

Subject line:

Gary Kent Q&A: Foreclosures...Trump Gets Trumped...Nostalgia #2

GARY KENT'S Real Estate Q&A #222

Save Time, Make Money, & Avoid Headaches When You Buy Or Sell A Home or Rental Property in SAN DIEGO!

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***** 1. WELCOME / This Week's Special Offer**

Welcome To The Latest Issue

WOW! This week's been HOT, hasn't it? And speaking of hot, we got a HUGE response from our "Foreclosure Hot-List". Check it out below; you might be interested. ...Also, be sure to check out our upcoming free seminar this Thursday, July 27 (see below). ...On this date in 1969, Neil A. Armstrong and "Buzz" Aldrin become the first men to walk on the moon.

Get On Our Brand-New "Foreclosure Hot-List"

Several major lenders have just selected me to handle their foreclosures. And I'm looking to build a short list of investors or people just looking to purchase a home at an attractive price. I anticipate they will be available 5-10% below market. If you'd like to be the first to find out about them, [click here](#).

This Week's Special Offer

TWO FREE PADRE TICKETS To The Next 5 People...

...To sign up from this week's newsletter for our brand-new seminar Thursday, July 27, 6-8PM called "Why Buy In A Buyer's Market". [Click here](#) for flyer with more info &/or **call (858)457-KENT** to sign up. (Winners must attend to receive tix!)

San Diego Home Price Nostalgia, #2 of 4

Here's another page from the 1954 San Diego Union real estate classifieds. [Take a look](#) and be amazed...

Trump "Trumped" by Saudi Prince's \$135M Aspen CO Home

An Aspen home has just hit the market at \$135M, snatching the "most expensive listing in America" title from Donald Trump's oceanfront estate in Palm Beach FL, listed at a mere \$125M. The Aspen home is owned by Saudi Prince Bandar bin Sultan bin Abdul

Aziz. Built in the late 1980's, "Starwood Ranch" sits on 95 acres in Aspen. The 56,000 square foot home has over 30 rooms, an indoor pool, trails, a snowmelt driveway (whatever that is), employee living quarters and horse stables. The main home has 15 bedrooms and 16 bathrooms and is larger than the White House.

Want Positive Cashflow Real Estate w/o Management Hassle?

Does the idea of a hands-off real estate investment with steady cashflow get you interested? Perhaps even a little excited? I've found a great investment opportunity that I'm personally investing in, as have over 25 of my clients. If you have 100K to 3M to invest and want to find out more...**Call me at (858)457-KENT** or [CLICK HERE for info on the Positive Cash-Flow Apartments](#)

FREE MLS Online Search For A San Diego or Riverside Home

To search for a home right now, click here: [Free MLS Homesearch](#)

Send This Free Newsletter To A Friend

Subscribe them with a quick email to TellAFriend@GaryKent.com with their email address in the subject line.

Remember to email your questions, comments, compliments, corrections, critiques, & rebuttals to Questions@GaryKent.com.

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**\*\*\* 2. Gary's Real Estate Seminars**  
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FREE SEMINAR July 27 / Thursday 6-8PM

At "Forum Hall" at the UTC Mall in University City
"Why Buy In A Buyer's Market?"

Is this the BEST or WORST time to buy a home? The answer may surprise you. Come and get the inside scoop on buying a home today. You'll learn:

- San Diego market update: Bursting bubble or soft landing?
- Advantages of buying in today's slower market
- Who should NOT buy a home today?
- 3 Things you must know BEFORE you buy your next home
- 5 ways to profit and plunder in today's market
- The 80/20 rule to buying a home
- Insider secrets to buying a home below market value
- Avoid these 5 common homebuying mistakes
- The HUGE DIFFERENCE between today's & the 1990's slowdown
- How to get seller's to pay EVERY PENNY of your closing costs
- Who should NOT buy a home today? ...And is it YOU?

[Click Here For Flyer](#)

Call (858)457-KENT to reserve your seat today!

Sandwiches & drinks provided + free drawing.

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**\*\*\* 3. HomeBUYING Question**  
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"There's a house my wife and I have fallen in love with. But the owner wants \$40,000 more than any house of similar size in the area has ever sold for. How do I talk her down to a realistic price? Thanks."

***ANSWER:

There's more to value than square footage. There's location, condition, view, amenities & upgrades, lot size, garage size, etc.

But let's assume you're right and the home is 40K overpriced. Try these ideas:

1. Your agent should ask the seller's agent that one simple magic question, "How much will the seller take?". You'd be amazed if you knew how often some agents will gladly cough up confidential information and give you specific answers such as, "They need this sold by next month due to a job transfer, so they'll come down \$XXXX." (Absent permission from the seller to divulge such info, the seller's agent is violating his duty to the seller...but the buyer's agent is not prohibited from asking.)
2. Your agent should ask the seller's agent why the seller is selling.
3. Your agent should ask the seller's agent how they came up with the price...what comps were used, etc.

Hope that helps you.

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**\*\*\* 4. HomeSELLING Question**  
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"I've seen an agent in my neighborhood advertise that they'll buy my house if they don't sell it. But I'd rather use you. Will you give me the same guarantee?"

***ANSWER:

Sure. But you won't like the price. And you won't like the price the agent you mentioned offers you either.

The reality is no agent is good enough to know 100% that your home will sell. So, if they make that guarantee, they have to cover their rear by making the price so low that they won't lose their shirt.

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**\*\*\* 5. INVESTING or FINANCING Question**  
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"I own apartments and I'd like to learn more about Limited Liability Companies. I've heard they could help protect me in case I get

sued if one of my tenants slips and falls or has some other accident. What can you tell me about LLCs?"

