



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

August 2013

The Math Problem

A math teacher asked seven-year-old Mica, "If I give you one apple and one apple and one apple, how many apples will you have in your bag?"

Mica smiled and said confidently, "Four!"

Dismayed, the teacher repeated the question more slowly. "Mica, listen. If I give you one apple...and one apple...and one apple, how many apples will you have?"

Mica saw the disappointment on his teacher's face. He wanted to make her happy, so he calculated carefully before saying hesitantly, "Four."



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

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The teacher looked even more disappointed. Then she remembered that Mica liked strawberries. She smiled encouragingly and asked, "How about if I give you one strawberry, and one strawberry, and one strawberry, how many strawberries you will have in your bag?"

Seeing the teacher happy, Mica relaxed. He calculated on his fingers again. With a hopeful smile, he replied, "Three?"

The teacher smiled victoriously and congratulated herself. But one thing remained, and that was to see if Mica could transfer the learning to apples. Once again she asked, "Now if I give you one apple and one apple and one more apple how many apples will you have in your bag?"

Mica promptly answered, "Four!"

The teacher was aghast. "Mica, how?" she demanded. "You clearly can add. Why do you say three strawberries but four apples?"

Uncertainly Mica replied, "Because I already have one apple in my bag."

Communication is often a matter of perspective.

Dog Days of Summer

The phrase “dog days” refers to the sultry days of summer, usually July and August. But where did the term dog days come from?

The Romans associated hot weather with the star Sirius because it is the brightest star in the summer night sky. They referred to those days as *dies caniculares*, or dog days, because Sirius is in the constellation Canis Major (Large Dog).

The Dog Days originally were the days when Sirius rose just before or at the same time as sunrise (heliacal rising), which is no longer true, owing to precession of the equinoxes.



Dog Days were popularly believed to be an evil time when "the Sea boiled, the

Wine turned sour, Dogs grew mad, and all other creatures became languid; causing burning fevers, hysterics, and phrensies." The Romans sacrificed a brown dog at the beginning of the Dog Days to appease the rage of Sirius, believing that the star was the cause of the sultry weather.

Today Dog Days merely refers to a kind of languid, relaxed period where it is too hot to do much more than lay around.

Hot August History

August 24, 79 A.D. Mount Vesuvius erupted, destroying the cities of Pompeii, Stabiae and Herculaneum. Pompeii was lost for over 1,600 years, until excavations began in 1738. Facial expressions of those caught in the eruption were flawlessly preserved.

August 18, 1949. The first Plant Patent was issued to Henry Bosenberg of New Jersey for a climbing rose. There are now over 276,788 plant patents around the world.

August 12, 1930. Clarence Birdseye patented a method for packaging frozen foods. See the article in this newsletter: *Fresh Or Frozen?*

August 19, 1919. HOSTESS was trademark registered by William B. Ward. In Nov. 2012, after 93 years, the Hostess Company closed their doors. The brand was purchased by Private equity groups Apollo Global Management and Metropolis & Co.

August Quiz Question

Q: Which country is the next most populous after the United States?

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

Call in answers to Corrine

987-5755 x27 or email
info@barlowwilliams.com

July Quiz Question

Q: In this US city, clocks are not allowed in certain buildings, even though over 37 million people visit every year. What city is it?

A: Las Vegas, NV.

Congratulations to:

Hilde Daniels

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

Budget-Friendly Makeover Ideas

Would you like to give a fresh look to your house without breaking the bank? Try these extremely low-cost makeovers to give your house a face lift.

- **Wash instead of paint:** If you can't afford to paint the home, how about giving it a good wash? Don't forget to scrub the screens, windows, and gutters, as well as the sidewalk and driveway while you're at it.
- **Paint the trim and front door:** Your home's exterior will look crisper with fresh trim and front door color.



- **Freshen the floors:** Consider cleaning the grout on tile floors. If you have stained or worn carpet, consider replacing it with a remnant (left over carpet from larger jobs).
- **Re-caulk plumbing fixtures:** Over time the caulk that prevents water seepage around plumbing fixtures can mold, discolor, tear, or degrade. Stripping this material out and replacing it with a fresh bead of silicon is an inexpensive way to improve the look of bathrooms and kitchens. Also pour bleach on mold that has grown under caulk and grout.
- **Take care of the small things:** Notice all the little items that need repair. Make a list and work on it as often as you can, one item at a time. Replace light bulbs, fix holes in doors or walls, grease squeaky hinges, clean gutters, fix leaking plumbing fixtures, change the air filter, wash the curtains, paint dingy entry ways, and so on.
- **Update lighting fixtures:** You can spend a fortune on lighting fixtures but you don't have to. Consider selectively changing lighting fixtures that date the home. Even inexpensive, but new fixtures can make a difference.

A Passion For Puns

Who can resist a good pun—or a terrible one? Here are a few guaranteed to make you crack a smile, or slap your head:

- She was only a whisky maker, but he loved her still.

