



Don's Home News Extra



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

A note from the publisher

Dear Friend,

Having a sense of hope helps people heal faster and feel more satisfied in their jobs, but sometimes it's easy to lose hope. In today's newsletter, you'll learn ways to find more hope in your day-to-day life.

You'll also learn everyday items you can rent to save money, unexpected ways to prevent cavities, and how to motivate yourself to clean when you're just not feeling up to the task—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!

Warm regards,



Your Real Estate Consultants... For Life!

- Broker Associate, CA DRE# 00866225
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- Certified Residential Specialist (CRS)
- Pre-Foreclosure Specialist (PSC)
- Certified Distressed Property Expert (CDPE)
- Graduate of Realtor Institute (GRI)
- Accredited Buyer Representative (ABR)
- Certified e-professional (e-PRO)
- RE/MAX Hall of Fame & Lifetime Achievement Award

Motivate Yourself To Clean

Cleaning is one of those necessary evils that everyone has to tackle eventually. Don't put this chore off for another day. Motivate yourself and get the job done!

- **Make a cleaning play list:** Turn your dirty work into a dance party. Throw together tunes that encourage you to move and sing along to get your mind off the task at hand. Or, treat yourself to a TV show that you're only allowed to watch while you clean.
- **Let the light in:** Opening the blinds and curtains brightens up rooms – and your mood! In addition, it illuminates all the cruddy corners of your home, encouraging you to pull out that broom and dust rag.
- **Tackle a small job first:** Make your bed or clear off the dining room table, then go from there. Both significantly help clean up a portion of a single room effectively and quickly, and once you've done these things, it's easy to keep going.
- **Cash in:** Use negative reinforcement to force yourself to clean. Using a website like www.stickk.com, set a goal to clean, and if the goal is not met, you'll be forced to donate to a cause that is distasteful to you (such as to a political party you don't align with).
- **Set aside time:** Just as you would schedule a doctor's appointment or haircut, specifically reserve time to clean. Treat this like any other important activity that deserves time in your day so there are no conflicts interfering with the chore.

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Home Prices & Sales Up to Begin the Year

Home Prices & Sales Up to Begin the Year

The median price for single-family homes in San Diego County rose 5.4% in January compared to last January. The median price has been higher than the year before every month since May 2012.

Single-family home sales eked out a 0.6% gain year-over-year. There were 1,379 homes sold in January. This is 30% below average.

Inventory continues to be problematic. There were 3,632 homes for sale as of February 10th. This is almost 60% less than average.

On nearly every home that we have sold since January 1st, we have been able to orchestrate multiple offers and sell these homes for our client, in many cases, above the list price-and the fair market value.

If you would like an accurate home evaluation for your home, or rental property, please contact me at cell # **858-336-1114** or via email: **donp@pelletierhomes.com**

We routinely work in 67 different communities throughout greater San Diego and have expertise in property values throughout the County.

We are well-versed in handling the marketing and sale of single-family homes, condos, multi-million dollar Estate properties as well as small income properties (duplexes/4-plexes, etc.) and multi-unit apartment buildings, as well.

There is no cost or obligation so please feel free to contact me-anytime-if you would like a current and accurate estimate of your properties value.

What I can provide for you is far more accurate than what you will find online-because sites like Zillow, etc. utilize 'Auto-Valuation Models, or 'AVM's, and they are notoriously inaccurate by 8% to 15%.

They average several comps-when one of the first rules of Appraisal is you never average!

Please contact me if I can help you.

Don

Three Unexpected Ways To Prevent Cavities

You've likely been told from a young age to brush your teeth in order to avoid getting cavities. But did you know you could do these three things to keep cavities at bay as well?

1. **Chew gum.** Sugar-free gum and candy that uses xylitol, a natural sugar substitute, may help fight cavities because bacteria cannot use it to grow and decay teeth.
2. **Drink with a straw.** Sip sugary beverages through a straw, and don't let the straw touch your teeth.
3. **Eat cheese.** Research has shown that, after eating cheese, calcium levels in the mouth increase. This helps re-mineralize teeth and therefore prevent cavities from developing.

One More Reason To Dislike Spiders...

Their hearing! Spiders can't "hear" exactly, but they can sense and respond to vibrations in the air over relatively long distances. Until recently, scientists believed they were only sensitive to sounds from a few inches away. However, the Sci-News website reports that researchers at Cornell University have found that jumping spiders (*Phidippus audax*) can pick up low-frequency sounds from up to 10 feet away.

The spiders apparently sense vibrations through the hairs on their forelegs, which produce a response in acoustically sensitive neurons. Physically probing a single hair produced the same type of response. The jumping spiders are most sensitive to frequencies produced by the wingbeats of wasps, one of their natural enemies. Scientists plan to examine the brains of fishing spiders and wolf spiders for similar abilities.



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Spring Into Action

To get in shape for spring and summer, you don't need to do everything at once. Put one or two changes into practice, such as controlling your portion sizes or cutting back on added fats and sugars in your food choices. When you feel comfortable with your progress, try something else.

Add physical activity to your day. Spring weather makes it easy to get outdoors and get your recommended amount of daily physical activity. These activities can count toward your day's total exercise:

- Go for a brisk walk during your lunch hour or after dinner.
- Take the stairs instead of the elevator or escalator whenever possible.
- Skip the drive-thru car wash and wash the car yourself.
- Stretch your green thumb by doing some gardening. Consider growing your own fruit, vegetables and herbs.
- Walk in place while watching TV.
- When possible, ride your bike to school or work — or use it to run errands.
- Plan an active family vacation or a weekend outing.

