



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

September 2014

This, Too, Will Pass

A student was studying to be a stone mason. He was working on his masterpiece, a statue that had taken him more than six months so far.

He was just on the finishing strokes when his chisel slipped and he broke off the nose of the statue.

In tears of frustration he went to his teacher who was quietly smoothing some stone in the garden.



“It’s no use,” cried the student. “I’ve failed. My life is over. I’ll never graduate in time. What am I going to do?”

The master mason paused and looked kindly at the distraught student.

Then he said, “This will pass. By this time next year, you will be someone else, doing something else. This moment will be a memory. Move on.”

Another year went by, and the student had completed yet another statue. This time he was able to finish it without error, and he was justifiably proud of his work. He went to his master, who was again in the garden polishing stone.

“I have created something that I never thought I could. Because I failed before, I have become even better than I would have. Isn’t it wonderful?”

His teacher smiled at the young man for a moment before returning to his work, saying only, “This, too, will pass.”

I’m reminded by this story to always keep a balanced view of life!

Alan Barlow

www.LeisureVillage.com

Information for YOUR Community
The Barlow Group—(805) 987-5755

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September Quiz Question

Q: What do you see in fall, but not in summer, winter, or spring ?

Everyone who texts, emails or calls in the correct answer by the last day 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

August Quiz Question

Q: Can you name 4 days that start with the letter T?

A: *Tuesday, Thursday, Today and Tomorrow*

Congratulations to:

Mannie Abbate

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

Fun Facts About Fall

In 2014, the fall season starts in the Northern Hemisphere on **September 22** at 10:29 pm EDT. This is the **autumnal equinox**, when day and night are each *about* 12 hours long. At this point, temperatures begin to drop and the days start to get shorter.

The word *equinox* comes from the Latin words for "equal night." However, you would be hard-pressed to actually be able to measure an equal day and night.

That's because, according to the *Old Farmer's Almanac*, the day begins when the upper edge of the sun reaches the horizon (a bit before the center rises), and it doesn't end until the entire sun has set. Not only that, but the sun is actually visible when it is below the horizon, as Earth's atmosphere refracts the sun's rays and bends them in an arc over the horizon. According to astronomer George Greenstein, "If the Sun were to shrink to a star-like point and we lived in a world without air, the spring and fall equinoxes would truly have 'equal nights.'"

A common question about fall: The autumn leaves seem to be staying longer than usual in my neck of the woods. Is this an indication of winter weather to come?

Answer: There's an old weather proverb that states, "If autumn leaves are slow to fall, prepare for a cold winter." Or perhaps you just haven't had the kind of wind or rain needed to shake the leaves loose from their branches. But

look on the bright side—you get to look at the beautiful autumn foliage for a little bit longer!

Flexible Electronics Are Coming

Flexible electronics are coming to the marketplace soon, in the form of such things as roll-up keyboards, clothes that can monitor an athlete's heart, a hoodie that can recharge an iPod, and even electronic sensors that can be wrapped around a catheter to track a patient's vital signs during an angioplasty.

As reported by the website *Talking Points Memo*, a Cambridge, Massachusetts start-up is in the process of developing semiconductor applications for a wide array of products, as companies in Tokyo and France are pursuing similar research. One prototype is a flexible sensor designed to stretch around prosthetic limbs to enhance movement.



**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
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MIRIAM GONZALEZ
CLEANING
For all your home cleaning needs
(805) 444-2913

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

Natural Cleaners You Have Around The House

Vinegar. Vinegar is by far one of the most versatile cleaning agents. Use it to remove soap scum from the shower. Mix it with borax to get rid of hard-water rings in the toilet. Tape a bag of vinegar to your showerhead and leave it overnight for an easy, sparkly clean showerhead; or add a couple of tablespoons of white vinegar to your dish soap to eliminate grease in the kitchen.

