently led sluggish economies back to prosperity and growth through innovation and job creation.

World Autism Awareness Day, April 2nd. First proposed by Representatives of the State Qatar, and supported by all member states, the United Nations General Assembly adopted "World Autism Awareness Day" on December 18, 2007. This truly is a world-wide problem that affects all nations and people equally.

Earth Day, April 22nd. Gaylord Nelson, a U.S. Senator, called for an environmental teach-in, or Earth Day, to be held on April 22, 1970. Over 20 million people participated that year, and now Earth Day is observed on April 22 each year by more than 500 million people and several national governments in 175 countries.



Birth of Long-Distance Communication, April 27, 1791. Samuel Finley Breece Morse, the inventor of the telegraph and morse code is born.

And just for contrast...

April 25, 1961 Robert Noyce was granted a patent for a semi-conductor device-and-lead structure, the integrated circuit otherwise known as the chip (not yet the micro-chip) Noyce was the co-founder of Intel.

Auto-Exercises

Many of us spend hours in our cars. When we're done with the day we're too busy at home or too tired to exercise. The answer is to create an automobile exercise routine. Here are some ideas to do whenever your car is stationary:

- Use your arm rests to push up against.
- Work your rear by squeezing your gluteus maximus muscles and holding for 5 seconds.
- Do mock sit-ups by sucking in your tightening your abs, sitting tall, and slightly rocking back and forth as many times as you can between lights.



tummy, up

Woman's Rules For Dating

—Circa 1930

Well, who wouldn't appreciate a date who followed these rules—man or woman!

Careless women never appeal to gentlemen. Don't talk while dancing, for when a man dances, he wants to dance.

Don't sit in an unladylike position, and never look bored, even if you are.

Men don't like girls who borrow their handkerchief and smudge it with lipstick.

If you need a brassiere, wear one. Don't tug at your girdle, and be careful your stockings are not wrinkled.

Don't use the car mirror to fix your makeup. The man needs it while driving and it annoys him to have to turn around to see what's behind him.

Don't be familiar with other people while on a date with someone else. Men deserve and desire your entire attention on them.



Why Did I Walk In Here?



We've all walked into a room and immediately forgotten what we were looking for, right? Don't worry—you're not losing your mind or your memory. According to experiments conducted by a Notre Dame psychology professor, the reason is that walking through a doorway creates an "event boundary" in your mind.

In one of the experiments, subjects were asked to move an object from one room in a "virtual environment" to another, or to transport an object the same distance without crossing through any doorway. The participants tended to forget more after moving through the doorway, suggesting that it acts as a kind of barrier that obstructs the ability to retrieve thoughts made in a separate area. Other experiments in actual rooms reinforced the findings.

Because you can't remain in one room all your life, the best solution is probably to make a mental effort to remember what you're doing before you cross that "event boundary."

Put Don's 27 years of knowledge and experience to work for you!

Don Pelletier - (858) 336-1114

Avoid Deadly DVT When Flying

Air travel can produce a number of "minor" discomforts due to changes in air pressure, poor air quality, and dehydration. But the potential risk of DVT (Deep Vein Thrombosis) is far more serious.

DVT is the development of a blood clot in a vein deep inside a part of the body, usually in the lower limbs like your legs. This ailment is not limited to air travelers, but sometimes comes from being still for extended periods of time. The next time you fly, reduce your risk of this potentially fatal condition with these actions:

- 1. Take a brisk walk 30 minutes before a flight.** This increases blood flow to your limbs before sitting for a long time.
- 2. During the flight, regularly change leg position.** At least once an hour, try these exercises for 30 seconds to move your legs around while seated:
 - Lift your feet off the floor. Make circles in the air with your toes.
 - March in place by bending one leg at the knee and lifting it toward your chest. Do the same thing with the other leg.
 - Hold your heels to the floor and point toes up and back toward your body. Then, keep the balls of feet on the floor and lift heels up high.
- 3. Avoid dehydration.** Although the cause of DVT is not always known, dehydration is common among DVT sufferers. Drink plenty of water and avoid alcohol because it can make you dehydrated.
- 4. Move around the plane by taking a short walk to the restroom.** You will probably need to use the restroom anyway, if you followed the advice given above.
- 5. Consider wearing elastic compression socks.** These stockings can be worn under your pants. They apply gentle pressure to the ankle, squeeze blood toward the heart and help with blood circulation.

Restricted movement can be dangerous for some people. If you have had recent surgery, take oral contraceptives, are pregnant, obese or smoke, you may want to ask your doctor about your DVT risk and take proper precautions.



Time is running out for many short sale sellers...

H.R. 3648 Expires on 12/31/12

On December 21, 2007 President Bush signed in to law The Mortgage Foregiveness Debt Relief Act (HR 3648) which protects most homeowners from being liable for paying taxes on the deficiency after a short sale on their primary residence. This law caused short sales to spike in numbers nationally very quickly. Once it was seen as a legitamte exit strategy by the U.S. Treasury / government, many were more comfortable with choosing this option to avoid foreclosure. Of course, there are many stipulations to this exception and this advertisement in no way is an attempt to deliver tax or legal advice.

The bottom line is that this major exception in the tax code is set to expire at the end of this year (2012) and that is big news for distressed homeowners. Below I will define WHY.

Why this affects you.

Unfortunately in most cases, short sales are anything but short. Many seem to linger on for 9-12 months or even more. That means if you are delaying a short sale due to the hope that your servicer may offer you a loan modification, you have some big decisions to make VERY soon. If HR 3648 is not extended and you do not list your home for sale as a short sale in the next 30-60 days, the chances of your transaction being a taxable event may go up drastically!

There are so many government and proprietary short sale programs that give cash incentives as well as other non-recourse incentives to borrowers for choosing to short sale. Make sure you are in full control of your future. Call me today to discuss your options.

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Brain Teaser...

What seven-letter word has hundreds of letters in it?