Like good eating habits, regular physical activity needs to be part of everyone's healthful lifestyle. Remember, your goal is to make changes gradually so you can stick with them and won't have to repeat this process next year.

Life Lesson

The things that come to those who wait may be the things left by those who got there first!

Try A Spending Fast

You may think you're working out a lot. But as a percentage of your lifespan, it's probably not very much. In fact, a global study by Reebok found that the average human spends less than 1 percent of his or her entire life exercising—0.69 percent to be exact.



The Reebok study is part of their 25,915 Days Campaign, which is named for the number of days in the average human lifespan of 71 years. The survey data came from more than 90,000 respondents the United States, United Kingdom, Canada, Germany, France, Mexico, Russia, Korea, and Spain. In terms of days we spend on specific activities, here's what Reebok found:

- Exercise: 180 days
- Looking at a tech device: 10,625 days
- Sitting down: 7,709 days
- Socializing with family and friends: 1,765 days
- Romantic involvements: 117 days

A Meeting Of The Minds

The famous actor/director Charlie Chaplin once met world-renowned physicist Albert Einstein at a public event. According to Storypick, Einstein told the comedian: "What I most admire about your art is your universality. You don't say a word, yet the world understands you."

To which Chaplin replied, "True. But your glory is even greater. The whole world admires you, even though they don't understand a word of what you say."

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



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Looking to Downsize?

Keep Your Property Tax Base

Under Proposition 60, California homeowners 55 and older get a one-time chance to sell their primary residence and transfer its property-tax assessment to a new one, but the market value of the new home generally must be equal to or less than the market value of the old home.

Prop. 60 was designed to help longtime California homeowners who want to downsize but don't want to give up the low property-tax assessment they enjoy in their existing home.

Under Proposition 13, homes are reassessed for property-tax purposes when there is a change in ownership or new construction. In between ownership changes, the assessed value can go up by an inflation rate not to exceed 2% a year. (Homeowners can get temporary reductions when property values go down.)

Prop. 60 lets homeowners 55 or older transfer their base-year value from an existing primary residence to a new primary residence, but there are restrictions.

The new home must be in the same county as the old one or, as Proposition 90 added, in one of eleven counties that accept transfers of base-year value from other counties. The eleven counties are: Alameda, El Dorado, Los Angeles, Orange, Riverside, San Bernardino, San Diego, San Mateo, Santa Clara, Tuolumne and Ventura.

Also, the new home must be purchased or built within two years - before or after - the sale of the original property.

If the new house is purchased before the old house is sold, the market value of the new house on its purchase date cannot exceed 100% of the old home's market value on the date it is sold.

If you would like more comprehensive and detailed information regarding Prop 60 and Prop 13-please let me know. I have an excellent and informative pdf that I can send you.

Rent And Save Money

People accumulate a lot of stuff throughout their lives, but they may only need certain things periodically. When that's the case, rent instead of buying to save money and help the environment!

- **Lawn and power equipment:** Rent tillers, concrete saws, carpet cleaners, and more at your local home supply store. Most rentals are for a minimum of four hours.
- **Formal clothing:** If you need to dress up for one black-tie event, check out renttherunway.com or lendingluxury.com. Choose the perfect outfit for the night, and return it once it's over. Rental prices are about one-third the retail price.
- **Party supplies:** Throw the event of the year, but don't stress too much over all the things you need to purchase. Party equipment vendors can supply dishes, décor, and furniture, all delivered right to your door.
- **Recreational equipment:** Thinking of taking up golf or going camping? If you only participate in an activity occasionally, rent from local sports outfitters and save hundreds of dollars on gear that would otherwise collect dust in your garage.

***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



We Love Referrals and will always take great care of anyone you may refer my way!

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How To Find More Hope In Your Life

With a healthy dose of hope, people can power through stress, feel empowered to chase their dreams, and find a beacon of light when the going gets tough.

Research has shown that hopeful patients heal faster and hopeful employees are more satisfied with their jobs. Conversely, people who aren't hopeful often feel sluggish and have little motivation and energy. So how can you amp up the hope in your life? Read on!

Seek mastery: Obtaining mastery provides a sense of empowerment and purpose, instilling a sense of hope. Expand your skill set by imagining what you want to achieve and make plans to reach those goals. Write down steps you need to follow to get the results you seek.

Find role models: If you suffer from a sense of hopelessness, find people who have overcome similar situations to yours. Learn from their experiences. Surround yourself with others who can help you through particularly trying times. If you don't know anyone personally, check projecthopeexchange.com for support.

Evaluate options: Feeling trapped can stifle hope. During those times when you feel stuck, think about how you've handled similar situations in the past or how similar strategies from different situations can help you with this particular issue. Make a plan...even a few steps you can take right now can give you something concrete to focus on.

Give hope to others: Perform small acts of kindness. By doing so, you offer hope to others, and this can help boost your mood and outlook on life ... and increase your feelings of hope in the process. The positive effects of acts of kindness build on each other, so make this a part of your daily routine instead of following a one-and-done approach.