Lemons. The acid in lemons makes them a natural cleanser. The juice can disinfect kitchen countertops and cutting boards. You can cut a lemon in half and scrub your bath and shower to remove soap scum. If your shaving cream can has left a rusty ring on your counter top, use your lemon half to scrub it away.

Tea. More than a favorite beverage, brewed tea can be used to clean windows, mirrors and countertops. Spray on your bathroom surfaces just as you would any window or surface cleaner. Then, keep your damp bags in the back of the fridge. They will actually work to deodorize it. And if you need to remove the scent of onion, garlic or fish from your hands, cut a tea bag open, and wash your hands with the leaves to remove the odor.

Olive Oil. Foods taste better, and our bodies are healthier with olive oil. But olive oil goes further. Remove paint from hands by soaking them in olive oil. Buff furniture and stainless steel with a little olive oil on a rag. Protect rattan furniture by wiping on a little olive oil.

To achieve great things, two things are needed: a plan and not quite enough time. ~ Leonard Bernstein

A Fit House Is Worth More

Doctors tell us that if we keep our bodies fit, we can live longer, feel younger, and look better. The same principle applies to a house.

An out-of-shape house can appear older than its years and can even lose up to 10% of its appraised value, according to some appraisers and real estate agents. That's up to \$20,000 for a home priced at \$200,000.

While poor maintenance can reduce value, good maintenance can add value. A study out of the University of Connecticut in the US finds that regular maintenance increases the value of a home by about 1% each year. A good strategy for staying on top of maintenance is to do a home maintenance audit once or twice a year. During a home maintenance audit, you identify all the items that need work, then prioritize your list in terms of cost and time involved in making repairs.



The Nautical Origins Of Rummage Sales

Whether you call it a garage sale, rummage sale, or yard sale, you are doing the same thing...selling your unwanted possessions for small change.

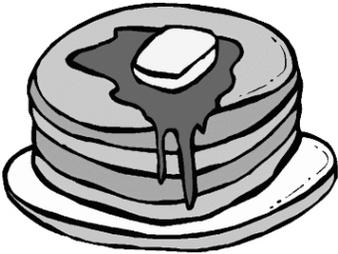
You may not know that yard and garage sales really got their start in shipyards in the early 1800's with "rummage" or "rommage" sales, where shipping companies would sell unclaimed cargo at a discount.

The word rummage comes from the Middle French word *arrumage*, which meant the "arrangement of cargo in a ship's hold." The associated verb was *arrumer* "to stow goods in the hold of a ship."

In the 1600's, the term came to mean "to closely search the hold of a ship, especially by moving things about."

Then in the 1800's ships began to hold popular "rummage/rommage" sales, though by now the cargo was unloaded from the hold before the sale. (The words *rommage* and *rummage* are phonetic differences, like *po-tay-to/po-tah-to*.)

In the late 1800's, the sales moved to community centers like churches. Then in the 1950's and 1960's, they became what we know them as today...rummage, yard, and garage sales.



Pancake Math

Finally, science comes up with something useful! Students at the Sheffield University Maths Society in Great Britain have developed a formula for choosing the correct amount of ingredients for making pancakes.

The "perfect pancake calculator" is based on the number of pancakes wanted, your desired thickness, and the diameter of your frying pan, and allows one to determine the precise amount of eggs, flour, water, etc. to achieve pancake perfection whether you're making just one flapjack for yourself or feeding an army.

You can find the formula at <http://phys.org/news/2014-03-secret-pancake.html>. Seriously, try it out. Get the kids involved to show how math can be applied to cooking in a real-life math problem.

Avoid Late Fees by Organizing Your Bills

No one enjoys paying bills, but like death and taxes, they're a fact of life. If you end up paying late fees because you've procrastinated past the due date, you can save yourself some money and turmoil by following this timely advice:

- **Put bills on your calendar.** Pick a monthly or twice-monthly date for handling all paperwork—bills, receipts, statements, etc. Treat it like any other appointment and schedule it.
- **Get organized.** Gather all your supplies before you sit down to work: pens, file folder, checkbook, stamps, envelopes, labels, and a calculator. Set up a portable workstation or clear off the desk so you can get down to work.
- **Develop a filing system.** Sort all your paperwork into five files: banking, billing, payment booklets, receipts, and statements. Buy a box or file folder with slots for each day of the month, and then put each bill in the slot of the date it is due (or a few days before to ensure it gets paid on time).

