



Alta Murrieta HOMES

Laura & Cheryl

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Broker/Realtor® | Broker/Realtor®



Your Real Estate Consultants

May 2018

Alta Murrieta Residents

Looking Inside . . .

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Laura & Cheryl are strong supporters of the Military. We are teamed up with Valley Resource Center and the Adopt-A-Troop Military Care

Package Program. With May being Military Month it's time to collect donations to fill some more Care Packages. These are much needed as it is our way to show these brave men and women our appreciation for what they do and that they are never forgotten. If you would like to donate any items for the Military Care Packages please see a suggested list of items on page 5.

STARBUCKS COFFEE GIVEAWAY

Cheryl & Laura can be seen walking in Alta Murrieta Neighborhood on a regular basis. Each month, the first 10 people who introduce themselves to us will receive a **\$10 Starbucks Giftcard**. Looking forward to meeting you!

Hint: Regular early morning walks on Whitewood

Those of you who will be contributing items for the care packages, please contact us and we will pick them up at your doorstep. We appreciate your generosity in advance for supporting our military troops.

Please email or call:

Laura.Team@verizon.net / 951.704.4635
Cheryl.Team@verizon.net / 951.285.1245

Recent Buyers/Sellers
Represented by Team Integrity Realty



1615 Paseo Diamante
Hemet (55+ community)
Saved Buyer \$9,000 !



FOR SALE
24759 Prairie Trail Court
Menifee
\$455,900 - \$475,900



40362 Calle Real
Murrieta
\$349,000



35665 Carissa Court
Wildomar
Multiple Offers
(With Our Buyers' Offer
Accepted)

A Little About Laura & Cheryl

Each month we want to share a little something about us and who we are.



Prior to venturing into Real Estate we were in the medical field for 20+ years here in Temecula/Murrieta where we produced medical reports. With evolving technology, our

jobs were eliminated and that is when we decided to redirect our new career into Real Estate. Going back to college, we acquired degrees in Business Management & Real Estate prior to acquiring our Broker license. We are strong advocates for continued education as it is a must in order to represent our clients properly. Our motto – Don't settle for a good agent, get the best agent.



And . . . yes . . . Cheryl & Laura are sisters . . . *"The Power of Two"*

"NEIGHBORHOOD MARKET REPORT" March 2018 Sold Properties in Alta Murrieta

Property Address	BR/BA	Sq/Ft	Days on Market	Sold Price	Date Sold
39726 Fairview Ct	4/3	2,300	10	\$427,700 ↑	03/05/18
39842 Daphne Dr	4/3	2,550	6	\$438,500	03/08/18
39582 Casandra Ct	3/2	1,924	5	\$428,500 ↑	03/15/18
25101 Camino Mancho	4/3	1,903	3	\$403,000 ↑	03/15/18
25195 Corte Sombrero	3/3	1,725	3	\$380,000 ↑	03/16/18
39961 Pearl Dr	3/3	1,693	63	\$379,900 ↓	03/16/18
39569 Kucera Ct	4/2	1,493	158	\$370,000 ↓	03/23/18
39200 Foxglove Cr	4/3	2,197	88	\$360,000	03/29/18
25725 London Ct	4/3	2,137	7	\$422,000 ↑	03/30/18
39739 Ridgedale Dr	3/3	2,204	17	\$422,000 ↑	03/30/18

Is 2018 a Sellers Market?

What to Expect When Selling a Home in 2018

In 2018, there is a shortage of housing and high demand of buyers, which means good things for you. Putting your house on the market early in the year means you could potentially sell it faster. The best time to move is in the spring and fall, so listing your house now would meet that timeline. People are looking for houses, so when there's a shortage that means it's good for sellers! If you're debating selling your home, here are some reasons that you should consider before you decide to close the book on that idea.

❑ **Interest Rates** – In 2018, interest rates on homes are very low. They are expected to rise, though, so getting your house on the market fast is extremely important. Low interest rates will drive buyers to purchase homes now since they will want to get a good deal while the getting is good. Bidding wars are also something that will come about because of the low interest rates. A bidding war will be beneficial to you, making it more likely you receive your asking price, or at least close to it. Low interest rates and desperate buyers mean you sell your home faster. The lower rates can benefit you as well when you look to purchase your next home, making it a win-win for you.

