

Subject line:

Gary Kent Q&A: Décor/Remodel Nightmare + Largest U.S. Home

GARY KENT'S Real Estate Q&A #226

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

IN THIS ISSUE:

- 1. Welcome / This Week's Special Offer
- 2. Gary's Real Estate Seminars
- 3. Homebuying Question
- 4. Homeselling Question
- 5. Investing or Financing Question
- 6. Hot Properties: New Listings BEFORE They Hit The Market
- 7. Thank You For Your Referrals

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

Welcome To The Latest Issue

Hello again! Just a reminder to email me if you know a good, dependable, skilled, honest, reasonably-priced handyman. If they have all these qualities, please email me at GaryK@GaryKent.com. And also email if you have a remodeling or decorating nightmare (see below) that you'd like to share. Thanks!

CNNMoney Best U.S. Places To Live 2006

HIGHEST INCOME cities to live in per CNNMoney. Here are the cities with the highest median household income:

1. \$112,493 Greenwich, CT
2. \$110,518 Cupertino, CA
3. \$109,500 San Ramon, CA
4. \$109,417 Bethesda, MD
5. \$104,921 Flower Mound, TX (Flower Mound, TX???)
6. \$104,770 Burke, VA
7. \$102,619 West Bloomfield Township, MI
8. \$101,584 Palo Alto, CA
9. \$101,443 Pleasanton, CA
10. \$100,465 Yorba Linda, CA

Next Friday: 10 cities with the PRICIEST HOMES

Get On Our 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](#).

Largest Private Home In The U.S.

The 250-room Biltmore House in Asheville, North Carolina., is the largest private home in the U.S. This four-story home has four acres (some 175,000 square feet!) of interior floor space, 35 bedrooms, 43 baths, and 65 fireplaces. It was built on a 125,000 acre estate, now reduced to a "postage-stamp" 8,000 acres. It was built from 1890 to 1895 for philanthropist George W. Vanderbilt, the great-great-great uncle of CNN anchorman Anderson Cooper. It's still owned by members of the Vanderbilt family.

Interested In Positive Cashflow Apartments With No Management Hassles?

Want a hands-off real estate investment with consistent positive cashflow? Sound too good to be true? I've found a great investment opportunity that I'm personally investing in, as have several of my clients. If you have \$100,000 to \$3,000,000 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](#)

Décor & Remodel Nightmare #2 of ???

Then there was the nice young man who had unfortunately just gone through a messy divorce. He ended up with the house and, as a personal "statement" to no one in particular, he removed the masterbath toilet and replaced it with a urinal...
---Got your own décor or remodeling NIGHTMARE? Email it to me at Nightmares@GaryKent.com.

FREE MLS Online Search For A San Diego or Riverside Home
To search for a home right now, click here: [Free MLS Homesearch](#)

This Week's Freebie:

FREE \$450 Home Appraisal & FREE \$300 Home Inspection
For a limited time, you'll receive \$750 in free services when you agree to use us as your Realtor to buy a San Diego home or investment property, use our preferred Countrywide Financial lender, and use any CREIA-member home inspector. For more details or to take advantage of this offer, **call us @ (858)457-KENT**.

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.

~~~~~  
**\*\*\* 2. Gary's Real Estate Seminars**  
~~~~~

FREE SEMINAR October 7 / Saturday 10AM-NOON
At "Forum Hall" at the UTC Mall in University City

**"Can You Guess Where I'm Buying Real Estate In 2006?"
Positive Cash Flow Apartments With Appreciation & ZERO
Management**

- Want to build wealth through real estate?
- Want to buy real estate 10% below market value?
- Want an easy, hands-off investment you don't have to manage?
- Want to enjoy a consistent positive cashflow?
- Want real estate that will appreciate?
- Want your only responsibility to be cashing your monthly check?

This is the best real estate opportunity I've found in 22 years in the business. I believe in it so much that my wife and I are investing a bundle of our own money. Over 2 years, 25 of my clients have invested and every one I talk with reports profits equal or better than promised. And 8 more are investing this month.

