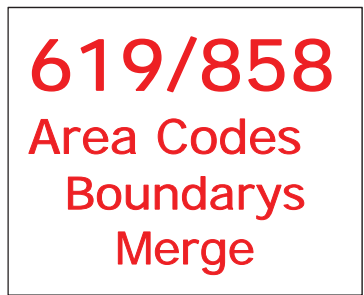


HOT TOPICS 11-30-17

***HELPING PEOPLE BE BETTER HOMEOWNERS,
AS WELL AS SELLERS AND BUYERS.***

MERGER OF OUR AREA CODES – 619 and 858:

They say they need to dissolve the geographic definitions of these two area codes so they may use either for either area and offer more phone numbers. Therefore, it will be necessary when dialing “locally” to always use the area code before the prefix, even if you are dialing next door. All our 619 area phones will require the entire 10 digit number when dialing any number in 619, ditto 858.



This is effective November 11, just past, but effective May 19, 2018, calls will not go through without the area code being included. **If you have numbers programmed into your phone, you will need to update the programming to include the area code, as well as alarm systems, gates, speed dials, voicemail services, your stationery, websites and pet identification tags to be sure the area code is included.**

GREAT NEW TECH TOOL, if you don't have already:

REV.com is a site that gives you 1) Transcriptions of any videos, interviews, meetings at \$1/minute. 2) subtitle captions in any of 12 foreign languages to expand the audience for your videos at \$1/minute. 3) Translations to/from English for \$.10/word. They were referred to me by a very successful speaker and have dozens of excellent reviews.



**CARING ABOUT OUR COMMUNITY AS WELL AS
THE DOLLAR DEVELOPMENT CAN PRODUCE...**

If you share my disgust with developers who demonstrate no consideration for their neighbors, the neighborhood, who squeeze every excuse to build “exceptions” rather than exceptional, may I introduce you to an exclusion from this track: **FOUNDATION FOR FORM, ARCHITECTURE AND DEVELOPMENT** focuses on infill development, mixed use, affordable and market rate housing with a profound eye on fitting into the community where it builds. The recent annual CCIM (“Certified Commercial Investment Member”, the PhD of commercial real estate) meeting introduced these young men and a number of their projects. Their group include architects, engineers and urban design professionals. Their projects prove their desire to build with the multiple focuses of affordability, mixed use, and neighborhood culture and generate stunning and community suitable ventures. You can find detail information on their website, or go to their offices at 830 25th Street, 92102. Seriously impressive!



MONEY MOVES TO MAKE IF YOU DECIDE TO MOVE IN TOGETHER

- **Insurance.** If you are not on title or the lease, be sure to have your own “renter’s insurance policy” to protect your possessions, your own health insurance, and investigate whether your partner’s car insurance will cover drivers other than the owner.
- **Decision-making.** If you want your un-spouse to make financial or health decisions for you, ask an estate-planning attorney or forms provided by the hospital, bank, broker, etc.
- **Taxes.** At this time it can be cheaper *not* to be married. However gifts or inheritance can be affected by marital status. Look into this.
- **Division of Assets on separation or death.** Resolving this when things are good between you is smart, and having an attorney create a trust defining things sign documents waiving any claims, or anything in the middle. There are “living together agreement”s and “cohabitation agreement”s on line.
- **Expenses.** These can be an area of contest in the best of situations. To avoid assumptions if the most important step.
- **Jointly Owned Property.** Usually Joint Tenancy or Tenancy in Common are the primary choices, and there are tax implications to each.
- **Savings.** Maintaining separate accounts protects from any suit or process against the other, and a Trust Agreement/Will can define the eventual distribution.
- **Common Law Marriage.** If your state recognizes these, create ambiguity on all the above. If you don’t intend to get married, sign a document agreement that you do not intend to form a common law marriage.



If you have children, be sure their benefit is included in the documentation!

LANDLORD TENANT LAW TIPS:

Question:

Our tenant owes us back rent and is stating that he is probably going into bankruptcy, so we are nervous now. Do we lose all the back rent if he files bankruptcy?

Answer:

It depends. If he files a Chapter 7, there is little hope. If he files a Chapter 13, you may receive all or a portion of the back rent.

Question:

There was a grease fire in one of our rental units due to a tenant’s lack of knowledge of cooking. What is my obligation to provide alternate accommodations for this tenant? Am I required to keep her as a renter?

Answer:

You are not obligated to put the tenant up. You may have a right to evict her based upon waste of the unit, which requires a 3-day notice to quit.

Question: If we personally serve a tenant a notice to enter the unit and we mail them a copy of the notice, how long do I have to wait before entry?



Answer: California law requires six days if the notice is mailed only. If served personally or posted on the usual entry door of the premises, a twenty-four hour notice of entry is presumed to be a reasonable time.

USING HABIT TO GET WHERE YOU WANT!

Tony Dungy had waited an eternity for this job. For seventeen years he prowled the sidelines as an assistant coach, first at the University of Minnesota, then with the Pittsburgh Steelers, then the Kansas City Chiefs, and then back to Minnesota with the Vikings. Four times in the past decade he had been invited to interview for head coaching positions with NFL teams.

All four times the interviews hadn't gone well.

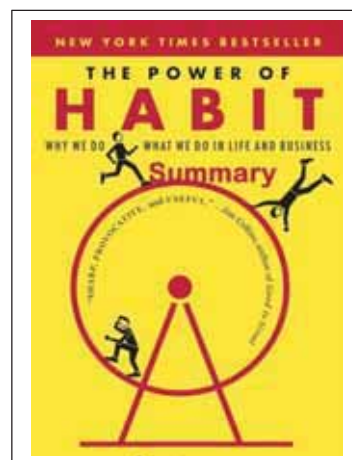
Part of the problem was Dungy's coaching philosophy. In his job interviews he would patiently explain his belief that the key to winning was changing players' habits. He wanted to get players to stop making so many decisions during a game, he said. He wanted them to react automatically, habitually. If he could instill the right habits, his team would win. Period.

"Champions don't do extraordinary things," Dungy would explain. "They do ordinary things, but they do them without thinking, too fast for the other team to react. They follow the habits they've learned."

