



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

July 2014

# Living With Faults

When I was a kid, my Mom liked to make breakfast food for dinner every now and then. I remember one night in particular when she had made breakfast after a long, hard day at work. On that evening so long ago, my Mom placed a plate of eggs, sausage and extremely burned biscuits in front of my dad. I remember waiting to see if anyone noticed!

All my dad did was reach for his biscuit, smile at my Mom and ask me how my day was at school. I don't remember what I told him that night, but I do remember watching him smear butter and jelly on that ugly burned biscuit. He ate every bite of that thing...never made a face nor uttered a word about it!



When I got up from the table that evening, I remember hearing my Mom apologize to my dad for burning the biscuits. And I'll never forget what he said, "Honey, I love burned biscuits every now and then."

Later that night, I went to kiss Daddy good night and I asked him if he really liked his biscuits burned. He wrapped me in his arms and said, "Your Mom put in a hard day at work today and she's real tired. And besides--a little burned biscuit never hurt anyone!"

As I've grown older, I've thought about how life is full of imperfect things and imperfect people.

I'm not the best at hardly anything, and I forget birthdays and anniversaries just like everyone else. But what I've learned over the years is that learning to accept each other's faults and choosing to celebrate each other's differences is one of the most important keys to creating a healthy, growing, and lasting relationship.

~ From [www.truthbook.com](http://www.truthbook.com)

[www.LeisureVillage.com](http://www.LeisureVillage.com)  
Information for YOUR Community  
The Barlow Group—(805) 987-5755

## INSIDE THIS ISSUE

- Living With Faults
- What's Jumping In July
- July Quiz Question
- Bumper Sticker Wisdom
- Driving Gas Savings
- When The Ants Go Marching In
- Detering Future Scientists With Boredom
- Eating Disorders Are In Your Head
- Money Mistakes To Avoid
- You're In Good Company
- Have You Read This?
- 5 Ideas For Family Summer Fun
- Leisure Village Sales Statistics 2014
- Available Homes For Sale and Rent

# What's Jumping In July

**Canada Day, July 1.** The national holiday celebrates the unification of Nova Scotia, New Brunswick, and the Province of Canada in 1867.

**Independence Day, July 4.** Birthday of the United States of America, the date on which the 13 colonies declared independence from Great Britain in 1776.

**International Kissing Day, July 6.** People who study such things say that two-thirds of us tilt our heads to the right when we kiss, and it has nothing to do with whether one is right- or left-handed. This is the day to test that out.

**Moon Day, July 20.** Celebrating the first landing of human beings on the moon in 1969. "That's one small step for man; one giant leap for mankind."

**Cousins Day, July 24.** Celebrating the family relationship of cousins. Get together with your cousins or give them a call to catch up.

## Bumper Sticker Wisdom

Sometimes the best entertainment during the morning commute comes from the bumper stickers on passing cars. Here are a few samples from the Internet:

- Where there's a will, I want to be in it!
- Have you ever stopped to think, and forgotten to start again?
- I don't suffer from insanity. I enjoy every minute of it.
- If you make it idiot-proof, someone will make a better idiot.
- Always remember you are unique. Just like everyone else.
- I have pride. Others have vanity.
- Why is "abbreviation" such a long word?
- It's lonely at the top—but you eat better.
- Hard work pays off in the future. Laziness pays off today.
- Warning: Dates on the calendar are closer than they appear.

## July Quiz Question

**Q:** *What is a flink?*

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

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## June Quiz Question

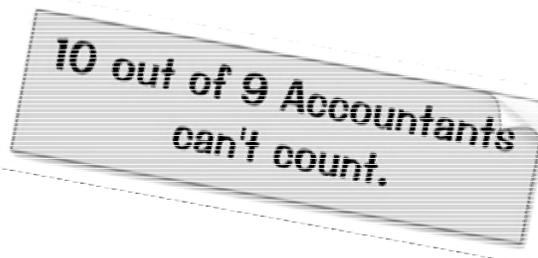
**Q:** *I am not alive, but I grow. I don't have lungs, but I need air. I don't have a mouth, but water kills me. What am I?*

**A:** *Fire.*

Congratulations to:

**Karen Jones**

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



## Driving Gas Savings

Like death and taxes, rising gas prices are unavoidable, especially in the summer. Here are some tips for saving money at the gas pump:

- Drive more slowly on the open road. The most fuel-efficient speed may be the point at which your car shifts to high gear, somewhere around 50mph/80kph. Going faster in high gear will further reduce efficiency.
- Avoid drag. Get rid of roof racks. Avoid carrying equipment outside of the car on long trips. If buying a new car, consider the sleeker models rather than boxy models. Drag can reduce gas mileage significantly.



- Avoid slow and go driving, where you race up to a stop or behind another car, brake, then accelerate again.
  - Don't be idle. Letting your car run when you're not going anywhere wastes fuel—you can burn through one-eighth of a gallon idling your motor for 10 minutes. Turn off your engine if you expect to be stationary for more than 30 seconds.
  - Stay in tune. Change air filters, motor oil, and spark plugs, regularly.
  - Inflate tires correctly. Check your tire pressure often when the air temperature fluctuates. Hot air will have higher pressure, and cool air will have lower pressure. If you make radical adjustments based on air temperature, be sure to recheck the pressure again frequently.
- Fill up on gas often whenever you see a low-priced gas station rather than waiting until you're down to your last drops and can't look for the best price.

