



# Don's Home News Extra



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

## A note from Don

Dear Friend,

As the holiday season approaches, I hope you find time to slow down and enjoy the changing weather with friends and family.

Inside this issue are tips on time management from a true expert, tips for baby proofing a house, tips for helping your pet live a long and healthy life, and much more.

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

Regards,

Don Pelletier



Broker Associate, CA DRE# 00866225  
 Certified Luxury Home Specialist (CLHS)  
 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

## Learn How To Organize and Get Things Done

Do you feel like you're always working to keep up, but don't really get anything done, especially around holidays? In his best-selling book *Getting Things Done*, David Allen gives you an effective time management system to help you organize your stuff, your work activities and your personal life.

Allen's key idea is to start with a "mind sweep" □ get everything out of your head and down on paper (or other written form). Once your mind is cleared, your productivity goes up and you can focus on creative action. His five basic stages of mastering your personal or professional "workflow" are:

- 1) Collect. Capture anything and everything that is on your mind.
- 2) Process. Decide what each thing means. Is it something you should do? Do it now or later? Can you delegate it (and track on a "Waiting For" list)?
- 3) Organize. Place the items in categories, such as Projects, Calendar, Next Actions and Waiting For, and sub-categories of your choice. (To help you visualize this, he includes a diagram for navigating through the processing and organizing phases of your workflow.)

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4) Review. Go over Calendar and Action lists daily and do a weekly customized review to get clean and current.

5) Do. Make choices about your actions based on what you can do, how much time and energy you have and your priorities.

Another one of his most popular methods is the “two minute rule.” If any task can be completed in less than two minutes (for example, a quick email response), do it immediately. Stop putting those little things off.

Allen says Getting Things Done is “just advanced common sense.” But once you learn how to get everything under control, real change begins.

Millions of people around the world have found that his methods work. To order the book, search for “Getting Things Done” at [www.amazon.com](http://www.amazon.com).

## **Real Estate Corner...**

Q. Are there any secrets to finding the right home at the right price with the right financing?

A. Lots of homebuyers waste time and money by not doing their homework before going home shopping. Here’s what you should do:

- Analyze your NEEDS before you start looking. Make a list, including price range, size, general location, number of bedrooms, bathrooms, etc.
- Know what you WANT in your next home. List the features you’d like to have and rank them in terms of importance. If you have a spouse, set your priorities as a couple.

- Understand how much home you can afford. Become familiar with your “payment-to-income ratio” and your “debt-to-income ratio,” two guides bankers and mortgage lenders use to determine how much loan you can afford.

For more home buying tips, ask for my Free Consumer Report called “8 Secrets For Saving Thousands When Buying Your Next Home.” Call me and I’ll send a copy right over to you.

## **Overcoming Retirement Financial Fears**

You’ve worked tirelessly your entire life, and retirement is your time to finally and fully enjoy that hard-earned rest and relaxation. Unfortunately, not being able to afford retirement is a fear many people have. Get ahead of the game so you can rest easy.

- Start saving now, at your current age. Establish a monthly budget that includes tucking money away for retirement.
- Stick to the retirement plan. Do not withdraw money early for expenses if you have any other options.
- Avoid borrowing money, and keep debt to a minimum. Use a 401(k) plan to boost retirement savings. These plans allow funds to be invested directly from a paycheck before they’re subject to taxes.
- Take advantage of company matching opportunities for retirement



*Providing you with Service Beyond Your Expectations is My #1 Priority.  
You can check out over 120 Customer Reviews at [www.PelletierHomes.com](http://www.PelletierHomes.com)*



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## ***San Diego Home Prices Likely to Increase in 2018***

Home prices in California are expected to increase again in 2018, however, it will likely be at a slower pace than we have seen in 2017, according to the California Association of Realtors.

The median home price, in the state, is expected to increase by 4.2 percent in 2018 to \$561,000, less than the anticipated 7.2 percent increase for 2017.

While the forecast did not specifically include San Diego County projections, the consensus is that San Diego will likely produce very similar results, to those of the entire state—because Southern California, in general, represents the state's largest housing market.

The price increases, year over year, have been due primarily to the fact that new home construction has not nearly kept pace with the demand from homebuyers.

Another factor that is impacting our market is the rising rents that have increased approximately 40% in just the past 4 years.

For the first time ever, it actually costs more to rent than it does to buy—once you factor in 'after tax' considerations.

These factors—among others—may very well keep home prices rising for the next three to five years.

The lack of affordability is what is stopping the price increases from rising higher—because of the gap between income increases compared to home prices increasing, making it most difficult on the ability of first-time buyers to purchase their first home.

Affordability is measured by checking if the monthly housing payment does not exceed 30 percent of gross monthly

income.

