



CalaveraHills.info!

Newsletter & Community Support Information

Presented by Steve & Sue Landis, Landis Real Estate, Tel: 760.715.6017



Dear Calavera Hills Friends,

What an eventful start to the new year! A new president, new hope for the economy, and a real estate market that is at least becoming a little more predictable. In addition to this, we continue to enjoy the benefits of southern California living - consistent sunshine and great weather year-round to keep us fit, tan and happy!

We have a special inspirational story in this edition of CalaveraHills.info! John and Marci Pou moved here from North Carolina to help John recover from a broken spinal cord at 'Project Walk', a world-famous rehabilitation center here in Carlsbad. Learn about this wonderful family and this special center in the main article.

In Announcements this month we feature the Landis Real Estate 'Home Buyer Seminar' taking place in Carlsbad on February 4th from 6pm – 7pm. For first-timers or as a refresher, if you would like to join us be sure to get one of the limited reserved seats soon.

The Spring Calavera Hills Community Garage Sale is scheduled for **Saturday, April 4th, from 7am-12noon**. We'll be asking participants for a small donation to the local schools. Sign up today at www.CalaveraHills.info, 'Garage Sales' page!

We've also included our regular feature on the real estate market in Calavera Hills:

- Real Estate Market Update
- Real Estate Sales in Calavera Hills

We hope you enjoy it!

Warm Regards,

Sue & Steve Landis

P.S. Your referrals are the heart of our business! If you know anyone that is thinking about buying or selling a home or investing in real estate and would like expert advice and first-class service, let us know. We appreciate your referrals very much and we'd like to thank you in advance for thinking of us!

www.CalaveraHills.info

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In this issue...



John and Marci Pou of Gorge Pl Found a New Life in Carlsbad



Home Buyer Seminar coming February 4th



Two Garage Sales This Year – Get them on Your Calendar and Get Your Home On the Map!

[A North Carolina Family Finds HOPE in Carlsbad](#)

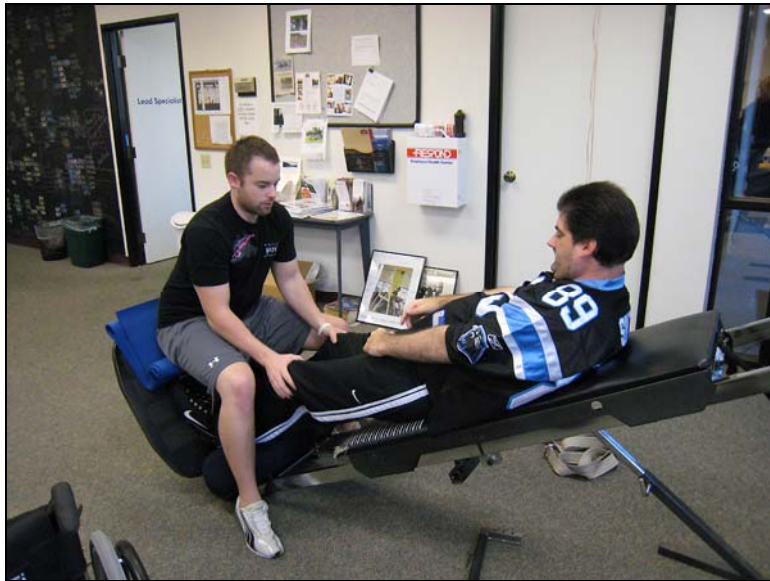
When John Pou, of Gorge Place in Calavera Hills, landed on his neck after jumping over a wave while swimming in the surf in North Carolina, he knew that something was wrong and that his life would likely change forever. He was lucky he made it out of the surf that day, and now he and his wife Marci feel 'blessed' that they've made their way across the country to Carlsbad and a new life.

John had broken his neck that day, crushing the 5th cervical bone of the spinal column. After an initial operation to keep the spinal column stable, the doctors delivered the life-changing news that

John and Marci feared – that John would be paralyzed from the chest down, meaning quadriplegia, or loss of mobility in his legs and at least partial loss of his arms. The 36 year old police officer from Charlotte had been a 210 lb picture of health. He had built his own barn on the five acre spread where they lived in North Carolina, and had been in the Army in Desert Storm. Now he couldn't even pick up a hammer.



The front of Project Walk at 2738 Loker Ave in Carlsbad.



