



CalaveraHills.info!

Newsletter & Community Support Information
Presented by Steve & Sue Landis, Keller Williams Realty, Tel: 760.715.6017



Dear Calavera Hills Friends,

Spring is here! How fast it seems the year is going.

With Spring comes...what else...the **Annual Spring Calavera Hills Community Garage Sale**. It's coming up on April 14th, from 7am – 12noon. The way it works is that we provide the advertising, signage and maps for our visitors/shoppers, and you put your stuff out at 7am and sell it! It's a lot of fun. All you have to do is let us know that you'd like to participate and we'll get you on the map and make sure signs direct shoppers to your garage (see page 3 for sign-up details). For the last garage sale we had over 90 families participate – don't miss it!

This month we have a feature story on one of the jewels of Carlsbad – that Batiquitos Lagoon. It has an interesting story and it's part of the city-wide trail plan. Read more about it and take advantage our one of our most beautiful city assets.

We also have an article on the steps involved in getting traffic to slow down on your street. We've been hearing from residents in Calavera Hills that speeds are increasing and the safety of our children is at risk. Find out more in this month's article.

We've also included the regular features of:

- Announcements – more details on the Spring Community Garage Sale and another ad for a Calavera Hills resident's business!
- Real Estate Market Update and Real Estate Sales in Calavera Hills.

We hope you enjoy it!

Warm Regards,

Sue & Steve Landis

P.S. Our business is based on referrals. If you know anyone that is thinking about buying or selling a property 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...



Learn about a beautiful Carlsbad open area – Batiquitos Lagoon



Speed is increasing in Calavera Hills – what you can do to slow it down



The Calavera Hills Spring Community Garage Sale!

Batiquitos Lagoon – A Carlsbad Jewel



Batiquitos Lagoon from the north-side trails

On the southern edge of Carlsbad and about 3 miles from Kelly Ranch sits the Batiquitos Lagoon, one of the many beautiful natural wonders of Carlsbad. The lagoon consists of 610 acres with a drainage basin of about 55,000 acres. It is believed that the name 'Batiquitos' came from the regional Mexican Native American word *batiqui* meaning a shallow trough formed in dirt used as a watering hole or for the collection of fresh water.

The lagoon can be seen and experienced from a scenic nature trail on the north side. The public walking and hiking trail is about 2 miles long. It starts just east of Interstate 5 at the end of Gabbiano Lane and goes most of the way to El Camino Real on the east end of the lagoon. There are five public parking lots providing access to the trail, one by the Nature Center and four on Batiquitos Drive. Horses and bicycles are not allowed (see the Trail Map on the next page).

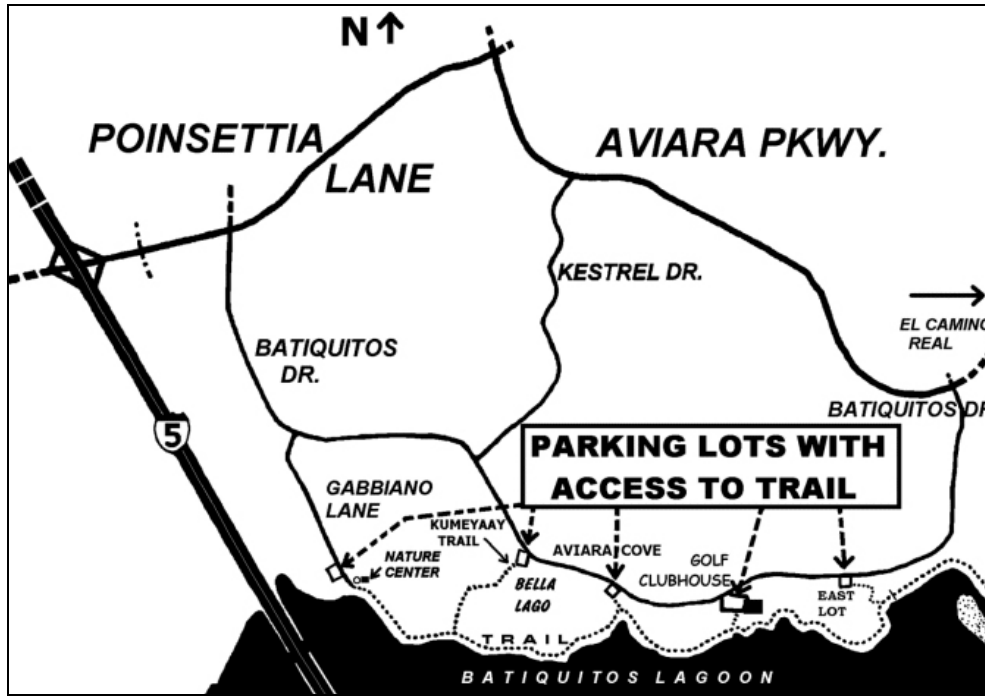
Batiquitos Lagoon is an ecological reserve owned by the State of California and managed by the California Department of Fish and Game. It contains a natural fish nursery and is a protected haven for other wildlife, so there is no swimming or boating, although there is fishing in designated areas. Over 185 species of birds have been seen at the lagoon, along with abundant fish and indigenous plants (although the vegetation has been seriously affected by years of commerce and the introduction of non-indigenous plants).