In the next few years, California's population is expected to increase from 39.4 million in 2016, to 40 million in 2018. Of course, the demand for more housing will increase, as well.

Because of the lack of affordability, we're seeing a mass exodus of Millennials from California because they can't afford to buy here. And that is beginning to impact the ability of tech companies who are looking to help expand job growth.

Another prediction for next year is that less expensive areas will see increased demand from many buyers who are priced out of other in-demand locations.

Please let me know if you have any questions about the market—or how you can take advantage of these housing market trends.

I am always happy to hear from you and to provide you with accurate and timely information.

Best regards,

Don

### ***Cloudy or sunny?***

Weather apps all have different forecast information—but why? Just like weather reports on TV, meteorologists all have the same set of raw data, but they must process that data and make judgment calls based on their own prediction in each given situation.

***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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## Avoid These Wedding Registry Items

Whether you're planning your own wedding or shopping for someone else's, gifting is part of the game. The best gifts are useful and thoughtful. Others, while good in theory, are best avoided.

- In the kitchen: Avoid appliance fads like ice cream makers and fondue kits that take up space but aren't used frequently. Instead of large serving platters, opt for medium-sized or modular pieces. Skip fine crystal and china.
- In the bedroom: Does the couple need more bed linens? One set of linens is sufficient, especially if the family situation is likely to change and beds will be added or removed in the house.
- In the bathroom: Monogrammed towels – or any other personalized items – are expensive and unnecessary. Also, avoid gifting cleaning items like mops or brooms.
- In general: People are generous, but if it's your wedding avoid asking for big-ticket items like a new hot tub or full-blown outdoor kitchen.

## Quotes To Live By...

"Believe you can and you're halfway there."

–Theodore Roosevelt

"I'm just a seasonal guy. Basketball, football, baseball, boxing, golf. Give it to me all the time."

–Jerry Ferrara

"The two most important days in your life are the day you are born and the day you find out why."

–Mark Twain

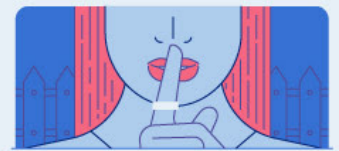
## SELLER KNOW HOW

Although home prices are up, selling a home isn't always a piece of cake. Here are four tips from REALTORS® that sellers should know.



### 1. Clear the Clutter

Less is more, so pack up your non-daily essentials and put them in storage or in the garage. Let the buyer see the house, not your belongings.



### 2. Don't Keep Secrets

Air conditioner broken? Got leaky faucets or water damage? Tell your REALTOR®! Don't keep secrets about your home's flaws. It could hurt your sale.



### 3. Remodeling Isn't Always right

Remodeling may enhance a property, but not all projects guarantee a payback at resale. Choose wisely for your neighborhood.



### 4. It's Time to Fix It

You may have to spend a few bucks to get your home ready for sale. Clean scuff marks off the walls, replace the trim the dogs scratched up, and power-wash the algae off the vinyl siding. It may be everyday living to you, but it can be a turnoff to a buyer.

SOURCE: realtor.com



## 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**

**OR VISIT: [mysandiegohomesprice.com](http://mysandiegohomesprice.com)**



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



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## Remodeling Revisited

Here are the top five most-common exterior renovation projects and how appealing they are to home buyers at resale.



## Help Your Pet Live A Long And Healthy Life

Most pet owners would say that pets are important members of the family. We welcome them into our lives knowing we'll most likely outlive them- but we can help them have the best possible life. Here are some tips for giving your critter a long, happy life:

- Maintain a healthy weight. Feed pets the proper type and amount of food. Avoid feeding fatty human foods to your furry friends.

- Exercise regularly. Dogs need regular walks every day, and time to run around. Indoor cats live longer than outdoor cats, but they should have stimulating toys and room to play and exercise too.
- Schedule regular vet visits. Regular health screenings (at least once a year for healthy adult animals) allow vets to detect and manage diseases early. Keep vaccinations updated.
- Keep teeth clean. Tartar, gingivitis, plaque, and other problems with teeth and gums can lead to other health problems. Brush dogs' teeth at least a couple times a week. Try making your own toothpaste with coconut oil and baking soda, and your dog will enjoy his brushing time. The Veterinary Oral Health Council publishes a list of accepted oral health products to help with dental care as well ([http://www.vohc.org/accepted\\_products.htm](http://www.vohc.org/accepted_products.htm)).
- Note behavioral changes. If pets aren't following their normal routines, this may be a sign that something isn't right. Don't wait too long before checking with a vet about abnormal behavior.

## Car Rental Ploys

Beware these shady car rental tactics before driving away.