John Pou works with one of his trainers at Project Walk. John does formal sessions at Project Walk three times a week for several hours per session.

program called 'Project Walk' in Carlsbad, CA.

With a healthy dose of skepticism John and Marci got on a plane and headed to California to see what this was all about. They arrived in the non-descript business park in Carlsbad to find a lot of empty wheelchairs and a lot of people just like John, from literally all over the world, working out on Total Gyms, Step Climbers, Leg Cycles, and Gait Trainers - a machine that uses ski-like foot plates to simulate walking.

They met several people that were in very similar situations. Like the man from Tennessee who was paralyzed playing football. He relocated three years earlier with his parents. He wasn't

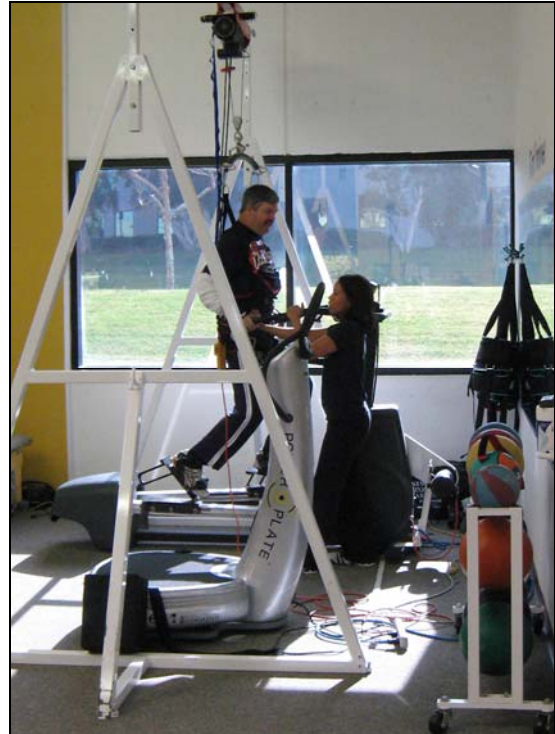
At this point John could either accept fate and live a sedentary existence, or fight back and do everything possible to walk again. John, Marci and their two kids, chose the latter. After months of traditional rehabilitation, and strapped in a wheelchair for most hours of the day with barely the ability to hold himself upright, the doctors were telling him, 'this is your life, accept it.' But Marci was not hearing enough about options or improvement, just acceptance. With that frustration she read everything she could get her hands on and scoured the internet for information on alternative therapies. Her heart leapt when she discovered a

walking 'yet' he said. But he wasn't about to give up. They chatted with another man who moved from a nursing home in Montana to Carlsbad to begin therapy in 2003. The client, Donny Clark, was paralyzed in an ATV accident, a C-5 injury like John. Now, four years later, he was taking steps in a walker, with trainers helping to move his legs. 'Are you planning on staying?' Marci asked them. 'We bought a house' said Donny's girlfriend.

When John and Marci met with Ted Dardzinski, one of the founders of Project Walk, he warned them that the process would be long, with no guarantees. "But we're going to do everything we can to help you get better," he said. John and Marci had seen enough, 'this is where we need to be, with people like us,' said Marci.

Explaining this move to their two children was another challenge, but as Marci explained it, 'this is a place that might be able to help Daddy walk again.' And their adventure to move to California began.

They managed to sell their home in North Carolina and get enough money out to buy a home in Calavera Hills. After literally loading up the car, strapping as much on as possible, they headed west for their new life. And in the process they came across our community. 'We feel so fortunate to have found this neighborhood and these schools,' said Marci. 'We've felt that we've belonged here from first time we drove around Calavera Hills. We've made great friends here and from Project Walk. And our kids have been so happy in school and we've been really impressed with the leadership there.'



One of the many innovative devices meant to build strength and simulate walking.

Finances have been a challenge. John's police department was able to help fund a pension and their home sale gave them a good down payment on their home. Parents, grandparents and



People with many levels of paralysis are engaged in therapy at Project Walk. Certified trainers work with the clients for one-hour intervals.