The trails at Batiquitos Lagoon

There is a Batiquitos Lagoon Foundation dedicated to the preservation, enhancement, and protection of Batiquitos Lagoon. The BLF is also involved in programs to educate the public in the values of this natural environment (coastal salt marsh with tidal mudflats) and the habitats it provides for birds, insects, plants, fish, mammals, and benthic animals.

If you'd like more information on membership, foundation activities or a detailed history of the lagoon, please go to their website at: www.batiquitos.org/



Trail map

Speeding Cars Concern Residents

Local traffic in Calavera Hills is picking up in speed according to several concerned residents. Although not all of the traffic is local, most speeding is done by people that live in the area, according to Jim Murray, Associate Traffic Engineer with the City of Carlsbad. In response to Carlsbad citizen concerns about traffic speed and safety, the City Council established the Carlsbad Residential Traffic Management Program with the intent of using traffic ‘calming’ measures to reduce the problem on Carlsbad streets.



Foothill Avenue feeds several adjoining streets and with a slight grade, it's easy to go too fast

Traffic calming is defined by Carlsbad as *‘the combination of mainly physical measures that reduces the negative effects of motor vehicle use, alters driver behavior and improves conditions for non-motorized street users.’* The overall strategy was developed by a citizen committee and they came up with what are called the ‘4 Es’; Education - informing residents about the problem; Engineering – physical measures taken to reduce traffic issues; Enforcement – Police presence and selective enforcement of violations; and Enhancement – using special treatments through design and/or landscaping to improve aesthetics and community pride.

In practical terms the way this is applied is in three phases. This article will focus on Phase I, as that is the phase that has the most direct impact on local conditions. Phase I starts with education –meetings, emails, letters, newsletters(!) and handouts regarding traffic safety issues. Police presence is used to make a visual showing in a neighborhood to help

discourage speeding. Speed Sentry are portable units equipped with radar that detects and displays the driver's speed as they are going by. Sometimes the speeding is reduced simply by making drivers aware of how fast they are really going. Police enforcement is the next measure, as presence without enforcement has limited success. Speed limit signs can be installed on streets where speeding is a documented problem, but add to a cluttered look to the street and neighborhood. Speed limit pavement legends (speed limits painted on the road) increase driver awareness and are less intrusive than signs. Other signage that warns traffic of road conditions, 'no turns' etc can help keep drivers aware of what they can and cannot do while driving the neighborhood. By the way, Carlsbad does not use speed humps for traffic calming.

Lastly, signs such as the 'KEEP KIDS ALIVE, DRIVE 25' that can be purchased by residents for about \$20 and placed in their front yards, can reduce speeds by letting your neighbors know that you care about local road safety (www.keepkidsalivedrive25.org)

If you'd like more information on this process and how to start, please contact Jim Murray, Associate Engineer, Public Works, tel: (760) 602-2734 or email at jmurr@ci.carlsbad.ca.us.

Announcements:

Start Fresh This Spring!

Join us for the fourth **Annual Spring Community Garage Sale**
in Calavera Hills

Saturday, April 14th, 7am – 12noon

...and get rid of your unwanted things

At the last garage sale we had over 90 homes participating. It's easy...we place the advertising in the newspapers and the directional signs and maps the evening before the sale. All you have to do is decide what you want to sell and lift your garage door on the day. If you sign up in advance it helps us with the advertising, you get on the map and we'll provide you with pricing stickers and a Garage Sale Tip Sheet to make it as successful as possible.

So give us a call at (760) 716-4402, email us at info@LandisRealEstate.com or enter your name and address on www.CalaveraHills.info, 'Garage Sales'.

It's fun, you sell your stuff and make some money!!



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Real Estate Market Update

Last month we talked about the market stabilizing, and indeed, the numbers around the county appear to bear that out. Sales volumes for January and February were just a tick below the same months in 2006 and interest rates have remained low in the first few months of the year. In Calavera Hills we've had 10 detached home sales in the first three months of 2007 versus 6 detached home sales in the first three months of 2006. So our local pace is up over last year.

