



Don's Home News Extra



858-336-1114 | DonP@PelletierHomes.com | www.pelletierhomes.com

A note from the publisher

Dear Friend,

Investing in a home security system can give you peace of mind, but it can also be a bit of a shock to the wallet. In today's newsletter, you'll get the pros and cons of going DIY to help you make the best decision.

You'll also learn what you should know about bottled water, how to fight jet lag with... food?...and organizations that want the old clothes you're done with- plus fun facts, a trivia challenge, and lots more.

Finally, I want you to know, that you may call me for any reason. And please let me know if a friend, family member or neighbor needs a caring, competent real estate professional to help in buying or selling.

I truly appreciate your friendship and referrals. Enjoy your issue!

Regards,



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Fight Jet Lag With Food

Jet lag is one of those unfortunate things travelers have to put up with when we're out on adventures. Or is it?

Studies show that there are eating habits that can help fight the effects of jet lag, including before, during, and after your flight.

- The most important key to avoiding jet lag is **hydration**. Drink plenty of water and avoid dehydrating foods and drinks – such as salty snacks, caffeine, and alcohol.
- A 2016 study published in the Psychology & Health Journal said that long-haul flight attendants who adhered to a **meal schedule** instead of eating whenever they wanted suffered fewer jet lag symptoms. Keep your own eating schedule and skip the snacks.
- Starting out your travel day well-rested is a big help in fighting jet lag. Consuming **carbs the night before a flight** can increase serotonin levels in your brain, and serotonin helps you sleep.
- Focus on **protein when you land** to trigger your brain's production of norepinephrine and dopamine, which make you more alert. Carry some protein-rich foods with you, which may not be easy to find depending on where you're going (peanut or almond butter with crackers, protein bars, or hard aged cheese that doesn't need to be refrigerated).
- Eat foods that naturally contain **melatonin**, a sleep aid, to help your body adjust to new time zones. Cherries are a great source of melatonin (dried cherries work, and are easier to transport than fresh cherries), as is fresh ginger.

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DIY Home Security - Worth It?

Having a secure home means you can sleep soundly at night knowing you and your loved ones are completely safe. You can either put the system together yourself or hire a professional to do it. Consider these pros and cons in deciding if installing your own home security is right for you.

Pros:

- **Cost.** If you pay for professional installation, expect to pay up to several thousand dollars for services, including arming sensors and motion detectors, and prepping monitoring systems. **Tip:** If you choose professional installation, ask about available promotions to reduce costs.
- **Install the system you want.** You can choose from more customizable systems and services that might result in lower month-to-month monitoring costs.
- **Ownership.** Usually DIY equipment is owned by the person who buys it – you! And, if you move houses, you're free to take it with you.
- **Step-by-step assistance.** DIY systems usually have prompts, so you can properly follow the installation sequence. Sometimes companies with DIY installation kits also offer on-the-go help by phone.

Cons:

- **Time and effort.** You can install at your leisure, but you'll have to put in the time to make sure it's done properly. This may include time on the phone trouble-shooting any problems.
- **Lack of expertise.** A professional technician ensures your system is fully and properly installed and can walk you through how to operate it – something you don't get if you DIY.
- **Fewer warranties.** If you install your own equipment, you may not qualify for warranties because no one can guarantee whether it was done correctly. Additionally, you may invalidate warranties on windows, doors, and other parts of the home when installing the system.
- **Repair costs.** Professional installation often comes with repairs for free or at a reduced cost. With a DIY system, you're on your own for repairs.

The Difference Between Traveling and Vacationing

Ramping up to summer, many of us plan on some sort of holiday. For some of us, it's travel. For others, it's vacation. Is there a distinction, and does it matter?

It can. According to studies, the best part of a holiday is planning for it. We are apparently happier as we anticipate our experience of a holiday than we are during the experience itself. However, having a clearer sense of what kind of experience we want can also help us get more enjoyment out of it. Using the distinction between traveling and vacationing is one way to imagine your holiday plans.

Traveling involves going somewhere unfamiliar, often a foreign country, to experience a cultural difference. Traveling provides an opportunity to experience the unknown, to enjoy the differences among people, foods, language, architecture, music and more. Travel also allows us to grow our awareness of our place in the world.



To travel successfully, we have to want to experience differentness. We have to want to see new things in a new way. That is our goal in travelling.

Vacationing, by contrast, involves relaxing in a somewhat familiar environment. We typically vacation in places we know. We camp in a nearby wilderness. We visit a city at the other side of our own country, see heritage sites, or head for a resort. Our goal in a vacation is to relax, perhaps have a little physical adventure, like taking a rafting trip or doing a photo jeep tour in the desert.

Just thinking about the difference between travelling and vacationing is a useful way to get more from your summer holiday.



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San Diego's Housing Affordability Crisis

New home construction was down across Southern California in the first quarter of this year, and San Diego County had the largest decline in new building permits-down by approximately 37%-compared to 10% for the region.

The biggest drop in San Diego County, 50 percent, was in multifamily construction — apartments and condos. Part of the problem is that there is just not enough vacant land to build on-and that is skewing 'supply and demand', creating scarcity of affordable housing for many.

Consequently, San Diego County's rent went up the most in Southern California in the past year.

Data showed average rent in San Diego County had increased 11 percent during the past year, more than any other Southern California county- followed by Riverside County at 9 percent; San Bernardino County at 8 percent; Orange, Los Angeles and Ventura counties at 7 percent; and Santa Barbara County at 5 percent.

Some San Diego County experts, that track rents, say rents are increasing at 5 percent to 8 percent, year over year. There is a real concern here that rents are increasing too rapidly and pushing many people out of the market. The escalating rents, these past years, have hit the service industry workers the hardest.

There is really no end in sight.

Fortunately, for many renters, there are some excellent low-down payment programs to help them buy their first home. Many of these loans require between zero and three-percent down payment. In some cases, the sellers can pay the Buyers closing costs.