What Not To Do Everyday At Work

Just doing your job isn't enough to succeed at work. You rise and fall in your organization based on your behavior—a combination of attitude, language, appearance, and professionalism. To stay on the upward track, resist these office mistakes:

- **Whining.** Your job may not be perfect, but no one wants to work with a chronic complainer. Deal with problems and issues constructively, and learn to ignore the minor annoyances that come with every job.
- **Over-apologizing.** Everyone makes mistakes, and people with integrity take responsibility for their missteps and failures. Just don't overdo it. Endless explanations and pleas for forgiveness make you seem needy; a simple, "I'm sorry, what can I do to help?" shows that you're committed to fixing problems and moving forward.
- **Showing up sick.** Absenteeism is a worry for most managers, but employees who come to work while ill can spread germs and disease across the workplace, making a simple problem worse. Do your best to stay healthy so you don't have to miss work. But if sickness strikes, do your co-workers a favor and stay home.
- **Over-sharing.** Being social is one thing; just don't overdo it. Be friendly with your co-workers, but don't pry into their personal lives, share too much of your own, or indulge in spreading rumors. You want to gain a reputation as a dependable, standup colleague, not a gossip.
- **Hiding.** The flip side of over-sharing is not joining any activities with your co-workers. You don't have to be the biggest partier at the bar, but devote some time to getting to know your colleagues. You'll build strong bonds that will help you maintain a healthy work/life balance and also contribute to your ability to get things done at work.



Keep The Motor Running

A heart surgeon took his car to the local garage for a tune-up. When he returned a few hours later to pick it up, he and the mechanic began chatting.

“So I’ve been wondering,” the mechanic said. “We both kind of do the same thing for a living. We open things up, find out what’s wrong, take some stuff out or put some stuff in and fix the problem, and then we close everything back up. So how come you make 10 times more money than I do?”

The surgeon smiled. “I do it all with the motor running and can’t turn it off for even a minute.”



Advocate Of The Month

Congratulations to our
Advocate Of The Month,

Bob Lefkowitz

As the Advocate Of The
Month he 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!**

Preventing Alzheimer's

Recent studies have found several factors that help limit or even prevent Alzheimer's disease. For instance, people who are physically active, or play games or music have a lower risk of Alzheimer's.

In fact, people who were *less* active were three times more likely to have Alzheimer's than those who were active. Activities like gardening, exercising and playing board games or a musical instrument were part of the lifestyle in those less likely to develop the disease.

Being active especially between the ages of 40 and 60 seems to reduce incidences of Alzheimer's—regardless of income, gender and education.

Another key factor is diet. By eating less, in fact eating sparingly, we tend to sharpen our wits, perhaps by limiting the toxins, inflammatory foods, and other wastes our bodies must battle.

One surprising result of recent studies is that people who stave off Alzheimer's disease tend to have more faith. Not necessarily religious faith, but spirituality. By engaging in some sort of regular practice of meditation or deep introspection, the brain remains at peace and electrically stable, removing chemicals like cortisol that result from stress.