- "Do you want an upgrade?" Before saying yes, clarify whether there is an additional cost.
- "Would you like additional insurance?" The car insurance you already have may cover your needs. Research your policy before arriving at the rental desk.
- "Do you want a prepaid fuel option/fuel-efficient car/ other upgrade?" If you aren't interested, say so, even if you get pushback.



# 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

## How To Make A Home Safe For Babies And Seniors

A happy home is a safe home. If there are babies or senior citizens living in yours, there are several things you can do to make it as safe as possible.

### Babies:

- Use safety gates at the top and bottom of staircases.
- Cover electrical outlets with plastic caps.
- Tightly close containers with cleaning supplies, detergents, and paint, and move them to top cabinet shelves. Move sharp objects and suffocation hazards to top drawers.
- Secure the oven door and refrigerator with appliance latches.
- Add cushioned guards to sharp-cornered surfaces.
- Move furniture away from windows.
- Use doorstops and door holders to prop doors open.
- Mark sliding glass doors and other expanses of glass with colorful stickers.

### Seniors:

- Ensure flooring has a good grip. Remove small rugs and other tripping hazards, and place carpet or rubber flooring over slippery floors.
- Remove electrical cords or cables that lie across pathways.
- Place light switches near room entrances, and place motion-sensor nightlights around the home.
- Install handrails in the bathroom and along stairways.
- Keep fire extinguishers easily accessible throughout the home.
- Replace the bathtub with a walk-in shower, and place a suction-bottomed bathroom mat in the shower.

## Why Health Experts Never Use Plastic In The Microwave

Could using plastics in the microwave be dangerous to your health? The answer is "yes," according to important news from John Hopkins Bloomberg School of Public Health.

There have been many stories circulating about the safety of microwaves, heating, plastics and food. Some have focused on dioxin, a known carcinogen. Dioxin occurs in our environment, primarily from the incineration of waste materials, according to Dr. Rolf Halden, at John Hopkins Bloomberg School. People are exposed to dioxin mostly from eating meat and fish rich in fat. But it may not be the sole offender.

There are other concerns we should consider, according to Halden. There's a group of chemicals called "phthalates" that have been added to some plastics to make them flexible and less brittle. If you heat these plastics, it can increase the leaching of phthalates from the containers into your food.

Many scientific studies have shown that when you heat up an object, the chemicals are more likely to release into the environment. This is the same with plastics...and possibly the plastic packaging in some microwave meals.

Another chemical, diethylhexyl adipate (DEHA), is also used to make plastics more flexible. DEHA exposure can occur when eating certain foods wrapped in plastics. "It's true that substances used to make plastics can leach into food," says Edward Machuga, Ph.D., a consumer safety officer in the FDA's Center for Food Safety and Applied Nutrition. "But the levels are low."



# Over 80% of Our Annual Business is a Result of Referrals and Repeat Business!



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## MOVING WITH KIDS

When purchasing or selling a home, home buyers and sellers with children under the age of 18 have unique needs.

BUYERS WITH CHILDREN	SELLERS WITH CHILDREN
<ul style="list-style-type: none"> <li>49% consider a neighborhood based on the quality of the school district</li> <li>43% choose a neighborhood by the convenience to schools</li> <li>22% delayed their home purchase due to child care expenses</li> </ul>	<ul style="list-style-type: none"> <li>26% sold their home very urgently</li> </ul> <p><b>MAIN REASONS FOR SELLING:</b></p> <ul style="list-style-type: none"> <li>• Home was too small</li> <li>• Job relocation</li> <li>• Change in family situation</li> </ul>
<p><b>BUYERS WITHOUT CHILDREN LIVING IN THE HOUSE PURCHASED HOMES THAT WERE:</b></p> <ul style="list-style-type: none"> <li>• Detached single-family</li> <li>• 1,800 square feet</li> <li>• 3 bedrooms and 2 full bathrooms</li> </ul>	<p><b>BUYERS WITH CHILDREN IN THE HOME UNDER 18 PURCHASED HOMES THAT WERE:</b></p> <ul style="list-style-type: none"> <li>• Detached single-family</li> <li>• 2,100 square feet</li> <li>• 4 bedrooms and 2 full bathrooms</li> </ul>

Source: NATIONAL ASSOCIATION OF REALTOR® 2017 Profile of Buyers and Sellers

What should you do? People should use heat resistant glass, Corning Ware or ceramic containers for heating food in the microwave. Don't use foam or plastic carryout containers from restaurants or margarine tubs in the microwave, according to the FDA. And never use plastic storage bags, grocery bags, newspapers or aluminum foil in the microwave.

