



Neigh...borhood News

NEIGH...BORHOOD NEWS CIRCULATION

Directly sent to approximately 1900 property owners, agents, and Select Equestrian Property Network members. Available at finer feed and tack stores in L.A. and Ventura counties.

Let Neigh...borhood News help market your horse property in the next issue!

Custom and Horse Property Specialist

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COLDWELL BANKER

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

Local School Scores PACE

Partnership for Academic and Community Excellence

Sept 11th tested the emergency communications systems at our schools. Las Virgenes Schools responded to the East coast attack by canceling classes for 3 consecutive days. A.E. Wright middle school in Calabasas faculty and parents were given vague and sometimes conflicting information about traffic, security, and school closures. By the time attempts were made to contact parents, many had driven their kids to school, fighting traffic jams, when they might have better spent that time coping at home. A slow and laborious practice of telephoning each AEW family (1,800+ phone numbers) was employed at that time. It was virtually impossible to do this for every day that school was closed.

Even before Sept 11th, ever since the 1994 Earthquake that had a significant affect in Calabasas and Agoura, AEW principal Mary Sistrunk had researched school-to-home communications alternatives. Flyers were costly, unreliable, and not immediate. The telephone tree method was taking a toll on the available volunteers. Sistrunk discovered a proprietary, full-service, internet-to-telephone solution called PACE - The Partnership for Academic and Community Excellence. PACE developed this solution to allow school administrators to record, schedule, send and track thousands of outbound messages in minutes at a time and at the click of a mouse. Backed by a world-class telecommunications infrastructure, the system requires no additional hardware, software, or additional

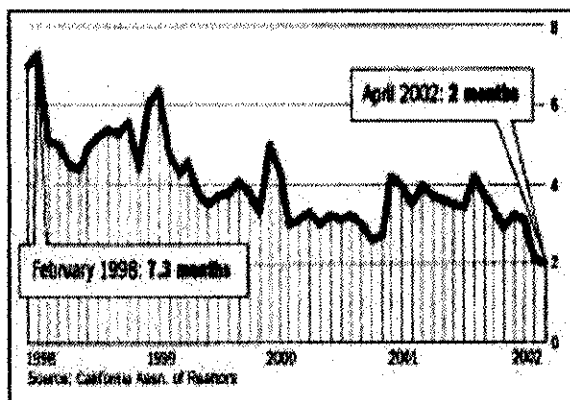


In addition to sponsoring the PACE program Nona Green and Lisa Parrott were on the founding committees for Old Agoura Park.

phone lines. PACE messages and results are deployed instantly with a return e-mail notification that allows the schools to have updated contact information on each AEW Family.

Of the 200 schools and 100,000 families currently using PACE, all of them have discovered other benefits besides its use in urgent situations. School dances, back to school nights, plays, fundraisers and ball games enjoy greater attendance after each students home is called with a friendly reminder. Schools can rally parent, community, and alumni support for important district functions.

Cont. on page 3 "Schools"



Full Story (Going, going, gone) - Page 3

Short Supply - The supply of existing houses for sale has fallen to a record low. Inventory here would be wiped out in two months if no more homes came on the market.

Graph shows monthly inventory as measured by the number of months it would take to deplete the supply of existing homes for sale.

Varsity Dressage Anyone?

Agoura High Interscholastic Equestrian Team beat out the rival teams Calabasas High and Westlake High in the final point tally. In a uniform of high collar white shirts and black labelled blazers, the local team has the advantage. With miles of trails to hack around and stretch their legs, apart from constant arena work, Agoura horses may be better prepared for the Varsity challenge.

Formed in 1999, the team was originally under the tutelage of Agoura HS Biology teacher Laura Hamilton and student coaches Meagan Carraway and Nicole Rawnsley who started the team. Presently, the team supervisor is Wendy Gladwin, an Old Agoura resident, and barn manager of Agoura/Woodland Hills Pony Club. As part of the Los Angeles and Ventura County Interscholastic Equestrian League (IEL), the Agoura High Equestrian Team consists of levels Novice, Freshman, Junior Varsity, and Varsity. In hunter/jumper, dressage, and equitation, the levels correspond to training through 2nd level, or novice through intermediate. The

(cont. on pg. 3) ...

New Since The Last Newsletter...

The listings and sales referenced on this flyer represented a compilation of listings and sales activity derived from the San Fernando Valley Association of Realtors Multiple Listing Service as of July 16, 2002.

