



NEIGH...BORHOOD NEWS

Circulation

Directly sent to approximately 2500 property owners, agents, and Select Equestrian Property Network members. Available at finer feed and tack stores in Los Angeles and Ventura Counties.

Let Neigh...Borhood News help market your horse property

Nona Green Lisa Cataldo

Coldwell Banker Regional
Custom Property—Horse Property

(818)426-2292

www.AgouraHorseProperty.com



This is not intended as a solicitation if your property is currently listed with another broker.

SPOTLIGHT ON LISA

Green Properties alumna Lisa Cataldo has expertise that spans the spectrum of residential properties from Condos to Equestrian Ranch Properties. Lisa is an expediter who goes the distance to get the job done...and believes there is no "above and beyond the call of duty" in Real Estate.

Lisa attended Boston College where she earned her B.A. Degree in Psychology with a minor in Business Administration. Having relocated her family from Boston to Los Angeles, she is sensitive to the particular needs of others who relocate, and works hard to find the ideal dwelling for those new to our area.

An expert regarding our local schools, Lisa has children who have attended White Oak Elementary School, Lindero Canyon Middle School, and Agoura High School. In her spare time, she enjoys horseback riding at Foxfield Riding Academy in Westlake Village and pursuing a second degree in Interior Design at UCLA, Westwood.



Lisa uses diverse Internet marketing which creates broad online exposure for her home sellers. Her objective is to sell homes quickly and for the best possible price. To satisfy online home buyers, Lisa's listings have multiple professional photos, detailed property descriptions, and virtual tours- features demanded by online home shoppers. Using proprietary software, Lisa can respond immediately to inquiries from online buyers interested in any of her listings.

Reach Lisa for all your real estate needs by calling 818 879-3244 or e-mailing: lisa@agourahorseproperty.com.



Trading Spaces - A True Story

Old Mr. McDonald (not his real name) had a Farm. On his farm, he used to have a duck, some horses, and a few chickens along with a family of four. Once the kids had gone off to college, Mrs. McDonald was ready to move to a nice townhouse on the golf course where she and her husband could enjoy a few rounds now and then. The only problem was the McDonalds couldn't find a buyer for their farm.



Mr. and Mrs. Nester (not their real names) were expecting triplets. Their two bedroom place in a planned adult community was not going to be enough space for a growing family. Mrs. Nester wanted a more rural environment and open space. Mr. Nester wanted a detached office where he could attend meetings on-line and be close enough to help out with the babies.

Queue the Realtor (real name is Nona Green), who not only handled all the details of selling the McDonald's and the Nester's properties, she structured the simultaneous sale such that each party saved thousands of dollars in closing costs.

"If one of the swappers finds a home they like, the seller of that home obviously has the same tastes. It's not a coincidence when it works out."

While there are multiple ways to accomplish a house trade, the simplest is the simultaneous sale approach. In this scenario, you purchase a property from another seller, and he buys your property, all in the same transaction. As in a separate sale, you must have sufficient funds coming in from the sale to pay off your existing mortgage. You also need the necessary funds to purchase the new property, or the necessary down payment to procure a new mortgage.

Since both parties are buying new properties, both will need the ability to purchase the other property, either

through sufficient equity in their existing house and/or additional available cash or borrowing potential. It is therefore difficult to accomplish a trade with another owner who has little or even negative equity.

In the simultaneous sale approach, as the name implies, the two transactions must happen simultaneously. In other words, both close or neither closes. Proceeds from the sale of one property can be figured into

the amount applied towards the purchase of the other. In this way, you are able to apply a portion of your existing equity towards the new property.

Can it work for me?

A simple test to determine if you are a candidate for a house swap is to ask yourself the following: "If you sold your property today, would you be able to go out and purchase that other property tomorrow?" If the answer is no, you either need to look at a less expensive property to swap, or you're not a candidate. Since this type of house swapping is in actuality a simultaneous buy and sell, you will need

[Continued on pg. 2]

"Trails are Great, BUT Do We NEED a Bigger, Better Parking Lot?", Ask Neighbors.

President Obama's approval of the American Recovery and Reinvestment Act of 2009 appropriated over \$1.7 billion for federal land managing agencies including the National Park Service, U.S. Forest Service, and the Bureau of Land Management. These funds can be used for the maintenance and construction of trails and other infrastructure improvements on public land. Horsemen are encouraged to work with these agencies to ensure that equestrian trails are among the projects to benefit from these funds.

The National Park Service will receive \$750 million for maintenance, operations, and trails. The U.S. Forest Service will re-

[See "Trails and Parking Lot, page 3]

Trading—cont. from pg. 1

to walk away from the sale part with enough funds to complete the buy portion. The stumbling block here is often the necessary down payment (20% is standard). You therefore need to have at least 20% equity, minus closing costs, to purchase the other property.

