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THE DELGLEIZE

(pronounced like the glaze on a donut)

GAZETTE

Take Control of Rising Gas Prices

(NAPSI)—Rising gas prices are prompting many drivers to fill up on gas-saving tips.

Fortunately, drivers can add miles to every gallon they pump by following a few easy and inexpensive maintenance tips from the Car Care Council:

- **Vehicle gas caps:** About 17 percent of the vehicles on the road have gas caps that are either damaged, loose or are missing altogether, causing 147 million gallons of gas to vaporize every year.

- **Under-inflated tires:** When tires aren't inflated properly it's like driving with the parking brake on and can cost a mile or two per gallon.

- **Worn spark plugs:** A vehicle can have either four, six or eight spark plugs, which

fire as many as 3 million times every 1,000 miles, resulting in a lot of heat, electrical and chemical erosion. A dirty spark plug causes misfiring, which wastes fuel.

- **Dirty air filters:** An air filter that is clogged with dirt, dust and bugs chokes off the air, wastes gas and causes the engine to lose power. Replacing a clogged air filter can improve gas mileage by as much as 10 percent, saving about 15 cents a gallon.

- **Don't be an aggressive driver:** Aggressive driving can lower gas mileage by as much as 33 percent on the highway and 5 percent on city streets, which results in seven to 49 cents per gallon.

- **Avoid excessive idling:** Sitting idle gets zero miles per gallon, so turn off your

car when you're not actively driving it.

- **Observe the speed limit:** Each mpg driven over 60 will result in an additional 10 cents per gallon. To maintain a constant speed on the highway, cruise control is recommended.

- **Combining errands into one trip:** Several short trips taken from a cold start can use twice as much fuel as a longer multipurpose trip covering the same distance.

- **Lighten the load:** Avoid carrying unneeded heavy items in your truck, an extra 100 pounds can cut fuel efficiency by a percent or two.

Be part of the "Be Car Care Aware" education campaign and log on to www.carcare.org.

SELLING YOUR HOME IN A SHIFTING MARKET

by Dan White

By now, you have probably noticed a new phenomenon in the neighborhood. Real estate signs are appearing in higher numbers than what has been seen for some time and they are staying up much longer than in the last few years. Welcome to the shifting market, a place where new strategies need to be developed and implemented, where the "Field of Dreams" (if we put a sign up, people will buy it) approach simply does not have the success it has had in the past.

Until recently, there has been unprecedented appreciation of home values. That market had a number of factors that contributed to the increase in home values, but the overall effect that it created was a seller's market. Simply stated, economics 101—supply and demand was in action. There were lower numbers of inventory available compared to a higher demand for housing.

So, where is the market now? For those communities that are older, more established and

closer into the core of the metropolitan area, home values have remained for the most part unchanged. But do keep in mind that values have not increased at the higher rate we have recently seen.

While seeing a decline in the values, properties in the outlying areas, those homes in the established communities, are seeing a month-to-month stability in the average selling price.

For those who have purchased newer homes outside the metro area, your position can be a little more precarious. For the most part, your direct competition is not your neighbors, but the homebuilders that are offering incentives, lower prices, landscaping and even swimming pools. In addition to this, the number of buyers is affected by the rise in interest rates. As rates go up, fewer buyers are qualified or simply decide to wait for lower rates. However, if you are considering buying a new home, this might be the time to do so.

So, what can you do to begin to see your goals achieved in the shifting market? Rather

than developing a strategy first, consider bringing in a strategist, or real estate consultant, to help you develop your plan.

A real estate consultant could also be referred to as a fiduciary agent. This means their role is to:

- Advise and Consult
- Educate and Guide
- Be Involved in Decision Process
- Use Judgment and Experience
- Invest Marketing Expenses

When it comes to successfully selling your home in this shifting market, having a sound selling strategy, as well as a knowledgeable professional committed to your success, gives you an advantage over the competition.

Dan White is the owner of The Worry Free Listing at Keller Williams Realty Sonoran Living in Tempe, Ariz. Dan, a native Arizonan and his wife, Patty, have three sons. Dan is the recipient of the Gold Achievement Award, Top Producer Award and a member of the Keller Williams Million Dollar club.



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If you are thinking of buying or selling your home, call me today!



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Laguna Niguel \$584,900
Charming Capri complex in Niguel Summit!



3021 Langs Bay
Costa Mesa \$459,900
Premium Location in Pentridge Cove!



11768 Summerwood Court
Fountain Valley \$700,000
Turn the Key and Call it Home!

FINDING A HOME FOR YOUR RETIREMENT

by Tresa Erickson

You just turned 65 and you're thinking about downsizing. You want to find a home where you and your spouse can reside comfortably now, and hopefully, for the rest of your lives.

The factor that most concerns you is age. The older you get, the more likely you are to have trouble with everyday activities, like climbing up steps or taking a bath. To save yourself some trouble and to maintain your independence for as long as possible, keep the following tips in mind as you look for a new home.

Stairs

If at all possible, avoid buying a house with steps. You might not have a problem going up and down a flight of stairs right now, but that could change in the future.

Space

Look for a house that has enough room for you to put all of your things and still allow you to get around easily. If you have any hobbies, like sewing or quilting, you may want to purchase a home that has an extra room you can devote just to that.

Doorways and Hallways

Try to find a home with wide doorways and hallways. Not only will they make moving furniture in and out easier, but if you or your spouse should one day need a walker or wheelchair, wide doorways and hallways will allow you room to maneuver.

Electrical

Search for a house with easy access to light switches. Again, you or your spouse may one day have to use a wheelchair, so the lower the light switches are on the wall, the better you'll be able to reach them.

Lighting

Try to find a home with lots of natural and artificial light. As you get older, you and your spouse may find your vision changing and need the extra light.

Flooring

Look for a house with as much non-skid flooring as possible. It is especially important in the kitchen and bathroom where water can be hazardous.

Cabinetry

Try to find a home with lower-level cabinetry. The more lower-level cabinets you have, the better off you and your spouse will be. You'll be able to reach whatever you need easily, and because you don't have to use a stepstool, you'll decrease your chances of falling.

Bathrooms

Search for a house with bathrooms that have space for you and your spouse to get around easily, especially if either of you were to ever need a wheelchair or walker. A walk-in shower without steps is a definite plus, as is a hand-held shower nozzle and grab bars.

Maintenance

As you look around for a home, keep maintenance in mind. You and your spouse's strength and endurance may decrease, so you may want to find a house that doesn't require as much upkeep.

These are just some of the features you might want to consider in your search for a new home. With just a little effort, you can find a home that suits you and your spouse now and in the years to come.

You've poured your heart and soul into your home—now it has a chance to pay you back!

As a Senior Real Estate Specialist®, Barbara Delgleize can help you get the most out of your investment.

Request one of her FREE guides especially for seniors at www.BarbaraSellsTheBeach.com and get started on fulfilling your retirement dreams today!

- Strategies for Downsizing
- Answering 12 Most Frequently Asked Questions About Senior Housing
- Property Maintenance: Cost-efficient Ways Seniors can Maintain Their Home and Equity

- Answering Mature Property Owners' 15 Most Frequently Asked Questions About Preserving Your Equity
- Estimating Your Retirement Needs
- How to Transfer Your Low Property Taxes to Your New Home



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