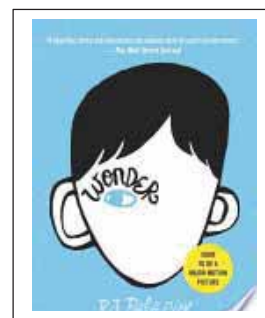
Oh, no, he wasn't going to create *new* habits. Dungy would answer. Players spent their lives building the habits that got them to the NFL. No athlete is going to abandon those patterns simply because some new coach says so.

So rather than creating new habits, Dungy was going to change players' old ones. And the secret to changing old habits was using what was already inside players' heads. Habits are a three-step loop – the cue, the routine, and the reward. But Dungy only wanted to attack the middle step, the routing. He knew from experience that it was easier to convince someone to adopt a new behavior if there was something familiar at the beginning and end. If you use the same cue and provide the same reward, you can shift the routing and change the habit.

From: **THE POWER OF HABIT, Why we do What we Do in Life and Business. By Charles Duhigg.**



LIFE TAKES COURAGE. Not for just a few, not just sometimes, but at frequent times in many ways. If you want your heart and soul lifted, and if you want to realize you are not alone, Read the Book and go see the Movie, "**WONDER**, by R.J. Palacio. Maybe the best movie I have ever seen!



TRUTH IS, DREAM CLIENTS GET THE BEST DEALS.

Human Nature. If a dream client is the one who is:

- Serious about his intention
- Is willing to do the prep work (usually financial verifications) to make himself most competitive
- Gives his trust and commitment and is respectful of the agent's time and personal life

- Listens to guidance and direction while maintaining final decision power
- Acts reasonably and wisely, usually a result of above, and expects expert



negotiating, communication, and client experience

- Praises and refers agent to others.

All agents are going to give them priority attention and opportunities!

INANIMATE OBJECTS MAY BE MALE OR FEMALE !

MALE: Freezer bags are male, because they hold everything in. Tires are male, because they so easily go bald and are often overinflated. Hot air balloons are also male, because to get them to go anywhere you have to light a fire under their butt. Hammers are male, because over 5000 years they haven't changed much!

FEMALE: Sponges are female – soft, squeezable, and retain water. Web pages are female, because they are constantly being looked at and getting hit on. Egg timers are female because overtime gravity pulls everything down. Remote controls are female because they give a man pleasure, he'd be lost without it, and when he doesn't know which buttons to push, he just keeps trying.



EVEN IF YOU ARE NOT IN THE PATH OF A CRITICAL STORM, WE ARE MOVING TOWARD THE RAINY SEASON.

And driving in wet conditions is risky. Traffic in SoCal is very seldom experienced for weather affects. The minimum affect is that it gets worse. So protect you and yours.



- Put your patience in high gear. That "idiot" in front of you is obviously intimidated by the wet surfaces, and honking or swishing quickly around them may exacerbate the situation. Slow down and think how you would want to be treated if you were afraid.
- Hydroplaning is an instant effect. It doesn't happen gradually. So slow down and leave room between you and other vehicles.
- Before the season, and certainly before a big deluge or snow, be sure your tires have the minimum tread to grant you good road purchase.
- If you go into a skid, look and steer in the direction you want, do NOT brake, slow naturally.
- According to the AAA, cruise control increases the chances of your losing control in wet condition.

"If you take care of the present, you take care of forever at the same time." ...A ROCK AND A HARD PLACE, Anthony Godby Johnson.

CARLSON AND OLLIS 619 -786-0210 us@carlsonandollis.com
rings on both phones emails both agents

WOODS REAL ESTATE SERVICES, 930 W. Washington #1, SD 92103

Steve Carlson + Ginny Ollis
CalBRE 01455190 + 00642373



HOT TOPICS 11-15-17

“As we express our gratitude, we must never forget that the highest appreciation is not to utter words, but to live them.” John F. Kennedy

INVESTMENT PROPERTY SALES

by various Realtors

During the month of October 2017



Street	Addr	Total #U	Total BR/ba	Total EstSF	LotSz	GSI actual	Sale \$
<u>92102</u>							
48 th St	831-3	2	4/2	1474	6050	\$29,400	\$448,000
Guymon St	4816-8	2	4/2	1502	7121	unk	\$471,000
19 th St	443-5	2	4/2	1530	2496	\$24,600	\$569,000
Island Av	3064-8	4	4/4	1812	3498	\$43,692	\$580,000
Imperial Av	2431	3	3/3	1650	7013	\$28,800	\$590,000
L St	2964-70	3	unk	unk	13,587	unk	\$676,000
F Street	4175	3	6/3	2425	7176	\$58,800	\$801,000
Granada Av	1718-22	2	5/3	2468	5627	unk	\$1,200,000
Broadway	2870	9	12/9	6126	7034	\$123,600	\$2,072,500
50 th St	230-8	14	unk	11,904	16,631	unk	\$3,270,000
<u>92103</u>							
Glenwood Dr	1616	2	3/2	1166	3533	unk	\$672,000
Cleveland Av	4250-2	2	2/2	1364	6395	unk	\$750,000
Georgia St	4393	2	5/3	2200	6911	\$27,540	\$1,050,000
Columbia St	3243-5	2	4/4	1933	4929	unk	\$1,165,000
Randolph St	4030-34	4	5/4	2191	3596	unk	\$1,300,000
6 th Av	3539-41	4	5/4	3000	4758	\$52,380	\$1,300,000
1 st Av	4124-30	4	4/5	2650	5029	\$73,200	\$1,309,250
Robinson Av	1220	35	unk	18,800	14,009	unk	\$7,725,000
<u>92104</u>							
Utah St	3973-5	2	3/2	1525	5602	\$4,000	\$650,000
Pentuckett St	1757-9	2	4/2	1632	6258	\$43,200	\$711,500
Boundary St	4038	2	5/4	1805	4096	\$1500	\$740,000
Nile St	3543	2	3/2	1317	5212	\$39,000	\$750,000
Granada Av	3342-4	2	4/2	1760	6003	unk	\$880,000
Kansas St	4233-7	2	3/2	unk	4015	\$4000	\$1,200,000
32 nd St	4178	9	12/9	unk	6950	\$139,415	\$2,165,000
30 th St	2814-32	10	13/10	6000	unk	\$132,900	\$2,985,000
36 th St	4173	25	34/31	17,725	unk	\$324,880	\$5,475,000
<u>92116</u>							
Hawley Blvd	4983-85	2	5/3	2000	6208	unk	\$561,000
Marlborough Dr	4520	2	4/2	1848	6002	unk	\$605,000
Madison Av	2922	2	4/3	1688	3735	unk	\$888,000
Cherokee Av	4447-51	3	4/3	1983	6012	\$61,800	\$915,000
Maryland St	4410-2	3	6/4	2527	6607	unk	\$1,286,500
Wilson Av	4529-35	4	8/4	3224	6450	unk	\$1,350,000
Bancroft St	4674	9	9/9	3840	6165	unk	\$2,385,000