Now may be an excellent time to consider buying-rather

than renting. It appears that home prices have leveled off after 5% appreciation through mid-May. Additionally, the Feds are stating that their interest rate target for end of year is 5% rates-the highest we have seen in many years.

If you are considering selling, the current market provides some great opportunities.

Many home buyers who have been 'on the fence' and are facing increasing rents-along with the prospect of increasing rates-are eager to buy a home of their own.

Please feel free to contact me to discuss your situation. You can reach me on cell # 858-336-1114 or via email at: donp@pelletierhomes.com .

I will be happy to provide you with great advice as to how you can best take advantage of the current market conditions.

Don

One-minute Immunity Boost

Researchers have found that taking a cold shower that lasts about one minute (if you can stand it!) actually helps to boost your immunity. Your body will try to warm itself quickly, and the immune system is kicked into high gear. No word about how your heart will handle it, though...

Have A Laugh...

So, my wife told me I had to quit acting like a flamingo. I had to put my foot down.

Click [HERE](#) if you want to know how much your home is currently worth?



Put the experience that comes with over 2,150 successful
Home Sales To Work For You - Call Don Pelletier 858-336-1114



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The Nautical Origins Of Garage Sales

Whether you call it a garage sale, rummage sale, or yard sale, you are doing the same thing...selling your unwanted possessions for small change.

You may not know that yard and garage sales really got their start in shipyards in the early 1800's with "rummage" or "rommage" sales, where shipping companies would sell unclaimed cargo at a discount.

The word rummage comes from the Middle French word arrumage, which meant the "arrangement of cargo in a shop's hold." The associated verb was arrumer "to stow goods in the hold of a ship."

In the 1600's, the term came to mean "to closely search the hold of a ship, especially by moving things about."

Then in the 1800's, ships began to hold popular "rummage/rommage" sales, though by now the cargo was unloaded from the hold before the sale. (The words rommage and rummage are phonetic differences, like po-tay-to/po-tah-to.)

In the late 1800's, the sales moved to community centers like churches. Then in the 1950's and 1960's, they became what we call them today...rummage, yard, and garage sales.

Efficient House Cleaning

Get yourself in the right mindset and clean your home more efficiently.

1. Schedule cleaning as a job.
2. Wear comfortable, washable clothing. Have aprons, goggles, and cleaning gloves handy, if needed.
3. Invest in well-made cleaning tools.
4. Pick up clutter before cleaning.

Alternatives to Bottled Water

You've likely heard that bottled water has major environmental consequences, but how bad is the problem? Here are a few facts from **thewaterproject.org** that illustrate the severity of the situation:

- Approximately 80% of single-use water bottles in the U.S. become "litter," and one bottle takes more than 1,000 years to bio-degrade.
- U.S. landfills have two million tons of discarded water bottles in them.
- It takes three liters of water to package one liter of bottled water.

In response to the bottled water problem, some cities and businesses have banned it, but what can you do?

- Skip the single-use water bottle, and invest in a reusable water bottle. If you forget it, buy multiples to keep in vehicles, the office, and your gym bag.
- Drink tap water. Several studies have been done to show municipal tap water is usually just as safe as bottled water.
- Refrigerate water. Cooling tap water helps remove the chlorine taste many people feel is in tap water.
- Boil water if you are concerned water might be contaminated.

***Would You Like to Know the Current Value of
Your Home or Rental Property?***

Call or email Don now for a FREE comprehensive accurate Home Evaluation of your property. There is absolutely no cost or obligation!

Contact Don Today!

EMAIL: DonP@PelletierHomes.com

Cell # 858-336-1114



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HOME IS WHERE THE HEART IS

People of all generations have differing opinions about what their home says about them as a person. For most Americans, owning a home is a sign of success and accomplishment.



Millennials:	83% AGREE
Xers:	83% AGREE
Boomers:	72% AGREE

And when it comes to culinary adventures, millennials are spending more time in the kitchen than other generations.



Millennials:	64% AGREE
Xers:	56% AGREE
Boomers:	45% AGREE

SOURCE: 2016 US Yankelovich MONITOR

CALIFORNIA ASSOCIATION OF REALTORS*

Book And Reading Websites

Love to read? Bookmark these sites!

www.goodreads.com – Track books you’ve read or want to read.

www.bookbub.com – Alerts on book sales based on selected criteria.

www.bookriot.com – Reviews, book-related articles, and relevant podcasts.

Donating Clothes And Accessories

Is it time for a wardrobe facelift? Before hauling your old clothes away to the same secondhand store or tossing them in the trash, consider these options.

Blue jeans: Old blue jeans donated through bluejeansgogreen.org will be turned into insulation in communities that need it most.

Shoes: Both soles4souls.org and oneworldrunning.com accept gently worn shoes to donate to people in need around the world.

Wedding and formal dresses: Most people only wear formal clothing a few times, so if your wedding dress or formal gowns are still in great condition, pass them on! Soon-to-be-military brides are on the receiving end at bridesacrossamerica.com, and Project G.L.A.M. (wgirls.org) provides teenage girls with prom dresses.

Eyeglasses: If you’ve updated your prescription lately, donate old frames and lenses to new-eyes.org, where they’ll be passed on to someone who can’t afford new eyeglasses.

What Is Awe?

Experiencing a sense of awe occurs when people encounter things that are large and vast – such as walking among tall trees – transcending their current understanding of the world. These experiences have been shown to lead people to be more altruistic, less entitled, humbler, and more aware of others.

Brain Teaser:

What are the next three numbers in this series? 4, 6, 12, 18, 30, 42, 60, 72, 102, 108, ?, ?, ?

(See page 6 for the answer.)



Don Pelletier

I'm not #1... You Are!



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"Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful" - Albert Schweitzer

Real Estate Corner...

