



CalaveraHills.info!

Newsletter & Community Support Information

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Dear Calavera Hills Friends,

It's good to be getting closer to Summer, with longer days and warm weather. The ocean water starts to warm up as well, which makes those ocean swims and surf sessions a little less shocking!

Our beautiful coast is on our mind this month and we have a feature article on The Flower Fields at Carlsbad Ranch. This is probably the most recognizable symbol of Carlsbad and certainly a symbol of Spring-time warm weather for us locals. The Flower Fields events are in full swing and we'll tell you what's coming up and the history of this lovely 50-acre parcel.

We also have an article on the parcel of land that sits on the western edge of Calavera Hills. It was recently sold and promptly fenced off from the public. We'll tell you what we know.

In Announcements this month we feature an accomplishment for Landis Real Estate. We were awarded the top sales honor for 92010, by the National Real Estate Awards. We're happy to have the award and we are certainly grateful to our friends and clients for supporting us with their business.

We've also included our features on:

- The Spring and Fall CH Community Garage Sales
- 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!

In this issue...



The Flower Fields are in full bloom until May 10th



Village H lot in Calavera Hills was recently sold



One relaxed pet during the Spring Calavera Hills Community Garage Sale

The Flower Fields – Carlsbad’s Unique Emblem

Each year we see and experience the beauty of The Flower Fields off Paseo Del Norte, but not a lot is generally known about the flowers themselves or the history of the fields. The flowers are the Giant Tecolote Ranunculus flowers. Native to Asia Minor and a member of the buttercup family of flowers. They are also grown in France, Israel, South Africa, Australia and the Mediterranean. The flower has no fragrance and counts on the wind for pollination – because they lack any kind of nectar they do not attract pollinating insects. They are planted in two ways, as a tuber or by seed. The tuber is a much easier way to successfully grow the flowers.



There are 16 color varieties of the Giant Tecolote Ranunculus flowers grown at The Flower Fields.

The Flower Fields are planted with seed, but are sold as bulbs around the world. About 10 million bulbs are harvested each year. The planting starts in September and the fields are watered about 2-3 times per week, depending on the weather. Only about 1-2% of the flowers we see on the beautiful slope are actually cut and sold each year. The bulk of the flowers are grown for the bulb they produce. The best plants, the ones with the brightest colors and fullest flowers, are identified and pulled up by hand to be placed in a special section, called the Mother Block, that is reserved for the following year’s planting. Around mid-May the watering stops and the flowers are allowed to die back. In June and July after the flowers have withered, a machine similar to a potato harvester harvests the bulbs. The bulbs are hand-rolled to release the dirt, and then dried on drying tables in the fields. They are graded according to size and then shipped around the world, as tubers.



Early in the season workers pull out any flowers that were not the right color.

In August removal of the irrigation system takes place and fumigation of the land begins. Pre-plant fertilizer is then worked into the soil, and in September, the whole cycle repeats itself.

The history of The Flower Fields is one full of influence from important local Carlsbad growers and business people from the 20th and 21st century. Luther Gage, a local grower and Carlsbad resident, purchased some ranunculus seeds from some friends in England. That started a business called ‘Luther Gage Giant Ranunculus Tecolote Ranunculus Bulbs.’ The name ‘Tecolote’ came from the owls that

nested on his property. As his flower business grew Luther hired Earl Frazee to be his foreman. The Frazee family had been local farmers for years. Edwin Frazee, Earl’s nephew, started to help with the business at age 16 and was fascinated by this special plant that very few people had heard of and even fewer could pronounce. He had been working with his father Frank for much of his childhood, also a local grower, and at 16 he quit high school to work with his father’s operation full time.

Edwin Frazee, who passed away in 2004, is credited with the ultimate development of the flower that adorns the fields today. For the next several years after joining the business, he became adept at continually improving the ranunculus crop and by the late 1950s he outdid his competitors by breeding a superior ranunculus bulb with an unprecedented infusion of petals, known as a 'double.' This made him the most successful commercial ranunculus grower in the US. After many years of harvests Frazee concluded that the flowers grew the best in mild, sunny, sandy and well-drained soil. With that knowledge Edwin expanded his ranunculus crop to a coastal slope in south Carlsbad overlooking the oceans and Hwy 101 (its current location). This quickly became a landmark for tourists travelling north and south along the highway and even attracted the attention of National Geographic.

In 1993, with Edwin's desire to retire, Paul Ecke Jr, a local horticulturist and one of the North County growers that made Poinsettias a world-renowned potted plant, formed a joint venture with Mellano and Company to concentrate on growing beautiful flowers for the whole world to see and made tourism a vital way of sustaining The Flower Fields into the future.