Positive Job Habits

Talent alone won't help you succeed at work. To get ahead, work on establishing the following work habits:

- **Keep clutter to a minimum.** Schedule a few minutes each day to get rid of junk mail and old papers that build up. Set aside 15 minutes once a week to do a thorough sweep of clutter in your workspace.
- **Minimize distractions.** If you procrastinate by talking on the phone, set a time limit for each call. Also, learn to tactfully get rid of people who interrupt your work.
- **Schedule steps towards your goals.** Rather than only having a to-do list of daily tasks, also create a to-do list of items that move you towards key goals.
- **Know your style.** Don't work against your inner nature. Schedule your toughest work for the times when you have the most energy.
- **Seize the moment.** Gather simple tasks that need to be done and keep them by the phone. Then if you are put on hold, start working on them.
- **Emulate someone who is successful.** Find a person who is succeeding at juggling school or family with work and ask how they do it. Notice how they behave at work.
- **Make accomplishing tasks fun.** Challenge yourself to get a certain amount of work done in a given time, or see if you can get through a difficult task without making mistakes. Reward yourself for success.

Brain Teaser:

You throw a ball as hard as you can. It doesn't bounce off a wall, there is nothing attached to it, and no one else catches or throws it back to you ... yet it comes right back to you. How is this possible?

(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. What do I need to do to sell my home?

A. Here's a list of important things you'll need to do:

- **Set a realistic price.** Homes that are over-priced can linger on the market for months, while homes that are priced correctly usually sell faster and for the most money possible. Look at recent listings in your area and their actual sales prices, and visit homes for sale in the neighborhood before deciding on a price.
- **Get your home ready to show.** Clear out clutter, freshen paint, and clean up landscaping. Remember buyers notice everything!
- **Review the promotional plan of a Home Marketing Expert.** An experienced REALTOR® can help you sell quickly by advertising your home in more ways than simply creating a MLS description. Plus, they can help you avoid costly mistakes on contracts and disclosures required by law to sell real estate.

Want to learn more? Ask for my Free Consumer Report called **"7 Insider Tips to Net More Money Selling Your Home."** I'll send a copy right over 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!

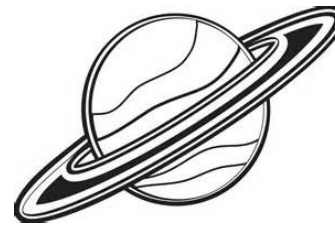
What's My Home Worth?

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**

An Ancient Mystery: How Old Are Saturn's Rings?

The rings of Saturn have dazzled humans ever since they were spotted by Galileo, but they still contain many unexplained mysteries, such as how old they are. One theory states that they date back approximately 4.6 billion years; another suggests that they're just 100 million years old.

Scientists backing the younger theory contend that the



rings should show more evidence of space debris from the Kuiper Belt, which would make them darker than they appear today.

Proponents of the older view

note that the rings were probably created by a moon or some other icy object falling apart as it passed close by Saturn, an event which doesn't seem to have happened in recent times ("recent" in astronomical terms, at any rate).

Some of the trouble comes from not knowing precisely how massive the rings are—a lighter series of rings could have formed more recently than a heavier one.

The case may be solved by the Cassini space probe, which is scheduled to fly between Saturn and its rings in September 2017 on the last leg of its mission. Once inside the rings, researchers can measure the gravitational pull on Cassini from both directions, Saturn on one side and the rings on the other, then compare those figures with earlier data about gravitational pull from outside the rings. According to the website, Science News, researchers have a betting pool on the findings.

Brain Teaser Answer:

You throw the ball straight up in the air.



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Rock-Star Press Management

Rock star David Bowie knew how to charm reporters. According to the Digital Spy website, when a magazine ran a series on some of the journalists who'd interviewed him over the years, they discovered that he'd played the same trick on them over and over again:

Bowie would schedule a 45-minute interview. When his aide came in to show the reporter out, he'd say, "Look, I know we're on a schedule, but we're having such fun here, could we do an extra 15 minutes?" Every journalist felt flattered by the attention, which usually resulted in a positive review of whatever album Bowie was publicizing. Only years later did they discover that he'd scheduled them for a full hour all along.

Spring Cleaning: Do Fabrics First

Fabrics that have absorbed a winter's worth of dirt, body oil, and germs will need a deep cleaning to get them ready for another year of wear. That usually means using a carpet cleaner to shampoo carpets and clean upholstery.

When renting a carpet cleaner, practice first in an unobtrusive area to make sure you have the knack of the machine and that the treatment won't discolor fabrics or cause dyes to run.



Move furniture just slightly—not out of the room or against the wall, as the old rules dictated — and place the legs of each piece back on top of small wax paper squares after shampooing. The wax paper will protect your carpet and keep the furniture legs from getting wet as the carpet dries.

Open the windows to speed drying, which can take a day or more. And if you're not the furniture-shifting, machine-renting type, hire a professional carpet and upholstery cleaner.

Open the windows to speed drying, which can take a day or more. And if you're not the furniture-shifting, machine-renting type, hire a professional carpet and upholstery cleaner.

Look How Amazing Your Brain Is!

Here's an interesting experiment in brain function, sometimes used to test if a person has mental deterioration. Warning: if English is not your native tongue, you may naturally have problems with the exercise.



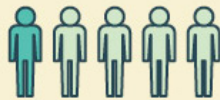
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Housing Challenges for an Aging Population

The U.S. is at the beginning of a 20-plus-year surge in the older population, and is thus at a critical point for putting in place the affordable housing options, accessibility features, and in-home care services that will be needed over the next two decades.

Over the next 20 years, the population aged 65 and older is expected to increase from 48 million to **79 million.**

By 2035, **one in five** people in the U.S. will be aged 65 and over. Up from one in seven today.



