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



Dear Calavera Hills Friends,

Wow...! What a great summer season in Carlsbad! Now that school is back we're ready to turn off our fans and air conditioners and enjoy a bit of cooler weather.

In the last issue we talked about the Sherman and Quarry Creek properties in our Carlsbad development update. This month we focus more closely on the Sherman property and how it became 'open space.' Many energetic and concerned citizens made it happen.

We're also including an article from our resident experts on floors and windows, Katherine and Alex Peterson. They've written an article about how to care for stone surfaces in your home. You may be surprised as to what they have to say about regular cleaning and care for natural stone.

We've also included the regular features of:

- Announcements:
 - The Fall Community Garage Sale is here. Let us know if you'd like to participate.
 - New on www.CalaveraHills.info website...Property Alerts. Sign up now!
- 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 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 Sherman property is now 'open space' thanks to many concerned citizens' efforts



Caring for stone floors and counters is important for protecting your investment



Get ready to sell stuff! The Fall Community Garage Sale – Saturday, October 13th, 7am – 12noon

The Sherman parcel is 'Open Space' and has natural and historical importance



The purple area is the Sherman parcel. Quarry Creek is the lighter color area and is owned by the city of Carlsbad. Both are just south of Hwy 78 and west of the Quarry Creek Shopping Center.

This 134 acre parcel was recently deemed 'open space' largely because of the efforts of the volunteers associated with Preserve Calavera. It's now owned by the California Department of Fish and Game and will remain open space except the possibility of Marron Road connecting on its perimeter. That possibility is still several years away. The Preserve Calavera lobby group and others were able to raise enough money, (over \$100,000), to have the state pitch in to acquire the land.

The land includes the Buena Vista Creek, a pond fed by artesian springs, and high quality natural land that supports a rich diversity of plants and animals. Upstream is the sacred Indian waterfall and an old mine site. Downstream the creek meanders through constrained development to the Buena Vista Lagoon.

This area is rich in history as well. The El Salto waterfall has been a focus for the spiritual life of Native Americans for generations. The Native American Heritage Commission recently registered the El Salto Falls as a sacred site - testimony to the long term use of this area by Native Americans. The area is part of a cultural corridor of the Luiseno people extending from the falls on the east through the valley to the Agua Hedionda lagoon. This is a very special place where the Luiseno people and other tribes lived, hunted, worked, raised their families for over 9,000 years. The grandmother of Louise Foussat, the recently deceased matriarch of the local San Luis Rey Band of Mission Indians, was born under a pepper tree that still stands on this land today.

In more recent times, the land was part of the original Rancho Agua Hedionda land grant from Mexican governor Juan Bautista Alvarado to Juan Marron in 1842. It was the home of Felipa Marron and her husband John Chauncey Hayes, a founder and developer of the City of Oceanside. This is the family that donated one mile of beach property to the City of Oceanside. Part of the valley has already been designated as a Historic District and is eligible for the national registry of historic sites.

Protect Your Investment! How To Take Care of Your Stone by Alex Peterson, Surface Designs

So you've finally installed those beautiful granite countertops and travertine floors you've always wanted – now how do you take care of them? Without proper maintenance, your investments will be stained and worn beyond repair after a few years; but with a few simple measures, they'll continue to look beautiful for the life of your home.

The important thing to remember is that all stone – granite, travertine, marble, slate, limestone, onyx, quartz, even concrete – is porous. Any spills or soiling will seep into those microscopic pores and be extremely difficult to remove. Additionally, in the case of granite,



Granite counters are a serious investment and require proper maintenance to keep them up



A travertine floor with an inlay, needs sealing about once per year

travertine, and limestone, the rock itself composed of high pH minerals; spills made by anything acidic (red wine, tomato juice, vinegar, lemonade, etc) will not only stain but also eat away at the matrix of the stone, ruining the finish.