(see page 8 for the answer)



SAN DIEGO PADRES 2012 SCHEDULE

APRIL						
SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4	5 LAD 4:05	6 LAD 7:05	7 LAD 5:35
8 LAD 1:05	9	10 ARZ 7:05	11 ARZ 3:35	12 ARZ 7:05	13 LAD 7:10	14 LAD 6:10
15 LAD 1:10	16 COL 5:40	17 COL 5:40	18 COL 5:40	19 PHI 7:05	20 PHI 7:05	21 PHI 5:35
22 PHI 1:05	23	24 WSH 7:05	25 WSH 3:35	26 WSH 7:05	27 SF 7:15	28 SF 6:05
29 SF 1:05	30 MIL 7:05					

JULY						
SUN	MON	TUE	WED	THU	FRI	SAT
1 COL 12:10	2 ARZ 6:40	3 ARZ 6:40	4 ARZ 6:40	5 CIN 7:05	6 CIN 7:05	7 CIN 7:05
8 CIN 1:05	9	10 ALL-STAR GAME	11	12	13 LAD 7:10	14 LAD 6:10
15 LAD 1:10	16 HOU 7:05	17 HOU 7:05	18 HOU 12:35	19 HOU 7:05	20 COL 7:05	21 COL 5:35
22 COL 1:05	23 SF 7:15	24 SF 7:15	25 SF 12:45	26	27 MIA 4:10	28 MIA 4:10
29 MIA 10:10	30 CIN 4:10	31 CIN 4:10				

MAY						
SUN	MON	TUE	WED	THU	FRI	SAT
		1 MIL 7:05	2 MIL 3:35	3	4 MIA 7:05	5 MIA 5:35
6 MIA 1:05	7 COL 7:05	8 COL 7:05	9 COL 12:35	10	11 PHI 4:05	12 PHI 4:05
13 PHI 10:35	14 WSH 4:05	15 WSH 10:05	16 LAD 3:35	17 LAD 7:05	18 LAA 7:05	19 LAA 7:05
20 LAA 1:05	21 STL 5:15	22 STL 5:15	23 STL 5:15	24 NYM 4:10	25 NYM 4:10	26 NYM 10:10
27 NYM 10:10	28 CHI 11:20	29 CHI 11:20	30 CHI 11:20	31		

AUGUST						
SUN	MON	TUE	WED	THU	FRI	SAT
			1 CIN 4:10	2 CIN 9:35	3 NYM 7:05	4 NYM 5:35
5 NYM 1:05	6 CHI 7:05	7 CHI 7:05	8 CHI 3:35	9	10 PIT 4:05	11 PIT 4:05
12 PIT 10:35	13 ATL 4:10	14 ATL 4:10	15 ATL 4:10	16 ATL 4:10	17 SF 7:05	18 SF 1:05
19 SF 1:05	20 PIT 7:05	21 PIT 7:05	22 PIT 3:35	23	24 ARZ 6:40	25 ARZ 5:10
26 ARZ 1:10	27 ATL 7:05	28 ATL 7:05	29 ATL 3:35	30	31 COL 5:40	

JUNE						
SUN	MON	TUE	WED	THU	FRI	SAT
					1 ARZ 7:05	2 ARZ 4:15
3 ARZ 3:35	4	5 SF 7:05	6 SF 3:35	7 SF 12:35	8 MIL 5:10	9 MIL 1:10
10 MIL 11:10	11	12 SEA 7:10	13 SEA 7:10	14 SEA 7:10	15 OAK 7:07	16 OAK 1:07
17 OAK 1:07	18 TEX 7:05	19 TEX 7:05	20 TEX 3:35	21	22 SEA 7:05	23 SEA 7:05
24 SEA 1:05	25 HOU 5:05	26 HOU 5:05	27 HOU 5:05	28 HOU 5:05	29 COL 5:10	30 COL 4:15

SEPTEMBER/OCTOBER						
SUN	MON	TUE	WED	THU	FRI	SAT
						1 COL 5:10
2 COL 12:10	3 LAD 5:10	4 LAD 7:10	5 LAD 7:10	6	7 ARZ 7:05	8 ARZ 5:35
9 ARZ 1:05	10 STL 7:05	11 STL 7:05	12 STL 3:35	13	14 COL 7:05	15 COL 1:05
16 COL 1:05	17	18 ARZ 6:40	19 ARZ 6:40	20 ARZ 12:40	21 SF 7:15	22 SF 6:05
23 SF 1:05	24	25 LAD 7:05	26 LAD 3:35	27 LAD 7:05	28 SF 7:05	29 SF 5:35

REGULAR SEASON

HOME GAMES - Petco Park
 ROAD GAMES

All times are Pacific time. All elements of this schedule are subject to change.



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Don Pelletier's CALENDAR OF LOCAL EVENTS

APRIL 1

OLD MASTERS OF MUSIC AND ART - COURTLY NOYSE: Don't miss this special April 1st concert by the rollicking local group Courtyly Noyse, specialists in Renaissance instrumental and vocal music that ranges from the sublime to the bawdy. A good time will be had by all! Info www.sdmart.org

APRIL 5

ARTSTOP - STILL LIFE: ArtStops are 15 minute, staff-led tours of one to three works on view. Museum curators and educators present these brief yet always enlightening and informative talks every Thursday and third Tuesday at noon. Info www.sdmart.org

APRIL 6

LOCAL FLAVOR WITH JANE LUI: The Museum presents its popular Local Flavor Concert Series featuring singer/songwriter Jane Lui. The series couples emerging local artists with local food and beverages in an intimate concert setting. Info www.museumofmakingmusic.org

APRIL 7

STRAWBERRY & FLOWER FIELDS FOREVER: Come enjoy our seasonal bloom of Giant Tecolote Ranunculus at The Flower Fields® in Carlsbad, CA. This weekend event features a Mira Costa College floral design competition, Arts & Crafts vendors and a strawberry shortcake eating competition. Info www.theflowerfields.com