Edwin Frazee



Paul Ecke Jr.

Today The Flower Fields has numerous attractions, special events and educational programs. One of the most popular is the school program where children from San Diego, Riverside and Orange Counties are given two special days of training and horticultural experience. It's divided into two sessions. In the first session a teacher from The Flower Fields goes to the classroom to give a slide presentation on the planting and growing process. At the end of the season each student

receives a growing kit to plant his or her own ranunculus bulb at home – with a bulb, a growing pot and soil. The second session of the program takes place in the spring, when the class goes on a field trip to experience The Flower Fields in full bloom. The class meets a trained guide who takes the students on a walking tour, teaches composting and helps supervise an art project. This program has received great reviews from parents and teachers for combining a classroom session with the beauty of the colorful and fully-alive flower fields.



The tractor ride is a popular way to see The Flower Fields

Village H Lot in Calavera Hills Is Sold

A lot in Calavera Hills Master Plan community known as Village H was sold in April to the Thompson Corporation. For legal reasons the new owner has put up fences and no trespassing signs, causing some concerns among residents who want to preserve it for open space. In fact, more than 94% of the property is set aside as open space under city zoning and cannot be developed. That is over 55 acres of open space versus 3.2 acres available for development. The zoning also limits the types of development available to the new owners – which are structures that house daycare, a place of worship or a senior center. There is a trail that is used regularly by local residents that will be blocked at least temporarily by the new owners. As of this printing the owners have not released information on their development plans for this lot.

Announcements (cont'd):



Calavera Hills Spring Community Garage Sale

Over 80 homes participated in the community garage sale on April 4th, under clear skies and great shopping weather! Each participant gave at least \$10 to a local Calavera Hills school of their choice.



COMING THIS FALL!

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 real estate market has definitely been changing over the last few months. The lower end of the market is showing strong signs of stabilizing. We are referring to detached homes priced under \$400,000 along the Hwy 78 corridor. The decrease in values resulting from the large numbers of foreclosures has brought prices for these homes to levels not seen in many years. First-time home buyers and investors, benefiting from very low interest rates, have created a frenzy for the best homes and strong demand for attractively priced listings.

Certain loan products, that have not been used much in recent years, are making a big comeback in the area – those are FHA and VA loans. These are loans are backed by the federal government and used primarily by first-time home buyers and veterans respectively and have upper-end loan limits that were virtually unusable at the peak of the market. For FHA loans the buyer can have as little as 3.5% of the purchase price as a down payment and the VA loans the borrower can use a 'zero' down payment (borrow 100%). This is making it easier for lower income buyers and active military to be a part of the housing market for the first time in the last 8-10 years. This is a very important part of the recent surge in activity.

We're now seeing some signs that this 'demand' is moving up to Carlsbad-level pricing as well. There is only one home 'active' in the Mystic Point development in Calavera Hills with a combined 12 homes 'pending' and 'sold' in the last six months. For detached homes in Calavera Hills there are a lot more pending sales and sold in the last six months (26) than there are listings (14 – see the stats below). These are the strongest numbers we've seen in a number of years here. The high end of the market is still sluggish, however. In Carlsbad there is still almost two years of inventory of homes on the market (if no new homes came on the market it would take two years, at the current pace, to sell the entire inventory). We define the high-end as homes over \$1,000,000.

Across San Diego County we're seeing a relatively strong selling picture – for detached homes there are 6,535 active listings, 4,034 pending listings and 8,590 sold homes in the last 6 months. That's the lowest detached inventory in San Diego County since April of 2005, right around the peak of the market. With very few new homes being built in our market, there is a chance that home values will rebound sharply once there is widespread belief that the market has bottomed out.

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
Harwich Dr	Barrington	4	3	2160	\$257	\$555,000	4
Rock Ridge Rd -SS	Montara	4	3	2164	\$266	\$575,000	15
Barranca Ct	Barrington	4	3	2287	\$262	\$599,900	57
Foothill Ave -SS	Nantucket	4	3	2585	\$251	\$650,000	162
Pebble St-SS	Montara	5	3	2691	\$256	\$689,000	21
Rock Ridge Rd	Montara	4	3	2850	\$245	\$659,000 - \$699,000	328
Crater Rim Rd	Ravinia	4	3	2876	\$248	\$649,000 - \$714,000	71
Terrace Pl	Sheffield	5	3	2865	\$253	\$674,995 - \$724,995	19
Pleasant Vale	Ravinia	5	3	2705	\$273	\$690,000 - \$635,000	11
Plateau Pl	Nantucket	4	4	3190	\$237	\$738,800 - \$758,800	20
Crater Rim Rd	Ravinia	4	3	2597	\$298	\$734,000 - \$774,000	105
Gentle Knoll	Ravinia	4	3	2574	\$302	\$729,000 - \$779,000	46
Strata Drive	Sheffield	4	3	2579	\$302	\$779,000	20
Averages		4	3	2,625	\$265	\$695,130	68