Housing design features that increase accessibility can allow those with mobility disabilities much more independence in the home. Currently, only 1% of the housing stock offers all five of these features:



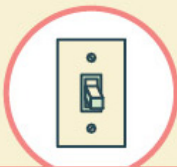
Zero-step entrances into the home



Single-floor living



Wide halls and doorways to accommodate a wheelchair



Electrical controls reachable from a wheelchair



Lever-style handles on faucets and doors

Source: Joint Center for Housing Studies of Harvard University "Projections and Implications for Housing a Growing Population: Older Households 2015-2035"





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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!)

Augmented reality (awg-ment-ed ree-al-i-tee) noun

Meaning: A live view of a physical, real-world environment that has been created with computer-generated sensory elements like sound, video, and graphics; also known as AR

Sample Sentence: Using augmented reality, the woman could see what her living room would look like with the couch she was thinking about buying.

Dinner Time!

According to a study commissioned by Giovanni Rana, an Italian pasta maker, the average dinner table in the United Kingdom is abuzz with activity. Over the life of a dinner table:

- It will endure 1,995 drink spills, 1,160 food stains, and 594 homework sessions.
- 1,101 meals will go unfinished.
- People will fall asleep 312 times.
- There will be 93 major announcements and 374 pieces of family news shared.

Quotes To Live By

"To succeed in life, you need three things: A wishbone, a backbone, and a funny bone." -Reba McEntire

"In the midst of winter, I found there was, within me, an invincible summer."

-Albert Camus

"You can't use up creativity. The more you use, the more you have."

-Maya Angelou

Flying High

According to a study commissioned by Giovanni Rana, Collect frequent flyer miles and get the most bang for your traveling buck. Not sure how?

- Keep track of miles. If you sign up for miles, keep an eye on expiration dates. If you accumulate miles through credit cards, flying, and using specific services, consider tracking miles with a service like awardwallet.com.
- Call the airline directly to book. Many airline websites don't show all affiliated partners, so call and ask about all available booking options.
- Look beyond flights. Many rewards programs also allow users to cash in for car rentals, hotel stays, and more.

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>

Feb. 26- Mar. 5

San Diego Theater Week

Check out some of San Diego's amazing local theater, dance and music companies with discounted tickets and other special offers. More than 40 venues throughout the County.

(858) 381-5595 / www.SDTheaterWeek.com

Mar. 3

Mickey Cafagna Golf Tournament

Established to honor Mickey Cafagna, former Mayor of Poway. In keeping with Mickey's charitable spirit, a portion of this year's profits will be donated to the Poway Firefighters Association, which maintains a relief fund that benefits those affected by fire.

10am / Maderas Golf Club, Poway

(858) 748-0016 / www.poway.com

Mar. 3-5

Del Mar Gem Faire

Fine jewelry, precious & semi-precious gemstones, millions of beads, crystals, gold & silver, minerals & much more at manufacturer's prices. Over 70 exhibitors from around the world. Jewelry repair & cleaning.

Fri 12-6pm, Sat 10am-6pm, Sun 10am-5pm / Del Mar Fairgrounds

(503) 252-8300 / www.gemfaire.com

Mar. 3-5

Archery Festival

Come take a shot at archery at this state-of-the-art facility!

Easton Archery Center of Excellence, Chula Vista

www.chulavistaca.gov

Mar. 4

Finish Chelsea's Run

Join your friends and neighbors for the 7th Annual Finish Chelsea's Run in honor of Chelsea King. The event will feature a competitive 5K race and fun run/walk, family festival, children's activities, team competition, entertainment and refreshments. Proceeds from the event will go towards the Chelsea's Light Foundation Sunflower Scholarship Fund.

7:30-11am / Balboa Park, San Diego

www.chelseaslight.org/race-faq

Mar. 4

Annual Trails Day

Three-mile hike will visit the Discovery Lake, and Discovery Creek trails. A more challenging, 7-mile hike with more than 1000 feet of elevation gain will be offered to Double Peak Park.

8:30am-12pm / Discovery/Lakeview Park, San Marcos

(760) 744-1050 / www.san-marcos.net

Mar. 4-5

Annual Koi Show

Over 300 Koi on display in competition, from 6 inches to 3 feet long. Described as "living jewels," Koi can live over 100 years. Learn how to build a Koi pond and waterfall, turning your backyard into a tropical paradise.

Sat 9am-4pm, Sun 9am-3pm / Del Mar Fairgrounds

(619) 542-2000 / www.koiclubofsandiego.org

Mar. 5

San Marcos Alive

Fine art, craft fair, art demonstrations and exhibitions, children's area, musical entertainment and juried art & photography show.

10am-3pm / San Marcos Civic Center

(760) 744-1050 / www.san-marcos.net

Mar. 5

St. Patrick's Day Half Marathon

Begins with the Green Mile run/walk which includes children and adults with mental and physical disabilities. The 5K/Half Marathon is a fast out and back course that takes you on a tour of El Cajon.

7am-1pm / Downtown El Cajon

(619) 440-6161 / www.eastcountychamber.org

Mar. 5

Annual Bridal Fair

Over 20 vendors, select wedding designers, florists, photographers, officiants, bakery specialist and musical professionals.

10am-1pm / Grand Tradition Estate & Gardens, Fallbrook

(760) 728-6466 / www.grandtradition.com

Mar. 5

Arts Alive Banner "Unveiling"

The unveiling reception is the "reveal" that premieres the exhibit each year. The signature activity and sole fundraising event of the 101 Artists' Colony is to put on the Arts Alive Encinitas exhibit.

12-3pm / Leichtag Commons - Barn 2: 441 Saxony Rd., Encinitas

www.101artistscolony.com

Mar. 9

CSF Telethon

Epic student performances and far out fun and games for all! Benefits the Coronado Schools Foundation.