The good news is that with regular sealing, you can fill those pores in the stone and render it highly resistant to spills and stains. Immediately after installation and then once per year thereafter, the stone surfaces (and grout as well) need to be treated with a penetrating sealer. We recommend 511 Porous Plus by Miracle Sealants or 4Care Grout & Tile Sealer by Tile Lab, both available at Home Depot, Lowes, and other hardware stores. Simply follow the directions – sealing an average bathroom floor or granite countertop should take about 30 minutes. A good way to check the integrity of the sealant on your stone is to simply sprinkle water on the surface. If the water beads up as on a freshly-waxed car, your sealer is in good shape; if it soaks in, time to re-seal.

In between your annual sealing, regular cleaning should be done with a neutral pH cleaner which won't eat away at your sealant – vinegar, Windex, and chlorine-based cleaners are BIG no-no's. A good rule of thumb is that if it can be used on your skin, it is an appropriate stone cleaner. Cleaners made specifically for stone (again, from Miracle Sealants or Tile Lab) shampoo, and hand or dish soap are all excellent cleaners for your stone surfaces.

Your new stone countertops and floors represent a big investment in the appearance and value of your home. With just a small investment in preventative maintenance and regular cleaning, they will continue to beautify and add to the value of your home for decades to come!

*Alex and Katherine Peterson live in Calavera Hills and own **Surface Designs** here in Carlsbad. They have done many installations of stone counters and floors in Calavera Hills over the last several years. They can be reached by telephone at (760) 500-1755.*



Announcements:

NEW!! Property Alerts for Calavera Hills

Sign up on www.CalaveraHills.info, 'Property Alerts' page. Get an automatic email every time a new listing comes on the market, a price changes or a home is sold. You'll be the first to know!

Also, once a month you'll receive an email with the full list of homes for sale, pending and sold (sold within the last six months), with full view of all the photos, virtual tours and listing detail.

This is now available for the entire Calavera Hills Master Plan community in the following 4 groupings:

1. Detached homes built since 2000 – Barrington, Capistrano, The Cliffs, Montara, Nantucket, Ravinia, Sheffield, Summerhouse.
2. Detached homes built before 2000 – The Colony, Edinburgh Estates, The Knolls
3. Attached homes built since 2000 – Mystic Point
4. Attached homes built before 2000 – The Cape, The Crest, The Trails, The Villas

Calavera Hills Fall Community Garage Sale!!

Saturday, October 13th,
7am – 12noon

Get rid of your unwanted items and make a few bucks at the same time! Sign up today for the October 13th Garage Sale. We'll send you a Tip Sheet on how to make the Garage Sale as successful as possible along with pricing stickers!

You'll also be placed on a Garage Sale map on the day of the sale so potential buyers can find you. These are placed at a central location on the morning of the sale and will be available online the day before. We advertise the garage sale in the newspapers and put out loads of signs. All you have to do is organize your stuff and be ready at 7am!

Join us for a fun day with family and friends in Calavera Hills. We hope you can take part!

Sign up now: Call 760.716.4402 or
email us at info@LandisRealEstate.com or
go to www.CalaveraHills.info 'Garage Sales' page



Real Estate Market Update

This has been a very interesting and eventful year so far! As we wrote in our last newsletter, the real estate market for detached homes in Calavera Hills has been surprisingly strong this year. In the neighborhoods built since the year 2000, there have been more sales and homes pending in the last 6 months than there are currently listed (15 active listings versus 35 pending and sold). That indicates a very healthy market to sell a home. There have been a few bank-owned properties sold or put into pending recently in the area – but it hasn't been a significant part of the mix. And prices have remained reasonably good for many homes, with several selling well into the \$800,000s. Some areas have seen some declines, however, and we even have some Barrington homes listing in the high \$500,000s (see the numbers below). The market has been strong for most areas in North County San Diego with prices in the \$600,000s and above.



Moving forward is anybody's guess. Although the current mortgage issues could have a dampening affect in the short-term, it appears that prices in metropolitan areas nationwide, particularly on the west and east coasts, are showing some small gains. The National Association of Realtors is holding its forecast that prices nationwide will recover and move up slightly in 2008. The strength of the economy and the constant need for new housing would indicate that this is a good possibility. Our economy produces good paying jobs as well, with many high-tech and biotech companies located in the area. This could be the reason that the higher end of the market has stayed so strong this year.