SINGLE FAMILY HOME SALES by various Realtors
During the month of October 2017:

Street	Addr	BR/ba	ESF	LotSz	Days /MLS	Sale \$	\$/sf
<u>92103</u>							
Glenwood Dr	1633	3/2	1229		22	\$485,000	\$395
Vermont St	3783	2/1	588	2500	9	\$485,000	\$825
Ibis St	3257	2/1	796	3210	12	\$550,000	\$691
Pennsylvania Av	1656	2/1	917	unk	6	\$649,000	\$709
Glenwood Dr	1616	3/2	1161	3463	5	\$672,000	\$579
Maryland Pl	1201	1/1	936	52,707	4	\$750,000	\$801
Eagle St	3716	2/1	1123	3945	33	\$757,500	\$675
Eagle St	2859	3/2	2274	6100	31	\$830,000	\$365
Puterbaugh St	1320	3/2	1496	5600	6	\$964,250	\$645
Brant St	2881	4/4	3327	7470	51	\$982,000	\$295
Fort Stockton	2245	4/1	2406	6000	unk	\$1,000,000	\$416
State St	3451	4/3	2756	5330	72	\$1,140,000	\$414
Columbia St	3243-5	5/3	2419	4929	9	\$1,165,000	\$482
Curlew St	3031	3/3	2100	5800	14	\$1,205,000	\$574
Trias St	4455	3/3	2376	6800	25	\$1,295,000	\$545
Trias St	4277	3/3	1984	unk	6	\$1,299,000	\$655
Maryland Pl	1203	4/3	2200	49,222	unk	\$1,315,000	\$592
Altamira Pl	1833	3/2	2226	4986	149	\$1,367,000	\$614
Saint James Pl	4247	4/4	2608	7538	41	\$1,635,000	\$627
Jackdaw St	3427	4/5	3438	4957	14	\$1,950,000	\$567
Alameda Dr	3956	4/5	3150	6000	64	\$2,200,000	\$698
Puterbaugh St	1401	4/4	2970	11,400	54	\$2,300,000	\$774
<u>92104</u>							
Idaho St	4593	2/1	720	2500	unk	\$450,000	\$625
36 th St	3716	3/2	1383	6483	24	\$505,000	\$365
Vancouver Av	2235	3/2	1147	800	UNK	\$511,000	\$446
Utah St	4104	4/1	1040	5017	0	\$580,000	\$558
Polk Av	3075	2/2	758	2002	8	\$599,000	\$790
Howard Av	2869	2/1	885	unk	3	\$600,000	\$678
Idaho St	3984	2/1	1240	4481	16	\$620,000	\$500
34 TH St	2438	3/2	1172	8500	unk	\$655,000	\$559
Orange Av	3676	3/4	1486	3517	11	\$658,000	\$443
Nile St	3653	4/2	1368	7196	16	\$685,000	\$501
Palm St	2867	2/1	792	2000	unk	\$690,000	\$871
Covington St	2651	3/2	1800	5300	4	\$730,000	\$406
Dale St	3112	2/1	966	4000	6	\$735,000	\$761
Texas St	3777	3/2	1048	unk	59	\$775,000	\$740
San Marcos Av	2433	4/2	1926	6300	25	\$840,000	\$436

Kalmia St	2969	3/1	1324	5667	39	\$780,000	\$589
Cherokee	3405	4/3	2582	7000	6	\$860,000	\$333
Palm St	2941	3/2	1328	3869	0	\$865,000	\$651
Granada Av	3342-4	3/3	1760	6003	8	\$880,000	\$500
Bancroft St	2629	3/2	1562	5000	18	\$889,000	\$569
Granada Av	2945	3/2	1700	6473	17	\$910,000	\$535
Dale St	3005	3/2	1346	6232	38	\$945,000	\$702
Bancroft St	3020	3/2	1464	5900	8	\$950,000	\$649
Haller St	2636	4/2	1632	unk	1	\$979,000	\$600
Juniper St	3215	3/3	1623	5000	23	\$998,000	\$615
29 th St	2945	4/2	1800	6400	21	\$1,015,000	\$564
Mississippi	3668	3/2	1766	7055	3	\$1,125,000	\$637
Felton St	2214	3/3	2330	7500	7	\$1,150,000	\$494
Upas St	2318	3/2	1624	5600	10	\$1,159,000	\$714
Kalmia Pl	2851	3/4	2395	40,400	49	\$1,365,000	\$570

92106

Quimby St	3429	3/2	1256	5000	73	\$692,000	\$551
Marquette St	2974	4/2	1616	6558	14	\$828,000	\$512
Talbot St	3330	2/1	1227	6505	2	\$860,000	\$701
Lowell St	3519	3/2	1970	7200	45	\$920,000	\$467
Evergreen	1469	3/2	1760	5000	6	\$925,000	\$526
Kingsley St	3618	4/2	2045	7856	69	\$1,000,000	\$489
Evergreen St	1881	3/3	2008	5501	7	\$1,000,000	\$498
Lowell Way	3508	4/3	1946	11,900	117	\$1,100,000	\$565
Dumas St	3335	4/4	3553	5000	134	\$1,120,000	\$315
W.Evans Rd	2957	3/2	2297	3825	unk	\$1,120,000	\$488
Laning Rd	2852	3/3	2305	2966	unk	\$1,125,000	\$488
Locust St	2425	4/3	2249	10,427	10	\$1,270,000	\$565
W.Bainbridge	2975	3/3	2297	3825	20	\$1,130,000	\$492
Byron St	3227	3/3	2300	unk	49	\$1,275,000	\$554
Curtis St	3443	5/4	3494	unk	100	\$1,550,000	\$444
McCall St	3132	4/3	3371	11,568	40	\$1,750,000	\$519
Rosecrans St	865	4/3	2987	6651	12	\$1,790,000	\$600
Garrison St	3628	3/4	3630	27,007	127	\$2,000,000	\$551
San Antonio St	876	4/3	2935	6650	105	\$2,237,501	\$762
Silvergate Pl	3569	4/6	5905	28,314	0	\$6,500,000	\$1101