4:30-8:30pm / Coronado High School www.csfkids.org/telethon

Mar. 11

Lung Force Expo

A forum for healthcare professionals, patients, and survivors, and caregivers to learn about the latest treatments, support, and research for lung cancer.

8:30am-3pm / SDG&E Energy Innovation Center

(619) 683-7514 / www.lungforce.org

Mar. 11

Just In Time for Foster Youth "Walk the Talk"

Annual Celebration

Connect and engage 400+ prominent members of the community with the JIT mission and the young men and women whom JIT serves. Gourmet cuisine, entertainment and a live auction.

6pm / Hyatt Regency La Jolla at Aventine

(858) 705-1705 / www.jitfosteryouth.org

Mar. 11

Youth Fitness Expo and Family Fun Day

Educational exhibits, fitness activities, carnival games, raffles, and performances by the children in our after school dance classes in almost 100 San Diego County elementary schools.

12:30-4pm / Balboa Park: Spreckels Organ Pavilion

(619) 276-7763 / www.heartlightsandiego.com

Mar. 11

Tip Top Run 5K & 10K

The Agua Hedionda Lagoon Foundation will have their annual Tip Top Run Leprechaun Dash & Bash. Runners will receive lunch from Tip Top Meats, two complimentary beers or wines, an event t-shirt, and a swag bag full of goodies.

8:30am / 1580 Cannon Road, Carlsbad

(760) 804-1969 / <https://lagoon.aguahedionda.org>

Mar. 11

Living with Animals

Whether we see an animal as a pet, a pest, or food has changed over time and across cultures, making our relationships with them dynamic and complex to say the least.

10am- 5pm / San Diego Museum of Man
1350 El Prado, San Diego, CA 92101
(619) 239-2001 / www.museumofman.org

Mar. 11

Best Coast Beer Fest 2017 presented by Sycuan

More than 200 beers from nearly 100 local breweries, grab a sensible lunch in our food truck alley and listen to the sweet sounds of local bands - all while taking in the gorgeous views of Coronado and downtown San Diego.

1-5pm / Embarcadero Marina Park South
1 Marina Park Way, San Diego, CA 92101
www.bestcoastbeerfest.com/san-diego-2

Mar. 11

St. Patrick's Day Parade and Irish Festival

Experience the largest Irish celebration west of the Mississippi. The parade features over 120 floats complete with marching bands, bagpipers, traditional Irish dance troupes, clowns, and dignitaries. The festival portion boasts live music, a beer garden and a kids' zone. The parade will start at 10:30 am at 5th and Laurel Streets.

9 am-6pm / Balboa Park, San Diego
www.stpatsparade.org

Mar. 11

Salute to the Military Ball

A black-tie affair giving Coronado citizens and surrounding business communities an opportunity to show their thanks and support to local military members and their families.

6-11pm / Hotel del Coronado
(619) 435-9260 / www.coronadochamber.com

Mar. 11-12

Tomato Mania

California's largest tomato seedling sale is back! Workshops teach what you need to know to grow great-tasting tomatoes.

9am-3pm / The Water Conservation Garden, El Cajon
(619) 660-0614 x10 / www.thegarden.org

Mar. 12

North County St. Patrick's Day Parade/Festival

Featuring a parade, vendors, kids activities and live Irish music! The parade will run along Broadway and Main. Come and enjoy the local micro-breweries and restaurants, and food booths.

12-6pm / Downtown Historic Vista
(760) 414-9391 / www.wba.org

Mar. 12

National City International Mariachi Festival

Celebrate San Diego's Mexican heritage through mariachi music, traditional folkloric dancing, and a celebration of arts, culture, and culinary delights.

11am-7pm / Pepper Park: 3299 Tidelands Avenue
(619) 410-2230 / www.nationalcitychamber.org

Mar. 12

Shelter to Soldier First Annual Dog Walk

Walk YOUR dog in the Downtown Vista St. Patrick's Day Celebration! Continue the fun at the America Legion for lunch, basket raffles, pet adoptions and vendor information.

2pm / Vista Village Creek www.classy.org

Mar. 15

Spring into Healthy Living

Speakers on frauds and scams, fire safety, driver safety, exercise, free health screenings, senior-friendly exercise demonstrations, senior resources, healthy continental breakfast and more.

9am-12pm / McGrath Family YMCA, Spring Valley
(877) 926-8300 / www.eastcounty-chamber.org

Mar. 16-26

San Diego Latino Film Festival

The festival will occupy five screens for eleven days and will present over 160 films from Latin America, the United States, and Spain. Opening and closing night parties, daily music acts, the 2nd Annual Sonido Latino Beer & Wine Festival, Q&A sessions with visiting filmmakers.

AMC Fashion Valley 18
(619) 230-1938 / http://2017.sdlatinofilm.com

Mar. 17

St. Patrick's Day

Every year on March 17, the Irish and the Irish-at-heart across the globe observe St. Patrick's Day. What began as a religious feast day for the patron saint of Ireland has become an international festival celebrating Irish culture with parades, dancing, special foods and a whole lot of green.

Mar. 17

San Diego shamROCK

Over 50,000 square feet of astroturf will be rolled out to set the scene for a block party that boasts three stages, non-stop music, and of course - plenty of green Bud Light beer and Jameson Irish Whiskey libations.

6pm-12am / Gaslamp Quarter, Downtown San Diego
(619) 233-5008 / www.sandiegoshamrock.com

Mar. 17

Downtown San Diego St. Patrick's Day Pub Crawl

One of the biggest party days of the year in San Diego! Join us for our annual St. Patrick's Day Pub Crawl which grants you access and drink discounts at over 10 different venues. Your St. Patrick's Day Pub Crawl kit includes drink coupons, free welcome shot vouchers, and a map of all participating S.D. bars and nightclubs.