The key negative factor in the market right now is the mortgage industry and the ability for homebuyers to acquire the loans they need to pay for the home prices in Carlsbad. Many of the loan products that were commonly available with little or no need to prove income and/or assets are now requiring both. Appraisals are also getting much tighter, with most lenders requiring a 'review appraisal' prior to funding a loan, which is a second appraisal that is done to check the assumptions and methodology of the initial appraisal.

We have also seen rates on 'Jumbo' loans go up (Jumbo loans are loans above the amount of \$417,000). The interest rates on these loans have gone up as the people who invest in these loans (much of it through Wall Street brokerages), have required a higher interest rate to reward them for what they see as extra risk in the real estate market right now. Loans under \$417,000 can be purchased by the government-backed companies of Fannie Mae and Freddie Mac and have been less affected by the recent fall-out. Many of the loans used to purchase Carlsbad homes are in this 'Jumbo' category and with the increase in rates, the homebuyer's purchasing power has been eroded.

The other risk factor is many of the loans written in the last two years, in 2005 and 2006, were likely the most aggressive and have yet to adjust to levels that will cause defaults and foreclosures. So far, foreclosures in San Diego County have not been priced much below the market, and therefore have not had a significant impact on prices. If foreclosures get worse over the next two years, this could send prices lower and make it harder to get a loan.

CALAVERA HILLS REAL ESTATE SALES – Detached Homes**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
3714 Sandpoint	Barrington	3	2.5	1957	\$309	\$ 585,000 - \$ 605,000	62
3578 Harwich Dr	Barrington	4	2.5	2160	\$282	\$599,900 - \$609,900	79
3494 Harwich Dr	Barrington	4	2.5	2160	\$313	\$ 625,000 - \$ 675,876	58
4761 Crater Rim Rd	Ravinia	2	2	1643	\$389	\$638,903	4
3495 Pleasant Vale Dr	Ravinia	4	3	2705	\$266	\$649,900 - \$719,900	27
3431 Gentle Knoll St	Barrington	4	2.5	2160	\$262	\$ 680,225	6
3864 Stoneridge Rd	Ravinia	4	3	2597	\$262	\$ 695,000	35
3630 Terrace Pl	Sheffield	4	3	2579	\$301	\$675,000 - \$750,876	1
3566 Sand Ct.	Montara	4	2.5	2662	\$261	\$ 709,000	407
3899 Stoneridge Rd	Nantucket	4	3	2765	\$281	\$725,000 - \$775,876	22
3434 Rich Field Dr	Summerhouse	4	3	2165	\$337	\$729,000	3
3529 Hummock Dr	Nantucket	4	3	2765	\$275	\$729,000 - \$759,000	83
3907 Stoneridge Rd	Nantucket	4	3	2765	\$277	\$765,000	82
3538 Knollwood Dr	Sheffield	4	3	3325	\$254	\$795,000 - \$845,000	15
3515 Rock Ridge Rd	Montara	4	3	2871	\$296	\$799,000 - \$849,000	18
3581 Granite Ct	Montara	4	3	2861	\$300	\$824,000 - \$859,000	88
4762 Crater Rim Rd	Ravinia	4	3	2876	\$296	\$830,000 - \$850,000	10
		4	2.87	2,649	\$282	\$744,910	68

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

Address	Neighborhood	Bed	Bath	ESF	LP/SF	List Price	OMD	DOM
Meadow Dr	Summerhouse	4	2.75	2476	\$286	\$708,500	08/10/07	98
Plateau Pl	Capistrano	3	3.5	3190	\$232	\$739,900	08/23/07	31
Crater Rim Rd	Ravinia	4	3	2597	\$309	\$803,000	07/12/07	49
Rock Ridge Rd	Montara	4	3.5	2822	\$297	\$839,000	05/08/07	57
Rock Ridge Rd	Montara	4	2.5	2648	\$340	\$859,000 - \$899,000	08/01/07	22
Averages		4	3.04	2,742	\$289	\$789,771		47