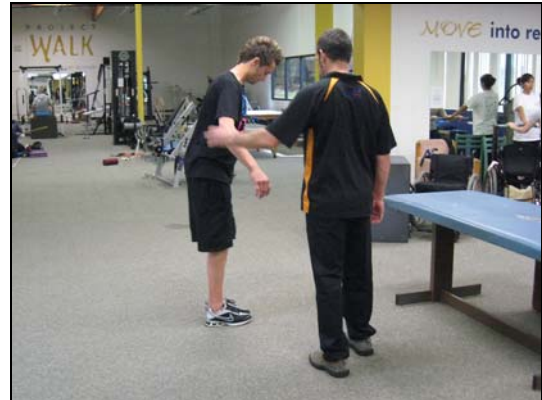
friends have chipped in, but it's a constant struggle. 'So far we've kept things going and so many people have helped us make ends meet, even with little things that they've done for us.' The expenses are unusual as well - the special van that carries John and his wheelchair cost \$30,000 just to outfit with the handling device. And they've installed a moving platform to get John from the first level of their home to the second level. 'I never saw the second floor of our home until a few months after we moved in!' explained John.

But he's not complaining and with his work-outs that last several hours, three

days a week, and other exercises in between, John has shown good improvement. His 'core' strength and his ability to sit upright have improved markedly. His grip is getting stronger and he feels great with all of the activity. 'That's one of the best things of all,' says John, 'is that you feel so much better when you move and just keep exercising. People aren't meant to be immobile.'

All of us need hope in our lives, and that's what John, Marci and the kids have found here in Carlsbad.

If you'd like to contribute to John's recovery effort either send them a check directly to their home at 3580 Gorge Place, Carlsbad, CA 92010 or go to the website www.transplantfund.org and type in 'Pou' for the last name search. This is a tax deductible, fundraising organization that allows donations by check or credit card and goes directly towards John's therapy at Project Walk.



One of the founders Ted Dardzinski works with a client who is very close to regaining the ability to walk on his own. The goal is to graduate and walk out of the center standing up.

Announcements:

The Hottest Homes!...The Hottest Loans!

Home Buying Seminar

This is one the of best times in memory for buying real estate and one of the best times for first time home buyers. The number of homes on the market at depressed prices and the availability of great loan products at very desirable interest rates make this an ideal time to be taking action.

First Time or Refresher!

That's why Landis Real Estate in conjunction with Samuel Scott Financial Group, are putting on a series of 1-hour seminars in Carlsbad to take some of the mystery out of home buying in this crazy market and give interested buyers a platform to take action. The seminars will be held the first Wednesday of each month at the Nations Title and Escrow conference room at **2792 Gateway Rd, Carlsbad, CA 92009 from 6pm – 7pm**. The first seminar will be held on **Wednesday, February 4th**, starting promptly at 6pm.

Take Advantage of This Incredible Market For Buying Property and Fulfill That New Years Resolution!

The seminar will include what loans are available right now, how to find the best loan for you, how to set up a property search and how to find the right home. We will also cover how to make a winning offer on a home and strategies for buying foreclosures. There is limited seating, so get on the list today.

Call or email to reserve a seat:

Steve Landis

Phone: (760) 716-4402,

Email: steve@landisrealestate.com

Announcements (cont'd):

Take part in TWO great Calavera Hills Community Garage Sales this year. Get rid of some of those extra items, make some money and help out a special local cause...The way it works is that we do all the newspaper advertising, put out the signs on the day of the event, and put you on the Garage Sale Map, so buyers can find you. Just sign up today at www.CalaveraHills.info, 'Garage Sale' page or call us at (760) 716-4402. This year we're asking for a \$10 donation to go to two special causes.



Calavera Hills Spring Community Garage Sale

Saturday, April 4th, 7am – 12noon

Sign up today at www.CalaveraHills.info, 'Garage Sale' page or call us at (760) 716-4402. This Spring we're asking for a \$10 donation to a *local school of your choice*.



Calavera Hills Fall Community Garage Sale

Saturday, October 10th, 7am – 12noon

Sign up today at www.CalaveraHills.info, 'Garage Sale' page or call us at (760) 716-4402. This Fall we're asking for a \$10 donation to *John Pou's therapy and training at Project Walk*.

Real Estate Update:

The year-end numbers are in for Calavera Hills. Both detached and attached homes fared reasonably well from 2007 to 2008. The best generic measure for value is 'sold price per square foot', as just looking at average prices doesn't take into account the varying sizes of the homes.