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

Address	Neighborhood	Bed	Bath	ESF	LP/SF	List Price	OMD	DOM
Azimuth Place - SS	The Cliffs	3	3	1553	\$241	\$375,000	04/22/2009	165
Sandpoint Ct - F	Barrington	3	3	1675	\$293	\$469,995 - \$489,995	01/20/2009	4
Rock Ridge Rd – SS	Montara	4	3	2031	\$245	\$650,000 - \$675,000	02/05/2009	12
Moon Field Dr - SS	Summerhouse	4	3	2476	\$210	\$519,800	03/08/2009	9
Rill Ct – SS	Nantucket	5	3	2642	\$201	\$530,000	04/21/2009	28
Contour Pl - F	Sheffield	5	3	2865	\$204	\$583,800	04/30/2009	26
Barranca Ct	Barrington	4	3	2287	\$270	\$619,000	04/17/2009	100
Crownpoint Ct - F	Capistrano	4	3	2913	\$223	\$649,800	04/22/2009	86
Saddle Dr	Capistrano	4	4	3190	\$228	\$729,000	04/08/2009	7
Terrace Pl	Sheffield	5	3	3315	\$225	\$749,000	04/19/2009	86
Caldera Pl	Sheffield	4	4	3190	\$256	\$799,000 - \$819,000	04/24/2009	92
Averages		4	3	2602	\$256	\$589,775		71

Sold SP/SF = Sold price per Square Foot

COE = Close of Escrow

Address	Neighborhood	Beds	Baths	ESF	Sold Price	SP/SF	COE	DOM
3708 Azimuth	The Cliffs	3	3	1964	\$460,000	\$234	02/19/2009	135
3485 Pleasant Vale-SS	Ravinia	3	3	2170	\$505,000	\$233	11/21/2008	131
3558 Sand Ct	Montara	3	3	1675	\$505,000	\$301	02/19/2009	4
3631 Barranca Ct - SS	Barrington	4	3	2287	\$535,000	\$234	02/20/2009	20
3492 Gentle Knoll St - SS	Ravinia	3	3	2170	\$550,000	\$253	12/19/2009	73
3593 Granite Court-SS	Montara	3	3	2861	\$567,000	\$198	11/17/2008	229
3500 Rock Ridge Rd	Montara	5	4	2784	\$570,000	\$205	11/04/2008	41
3918 Rill Ct	Nantucket	5	3	2622	\$630,00	\$240	04/16/2009	4
3560 Flat Rock St	Montara	5	4	2879	\$650,000	\$225	01/07/2009	58
3515 Rock Ridge Rd - F	Montara	4	4	2871	\$660,000	\$229	02/19/2009	4
3771 Caldera Pl	Capistrano	3	3	2726	\$749,000	\$275	12/31/2008	46
3726 Saddle Dr	Capistrano	5	4	3190	\$759,000	\$238	11/25/2008	3
3585 Gorge Pl	Sheffield	5	3	3327	\$770,000	\$231	11/20/2008	113
Averages		4	3	2,562	\$626,083	\$241		68

This information was compiled by the Landis Real Estate Team on April 29, 2009 from the Multiple Listing Service. If your home is currently listed with another company, please do not consider this a solicitation

Sold by The Landis Team!

The Landis Team Listings!

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
Glasgow Drive	The Colony	3	3	1792	\$290	\$520,000	2
Averages		3	3	1792	\$290	\$520,000	2

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

Address	Neighborhood	Bed	Bath	ESF	LP/SF	List Price	OMD	DOM
Simsbury Ct	The Knolls	4	3	2,500	\$239	\$549,000 - \$599,000	04/20/2009	123
Averages		4	3	2,500	\$239	\$599,000		123

Sold SP/SF = Sold price per Square Foot COE = Close of Escrow

Address	Neighborhood	Bed	Bath	ESF	Sold Price	LP/SP	COE	DOM
3519 Milford - SS	The Trails	3	3	1522	\$378,000	\$248	04/21/2008	188
Averages		3	3	1,522	\$378,000	\$248		188