APRIL 8

A CHOCOLATE AFFAIR: The history of chocolate and how it came to our country is an interesting tale of seafaring travels. With over 25 vendors showcasing and sampling various types of chocolate, there is something for every palette. Explore the exhibit on how chocolate came here with a scavenger hunt and see if you can get all the questions correct. Essay contests for kids, costume contests, craft activities and more to delight chocolate lovers of all ages. Info www.sdmartime.org

APRIL 10

SAN DIEGO SYMPHONY - WU MAN PERFORMS: Wu Man, the internationally celebrated Chinese lute player and soloist with Yo-Yo Ma's Silk Road Ensemble join members of the San Diego Symphony for an exciting program of traditional and contemporary Chinese repertoire. The Neurosciences Institute. Info 619-235-0804 or www.sandiegosymphony.com

APRIL 12 - MAY 20

STEPPING OUT: The Welk Theatre presents this hilarious play that starred Liza Minelli in the movie version. Catch the tap class as they prepare for a fund raiser and along the way discover their fears, joys and ultimate strengths all culminating in a spectacular finale of tap! Info www.welktheatersandiego.com

APRIL 13 - 15

THE DEL MAR ANTIQUE SHOW: Antique show and sale. For \$5.00 per item, attendees can have items appraised at the antique appraisal booth. Restoration services also are available. Info www.calendarshows.com

APRIL 16 - 14

SAN DIEGO SYMPHONY - TRIBUTE TO RAY CHARLES: Ray Charles was truly one of the legendary voices in American music. Ellis Hall, a former protégé of Ray Charles, pays tribute to the master with hits such as "I Can't Stop Loving You," "This Little Girl of Mine," "Hit the Road Jack" and perhaps his most popular, "Georgia On My Mind." Principal Pops Conductor Marvin Hamlisch leads this rocking, singing, soaring homage to a true American original. Copley Symphony Hall. Info 619-235-0804 or www.sandiegosymphony.com

APRIL 13 - 14

JULIAN FAMILY FIDDLE CAMP CONCERT BY THE MASTERS: Three Fun Nights at Camp Cedar Glen – Doors open at 6:30 p.m., Music starts at 7 p.m. Info www.familyfiddlecamp.com

APRIL 14

STANDARD FLOWER SHOW: See various flower arrangements and horticulture displays, Learn new gardening ideas, visit the plant sale, walk through the arts and crafts market and see demonstrations, ride the steam locomotive train for a nominal fee, visit the Nelson House and Museum. 9:00 AM - 3:00 PM. Free. Old Poway Park. Info www.poway.org



APRIL 14

BLUEGRASS DAY AT THE FLOWER FIELDS: Come enjoy our seasonal bloom of 50+ acres of Giant Tecolote Ranunculus at The Flower Fields®. Family and friends will enjoy a full day of Bluegrass music. Come and enjoy a musical journey of guitar, banjo and fiddle! Info www.theflowerfields.com

APRIL 14

A TASTE OF JULIAN: Participants will pick up colored wristbands to easily identify them, along with a map of participating restaurants/wineries & breweries upon check-in at the Town Hall on the day of the event. 1 to 4 p.m. Info (760) 221-9608 or www.julianmerchants.org

APRIL 14 - 15

ADVENTURE SERIES FAMILY CAMPOUTS: Come try casting your line under the full moon to land a trophy-sized trout or a record breaking bass. If you're a hiking enthusiast you can enjoy a great night hike around Lake Poway. This campout includes: camping for four, a campfire, hot chocolate and coffee in the morning, and either one motor boat rental with four fishing permits or a guided hike. Rain or shine! The event begins at 5:00 p.m. on Saturday, April 14 and ends on Sunday, April 15 at 9:00 a.m.; families may start setting up their campsites as early as 7:00 a.m. on Saturday. No alcohol permitted; up to four persons per family. \$40. Info 858-668-4770 or www.poway.org

APRIL 15

THE PORT OF SAN DIEGO'S DAY AT THE DOCKS: The West Coast's largest public celebration of sportfishing. Signaling the official start of Southern California's spring saltwater fishing season, Day At The Docks takes place against the colorful and dynamic backdrop of world renown sportfishing fleet on San Diego Bay. 9am-5pm. Info www.sportfishing.org

APRIL 15

MUSIC & SILENT FILM WITH BOB SALISBURY: On Sunday, April 15 at 2:00 pm, the Museum of Making Music welcomes organist and silent film musician, Bob Salisbury for a special event celebrating the music of silent film. Mr. Salisbury will musically accompany the classic 1924 silent film production of James M. Barrie's "Peter Pan" starring Betty Bronson. Info www.museumofmakingmusic.org

APRIL 16

GREAT ART MUSEUMS OF EUROPE: Take an armchair trip around the world with Dr. James Grebl, Manager of the Museum's Library and Archives. This illustrated lecture will cover the history, architecture, and collections of some of the greatest art museums of Europe, including the Vatican Museums, the Louvre, the Hermitage, and the Prado. Info www.sdmart.org

APRIL 16

QUATUOR MOSAIQUES - "HAYDN, MOZART AND BEETHOVEN": After their stunning local debut in 2009, one of the greatest string quartets returns to San Diego with a program including Haydn's Quartet in G minor, op. 20/3, Mozart's "Hunt" Quartet, and Beethoven's Quartet in F major, op. 135. Info www.sdems.org

APRIL 19 - MAY 6

DEL MAR NATIONAL HORSE SHOW: 3 Weeks of Equestrian Action, including: "Night of the Horse" (Western Week): Saturday, April 21, "An Evening of Musical Freestyles (Dressage Week): Saturday, April 28, and "The \$100,000 Grand Prix of Del Mar" (Hunter/Jumper Week): Saturday, May 5. Info www.delmarnational.com



APRIL 20 - 22

HOME DECORATING & REMODELING SHOW: This show features home improvement products and services offered by local businesses. Free Admission. Info www.showsusa.net

APRIL 20 - 22

48TH ANNUAL LAKESIDE RODEO: Bareback bronco rides, calf roping and other traditional rodeo competitions, along with food and crafts, bring the Wild West to life in the East County town of Lakeside. Info 619-561-4331 or www.lakesiderodeo.com

