



Gary Kent's Real Estate Q&A

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

All-Time #1 RE/MAX Agent in San Diego

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Issue #240

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Welcome / This Week's Special Offer

Welcome To The Latest Issue

Hope you and your family had as a great Thanksgiving as we did. ...We finally have the flyer for our free January seminar "2007 San Diego Real Estate Forecast".

[Download](#) a copy. ...See our new revolving feature below: "Another Real Estate Myth Debunked".

Another Real Estate Myth Debunked

Myth: "Homes don't sell over the holidays. Wait until after January 1 to list your home."

Reality: I've sold many a home in Nov/Dec. Though fewer people view your home, those who do are more serious. That means less "looky-loos". And since many sellers wait until January, less listings gives you less competition. Also, many homes look their best when decorated for the holidays.

True Story: Use Lending Tree If You Want To Be Popular

A reader told me this story...

"You mentioned LendingTree.com last week. My son decided to go on their site and try the payment calculator. In the process, he gave them our home phone number. I've had over FIFTEEN calls from lenders driving me crazy this week. It seems they sold our name and number to a lot of banks. Your readers should know."

U.S. Cities Ranked 2006: Fastest Job Growth

Here are the cities with the highest % of job growth (2000-2005).

1. 93.1% Surprise, AZ
2. 55.0% Allen, TX

3. 54.3% Avondale, AZ
4. 53.0% Frisco, TX
5. 51.1% Murrieta, CA
6. 51.0% Temecula, CA
7. 41.7% Corona, CA
8. 40.1% McKinney, TX
9. 39.0% Folsom, CA
10. 37.8% Spring Valley, NV

Next Week: Top U.S. cities with the most affordable homes.

Get On Our San Diego "Foreclosure Hot-List"

Several major lenders have selected me to handle their foreclosures. So 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](#).

FREE MLS Online Search For A San Diego or Riverside Home

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

ATTENTION HOMEBUYERS / This Week's Offer:

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

Gary's Real Estate Seminars

FREE SEMINAR: Saturday, January 20, 2007 10AM-Noon

At "Forum Hall" at the UTC Mall in University City

Don't Dare Buy or Sell...Until You Go To This Seminar:

2007 SAN DIEGO REAL ESTATE FORECAST

[Click Here For FLYER](#)

Fasten your seatbelts! Sanford Goodkin, "real estate's leading guru" per the San Diego Union, internationally known real estate economist and advisor, will share his insider's forecast for San Diego real estate in 2007. Mega-homebuilders pay him big bucks...for info you'll get free.

And Gary Kent, 22-year veteran San Diego real estate broker, will provide a review of 2006 and lessons learned from the changing market.

Here's just some of the fascinating insights and information you'll discover...

- 2007 Real Estate Forecast: "Soft Landing" or "Bursting Bubble"?

- 2006 Local Real Estate Review - From The Trenches
- An Insider's perspective on the economy, real estate, & housing
- Bird's eye view on other markets
- Why what you see on the news & read in the paper about real estate prices is often DEAD WRONG
- How will San Diego's rising foreclosures and short sales impact the market? You may be surprised...
- Why today's slowdown is NOT like the '90's slowdown

Sandwiches & drinks provided + free dinner-for-2 drawing.

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

Homebuying Question

"Question. We're looking to buy a house in the next few months and talked with a mortgage broker we found on the internet. She said she can also be our Realtor and help my wife and I buy a home. I'm not sure that's a good idea. Is that allowed?"

***ANSWER:

Allowed? Absolutely.

Good idea? Absolutely not.

The two jobs require two separate "skill sets". There's just way too much to do and know and keep current on as a lender OR as a real estate agent, let alone trying to be both.

When I get an offer from lender/agents, to be blunt, they're typically mediocre lenders and CLUELESS agents. Their loans have problems and the real estate side is a mess.

I have to tell them what forms to use and how things work. Within ethical limits, of course I make sure it's all in the OUR client's favor, not theirs. That means their client loses. Big time.

Here's a few examples from sales I've had. The lender/agent...

...Was a pushover in negotiations. Their client lost \$20,000.

...Told me what their buyer would pay. Their client lost \$9,000.

...Forgot to ask for termite clearance. Their client lost \$3,000.

...Forgot to ask for termite clearance. Their client lost \$1,200.

...Accidentally had their client some seller-costs. Their client lost \$1,500.

Still want to use a lender/agent? Great.

Then I'd be happy to recommend a roofer who'll also rewire your house and a chiropractor who does brain surgery on the side...

HomeSELLING Question

"As a homeseller, once I get an offer, how long do I have to respond?"

***ANSWER:

Great question. You have as long as the buyer has given you in the contract, usually 24-72 hours.

BUT...

I advise my clients that momentum is critical in every negotiation. If you make a homebuyer wait too long for your answer, they may still be looking and find another home to buy instead of yours.

So I suggest you respond quickly, unless you know another offer is on its way, in which case you probably want to see the second offer before responding to the first one.

Investing or Financing Question

"Hi Gary. I just had my credit run and my FICO score is a 633. Is that good?"

***ANSWER:

Please refer to this chart:

720+ AA
 700-719 A
 680-699 B+
 660-679 B
 640-659 B-
 620-639 C+
 600-619 C
 580-599 D
 350-579 F

680+ / "Low Risk"

With credit this stellar, you'll get the very lowest available rates.