4pm-2am / Tin Roof, 401 G St., San Diego, CA 92101
(619) 718-0996 / www.clubcrawlsandiego.com/st-patricks-day

Mar. 18

South Oceanside Hot Rod, Rat Rod,

Custom Car, Bike and Boat Show

This is a great neighborhood event with awesome vehicles, entertainment, food, and tons of fun for everyone!

9am-3pm / South Oceanside Elementary School
(760) 207-5371 / www.facebook.com/southocarshow

Mar. 18-19

San Diego Cake Show

Celebrity appearances from stars of the top TV baking competitions, classes taught by world-renowned teachers for all skill levels, from beginners to advanced and free demonstrations on the Main Stage! Large vendor area.

10am-5pm / Del Mar Fairgrounds
(858) 333-6905 / www.sandiegocakeshow.com

Mar. 21-26

Kia Classic

Features 144 of the best women golfers playing for the \$1.8 million purse. The field features 2016 Kia Classic Champion Lydia Ko and crowd favorites Paula Creamer, Stacy Lewis, Michelle Wie and Lexi Thompson.

Park Hyatt Aviara Resort, Carlsbad www.kiaclassic.com

Mar. 25

Race for Autism

100% of donations support San Diego autism programs, services, and local classrooms. 5K chip-timed run or walk, 1-mile SUPERHERO Family Fun Walk, scenic Balboa Park course, resource fair, children's activities, music, commemorative medals and t-shirts, prizes and refreshments.

7am / Balboa Park

(858) 679-8800 / www.raceforautism.org

Mar. 25

Health Fair Saturday

Thousands of residents circulate through this event which features scores of information booths, insurance providers, healthcare presentations, health screenings by Sharp Grossmont Hospital, and live, interactive demos.

10am-2pm / Grossmont Center, La Mesa

(619) 440-6161 / www.eastcounty-chamber.org

Mar. 25

Bark in the Park Fund Raiser

Experience the new Live Oak Dog Park. A community walk, which will give participants a tour of the park's lovely trails and the off-leash area. Followed by dog contests, food and demonstrations/seminars.

9am-2pm / Live Oak Dog Park: 2746 Reche Road, Fallbrook

(760) 731-1041 / www.fallbrookchamberofcommerce.org

Mar. 25

Home Garden Tour

The self-guided tour will highlight five beautiful gardens, located in East County utilizing an array of color, variety, and low water usage. Learn how you can design your backyard for low water usage plants.

9am-3pm / The Water Conservation Garden, El Cajon

(619) 660-0614 / www.thegarden.org

Mar. 25

The Bunny Ball

Cruise 4 Kids is raising money and collecting Bunnies for sick and underprivileged children. This is a high energy black tie spring celebration. Live DJs, dancing, cocktails, raffles, silent auctions, magician, photos with bunny mascots, photo booth, balloon drop, and candy buffet.

7:30pm / Hilton San Diego Resort: 1775 E. Mission Bay Dr.

(760) 716-5248 / www.TheBunnyBall.com

Mar. 25-26

Tequila & Taco Music Festival

Enjoy live music, craft beer, margaritas, and food vendors all weekend long! Tequila sampling is on Saturday only, from 11 am-3 pm: taste top-shelf tequilas while enjoying the best gourmet tacos. Proceeds from the event will benefit The Gen Giammanco Foundation. Refer to website for tickets.

11am-5:30pm Saturday / 11:30am-6pm Sunday

200 Marina Park Way, Embarcadero Marina Park S., San Diego

www.tequilaandtacomusicfestival.com/sandiego

Mar. 26

Encinitas Half Marathon

With breathtaking views along the historic Highway 101, you'll be inspired and energized by the beauty of each mile through one of So Cal's most popular beach towns. Post-race festival.

7:30am-12pm / Moonlight Beach, Encinitas

(760) 846-5721 / www.encinitashalfmarathon.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!



A friend referred Don to us, after we listed our home with a realtor who was a neighbor/friend and we were having no luck selling after 6 long months. My husband, upset and frustrated, interviewed several agents along with Don, all from very prestigious firms in San Diego. Don stood out, not just because my husband thought he could sell the property, but because he felt Don was a person of integrity, which is important to us.

Don kept every promise he made to us. His team, which includes his wife Gerri and his nephew Tim, are all incredibly professional, friendly and responsive. They help Don to run his real estate business like no other we have seen.

My husband is a busy attorney in a large nationwide firm with over 600 attorney's, it is difficult to impress him with either efficiency or intellect and Don did both.

Unfortunately, both skills were needed on our real estate transaction and we both feel if it were not for Don's expertise, many things could have gone wrong. Don has over 30 years in his field, working with all kinds of real estate transactions on all sides from mid range to luxury properties.

Don was able to achieve very close to our asking price within 2 weeks of listing our property. However a very difficult and unresponsive buyer's realtor and problems with the lending process put us many days over the original escrow close, and I feared the deal would have to be canceled. My husband and I have bought and sold properties before and we have never had a deal this difficult. However, Don persevered. He has an amazingly even temperment and was able to work through all of the problems, mostly to our advantage.

Don and his wife Gerri are a wealth of knowledge when it comes to contractors, painters, heating and air people etc. Everyone that the Pelletier's introduced us to were reasonably priced, efficient and professional. I think they know everyone in San Diego after being in the real estate world as long as Don has been.