Q. How can I make my home attractive to buyers?

A. When selling your home, look at your home through a potential buyer's eyes, and follow these steps to make it show well and receive a good offer:

- **Clean and repair.** Your buyer's first impression is from the street. Clean up the yard, the landscaping and check your exterior paint job. On the inside, shampoo the carpets, scrub the floors and clear off all the counters. Remove old wallpaper and paint the walls a neutral color. Fix things that need fixing, like squeaky doors, broken tiles etc.
- **De-Clutter.** Get rid of all that "stuff" you've accumulated in the garage, the backyard and the basement. And don't forget the closets!
- **"Stage" it to look like a model home.** Put away your personal items and remove large pieces of furniture. Ask your REALTOR® for ways to "dress up" your home (candles, new linens etc.) to maximize your selling potential.

For more tips, ask for my Free Consumer Report called **"Make Your Home Show Like A Model Without Breaking the Bank."** I'll get a copy to you.

Do you have a real estate question you want answered? Feel free to call me at **858-336-1114**. Perhaps I'll feature your question in my next issue!

What's My Home Worth?

If you want to know your home's current value, I will gladly conduct a Maximum Value Home Audit. Request this "no charge" in-depth home value analysis by calling me at: **858-336-1114**

Refreshing Kitchen Updates

You don't need to break down the walls or strip the cabinets to renew your kitchen. Here are 8 little approaches to sprucing up the kitchen without major remodeling.

1. Choose 3 complimentary colors and update everything you can to match, like paint, towels, rugs, small appliances, canisters, curtains.
2. Change your cabinet and drawer pulls. Buy a size that fits existing holes so you don't need to drill new holes.
3. Add rope lighting under or over your upper cabinets.
4. Paint your refrigerator or an unused wall with chalkboard paint. Use colorful chalk to write a quote each day or week.
5. Add a new backsplash using peel and stick tile.
6. Replace the faucet one that is ultra-modern.
7. Add some kitchen-relevant art, such as a café painting or kitschy spoon and fork mosaics.
8. Replace boring lighting with ones that are interesting or unusual.

Brain Teaser Answer:

The next three numbers are 138, 150, and 180. Each number in the list is flanked by two prime numbers. In this case, 138 (137 and 139 are prime), 150 (149 and 151 are prime), and 180 (179 and 181 are prime).



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Beat Those Student Loans!

Even if they're financially savvy, a lot of Americans continue to carry student loan debt with them for years after they've graduated from college. Use these strategies to shake off that heavy financial burden:

- Make it a priority. Yes, you have a lot of bills to pay, but focus on paying off student loans so you can turn your attention to saving for retirement.
- Create a repayment plan that works. Make sure the date your student loan payment is due works with your monthly budget, and consolidate your loans so you only need to make one monthly payment.
- Focus on variable private loans. The interest rates on these loans can quickly change, so pay as much toward them as possible while also putting at least a minimum monthly contribution toward fixed-rate federal loans.
- Sign up for auto-deductions. If you opt for auto-deductions, you won't accidentally miss a payment date. Plus, all government and some private lenders charge a slightly lower interest rate if you pay this way.

All Across America

How long would it take to cross the USA – and how much would it cost – in different forms of transportation?

- Hot Air Balloon: 17 days – \$215,789
- Private Jet: 6 hours – \$38,000
- Uber: 4 days – \$6,400
- Amtrak Train: 2 days, 13 hours – \$455
- Horse & Carriage: 46 days – \$89,515
- Bus: 2 days, 17 hours – \$150

Cut Down On Airline Fees

Don't be nickel-and-dimed on your next flight. Save money with these moves:

- Nearly every airline has baggage fees for checked luggage (tripadvisor.com/AirlineFees), so pack light and carry on or use a co-branded credit card to waive fees.
- Don't choose a seat prior to flying if the airline charges seat fees.
- Use your smartphone as your boarding pass to avoid printing fees, which discount airlines may impose.

Are You In Need Of a Good Contractor for Your Home Projects?

If so, I have a great referral for you!

His name is Everett Redden and he has done a lot of work at our home-and also for many clients of ours.

Everett can do just about anything from small repairs to much larger projects.

Having referred many clients to Everett, and having seen his work first-hand, I can recommend him highly-and without reservation.

Please feel free to contact Everett directly.

Here is his contact info:

Everett Reddin # 760-855-2732

email: dreddixon@aol.com

For Landscape implementation or ongoing yard maintenance, here is another excellent referral for you:

Marco # (760) 522-4176



**The Don Pelletier Group Has Sold More Homes Than 97.3% Of
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Word of the Month...

Studies have shown your income and wealth are directly related to the size and depth of your vocabulary. Here is this month's word, so you can impress your friends (and maybe even fatten your wallet!)

Textspeak (tex-speek) noun

Meaning: Common language used when writing text messages, which consists of abbreviations, acronyms, initials, and emoticons.

Sample Sentence: Her teenage daughter's text message was entirely in textspeak: R U 4 Real? LOL!

It's A Fact

- Woody Allen spends \$100 a week on lottery tickets.
- Mail is delivered to the bottom of the Grand Canyon by mule.
- New Yorkers would be willing to pay approximately \$56/month on average to shave a minute off their commute.
- Fredric Bauer invented the Pringles can – and when he died, his ashes were buried in one.

Quotes To Live By

"It takes nothing to join the crowd. It takes everything to stand alone."

–Hans F. Hansen

"I believe more in the scissors than I do in the pencil."

–Truman Capote

"If you always do what interests you, at least one person is pleased."

–Katharine Hepburn

Get Out Of Bed ...

... and be ready to face the morning! There are lots of benefits to waking up early. Here's how to do it successfully.

- Turn off the smartphone at least an hour before bedtime.
- Leave the curtains open and rise with the sun. Use a dawn simulator if you struggle to wake up.
- Wake up at the right time in your sleep cycle. Use an app to help you regulate this.
- Avoid hitting the snooze button.
- Drink a glass of water and exercise first thing in the morning to feel more alert all day.

RESOURCE CENTER

Get Your Free Home Evaluation

Pelletierhomes.com/sell/get-your-home-value

Why Hire Us As Your Realtor?