620-679 / "Medium Risk"

In this range, you can still get many loans, but not always at the very lowest rates.

619- / "High Risk"

Depending on your score, you can get a "non-prime" home loan, but you'll pay a little premium on the rate.

Hot Properties: Call Now On These Hot New Listings & Not-Yet-On-The-Market Properties

THIS WEEK'S FEATURED PROPERTY!

Great Priced



Encanto Home

**OPEN HOUSE SUNDAY 11/26
1-4pm**

- BR/BA: 3/2
- Sqft: 1,349
- Price: \$395,000-440,000

For more information on this Delightful Home and Open House [Click Here](#)

"COMING SOON"

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

- **Allied Gardens – BANK-OWNED FORECLOSURE!** 3BR house w/ double garage. Quiet street near Kaiser. [Contact Me](#)
- **Chula Vista – BANK-OWNED FORECLOSURE!** 3BR/2BA 1186 square foot condo in "Woodland Hills" complex. [Contact Me](#)
- **Clairemont** – Nicely remodeled 3BR/2BA house w/ 2-car garage, quiet street. Should be in the low 500's. [Contact Me](#)
- **Downtown – BANK-OWNED FORECLOSURE!** 1BR/1.5BA ground-floor condo with direct street entrance. [Contact Me](#)
- **Downtown – BANK-OWNED FORECLOSURE!** Under-market 2-year-new 2BR/1BA high-rise condo in Acqua Vista. [Contact Me](#)
- **La Mesa – BANK-OWNED FORECLOSURE!** 2BR/1.5BA house with big yard, no garage. Should be high \$300's. [Contact Me](#)
- **La Mesa – BANK-OWNED FORECLOSURE!** 2BR house w/ garage, RV parking & big yard. Should be high \$300's. [Contact Me](#)
- **Point Loma- BANK-OWNED FORECLOSURE!** Very affordable 2BR house on quiet street. Should be in the \$500's. [Contact Me](#)

NEWLY LISTED (Your Property Here!)

- **La Costa** – Just-remodeled luxury Mediterranean-style 4,800 sqft estate on huge lot, right on La Costa Golf Course. 1.695-1.795M [Look For Yourself](#)

MORE GREAT HOMES & INVESTMENTS (Your Home Here!)

- **SOLD/Chula Vista**– Beautifully redone 3BR home w/ new expanded kitchen, gleaming hwd floors, big 1BR granny flat! 550-600K [Such A Deal!](#)
- **Chula Vista**– Stroll to Hilltop Park from this 4BR/2BA house w/ 2-car garage, fireplace, updated kitchen, French doors: 495-530K! [Photos and More Here](#)
- **Clairemont – SHORT SALE!** Stunning remod 3BR/2BA house on quiet street in great neighborhood. Lo 500s! [Contact Me](#)
- **Clairemont** – 4BR/2BA house w/ brand-new neutral paint & carpet, 400 square-foot family room, quiet street! Just 459K! [Take A Look](#)
- **SOLD/Clairemont** – Remodeled 4BR/2BA house + granny flat. New paint & carpet, 2-car garage. 500-550K! [Contact Me](#)

- **SOLD/Downtown** – **BANK-OWNED FORECLOSURE!** 2BR/2BA 1-level condo near Petco. All the upgrades. \$545,900. [Contact Me](#)
 - **Encanto** – Cute 3BR/2BA home on IMMENSE near-half-acre lot. Offers large rooms, eat-in kitchen, double garage. 395-440K [Photos and More Here](#)
 - **Encanto** – Upgraded 3BR/1.5BA home with HUGE grassy backyard & double garage. Price to follow. [Contact Me](#)
 - **Escondido** – Spacious 4BR/3BA 2029sqft house w/ large family room, huge backyard, corner lot, dbl garage: 499-535K [Look for yourself](#)
 - **Jamul** –3BR/2BA house w/ brand-new kitchen & country views. FULL ACRE w/ lovely pool, RV parking, large garden: Now 598K [Look for others](#)
 - **La Mesa/Mt. Helix** – **BANK-OWNED FORECLOSURE!** Mega-fixer 3BR house “contractor’s special” w/ dazzling views! 399,9K [Click Here to See For Yourself](#)
 - **Mira Mesa** – **SHORT SALE!** Newer 3BR/2BA house w/ garage. Priced below market for fast sale! 385-415K... [Click for pictures](#)
 - **Pacific Beach** – Enjoy dazzling bay/city/nightlight views from this north P.B. home w/ large rooms! 900K-1M! [Contact Me](#)
 - **Pacific Beach** – Delightful Tommy-Bahama-meets-Cayman-Islands 3BR/2BA beach cottage w/ 2-car garage. 620-660K! [Contact Me](#)
 - **Paradise Hills** – **SHORT SALE!** 3BR/2BA, 1224sqft townhome w/ sunny kitchen, oversize patio, & more. 295K-335K. [Contact Me](#)
 - **SOLD/Poway** – **BANK-OWNED FORECLOSURE!** 3BR/2BA home w/ open views, FPL, 2-car garage, quiet street. \$469,900! [Look here!](#)
 - **Tierrasanta** – **BANK-OWNED FORECLOSURE!** 1584sqft 3BR/2BA townhome, 2-car garage. Near pool, canyon. \$494,900 [Take A Look](#)
- 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.

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 -- 3,000+ Homes Sold

Gary Kent Team --- RE/MAX Associates

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