## Prevent Portion Distortion

Your mother's old adage "finish your plate" isn't the best advice anymore. Whether you eat out (restaurant portions are up 40 percent over the last 30 years) or eat in at home, portion sizes have grown out of proportion, causing many of us to consume extra calories and add unhealthy

pounds. Here's how to prevent portion distortion and help control your weight.

Know your terms. A portion is the amount of food you choose to eat for a meal. Big or small – the choice is up to you. A serving is a measured amount of food or drink, such as one slice of bread or 8 ounces of milk.

Read the Nutrition Facts Label. The Food and Drug Administration puts it there to tell you how many calories and how much fat, carbohydrate, sodium and other nutrients are in one serving of the product. You may think the 3-ounce bag of chips is one portion, but the label says it contains 3 servings.

Gradually reduce your portions. Try relating one serving size to everyday objects such as these offered by the National Heart Lung and Blood Institute:

- 1 cup of cereal = a fist
- 2 tsp of peanut butter = a ping-pong ball
- 1/2 cup of ice cream = 1/2 baseball
- 1 medium fruit = 1 baseball
- 3 ounces of meat, fish or poultry = 1 deck of cards

Use the "New American Plate" guide. The American Institute for Cancer Research says to look at your plate and aim for meals made of 2/3 (or more) of vegetables, fruits, whole grains or beans, and 1/3 (or less) animal protein (visit aicr.org for more information).

Repackage products. Buying large-size bags or boxes may save you money, but divide the items into single serving packages when you get home.

Don't "supersize" at fast-food restaurants. It may sound like a good value but you know you're eating more than you should. If you go for the larger-sized meal at any restaurant, be sure to share it with a friend or take half of it home for another meal.



**The Don Pelletier Group Has Sold More Homes Than 97.3% Of  
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## **Our Clients Say It Best**

"Don, A big thank you to you for all of the time and energy you have put forth towards this transaction! My Dad has been more than pleased with your outstanding service. We are so happy to have been connected with you and if ever we know if anyone needing real estate assistance in the San Diego area, you will be at the top of our list. I cannot speak highly enough of you or thank you enough for all that you have done."

-Emily G

"I was in the process of selling my property 'for sale by owner'. It had been on the market for approximately 8 weeks. I had not received any offers at a price that was acceptable to me. Don Pelletier contacted me several times, providing advice along the way while expressing interest in representing me in the sale. I decided to list the property with Don. I was getting ready to leave the country for an extended period of time. Don reassured me that that would not be a problem. The property had been sitting vacant for a while and, as a result, needed a good cleaning. Don took it upon himself to clean it so that it would show better when buyers were viewing the property. Fourteen days after I listed the property Don produced an offer from a buyer that was at a price point that I was happy with. From the time we entered escrow it was just 26 days until escrow closed. Additionally, Don had his team hold off from sending me nearly all of the required escrow documents so that I could enjoy my time away. Upon my return I signed everything and the escrow closed smoothly a few days later! Don stayed in frequent contact with me, and provided regular updates. He negotiated well on my behalf and I always felt that he had my best interest at heart. The process was quick, easy and seamless-from start to finish! If you are considering selling your property I can highly recommend Don Pelletier."

-Don B

"Don got me a better price than I expected, and most important, it all happened so fast. I am so relieved to be out from under the pressure, and I really owe it a lot to Don. I can't say enough good things about his expertise. So I'll just finish by saying "Go with Don! And you'll soon be celebrating the sale of your house!!! -Julie S.

Don, A big thank you to you for all of the time and energy you have put forth towards this transaction! My Dad has been more than pleased with your outstanding service. We are so happy to have been connected with you and if ever we know if anyone needing real estate assistance in the San Diego area, you will be at the top of our list. I cannot speak highly enough of you or thank you enough for all that you have done."

-Emily G

## **RESOURCE CENTER**

### **Get Your Free Home Evaluation**

[Pelletierhomes.com/sell/get-your-home-value](http://Pelletierhomes.com/sell/get-your-home-value)

### **Why Hire Us As Your Realtor?**

[Pelletierhomes.com/dons-resume](http://Pelletierhomes.com/dons-resume)

### **Real Estate Market Reports for Your Community**

[Pelletierhomes.com/san-diego-market-reports](http://Pelletierhomes.com/san-diego-market-reports)

### **7 Tips For Selling Your Home**

[Pelletierhomes.com/sell/7-seller-tips](http://Pelletierhomes.com/sell/7-seller-tips)

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

[Pelletierhomes.com/ultimate-sellers-guide](http://Pelletierhomes.com/ultimate-sellers-guide)

### **Easy Exit Listing Program**

[Pelletierhomes.com/sell/easy-exit-listing-agreement](http://Pelletierhomes.com/sell/easy-exit-listing-agreement)

### **Check out My New Facebook Page and Please 'Like' Us!**

[Facebook.com/donpelletiergroup](http://Facebook.com/donpelletiergroup)

### **What Are California Propositions 60, 90, & 110?**

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



## Escondido Dia de los Muertos Festival Nov. 1

Attendees will be able to create altars to remember lost loved ones in a special area created by artist Eloy Tarcisio. For the children, we will have face painting, arts & crafts, and more.