❑ **Stable Economy** – With the economy starting to stabilize, people are more comfortable and confident in purchasing a new home. An income increase means *more* money in their pocket, which ultimately translates to more money in your pocket. The tax breaks buyers can receive from a home purchase also makes it a wonderful time for them to purchase your home. Selling your home right away usually means a more significant profit for you in the long run. The longer your house sits on the market, the more the market value of your home decreases. When determining your asking price, make sure it's realistic. Buyers and real estate agents have access to so much more information now than they ever have with the advancement of technology. You want to make sure that you are not cutting yourself short by asking too low of a price, but you also don't want to make the price so outrageous that no one wants to buy your home.

❑ **Millennials** – It is a great idea to market your home to that generation. In the past few years, they have made up a significant amount of homebuyers. Chances are they will buy in more expensive markets because they are getting further into their career, which means they are making more money. The more money they make, the more money that goes into your pocket when you sell your home. They are transitioning from renting to becoming homeowners, and this is definitely to your benefit. Renting a home costs so much more over time rather than buying one. Updating your home to make it more appealing to millennials is beneficial. Try and make your home energy efficient to make it more attractive. New technology helps also, but it's not a requirement.

❑ **Shortage of Homes** – Since there's a shortage in the number of homes available compared to the number of buyers, 2018 is a great time to sell your home. Buyers are getting worn out from looking for a place to call home because there aren't that many for sale in specific areas. Putting your home on the market early will help you to beat out the competition of *new construction*. Since new developments are on the rise in some areas, you want to make sure you do everything in your power to make your house more appealing than more modern homes. Staging your home is a good start. Start staging your house for the buyer. Depersonalize your home and make sure to remove all the unnecessary clutter from it. Your house should always be show ready. Increase your curb appeal as well by planting some flowers, painting your porch, and cleaning up your yard. You have to beat out the competition, and curb appeal is one way to do it.

Selling your home this year is an excellent idea if you're ready to take that step. Use the shortage of housing and the high demand of buyers to your advantage. Get your house on the market now for a better chance of closing a solid deal where you and the buyer are both happy.

Recipe Corner from . . .

*Our dear friend,
client, and long-time
Murrieta Resident,
Alta Curran - Thanks
Alta!*



Macaroni & Cheese

<i>1 (8-oz.) pkg. Lg. Macaroni</i>	<i>1 tsp. salt</i>
<i>2 c. milk</i>	<i>1/4 c. butter</i>
<i>2 c. grated sharp cheddar</i>	<i>1/8 tsp. pepper</i>
	<i>1/4 c. flour</i>

Preheat oven to 375°. Grease a 1-½ quart shallow baking dish. Cook macaroni and drain. In a baking dish alternate macaroni and cheese into 2 layers. Reserve ½ cup of cheese for the top. For sauce: In a medium saucepan melt butter and remove from heat. Blend in flour; gradually stir in milk, then salt and pepper. Bring to a boil stirring for 1 minute. Pour sauce over macaroni and cheese, top with remaining cheese. Bake for 15-20 minutes until cheese is melted and brown. Enjoy!

Safety of Welded-On Parts



Put It All Together and 'Clip Job' Repair Is Iffy Proposition at Best

Mention a "clip job" and most people think of a bad haircut or a crooked salesman hawking a slow computer.

But in the car business, a clip job means something very specific: welding the front or back half of a junkyard car onto your vehicle after it has sustained major damage in a crash.

Many people wonder if this is a safe procedure. The answer is maybe—or maybe not. It all depends on the knowledge of the body shop technician, the kind of clip job that is being performed and the quality of the clip that is being welded.

A rear clip is generally an easier and less risky job to perform than a front clip. The body shop attaches the entire rear half of a car, including the rear quarter-panels, the trunk lid, a section

of a floor pan, the rear suspension system and possibly the entire roof.

A front clip is far more complex, because it involves the entire drive train, steering system, braking system and possibly the dashboard electronics. The job involves making critical engine, transmission, braking and fuel system linkages.

Clip jobs have such poor reputations that some insurance companies refuse to permit them, though other insurers



encourage body shops to perform them as a way to hold down costs. Asking your insurance company about its policy regarding clip jobs is an easy way to gauge its commitment to safe, high-quality repairs.

