

*Subject line:*  
Gary Kent Q&A: Do YOU Have A Ticking Time Bomb?

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**GARY KENT'S Real Estate Q&A #228**  
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**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**  
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**Welcome To The Latest Issue**

Wow—did you see the Agassi-Baghdatis tennis match last night? A classic! At the end, Baghdatis cramped and could barely walk, but kept playing. Agassi was so flustered, he had trouble keeping the ball in, but eventually won. ...We've got a new name for the wordy "Phoenix positive cashflow apartment opportunity"...it's now called: "Invest In The West". ...A good old boy from Texas called and asked me to advertise his Texas acreage. When we advised him to get a local broker, he said, "Every time I Google San Diego, you guys come up #1 or #2. That's what I want in a broker."

**Do You Or A Friend Owe Too Much To Sell?**

We may be able to help with what's called a **Short Sale**, where we negotiate with the bank to decrease their loan balance to allow a sale. I've helped about 200 clients with this approach. Call me for more info @ (858)457-KENT.

**Do You Have A Ticking Time Bomb Of A Mortgage?**

Did you get a "pay option" or "flex" adjustable loan, the kind that starts at a ridiculously low payment and your loan balance keeps increasing. Remember that your payment is going to "reset" soon, so you better be ready or you might be in for an unpleasant time when your mortgage payment suddenly doubles. Hopefully you've got a plan in place and/or the increase payment won't be a problem. But if that's not the case, call me ASAP as between me and my trusted lender we should be able to help you map out a plan to avoid problems down the line. Call me at (858)457-KENT.

**Help Wanted / Job Opportunity #1**

I'm looking for an energetic person to assist with handling bank-owned foreclosures. It's a fast-paced job w/ lots of detailed work

involving tracking data, completing extensive forms, helping determine property values, meeting contractors, meeting deadlines, & more. If you're interested, email your info and/or resume to [Job@GaryKent.com](mailto:Job@GaryKent.com).

### **Help Wanted / Job Opportunity #2**

We're seeking a hungry Real Estate agent to be a "Buyer Agent". Help homebuyers find their dream home! We provide leads, training, and coaching. Almost all expenses covered! Email your info and/or resume to [AgentJob@GaryKent.com](mailto:AgentJob@GaryKent.com).

### **Get On Our "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](#).

### **CNNMoney Best U.S. Places To Live 2006**

The cities with the HIGHEST HOME APPRECIATION 2004-2005 per CNNMoney are:

1. 52.4% Providence, RI
2. 43.2% Avondale, AZ
3. 42.8% Bakersfield, CA
4. 41.9% Madera, CA
5. 41.7% Visalia, CA
6. 41.0% Cape Coral, FL
7. 40.5% Gilbert, AZ
8. 40.0% Florence-Graham, CA
9. 39.8% Surprise, AZ
10. 39.8% Highland, CA

Once again, San Diego didn't even make the list!

Next Friday: 10 cities with the SHORTEST COMMUTE.

### **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 #4 of ???**

And then there was the fellow who wanted heated floors in his home. ...So he put electric blankets on the floor and tiled over them. Give him high marks for creativity, but take off a few for utter stupidity.

---Got your own décor or remodeling NIGHTMARE? Email it to me at [Nightmares@GaryKent.com](mailto:Nightmares@GaryKent.com).

### ***This Week's Special Offer:***

**I'll Finance Your Home Repairs For Free**

Considering selling your home or other real estate? Is it a bit of a "fixer-upper" and you'd like to do some work but you're in a cashflow crunch? **Call me at (858)457-KENT** and I'll be happy to discuss possibly loaning you the money until the home sells. I look forward to talking with you.

**Roommate Wanted In Lakeside**

We just helped a client buy a condo in Lakeside, and he and his wife are looking for a roommate: \$600/mo for a private bedroom, all utilities, laundry, pool, jacuzzi etc. Call Gary Kneeland @ (619)334-7425.

**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](mailto: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](mailto:Questions@GaryKent.com).

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**\*\*\* 2. Gary's Real Estate Seminars**  
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**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?"  
*INVEST IN THE WEST: 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!

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

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"Do you think it's a good idea to buy property as a co-owner with another person (contractor by the way) to fix and sell in about 2 years? We would be renting the house and the difference in mortgage payment would be divided between us and the other owner."

\*\*\*ANSWER:  
There are several parts to my answer:

1. Should you buy with a partner?
2. Should you buy a fixer?
3. Should you buy now?
4. Should you resell in 2 years?

1. Partner--  
I'd be careful about buying with a partner. While many partnerships go just fine, I've also heard many stories of problems. So if you do it, be sure it's with someone you know and trust, AND have an attorney draw up an agreement covering responsibilities and rules for selling the property.

2. Fixer--  
Buying a fixer can be very profitable if done right. Get a good, accurate estimate of the needed repairs and be sure the price reflects those repairs. And if this is strictly a for-profit venture, the price would need to MORE than reflect the cost of repairs.

3. Buy Now--  
As you know, the days of rapid appreciation are gone for now. So you can't expect appreciation to bail you out of any miscalculations. But now is indeed a GREAT time to buy, prices are soft and bargains are easy to find. And interest rates haven't risen as they were predicted to.

4. Resell 2 Years--  
None of have a crystal ball, but I'm advising clients not to buy now with the plan to resell in less than 2 years. So you're just over the minimum time that I'm suggesting clients consider reselling.

Hope that helps you...

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

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"Hi Gary... I've never sold a home before. What should I do when my home is being shown? Should I tour buyers through the home

and tell them all the good stuff about my condo? I'd appreciate your advice."