6-9pm / California Center for the Arts, Escondido

800-988-4253 / [www.artcenter.org](http://www.artcenter.org)

## Breeders' Cup World Championships Nov. 3-4

In the world of horse racing, the Breeders' Cup is equivalent to the Super Bowl. The two-day event brings the best horses and riders from across the country and around the world. Enjoy the Taste of Breeders' Cup and Breeders' Cup Festival.

See website for schedule. / Del Mar Racetrack

877-849-4287 / [www.breederscup.com](http://www.breederscup.com)

## San Diego Beer Week Nov. 3-12

A celebration inspiring people to drink local beer and promoting San Diego's brewing culture with events across the county.

858-581-7368 / [www.sdbw.org](http://www.sdbw.org)

## Bike the Coast-Taste the Coast Nov. 4

Experience gorgeous riding on the Southern California coast with 100, 50 or 25 mile routes on Highway 101. Everything starts and finishes at the Oceanside Pier with food, music, expo shopping and fun!

8am / Oceanside Pier [www.spectrumsportsevents.com/bike-the-coast](http://www.spectrumsportsevents.com/bike-the-coast)

## Autumn Fest & Plant Sale Nov. 4

Live entertainment, beer garden, craft vendors, plant sales, kids activities, gardening workshops, "Ask the Designer" landscape consultations and advice from partner water agencies.

10am-3pm / Water Conservation Garden, El Cajon

619-660-0614 / [www.thegarden.org](http://www.thegarden.org)

## Ramona Art & Wine Festival Nov. 4

Celebrate Ramona's local color while viewing fine art, tasting local, award-winning Ramona wines, and feasting on small bites prepared by local chefs.

11am-5pm / Begent Ranch, 18528 Highland Valley Rd.

[www.ramonaartandwinefest.net](http://www.ramonaartandwinefest.net)

## Boys & Girls Club Brewfest Nov. 4

Local beers, dinner, games, prizes, raffle and silent auction. A night of great fun and cold craft beers as we raise money for our sports programs.

5-8:30pm / 410 West California, Vista

760-724-6606 / [www.bgcvista.org](http://www.bgcvista.org)

## Village Block Party at Jeremiah's Ranch Nov. 4

Beer & wine, local talent, silent auction, live art and food. Jeremiah's Ranch will be a community of homes for adults with Developmental Disabilities where vocational, social and life skills are taught.

1-4pm / Z Cafe Upper Parking Lot, Bonsall

760-805-5214 / [www.jeremiahsranch.org](http://www.jeremiahsranch.org)

## FALL BACK - DAYLIGHT SAVINGS ENDS Nov. 5

Sunday 2am - set your clocks back.

## Stone DRK Festival Nov. 5

Celebrate the dark side of ales. We have combined our annual Pour It Black and

Oakquinox beer festivals into one mashup just for SD Beer Week!

10am-2pm / Stone Brewing, Escondido

[www.stonebrewing.com](http://www.stonebrewing.com)

## Carlsbad Fall Village Faire Nov. 5

More than 100,000 people will take in the beauty of our seaside city while browsing through unique booths, indulging in delectable eats and enjoying family entertainment.

8am-4pm / Carlsbad Village

760-931-8400 / [www.carlsbad.org](http://www.carlsbad.org)

## Fallback Festival Nov. 5

A Children's Historic Street Faire. Pan for gold, saddle up on pony rides, pig races. Live entertainment, crafts, and more!

11am-4pm / Gaslamp Museum at the Davis-Horton House

619-233-4692 / [www.gaslampfoundation.org](http://www.gaslampfoundation.org)

## Surfing Madonna Beach Run Nov. 5

Join thousands for the largest beach run in the country to try to break the Guinness World Record for the largest Race on Sand!

11am-5pm / Moonlight Beach - Encinitas

[www.surfingmadonnarun.org](http://www.surfingmadonnarun.org)

## ELECTION DAY Nov. 8

Don't forget to vote 7am-8pm

## Coronado Island Film Festival Nov. 9-12

Parties, panels, exhibits, workshops, Special Events, celebrities, live performances, new films, filmmakers, treasured classics, interesting venues, awards, tributes, blooming gardens, beach walks, sunsets, friendly locals, and shops and restaurants for every taste, along with a wide variety of films.