APRIL 20

THE CLEVELAND SYMPHONY ORCHESTRA: Under the leadership of Music Director Franz Welsch-Möst, The Cleveland Orchestra has become one of the most

sought-after performing ensembles in the world. The Cleveland Orchestra sets standards of artistic excellence, creative programming, and community engagement. Info www.ljms.org

APRIL 21 - 22

ADAMS AVENUE UNPLUGGED: FREE music festival with 12 stages in local parks and 100 bands featuring folk, traditional roots music, Appalachian folk songs, bluegrass, Americana, cowboy, Cajun, rockabilly. Previously known as the Adams Avenue Roots Festival. Info www.adamsaveonline.com

APRIL 21

TIEMPO LIBRE: The three-time Grammy®-nominated Cuban music group Tiempo Libre is one of the hottest young Latin bands today. Equally at home in concert halls, jazz clubs and dance venues, Tiempo Libre's Miami-based members are true modern heirs to the rich tradition of the music of their native Cuba. Birch North Park Theatre. Info www.ljms.org

APRIL 21

ENCINITAS GARDEN FESTIVAL & TOUR: This year our tour is in a little-traveled corner of Leucadia! Enjoy beautiful gardens, shop for exciting products in our Marketplace, and hear interesting speakers. 10am to 4:30pm. Info www.encinitasgardenfestival.org

APRIL 21

FAMILY STORYTELLING - NICOLAS POUSSIN: Join us at the Timken where professional storyteller Harlynn Geisler will share lively tales inspired by Museum masterpieces. Family Storytelling is a fun educational program that encourages visitors of all ages to broaden their perspective about art. Ages 5 and up. Free! Info www.timkenmuseum.org



APRIL 21

OCEANSIDE DAYS OF ART: Every year over one hundred artists display their work along Pier View Way between North Coast Highway and Ditmar. An exciting variety of artwork, including all forms of painting and graphics, sculpture, ceramics, blown glass and much more are exhibited and for sale. 10:00 am - 5:00 pm. Info: www.oceanside-days-of-art.org

APRIL 21

REDISCOVER TEMPLE, PALACE, MOSQUE: Discover the artists' visions of India's most timeless stories of gods, demons and heroes with Sonya Quintanilla, Curator of Asian Art, on this intimate gallery tour of the paintings on view in the most recent rotation of Temple, Palace, Mosque. Museum Boardroom, 3:00 pm. Info www.sdmart.org

APRIL 21 & 22

CORONADO FLOWER SHOW: The Coronado Flower Show is held in Spreckels Park in the center of Coronado's Village, along Orange Avenue, between 6th & 7th Streets. This is the largest flower show held under tents in the nation. Info www.coronadoflowershow.org

APRIL 21

BLUES DAY: A Blues Pro All Star Jam! Come and show your appreciation for The Blues, a fundamental art form of American-born popular music. Enjoy our seasonal bloom of 50+ acres of Giant Tecolote Ranunculus at The Flower Fields®. Info www.theflowerfields.com

APRIL 21 - 29

SAN DIEGO OPERA PRESENTS "THE BARBER OF SEVILLE" BY GIOACHINO ROSSINI: Figaro, Figaro, Fiiiiiiigaro!! This riotous musical comedy is one of the most popular in the operatic repertoire. With whimsical designs, audiences will see fluffy clouds, flying chairs, a barber pole and, of course, even raining bowler hats. In Italian with English translations above the stage. Civic Theatre, Downtown San Diego. Info 619-533-7000 or www.sdopera.com

APRIL 22

EARTHFAIR 2012: 23rd Annual Earth Fair is the world's largest annual environmental fair and Earth Day Celebration. Balboa Park • 10am – 5pm. Info www.earthdayweb.org



APRIL 24

THE HUTCHINS CONSORT: The Museum of Making Music welcomes the Hutchins Consort for a special performance in partnership with the "Town and Gown" tour group. Info www.museumofmakingmusic.org

APRIL 26 - MAY 13

CIRQUE DU SOLEIL-TOTEM: TOTEM traces the fascinating journey of the human species from its original amphibian state to its ultimate desire to fly. The characters evolve on a stage evoking a giant turtle, the symbol of origin for many ancient civilizations. Info www.cirquedusoleil.com

APRIL 26 & 28

SAN DIEGO SYMPHONY - TCHAIKOVSKY'S ROMEO AND JULIET: A Classical Special program dedicated to doomed romance. From Leonard Bernstein's jazzy take on the Romeo and Juliet story to Piotr Tchaikovsky's famous depiction of Shakespeare's original, doomed lovers will live and die again on our stage. Copley Symphony Hall. Info 619-235-0804 or www.sandiegosymphony.com

APRIL 27 - MAY 13

DISNEY'S PETER PAN: Neverland is home to the villainous pirate Captain Hook, who'll stop at nothing to defeat Peter and his crew of Lost Boys. It will take faith, hope, and a pinch of pixie dust to win the day and bring the Darlings safely home. Info www.juniorthatre.com

APRIL 28

TRAIN SONG FESTIVAL - THE AGE OF STEAM: Embark on an adventure back in time to the age of steam. Old Poway Park will host a free event to celebrate turn of the century innovation! Explore the train yard of the Poway Midland Railroad or board Old Cantankerous, the 1907 Baldwin Steam Engine, as it chugs through the Wild West avoiding certain showdowns with western gunslingers. This free event will feature dusk showdowns, a new visual spectacle you won't want to miss! 12:00 PM - 8:00 PM. Info (858) 668-4576 or www.poway.org

APRIL 28 - 29

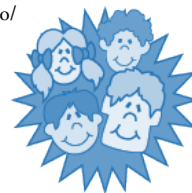
BEACH SOCCER JAM: Beach Soccer Jam is faster, hotter version of the world's most popular sport. The sand adds another dimension to the sport, putting aerobic strength, teamwork and individual skills to the test. Info www.beachsoccerjam.com