With any clip job, the issue is ensuring the vehicle's structural integrity.

Indeed, auto makers generally specify that vehicle unibodies must be aligned to within no more than one-sixteenth of an inch in all dimensions. Without proper jigs and tools, your shop might never get your vehicle aligned properly after a clip job, and it could end up a "dog walker"—traveling sideways a bit.

Another downside of a clip job is that you'll want to ensure that the clip is from a vehicle no older than your own damaged vehicle. Getting a 1992 rear end welded to your '96 or a high-mileage clip to your low-mileage car is problematic at the least.

Are welds strong enough to hold clips onto the car? Yes. Generally, welding on an entire section involves less uncertainty than welding on a large number of smaller pieces. But keep in mind that any collision that inflicts enough damage to require a clip is a major event and may cause long-term problems. This article is brought to you by

https://www.kbb.com/car-advice/articles/safety-of-welded_on-parts/

TRIVIA

1. How many hearts does an octopus have?

- 1
- 2
- 3
- 4

2. How many bones does an adult human have?

- 172
- 206
- 79
- 115

3. Who was the 4th president of the United States?

- James Madison
- George Washington
- John Quincy Adams
- Ronald Reagan

4. What is the most popular drink in the world that does not contain alcohol?

- Water
- Coca-Cola
- Coffee
- Tea

5. What is the largest planet in the solar system?

- Mars
- Uranus
- Saturn
- Jupiter

6. How old was Marilyn Monroe when she died?

- 36
- 26
- 38
- 31

7. At what age did Buffalo Bill become a rider for the Pony Express?

- 16
- 24
- 21
- 14

~Answers on back page~



Here are just ***SOME*** of the ***BENEFITS*** you will receive when listing your home with **Cheryl & Laura**

- ▶ Quality Customer Service
- ▶ Professional Photography
- ▶ Transparent Communications
- ▶ Professional Flyer
- ▶ Hands-On Experience
- ▶ Virtual Tour of Your Home
- ▶ Staging
- ▶ Internet Exposure to 900+ websites
- ▶ Optional Open House Coverage
- ▶ Advertisement in Monthly Local Newsletter
- ▶ Weekly Updates by Phone and/or Email
- ▶ Exposure on Facebook, Trulia, Zillow, etc.
- ▶ Feedback of Showings
- ▶ And much more!

Laura and Cheryl work very hard to get your business so just imagine how hard they will work to **SELL** your home. **CALL TODAY** to set up a **FREE** no-obligation consultation.

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Bill Shadden

Owner/Operator
elitetacticalcoating@gmail.com

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951.816.9412

elitetacticalcoatings.com

Military Care Packages Suggested Donation List:

Food/Nutrition/Snacks

Protein/Energy/Nutrition Bars
Chips (Doritos, Cheetos)
Chex Mix
Hard Pretzels/Trail Mix
Nuts, Sunflower Seeds
Beef Jerky
Snack Cakes/Cookies
Cereal (individual Packs)
Pop Tarts
Granola Bars
Ramen Noodles/Cup-O-Noodles
Cheese Crackers/Wheat Thins
Gum, Lifesavers, Mints
Dried Fruit

Toiletries

Foot Powder
Razors
Lotion
Washcloths, Toilet Paper
Facial Wipes, Cotton Swabs
Feminine Hygiene
Shampoo/Hair Gel
Dental Floss/Eye Drops
Sunblock
Throat Lozenges
Chapstick

Beverages

Instant Coffee/Starbucks VIA

Powdered Creamer
Gatorade Flavored Drink Powder
Tea/Hot Cocoa Mix
Lemonade/Koolaid Mix
Crystal Light Flavored Packets

Support

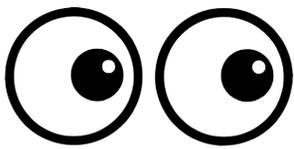
Greeting Cards/Letters
USB Drives/Headphones
Travel-Sized Games
Paper, Pens, Envelopes
Hacky Sacks
Deck of Cards

MORTGAGE PRE-APPROVAL

OBTAIN THE BEST RATES & LOWEST CLOSING COSTS (with possible credits)



When you are ready to purchase a home, it makes sense to negotiate from the strongest position possible. In a strong real estate market, sellers can be more selective in the final buyer they choose to negotiate with. In such a crazed seller's market, it's not uncommon for a home seller to receive multiple offers on their property. With that said, there are certain things you can do to make certain that your offer is the one the Seller goes with. The vast majority of Purchaser's today go about the process entirely wrong, putting themselves at an overwhelming disadvantage!