Pelletierhomes.com/dons-resume

Real Estate Market Reports for Your Community

Pelletierhomes.com/san-diego-market-reports

7 Tips For Selling Your Home

Pelletierhomes.com/sell/7-seller-tips

The 90 Things You Can't Afford to Neglect When Selling your Home

Pelletierhomes.com/ultimate-sellers-guide

Easy Exit Listing Program

Pelletierhomes.com/sell/easy-exit-listing-agreement

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Facebook.com/donpelletiergroup

What Are California Propositions 60, 90, & 110?

<http://www.pelletierhomes.com/california-propositions-60-90-110>

Through Aug 17

Lemon Grove Concerts in the Park

Bring your own picnic, have a BBQ, bring a blanket or lawn chair, pets must be on a leash, no alcohol or smoking permitted.

Thursdays 6:30-8pm / Berry Street Park: 7071 Mt. Vernon

619-825-3800 / www.lemongrove.ca.gov

Through Sept 4

2017 Del Mar Racing Season

Thoroughbred horse racing from So Cal. Concerts from Violent Femmes, Billy Currington, Ludacris and more. Special events including Food Truck Festival, Burgers and Brews Invitational, Pizza & Beer Festival and more.

See website for schedule. / Del Mar Racetrack www.dmtc.com

Aug 3-31

Screen on the Green

From the Audrey Hepburn classic How to Steal a Million to Woody Allen's charming Midnight in Paris, take a trip into the art world as you sit under the stars in the Botanical Lawn.

7-10pm / San Diego Museum of Art 1450 El Prado, San Diego, CA 92101

www.sdmart.org/film / 619-232-7931

Aug 4

Summer Concert Series - Hullabaloo

Come and explore the San Diego Children's Discovery Museum and dance to the music of Hullabaloo this summer.

Free with Museum Admission

5-7pm / San Diego Children's Discovery Museum

320 North Broadway, Escondido, CA 92025

sdcdm.org/programs/summer-concert-series

Aug 5

Clairemont Family Day

There'll be a variety of entertainment and music, plus food, vendors, games, pony rides, a huge carnival ride zone, and the "Greatest Show on Turf" car show. Bring the whole family and make a day of it!

8am-4pm / South Clairemont Recreation Center

www.clairemontfamilyday.com

Aug 5

A Sip of Julian

Eight tasting rooms offering samples of their wine, beer, hard cider or craft cocktails along with a small bite food pairing. \$25.

10am-5pm / Julian Town Hall / www.visitjulian.com

Aug 5

Farm to Bay

A unique tasting event fundraiser that supports coastal wildlife, education, and sustainability programs at the Living Coast.

4-7:30pm / Living Coast Discovery Center, Chula Vista

www.thelivingcoast.org/farmtobay

Aug 5

Lemon Zest & Garlic Fest

Lemon and garlic inspired food tastings, a beer garden, dozens of retail vendors and a free family area.

12-5pm / San Diego County Waterfront Park / www.lzgsfsd.com

Aug 5-6

Lake Poway Family Campout

Guided night hikes, campfire with s'mores, magic show by Extreme Rahim at 6:30. Kiwanis club will be offering a pancake breakfast. Don't forget your own camping equipment, dinner supplies to barbeque, and grill/charcoal.

5pm-9am / Lake Poway / www.poway.org

Aug 5-6

Solana Beach Family Camp Out

Campfire program - live music, s'mores, campfire songs, Solana Beach Historical Museum tours, dinner and breakfast.

5pm-9am / La Colonia Park: 715 Valley Avenue

858-720-2400 / www.ci.solana-beach.ca.us

Aug 6

Vista Rod Run

350 Domestic and Import Pre-74 vehicles and specialty vehicles. 30 awards, live music, vendors and Village special events.

9am-2pm / Main Street, Historic Downtown Vista / www.vistarodrun.com

Aug 6

Chula Vista Lemon Festival

Live bands, lemon pie eating, lemon peeling and largest lemon contests will be held in addition to a Festival Fun Zone for kids and a craft beer garden for adults.

10am-5pm / Third Avenue between E and G Streets

619-422-1982 / www.thirdavenuevillage.com

Aug 10

North County Health Fair

This event provides an opportunity for local health & wellness related businesses to promote their products and services. The event also features a variety of health related free screenings for community members.

9am-1pm / Oceanside Civic Center Plaza / www.oceansidechamber.com

Aug 11

Coronado Movies on the Bay

A FREE, fun activity for the whole family. Bring your lawn chairs and blankets. Tonight's movie is "Sing."

6:30pm / Coronado Ferry Landing / www.coronado.ca.us

Aug 11

Nine and Wine Foundation Fundraiser

Proceeds support the SD East County Chamber Foundation. Play a fun scramble game of 9 holes followed by wine tasting and hors d'oeuvres.

4-7:30pm / Steele Canyon Golf Club, Jamul

619-440-6161 / www.eastcountychamber.org

Aug 11-13

Oceanside Longboard

Surfing Club Contest & Beach Festival

Features coalition surf teams from all over California. A beach festival in the amphitheater with food and merchandise vendors, music and beer garden.

Junior Seau Pier Amphitheater and North & South Pier Beaches

760-519-8384 / www.oceansidelongboardsurfingclub.org

Aug 12

National City Movies in the Park

Food Trucks will be onsite for anyone wanting to grab a snack or dinner before the movie. Tonight's movie is "Moana."

6:30-9:30pm / Kimball Park / www.nationalcityca.gov

Aug 12

National City

Automobile Heritage Day Festival & Car Show

Join us for live music, food from a variety of popular eateries, entertainment for children and specialty booths.

10am-3pm / Kimball Park / www.automobileheritageday.com

Aug 12

Luau Fundraiser at the VFW

Roast pig dinner and dessert, authentic Hawaiian band, Polynesian dancers, fire dancers, costumer contest, limbo contest, special surprises and raffle.