APRIL 28 - 29

MISSION FEDERAL ARTWALK: San Diego's original, Mission Federal ArtWalk is the largest art event in San Diego. More than 400 visual artists from all over the world show and sell their art. Live music and dance stages, interactive art for children and the picturesque background of hip and historic Little Italy. Info www.missionfederalartwalk.org

APRIL 28

DIA DEL NINO/CHILDREN'S DAY: The 2012 Día del Niño/Children's Day is an effort to bring families from all over San Diego County together to celebrate the family, children and each other. Each and every one of our children is important to our family, our community and our town and they deserve healthy and safe environments which we can provide when working together as a community. Free. Escondido's Grape Day Park. Info www.scdm.org



APRIL 28

SPRING GARDEN FESTIVAL: Join the Water Conservation Garden, Cuyamaca College's Ornamental Horticulture Department, and the Heritage of the Americas Museum as we celebrate the spring season with "Urban Farming Other activities include animal exhibits, musical guests, dancers, kids' activities, an international food court, and a raffle chock full of exciting prizes. Free. Info www.thegarden.org

APRIL 29

BRIDAL BAZAAR: The Bridal Bazaar is San Diego's biggest and best bridal show. In one day and one place, 200 of the area's most talented wedding professionals will be on hand to share thousands of wedding ideas, services and fashions. 10:00AM - 4:00PM. Info 760-334-5500 or www.bridalbazaar.com

APRIL 29

LJPC CONCERT SERIES: Chelsea Chen, Concert Organist. 7715 Draper Avenue, La Jolla. This concert is co-sponsored by the Musical Merit Foundation of Greater San Diego. 7 pm. Info www.ljpresmusic.com

APRIL 29 - JUNE 10

THE SCOTTSBORO BOYS: Direct from Broadway, and nominated for 12 Tony Awards including Best Musical, The Scottsboro Boys is the thrilling final collaboration by musical theater giants John Kander and Fred Ebb (Chicago, Cabaret). Info www.oldglobe.org

Thanks For Thinking of Us!

Did you know we can help you or any of your friends or family save time and money when buying or selling a home? Thanks for keeping us in mind with your referrals...and spreading the word about our services.



FORECLOSURE STATISTICS

- Notices of default, the first step in the foreclosure process, in San Diego County declined 18.7 in December from the year before, and were down 24 from November.
- Notices of sale, which set the date and time of an auction, and serve as the homeowner's final notice before sale, jumped 14.2 from November, but were down 14.8 year-over-year.
- After the filing of a Notice of Trustee Sale, there are only three possible outcomes. First, the sale can be cancelled for reasons that include a successful loan modification or short sale, a filing error, or a legal requirement to re-file the notice after extended postponements.
- Alternatively, if the property is taken to sale, the bank will place the opening bid. If a third party, typically an investor, bids more than the bank's opening bid, the property will be sold to the third party; if not, it will go back to the bank and become part of that bank's REO inventory.
- In December, cancellations were down 17.7 from November, and were down 1.3 year-over-year.
- Properties going back to the bank were down 0.4 from November, and were down 8.4 compared to December 2010.
- The total number of properties that have had a notice of default filed declined by 25 in December compared to December 2010.
- The total number of properties scheduled for sale declined by 33.1 , year-over-year. Both of these are very positive signs.
- The total number of properties owned by banks dropped by 13.9 year-over-year.

Foreclosure statistics provided by: <http://foreclosureradar.com>.

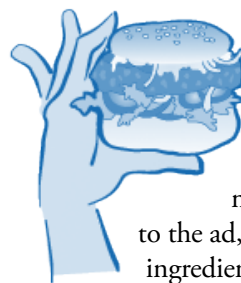
Brain Teaser Answer
Mailbox!.

Couponsing Secrets Anyone Can Use

When you first start using coupons, expect a 25-30% reduction in your grocery bill. Over time, with attention to details, you can save 30-50%. And with extreme couponsing, you can reach the more than 50% level.

- Don't use coupons the week they come out. Stores jack up prices in anticipation.
- Use coupon-matching websites such as SavingsAngel, CouponMom and The Grocery Game, and combine manufacturers' and in-store coupons to maximize bargains.
- Don't overlook coupons for non-grocery items like toys and house wares.
- Before buying any service or product online, Google that product + coupons or discount. Often there are digital codes available that will save you significantly.
- Stockpile coupons. You may not need 100-count paper plates for 50% off today, but you may need them in 3 months.
- Don't buy brands you can live without. If you can save 50% on a new bacon brand, can you live with the slightly different flavor from your usual brand?
- Consider using click-to-print and mobile phone coupons. In the future, expect to see more coupons delivered via text message, as well as discounts based on near-field technology (NFT), which lets retailers send special offers to your smartphone based on your location.

April Fools' Fast-Food Hoax Hall Of Fame



1998: Burger King published a full page advertisement in USA Today announcing the introduction of a new item to their menu: a "Left-Handed Whopper" specially designed for the 32 million left-handed Americans. According to the ad, the new whopper included the same ingredients, but rotated 180 degrees for the benefit of their left-handed customers.

The following day Burger King revealed that although the Left-Handed Whopper was a hoax, thousands of customers had gone into restaurants to request the new sandwich. Simultaneously, according to the press release, "many others requested their own 'right handed' version".

Take advantage of the *new* rules of Short Sales

Programs Available

HAFA (Home Affordable Foreclosure Alternative program)
\$3,000 relocation assistance, no future deficiency liability, all larger servicers participating, primary residences only

CHASE List Assist Program
Up to \$35,000 relocation assistance, cannot request this program, must be chosen internally (we can help)

Bank of America Cooperative Short Sale Program
\$2,500 relocation assistance minimum, no future deficiency liability, this program can be requested

Wells Fargo/Wachovia Fast Track Short Sale Program
Up to \$5000 relocation assistance, no future deficiency liability, do not have to be late on payments

In today's market, knowledge is power. Do you know what you need to know about short selling your home in 2012?