92107

W.Point Loma Bl	5034	2/2	966	unk	3	\$699,000	\$724
Cable St	1641	1/1	702	3135	17	\$777,700	\$1014
Long Branch Av	4832	2/2	998	2500	19	\$835,000	\$837
Saratoga Av	4405	3/2	1335	7000	10	\$865,000	\$648
Long Branch Av	5080	3/2	1003	3624	42	\$865,000	\$862
Narragansett Av	4252	3/2	1748	7000	110	\$1,023,500	\$586
Catalina Blvd	1230	3/2	1775	7400	22	\$1,050,000	\$586
Froude St	2257	3/2	1306	unk	52	\$975,000	\$747
Point Loma Av	4455	3/2	2808	7200	40	\$1,200,000	\$427
Devonshire Dr	1265	3/1	998	9800	UNK	\$1,225,000	\$1227
Sefton Pl	1876	3/3	3894	8797	112	\$1,290,000	\$331

Osprey St	4454	4/3	2350	6900	19	\$1,790,000	\$762
Orchard Av	4523	4/4	2959	unk	18	\$1,850,000	\$625
Barcelona Dr	1033	4/4	4179	UNK	131	\$2,400,000	\$574
Sorrento Dr	1164	5/5	3932	8900	12	\$2,510,000	\$638
92116							
Hawley Blvd	5051	1/1	592	unk	9	\$450,000	\$760
Idaho St	4593	2/1	720	unk	2	\$450,000	\$625
Meade Av	2801	2/1	902	2400	32	\$495,000	\$549
Hawley Blvd	4983	2/2	800	2200	34	\$561,000	\$701
E.Mountain View	4675	2/1	769	unk	10	\$569,000	\$740
33 rd St	4489	3/2	1638	6005	21	\$630,000	\$385
Hawley Blvd	4680	3/1	1094	unk	0	\$634,500	\$580
33 rd St	4471	3/2	1312	6251	1	\$675,000	\$514
Hawley Blvd	4985	3/2	1250	4100	16	\$681,000	\$545
Cliff St	2229	5/2	2296	4604	42	\$775,000	\$338
Litchfield St	5036	3/2	1908	5519	81	\$799,900	\$419
Madison Av	4221	3/2	1400	4459	23	\$810,000	\$579
New Hampshire	4429	3/2	1462	11,921	75	\$899,000	\$615
Massachusetts St	4625	5/4	2871	7284	129	\$905,000	\$315
Marlborough Dr	4803	3/3	1729	unk	5	\$1,150,000	\$665

****IF YOU WANT STATS ON ANY PROPERTY TYPE OR AREA, JUST CALL AND LET US KNOW!**

THE REASONS FOR HOLIDAY MARKETING

Every year at this time, many homeowners decide to wait until after the holidays to put their homes on the market for the first time, while others who already have their homes on the market decide to take them off until after the holidays. **Here are five great reasons not to wait:**

1. Relocation buyers are out there. Many companies are still hiring throughout the holidays and need their employees in their new positions as soon as possible.
2. Purchasers who are looking for homes during the holidays are serious buyers and are ready to buy **now**.
3. You can restrict the showings on your home to the times you want it shown. You will remain in control.
4. Homes show better when decorated for the holidays.
5. There is less competition for you as a seller right now. Let's take a look at listing inventory as compared to the same time last year:



GETTING READY FOR THAT LONG HOLIDAY FLIGHT

Prepare your back, bottom and legs while you are at the gate, and make your air travel a lot easier. You may even find that as you do these stretches, other people find the courage to do the same!

- Holding to the back of a seat, do a few squats for your quads and buttocks, then stand straight



with your feet parallel and do calf raises by lifting and lowering your heels to stimulate circulation in the lower legs, reduce risk for deep-vein thrombosis.

- Release seat and raise arms straight overhead, then stretch up and to right, and then left for full body stretch.
- Put one foot up on the seat and step the other straight back into a runner's lunge to pre-stretch your hip flexors. Repeat on other side.
- If there is space (and desire) you may drop to the floor and do planks to fire up all of your core muscles.

Do all of these for 30 seconds to 2 minutes, to feel the shift that indicates your body and mind hit their internal rest button. And then, DON'T SIT until you have to!

OVERFEEDING YOUR PETS CAN BE AS BAD AS UNDERFEEDING THEM !

Too many American cats and dogs are overweight. Nearly 58% of cats and 54% of dogs are at risk for significantly shortening or harming their lives. Obese pets suffer from Type 2 diabetes, osteoarthritis, high blood pressure, kidney, heart and respiratory disease. Any questions, ask your VET, NOT the internet (which is probably selling you something!)



BAR SIGN IN SCOTLAND (PER FRIENDS WHO JUST CAME BACK !) :

"Lord give me coffee to change the things I can change, & whisky to accept the things I cannot change!"



MOVING INTO A NEW RENTAL, WHAT ABOUT. . .

Talk to your landlord about:

1. Changing the locks. You don't know who was there before or whom they may have given a key to. ALWAYS give a copy to the landlord.
2. Replacing the toilet seat with a new one if you are hygienically fussy. Keep old to restore when you move.
3. Condition at move-in. Photos are smart and a written summary you both sign, also smart!
4. Replacing any fixtures, who, how, and who will pay and own.
5. What exactly your deposit covers when you move out. Clarity saves stress and dollars!
6. Guests and sub-rentals. Again, clarity saves pain and money.
7. House rules – smoking, barbecues, gardening, noise hours, pest control, storage, any other concerns.