Sold SP/SF = Sold price per Square Foot

COE = Close of Escrow

Address	Neighborhood	Beds	Baths	ESF	Sold Price	SP/SF	COE	DOM
3506 Harwich Drive	Barrington	3	2.5	1957	\$600,000	\$307	06/11/2007	40
3537 Coastview Court	Barrington	3	2.5	1957	\$600,000	\$307	06/12/2007	29
2924 Cliff Circle	The Cliffs	4	2.5	1964	\$610,000	\$311	07/10/2007	82
3590 Bluff Court	Barrington	4	2.5	2160	\$615,000	\$285	04/17/2007	263
3648 Barranca Court	Barrington	3	2.5	1957	\$615,000	\$314	07/11/2007	9
3598 Bluff Court	Barrington	3	2.5	1957	\$620,000	\$317	08/01/2007	45
3623 Promontory Pl	Barrington	4	3	2287	\$620,000	\$271	07/16/2007	34
3576 Flat Rock Street	Montara	3	3	2375	\$640,000	\$269	06/08/2007	66
3888 Rockfield Court	Nantucket	3	3	2050	\$649,900	\$317	05/04/2007	7
3941 Foothill Ave	Nantucket	4	3	2585	\$657,500	\$254	08/31/2007	19
3728 Whitesands Court	Barrington	4	3	2287	\$660,000	\$289	07/23/2007	81
3440 Moon Field DDr	Summerhouse	4	3	2476	\$675,000	\$273	07/03/2007	57
4738 Crater Rim Road	Ravinia	4	3	2597	\$679,000	\$261	03/19/2007	38
3502 Rock Ridge Road	Montara	4	3	2026	\$680,000	\$336	06/01/2007	34
4663 Meadow Drive	Summerhouse	4	3	2476	\$689,000	\$278	03/22/2007	18
3580 Gorge Place	Montara	5	3.5	2556	\$692,000	\$271	07/05/2007	149
3808 Crownpoint Court	Capistrano	3	2.5	2726	\$692,000	\$254	07/20/2007	6
3574 Granite Court	Montara	4	3	2861	\$695,000	\$243	03/06/2007	57
3426 Ravine Street	Ravinia	4	3	2597	\$699,900	\$270	03/27/2007	38
3470 Moon Field Drive	Summerhouse	4	3	2170	\$710,000	\$327	08/31/2007	99
3844 Stoneridge Road	Nantucket	4	3	2800	\$735,000	\$263	08/17/2007	217
3623 Contour Place	Sheffield	4	3	2579	\$735,000	\$285	07/20/2007	35
3693 Strata Drive	Sheffield	4	3	2601	\$740,000	\$285	06/14/2007	107
3574 Gorge Place	Sheffield	4	3	2579	\$750,000	\$291	08/16/2007	8
3736 Strata Drive	Capistrano	4	3.5	3190	\$760,000	\$238	06/11/2007	13
3513 Levee Drive	Nantucket	4	3	2944	\$812,000	\$276	08/08/2007	7
4733 Crater Rim Road	Ravinia	5	3	2876	\$815,000	\$283	09/05/2007	54
3919 Rill Court	Nantucket	5	3	2944	\$819,000	\$278	06/29/2007	10
3561 Knollwood Drive	Sheffield	4	3	3323	\$830,000	\$256	06/11/2007	93
3762 Caldera Place	Capistrano	4	3	2913	\$835,000	\$287	08/28/2007	36
3759 Caldera Place	Capistrano	4	3	2913	\$850,000	\$292	07/27/2007	41
Averages		4	2.95	2,490	\$721,170	\$276		54

This information was compiled by the Landis Real Estate Team on September 7, 2007 from the Multiple Listing Service. If your home is currently listed with another company, please do not consider this a solicitation