The pleasure of remembering had been taken from me, because there was no longer anyone to remember with. It felt like losing your co-rememberer meant losing the memory itself, as if the things we'd done were less real and important than they had been hours before. ~ John Green, The Fault in Our Stars

Epigrams



Epigram – a pithy saying or brief remark expressing an idea in a clever, amusing, and often satirical way. Examples:

- Woke up and smelled the coffee. Awaiting further instructions.
- Is it just me, or am I an egomaniac?
- Breakfast. Not just for breakfast anymore!
- I'm about to go eat lunch alone. Is there some polite way I can get out of this?
- I can resist everything except temptation. ~ Oscar Wilde

PROPERTY SOLD IN LEISURE VILLAGE 2014

Based on information from the Ventura County MLS Corporation for the period January 1, 2014— September 2, 2014

| # | Model | DOM | Selling Price | Selling Date | # | Model | DOM | Selling Price | Selling Date |
|----|-----------|-----|---------------|--------------|----|-----------|-----|---------------|--------------|
| 1 | Newport | 115 | \$300,000 | 1/2 | 41 | La Jolla | 50 | \$482,000 | 5/16 |
| 2 | Brentwood | 59 | \$260,000 | 1/8 | 42 | Monterey | 80 | \$270,000 | 5/19 |
| 3 | Capri | 4 | \$325,000 | 2/5 | 43 | Monterey | 3 | \$286,000 | 5/20 |
| 4 | Capri | 6 | \$379,000 | 2/6 | 44 | Monterey | 92 | \$270,000 | 6/6 |
| 5 | Holmby II | 114 | \$325,000 | 2/14 | 45 | El Dorado | 10 | \$365,000 | 6/10 |
| 6 | Holmby I | 47 | \$315,000 | 2/18 | 46 | El Dor II | 23 | \$415,500 | 6/10 |
| 7 | Holmby II | 73 | \$337,000 | 2/19 | 47 | Monterey | 24 | \$275,000 | 6/17 |
| 8 | El Dorado | 38 | \$390,000 | 2/19 | 48 | La Jolla | 26 | \$475,000 | 6/18 |
| 9 | Bel Air | 157 | \$300,000 | 2/20 | 49 | Bel Air | 3 | \$330,000 | 6/20 |
| 10 | Del Mar | 16 | \$312,500 | 2/21 | 50 | Valencia | 43 | \$510,000 | 6/23 |
| 11 | Fiesta | 182 | \$323,400 | 2/25 | 51 | Coronado | 56 | \$315,000 | 6/30 |
| 12 | Coro II | 57 | \$297,000 | 3/5 | 52 | Valencia | 142 | \$500,000 | 7/7 |
| 13 | Coro II | 35 | \$305,000 | 3/7 | 53 | Bel Air | 56 | \$355,000 | 7/9 |
| 14 | El Dorado | 119 | \$410,000 | 3/7 | 54 | La Jolla | 19 | \$501,000 | 7/9 |
| 15 | El Dorado | 23 | \$375,000 | 3/14 | 55 | Coro II | 64 | \$326,000 | 7/11 |
| 16 | Valencia | 36 | \$475,000 | 3/17 | 56 | Brentwood | 11 | \$305,000 | 7/15 |
| 17 | Bel Air | 55 | \$270,000 | 3/25 | 57 | El Dor I | 60 | \$435,000 | 7/16 |
| 18 | El Dorado | 10 | \$479,000 | 3/25 | 58 | El Dorado | 52 | \$409,000 | 7/18 |
| 19 | Bel Air | 147 | \$300,000 | 3/26 | 59 | Amalfi | 22 | \$429,000 | 7/22 |
| 20 | Holmby II | 25 | \$335,000 | 3/28 | 60 | Holmby I | 21 | \$365,000 | 7/23 |
| 21 | Newport | 171 | \$260,000 | 3/31 | 61 | Coro II | 60 | \$285,000 | 7/25 |
| 22 | Coronado | 40 | \$340,000 | 4/3 | 62 | Amalfi | 71 | \$425,000 | 7/28 |
| 23 | Galaxy | 21 | \$340,000 | 4/3 | 63 | Monterey | 24 | \$278,000 | 7/31 |
| 24 | Valencia | 37 | \$450,000 | 4/3 | 64 | Del Mar | 220 | \$330,000 | 7/31 |
| 25 | Valencia | 125 | \$465,000 | 4/4 | 65 | Valencia | 35 | \$475,000 | 7/31 |
| 26 | Bel Air | 51 | \$292,500 | 4/8 | 66 | El Dor II | 80 | \$370,000 | 8/1 |
| 27 | Del Mar | 58 | \$345,000 | 4/10 | 67 | Coronado | 131 | \$323,000 | 8/7 |
| 28 | Del Mar | 98 | \$277,000 | 4/18 | 68 | El Dorado | 117 | \$458,900 | 8/7 |
| 29 | Capri | 68 | \$324,000 | 4/23 | 69 | Holmby II | 83 | \$329,000 | 8/12 |
| 30 | Holmby II | 48 | \$370,000 | 4/23 | 70 | Fiesta | 75 | \$355,000 | 8/13 |
| 31 | Valencia | 44 | \$435,000 | 4/25 | 71 | Holmby II | 14 | \$344,000 | 8/14 |
| 32 | Amalfi | 43 | \$379,000 | 5/2 | 72 | Amalfi | 107 | \$365,000 | 8/14 |
| 33 | Capri | 90 | \$325,000 | 5/8 | 73 | Del Mar | 13 | \$332,800 | 8/15 |
| 34 | El Dorado | 55 | \$415,000 | 5/8 | 74 | Bel Air | 53 | \$384,200 | 8/15 |
| 35 | Capri | 49 | \$365,000 | 5/9 | 75 | El Dorado | 36 | \$405,000 | 8/15 |
| 36 | El Dor I | 42 | \$439,950 | 5/12 | 76 | Del Mar | 18 | \$292,000 | 8/18 |
| 37 | Capri | 68 | \$310,000 | 5/13 | 77 | Amalfi | 71 | \$338,000 | 8/20 |
| 38 | Valencia | 73 | \$405,000 | 5/13 | 78 | Holmby II | 4 | \$340,000 | 8/21 |
| 39 | Capri | 11 | \$332,000 | 5/15 | 79 | El Dorado | 6 | \$410,000 | 8/21 |
| 40 | Valencia | 197 | \$445,000 | 5/16 | | | | | |