You can see below that the average sold price per square foot for detached homes dropped 7.4% and attached dropped 12.0%, versus a countywide drop of 25% and 28% respectively. So Calavera Hills has held up pretty well over the last year compared to the rest of the county.

Detached – all subdivisions in Calavera Hills (Source: Sandicor Multiple Listing Service) *Sold price per square foot

Year	#Sold	Beds	Baths	ESF	SP/SF*	Sold Price	DOM
2007 (1/1/07-12/31/07)	62	4	3	2,510	\$282	\$697,899	55
2008 (1/1/08-12/31/08)	37	4	3	2,478	\$261	\$638,462	52
Difference	-25	-	-	-32	-\$14	-\$46,025	-3
% Difference	-40%	-	-	-1.3%	-7.4%	-8.5%	-5.4%

Attached – all subdivisions in Calavera Hills (Source: Sandicor Multiple Listing Service) *Sold price per square foot

Year	#Sold	Beds	Baths	ESF	SP/SF*	Sold Price	DOM
2007 (1/1/07-12/31/07)	45	3	3	1,425	\$307	\$430,759	42
2008 (1/1/08-12/31/08)	33	3	3	1,534	\$270	\$423,111	78
Difference	-12	-	-	111	-\$33	-\$7,648	36
% Difference	-27%	-	-	7.6%	-12.0%	-1.8%	86%

As we reported last September, the market is still showing signs of strain, with quite a few properties listed in Calavera Hills as short sales and as foreclosures. Actually closing short sale transactions has been difficult lately as the government and banks have at least publicly stated that they are

willing modify loans to make it easier for homeowners to stay in their properties. This may change as the statistics are showing that over 50% of homeowners with loan modifications go on to default on their new loans. So the banks may shift back to more short sales and foreclosures moving forward. In our real estate sales analysis below we are now including whether the listing is a short sale (SS) or a foreclosure (F).

Sold by The Landis Team!

The Landis Team Listings!

CALAVERA HILLS REAL ESTATE SALES – Detached Homes Built Since 2000

Active Listings Market Report for Barrington, Nantucket, Sheffield, Capistrano, Montara, The Cliffs, Ravinia and Summerhouse

ESF = Estimated Square Feet LP/SF = List price per square foot DOM = Days On Market

Address	Neighborhood	Beds	Baths	ESF	LP/SF	List Price	DOM
Azimuth Place	The Cliffs	3	3	1553	\$278	\$432,000	94
Rock Ridge Road -SS	Montara	4	3	2031	\$246	\$499,000	2
Barranca Court-SS	Barrington	4	3	2287	\$240	\$549,000	9
Moon Field Drive-SS	Summerhouse	4	3	2476	\$234	\$579,000	95
Rill Court-SS	Nantucket	4	3	2642	\$223	\$589,000	7
Moon Field Drive-SS	Summerhouse	5	4	2804	\$214	\$599,000	157
Rock Ridge Road	Montara	4	4	2871	\$209	\$599,900	4
Gentle Knoll St-SS	Ravinia	4	3	2705	\$235	\$615,000 - \$635,000	178
Stoneridge Road-SS	Nantucket	4	3	2760	\$230	\$589,000 - \$635,000	50
Barranca Court	Barrington	4	3	2287	\$284	\$650,000	19
Foothill Avenue-SS	Nantucket	4	3	2585	\$263	\$680,000	69
Crownpoint Court-F	Capistrano	4	3	2913	\$237	\$689,800	0
Rock Ridge Road	Montara	4	3	2850	\$245	\$659,000 - \$699,000	235
Strata Drive	Sheffield	4	3	2865	\$257	\$735,000	34
Terrace Place	Sheffield	5	3	3315	\$235	\$779,000	3
Crater Rim	Ravinia	4	3	2597	\$308	\$759,000 - \$799,000	12
Caldera Place	Capistrano	4	4	3190	\$272	\$849,000 - \$869,000	4
Averages		4	3	2,631	\$248	\$648,100	61

Pending OMD = Off Market Date (e.g. offer accepted)

Address	Neighborhood	Bed	Bath	ESF	LP/SF	List Price	OMD	DOM
Azimuth Place	The Cliffs	3	3	1964	\$242	\$475,000	12/20/2008	135
Sand Court	Montara	3	3	1675	\$293	\$469,995 - \$489,995	01/20/2009	4
Flat Rock Street-F	Montara-F	5	4	2879	\$234	\$650,000 - \$675,000	12/10/2008	58
Averages		4	3	2173	\$256	\$546,665		66