Doing this up front makes you appear a more responsible tenant and can open possibilities as often as they shut!

"The starting point of all achievement is desire." *Napoleon Hill*

ADVICE FROM ELON MUSK:

This proven star of business is not only an economic success (Tesla++), but has proven his real character with his quiet but generous response to people in need, and reaching out to share his learning with others. A favorite lesson from this icon is: **Constantly seek criticism.** This is a vital reminder that while focus is important, it can draw your attention from important side elements. Your staff, co-workers and friends often see what is wrong, but are wary to tell you. And they are not always right, but they are worth listening to! They are also able to tell you, often in-depth, where you could use strengthening, or where you may be heading the wrong way, or even a new idea or point of view.

Criticism is not always right, but it is usually valuable! Your goal is to be less wrong!

SOMETIMES THE BEST HELP WE CAN GIVE YOU, IS TRULY EXCELLENT RESOURCES:

- SAN DIEGO COMPUTER HELP – 325 W. Washington St #4, 92103, 619-363-5325. Just the perfect answer, whatever your question!
- TABOO STUDIO – represents jewelry *artists* not manufacturers. And will also design specifically for you! 1615½ W. Lewis St, 92103, 619-692-0099. Perfect for that special holiday gift.
- *ZUNIGA TREE SERVICE - want your trees trimmed or removed and don't want to overpay? Julio Zuniga Complete tree care 760-754-9329, 760-522-4367 mobile. Commercial, residential, bonded, insured, reasonable\$\$
- Canva.com – do it yourself graphic design website!
- *TROPICAL FLOWERS AND BOUQUETS OF HAWAII - the most wonderful bouquets at reasonable \$ from Maui! 808-248-7508
www.tropicalflowersandbouquets.com

OR

Fast and local: ALLAN'S FLOWERS AND PLANTS, 620 Market St, SD 92101
619-233-7673 - amazing style at reasonable prices!

- Custom furniture and cabinetry - *Craig Thibodeau, CT FINE FURNITURE
619-981-4508

DON'T LET THE MONSTERS TAKE OVER. Let the media, the politicians and all those who think being important is about drama and noise, run the zoo. Meanwhile keep the sun, warmth and collaborative success in your heart and move happily into your intended goals.

CARLSON AND OLLIS 619 -786-0210 us@carlsonandollis.com

rings on both phones *emails both agents*

WOODS REAL ESTATE SERVICES, 930 W. Washington #1, SD 92103

Steve Carlson + Ginny Ollis
CalBRE 01455190 + 00642373



HOT TOPICS 10-29-17

*HELPING PEOPLE BE BETTER HOMEOWNERS,
AS WELL AS SELLERS AND BUYERS.*



PRIME POINT TODAY: Selling a property “as is” rather than in “presentation condition” gives the buyer the power in negotiations, since only he can decide the value of the fix.

TRAVEL IS EXCELLENT TRAINING FOR ENTREPRENEURSHIP !!

It may be the most fun way to prepare, but here are the reasons it works:

- Travel forces you to get comfortable with the unfamiliar, with risk, with new, with the unexpected. Starting a business has all those features and more.
- Living in another culture forces you to see the world from other perspectives.
- Another mental muscle that is critical in startup success is the ability to deal comfortably with change. Everything is done differently in different places, and becoming nimble is a great characteristic to have in business.
- Unexpected connections and unproductive curiosity will take you away from the daily concerns and points of view. Pursuing what interests you rather than your lists of musts opens new doors creatively and professionally.
- You cannot travel without learning a host of new ideas, information and points of view. This will all make you a better business person.



What is Entrepreneurship? Creating/Innovating, Executing, Observing and Adjusting constantly, Competing, Self-motivating, Collaborating, High belief and enthusiasm, wise risk-taking.

FAVORITE LISTINGS OUT THERE:

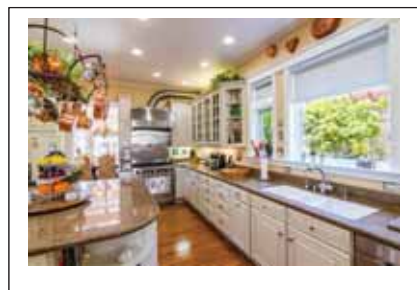


4009 S.Hempstead, Kensington, 92116

And this photo is the GUEST house! 3BR/2ba+attic, plus 1BR/1ba guest on 10,600sf lot, corner, gorgeous landscaping, (what else would go with the house and guest!?) 2 garages + 2 parking, 2 private yards, lovely area of with no freeway noise! \$1,299,000.

1850 Lyndon Road, Mission Hills, 92103

Located so conveniently, this landmark Mills Act home with enormous property tax savings, offers an ideal home for entertaining, family gatherings, taking time for regeneration. 4BR 5ba 3439sf, on a rare 16,754sf city lot with lawns, pool, circ.driveway and double garage. \$2,400,000





4215 Stephens, Mission Hills, 92103

Tucked on a short cul de sac in North Mission Hills, close to the West Lewis shops, this 2BR/1ba Plus guest is approx.. 1368sf plus a large 2 car garage. A nicely modernized Craftsman styling and lush yard. \$1,149,900.

It appears that the market is doing a little adjusting, buyers taking more time, sellers not sure what this means, with fewer instant exceptions.

IT APPEARS THAT \$\$ IS A PRIMARY ELEMENT OF THE HOTTEST ZIP CODES IN AMERICA:

According to the recent survey by Realtor.com, the 10 hottest zip codes in America are more affordable than their counterparts, and the markets they are in have higher incomes, low unemployment, and...wait for this one: MORE MILLENNIALS! Todays top 10 are:



- | | |
|------------------------|-------------------------------|
| 1. Watauga, TX 76148 | 6. Castro Valley, CA 94546 |
| 2. Livonia, MI 48154 | 7. Colorado Springs, CO 80922 |
| 3. Kentwood, MI 49548 | 8. Overland Park, KS 66210 |
| 4. Medford, MA 02155 | 9. Mira Mesa, CA 92126 |
| 5. Littleton, CO 80123 | 10. Hilliard, OH 43026 |

It seems logical that these would also be excellent places for real estate investment?