\*\*\*ANSWER:

Beware what we call the "Helpful Seller Syndrome"!

The best way to help sell your home is NOT to help sell it.

Too many owners walk with buyers and their agents through their home, telling them and pointing out all the selling features. That's as pleasant for a prospective buyer as having the Macy's salesgirl follow you around saying how nice you look in the latest shirts or blouses...when you came in to buy socks.

When your home is being shown, make yourself scarce. Go grocery shopping, take Fido for a walk, or at the VERY least make yourself invisible in your backyard or some quiet corner of your home.

You want your potential buyers NOT to feel that they're being watched or intruding on someone else's home, but that they're walking through what may be THEIR next home.

And you also want buyers to feel free to voice objections like, "What WERE they thinking with that plaid wallpaper and hideous carpet?...I couldn't live like that." So the agent can give them some redecorating tips, etc.

...So, PLEASE, do NOT be a "helpful seller"!

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**\*\*\* 5. INVESTING or FINANCING Question**  
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"My wife and I have had a lot of credit problems, including a car repossessed. But we've kept good credit for the past couple of years. Now we're finally ready to buy our first home. Will the lender find all our old credit problems? If so, how long do we have to wait before everything falls off our credit so we can buy a home?"

\*\*\*ANSWER:

Yes, your lender will run your credit and find EVERYTHING.

But, depending on many factors, you may be able to buy a home right now anyway. Perhaps your credit isn't as bad as you think it is. Or you may be able to get what's called a sub-prime loan for a higher rate. There's even a new loan I've found where if you keep your credit clean, they keep lowering your rate without you having to refinance.

You should talk to a loan professional, have him/her run your credit, and find out what kind of loan you're eligible for.

If you don't know a good lender, I know a great one who can help you. And they can give you info on that loan I mentioned where they lower your rate if you keep your credit good. Just call me at (858)457-KENT...

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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!)

- **Chula Vista** – Hilltop area 4BR/2BA house w/ 2-car garage on oversize 8000 sqft lot! [Contact Me](#)
- **Clairemont** – Remodeled 4BR/2BA house + granny flat. 2-car garage. Mid/high 500's. [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](#)
- **San Marcos** – Cute 2BR condo near Restaurant Row, CSU San Marcos, shopping, movies, more! Price TBD. [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!*)

- **Pacific Beach** – Enjoy dazzling bay/city/nightlight views from this north P.B. home w/ large rooms! 900K-1M!
- **Pacific Beach** – "Pacifica" 3-4BR/2BA, 1800sqft home w/ FPL, raised open-beam ceilings, 2-car garage, more: Just 750-800K!

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

- **Clairemont** – Near-2000 sqft home w/ huge 24x21 family room, hardwood floors, RV parking, more. Very private. 575-625K!
- **SOLD/Clairemont** – 2BR/2BA house w/ oversize backyard, brand-new eat-in kitchen, FPL, vinyl windows, quiet street. 470K
- **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 190-205K
- **SOLD/EI Cajon** – Remodeled duplex, both 3BR/2BA w/ garage & yard! Ideal for live-in-one-rent-the-other or investor! 500-550K
- **Encanto** – **ESTATE SALE:** Priced below market! 3BR "fixer" house w/ family room, dbl garage, large lot. Slashed to 365K!
- **SOLD/Escondido** – **ESTATE SALE:** Bargain Hunter's Dream. 3BR house w/ garage on full lot on quiet street. Reduced to 369K!
- **Jamul** – 3BR/2BA house w/ brand-new kitchen & country views. FULL ACRE w/ lovely pool, RV parking, large garden: 620K
- **SOLD/La Mesa** – Lovely 4BR home nestled in the foothills of Mount Helix on a peaceful, quiet, low-traffic street. 495-540K!

- **La Mesa/Mt.Helix** – **BANK-OWNED FORECLOSURE!** Mega-fixer 3BR house “contractor’s special” w/ dazzling views! 429,9K
- **SOLD/Lemon Grove** – Remodeled 1700sqft home on over 1/4 acre. Quiet street, 2-car garage, stunning kitch. 460-500K
- **Linda Vista** – 3BR/2BA fixer-upper house w/ spectacular valley & city views! Beautiful street. Reduced to 429K!
- **Mission Valley** – **SHORT SALE!** Sunny 2BR/2BA townhome w/ vaulted ceilings, inside laundry, FPL, community pool! 310-340K
- **North Park** – Cosmetic fixer 3BR house w/ tons of upside potential! Large lot: build 3+ units? Call for details. 460-490K
- **SOLD/Pacific Beach** – Cute updated 3BR/2BA north P.B. house. Just 600-650K in a neighborhood of \$1M homes!
- **SOLD/Pacific Beach** – Custom 4BR north P.B. house w/ spectacular new oversize kitchen, canyon view. 750-825K!
- **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 for a private showing. To find other homes, go to [Free MLS Homesearch](#).**

**Clicked on a property, but there’s no info?** It may be sold. Call me to double-check or discover other similar properties we have for you.

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**\*\*\* 7. THANK YOU For Your Referrals**  
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Thanks (a little late) to:  
 Sandy P. for referring me to several people...!  
 Bill P. for referring me to your Chief to buy a home...  
 Steve B. for referring your nephew to sell a duplex...  
 Linn F. for referring someone to buy a home...  
 Louis C. for referring a friend to buy a home...  
 Kristin M. for referring a friend to buy a home...  
 Thank you Jag J. for referring a friend to buy a home...  
 Thank you Reggie N. for referring a friend to buy a home...

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)

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