Sold SP/SF = Sold price per Square Foot

COE = Close of Escrow

Address	Neighborhood	Beds	Baths	ESF	Sold Price	SP/SF	COE	DOM
3872 Stoneridge Road	Nantucket	4	4	2765	\$671,856	\$243	07/01/2008	8
3998 Foothill Avenue	Nantucket	4	3	2944	\$800,000	\$272	07/01/2008	35
3567 Cay Drive	Barrington	4	2.5	2160	\$610,000	\$282	07/18/2008	9
3514 Rock Ridge Road	Montara	4	3	2164	\$595,000	\$275	08/11/2008	51
3953 Foothill Avenue	Nantucket	4	3	2944	\$705,500	\$240	08/21/2008	14
3433 Moon Field Drive-SS	Summerhouse	4	3	2165	\$530,000	\$245	10/25/2008	163
3724 Whitesands Court-SS	Barrington	4	3	2160	\$529,000	\$245	10/28/2008	66
3500 Rock Ridge Road	Montara	5	4	2784	\$570,000	\$205	11/04/2008	41
3593 Granite Court-SS	Montara	3	3	2861	\$567,000	\$198	11/17/2008	229
3585 Gorge Place	Sheffield	5	3	3327	\$770,000	\$231	11/20/2008	113
3485 Pleasant Vale-SS	Ravinia	3	3	2170	\$505,000	\$233	11/21/2008	131
3726 Saddle Drive	Capistrano	5	4	3190	\$759,000	\$238	11/25/2008	3
3492 Gentle Knoll-SS	Ravinia	3	3	2170	\$550,000	\$253	12/19/2008	73
3771 Caldera Place	Capistrano	3	3	2726	\$749,000	\$275	12/31/2008	46
Averages		4	3	2,609	\$656,550	\$245		70

This information was compiled by the Landis Real Estate Team on January 26, 2009 from the Multiple Listing Service. If your home is currently listed with another company, please do not consider this a solicitation

CALAVERA HILLS REAL ESTATE SALES – Detached Homes Built Before 2000**Active Listings****Market Report for The Colony, Edinburgh Estates and The Knolls**

ESF = Estimated Square Feet LP/SF = List price per square foot DOM = Days On Market

Address	Neighborhood	Beds	Baths	ESF	LP/SF	List Price	DOM
Milford Place	The Knolls	3	3	1522	\$273	\$415,000	174
Simsbury Court	The Knolls	4	3	2500	\$234	\$549,000 - \$599,000	39
Averages		4	3	2011	\$256	\$507,000	107

Pending OMD = Off Market Date (e.g. offer accepted)

Address	Neighborhood	Bed	Bath	ESF	LP/SF	List Price	OMD	DOM
NONE		0	0	0	\$0	\$0		0
Averages		0	0	0	\$0	\$0		0

Sold SP/SF = Sold price per Square Foot

COE = Close of Escrow

3528 Simsbury Ct	The Knolls	3	2.5	1791	\$525,000	\$293	06/17/2008	20
3174 Seabury St-SS	The Knolls	3	3	1791	\$492,500	\$274	08/29/2008	22
3191 Seabury St	The Knolls	3	3	1522	\$435,500	\$286	09/12/2008	71
Averages		3	3	1,701	\$484,333	\$284		38

CALAVERA HILLS REAL ESTATE SALES – Attached Homes Built Since 2000**Active Listings****Market Report for Mystic Point**

ESF = Estimated Square Feet LP/SF = List price per square foot DOM = Days On Market

Address	Neighborhood	Beds	Baths	ESF	LP/SF	List Price	DOM
Jetty Point	Mystic Point	2	2	1341	\$252	\$337,500	105
Karst Road	Mystic Point	2	2	1341	\$290	\$374,000 - \$389,000	41
Karst Road-SS	Mystic Point	3	2.5	1390	\$270	\$375,000	48
Peninsula Drive-SS	Mystic Point	2	2	1341	\$246	\$329,900	96
Karst Road	Mystic Point	3	3	1509	\$305	\$420,000 - \$460,000	69
Averages		2	2	1,384	\$272	\$378,280	72