SO, I READ IN THE UT SAN DIEGO HOMES SECTIONS that you can get a free gambusia (mosquitofish) from the County of San Diego Department of Environmental Health for your standing water pond on your property to prevent mosquitos from breeding. !!

Human excellence is a state of mind. — SOCRATES

USE OF ORGANIC MATERIALS IN A HOME LEADS TO THE CREATION OF A BETTER AIR QUALITY IN THE HOME, AND HAS A CALMING EFFECT ON PEOPLE!

WATER CONSERVATION IS SOMETHING WE WILL ALL NEED MORE OF, Plan now.

For those considering using their laundry water for landscape purposes, you may want to calendar this: Nov. 18th 10am-noon at the Water Conservation Garden, 12122 Cuyamaca College Drive West, El Cajon (619-660-0614 ext10, or thegarden.org), a \$10 class on how to divert laundry grey water, the do's and don'ts of soaps, plants and piping needed to install a system.



THE GOOD NEIGHBOR FENCE LAW 2013



Under California law, landowners and their adjoining neighbors are jointly responsible for constructing, maintaining, and replacing fences that divide their properties. If the fence is located on the land of only one landowner, the neighbor is not legally responsible for any portion of the cost, unless the parties agree otherwise. If it is a "division fence," neither can move or alter the fence without consent from the other.

The law does NOT apply to any city, county, district, public corporation or other political subdivision, or public agency. It does theoretically apply to tenants, but most leases will require landlords to bear financial responsibility.

An owner seeking contribution from the neighbor must send a 30-days written notice including: problem of lack of fence, proposed solution, estimated cost and allocation of cost, proposed timeline. Courts can address cost proportions considering the financial benefits to each, property value increases to each, neighbor's financial circumstances, reasonable and necessity of costs. Fence builder is wise to keep diligent paper trails including photos, videos of pre-fence problem, and competing contractor bid records. No work should begin until agreement is reached or the 30 days notice period has expired, but builder should pay all expenses and keep copies of invoice and receipts.... *Kimball, Tirey & St. John LLP*

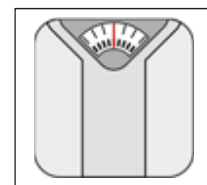
If your work makes you happier than your "off time", what do you think you need to address?

ONE ANSWER !

Rotary members in Argentina have transformed nearly 100 tons of discarded plastic, largely drink bottles, into "ecological bricks", grinding them with a concrete mixture that is formed into sturdy bricks and pavers used in local schools, government housing, art installations, playground pavers. **Nearly 500 Billion plastic drinking bottles were sold globally in 2016, a number expected to grow 20% in 5 years.**



Love this one: Next time you step on the bathroom scale and get disappointed, consider that the Earth's Gravitational Pull has increased!



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HOT TOPICS 10-17-17

HELPING PEOPLE BE BETTER HOMEOWNERS, SELLERS AND BUYERS.

"I find that the harder I work, the more luck I seem to have."

Thomas Jefferson

INVESTMENT PROPERTY SALES

by various Realtors

During the month of **SEPTEMBER 2017**



Street	Addr	Total #U	Total BR/ba	Total EstSF	LotSz	GSI actual	Sale \$
				92102			
49 th St	862-4	2	4/2	1502	6397	unk	\$540,000
Cereza St	4714-6	3	7/3	3385	10,870	unk	\$586,000
Castana St	4751-7	4	8/6	1596	8192	unk	\$650,000
C St	3166-8	2	5/3	1916	7503	unk	\$650,000
C St	3335-9	4	--	--	7259	unk	\$835,000
J St	2685-7	4	4/4	2352	3758	unk	\$875,000
22 nd St	219	3	6/3	2204	4400	unk	\$895,000
E St	2984	3	5/3	2122	7007	unk	\$1,265,000
Treat St	2712-6	3	4/6	2646	5316	unk	\$1,267,000
27 TH St	835-47	8	15/8	5134	5308	unk	\$2,137,500
Broadway	2828	2	3/2	746	7048	unk	\$2,575,000
Broadway	2834-40	4	--	--	8806	unk	\$2,575,000
				92103			
8 th Av	3821#1	Commercial			9215	unk	\$516,000
8 th Av	3821#2	Commercial			9215	unk	\$516,000
Cleveland Av	4250-2	2	2/2	1364	6395	unk	\$565,000
3 rd Av	3594	3	--	--	5098	unk	\$865,000
Pennsylvania Av	1255	2	2/2	1528	6994	unk	\$895,000
Georgia St	3948-52	4	0/0	0	6051	unk	\$1,000,00
Georgia St	3933-39	3	5/3	2215	6997	unk	\$1,150,000
5 th Av	3701	Commercial			2490	unk	\$2,400,000
5 th Av	3707	Commercial			2139	unk	\$2,400,000
				92104			
Polk Av	3474-6	3	4/3	1568	5214	unk	\$950,000
El Cajon Blvd	3024	Commercial			3513	unk	\$1,375,000
El Cajon Blvd	3030	Commercial			3513	unk	\$1,375,000
Cherokee Av	4053	9	12/9	5908	7140	unk	\$2,134,000
36 th St	4149-63	13	16/13	7660	12,457	unk	\$2,642,500
32 nd St	4110-16	8	16/8	6120	6929	unk	\$4,530,000
32 nd St	4118-24	8	16/8	6120	6572	unk	\$4,530,000
				92116			
Central Av	4423-7	4	--	--	6256	unk	\$690,000
Rhode Island St	4578	2	5/2	1966	7072	unk	\$1,180,000
Bancroft St	4615	8	11/9	5562	6,255	unk	\$2,310,000

30 th St	4575	Commercial	7004	unk	\$3,100,000
30 th St	4585	Commercial	7006	unk	\$3,100,000



SINGLE FAMILY HOME SALES by various Realtors
During the month of SEPTEMBER 2017:

