



YOUR REAL ESTATE CONSULTANTS FOR LIFE!

News to Help You Save Time & Money

July 2011

Quality Service Is Not Expensive, *It's Priceless.*

On average, families move about every five years and we are always looking for repair and service people we can trust. Most of us rely on wise neighbors for referrals to reliable plumbers, painters and auto mechanics. Still, it takes time to develop your own personal relationships with them.

Here are some ways that may help give you more confidence in your choices until you and your service people have bonded.

Ask around for shops and services *before* you need them. Don't put off your search for a reputable mechanic until your car is on the back of a tow truck.

Are the technicians certified? If you ask to see their certification, they should show it to you and give you the number for their licensing office without hesitating.

www.LeisureVillage.com

Information for YOUR Community

The Barlow Group—(805) 987-5755

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Don't shop on price alone. If someone's price is much lower than their competitors' it might not only be because they're using cheaper parts. An inexperienced service technician may be the reason for the lower price. Ask who's doing the work and what qualifications they have.

Do you have a new neighbor who might need some introductions? Imagine if someone had given you the names of trustworthy service people when you moved in.

*If you think you are too small to be effective,
then you must never have tried to sleep
in a room with a mosquito.*

July Quiz Question

Who conquered the Persian Empire?

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 23rd is

Gorgeous Grandma Day!

The constant emphasis on youth and being young can sometimes tempt women of a certain age to feel under-appreciated. Well, there's a day to mark on your calendar and a website that celebrates grandmothers who are "thriving, not just surviving."

www.gorgeousgrandma.com is a unique website especially devoted to everyone's Gorgeous Grandmas. On this website you can find interesting

information, a chat group, fun and useful things you can order, and a calendar of events.

Let It Out!

Men, it turns out that slamming the door or screaming at the top of your lungs when you're mad could actually be good for your heart.

For 15 years, data was collected on over 23,000 men, aged 25 to 74 years, on how often they outwardly showed their anger. The results of the study, in *Psychosomatic Medicine*, said that men who expressed anger "sometimes" or "more often than not" were almost 50% less likely to have a heart attack and 58% less likely to have a stroke than men who "never" or "most often do not" express their anger.



Other things that predict a high increase in a man's risk of heart attack were the traits of being very cynical and of being very distrustful.

July Did You Know

This month is ...

National Baked Bean Month
National Blueberry Month
National Hot Dog Month
National Ice Cream Month
National Picnic Month
National Recreation Month

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*



Cut Your Utility Bills Down to Size!

If your utility bills could stand a trim, these little strategies could make a big difference at bill-paying time.

Get an adjustment for cable outages.

If your cable service is interrupted for an extended time, call the cable company and ask them to adjust your bill. To figure out how much to request, divide your monthly cost by the number of days in the month. Multiply that figure by the number of days of missed service. For example, if your cable service costs \$120 a month and it went out for 5 days in June, which is a 30-day month, you would be eligible for a \$20 adjustment to that month's cable bill, because \$120 divided by 30 days = \$4 per day; and \$4 x 5 days = \$20.

Get a separate water meter for your exterior hose bib or irrigation system.

In most towns, your sewer bill is tied to your water usage and is based on readings from your water meter. As the weather gets hotter, a higher percentage of the water measured by your meter is actually going into your lawn and garden - not into your house and down through the sewer system.

Why pay for water in the summer that isn't going through the sewer? A lot of water companies will let you have two meters, one for your house and one for your irrigation or hose bib, and they will read the meter going into your house to calculate your sewer bill.



Of course, you could also change your yard to a xeriscape, which practically eliminates the need for watering and is environmentally friendly.

Plant trees in strategic locations around your house.

This is a long-term solution, but deciduous trees can keep your house *much* cooler in the summer, give you color in the spring and fall, and let the sun through in the winter. Planting trees helps offset our high-carbon lifestyles, gives birds a place to live, and can even give you fruit in the summer.

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

MASSAGE THERAPIST

Debra Lang helps relax your tense body
(805) 987-3777

GREEN'S PEST CONTROL

Have ants, spiders or other pests?
(805) 642-2177

THE CURRY LEAF

Yummy Indian Food-Mild OR Spicy
(805) 482-8880

EYEDENTITY GRAPHICS

Great graphic design & printing
(805) 482-3287

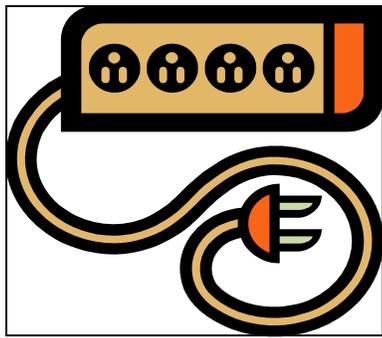
SENIOR ASSISTANCE PLUS

Helping Senior's Pay Bills
805-383-9483

PARTY PLEASERS

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

Don't let your computer sit idly by. Even when your computer, TV, DVD, game system, cable modem, et cetera, are turned off they draw power so they can spring to life when you want them. You can save that power by putting your entertainment and home-office equipment on a surge protector and then plugging the surge protector into a timer. Program the timer to only allow power to the surge protector when you are home. Also program the timer to turn off overnight while you sleep, so that your electronics will only idle for the 6 or 8 hours each day when they might actually be used. You can save 5-10% off your electric bill by doing this one thing, even if all you're putting on the surge protector is your computer.