Proceeds directly fund VFW-1924 Post building improvements.

4pm / VFW Post #1924: 1175 S. Old Stage Rd., Fallbrook

www.fallbrookchamberofcommerce.org

Aug 12

Bocce Bash

This fundraiser for the San Diego County Credit Union Holiday Bowl features round-robin Bocce tournament play, a live DJ, a costume contest and beer provided by Coronado Brewing Company! Bocce equipment provided. Must be 21+.

9am / Qualcomm Stadium / www.holidaybowl.com

Aug 12

Red Balloon Awards

This year's gala theme is "Oh! The Places You'll Go!" inspired by the Dr. Seuss book. It will begin with a cocktail reception and include a silent auction. The event will benefit the organization's StoryTent program.

6-10pm / Hyatt Regency La Jolla / www.eventbrite.com

Aug 12

SRCA Movie Night

Bring the kids, blankets, and low-profile chairs and enjoy the movie. Get there early for easy parking and to get a good spot. Tonight's movie is "The Incredibles."

6pm / Scripps Ranch Community Park / www.scrippsrancho.org

Aug 12-13

Fiesta del Sol San Diego

Street festival celebrating the history, diverse cultures, and civic engagement of the people of San Diego. Entertainment stage, a multi-cultural food court, four community pavilions, and over one hundred booths.

11am-6pm / Main Street, between So Evans St. & Sicard St.

www.fiestadelsolsandiego.org

Aug 12-13

ArtWalk

The free, weekend long event offers fine art, food, live entertainment and excitement for all ages. Over 200 international, national and local San Diego artists will be featuring every medium of art.

Sat 10am-6pm, Sun 10am-5pm / Ingram Plaza, Liberty Station

619-615-1090 / www.artwalksandiego.org

Aug 13

Cardiff Dog Days of Summer

A free event with over 200 dog related vendors and rescue groups with pet adoptions, live music, beer garden oasis, dog contests, local makers market, food trucks and more!

11am-6pm / Encinitas Community Park / www.cardiff101.com

Aug 13

Hillcrest CityFest Street Fair

A celebration of community spirit through music, arts, crafts, and food.

Noon-11pm / 5th Ave and University Ave.

619-299-3330 / www.fabulouhillcrest.com

Aug 15-16

Open Cockpit Days

Come sit in a plane! Cockpits of select aircraft will be open for visitors of all ages to experience Marine aviation from a pilot's perspective.

9am-3pm / Flying Leatherneck Aviation Museum, San Diego

858-693-1723 / www.flyingleathernecks.org

Aug 17

Summer Bash - Business Expo

Join members of the business community and view the goods and services they provide and mix and mingle! Have fun and taste great food.

5-8pm / La Mesa Community Center

619-465-7700 x2 / www.lamesachamber.net

Aug 18

Best of San Diego Party

More than 2,000 guests and the winners from San Diego Magazine's Best Restaurants. Taste signature dishes from more than 40 restaurants plus the best local breweries, wineries and spirit companies.

6:30-9:30pm / Liberty Station NTC Park / www.sandiegomagazine.com

Aug 18-19

Latin Food Fest! San Diego

Featuring tastings, a celeb chef dinner, parties and workshops. The signature event, Gran Tasting, is an all-inclusive tasting festival.

Fri 5-11pm, Sat 12-11pm / Embarcadero Marina Park North

<https://latinfoodfest.com>

Aug 19

Transforming Lives Gala

Join Toward Maximum Independence for An Evening to Benefit Children and Adults with Developmental Disabilities. Music, Casino-Style Gaming, Delicious Food, Magic, Silent & Live Auction, Opportunity Drawing.

6-10pm / The Lafayette Hotel, San Diego / www.tmi-inc.org

Aug 19-20

41st Annual World Bodysurfing Championships in Oceanside

During the World Bodysurfing Championships, 350-400 bodysurfers from around the world compete in their respective age divisions for trophies and prizes. Refer to the website for times.

Oceanside Pier / 1 Oceanside Pier, Oceanside, CA 92054

www.worldbodysurfing.org/

Aug 19

National Aviation Day

Aug 19

HarborFest

Live entertainment, engaging educational and interactive exhibits, exciting harbor activities, unique automobiles, beautiful art displays, a Taco and Spirits Revolution, a Craft Beer Uprising and a Wine tasting!

10am-6pm / Bayside Park, Chula Vista

619-233-5008 / www.CVHarborFest.com

Aug 21

Senior Citizens Day

Aug 25-27

Carlsbad Music Festival

Features 60+ performances of creative music of all kinds. These include 10 ticketed concerts; FREE outdoor concerts all weekend; FREE New Currents concerts on Saturday and Sunday; and a beer garden, food trucks and artisan market on Saturday and Sunday.

Carlsbad Village / www.carlsbadmusicfestival.org

Aug 26

San Marcos Concert in the Garden

Bring beach chairs or blankets for lawn seating. Snacks and beverages available for purchase. No pets (except service animals).

6pm / Wood House Gardens in Woodland Park

760-744-9000 x3504 / www.san-marcos.net

Aug 26

Market Night

Paradise Point's Market Nights feature local San Diego vendors, live music, food and more! Shop and discover here on our 44-acre island next to the Island Market.

4-7pm / Paradise Point

1404 Vacation Rd., San Diego, CA 92109

858-274-4630

Aug 26

Imperial Avenue Street Festival

A multicultural street scene that celebrates the rich history, arts and culture of the Greater Logan Heights community.

12-9pm / Imperial Ave & 28th, San Diego

619-858-0563 / www.imperialavenuestreetfest.com

Aug 26-27

San Diego Spirits Festival

Promises to open your eyes to new and unique cocktails, introduce you to great liquor purveyors, talented mixologists, great chefs so you can savor delicious restaurant offerings to soak up all your favorite libations.

Sat 2-6pm, Sun 2-5pm / Port Pavilion on Broadway Pier

www.sandiegospiritsfestival.com

Aug 27

LeucadiART Walk

A revival of the original 80's art event in historic Leucadia with art, entertainment, a children's art pavilion and more.