Street	Addr	BR/ba	ESF	LotSz	Days /MLS	Sale \$	\$/sf
<u>92103</u>							
Vermont St	3820	2/1	560	unk	28	\$448,000	\$800
N. Arroyo Dr	2701	3/1	968	5600	22	\$665,000	\$687
Ibis St	3536	3/2	1307	4500	24	\$775,000	\$593
Pennsylvania Av	1255	2/2	1528	6996	25	\$895,000	\$586
Ampudia St	4270	2/1	1250	7100	unk	\$930,000	\$744
Torrance St	1694	3/3	2850	unk	14	\$950,000	\$333
Witherby St	4309	2/2	1059	6300	5	\$964,382	\$911
W. Pennsylvania	1420	2/2	1710	6300	7	\$1,060,000	\$620
Presidio Dr	2484	4/4	3273	7000	42	\$1,300,000	\$397
Saint James Pl	4024	3/3	2878	5600	82	\$1,315,000	\$457
Front St	3545	4/3	3524	6438	6	\$1,400,000	\$397
Alameda Pl	3906	4/3	3347	unk	4	\$1,500,000	\$448
Altamira Pl	1847	5/4	3256	7395	43	\$1,775,000	\$545
<u>92104</u>							
Hamilton St	4218	2/1	640	3502	95	\$464,000	\$725
Lincoln Av	2027	1/1	650	unk	8	\$520,000	\$800
Park Villa Dr	3576	1/1	533	2500	7	\$533,118	\$1000
Landis St	2331	2/1	864	1588	50	\$558,000	\$646
Arnold Av	3601	3/1	1008	4200	unk	\$578,900	\$574
Texas St	4196	2/1	877	2620	26	\$595,000	\$678
Ohio St	4204	2/2	794	unk	38	\$595,000	\$749
28 th St	3635	3/1	1310	3900	unk	\$600,000	\$458
Boundary St	2620	4/2	1204	5800	6	\$699,000	\$581
32 nd St	2905	2/1	1028	3500	7	\$700,000	\$681
Arizona St	3434	2/1	864	4900	40	\$745,000	\$862
Alabama St	3829	2/1	576	5524	unk	\$750,000	\$1302
Cooper St	3441	2/1	1160	unk	32	\$752,000	\$648
Palm St	3176	3/2	1756	6400	37	\$775,000	\$441
Texas St	4068	2/1	1014	6995	17	\$800,000	\$789
Vancouver Av	3077	4/3	2051	12116	120	\$835,000	\$407
Petra Dr	1985	3/2	1280	6200	11	\$885,000	\$691
Dale St	3319	3/2	1444	6370	16	\$1,007,000	\$697
Felton St	2821	4/3	2568	4800	10	\$1,045,000	\$407
<u>92106</u>							
Xenophon	3426	3/2	1480	5000	9	\$850,000	\$574
Wilcox St	3728	2/1	848	unk	6	\$860,000	\$1014

Charles St	3758	3/2	1665	unk	30	\$900,000	\$541
Curtis St	3436	3/2	1496	unk	17	\$905,000	\$605
Charles St	3570	3/2	1896	6653	0	\$1,035,000	\$546
Freeman St	3443	4/3	2062	unk	36	\$1,040,000	\$504
Curtis St	3701	3/3	2050	10200	7	\$1,100,000	\$537
W. Evans Rd	2957	4/3	2297	3825	18	\$1,120,000	\$488
Macaulay St	3047	5/4	2444	unk	6	\$1,125,000	\$460
Chatsworth St	2750	3/3	2724	9334	68	\$1,155,000	\$424
Bangor St	955	4/2	2087	9026	unk	\$1,300,000	\$623
Trumbull St	3234	4/4	2660	unk	117	\$1,500,000	\$564
Jenkins St	3190	4/4	4557	11094	116	\$2,145,000	\$471
San Gorgonio St	448	5/5	3300	13,986	142	\$2,450,000	\$742

92107

Larkspur St	4670	2/1	744	unk	125	\$590,000	\$793
Udall St	3774	2/1	759	3001	13	\$595,000	\$784
Cornish Dr	1045	3/1	1207	10,300	unk	\$612,900	\$508
Long Branch Av	4605	2/1	749	3800	31	\$696,000	\$929
Muir Av	4638	2/2	722	2500	21	\$735,000	\$1,018
La Cresta Dr	3781	3/2	1403	6700	106	\$845,000	\$602
Long Branch Av	4522	2/2	1045	4200	5	\$855,000	\$818
Etiwanda St	2210	2/2	1352	unk	79	\$862,000	\$638
Centraloma Dr	3851	5/2	1941	7400	7	\$900,000	\$464
Santa Barbara St	1407	3/3	2426	unk	51	\$980,000	\$404
Santa Cruz Av	4735	4/3	2008	7000	unk	\$1,100,000	\$548
Soto St	2264	3/2	2387	4198	unk	\$1,175,000	\$492
Del Mar Av	3971	3/2	1870	7000	19	\$1,139,710	\$609
Devonshire Dr	1041	2/1	730	7100	unk	\$1,250,000	\$1712
Del Monte St	5004	3/4	2688	3646	42	\$1,337,000	\$497
Narragansett Av	4530	4/4	2176	unk	17	\$1,350,000	\$620
Alhambra St	4581	4/2	2139	6900	13	\$1,525,000	\$713
Monaco St	4470	3/4	2076	6909	8	\$1,583,000	\$763
La Cresta Dr	3950	4/3	3335	8800	32	\$1,595,000	\$451
Granger St	4403	5/3	2699	8300	11	\$1,739,000	\$644
Adair St	4483	5/5	3274	unk	76	\$2,230,000	\$681
Pescadero	4443	3/5	3817	14000	6	\$2,460,000	\$644
Cornish Dr	952	5/4	4506	9028	unk	\$3,470,000	\$770

92116

Arch St	4421	2/1	840	3507	unk	\$275,000	\$327
Madison Av	3717	2/1	702	unk	42	\$459,900	\$655
Copley Av	2727	2/1	735	3894	14	\$512,000	\$697
Monroe Av	3925	2/1	750	unk	50	\$525,000	\$700
Monroe Av	2204	2/1	816	5006	3	\$535,000	\$656
Monroe Av	3614	2/1	642	2854	8	\$550,000	\$857
Madison Av	3580	2/2	836	unk	29	\$551,000	\$659
Meade Av	3215	2/1	847	2522	1	\$585,000	\$691
Monroe Av	2335	2/1	738	2250	21	\$599,000	\$812