Pending OMD = Off Market Date (e.g. offer accepted)

Address	Neighborhood	Bed	Bath	ESF	LP/SF	List Price	OMD	DOM
Jetty Point	Mystic Point	3	3	1390	\$252	\$349,900	12/31/2008	41
Peninsula Drive-SS	Mystic Point	2	2	1341	\$223	\$299,000	01/20/2009	81
Karst Road	Mystic Point	3	3	1509	\$285	\$430,000	01/22/2009	7
Averages		3	3	1,413	\$253	\$359,633		43

Sold SP/SF = Sold price per Square Foot

COE = Close of Escrow

Address	Neighborhood	Beds	Baths	ESF	Sold Price	SP/SF	COE	DOM
4090 Peninsula Drive	Mystic Point	2	2	1341	\$390,000	\$290	06/26/2008	205
4113 Peninsula Drive	Mystic Point	3	3	1535	\$457,000	\$298	06/30/2008	28
4060 Peninsula Drive	Mystic Point	3	3	1535	\$469,900	\$306	06/24/2008	13
4087 Peninsula Drive-SS	Mystic Point	2	2	1363	\$370,000	\$271	07/31/2008	272
4015 Peninsula Drive	Mystic Point	3	3	1509	\$429,000	\$284	09/26/2008	56
3752 Jetty Point-SS	Mystic Point	3	3	1535	\$387,000	\$252	10/02/2008	28
4030 Backshore	Mystic Point	3	3	1509	\$394,000	\$261	11/05/2008	171
Averages		3	3	1,475	\$413,843	\$280		110

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Sold by The Landis Team!

The Landis Team Listings!

CALAVERA HILLS REAL ESTATE SALES – Attached Homes Built Before 2000

Market Report for The Villas, The Crest, The Trails, The Cape

Active Listings

ESF = Estimated Square Feet LP/SF = List price per square foot DOM = Days On Market

Address	Neighborhood	Beds	Baths	ESF	LP/SF	List Price	DOM
Andover Avenue-SS	The Villas	2	2	1000	\$250	\$249,900	48
Cedar Bridge Way-SS	The Villas	3	2	1362	\$202	\$275,000	45
Winthrop Avenue	The Villas	2	2	994	\$282	\$260,000 - \$280,000	53
Seaside Way	The Villas	3	2	1512	\$231	\$350,000	17
Cape Cod Circle	The Cape	4	3	1724	\$231	\$399,000	40
Portland Court-SS	The Crest	3	3	1693	\$192	\$325,000	136
Lenox Court	The Crest	3	2	1276	\$263	\$335,000	104
Lancaster Road	The Cape	4	3	1868	\$253	\$480,000	84
Glenbrook Street	The Trails	4	3	2105	\$237	\$469,000 - \$499,000	0
		3	2	1504	\$238	\$354,767	66

Pending OMD = Off Market Date (e.g. offer accepted)

Address	Neighborhood	Bed	Bath	ESF	LP/SF	List Price	OMD	DOM
Andover Avenue	The Villas	2	2	1362	\$202	\$274,900	12/22/2008	150
Ridgewood Way	The Villas	3	2	1512	\$198	\$299,000	01/18/2009	245
Cheshire Avenue	The Trails	3	3	1362	\$279	\$379,900	01/09/2009	9
Greenwich Street	The Trails	4	3	1701	\$252	\$429,000	01/21/2009	90
Averages		3	3	1484	\$233	\$345,700		124

Sold SP/SF = Sold price per Square Foot

COE = Close of Escrow

Address	Neighborhood	Beds	Baths	ESF	Sold Price	SP/SF	COE	DOM
3763 Portland Court	The Crest	3	3	1693	\$394,750	\$233	9/05/2008	187
4537 Hartford Place	The Cape	4	3	1724	\$425,000	\$247	8/11/2008	19
2878 Andover Avenue	The Villas	3	2	1362	\$310,000	\$228	10/29/2008	55
2994 Brandon Circle-F	The Cape	2	3	1435	\$313,000	\$218	12/03/2008	5
3639 Cheshire Avenue	The Trails	4	3	1701	\$475,000	\$279	12/15/2008	38
4664 Woodstock Street	The Cape	2	2	1119	\$352,000	\$315	12/18/2008	102
Averages		3	3	1506	\$378,292	\$253		68

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