Short sales are predicted to outpace foreclosure properties (REO's) and standard sales in 2012. In California the numbers are especially high. Why? In July of 2011 Gov. Brown signed in to law SB 458 (now incorporated in to section 580e of the California Code of Civil Procedure) which made it impossible for banks to come after borrowers for the remaining deficiency after a short sale. It **doesn't matter** if it is a first, second, or third mortgage. No future liability. That news coupled with the huge short sale tax exclusion HR 3648 (The Mortgage

Forgiveness Debt Relief Act of 2007) makes short selling in California a hard option to beat for an underwater homeowner with a financial hardship. (Note: HR 3649 expires on 12/31/12) In addition, banks are being forced to offer large financial incentives to borrowers to entice them to short sale. Foreclosures are worse for them on their books. I want to discuss your situation with you to make sure you have a solid strategy based on the NEW RULES of short sales.

Disclaimer: The content herein is in no way intended to be giving legal or tax advice. Please seek the expert help of an attorney or CPA for further inquiry.

DON PELLETIER

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Don Pelletier's Monthly REAL ESTATE UPDATE

Keeping you informed

		Resale						New			All Home Sales		
		Single-Family			Condominiums			All Combined New			All Combined		
		Sales	Median	% Chg	Sales	Median	% Chg	Sales	Median	% Chg	Sales	Median	% Chg
Central San Diego		432	\$349,000	-3.6%	359	\$203,000	-17.1%	22	\$241,250	-33.0%	813	\$290,000	-5.2%
Allied Gardens, Del Cerro	92120	21	\$385,000	-6.7%	11	\$122,500	10.6%	0	n/a	n/a	32	\$350,000	-12.5%
City Heights	92105	24	\$201,500	-11.4%	12	\$83,750	39.6%	1	\$57,000	-42.1%	37	\$175,000	14.0%
Clairemont	92117	29	\$369,000	-10.0%	13	\$185,000	-25.9%	2	\$524,500	33.6%	44	\$346,000	-3.9%
College	92115	38	\$320,000	-11.1%	19	\$102,000	-2.9%	1	\$100,000	n/a	58	\$252,000	-2.7%
Coronado	92118	6	\$1,150,000	-25.8%	8	\$1,020,000	22.5%	0	n/a	n/a	14	\$1,000,000	-4.1%
Downtown	92101	0	n/a	n/a	58	\$340,000	15.0%	10	\$263,000	-34.7%	68	\$326,000	0.3%
Encanto	92114	53	\$200,000	-3.6%	4	\$161,500	-15.9%	1	\$232,500	n/a	58	\$197,750	-3.5%
Golden Hill	92102	13	\$209,000	-7.9%	9	\$156,500	1.6%	0	n/a	n/a	22	\$174,000	-5.9%
Hillcrest, Mission Hills	92103	8	\$763,500	30.0%	18	\$265,500	-27.9%	1	\$250,000	-41.2%	27	\$345,500	-21.5%
Kensington, Normal Hts	92116	12	\$409,500	-6.7%	6	\$119,000	-5.6%	2	\$252,500	97.3%	20	\$312,000	4.3%
La Jolla	92037	25	\$1,420,000	11.4%	22	\$409,000	2.3%	0	n/a	n/a	47	\$900,000	15.8%
Linda Vista	92111	18	\$332,500	-8.5%	10	\$137,000	-20.6%	0	n/a	n/a	28	\$299,000	-14.6%
Logan Hts	92113	14	\$191,000	20.9%	2	\$109,750	70.2%	0	n/a	n/a	16	\$175,000	2.9%
Mira Mesa	92126	29	\$327,000	-6.6%	26	\$182,750	-1.2%	0	n/a	n/a	55	\$292,500	-10.0%
Mission Bch, Pacific Bch	92109	14	\$702,000	12.7%	13	\$399,500	8.3%	1	\$315,000	-46.3%	28	\$550,000	38.4%
Mission Valley	92108	0	n/a	n/a	20	\$145,750	-4.7%	2	\$141,500	n/a	22	\$145,750	-4.7%
Morena	92110	8	\$445,000	-2.8%	17	\$190,000	5.6%	0	n/a	n/a	25	\$247,500	-26.8%
North Park	92104	16	\$333,000	-10.0%	16	\$159,500	-6.3%	0	n/a	n/a	32	\$232,500	13.4%
Ocean Beach	92107	9	\$590,000	-18.1%	5	\$277,500	0.7%	0	n/a	n/a	14	\$525,000	-5.2%