33 rd Pl	4427	2/2	882	3250	5	\$600,000	\$680
32 nd St	4783	2/1	1141	4704	11	\$645,000	\$565
Marlborough Dr	4547	3/1	1156	6000	7	\$660,000	\$571
Shirley Ann Pl	4501	2/2	960	3123	11	\$667,100	\$695
Meade Av	2136	3/1	997	3377	44	\$669,995	\$672
Mansfield	5053	2/2	1500	unk	29	\$815,000	\$543
Bedford Dr	4115	3/2	1512	8270	26	\$883,000	\$584
Madison Av	1136	2/2	1420	unk	3	\$899,000	\$633
E. Talmadge	4653	3/2	1992	8841	6	\$1,065,000	\$535
Rhode Island St	4578	5/3	2250	7072	32	\$1,179,900	\$524
E. Palisades Rd	5308	3/2	2273	7292	50	\$1,275,000	\$561

****IF YOU WANT STATS ON ANY PROPERTY TYPE OR AREA, JUST CALL AND LET US KNOW!** The delay in our getting this data to you, is waiting for the County records to catch up with the previous month's recordings, since not all sales are through the Multiple Listing Service, and we want to provide you the complete report. **

If you are an artist, and would like to participate in the annual Mission Hills Artists' Holiday Craft Sale on December 2nd, please contact Kathy Scott, (619) 300-5274, kluekes@sbcglobal.net for registration. This event is always a fun and well-attended event!



LIGHTING YOUR FRONT WALKWAY ADDS VALUE AND SAFETY!

- Outdoor lighting adds to the curb appeal, and therefore value, of your home! It lends warmth and can enhance your style!
- The fact that it protects any guests from trip hazards and extends a welcome is a sure plus!
- Lighting is also known to discourage unwanted visitors and prowlers !
- Compact fluorescent bulbs that save energy and timers can make this an economical choice.
- And this is an area where "just enough is perfect, too much can almost spoil your intention! Choose well.



TOURISM IS THE 3RD LARGEST REVENUE SOURCE FOR SAN DIEGO.

Yet we are too far down the list of first choice destinations. Currently the top U.S. tourist destinations are: 1) San Francisco, 2) Los Angeles, 3) Anaheim, 4) Orlando, 5) New York, 6) Phoenix, 7) Seattle, and 8) San Diego.

Because these billions of tourist dollars go directly to the general fund coffers of our great City, and there are so many outstanding sites, activities and options for tourists



to San Diego, a new group has been formed to mastermind "Experience San Diego" with attention to increased marketing to most probable targets, create a strong branding pillar, improve our transportation choices for visitors, promote more meetings and conventions, promote the many many cultural possibilities that grace the fabulous outdoor plethora of active pursuits, take advantage of the fact that we are the only border town on the list and work with our southern neighbor to mutual benefit, define and promote the many distinctive and welcoming neighborhoods, and make San Diego a destination where generations come on their "favorite trips." If you are interested in participating in any of this effort, you can look up the (www.ExperienceSanDiego.com) website and get involved. I plan to!

WATER IS LIKE FIRE. YOU CAN'T ALWAYS TELL WHERE IT IS COMING FROM.

So checking your roof and cleaning your gutters can cost you a little time and effort but save you big on the other end.

- Cleaning your gutters can keep the heavy leaves and debris from adding heavy weight and causing them fall, prevent piling up of rotten materials and mildew, and open them to the vital service for which they were intended!
- Mother Nature is obviously in a very bad mood, so there is no reason to tempt her with carelessness. A sturdy ladder, lightweight bucket for collecting debris, a gutter scoop and brush, gloves (suede recommended), garden hose for final flushing and checking of downspouts and drainage away from the house!
- Be careful to avoid power lines and cables, having someone to hold your ladder is wise, and don't try to do it from the roof!



There are so many people in need today, thanks in great part to the calamitous weather across the globe. It is hard not to want to support every need that comes to you. As they say on the plane, put on your own oxygen mask first, AND THAT INCLUDES HAVING YOUR OWN EMERGENCY SUPPLIES AND PLAN IN PLACE...!!!...but once you have determined where you are able to help, you may find it more personally rewarding to choose one or two projects where you can really make a difference with your personal attention and contributions. It might be closer than you see on network tv.

SAN DIEGO'S FIRST MAYOR WAS JOSHUA BEAN, 1850.

In 1850 San Diego was incorporated by the California State Legislature. Joshua Bean was made mayor on June 17th of that year and held office until January 14th the next year. He died in 1852.

Born in Kentucky, he was brother to the more infamous western legend, Judge Roy Bean. He served with Zachary Taylor in the Mexican American war, and came to



California in 1849, to San Diego the following year where he was a trader and saloon owner. According to Wikipedia he illegally "sold" City Hall and city pueblo lands to himself and his drinking buddy Cave Coutts (the City Hall was recovered.) In 1851 he moved to L.A., keeping a saloon and store in Mission San Gabriel, where he was ambushed and killed in 1852 during an argument over a woman. They called it the "Wild West." Looking around the political chaos of our nation and world, things don't seem to have changed that much! Should I tweet this?

-
- Be careful when you blindly follow the masses.



Sometimes the M is silent.

- Wine can be to women what duct tape is to men. It can seem like the great fix.
- Remember when Sarah Palin was the craziest person in politics?
- Does running late count as exercise?

5 THINGS TO FORGET TO GET YOUR BEST RESULTS IN REAL ESTATE

- Non-professional advice. Partial vision may distort the entire field.
- List price. This may represent an owner's needs or bias, or the agent's desire to win a listing. What matters is demand and a reasonable review of relevant properties.
- Comps without study. There are all kinds of reasons that generate prices. Unless you KNOW the property and the situation, don't let an outlier dictate your own decision.
- What the last buyer thought the house was worth. A trend here? Value is specifically intrinsic to the beholder as well as the property. While non-physicals, like time on market, can affect sale price, specific variables like size of yards, stairs can be both positives or negatives, depending on the viewer.
- Appraiser. Sometimes they are right, but their job is to accumulate statistics and the character elements which DO affect value may not be understood by the appraiser.



Find the agent you can talk to, trust, and who demonstrates that YOU are the first priority.

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