Let's look at this from the Seller's perspective for a moment. If you were the Seller and had multiple offers on your property, all things being equal, would you accept the

one with Certificate of Financing Approval or the one that was still Conditional on Financing? The answer is obvious. Why then, do so many buyers wait to start the financing until after they have found the home?

What we find is that those buyers are usually very good, qualified buyers and are not worried about getting approved. Even though they usually are correct and will ultimately be Approved, the Seller in most cases has no guarantees.

Lastly, from a cost savings perspective...

As a prospective purchaser, it makes all the more sense to start the financing early on so you can get a firm handle on your interest rate and estimate of points and closing costs. If you do this before finding a home, you are not under any time constraints and are less likely to over pay like a

buyer who has found a home and is under strict time constraints.



If you are finding that now is the time for you to hop off that fence and move forward with a home purchase contact us today. We will team you up with the right lender that fits your needs, one who is experienced and can get the job done right the first time. In a seller's market, there usually are no second chances once you find the right home.

Let Laura & Cheryl take you down the road to home ownership.
Call us today and let's get started. **(951) 290-8450**



Located just 1 mile northwest of Idyllwild on Hwy 243, Idyllwild

Nature Center offers a variety of field study trips, environmental education programs and guided tours which can be scheduled by appointment and tailored to fit specific needs or interests. Programs focus on mountain ecology, habitats, flora and fauna, Cahuilla Native culture and the history of the San Jacinto Mountains.

Various seasonal events are held at Idyllwild Nature Center, including the well-known Lemon Lily Restoration Day, Butterfly Daze, and the Wildflower Day. A spacious auditorium is available to rent for special events. Located at 25225 California 243, Idyllwild, CA 92549
Phone (951) 659-3850

DRAWING CONTEST

Enter for a chance to win a \$25 Gift Card from Target. Let's build your creative confidence and show everyone your drawing skills. Monthly drawing contest for ages 12 and under. This month create a drawing of your choice. All drawings must be submitted by May 15, 2018 in order to be eligible for the contest. The winner will be randomly drawn and acknowledged in our next month's newsletter. Winner will be notified by email and/or phone.



Submit all drawings to: Cheryl Shadden at Cheryl.Team@verizon.net or mail to Team Integrity Realty - 37290 Los Alamos Road, Murrieta, CA 92563.

Name: _____ Age: _____

Address: _____

Parent Phone: _____ Parent Email: _____

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HOMESELLERS

Knowing what your home is worth is important information to have if you are thinking of selling your home. With this current market data, you will be able to determine what your home might sell for if you decided to put it on the market.

There is no cost or obligation for this valuable service. For your **FREE** screen shot market analysis visit www.SoldInMurrieta.com

Congratulations to Frances D.

Age 11

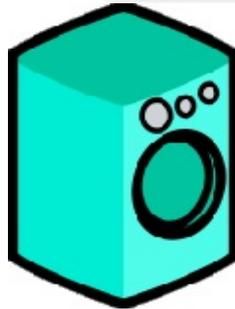
Your drawing was randomly chosen as our Drawing Contest Winner to receive a \$25 Target Gift Card!



**LOOK
INSIDE**

for the new drawing contest!

Tip of the Month



Smelly Washing Machine?

Don't wash your clothes in a smelly machine.

Instead, disinfect it with distilled white vinegar and baking soda to keep it fresh and high-functioning. Run the machine with hot water, then add the cleaning agents, and let it sit for 30 to 60 minutes. Afterwards, restart your machine, let the water drain, and wipe it dry.

Clinton Keith Road Extension



The full construction of Clinton Keith Road from Whitewood Road to Winchester Road is anticipated to be completed **Summer 2018**. The project

will construct four lanes, two in each direction, and will provide a vital east-west link between I-215 and Winchester Road.

1. 3
2. 206
3. James Madison
4. Coffee
5. Jupiter
6. 36
7. 14

Trivia Answers



Visit Our Website At

www.TeamIntegrityRealty.com