10am-5pm / N Coast Hwy 101, Encinitas / www.leucadia101.com

Aug 27

Bike the Bay

Ride the bridge, Bike the Bay! Cruise around the San Diego Bay and enjoy your only opportunity to ride across the San Diego Coronado Bay Bridge. Proceeds from the Bike the Bay ride will benefit the San Diego County Bicycle Coalition.

7am / Embarcadero Marine Park South / www.bikethebay.net

Aug 24-27

Ramona Country Fair

The Ramona Country Fair is a great place for family fun featuring rides, carnival games, vendors, beer and wine gardens, food, entertainment, and much more!

760-789-1311

www.ramonachamber.com/#ramona-country-fair/c1k6g

Aug 27-28

San Diego Spirits Festival

The San Diego Spirits Festival promises to open your eyes to new cocktails, introduce you to the great liquor purveyors, talented mixologist, and great chefs!

2pm / Port Pavilion on Broadway Pier

1000 N. Harbor Drive, San Diego, CA 92101

www.sandiegospiritsfestival.com/

Aug 28

Ramona Bluegrass and Old West Festival

Enjoy a day of bluegrass and old fashioned cowboy music, along with jam sessions and workshops for children, at the Ramona Bluegrass and Old West Festival.

www.ramonabluegrassfest.com

SAN DIEGO FARMERS MARKETS

MONDAY

Escondido - Welk: 3-7 pm

TUESDAY

Coronado: 2:30-6 pm

Escondido: 2:30 - 6 pm

Mira Mesa: 2:30-7 pm

Otay Ranch: 4-7 pm

Pacific Beach: 2-7 pm

UCSD/La Jolla: 10-2 pm

WEDNESDAY

Carlsbad: 3-7 pm

Encinitas: 4-7 pm

Mission Bay: 10 am - 2 pm

Ocean Beach: 4-7 pm

Santee 3-6 pm

THURSDAY

Carmel Valley: 2:30-7 pm

Chula Vista: 3-6 pm

El Cajon : 3-6 pm

Fallbrook: 4:30 - 8 pm

Linda Vista: 3-7 pm

North Park: 3-7 pm

Oceanside CFM : 9 am - 1 pm

Oceanside Sunset: 5-9 pm

UC- Doyle Elementary: 3-7 pm

Valley Center 3-7 pm

FRIDAY

Imperial Beach: 12-6 pm

Kearny Mesa: 11 am -1:30 pm

La Mesa: 1-5 pm

Rancho Bernardo: 9 am -1 pm

SATURDAY

City Heights: 9-1 pm

Del Mar: 1-4 pm

Escondido: 10 am - 2 pm

Golden Hill: 9:30 am - 1:30 pm

Little Italy: 8 am - 2 pm

Pacific Beach: 8 am - noon

Poway: 8 am - 1 pm

Rancho PQ 10 am - 1 pm

Ramona: 9 am - 1 pm

Scripps Ranch: 9 am - 1 pm

Vista: 8 am - 1 pm

SUNDAY

Sikes Adobe: 10:30 am - 3:30 pm

Gaslamp District: 9 am -2 pm

Hillcrest: 9 am - 2 pm

Julian: 11 am - 4 pm

La Jolla: 9 am - 1 pm

Leucadia/Encinitas: 10 am - 2 pm

Point Loma: 9:30 am - 2:30 pm

Rancho Santa Fe: 9:30 am - 2 pm

San Marcos: 11 am - 3 pm

Solana Beach: 1 - 5 pm

For more info and location specifics

for San Diego Farmers Markets visit:

www.sdfarmbureau.org

Would You Like To Know How Much Your Neighbor's Home Listed Or Sold For?

Maybe you're just curious. Or maybe you want to know how much your home is worth. Either way, I can help... with no "sales pitches" or run-arounds. Call me at 858-336-1114 and I'll give you all the facts.



A Special Message from Don



858-336-1114 | DonP@PelletierHomes.com | www.pelletierhomes.com

Our Customers Say it Best!



I have been working with Don Pelletier and his team since 1999. As a first time buyer in 1999 Don and his team helped me find and negotiate my first deal. He was great providing me with all the information needed to be a successful home owner. Now again I turned to Don and his team, he has guided me through the market and helped me find my dream home. With his years of knowledge he made my second home a reality. I still have my first home and I am building wealth with the help of Don and his outstanding team of professionals. I think without them I would still be paying someone else's mortgage. I have recommended him to family and friends as I continue to do so.

Bill C



My husband and I met with Don Pelletier one morning at our house and we talked about what our thoughts were about selling the property and Don offered his suggestions. It was like talking with an old friend as Don was very knowledgeable and made us feel very comfortable with the process and we signed with him that morning. Don and his wife Gerri were a pleasure to work with, always available if we had questions and kept us abreast of the status of the house. The best part was we sold our home in a little over 2 weeks for a great price! I would use The Don Pelletier Group again in a heart beat! Thanks Don and Gerri!

Laurie S.



I have been working with Don Pelletier and his team since 1996. Don helped me negotiate my very first deal as a first time home buyer in 1996. I have been with Don ever since and would not trust any transaction without him. I have just purchased my 7th home with Don and once again just another walk in the park. Don is an outstanding negotiator and helped me realize quite a substantial discount. Don has always continued to go out of his way to ensure that I receive the most pleasant home buying experience possible. This most recent transaction was nothing less then outstanding. I have recommended Don to family and friends and will continue to do so. Don is by far the best real estate agent in the business.

Scott O.

Brought to you by C.A.R.'s
CENTER FOR CALIFORNIA REAL ESTATE

CREATING
CURB APPEAL

Today's homeowners are focused on making changes to their front yards so they're markedly different from their neighbors' yards and easier to maintain.

Homeowners want their yards to look distinct.

94% reported front yards that were different than those in the neighborhood after their outdoor project.

