



JANIE'S Real Estate News!

Volume 1, Issue 11

COVER STORY:

Gary Watts' Mid-Year Economic Outlook for Real Estate

Welcome to ... the "Real" world of real estate! The "Dream" years are over! ... was the message to a sold out audience of real estate professionals at the Orange County Association of Realtors Annual Meeting on June 23, 2006.

Gary Watts, the most accurate Orange County real estate economist and forecaster gave his mid-year economic update. Some key messages:

Unlike the past five years, where Realtors have often been order-takers, we are back to the real world of real estate: a) properly priced listings will take approximately 60 to 90 days to sell, and b) it is not uncommon for buyers to spend a month (or more) looking for a home.

His message is that everything is really "OK", and that people need to be patient while everyone adjusts to

this changing marketplace. Sellers must be more realistic about the pricing of their home or stay out of this market until it improves – which it will. Also, buyers need a real estate professional's help in understanding the difference between what is really happening in this marketplace versus what the various media sources are conveying.

Overall demand for housing is staying strong, but land available for development is diminishing. In the past 20 years, Orange County developers built 260,000 homes, condos and apartments. In the next 20 years they will build 56,000 units and then all the land will be gone!

There's much, much more of interest in his report. If you are interested, give me a call and I'd be happy to share his report with you.



A NOTE FROM JANIE

Filling Your Bucket With Kindness

When you are kind to someone or give them a compliment, it lifts your mood. Authors Tom Rath and Donald Clifton, call it "filling your bucket" with positive experiences. In their book *How Full Is Your Bucket* they say every interaction you have adds to or subtracts from your bucket. Your happiness depends on how full of positive, affirming experiences your bucket is at any

given time. Bucket-filling is contagious, the authors say. Your kindness sparks a chain reaction. It makes people you have been kind to want to be kind to others. To keep your bucket full, they recommend five positive encounters to every negative one. You can reach that goal by commenting to people about what they do right. So fill your bucket and let the feeling spread! *Janie Merkle, Your Real Estate Consultant for Life!*

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Thank You for your referrals!



Janie's Free Gifts!

Call Janie at (949) 559-1142 or (800) 886-0336 to request any of the items below.

- Free microdermabrasion drawing – see right corner below for details.
- Computer Mouse Pads
- Want to know what your home is worth? Free Market Analysis.
- Children at Play safety street signs

Camping

S L E E P I N G B A G T M
 P A T K F P G R A N G E R
 S B H C I E A N M E S Y N
 I O G A R Y R R I S A R T
 C A I P S A I I K H E F A
 O T L K T R T I F T S S R
 M I H C A P T I N P D I P
 P N S A I S I A P N M I F
 A G A B D G L C U E M A C
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 M E E N T G O C I S C D F
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 R O A M A E P G N I K I H
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 S C C H A R C O A L E O R

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|---------------|--------------|
| BACKPACK | HIKING |
| BOATING | LANTERN |
| RUG SPRAY | MATCHES |
| CAMPFIRE | MESS KIT |
| CAMPGROUND | PARK |
| CHARCOAL | PICNIC |
| CHUCK BOX | RANGER |
| COMPASS | SLEEPING BAG |
| COOLER | SMORES |
| FIRE PIT | SWIMMING |
| FIRST AID KIT | TARP |
| FISHING | TENT |
| FLASHLIGHT | WATER |

See page 3 for puzzle solution

Book Review

The Automatic Millionaire Homeowner

David Bach is a well-known author and strategist for gaining wealth. In his new book *The Automatic Millionaire Homeowner* he presents his ideas, which center upon the principle that we have to live somewhere and, over the long term, real estate prices go up.

So why not use a home as an investment vehicle? He says renting does not make you rich, but down payments do.

And you can buy a home even if you have credit card debt.

The author not only wants you to buy a home, he wants you to buy income property and become a landlord. He tells you how to do it.

He cautions that real estate prices can go up and down over the years, but claims that house

prices have been going up an average of 6.3 percent per year.

He gives a lot of valuable information, especially for first-time, would-be home buyers.

He tells what to ask a real estate agent and how to decide on a mortgage lender. At the end of each chapter, action lists and free online audio supplements are also provided. He recommends:

* If you're stretched, don't try to buy a mansion right away. Start with something you can afford.

* Try to pay down your mortgage faster than you have to.

* Don't count on striking it rich in real estate overnight.