June Quiz Answer

Question: Who invented chocolate chip cookies?

Answer: Ruth Wakefield

Source: www.Wikipedia.org

Congratulations to *Joyann Moore*

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

Watch for your name in a coming month!

SALES TACTICS

A shopkeeper was dismayed when a brand-new business much like his own opened up next door and erected a huge sign that read, "**BEST DEALS.**"

He was horrified when another competitor opened up on his right, and announced its arrival with an even larger sign that read, "**LOWEST PRICES.**"

The shopkeeper panicked, until he got an idea. He put the biggest sign of all over his own shop. It read: "**MAIN ENTRANCE.**"

The road to a friend's house is never long.

-- Danish proverb

The scientific theory I like best is that the rings of Saturn are composed entirely of lost airline luggage.

- Mark Russell

The really happy person is the one who can enjoy the scenery when on a detour.

--Unknown

It's a sure sign of summer if the chair gets up when you do.

-- Walter Winchell



Ever Sit On the Beach and Wonder?

- When you're sitting on the sand looking at the horizon, it's about 3 miles (4.8 km) away.
- The world's oceans contain nearly 20 million tons (18.1 mt) of gold.
- The High Seas -- areas of the ocean beyond national jurisdiction -- cover almost 50 per cent of the earth's surface.
- An average beach pail, roughly a quart, holds about 3.5 million grains of sand.
- High waves pull sand out into the ocean; small waves bring sand onto the beach and deposit it.
- The little black specks that stick to your skin on some beaches are grains of the mineral magnetite, which is magnetic. Animals have more magnetite in their bodies than humans do, which helps them feel when an earthquake is coming.

Advocate Of The Month

Congratulations to our
Advocate Of The Month,

Lindann Cheney

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!**

Painkillers May Weaken Immunizations



WELCOME NEW CLIENTS

Here are some of the new clients who became members of our "Real Estate Family" this past month. We'd like to welcome you and wish you all the best!

Tierstein Family
Acker Family
Ross Family
Jean Westbrook
(Referred by Gina Conner)

We love giving recognition to our new friends and our wonderful existing clients who are kind enough to refer their friends and relatives to us.

Do you reach for a painkiller, for yourself or your family, when you get a shot? That may not be such a good idea, according to researchers at the University of Rochester. Non-steroidal anti-inflammatory drugs (NSAIDs) — such as aspirin, ibuprofen, and naproxen sodium — can react with your body's immune system and weaken the effect of flu shots and other vaccinations.

Scientists suggest it might be better to tough it out and stay away from NSAIDs a day or so before and after getting vaccinated.

Sun Safety Guidelines For Children

In the summer everyone wants to have fun in the sun, but you really want to protect your children's tender skin from sunburns. Follow these sun safety recommendations from the American Academy of Pediatrics:

For babies under six months:



- It's best to avoid sun exposure by making sure your baby is in full shade, like from a dense tree or an umbrella.
- Even when baby is in the shade, the sun's rays reflect off sand and water, so dress him in lightweight clothes that cover his arms and legs and a hat with a brim that keeps the sun off his face.
- Apply a little SPF-15 sunscreen to small areas like his face and the backs of his hands if you notice he's changing color.

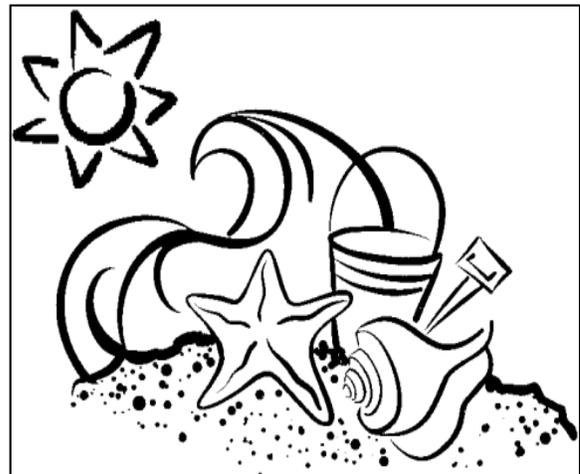
For young children:

- Dress her in protective clothing and use sunscreen with at least SPF-30.
- Don't forget to reapply the sunscreen after swimming, sweating, or after 2 hours have passed – after 1 hour if you're in the tropics. Reapplication is essential to keep her protected.
- Avoid staying too long in the sun between 10 a.m. and 2 p.m., the hours when the rays are the strongest.

For older children:

- When they are not in the water, do your best to keep kids in the shade or covered in cotton clothing with a tight weave. Bring hats with large brims or a baseball hat with the bill facing forward.
- Look for sunglasses that block 99% to 100% of *UVA and UVB* rays.
- Use sunscreen with SPF-15 or greater.
- A handful of sunscreen per application is enough for a young adult.