Nona Green, a Agoura based Realtor, says that it is not at all unusual for both parties to love each other's homes. She explains, "If one of the swappers finds a home they like, the seller of that home obviously has the same tastes. It's not a coincidence when it works out."

***Nona Green and Lisa Cataldo can be reached at 818 426-2292 or 818 879-3244**



Bittersweet Benefit

"Make the right thing easy and the wrong thing difficult."

Immortalized is the mantra espoused by Legendary horse trainer Ray Hunt. Hunt passed away on the eve of disciple Chip Mandeville's Horsemanship Clinic benefitting Old Agoura.

With a heavy heart, Chip began the clinic by reading a memorial poem and dedicating the day to his beloved friend and mentor.

Chip was born in the saddle—his mother, nee Mildred Meek, may have been the first female Jockey in California. Ray Hunt's influence is manifest in Chip's teaching and training style, which is to see things through the mind's eye of the horse to the rider's advantage.

The Clinic helped raise funds towards the Old Agoura Homeowner's Association Legal Fund. The OAHOA, along with Save Open Space, is suing Los Angeles County for approving Heschel West Day School adjacent Old Agoura. The County Board of Supervisors, led by Zev Yaroslavsky, disregarded concerns that the community has about safety in an emergency situation. OAHA is making

it not so easy on Heschel to break ground for the new school. If only the Heschel folk would behave like a horse.



Ray Hunt - photo taken two weeks ago by Suzi Landolphi

Mandeville gives a horsemanship workshop most Friday afternoons in the Old Agoura Park Public Arena. For information or to sign-up, call Mary Keenan 818 707-1311 or e-mail Chip Mandeville: pacificsporthorse@yahoo.com.



New Since the Last Newsletter...

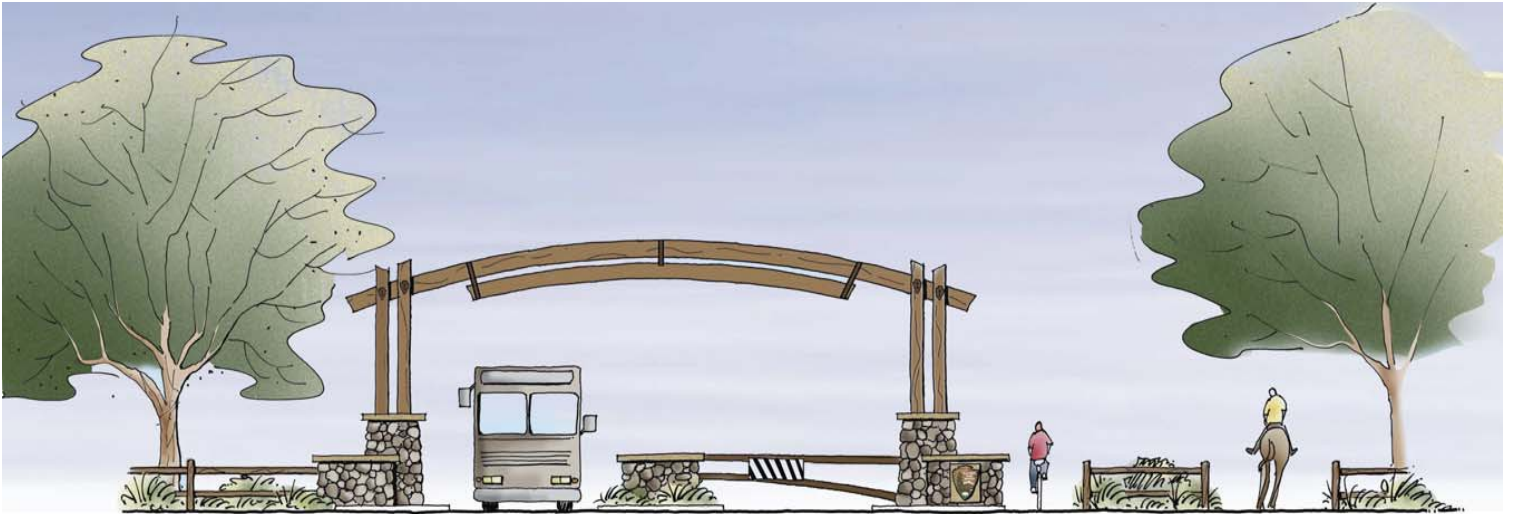
The listings and sales referenced on this flyer represent a compilation of market activity derived from the Rappatoni and Tempo MLS as of March 10, 2009.