Information deemed reliable, but not guaranteed.

BARLOW RENTALS

They are coming and going fast.

Watch our postings at
www.LeisureVillage.com

AND/OR

Call to be on the waiting list.

Information deemed reliable, but not guaranteed.

ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the Ventura County MLS Corporation for September 2, 2014

| # | Model | Price |
|----|--------------|-----------|
| 1 | Balboa | \$259,900 |
| 2 | Brentwood | \$270,000 |
| 3 | Monterey | \$283,000 |
| 4 | Coronado II | \$295,900 |
| 5 | Brentwood | \$315,000 |
| 6 | Coronado I-C | \$319,900 |
| 7 | Brentwood | \$324,700 |
| 8 | Capri | \$338,500 |
| 9 | Capri | \$339,900 |
| 10 | Coronado I-C | \$349,000 |
| 11 | Del Mar | \$349,900 |
| 12 | Holmby I | \$359,000 |
| 13 | Capri | \$365,000 |
| 14 | Coronado II | \$374,500 |
| 15 | Holmby II | \$381,000 |
| 16 | Bel Air | \$395,000 |
| 17 | El Dorado | \$399,900 |
| 18 | Amalfi | \$409,000 |
| 19 | Amalfi | \$425,000 |
| 20 | Amalfi | \$435,000 |
| 21 | El Dorado I | \$439,000 |
| 22 | El Dorado | \$458,000 |
| 23 | Amalfi | \$459,500 |
| 24 | Valencia | \$460,000 |
| 25 | Valencia | \$475,000 |
| 26 | El Dorado | \$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.



versus



Taxi versus Limo — Ordinary versus Extraordinary

Most agents are like a cab driver, always looking for a person to take for a ride. The Barlows are different, they are like a limousine service. They are focused on your experience while working with them. The full focus of their efforts and their energy is towards making your experience exceptional and your dreams come true. Call The Barlows for all your Real Estate needs—805-987-5755

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The Barlow Buzz

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