[www.coronadoislandfilmfest.com](http://www.coronadoislandfilmfest.com)

## Victorian Country Christmas Nov. 10-12

Seventh Annual Craft show supporting local Veterans. More than 40 highend crafters, High Teas, Blood Bank on site Nov 10, kick off for Toys for Tots, and the Adopt a Veteran stockings.

9am-4pm / Chula Vista Elks: 901 Elks Lane

619-240-0098 / [www.chulavistavcc.com](http://www.chulavistavcc.com)

## Veterans Day Nov. 11

### Fallbrook Veteran's Day Parade & Ceremony Nov. 11

VFW Post 1924 Color Guard, Armed Forces Service Flags, Marching Veterans, Fallbrook HS Marching Band, Civil Air Patrol Cadets, Boy and Girl Scout Troops and more!

10am / Main Avenue, Downtown Fallbrook

[www.fallbrookchamberofcommerce.org](http://www.fallbrookchamberofcommerce.org)

### Poway Veterans Day Ceremony Nov. 11

Join VFW Post 7907 and the Poway Veterans Park Committee for a ceremony to honor those who served our country.

11am / Veterans Park

858-668-4576 / [www.poway.org](http://www.poway.org)

### San Marcos Veterans Day Ceremony Nov. 11

Refreshments, retire flag, displays, music, ceremony and reception. Military and active duty personnel are encouraged to attend in uniform.

9-11am / Helen Bougher Memorial Park

[www.san-marcos.net/veterans](http://www.san-marcos.net/veterans)

San Diego Veteran's Day Parade Nov. 11

See over 4,000 Veterans, Active Military, Bands, Floats and Civic Groups celebrate Veterans Day.

11am-1:30pm / San Diego Embarcadero

619-239-2300 / [www.sdveteranparade.org](http://www.sdveteranparade.org)

Christmas on the Farm Craft Fair Nov. 11-12 & Nov. 24-26

Over 80 artisans will be selling a variety of American handmade crafts and fine art.

9am-4pm / Bates Nut Farm, 15954 Woods Valley Rd. Valley Center, CA

[www.batesnutfarm.biz](http://www.batesnutfarm.biz)

Escondido Tamale Festival Nov. 11

A celebration of Tamales and all the great Latin foods that have become iconic staples of California's culture. Best tamale contest, live entertainment, contests & raffles and more!

11am-5pm / Grape Day Park

760-839-4777 / [www.escondidotamalefestival.org](http://www.escondidotamalefestival.org)

Ride the Point Memorial Charity Bicycle Ride Nov. 11

Ride the Hidden, Unridden, and Forbidden Point Loma in San Diego, CA on EXCLUSIVE routes open once a year!

7am-12pm / Ogg's Restaurant, Liberty Station [www.ridethepoint.org](http://www.ridethepoint.org)

I.B. Military Appreciation Day Nov. 11

Say "thank you" to the men and women and their families that give and have given so selflessly to protect our freedoms. Come join us for a good ole' fashion BBQ with hamburgers, hot dogs and refreshments. Event is open to the public.

11am / Dunes Park, Imperial Beach

619-424-3151 / [www.ib-chamber.com](http://www.ib-chamber.com)

UH Arts Open & Taste of University Heights Nov. 12

Stroll through the quaint neighborhood sampling delicacies from University Heights' diverse restaurants and enjoy a free self-guided tour of the arts. Local artists open their studios to the public.

11am-4pm / University Heights

619-297-3166 / [www.uharts.org](http://www.uharts.org)

Silver Strand Half Marathon, 10 Miler & Veterans Day 5K Nov. 12

The Half Marathon course is open to Runners and Walkers only. The 10 mile course is open to Runners, Walkers, Skaters, Ellipticals/ElliptiGO, Handcycles, and Wheelchairs.

7-11:30am / Sunset Park, Coronado

858-268-1250 / [www.silverstrandhalf.com](http://www.silverstrandhalf.com)

San Diego Bay Wine & Food Festival Nov. 12-19

An international showcase of the world's premier wines and spirits, culinary personalities, and gourmet foods.

[www.sandiegowineclassic.com](http://www.sandiegowineclassic.com)

Santee Holiday Lighting Celebration Nov. 17

Featuring the lighting of a twenty foot tall tree, Santa's visit, snow sledding, a live

band, caroling, holiday themed crafts, horse-drawn carriage rides, kids' activities, and more.

5:30-8:30pm / Santee Trolley Square

[www.cityofsanteeca.gov](http://www.cityofsanteeca.gov)

Del Mar Antique Show & Sale Nov. 17-19

Over 50 years of excellence with over 100 qualified antique dealers. This is the largest indoor antique show south of San Francisco! Everything from tin to Tiffany!