We only regret that we did not hire Don sooner. This was truly a wild ride, we are so happy Don and Gerri Pelletier and their fantastic team were our drivers! Save yourself some time and headache and hire Don first!

Joann F., San Diego CA



Individuals such as Don are hard to come by these days. Professional. Smart. Creative. Strong work ethic. Respectful. Skilled negotiator. Committed to providing the highest level of service before, during and after the sale. Genuine and down to earth. I could go on and on! We used Don to sell our home years ago and he negotiated a much higher price than we originally listed the house for. He even took time to vet a realtor out of state for my elderly mom to sell her home. He then made himself available to offer advice and checked back with me countless times through her challenging sale. We will definitely use Don to sell our home next time and would highly recommend him. Thank you so much Don!

Monica R., San Diego, CA



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 September 2015	Sales Count Condos	Price Median Condos (\$1,000)	Price % Chg from September 2015	Median Home Price/ Sq. Ft
SAN DIEGO COUNTY		1,628	\$538	6.4%	748	\$385	6.9%	\$315
ALPINE	91901	15	\$479	-1.2%	1	\$205	n/a	\$266
BAY PARK	92110	6	\$708	0.7%	14	\$363	-5.6%	\$450
BONITA	91902	6	\$622	8.6%	2	\$338	-3.6%	\$333
BONSALL	92003	2	\$760	15.5%	2	\$258	-26.7%	\$223
BORREGO SPRINGS	92004	6	\$175	-24.6%	1	\$220	214.3%	\$122
BOULEVARD	91905	0	n/a	n/a	0	n/a	n/a	n/a
CAMPO	91906	4	\$259	-0.4%	0	n/a	n/a	\$158
CARDIFF BY THE SEA	92007	2	\$1,940	100.8%	1	\$1095	21.0%	\$580
CARLSBAD	92008	10	\$814	12.2%	3	\$550	9.2%	\$404
CARLSBAD	92009	37	\$915	3.2%	20	\$443	1.5%	\$329
CARLSBAD	92010	12	\$743	12.5%	4	\$552	67.3%	\$336
CARLSBAD	92011	12	\$740	-9.7%	14	\$630	-11.0%	\$400
CHULA VISTA	91910	24	\$465	7.5%	12	\$365	21.7%	\$284
CHULA VISTA	91911	39	\$460	10.8%	13	\$229	-14.7%	\$267
CHULA VISTA	91913	30	\$575	11.0%	28	\$339	-1.5%	\$257
CHULA VISTA	91914	9	\$745	3.1%	5	\$364	6.9%	\$245
CHULA VISTA	91915	15	\$545	9.3%	21	\$375	7.1%	\$284
CLAIREMONT	92117	34	\$591	3.1%	5	\$360	21.6%	\$402
COLLEGE GROVE	92115	28	\$540	0.0%	17	\$248	18.8%	\$375
CORONADO	92118	8	\$2,038	18.6%	8	\$918	-2.1%	\$775
DEL MAR	92014	8	\$1,715	12.5%	3	\$1095	-21.8%	\$644
DESCANSO	91916	0	n/a	n/a	0	n/a	n/a	n/a
DOWNTOWN	92101	2	611	n/a	38	\$590	26.8%	617
DULZURA	91917	0	n/a	n/a	0	n/a	n/a	n/a
EAST SAN DIEGO	92102	14	\$378	19.1%	4	\$332	4.6%	\$389
EAST SAN DIEGO	92105	14	\$376	0.3%	7	\$218	45.3%	\$456
EL CAJON	92019	35	\$493	3.0%	11	\$280	24.4%	\$301
EL CAJON	92020	12	\$465	10.7%	6	\$242	17.8%	\$305
EL CAJON	92021	23	\$455	-1.7%	9	\$263	17.9%	\$311
ENCANTO	92114	36	\$370	4.5%	1	\$356	78.6%	\$297
ENCINITAS	92024	35	\$1,080	-13.8%	9	\$675	8.4%	\$434
ESCONDIDO	92025	28	\$498	-2.5%	5	\$360	56.5%	\$298
ESCONDIDO	92026	36	\$440	0.2%	5	\$238	41.8%	\$260
ESCONDIDO	92027	46	\$439	0.8%	6	\$203	44.6%	\$289
ESCONDIDO	92029	17	\$571	-11.5%	1	\$445	69.2%	\$338
FALLBROOK	92028	45	\$490	11.4%	4	\$211	10.9%	\$265
GRANTVILLE	92120	23	\$573	0.2%	8	\$280	-1.8%	\$351
HILLCREST	92103	8	\$853	8.4%	15	\$500	29.9%	\$560
IMPERIAL BEACH	91932	8	\$533	29.9%	4	\$463	3.9%	\$368
JACUMBA	91934	0	n/a	n/a	0	n/a	n/a	n/a
JAMUL	91935	11	\$525	12.9%	0	n/a	n/a	\$271
JULIAN	92036	12	\$302	19.6%	0	n/a	n/a	\$194
LA JOLLA	92037	23	\$1,950	-23.2%	31	\$605	-12.9%	\$844
LA MESA	91941	25	\$540	-5.6%	1	\$275	11.3%	\$326
LA MESA	91942	27	\$462	5.1%	15	\$290	-3.3%	\$354
LAKESIDE	92040	19	\$434	-3.5%	5	\$225	13.6%	\$297
LEMON GROVE	91945	16	\$397	-0.6%	0	n/a	n/a	\$310
LINDA VISTA	92111	18	\$545	9.4%	8	\$375	4.7%	\$391
LOGAN HEIGHTS	92113	17	\$335	34.0%	2	\$224	24.4%	\$296
MIRA MESA	92126	27	\$542	3.0%	24	\$329	2.3%	\$354
MISSION VILLAGE	92123	11	\$520	7.2%	12	\$436	107.7%	\$388
NATIONAL CITY	91950	16	\$367	6.4%	2	\$182	-54.8%	\$269
NORMAL HEIGHTS	92116	16	\$830	32.8%	12	\$331	9.3%	\$477
CARMEL VALLEY	92130	28	\$1,250	18.7%	26	\$545	-1.0%	\$416
NORTH PARK	92104	17	\$626	2.1%	15	\$335	52.3%	\$537
OCEAN BEACH	92107	19	\$957	10.6%	6	\$417	-50.9%	\$582
OCEANSIDE	92054	15	\$615	7.4%	14	\$500	7.5%	\$388
OCEANSIDE	92056	34	\$456	3.1%	2	\$224	-15.6%	\$303
OCEANSIDE	92057	57	\$480	23.4%	6	\$297	9.1%	\$256
PACIFIC BEACH	92109	11	\$1200	-22.3%	18	\$693	28.2%	\$747
PALOMAR MOUNTAIN	92060	0	n/a	n/a	0	n/a	n/a	n/a
PARADISE HILLS	92139	13	\$415	12.2%	3	\$320	52.1%	\$283
PAUMA VALLEY	92061	0	n/a	n/a	3	\$243	n/a	n/a
PINE VALLEY	91962	4	\$399	-8.3%	0	n/a	n/a	\$264
POINT LOMA	92106	14	\$880	-5.2%	6	\$663	-5.4%	\$502
POTRERO	91963	0	n/a	n/a	0	n/a	n/a	n/a
POWAY	92064	30	\$660	17.2%	1	\$318	-12.9%	\$324