If you are vacationing in the tropics, remember that sunscreen and bug repellent are harmful to fish and coral. It's best not to wear either in sensitive environments. And remember that UV rays can make it through clouds and fog.



ALL BARLOW LISTINGS IN LEISURE VILLAGE

Address	Model	Price
42070 Village 42	Bel Air	\$264,900
5169 Village 5	Galaxy	\$292,000
38038 Village 38	Amalfi	\$309,900
31121 Village 31	Amalfi	\$335,000
6137 Village 6	El Dorado	\$339,900
44122 Village 44	Amalfi	\$375,000
42041 Village 42	La Jolla	\$429,900
44125 Village 44	La Jolla	\$439,000

Information deemed reliable, but not guaranteed.

BARLOW RENTALS

Brentwood—\$1500 / month
 Bel Air—\$1575 / month
 Del Mar—\$1600 / month

Information deemed reliable, but not guaranteed.

PROPERTY SOLD IN LEISURE VILLAGE 2011

Based on information from the
 Ventura County MLS Corporation for the period
 January 1, 2011—June 27, 2011

MODEL	#SOLD	Average Price	Low Price	High Price	Avg Mkt Days
Amalfi	3	\$293,800	\$240,640	\$350,750	113
Avalon	1	\$174,000	\$174,000	\$174,000	45
Balboa	3	\$164,000	\$149,000	\$173,000	29
Bel Air	4	\$210,200	\$205,000	\$256,500	110
Brentwood	4	\$200,000	\$185,000	\$225,000	142
Capri	6	\$226,300	\$214,900	\$239,000	103
Capri 2	-	-	-	-	-
Coronado	-	-	-	-	-
Coronado II	2	\$205,000	\$185,000	\$225,000	57
Coronado 2-C	-	-	-	-	-
Coronado I-C	-	-	-	-	-
Del Mar	4	\$215,900	\$212,500	\$220,000	77
El Dorado	8	\$298,600	\$255,000	\$340,000	105
El Dorado I	-	-	-	-	-
El Dorado II	-	-	-	-	-
Fiesta	-	-	-	-	-
Galaxy	1	\$272,000	\$272,000	\$272,000	170
Holmby	2	\$261,200	\$224,000	\$298,500	83
La Jolla	3	\$400,700	\$365,000	\$425,000	36
Monterey	-	-	-	-	-
Monterey I	-	-	-	-	-
Newport	1	\$220,000	\$220,000	\$220,000	105
Valencia	8	\$364,100	\$310,000	\$425,000	86
TOTAL	50				

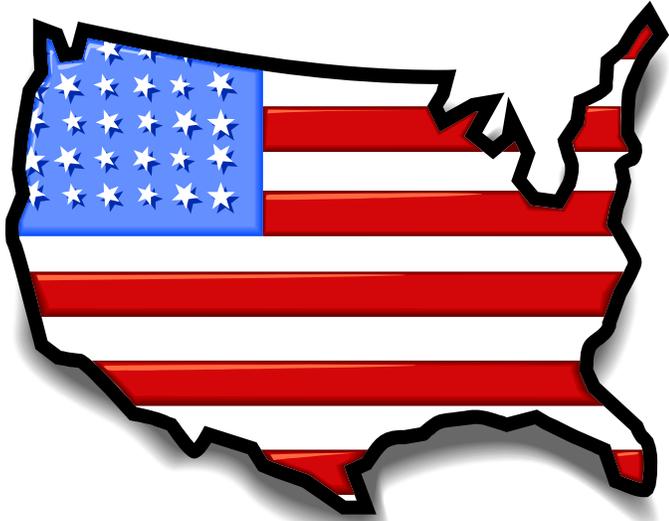
Information deemed reliable, but not guaranteed.

ALL ACTIVE LISTINGS IN LEISURE VILLAGE

Based on information from the
 Ventura County MLS Corporation for
 June 27, 2011

#	Model	Price
1	Avalon	\$137,700
2	Capri	\$187,500
3	Coronado	\$209,000
4	Brentwood	\$222,222
5	Del Mar	\$225,000
6	Del Mar	\$225,000
7	Capri	\$228,000
8	El Dorado	\$247,000
9	Holmby I	\$259,000
10	Bel Air	\$264,900
11	Brentwood	\$269,900
12	Holmby II	\$281,000
13	Newport	\$284,000
14	Amalfi	\$285,000
15	Coronado I-C	\$289,000
16	Holmby I	\$289,000
17	El Dorado	\$290,000
18	Galaxy	\$292,000
19	Amalfi	\$299,000
20	Fiesta	\$299,000
21	Amalfi	\$309,900
22	Amalfi	\$335,000
23	El Dorado	\$339,000
24	El Dorado	\$339,900
25	Amalfi	\$348,900
26	El Dorado I	\$360,000
27	Amalfi	\$375,000
28	Amalfi	\$375,000
29	LaJolla	\$409,000
30	Amalfi	\$419,000
31	Valencia	\$429,000
32	La Jolla	\$429,900
33	La Jolla	\$439,000

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.



What a blessing it is to live in this wonderful country. We have so many freedoms because of the sacrifice of so many courageous people.

THANKS to ALL who have Served and who Serve!

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