***ANSWER:

Since this is California where everybody sues first and asks questions later, you're smart to protect yourself.

At one of my seminars a couple of years ago, an attorney who handles LLCs attended and he said that for asset protection, carrying sufficient insurance is the best protection for most people.

However, I know an LLC can be very beneficial for many people. As this gets into law, and I'm not an attorney, please seek the counsel of an attorney knowledgeable about LLCs and asset protection.

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**\*\*\* 6. HOT PROPERTIES: Call Now On These Hot New Listings & Not-Yet-On-The-Market Properties**  
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"COMING SOON"

(Click [Contact Me](#) to be contacted BEFORE these properties hit the market!)

- **Clairemont** – Remodeled 4BR/2BA house + granny flat. 2-car garage. Mid/high 500's. [Contact Me](#)
- **Encanto** – **ESTATE SALE:** Priced below market! 3BR "fixer" house w/ family room, dbl garage, large lot. 415K! [Contact Me](#)
- **La Mesa** – Lovely 4BR home nestled in the foothills of Mount Helix on a peaceful, quiet, low-traffic street. 495-540K! [Contact Me](#)
- **North Park** – House + 2 commercial units. Great income! Should be in the 800-ish range. [Contact Me](#)
- **Pacific Beach** – Cute updated 3BR/2BA north P.B. house. Priced @ just 600-650K in a neighborhood of \$1M homes! [Contact Me](#)
- **Pacific Beach** – Enjoy dazzling bay/city/nightlight views from this north P.B. home w/ large rooms! 900K-1M! [Contact Me](#)
- **Pacific Beach** – Custom 4BR north P.B. house w/ spectacular oversize rebuilt kitchen, canyon vu, more. 750-825K! [Contact Me](#)
- **Poway** – **BANK-OWNED FORECLOSURE!** 3BR/2BA home w/ views. Quiet street. To be around 500K! [Contact Me](#)
- **Serra Mesa** – Very affordable 2BR condo. More info to follow. [Contact Me](#)
- **Tierrasanta** – **BANK-OWNED FORECLOSURE!** 1584sqft 3BR/2BA townhome, 2-car garage. Near pool, canyon. [Contact Me](#)

NEWLY LISTED (Your Property Here!)

- **Clairemont** – Near-2000 sqft home w/ huge 24x21 family room, hardwood floors, RV parking, more. Very private. 575-625K!
- **Escondido** – **ESTATE SALE:** Bargain Hunter's Dream. 3BR house (not a condo!) w/ garage on full lot on quiet street. Just 369K!
- **Lemon Grove** – Remodeled 1700sqft home on over 1/4 acre. Quiet street, 2-car garage, stunning kitch. 460-500K

MORE GREAT HOMES & INVESTMENTS *(Your Home Here!)*

- **SOLD/Bay Park** – Great price for this 1400 sqft, 3BR house in “Overlook Heights”. Quiet street. 585-625K!
- **SOLD/Bay Park** – Flawless 2023sqft 3BR/2.5BA home on quiet street. Remod throughout, family room, great yard! 725-800K!
- **Carlsbad** – Newer 1766sqft, 3BR/2.5BA “Harbor Pointe” home on culdesac near beach. Remod kitchen w/ granite. Now 669K-679K!
- **Clairemont** – Sought-after Palisades neighborhood! 3-4 BR house w/ HUGE 23x18 sunny California room. 650-675K!
- **Clairemont** – 2BR/2BA house w/ oversize backyard, brand-new eat-in kitchen, FPL, vinyl windows, quiet street. 470K
- **Clairemont** – 4BR/2BA “Parkwest” home w/ family room across from Gershwin Park tennis, basketball. Reduced to 490-525K!
- **Clairemont** – Cute, clean 3BR/2BA home w/ 2-car garage, FPL, dbl-pane windows, lots of upgrades, nice yard. Now 465K-495K!
- **Clairemont/Kearney Mesa** – 1BR condo w/ GARAGE! Offers new carpet & paint, vaulted ceiling. Just 205-219K
- **Clairemont/Kearney Mesa** – 2BR condo w/ yard. Newer carpet, paint, flooring, appliances, tub/shower, more. Just 269K
- **Jamul** –3BR/2BA house w/ brand-new kitchen & country views. FULL ACRE w/ lovely pool, RV parking, large garden: 625-675K
- **SOLD/La Jolla** – Newer 2BR/2BA condo, heart of downtown La Jolla—walk to shops, restaurants! Marble, granite. 650-725K
- **Linda Vista** – 3BR/2BA fixer-upper house w/ spectacular valley & city views! Beautiful street. Priced to sell @ 459K!
- **Pacific Beach** – Upgraded 2BR/2BA townhome 1 block to Tourmaline Surf Park & Beach. Garage, quiet complex. 500-550K!
- **Phoenix, AZ** - 12 apartments, 4x1BR, 4x2BR, 4x3BR. Fully renovated. Condo conversion opportunity? \$1.068M.
- **Phoenix, AZ** - Cashflow apartments, zero management, 10-15% under-market!. 1031 exchange OK. \$100K to \$2M down.
- **Santee** – Beautifully upgraded 4BR home w/ panoramic views! Dual pane windows, custom kitchen w/ oak & granite: 465-485K

Call me at (858)457-KENT to find out more or arrange a private showing...

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**\*\*\* 7. THANK YOU For Your Referrals**  
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Thank you M. H. for referring your clients to sell a home...
Thank you John C. for referring someone to buy & sell a home...
Thank you Alrberto & Irene H. for referring someone to us...
Thank you Margaret S. for recommending us to your coworkers...

Have a great week,

GARY KENT

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