If you have 100K to 3M to invest and want to find out more about this opportunity... [CLICK HERE for flyer, more info, & free sign-up](#)

Sandwiches & drinks provided + free dinner drawing. No obligation. Come, listen, ask questions, then you decide...

To RESERVE YOUR SEAT at this free presentation now, [click here](#) or call (858)457-KENT!

~~~~~  
**\*\*\* 3. HomeBUYING Question**

~~~~~  
"How much money is required for a deposit to buy a home? My friend says not to give a deposit over \$1,000."

***ANSWER:

The initial deposit is also called an "earnest money deposit." \$500 doesn't sound terribly earnest and makes your offer look weak, hurting your chances of getting the home you want. Not what you want. Typical deposits are 1% or more, sometimes up to 3%.

When I teach courses and seminars on buying real estate, I give a list of low- or no-cost ways to make your offer stronger. Topping the list is a large deposit. All you lose is a few bucks on interest. ...Of course, the money is at risk if you default, so don't default!

~~~~~  
**\*\*\* 4. HomeSELLING Question**

~~~~~  
"We're going to be selling our rental condo in La Jolla. Should we sell it with the tenants in or should we sell it vacant?"

***ANSWER:

The answer depends on 3 things: are the tenants cooperative, are they reasonably neat, and does the home need a cosmetic overhaul?

If the tenants will be flexible with showings and allow a lockbox, and the place looks great, and the home doesn't need a cosmetic redo, then by all means let them stay. You may want to offer them an incentive or reward for their help.

However, if the tenants 1) aren't cooperative, 2) they keep the place a mess, or 3) the home needs a makeover that's too difficult to do with them in, then give them notice and do a quick cosmetic makeover.

Hope that helps...

~~~~~

**\*\*\* 5. INVESTING or FINANCING Question**

~~~~~

"Hi Gary. We're buying a bigger home and considering keeping our old home as a rental. Do you think that's a good idea?"

*****ANSWER:**

Great question, one I hear from many of my clients. There's no precise yes/no answer, but here are some things to consider:

PRO

- 1.. Real estate has been the basic building block of wealth for many well-off families. I own rental real estate and very much believe in it.
2. The house is a property you're very familiar with, so you're not coming into an unknown.
3. If you want to start investing, a single-family home is a simple way to start.

CON

1. If you've owned and lived in your home for at least 2 of the past 5 years, you can sell it and exclude up to 500K of gain (250K for singles). Once you've been out for too long (usually 3 years), you'll lose that tax benefit.
2. While single family homes are a simple starting point, they are not the ideal investment.
3. If your home is in pristine condition, you may be heartbroken if tenants mistreat it.

~~~~~

**\*\*\* 6. HOT PROPERTIES: Call Now On These Hot New**

**Listings & Not-Yet-On-The-Market Properties**

**LISTINGS INFO HERE**

**\*\*\* 7. THANK YOU For Your Referrals**

Referring a friend or someone you care about is the highest compliment you can give me. Thank you for all of your generous referrals!

Have a great week...

**GARY KENT**

"The Agent You See **EVERYWHERE**"

**All-Time #1 Agent/Team In San Diego County for RE/MAX  
22 Years Experience -- 3,100+ Homes Sold**

Gary Kent Team --- RE/MAX Associates

**(858)457-KENT --- (858)457-5368**

[GaryK@GaryKent.com](mailto:GaryK@GaryKent.com) -- [www.GaryKent.com](http://www.GaryKent.com)

If a friend would enjoy this enewsletter, forward it to them. To subscribe, email [Subscribe@GaryKent.com](mailto:Subscribe@GaryKent.com) with "subscribe" in the subject line.

---

You receive this free real estate ezine because you subscribed, entered your email address at my website(s), or were referred. By reading it, you agree you: 1) understand this is opinion & not advice; 2) will seek professional tax, legal, and real estate advice; 3) are solely responsible for use of content, 4) hold Gary Kent, Kent & Associates Inc., and RE/MAX Associates harmless. Questions may be paraphrased for clarity/brevity. Free items are available only to residents, owners, and people planning to buy real estate in San Diego County. Disregard this email if you have a current listing or buyer-broker agreement. (c)2006 Gary Kent, All Rights Reserved.