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 - SS	Mystic Point	3	3	1,509	\$273	\$412,500	5
Averages		3	3	1,509	\$273	\$412,500	5

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

Address	Neighborhood	Bed	Bath	ESF	LP/SF	List Price	OMD	DOM
Peninsula Dr - SS	Mystic Point	2	2	1,341	\$223	\$299,000	01/20/2009	81
Jetty Point - REO	Mystic Point	3	3	1,390	\$251	\$349,000	03/25/2009	22
Jetty Point - REO	Mystic Point	3	3	1,390	\$251	\$349,900	12/31/2008	41
Karst Road - REO	Mystic Point	3	3	1,390	\$262	\$365,000	04/03/2009	9
Peninsula Dr - SS	Mystic Point	3	3	1,411	\$283	\$399,900	04/13/2009	18
Karst Road	Mystic Point	3	3	1,535	\$273	\$420,000	04/19/2009	40
Averages		3	3	1,410	\$257	\$363,800		35

Sold SP/SF = Sold price per Square Foot COE = Close of Escrow

Address	Neighborhood	Beds	Baths	ESF	Sold Price	SP/SF	COE	DOM
3643 Jetty Point	Mystic Point	2	2	1341	\$335,000	\$249	04/01/2009	127
4073 Peninsula Dr - REO	Mystic Point	2	2	1341	\$335,000	\$249	04/27/2009	116
4086 Karst Road	Mystic Point	2	2	1341	\$335,000	\$249	03/27/2009	69
3752 Jetty Point - SS	Mystic Point	3	3	1535	\$387,000	\$252	11/05/2008	171
4124 Karst Road	Mystic Point	3	3	1509	\$428,000	\$286	02/24/2009	7
4134 Karst Road	Mystic Point	3	3	1509	\$432,000	\$283	03/26/2009	88
Averages		3	3	1,429	\$379,360	\$261		96

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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
New Castle Way - SS	The Villas	2	2	1000	\$225	\$225,000	187
Englewood way - SS	The Villas	2	2	1112	\$220	\$245,000	171
Seaside Way	The Villas	3	2	1512	\$221	\$335,000	110
Portland Ct - SS	The Crest	3	3	1693	\$236	\$360,000	229
Ridgefield Ave	The Cape	2	2	1119	\$339	\$339,777 - \$379,777	6
Portland Ct	The Crest	3	3	1693	\$236	\$399,990	2
Ridgefield Ave	The Cape	4	3	1906	\$246	\$469,500	20
Landsford Way	The Trails	4	3	1997	\$225	\$449,000	19
Averages		3	3	1504	\$241	\$357,908	93

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

Address	Neighborhood	Bed	Bath	ESF	LP/SF	List Price	OMD	DOM
Cedar Bridge Way - SS	The Villas	3	2	1362	\$187	\$255,000	02/13/2009	63
Glenbrook St	The Trails	4	3	2105	\$232	\$449,000 - \$489,000	04/10/2009	74
Averages		4	3	1734	\$209	\$372,000		69

Sold SP/SF = Sold price per Square Foot

COE = Close of Escrow

Address	Neighborhood	Beds	Baths	ESF	Sold Price	SP/SF	COE	DOM
2866 Andover Way	The Villas	2	2	1362	\$240,000	\$176	02/02/2009	150
2845 Andover Way - SS	The Villas	2	2	1000	\$240,000	\$240	04/24/2009	112
3550 Ridgewood Way	The Villas	3	2	1512	\$289,000	\$191	02/13/2009	245
2994 Brandon Cir - F	The Cape	2	3	1435	\$313,000	\$218	12/03/2008	5
4664 Woodstock St	The Cape	2	2	1119	\$352,000	\$314	12/18/2008	102
3629 Cheshire Ave	The Trails	3	3	1362	\$379,900	\$279	02/02/2009	9
2963 Cape Cod Cir	The Cape	4	3	1724	\$385,000	\$223	04/13/2009	70
2974 Ridgefield Ave	The Cape	2	2	1119	\$347,000	\$310	03/16/2009	5
3644 Cheshire Ave	The Trails	3	3	1468	\$395,000	\$269	04/27/2009	2
3018 Greenwich St	The Trails	4	3	1701	\$429,000	\$252	02/17/2009	90
3639 Cheshire Avenue	The Trails	4	3	1701	\$475,000	\$279	12/15/2008	38
Averages		3	3	1409	\$349,536	\$250		75

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