Paradise Hills	92139	20	\$216,000	-5.3%	11	\$130,000	-10.3%	0	n/a	n/a	31	\$200,000	-9.1%
Point Loma	92106	12	\$672,500	-4.3%	4	\$274,250	8.6%	1	\$695,000	n/a	17	\$620,000	-7.4%
San Carlos	92119	16	\$433,250	12.5%	5	\$180,000	23.3%	0	n/a	n/a	21	\$389,000	49.6%
Scrapps Rch	92131	20	\$627,000	0.6%	15	\$230,000	-25.2%	0	n/a	n/a	35	\$477,000	-18.5%
Serra Mesa	92123	7	\$405,500	22.9%	13	\$275,000	4.6%	0	n/a	n/a	20	\$311,000	-1.3%
Sorrento Val.	92121	1	\$675,000	-19.9%	4	\$391,500	11.1%	0	n/a	n/a	5	\$444,000	-10.3%
Tierrasanta	92124	10	\$485,000	-5.4%	2	\$270,000	13.4%	0	n/a	n/a	12	\$455,000	65.5%
University Cty	92122	9	\$585,000	-2.0%	16	\$158,000	-26.7%	0	n/a	n/a	25	\$317,000	13.2%
East County		308	\$300,000	0.5%	90	\$130,000	4.0%	16	\$418,000	38.4%	414	\$267,000	4.7%
Alpine	91901	22	\$390,000	-11.9%	1	\$112,000	-14.2%	0	n/a	n/a	23	\$387,500	-10.5%
Boulevard	91905	3	\$68,000	-40.9%	0	n/a	n/a	0	n/a	n/a	3	\$68,000	-40.9%
Campo	91906	6	\$110,000	-15.4%	0	n/a	n/a	0	n/a	n/a	6	\$110,000	-15.4%
Descanso	91916	1	n/a	n/a	0	n/a	n/a	0	n/a	n/a	1	n/a	n/a
El Cajon	92019	17	\$350,000	-14.2%	11	\$161,000	-13.4%	1	\$425,000	-12.7%	29	\$250,000	-16.7%
El Cajon	92020	25	\$367,500	0.7%	12	\$105,000	-1.6%	1	\$51,500	-80.9%	38	\$255,000	0.0%
El Cajon	92021	39	\$289,250	-0.8%	19	\$124,500	13.2%	2	\$135,000	-61.4%	60	\$248,000	10.2%
Jacumba	91934	1	\$26,500	-68.1%	0	n/a	n/a	0	n/a	n/a	1	\$26,500	-68.1%
Jamul	91935	7	\$450,000	-21.3%	0	n/a	n/a	0	n/a	n/a	7	\$450,000	-21.3%
La Mesa, Mt. Helix	91941	35	\$403,000	12.3%	1	\$145,000	-9.4%	2	\$448,000	n/a	38	\$401,000	14.6%
La Mesa, Grossmont	91942	22	\$319,250	6.6%	12	\$170,750	-2.4%	1	\$360,000	-15.3%	35	\$270,000	13.7%
Lakeside	92040	30	\$278,000	1.1%	8	\$85,750	-9.7%	0	n/a	n/a	38	\$264,500	3.7%
Lemon Grove	91945	29	\$254,000	6.5%	0	n/a	n/a	0	n/a	n/a	29	\$254,000	17.9%
Pine Valley	91962	3	\$250,000	n/a	0	n/a	n/a	0	n/a	n/a	3	\$250,000	n/a
Rancho San Diego	91978	6	\$292,750	-16.4%	2	\$112,500	-36.8%	0	n/a	n/a	8	\$242,500	-28.1%
Santee	92071	26	\$290,000	-4.9%	14	\$150,500	16.7%	9	\$510,000	83.5%	49	\$277,500	0.9%
North County Inland		486	\$358,750	2.5%	147	\$190,000	-7.3%	43	\$416,750	-1.9%	676	\$320,000	0.8%
Bonsall	92003	2	\$453,500	17.8%	0	n/a	n/a	0	n/a	n/a	2	\$453,500	141.9%
Escondido S	92025	17	\$247,000	-10.2%	8	\$136,000	-9.3%	0	n/a	n/a	25	\$185,000	-28.6%
Escondido N	92026	38	\$310,000	-5.3%	3	\$102,500	-6.8%	2	\$79,500	-88.6%	43	\$283,500	-5.5%
Escondido E	92027	48	\$239,000	-4.2%	8	\$105,000	11.7%	0	n/a	n/a	56	\$231,000	-7.6%
Escondido W	92029	17	\$610,000	14.6%	0	n/a	n/a	1	\$470,000	n/a	18	\$578,500	8.6%
Fallbrook	92028	40	\$309,000	-1.9%	3	\$82,000	n/a	2	\$294,000	-33.5%	45	\$300,000	-13.0%
Julian	92036	8	\$137,500	5.8%	0	n/a	n/a	0	n/a	n/a	8	\$137,500	5.8%
Palomar Mtn	92060	0	n/a	n/a	0	n/a	n/a	0	n/a	n/a	0	n/a	n/a
Penasquitos	92129	28	\$482,000	-10.7%	11	\$175,000	-9.1%	3	\$770,000	-0.3%	42	\$451,000	-6.0%
Poway	92064	31	\$436,000	-8.7%	8	\$216,000	-4.4%	0	n/a	n/a	39	\$387,000	-13.0%
Ramona	92065	27	\$306,250	-6.3%	3	\$176,000	n/a	2	\$399,500	-6.0%	32	\$303,750	-7.5%
Rancho Bernardo W	92127	26	\$672,500	-7.2%	20	\$215,500	-18.1%	5	\$535,000	6.8%	51	\$555,000	11.2%
Rancho Bernardo E	92128	48	\$471,750	4.3%	42	\$210,000	-14.3%	1	\$260,000	n/a	91	\$360,000	20.0%