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

PARTY PLEASERS

For all your party planning needs
(805) 482-0339

MIRIAM GONZALEZ CLEANING

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CASTLE AIR

Furnace and A/C Experts
(805) 445-8237

FAMILY OPTOMETRY GROUP

For all your vision needs
(805) 482-4628

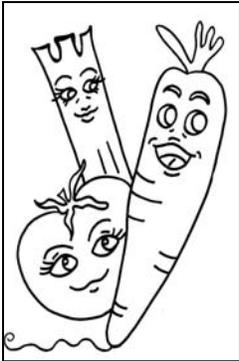
CALIFORNIA POOLS

For all your pool cleaning needs
(805) 484-3322

- What would you get if you threw a hand grenade into a French kitchen? Linoleum Blownapart.
- He wondered why the baseball kept getting bigger. Then it hit him.
- How does a backward poet write? Inverse.

Fresh Or Frozen?

Which are healthier, fresh or frozen vegetables? While the first step of freezing vegetables—blanching them in hot water or steam to kill bacteria and arrest the action of food-degrading enzymes—causes some water-soluble nutrients



like vitamin C and the B vitamins to break down or leach out, the subsequent flash-freeze locks the vegetables in a relatively nutrient-rich state.

On the other hand, fruits and vegetables shipped to fresh-produce aisles typically are picked before they are ripe, which gives them less time to develop a full spectrum of vitamins and minerals.

Outward signs of ripening may still occur, but these vegetables will never have the same nutritive value as if they had been allowed to fully ripen on the vine. In addition, during the long haul from farm to fork, fresh fruits and vegetables are exposed to heat and light, which degrade some nutrients, especially vitamins C and the B vitamin thiamin.

Bottom line: When vegetables are in-season, buy them fresh and ripe. Off-season, frozen vegetables will give you a high concentration of nutrients. Choose packages marked Fancy or Extra Fancy, which indicates they were picked at their ripest.

What Realtors Find Behind Closed Doors



You never know what people have behind closed doors in their houses. Here are just a few of the items discovered by real estate agents when first entering a house to list it:

- A bedroom full of turtles—no furniture, just turtles.
- A house full of doggy poo—the elderly owner seldom let the dogs outside.
- Thousands of magazines stacked to the ceiling with only pathways between to get to different rooms.
- Naked pictures of the elderly owner in her heyday.
- Genuine Van Gogh paintings on the walls of a trailer home.

Advocate Of The Month

Congratulations to our
Advocate Of The Month,

Fran DeMuri

As the Advocate Of The Month she
receives a \$25 Gift Certificate To

Ottavio's Italian Restaurant.

Thank You!

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



How A Body Overheats

During exertion the body produces heat. To lose excess heat, the body uses a combination of radiation (loss of heat), convection (cooler air movement), conduction (contact with cooler surfaces), and evaporation (sweating). If surroundings are hotter than the body, it is limited to shedding excess heat by evaporation of sweat alone.

Unfortunately, copious sweating places a heavy load on circulation, which is needed to bring blood to the skin for cooling. As the body progressively dehydrates through sweating, circulation is compromised and heat storage begins to exceed heat removal. This further increases the strain on the circulatory system in a vicious cycle. The strain increases heart rate, sweat rate, and core and skin temperatures. Eventually the strain can cause heat stroke if the body is not cooled by some other means than sweat.

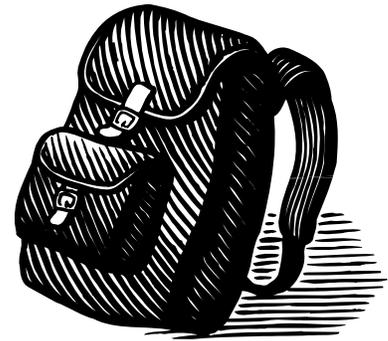
Solutions are to drink small glasses of water every 15 to 20 minutes, remove yourself from the sun for at least 5 minutes while drinking water, avoid caffeine which causes your body to lose water, and avoid working outside at the hottest times of the day. The more you do to bring your body temperature down, the more you can reestablish equilibrium between heat storage and heat removal.

~Better to do something imperfectly than to do nothing flawlessly. ~ Robert Schuller ~

Prepare Kids For Back To School

One week before school starts:

- Start sending your kids to bed on their school schedule. Start getting them up early.
- Help the kids wrap their minds around the morning routine. Make sure they know how much time they have for breakfast and getting dressed.
- Have them prepare their school backpacks.
- Help kids select outfits for the entire first week of school so there is no anxiety about clothes either in the evenings or mornings the first week.



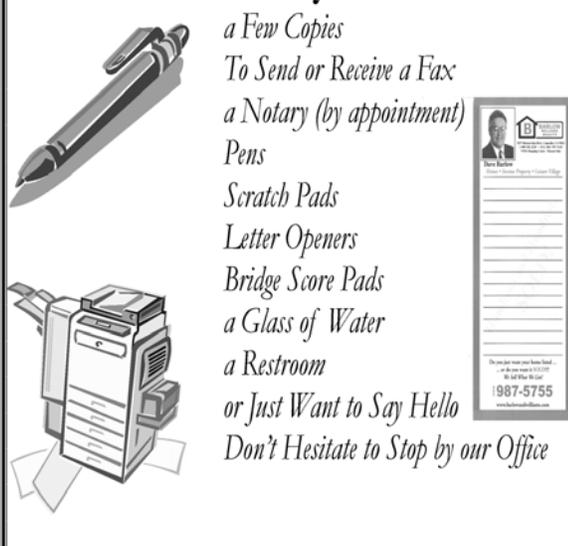
The day before:

- Have your kids lay out their clothes.
- Give kids their lunch money or prepare their lunch.
- Help kids have a relaxing evening with no stress. Perhaps play some fun games.