Two in five wanted to make a statement with a new front yard that was "very" or "extremely" different from others in the neighborhood following their update.

More homeowners are turning to low-maintenance plants to enhance their front yards, along with native plants and those that attract insects and birds.

More than half of those who updated their front yard say that beds or borders, shrubs, and perennials were the most important to improving curb appeal.

Source: 2017 U.S. Houzz Landscaping Trends Survey



Don Pelletier's Monthly REAL ESTATE UPDATE

Keeping you
informed

858-336-1114 | DonP@PelletierHomes.com | www.pelletierhomes.com

Community Name	ZIP Code	Single Family Homes			Condominiums			SFR Only
		Sales of Single Family Homes	Price Median SFR (\$1,000)	Price % Chg from June 2016	Sales Count Condos	Price Median Condos (\$1,000)	Price % Chg from June 2016	Median Home Price/ Sq. Ft
SAN DIEGO COUNTY		2,803	\$595	9.2%	1,295	\$412	7.2%	\$336
ALPINE	91901	20	\$653	15.8%	1	\$190	-23.2%	\$270
BAY PARK	92110	15	\$775	8.8%	27	\$424	8.6%	\$489
BONITA	91902	17	\$665	9.6%	5	\$345	52.7%	\$273
BONSALL	92003	7	\$825	0.6%	1	\$280	27.0%	\$267
BORREGO SPRINGS	92004	10	\$255	36.0%	4	\$84	187.9%	\$144
BOULEVARD	91905	3	\$59	-76.7%	0	n/a	n/a	\$66
CAMPO	91906	5	\$230	-4.0%	0	n/a	n/a	\$191
CARDIFF BY THE SEA	92007	14	\$1,063	-26.4%	2	\$612	-40.4%	\$641
CARLSBAD	92008	24	\$950	21.8%	16	\$553	-2.1%	\$398
CARLSBAD	92009	63	\$985	3.7%	34	\$436	4.9%	\$364
CARLSBAD	92010	22	\$744	15.2%	7	\$537	11.0%	\$368
CARLSBAD	92011	40	\$1025	19.5%	8	\$797	19.8%	\$376
CHULA VISTA	91910	57	\$491	0.7%	19	\$340	0.0%	\$300
CHULA VISTA	91911	41	\$460	8.2%	13	\$326	14.2%	\$301
CHULA VISTA	91913	55	\$567	7.0%	32	\$344	3.0%	\$274
CHULA VISTA	91914	14	\$770	5.5%	7	\$370	-2.6%	\$281
CHULA VISTA	91915	20	\$602	5.1%	34	\$430	10.1%	\$261
CLAIREMONT	92117	54	\$625	5.0%	17	\$395	29.7%	\$887
COLLEGE GROVE	92115	55	\$510	9.7%	14	\$280	33.3%	\$433
CORONADO	92118	16	\$1,518	-13.5%	17	\$1,250	24.7%	\$887
DEL MAR	92014	18	\$1,635	-37.1%	4	\$1158	16.9%	\$709
DESCANSO	91916	1	\$445	304.5%	0	n/a	n/a	\$211
DOWNTOWN	92101	2	\$683	70.6%	81	\$553	4.4%	\$537
DULZURA	91917	0	n/a	n/a	0	n/a	n/a	n/a
EAST SAN DIEGO	92102	16	\$385	-9.4%	11	\$280	-19.5%	\$348
EAST SAN DIEGO	92105	25	\$415	11.1%	6	\$265	29.9%	\$397
EL CAJON	92019	50	\$610	14.3%	15	\$285	-15.6%	\$289
EL CAJON	92020	44	\$565	3.2%	8	\$230	3.1%	\$304
EL CAJON	92021	49	\$480	6.9%	19	\$263	5.0%	\$313
ENCANTO	92114	47	\$415	5.1%	0	n/a	n/a	\$311
ENCINITAS	92024	49	\$1,315	3.1%	21	\$581	15.0%	\$490
ESCONDIDO	92025	42	\$525	-11.8%	13	\$365	15.3%	\$301
ESCONDIDO	92026	81	\$510	13.1%	10	\$253	5.9%	\$283
ESCONDIDO	92027	59	\$440	3.5%	8	\$209	-0.6%	\$313
ESCONDIDO	92029	42	\$620	7.5%	1	\$462	12.3%	\$292
FALLBROOK	92028	98	\$552	13.2%	5	\$440	28.3%	\$262
GRANTVILLE	92120	38	\$587	2.0%	12	\$324	23.7%	\$373
HILLCREST	92103	22	\$919	-2.5%	37	\$455	-10.8%	\$626
IMPERIAL BEACH	91932	11	\$613	26.3%	16	\$401	4.1%	\$420
JACUMBA	91934	1	\$145	-31.3%	0	n/a	n/a	\$198
JAMUL	91935	13	\$574	2.3%	0	n/a	n/a	\$259
JULIAN	92036	17	\$349	18.3%	0	n/a	n/a	\$273
LA JOLLA	92037	46	\$2,217	30.4%	39	\$655	17.8%	\$818
LA MESA	91941	38	\$608	6.2%	2	\$254	3.3%	\$329
LA MESA	91942	39	\$499	2.5%	13	\$300	-4.8%	\$338
LAKESIDE	92040	44	\$485	6.0%	11	\$217	39.8%	\$286
LEMON GROVE	91945	26	\$436	7.6%	3	\$260	14.3%	\$311
LINDA VISTA	92111	28	\$588	9.0%	18	\$363	-4.0%	\$432
LOGAN HEIGHTS	92113	21	\$355	2.6%	2	\$275	74.6%	\$318
MIRA MESA	92126	48	\$585	6.4%	50	\$370	15.1%	\$394
MISSION VILLAGE	92123	17	\$595	15.8%	11	\$440	6.3%	\$406
NATIONAL CITY	91950	11	\$375	2.9%	4	\$271	-10.2%	\$280
NORMAL HEIGHTS	92116	22	\$664	2.6%	14	\$367	8.3%	\$621
CARMEL VALLEY	92130	50	\$1,201	4.5%	40	\$631	9.2%	\$458
NORTH PARK	92104	30	\$775	34.5%	33	\$362	4.8%	\$599
OCEAN BEACH	92107	15	\$1269	22.8%	10	\$567	43.4%	\$626
OCEANSIDE	92054	28	\$575	0.5%	27	\$580	19.6%	\$360
OCEANSIDE	92056	97	\$520	11.5%	6	\$313	6.1%	\$315
OCEANSIDE	92057	73	\$500	13.6%	23	\$315	20.5%	\$277
PACIFIC BEACH	92109	28	\$950	-14.8%	37	\$647	19.7%	\$620
PALOMAR MOUNTAIN	92060	0	n/a	n/a	0	n/a	n/a	n/a
PARADISE HILLS	92139	23	\$410	8.0%	13	\$275	16.0%	\$326
PAUMA VALLEY	92061	6	\$575	130.5%	0	n/a	n/a	\$232
PINE VALLEY	91962	6	\$446	-9.0%	0	n/a	n/a	\$308
POINT LOMA	92106	22	\$1149	16.6%	6	\$687	62.7%	\$506
POTRERO	91963	0	n/a	n/a	0	n/a	n/a	n/a
POWAY	92064	63	\$661	-5.2%	4	\$503	27.5%	\$389