The balance of the number of homes for sale versus the number currently in escrow or sold over the last six months is the best it's been in awhile. There are currently 22 detached homes for sale in Calavera Hills (see the next page for the stats) versus 29 in escrow or sold over the last 6 months. This is actually a very good ratio and indicative of a stable market. While this ratio is looking positive, homes still need to be priced aggressively and well presented to sell in 60-90 days.

There are a few storm clouds on the horizon however. You've probably seen the press reports on the sub-prime lending market showing signs of significant strain. That will mean fewer entry-level homes will sell, which could have the add-on effect of creating fewer move-up buyers for homes in the price range of Calavera Hills. Foreclosures are also up significantly – although not as high as they were in the last recession in 2001. Foreclosures put downward pressure on prices because they are typically distressed and sell for less than similar homes in the area and they create extra inventory on the market over and above what 'normal' buying and selling creates. There are currently two bank-owned properties that are in escrow in Calavera Hills and several more for sale. Bank-owned is where the bank forecloses and takes the property back to sell on the open market.

Another trend that is becoming more prominent is 'short-selling' – where the owner of a property owes more to the lender(s) than what the property is worth and negotiates with the lender for a reduction in the owed amount. Once an offer comes in on the property the bank then decides (in committee) whether it makes sense to accept it; this can cause delays and the result is that properties end up on the market for a lot longer than normal.

So far 2007 has proven to be a 'stabilizing' year. It probably will not be a year of property value gains. But if the stability continues that could set the stage for a recovery in property values in 2008 and beyond.

CALAVERA HILLS REAL ESTATE SALES – Detached Homes

Active Listings Market Report for Barrington, Nantucket, Sheffield, Capistrano, Montara, 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
Barranca Court	Barrington	3	3	1954	\$332	\$629,000	34
Coastview Court	Barrington	3	2.5	1957	\$327	\$639,000	97
Harwich Drive	Barrington	3	2.5	1957	\$332	\$649,000	5
Harwich Drive	Barrington	4	2.5	2160	\$314	\$659,000-\$679,000	5
Flat Rock Street	Montara	3	3	1675	\$409	\$665,000-\$685,000	27
Gorge Place	Montara	5	3.5	2556	\$274	\$699,900	105
Moonfield Drive	Summerhouse	4	3	2476	\$283	\$700,000	13
Sand Court	Montara	3	3	2691	\$271	\$729,000	250
Sand Court	Montara	4	3	2691	\$275	\$739,995	236
Moon Field Dr	Summerhouse	4	3	2170	\$345	\$749,000	144
Stoneridge Road	Nantucket	4	3	2662	\$282	\$749,900	67
Rich Field Drive	Summerhouse	4	4	2804	\$269	\$753,999	170
Foothill Ave	Nantucket	4	3	2585	\$294	\$759,900	132
Stoneridge Road	Nantucket	4	3	2860	\$271	\$765,000-\$775,000	108
Levee Drive	Nantucket	4	2.5	2462	\$323	\$769,900-\$794,900	33
Pleasant Vale Drive	Ravinia	4	3	2705	\$301	\$785,000-\$815,000	43
Gentle Knoll Street	Ravinia	4	3	2705	\$301	\$785,000-\$815,000	60
Moon Field Dr	Summerhouse	5	4	2804	\$285	\$799,900	12
Knollwood Drive	Sheffield	4	3	3323	\$256	\$835,000-\$850,000	86
Saddle Drive	Capistrano	4	3.5	3190	\$262	\$835,000	51
Rock Ridge Road	Montara	4	3.5	2822	\$297	\$839,000	21
Gorge Place	Montara	4	3	2871	\$296	\$850,000	39
		4	3.05	2,508	\$302	\$745,931	76

Pending

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

The Landis Team Listings!

Address	Neighborhood	Bed	Bath	ESF	LP/SF	List Price	OMD	DOM
Rockfield Court	Nantucket	3	3	2050	\$317	\$649,900	02/23/2007	7
Bluff Court	Barrington	4	2.5	2160	\$308	\$664,500	03/19/2007	263
Rock Ridge Rd	Montara	4	3.5	2026	\$345	\$699,000	03/13/2007	34
Strata Drive	Sheffield	4	3	2601	\$300	\$749,000-\$779,000	03/21/2007	107
Averages		4	2.88	2,209	\$318	\$698,100		103

Sold

SP/SF = Sold price per Square Foot

COE = Close of Escrow

Sold by the Landis Team!