Active

| Property Address | Tract | Br/Ba | Pool | Sq. Ft. | Price | Comments |
|------------------|---------------|-------|------|---------|-------------|---------------------------------------|
| Chesebro Rd. | Old Agoura | 2/2 | N | 1603 | \$699,000 | Trustees sale, pre-fab home. |
| Lewis Rd. | Old Agoura | 3/2 | Y | 1974 | \$839,000 | Adorable Spanish. Pool, Barn. |
| Colodny Dr. | Old Agoura | 5/3 | N | 2091 | \$1,099,000 | 1 story ranch style with barn, arena. |
| Kanan Rd. | Malibu Canyon | 1/1 | N | 600 | \$1,175,000 | Being sold for land value. |
| Chesebro Rd. | Old Agoura | 3/3 | N | 3000 | \$1,420,000 | Backs to Park trails. Car "barn". |
| Colodny Dr. | Old Agoura | 2/1.5 | N | 1717 | \$1,499,000 | Private paradise. 2+ acres. |
| Colodny Dr. | Old Agoura | 4/3.5 | Y | 3747 | \$1,749,000 | Newer home + guest house. |
| Chesebro Rd. | Old Agoura | 5/3.5 | Y | 3300 | \$1,789,000 | Stunning Rambling Ranch. |
| Mulholland Hwy. | Mulholland | 3/4 | Y | 3600 | \$1,799,000 | Over an acre with gorgeous views. |
| Fairview Pl. | Old Agoura | 4/4.5 | Y | 5637 | \$2,500,000 | Professional décor. Park-like yard. |
| Mulholland Hwy. | Mulholland | 5/5 | Y | 4754 | \$2,750,000 | Craftsman Manor on over 2 acres. |
| Camino Calibri | Monte Nido | 6/7 | Y | 7000 | \$4,879,000 | One of a kind Tuscan Estate. |

Sold

| | | | | | | |
|--------------|-------------|-------|---|-------|-------------|---------------------------------------|
| Chesebro Rd. | Old Agoura | 3/2.5 | N | 2094 | \$880,000 | Trustees sale, a STEAL. |
| Lobo Canyon | Lobo Canyon | 6/4.5 | N | 4967 | \$1,028,000 | Bank Owned = Multiple offers. |
| Driver Ave. | Old Agoura | 3+2 | N | 1000+ | \$575,000 | Land Value! Cute Cottage on 3/4 acre. |



Pictured above: Rendering of New Cheesebore Park Monument

Pictured below: proposed new parking plan

ceive \$650 million for capital improvements and the Bureau of Land Management will receive \$320 million for construction and management.

An immediate opportunity exists for individuals and equestrian groups to provide input to the federal land managers in their communities on projects that are important to them and to which these funds could be allocated. Competition for this funding will be immense and there is a limited window of time to influence the final spending decisions.

One local project that is “shovel ready” is the improvement and expansion of the Cheesebore National Park entrance and parking lot. The park is a favorite for horseback riders and mountain bikers who share miles of trails through pristine oak groves and scenic rocky canyons.

The existing parking lot has approximately 56 parking spaces with no designated bus parking or equestrian (trailer) spaces in the outer trailhead location. The proposed plan would create two such spaces at the outer trailhead. Thirty additional car spaces would be added in the lot at the main trailhead. The idea is to alleviate the need for visitors to use the easements in front of homes and the horse trails along Chesebro Road, as make-shift overflow parking. A new entry sign and gate would have higher visibility to visitors who now sometimes drive right past the non-descript existing entry sign.

A few neighbors who border the park are concerned that the open views they now enjoy will be interrupted by asphalt and tour buses.

Coincidentally, Agoura Hills Planning Commission just unanimously approved speed humps along Chesebro Rd. Federal funds are available to provide funding for this project and the brickle paths throughout the community. Timing couldn't be better to get grant applications submitted.



Catch us on Million Dollar Listing!

Cameras rolled on a Malibu bluff overlooking the ocean for a segment of Bravo TV's reality show. Producers of the show invited Rural Land and Development Specialist Nona Green of Coldwell Banker Regional to comment on the value of the 20 Acre parcel.

The episode is scheduled to air in August although producers may decide to leave the bulk of the footage taken of Green on the editing room floor. Like many realty shows, Million Dollar Listing dramatizes suspense and fast forwards the action for entertainment value. Purchasing land for development is rarely a spontaneous, singular event. To capture weeks or months of research and due diligence on a thirty minute segment would make it look unrealistically simple.

So to prevent anyone from being misled, our recommendation is that the show have a disclaimer as the opening titles roll: “the situations presented here a dramatizations and do not represent a typical real estate transaction. Do not attempt to purchase property without the assistance of a real Realtor...”





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Featured Property for Sale



First time ever on market! Owners built this custom home chock full of country character PLUS HUGE detached workshop with guest house. 1 Acre all usable parcel is privately gated and off the beaten path. Fantastic private location is immediately adjacent Cheeseboro National Park with miles of trails for riding and hiking. Orchard, putting green, greenhouse, RV pad and more! **Priced to sell at \$1,420,000.**

Wanted for trade: This Calabasas home for property in Old Agoura. Beautiful upgraded home is the largest model in newer Shea Home development. Awesome views! Old Agoura home should be at least 3 bedrooms (fixer upper OK) although vacant land will be considered. Call Nona Green for more information: 818 426-2292 or e-mail Nona@agourahorseproperty.com



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