Don Pelletier's Monthly REAL ESTATE UPDATE

Keeping you
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Community Name	ZIP Code	Single Family Homes			Condominiums			SFR Only
		Sales of Single Family Homes	Price Median SFR (\$1,000)	Price % Chg from June 2016	Sales Count Condos	Price Median Condos (\$1,000)	Price % Chg from June 2016	Median Home Price/ Sq. Ft
RAMONA	92065	53	\$525	15.1%	1	\$280	8.1%	\$269
RANCHITA	92066	1	\$80	-66.2%	0	n/a	n/a	\$47
RANCHO BERNARDO	92127	64	\$970	2.2%	27	\$422	-5.6%	\$356
RANCHO BERNARDO	92128	50	\$753	13.2%	65	\$432	19.0%	\$375
RANCHO PENASQUITOS	92129	45	\$758	4.9%	12	\$395	4.6%	\$392
RANCHO SANTA FE	92067	24	\$2434	-5.5%	2	\$948	n/a	\$504
RANCHO SANTA FE	92091	4	\$1750	7.7%	1	\$570	-21.9%	\$464
SAN CARLOS	92119	31	\$574	-4.4%	13	\$260	9.2%	\$386
SAN DIEGO	92108	1	\$535	n/a	51	\$365	9.3%	\$397
SAN DIEGO	92112	0	n/a	n/a	0	n/a	n/a	n/a
SAN MARCOS	92069	42	\$555	4.7%	10	\$318	-1.6%	\$312
SAN MARCOS	92078	54	\$754	1.8%	35	\$465	6.1%	\$302
SAN YSIDRO	92173	5	\$419	-3.1%	2	\$268	21.6%	\$306
SANTA YSABEL	92070	2	\$388	28.3%	0	n/a	n/a	\$344
SANTEE	92071	39	\$518	11.2%	44	\$374	7.5%	\$347
SCRIPPS RANCH	92131	49	\$885	6.8%	21	\$486	16.4%	\$356
SOLANA BEACH	92075	5	\$1050	-28.0%	12	\$888	21.3%	\$547
SOUTH SAN DIEGO	92154	40	\$465	5.7%	9	\$330	9.5%	\$268
SPRING VALLEY	91977	66	\$440	4.9%	7	\$223	-9.2%	\$281
SPRING VALLEY	91978	7	\$595	29.8%	1	\$274	7.5%	\$228
TIERRASANTA	92124	13	\$680	1.1%	6	\$463	17.1%	\$363
UNIVERSITY CITY	92121	3	\$715	-8.2%	8	\$570	31.0%	\$378
UNIVERSITY CITY	92122	14	\$831	2.6%	40	\$423	1.2%	\$484
VALLEY CENTER	92082	25	\$589	5.4%	0	n/a	n/a	\$243
VISTA	92081	30	\$555	5.7%	8	\$400	14.3%	\$340
VISTA	92083	26	\$443	3.4%	5	\$295	8.3%	\$296
VISTA	92084	30	\$544	22.8%	2	\$373	3.5%	\$292
WARNER SPRINGS	92086	7	\$339	n/a	0	n/a	n/a	\$212

Home Sales Recorded in September 2015. *% change is from the same month of the previous year

The Don Pelletier Group Continues to Achieve Superior Results for Our Clients!

Going back a full **sixteen months**, in the Multiple Listing Service-here are the stats that we achieved for our Clients that hired us to represent them in the sale of their Home: Our Listings Sold in **27 Days**, on average, compared to the MLS agent average of **49 days**.

Our listings Sold for 99.3% of the Sellers asking price, on average, compared to the MLS agent average of 95.2%. So, our listings sold, on average, in nearly one-half the time-and for 4.1% MORE Money! Just do the math-based on your home's estimated value!

Additionally, our Sellers saved 22 days of expenses, on average, for their loan principal, interest, taxes, insurance-and other holding costs-because we Sold their home Faster-saving them additional thousands of dollars!

The Agent that You Select Makes ALL the Difference! Choose your Agent Wisely!

It Costs you LESS to Hire the Very Best Agents-because you net so much more-saving both Time & Money!

I CAN GET YOU WHERE YOU WANT TO BE!

Whether you're moving across the street, across town, or across the USA. I personally cover 67 different communities throughout greater San Diego. I also have a great network of some of the very best agents across the country. No property is too big or too small. I handle everything from entry-level condos to Mansions. I am here to help you, your family, friends and neighbors. I sincerely appreciate your referrals and will take great care of anyone you may refer my way!



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