Address	Neighborhood	Beds	Baths	ESF	Sold Price	SP/SF	COE	DOM
3429 Ravine Drive	Ravinia	3	2	1643	\$599,990	\$365	01/10/2007	13
4738 Crater Rim Road	Ravinia	4	3	2597	\$679,000	\$261	03/19/2007	38
3933 Foothill Ave	Nantucket	4	3	2765	\$680,000	\$246	12/19/2006	65
3647 Barranca Court	Barrington	4	2.5	2160	\$685,000	\$317	11/01/2006	37
4663 Meadow Drive	Summerhouse	4	3	2476	\$689,000	\$278	03/22/2007	18
3574 Granite Court	Montara	4	3	2861	\$695,000	\$243	03/06/2007	57
3475 Moon Field Drive	Summerhouse	4	4	2804	\$698,000	\$249	10/18/2006	150
3426 Ravine Drive	Ravinia	4	3	2597	\$699,990	\$270	03/27/2007	38
3423 Pleasant Vale Drive	Ravinia	4	3	2597	\$704,990	\$271	11/15/2006	120
3577 Sand Court	Montara	4	3	2031	\$705,000	\$347	11/17/2006	34
3438 Ravine Drive	Ravinia	5	3	2705	\$712,500	\$263	12/28/2006	78
3641 Strata Drive	Sheffield	4	3	2579	\$715,000	\$277	12/18/2006	38
3666 Strata Drive	Sheffield	5	3	2865	\$725,000	\$253	11/20/2006	86
3424 Pleasant Vale Drive	Ravinia	5	3	2705	\$732,990	\$271	12/01/2006	98
3509 Levee Drive	Nantucket	4	3	2765	\$735,000	\$266	1/17/2007	14
3419 Pleasant Vale Dr.	Ravinia	5	3	2705	\$743,990	\$275	11/20/2006	63
3428 Pleasant Vale Dr.	Ravinia	5	3	2705	\$750,000	\$277	10/27/2006	32
4733 Crater Rim Road	Ravinia	4	3	2876	\$753,990	\$262	12/13/2006	84
3603 Promontory Place	Barrington	4	3	2287	\$775,000	\$339	10/13/2006	15
3766 Saddle Drive	Capistrano	3	2.5	2726	\$729,000	\$267	1/11/2007	109
3508 Rock Ridge Rd	Montara	5	3	2871	\$750,000	\$261	1/11/2007	216
3956 Plateau Place	Capistrano	4	3	2913	\$770,000	\$264	02/22/2007	49
3553 Rock Ridge Rd	Montara	5	3.5	2622	\$805,000	\$307	01/04/2007	153
3815 Crownpoint Court	Capistrano	4	4	3190	\$820,000	\$257	01/31/2007	6
3551 Rock Ridge Rd	Montara	3	3.5	2872	\$895,000	\$313	12/20/2006	8
Averages		4	3.04	2,636	\$729,937	\$280		65

This information was compiled by the Landis Real Estate Team on April 2, 2007 from the Multiple Listing Service. If your home is currently listed with another company, please do not consider this a solicitation.

Mystic Point is also showing a nice ratio of homes sold and in escrow, to the number for sale. The number of days it's taking to sell a home at Mystic Point is going down as well – currently at 58 days. It will be interesting to see how Mystic Point prices do once all of the new homes have sold. Our belief is that Mystic Point homes will be in high demand moving forward.

REAL ESTATE SALES - Attached

Mystic Point neighborhood of Calavera Hills

Active Listings

ESF = Estimated Square Feet LP/SF = List price per square foot DOM = Days On Market *Single-Family Attached Homes

Address	Neighborhood	Beds	Baths	ESF	LP/SF	List Price	DOM
Jetty Pt	Mystic Point	2	2.25	1363	\$329	\$449,000	9
Jetty Pt	Mystic Point	2	2.25	1363	\$367	\$485,000 - \$500,876	38
Jetty Pt	Mystic Point	3	2.5	1535	\$352	\$540,000	43
Averages		2.33	2.33	1,420	\$349	\$496,625	30

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	2	1363	\$324	\$442,000	4/02/2007	38
Backshore Ct	Mystic Point	3	3	1411	\$339	\$459,000-\$479,000	03/17/2007	161
Averages		3	2.5	1,387	\$332	\$460,500		100

Sold

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

Address	Neighborhood	Beds	Baths	ESF	Sold Price	SP/SF	COE	DOM
4102 Karst Rd	Mystic Point	2	2	1363	\$386,400	\$283	12/06/2006	12
4108 Karst Rd	Mystic Point	2	2	1363	\$387,400	\$284	12/04/2006	20
3682 Jetty Pt	Mystic Point	3	2.5	1411	\$420,000	\$298	10/20/2006	107
3640 Jetty Pt	Mystic Point	3	2.5	1535	\$422,500	\$275	11/09/2006	61
3740 Jetty Pt	Mystic Point	3	2.5	1411	\$447,000	\$317	11/20/2006	91
Averages		3	2.3	1416	\$412,660	\$291		58

This information was compiled by the Landis Real Estate Team on April 6, 2007, 2007 from the Multiple Listing Service. If your home is currently listed with another company, please do not consider this a solicitation.