Fri & Sat 11am-7pm, Sun 11am-5pm / Del Mar Fairgrounds

[www.calendarshows.com](http://www.calendarshows.com)

Susan G. Komen San Diego 3-Day Nov. 17-19

A 60-mile walk for women and men who are ready to end breast cancer. Fri 6:30am-Sun 4:30pm / Del Mar Fairgrounds

800-996-3DAY / [www.the3day.org](http://www.the3day.org)

Diamond Ball Nov. 18

Raising funds to fight breast cancer in our community. An evening of comedy and laughs with Dana Carvey.

5-11pm / Omni La Costa Resort, Carlsbad

[www.tricityhospitalfoundation.org](http://www.tricityhospitalfoundation.org)

Encinitas Fall Festival Nov. 19

With 450+ booths to visit, plus dozens of unique downtown Encinitas retailers, here's a perfect opportunity to get a head start on your holiday shopping. Food vendors and 40+ restaurants and bars and live band.

9am-4pm / Coast Highway 101 between D and J Streets

760-943-1950 / [www.kennedyfares.com/encinitas](http://www.kennedyfares.com/encinitas)

Mother Goose Parade Nov. 19

Spectacular motorized floats, glorious marching bands and drill units, eloquent equestrians, animated clowns, special characters, performing artists, celebrities, helium balloons, specialty vehicles, and Santa Claus.

1-3pm / El Cajon Blvd & W Main St., El Cajon

619-333-0771 / [www.mothergooseparade.org](http://www.mothergooseparade.org)

SD Jazz Fest and Swing Extravaganza Nov. 22-26

A variety of traditional jazz music, from ragtime to hot jazz to swing to rockabilly. Jazz bands and musicians from across the U.S. will perform. Town and Country Resort & Convention Center

[www.sdjazzfest.org](http://www.sdjazzfest.org)

Thanksgiving Day Nov. 23

Thanksgiving Day, is a public holiday celebrated on the fourth Thursday of November in the United States. It originated as a harvest festival. Thanksgiving has been celebrated nationally on and off since 1789, after Congress requested a proclamation by George Washington. It has been celebrated as a federal holiday every year since 1864, when, during the American Civil War, President Abraham Lincoln proclaimed a national day of "Thanksgiving and Praise to our beneficent Father who dwelleth in the Heavens," to be celebrated on the last Thursday in November. Together with Christmas and the New Year, Thanksgiving is a part of the broader holiday season. Have a Wonderful and Safe Holiday Weekend!

THANKSGIVING RUNS Nov. 23

Thank You Run 5K/10K and Kids Run

7:30-10:30am / 45 Ranch Community Park [www.thankyourun.org](http://www.thankyourun.org)

SD South Bay Turkey Trot/Food Drive 15, 10 & 5K

8-10:30am / Rohr Park, Bonita [www.sdthanksgivingrun.com](http://www.sdthanksgivingrun.com)

Father Joe's Villages Annual Thanksgiving Day 5K

7:30-10:30am / Balboa Park, San Diego [www.thanksgivingrun.org](http://www.thanksgivingrun.org)

Coronado 5K Turkey Trot

8-10am / Tidelands Park, Coronado [www.rchacoronado.com](http://www.rchacoronado.com)

O'side Turkey Trot

6am-12pm / Oceanside Civic Center [www.osideturkeytrot.com](http://www.osideturkeytrot.com)

Running of the Turkeys 10K Trail Run

7:30-10am / Torrey Hills Neighborhood Park

[www.gutcheckfitness.com/turkey-trot-10k](http://www.gutcheckfitness.com/turkey-trot-10k)

Fallbrook Thanksgiving Day Turkey Trot

8-10:30am / Grand Tradition Estate & Gardens

[www.fallbrookturkeytrot.com](http://www.fallbrookturkeytrot.com)

Waddle and Trot 5K and Kid's Fun Run

6-11am / Santee Lakes Recreation Preserve [www.runsignup.com](http://www.runsignup.com)

San Diego Run for the Hungry 5K & 10K

7-10am / Westfield Horton Plaza Mall [www.sdrunforthehungry.org](http://www.sdrunforthehungry.org)

Surfin' Santa Arrival Nov. 25

Visitors can pose for pictures with Santa on his giant surfboard, riding a six-foot wave. A festive parade along the boardwalk, kids crafting activities, live street performers and a wide variety of unique and local shops.

1-5pm / Seaport Village, San Diego [www.seaportvillage.com](http://www.seaportvillage.com)

Julian Country Christmas Nov.25

Christmas the old-fashioned way! It will make you picture sleigh rides, chestnuts roasting on open fires, and Jack Frost painting the whole town white.