Use what talent you possess: the woods would be very silent if no birds sang except those that sang best. ~ Henry Van Dyke

Remember if you need...

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



An Unexpected Conversation

A class of high school students was on its way back from a field trip. The bus driver pulled over at a rest stop. One of the students had stomach trouble, so as soon as the bus stopped, he got off and headed for a restroom stall.

As soon as he closed the door, the man in the next stall said, “Hi, there. How’s it going?”

The student thought it was odd that the man in the next stall wanted to start a conversation, but he thought, “Maybe this is one of the teachers from the other busses.”

He felt silly talking through the wall, but he answered, “Not bad.”

Then the man in the next stall said, “What are you doing?”

The embarrassed student answered, “Well, we’re all headed back to school from the field trip, right?”

To which the man in the next stall said, “Look. I’ll have to call you back. Every time I say something, some genius in the next stall keeps answering me.”

Teens Do Listen

If you have a child preparing to start college this fall, you’re probably thinking about the cost of tuition and board and the high price of textbooks. You may also be thinking about the temptations of alcohol. You may worry that nothing you say will make a difference once your student is on his or her own.

Fortunately, a study from Pennsylvania State University’s Prevention Research Center suggests you may have more influence than you think. The researchers surveyed 1,900 future college freshmen on their drinking habits. Then they sent parents a handbook of general information on college student drinking, and asked those parents to talk to their children during the summer or during their students’ first fall semester, or both.

The results? Freshmen whose parents broached the subject over the summer were more likely to show a pattern of not drinking or light drinking, or to transition away from heavy drinking habits if they were already big consumers of alcohol. Experts note that the tone of such conversations is important—you want to share your thoughts without lecturing your kids. But the findings indicate that talking about drinking instead of hoping for the best can have good results.



ALL BARLOW LISTINGS IN LEISURE VILLAGE

Address	Model	Price
5174 Village 5	El Dorado I	\$429,000
33203 Village 33	La Jolla	\$435,000
29219 Village 29	Amalfi	\$435,000
40023 Village 40	Valencia	\$449,000
20175 Village 20	La Jolla	\$464,000

Information deemed reliable, but not guaranteed.

BARLOW RENTALS

None at time of printing.

Check
www.LeisureVillage.com
for current listings

Information deemed reliable, but not guaranteed.

PROPERTY SOLD IN LEISURE VILLAGE 2013

Based on information from the Ventura County MLS Corporation for the period January 1, 2013—July 29, 2013

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	5	\$363,000	\$325,000	\$419,000	33
Avalon					
Balboa					
Bel Air	5	\$300,400	\$247,000	\$359,000	57
Brentwood	5	\$260,900	\$240,000	\$299,950	26
Capri	6	\$293,700	\$270,000	\$329,000	26
Capri 2	1	\$320,000	\$320,000	\$320,000	29
Coronado					
Coronado II	4	\$295,100	\$259,000	\$320,000	15
Coronado 2-C	1	\$275,000	\$275,000	\$275,000	35
Coronado I-C	2	\$287,500	\$259,000	\$316,000	8
Del Mar	6	\$286,300	\$249,000	\$325,000	46
El Dorado	15	\$369,400	\$330,000	\$410,500	73
El Dorado I	1	\$375,000	\$375,000	\$375,000	22
El Dorado II					
Fiesta	1	\$218,700	\$218,700	\$218,700	1
Galaxy	1	\$290,000	\$290,000	\$290,000	98
Holmby	4	\$300,750	\$285,000	\$329,000	65
La Jolla	5	\$435,200	\$419,000	\$454,000	36
Monterey	5	\$262,100	\$235,000	\$293,000	26
Monterey I	2	\$290,000	\$290,000	\$295,500	58
Newport	3	\$245,800	\$230,000	\$255,000	27
Valencia	4	\$396,300	\$365,000	\$439,000	39
TOTAL	76				

Information deemed reliable, but not guaranteed.

ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the Ventura County MLS Corporation for July 29, 2013

#	Model	Price
1	Del Mar	\$329,000
2	Del Mar	\$329,900
3	Holmby II	\$379,900
4	Amalfi	\$385,000
5	Fiesta	\$401,900
6	El Dorado I	\$429,000
7	La Jolla	\$435,000
8	Amalfi	\$435,000
9	Valencia	\$449,000
10	La Jolla	\$464,000
11	El Dorado	\$469,000
12	La Jolla	\$479,000

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



Do you know what a buyer will pay for your home in today's market?

Call Dave for the SCOOP!

Did you know Dave has been involved in more homes sold in Leisure Village than any other agent this year?

Call Dave for the Real SCOOP!

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The Barlow Buzz

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