Don Pelletier's Monthly REAL ESTATE UPDATE

Keeping you
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		Sales of Single Family Homes	Price Median SFR (\$1,000)	Price % Chg from Sep 2015	Sales Count Condos	Price Median Condos (\$1,000)	Price % Chg from Sep 2015	Median Home Price/ Sq. Ft
RAMONA	92065	35	\$495	10.9%	5	\$262	9.6%	\$243
RANCHITA	92066	0	n/a	n/a	0	n/a	n/a	n/a
RANCHO BERNARDO	92127	37	\$915	10.6%	16	\$423	7.1%	\$338
RANCHO BERNARDO	92128	30	\$708	8.8%	40	\$453	6.5%	\$343
RANCHO PENASQUITOS	92129	24	\$738	18.9%	8	\$313	7.9%	\$348
RANCHO SANTA FE	92067	12	\$1775	-36.6%	1	\$950	n/a	\$535
RANCHO SANTA FE	92091	4	\$1255	24.9%	0	n/a	n/a	\$570
SAN CARLOS	92119	26	\$548	-1.8%	7	\$260	36.1%	\$344
SAN DIEGO	92108	3	\$550	n/a	24	\$387	25.4%	\$395
SAN DIEGO	92112	0	n/a	n/a	0	n/a	n/a	n/a
SAN MARCOS	92069	26	\$580	5.3%	5	\$440	66.0%	\$259
SAN MARCOS	92078	30	\$739	32.7%	15	\$455	21.8%	\$280
SAN YSIDRO	92173	4	\$370	n/a	3	\$249	-12.0%	\$255
SANTA YSABEL	92070	1	\$480	-6.8%	0	n/a	n/a	\$295
SANTEE	92071	29	\$473	3.1%	20	\$345	27.7%	\$293
SCRIPPS RANCH	92131	7	\$875	-4.4%	15	\$420	-5.6%	\$315
SOLANA BEACH	92075	6	\$1500	18.3%	9	\$840	31.2%	\$741
SOUTH SAN DIEGO	92154	20	\$435	-0.8%	12	\$300	2.6%	\$283
SPRING VALLEY	91977	42	\$419	14.8%	4	\$214	-19.2%	\$298
SPRING VALLEY	91978	4	\$520	15.4%	1	\$135	n/a	\$266
TIERRASANTA	92124	12	\$628	11.1%	8	\$421	9.6%	\$348
UNIVERSITY CITY	92121	1	\$755	n/a	3	\$535	54.6%	\$396
UNIVERSITY CITY	92122	7	\$740	0.5%	20	\$500	19.3%	\$431
VALLEY CENTER	92082	22	\$567	4.9%	0	n/a	n/a	\$265
VISTA	92081	15	\$505	0.0%	3	\$449	70.1%	\$282
VISTA	92083	20	\$410	2.8%	2	\$315	33.8%	\$308
VISTA	92084	25	\$520	15.6%	4	\$227	-15.9%	\$262
WARNER SPRINGS	92086	0	n/a	n/a	0	n/a	n/a	n/a

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

So How Did We Do For Our Clients - Compared to Other MLS Agents?

Our Listings Sold within 24 Days, on average, compared to 48 Days for MLS Agents.

Our Listings Sold for 99.1% of Our Sellers Full Asking Price-Compared to 95% Of List Price For MLS Agents.

Clients That Hire The Don Pelletier Group Sell Their Homes in One-Half the Time- AND For 4%, MORE MONEY, On Average!

The Agent You Select Makes ALL The Difference! Choose Your Agent Wisely!

When You Want Your Home SOLD-FAST & For TOP Dollar-call Don Pelletier!

Now Accepting Listings For 2017!

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!



858-336-1114

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