1-5pm / Downtown Julian

[www.visitjulian.com/to-see-do/special-events](http://www.visitjulian.com/to-see-do/special-events)

Village Artisan Faire Nov. 25

A Wonderland of Handmade Crafts.

10am-4pm / Main & Elder Streets, Fallbrook

[www.fallbrookchamberofcommerce.org](http://www.fallbrookchamberofcommerce.org)

## 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](http://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.



# Don Pelletier's Monthly REAL ESTATE UPDATE

Keeping you  
informed

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

## Resale Activity

Home Sales Recorded in September

2017

\*% change is from the same month of the previous year

Community Name	ZIP Code	Single Family Homes			Condominiums	
		Sales of Single Family Homes	Price Median SFR (\$1,000)	Price % Chg from Sep 2016	Sales Count Condos	Price Median Condos (\$1,000)
<b>SAN DIEGO COUNTY</b>		<b>2,205</b>	<b>\$585</b>	<b>7.3%</b>	<b>1,080</b>	<b>\$405</b>
ALPINE	91901	20	\$600	11.4%	3	\$254
BAY PARK	92110	8	\$733	5.4%	20	\$415
BONITA	91902	10	\$727	15.0%	5	\$290
BONSALL	92003	3	\$1140	43.4%	1	\$308
BORREGO SPRINGS	92004	7	\$233	17.1%	0	n/a
BOULEVARD	91905	2	\$359	n/a	0	n/a
CAMPO	91906	2	\$278	-9.0%	0	n/a
CARDIFF BY THE SEA	92007	9	\$889	-21.7%	1	\$547
CARLSBAD	92008	24	\$838	14.7%	13	\$629
CARLSBAD	92009	37	\$955	5.7%	29	\$496
CARLSBAD	92010	13	\$735	8.1%	6	\$571
CARLSBAD	92011	19	\$800	-26.9%	10	\$856
CHULA VISTA	91910	34	\$560	16.7%	15	\$340
CHULA VISTA	91911	39	\$465	8.6%	13	\$330
CHULA VISTA	91913	36	\$557	-2.4%	20	\$375
CHULA VISTA	91914	15	\$750	-9.6%	3	\$400
CHULA VISTA	91915	20	\$668	23.6%	16	\$439
CLAIREMONT	92117	41	\$615	9.3%	12	\$457
COLLEGE GROVE	92115	46	\$560	15.5%	21	\$278
CORONADO	92118	10	\$1,946	-2.7%	13	\$1,125
DEL MAR	92014	13	\$1,795	15.4%	6	\$1088
DESCANSO	91916	3	\$329	n/a	0	n/a
DOWNTOWN	92101	1	\$850	n/a	74	\$511
DULZURA	91917	0	n/a	n/a	0	n/a
EAST SAN DIEGO	92102	15	\$515	-11.6%	9	\$279
EAST SAN DIEGO	92105	23	\$400	2.6%	11	\$240
EL CAJON	92019	36	\$563	10.3%	15	\$335
EL CAJON	92020	46	\$496	2.3%	11	\$275
EL CAJON	92021	35	\$515	23.2%	12	\$335
ENCANTO	92114	47	\$425	15.5%	4	\$502
ENCINITAS	92024	38	\$1,025	-10.6%	15	\$610
ESCONDIDO	92025	23	\$495	-8.5%	7	\$420
ESCONDIDO	92026	59	\$488	9.5%	4	\$208
ESCONDIDO	92027	57	\$449	4.4%	8	\$210
ESCONDIDO	92029	15	\$769	34.9%	0	n/a
FALLBROOK	92028	63	\$570	10.3%	5	\$335
GRANTVILLE	92120	22	\$688	17.8%	18	\$328
HILLCREST	92103	12	\$1,000	-18.0%	21	\$593
IMPERIAL BEACH	91932	18	\$544	-6.5%	10	\$468
JACUMBA	91934	0	n/a	n/a	0	n/a
JAMUL	91935	12	\$711	23.2%	0	n/a
JULIAN	92036	7	\$378	-20.5%	0	n/a
LA JOLLA	92037	33	\$1,875	6.1%	42	\$588
LA MESA	91941	41	\$525	-9.9%	1	\$303



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LA MESA	91942	33	\$525	7.7%	14	\$360
LAKESIDE	92040	26	\$500	5.0%	8	\$231
LEMON GROVE	91945	25	\$450	18.4%	1	\$290
LINDA VISTA	92111	24	\$584	7.1%	20	\$390
LOGAN HEIGHTS	92113	15	\$416	34.2%	6	\$324
MIRA MESA	92126	32	\$558	-1.2%	25	\$358
MISSION VILLAGE	92123	23	\$610	16.2%	4	\$418

## 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!

### 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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