## When The Ants Go Marching In...

Most of us don't want to share a home with ants, but we don't want to douse the place with insecticide to keep them out, either. Here are a few natural treatments to keep ants at bay:

**Cinnamon.** Place a few cinnamon sticks where you spot ants crawling into your house. The odor will send ants away. (Garlic cloves work, too.)

**Vinegar.** Spray some apple or white vinegar on areas where ants have set up shop.

**Black pepper.** Sprinkle a little pepper when you see ants. Watch where they run to, and treat that area as well to prevent them from returning.

**Mint.** The scent of mint can disrupt ants' sense of smell. Plant mint outside, especially near doors and windows, and place a few mint leaves in and around your windows.

### Advocate Of The Month

Congratulations to our Advocate Of The Month,

*Janie King*

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!**

# Deterring Future Scientists With Boredom

The death of Apple co-founder Steve Jobs reminded us of the role scientists and engineers play in driving innovation. But according to studies reported by *The New York Times*, approximately 40 percent of college students planning careers in science or engineering fields change their major before graduating, or fail to complete their degrees.

The percentage is as high as 60 percent when pre-med students are included in the data. Experts blame the daunting (and frequently mind-numbing) load of dry lectures for the attrition, along with tough introductory classes and crowded classrooms that impede discussion and personal attention.

The conclusion some would-be scientists are coming to: Find smaller schools with the chance of more in-person interactions, getting away from online education and large institutions.

# Eating Disorders Are In Your Head

Most of us know that eating disorders are somewhat in the head, but what we may not know is that there is a specific location in the head, according to scientists studying the relationship between eating and the brain.

In a study presented at the annual meeting of the Cognitive Neuroscience Society, researchers measured the brain activity of a wide range of subjects, from the anorexic to the morbidly obese.

Participants were given fMRI brain scans while viewing images of high-calorie food, then fed, and then scanned a second time. Subjects on the anorexic side of the scale, who were scanned before eating, exhibited lower than normal activity in regions of the brain associated with feelings of reward; those on the opposite extreme who were scanned before eating demonstrated a higher than normal response in the reward areas of the brain.



The findings suggest that eating disorders on both ends of the spectrum may share some of the same brain pathways and that eating disorders might be disorders of brain function in the reward stimulation area—raising hopes that specific areas of the brain could be targeted to help treat both obesity and anorexia.



# Money Mistakes To Avoid

Unless you're incredibly rich, you probably worry about money. That's natural, but you'll feel better about your financial situation if you avoid these basic money mistakes:

- **Not tracking your spending.** Pay attention to where your money goes. Your credit card statement will help you do this, but don't forget all the incidentals you pay cash for. With this data, you'll find it easier to stick to your budget.

- **Not setting up a budget (and sticking to it).** This advice may seem elementary, but many smart people don't take it seriously. Determine how much money you realistically need to pay bills and buy supplies for a week or month, and don't exceed it.
- **No emergency fund.** Set aside some money for emergencies, and don't touch it for any other reason. Ten or 20 dollars a month can add up, especially if it's drawing interest in an account.
- **Not shopping around.** Take the time to look for the best prices, and avoid buying on impulse. Stock up on essentials on sale, and always look for opportunities to negotiate a better deal.
- **Borrowing too much money.** Don't put more on your credit card than you can pay off at the end of the month. Resist the urge to buy more house than you can afford, and don't be seduced by reward programs that entice you to buy extravagances in order to get bonus points.
- **Not watching your credit rating.** You should be aware of your overall credit score to avoid problems when you really need to borrow money. Make sure all the information is correct, and watch out for signs that your identity has been lifted by con artists.

***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**  
**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

*It is a miracle that curiosity survives formal education. ~ Albert Einstein*

## You're In Good Company

You may know how and why the company you work for was founded, but do you know where the word "company" comes from? According to Charles Earl Funk's book *Thereby Hangs a Tale* (HarperCollins), the word comes from a combination of the Latin word *con*, meaning "together," and *panis*, which means bread. Thus, "company" originally described a group of people who shared their bread with each other. Think of that the next time you're eating lunch with your co-workers.

## Quotes

*Those who do not stop asking silly questions become scientists. ~Leon Lederman*

*There is always room, if only in one's own soul, to create a spot of Paradise, crazy though it may sound. ~Henry Miller*

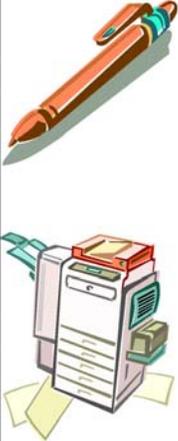
*I tell you: One must still have chaos in oneself to give birth to a dancing star. ~Frederick Nietzsche*

# Have You Read This?

Following is a list of the 10 bestselling books over the last 50 years. Have you read them?