The Automatic Millionaire Homeowner by David Bach, Broadway Books, 245 pages, \$19.95

National Averages		Today 7/02/06	One Month Ago	One Year Ago
Key Interest Rate Summary	30-yr fixed	6.41%	6.26%	
	15-yr fixed	6.10%	5.91%	
	5/1 ARM	6.03%	5.81%	
	Fed Funds Target	5.25%	4.75%	3.00%
	WSJ Prime Rate	8.25%	7.75%	6.00%
	1-Month LIBOR	5.33%	5.07%	3.09%
	3-Month LIBOR	5.48%	5.17%	3.27%
	2-Year Treasury Note	5.16%	4.92%	3.67%
	5-Year Treasury Note	5.10%	4.98%	3.87%
	10-Year Treasury Note	5.15%	5.10%	4.17%
30-Year Treasury Note	5.20%	5.19%	4.57%	

Hula Hoop For Exercise

If you want to have fun and get some exercise at the same time, check the attic for that old hula hoop. Spin it around your hips for 10 minutes and you will strengthen your muscles.

Major health clubs like Bally Total Fitness, Gold's Gym, and Equinox Fitness now offer hula hoop classes. Most involve a 3- or 5-pound weighted hoop called a Heavy Hoop. Aside from burning calories, it builds strength in the shoulders, legs, and core muscles.

Check with your doctor if you have back problems.

Free Drawing

For Micro Dermabrasion (\$110 value)

Call, fax or e-mail Janie to be included in the drawing on July 31st. Leave your Name, Phone number, Address, and e-mail.

**Congratulations to
Marion Burns of Irvine.
June Drawing Winner!**



The Choices We Get To Make

Life is a series of choices we get to make.

In my high school classes, I frequently hear questions that begin, "Do we have to . . ." "Do we have to know this?" "Do we have to read that?"

My answer is always the same: "No, you get to. You don't have to do anything in life, but you get to do a lot of things." It's really a much healthier way of looking at life. It reminds us that we have choices.

True, it wasn't our choice to be born into the world. And it's not our choice that someday we're going to die. However, the period in between, the one we call life, presents us with countless choices. They're the choices that determine the quality of our lives.

We're free to choose our character—the type of persons we become. We can become less than we're capable of, or we can become all that we're capable of.

We're free to choose our values. We can let the media tell us what's important, or we can decide for ourselves. We can base our standards on what others are doing, or we can base them on what we know is right and good.

We're free to choose how to treat other people. We can put them down, or we can lift them up. We can be self-centered and

inconsiderate, or we can be respectful, kind and helpful.

We're free to choose how to handle adversity. We can allow ourselves to be crushed, to give up, and to feel sorry for ourselves. Or we can choose to look for a source of strength within us, to persevere, and to make the most out of what life hands us.

We're free to choose how much we'll learn. We can look upon learning as an unpleasant duty or as a great opportunity for bettering ourselves.

We're free to choose what we'll accomplish in life. We can allow our circumstances or other people to determine what we make of ourselves, or we can choose our own direction and goals. We can be undisciplined and lazy, or we can be self-disciplined and hardworking.

We're free to choose our belief system and purpose in life. We can wander through life aimlessly – or we can search for the ultimate meaning in life and then live according to it. We can live to please ourselves, or we can find a cause that's greater—one that helps us to understand and appreciate life more fully.

We're free to choose our attitude, regardless of circumstances. This is the most important choice we'll ever make because it affects everything we do.

Quoted with permission from *LIFE'S GREATEST LESSONS: 20 Things that Matter*, by Hal Urban, Fireside Books, \$13.00

Inspiring Quotes

"Patience, persistence, and perspiration make an unbeatable combination for success."

Napoleon Hill

"Other people's faults are like bees. If we don't see them, they don't harm us."

Luis Virgil

"Aim at Heaven, and you get Earth thrown in. Aim at Earth and you get neither."

C.S. Lewis

Happy Birthday to You! July Birthdays

- Randall Merkle, July 2
- Monique Carrillo, July 9
- Kathy Troxell, July 9
- Eileen Brooks, July 16
- Amy Castaneda, July 16
- Henrietta Gonzales, July 21
- Mandana Mousavi, July 21
- Luis Leon, July 20
- Fred Merkle, July 28

Welcome New and Returning Clients!

Mr. & Mrs. Tom Kaboly-Zadeh

Thank you for your
Loyalty and Trust!

Call and ask for a **FREE**
copy of our report
"7 Mistakes To Avoid When
Selling Your Home."
(949) 559-1142

JULY CALENDAR

Monthly Observations

- Family Reunion Month.
- National Hot Dog Month.
- National Recreation and Parks Month.

1, Bureau of Internal Revenue Anniversary.

2, Halfway Point of 2006.

3-Aug. 11, Dog Days. The hottest days of the year in Northern Hemisphere.

4, Independence Day.

11, Major League Baseball All-Star Game.



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Another Satisfied Client for Life!

July 1, 2006

Dear Janie:

We would like to thank you for helping us with the purchase of our new home. You over exceeded our expectations and when you said you would do something you went that extra mile.

You kept every promise you made and we appreciate your honesty, and your utmost integrity. There are many realtors out there and we are very thankful to have chosen you to represent us. You kept us informed every step of the way and made sure that the closing went smooth.

We would definitely refer you to our family, friends and colleagues.

Very Truly Yours,
Todd and Melody Thompson

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