Don Pelletier's Monthly REAL ESTATE UPDATE

Keeping you informed

		Resale						New			All Home Sales		
		Single-Family			Condominiums			All Combined New			All Combined		
		Sales	Median	% Chg	Sales	Median	% Chg	Sales	Median	% Chg	Sales	Median	% Chg
North County Inland (cont.)		486	\$358,750	2.5%	147	\$190,000	-7.3%	43	\$416,750	-1.9%	676	\$320,000	0.8%
Rancho Santa Fe	92067	9	\$1,600,000	-17.9%	1	\$655,000	n/a	2	\$425,000	n/a	12	\$1,525,000	-21.8%
San Marcos N	92069	30	\$300,000	-14.3%	5	\$155,000	20.2%	1	\$407,500	50.4%	36	\$292,000	-4.8%
San Marcos S	92078	24	\$425,000	-10.5%	18	\$253,750	3.4%	21	\$306,500	-47.2%	63	\$381,000	10.4%
Valley Center	92082	17	\$334,000	6.2%	0	n/a	n/a	0	n/a	n/a	17	\$334,000	-0.3%
Vista S	92081	20	\$350,000	2.9%	4	\$257,500	45.7%	1	\$415,000	n/a	25	\$349,000	12.2%
Vista W	92083	20	\$245,750	-8.6%	8	\$125,500	-27.2%	2	\$374,250	-11.9%	30	\$235,000	2.2%
Vista E	92084	34	\$310,000	1.6%	5	\$121,000	-31.3%	0	n/a	n/a	39	\$303,000	1.8%
North County Coast		282	\$460,000	-1.3%	108	\$305,000	1.7%	21	\$496,000	-12.0%	411	\$420,000	-5.6%
Cardiff	92007	10	\$834,500	-26.6%	1	\$257,500	-83.9%	0	n/a	n/a	11	\$749,000	-34.1%
Carlsbad NW	92008	14	\$602,000	15.2%	4	\$302,500	-17.1%	1	\$277,500	n/a	19	\$519,000	1.8%
Carlsbad SE	92009	32	\$684,000	6.9%	20	\$294,250	4.2%	6	\$734,500	34.4%	58	\$561,000	-0.2%
Carlsbad NE	92010	11	\$382,000	-19.6%	3	\$310,000	-0.8%	2	\$495,250	0.5%	16	\$403,500	-12.3%
Carlsbad SW	92011	13	\$730,000	0.0%	5	\$507,000	-12.6%	2	\$662,500	n/a	20	\$628,500	-6.5%
Carmel Valley	92130	33	\$861,000	-18.0%	27	\$382,500	-16.4%	2	\$372,250	-38.4%	62	\$620,000	-12.6%
Del Mar	92014	10	\$1,152,500	-0.9%	2	\$752,000	26.4%	0	n/a	n/a	12	\$1,102,500	30.1%
Encinitas	92024	24	\$646,000	-1.4%	10	\$274,000	-13.6%	2	\$595,000	-36.0%	36	\$598,000	0.1%
Oceanside S	92054	18	\$356,500	14.3%	13	\$350,000	129.5%	2	\$361,500	272.7%	33	\$353,250	22.9%
Oceanside E	92056	52	\$284,000	-8.5%	5	\$163,000	28.3%	1	\$370,000	8.0%	58	\$268,750	-5.5%
Oceanside N	92057	47	\$259,000	-1.9%	7	\$125,000	14.7%	3	\$420,000	13.3%	57	\$243,000	-5.1%
Oceanside (Central)	92058	9	\$282,000	1.8%	4	\$165,000	34.7%	0	n/a	n/a	13	\$243,000	15.0%
Solana Beach	92075	9	\$865,000	-29.6%	7	\$535,000	4.9%	0	n/a	n/a	16	\$833,000	-13.6%
South County		217	\$313,000	1.0%	96	\$180,000	-5.3%	32	\$370,500	-30.5%	345	\$268,000	-0.7%
Bonita	91902	4	\$437,500	-6.4%	4	\$200,000	-23.1%	0	n/a	n/a	8	\$282,500	-34.5%
Chula Vista N	91910	25	\$282,500	-12.4%	13	\$160,000	1.3%	1	\$372,000	182.9%	39	\$240,000	-15.0%
Chula Vista S	91911	36	\$230,000	-13.2%	8	\$141,500	14.3%	2	\$137,500	n/a	46	\$205,000	-19.1%
Chula Vista - E. Lake - Otay Ranch	91913	46	\$369,000	3.1%	21	\$180,000	-11.5%	16	\$359,500	13.8%	83	\$336,500	9.6%
Chula Vista NE	91914	13	\$420,000	-10.7%	8	\$227,500	-1.1%	7	\$640,000	14.5%	28	\$399,000	-19.4%
Chula Vista SE	91915	26	\$350,000	-1.4%	11	\$235,000	-1.1%	2	\$485,750	n/a	39	\$316,000	4.6%
Imperial Beach	91932	9	\$307,000	-5.5%	8	\$284,250	94.7%	1	\$1,370,000	n/a	18	\$315,000	110.0%
National City	91950	22	\$200,000	1.5%	7	\$105,000	-45.6%	0	n/a	n/a	29	\$188,000	-3.8%
Nestor	92154	31	\$269,000	-2.9%	8	\$150,000	7.1%	3	\$249,000	n/a	42	\$248,000	-0.3%
San Ysidro	92173	5	\$216,500	-12.0%	8	\$65,000	-39.6%	0	n/a	n/a	13	\$100,500	-59.0%

Home Sales Recorded **FEBRUARY 2012**

Sourcing: MDA Data Quick; DQ News.com % Change is for the median price from the same month last year

"If you, or someone you know, is in need of a great referral to another professional - please feel free to contact me. I keep a list of excellent service providers, on behalf of my clients, that includes nearly every trade and profession. After 28 years, I know allot of the very best professionals in town - and am happy to refer them your way. Don"



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I have sold **one home, every 4.5 days**, for the past 28 years.

Of course, the important factor is not how many homes we sell, but how much we sell them for-and how quickly they sell.

On average, our listings sell for **98.9%** of the sellers asking price-compared to 96.8% for MLS agents. Our listings sell within **37 days**, on average, compared to 53 days for MLS agents. What does this mean for our clients? On a \$400,000 home, our sellers would realize, on average, **\$8000 more** from their home sale-and we sell their home **30%** faster than the competition!

Call Don Pelletier-

'The Shortest Distance between 'Just Listed' and 'Just Sold'!

Real Estate Corner...

Q. When I put my home on the market in a few months, how will market value be established?

A. Market value is simply what a buyer is willing to pay and a seller is willing to accept. This answer assumes that both parties are well informed about closed home sales that are "comparable" based on four important factors:

- 1. Location.** Even within the same city, different neighborhoods can have completely different market values. Compare prices of recent sales in the same community.
- 2. Age.** Comparable homes should be built within a couple of years of yours. Building codes and style trends vary with time and greatly affect value.
- 3. Size of home and lot.** Buyers are sensitive to the price per square foot. Your home may be unique but buyers will compare the price per square foot with neighboring properties for both the home and the land.
- 4. Property condition.** As the seller, you have many opportunities to increase the attractiveness of your home by getting it in tip-top condition and staging the rooms before placing the home on the market.

If you're thinking of selling your home in the next year, you need to know about my "Maximum Home Value Audit." My audit is much more than a simple home valuation you'll get from another agent. It's a complete top-to-bottom analysis not just of the value of your home, but every aspect of your home. To request a no obligation audit of your home's value or if you have any questions, please call me at 858-336-1114.