1. *The Bible*: 3.9 billion copies
2. *Quotations from Chairman Mao Tse-Tung*: 820 million copies
3. *Harry Potter* series: 400 million copies
4. *The Lord of the Rings*: 103 million copies
5. *The Alchemist*: 65 million copies
6. *The Da Vinci Code*: 57 million copies
7. *The Twilight Saga*: 43 million copies
8. *Gone With the Wind*: 33 million copies
9. *Think and Grow Rich*: 30 million copies
10. *The Diary of Anne Frank*: 27 million copies

**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*



Notary Seal  
**1987-5755**

*How wonderful it is that nobody need wait a single moment before starting to improve the world. ~Anne Frank*

## 5 Ideas For Family Summer Fun

1. Go on a local photo safari. We take our surroundings for granted, which means we miss a lot of the interest in our own backyards, so to speak. Give the kids disposable cameras and challenge them to come up with the best photo. Offer prizes for everyone.
2. Have a series marathon where you watch all the episodes in a given TV or Movie series, getting the whole family involved.
3. Do a book reading challenge, where kids earn points for every book read. The points can be redeemed for whatever they like most...money, video games, special treats, etc. Plan to discuss the books with the kids, too.
4. Take a weight loss or other health challenge together as a family. Give it a catchy name, like "Three inches in three months," or "Kill the Kilos."
5. Take short road trips to places you have not been in your area. Make it an event, not a destination.



*Do not look where you fell but where you slipped. ~proverb*

## ALL BARLOW LISTINGS IN LEISURE VILLAGE

Address	Model	Price
39037 Village 39	Holmby II	\$329,000
16152 Village 16	Del Mar	\$339,000
38101 Village 38	Amalfi	\$375,000
24131 Village 24	El Dorado II	\$399,900

Information deemed reliable, but not guaranteed.

## BARLOW RENTALS

Balboa—\$1400/month  
 Coronado—\$1650/month  
 Capri—\$1700/month  
 Watch our postings at  
[www.LeisureVillage.com](http://www.LeisureVillage.com)

Information deemed reliable, but not guaranteed.

## PROPERTY SOLD IN LEISURE VILLAGE 2014

Based on information from the Ventura County MLS Corporation for the period January 1, 2014— June 23, 2014

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	1	\$379,000	\$379,000	\$379,000	43
Avalon					
Balboa					
Bel Air	5	\$298,500	\$270,000	\$330,000	83
Brentwood	1	\$260,000	\$260,000	\$260,000	59
Capri	5	\$323,200	\$310,000	\$332,000	48
Capri 2	1	\$379,000	\$379,000	\$379,000	6
Coronado					
Coronado II	3	\$314,000	\$297,000	\$340,000	44
Coronado 2-C					
Coronado I-C					
Del Mar	3	\$311,500	\$277,000	\$345,000	57
El Dorado	5	\$413,800	\$375,000	\$479,000	49
El Dorado I	1	\$439,950	\$439,950	\$439,950	42
El Dorado II	1	\$415,500	\$415,500	\$415,500	23
Fiesta	1	\$323,400	\$323,400	\$323,400	182
Galaxy	1	\$340,000	\$340,000	\$340,000	21
Holmby	6	\$341,200	\$315,000	\$370,000	59
La Jolla	1	\$475,000	\$475,000	\$475,000	26
Monterey	4	\$275,250	\$270,000	\$286,000	50
Monterey I					
Newport	2	\$280,000	\$260,000	\$300,000	143
Valencia	7	\$440,000	\$405,000	\$475,000	100
<b>TOTAL</b>	<b>48</b>				

Information deemed reliable, but not guaranteed.

## ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the Ventura County MLS Corporation for June 23, 2014

#	Model	Price
1	Balboa	\$275,000
2	Balboa	\$279,900
3	Coronado II	\$285,000
4	Monterey	\$290,000
5	Monterey	\$299,000
6	Monterey	\$304,000
7	Coronado II	\$309,500
8	Brentwood	\$315,000
9	Brentwood	\$327,000
10	Del Mar	\$327,500
11	Holmby II	\$329,000
12	Del Mar	\$339,000
13	Newport	\$348,888
14	Coronado I-C	\$349,000
15	Holmby I	\$350,000
16	Fiesta	\$365,000
17	Amalfi	\$375,000
18	Holmby II	\$375,000
19	Holmby I	\$375,000
20	Amalfi	\$379,000
21	Coronado II	\$389,000
22	Bel Air	\$393,000
23	El Dorado II	\$399,900
24	Bel Air	\$404,000
25	El Dorado	\$405,000
26	Amalfi	\$415,000
27	El Dorado I	\$439,000
28	El Dorado I	\$458,900
29	Valencia	\$470,000
30	Valencia	\$497,000
31	El Dorado I	\$579,000

For Questions or Additional Information Call The Barlow Group



**verses**



## Taxi verses Limo — Ordinary verses 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.

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**RETURN SERVICE REQUESTED**

*The Barlow Buzz*

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