CURRENTLY MARKETED

Area	Current List Price	Bdrm/Bath	Lot Size (approx. sq.ft. per MLS)
Old Agoura	\$589,000	3/2	10832
Malibu Lake	\$679,000	3/2.5	27617
Monte Nido	\$729,000	3/2	37218
Old Agoura	\$799,000	3/3	42253
Old Agoura	\$899,900	5/3	22939
Old Agoura	\$950,000	5/4	44000
Mulholland Corridor	\$965,000	5/3.5	45302
Monte Nido	\$1,049,000	5/4	55321
Malibu Canyon	\$1,050,000	6/3	80000
Malibu Canyon	\$1,145,000	4/3	28749
Old Agoura	\$1,195,000	3/2	85813
Mulholland Corridor	\$1,349,000	4/4	49223
Monte Nido	\$1,475,000	5/7	87120
Mulholland Corridor	\$1,495,000	4/2.75	271379
Medea Valley Estates	\$1,595,000	4/3	291108
Medea Valley Estates	\$2,495,000	4/4.5	80000

NEW ESCROWS PENDING

Area	Final List Price	Comments
Malibou Lake	\$559,900	Spacious Modern Home is Light and Bright. Walk to Malibu Creek State. Wood Floors, Lush Landscaping.
Mulholland	\$775,000	Excellent Location with Great Potential! Bring your Vision and Make this a Showplace! Surrounded by Mountains, Hiking! Biking Trails. Excellent Views from Large Picture Windows. Peaceful, Serene, Private Setting. Million Dollar plus Area! High Pitched Ceilings, 2 Fireplaces.
Mulholland	\$974,500	Fantastic Mulholland Corridor Minutes from Cornmons and Warner Center. Peace and Quite of Country Beautiful Grounds, Private Well for Irrigation. Granite Counters in Cooks Kitchen. Vaulted Ceilings, Master w/Sitting Area. Room for Horses. Must See!
Custom	\$996,000	This is a Steal! Very Private, Gated, Executive Type Home w/Circular Drive on Over 1 Acre, Computer Smart House System, Incredible Entertainer's Pool and Yard w/Waterfalls, Swim-Up Bar & Spa, Large Bonus Room, Upstairs Can Be 5th or 6th Bedroom, Room 4 Horses.
Old Agoura	\$998,000	Tranquil Retreat on 2 Separate Parcels Totalling 5 Acres of Private Grounds. Private Oak Tree Lined Driveway, Incredible Views, Gardens, Large Entertainers Deck w/Spa. Remodeled Home, French Doors, Open Beam Ceilings, Skylights, Balconies, Patios, Verandas, Horse.
Cornell Ranchos	\$2,990,000	Nearly 16 Acres. 5000 Sq.Ft. Main House. 1800 Sq.Ft. Guest House (2 Bedroom, 1 Bath, Gym, Living Room plus Kitchenette) Hugo Open Lana (Pool) with 2 Granite Grills Etc. Lighted Riding Arena, 4 Stall Barn Etc. Magnificent Equestrian Facility.

NEW CLOSED ESCROWS

ADDRESS	BR / BA	POOL	SQ.FT.	L PRICE	COE DATE	S PRICE
Mulholland Corridor	5 3.00	PVT	2856	\$859,000	5/18/2002	\$859,000
Old Agoura	4 3.00	PVT	2745	\$899,500	6/15/2002	\$850,000
Old Agoura	3 3.50	NON	3200	\$989,000	7/2/2002	\$970,000
Las Virgenes Canyon	4 4.00	NON	4296	\$1,175,000	6/9/2002	\$1,100,000
Old Agoura	3 2.5	NON	2250	\$522,500	6/4/2002	\$522,500

Schools?... [cont. from pg. 1]

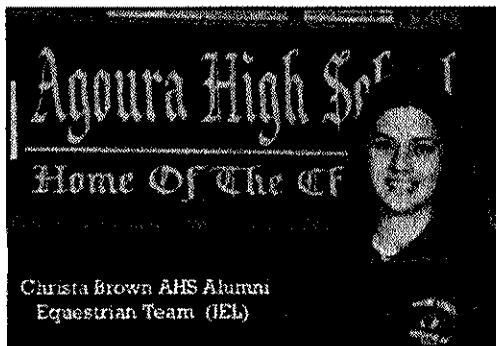
Because of its ability to measurably improve school-to-home communications, PACE is not cheap. Corporate sponsorship was the answer to A.E. Wright having it. PACE founder and president Bennett Liss invited a few high profile representatives from various Real Estate organizations to interview to sponsor PACE for A.E. Wright. Nona Green and Lisa Parrott of Coldwell Banker in Agoura were selected based on their present involvement with the community, and because they are parents of former A.E. Wright graduates.

Says Green, "Providing PACE was a perfect way to give back to the schools. As Realtors, we have a vested interest in the success of A.E. Wright both personally and professionally."

"The fact that A.E. Wright is a top rated school academically, and that there are special needs programs, are major selling points with our customers for Calabasas and Agoura. We feel that having a state of the art system like PACE gives the school yet another reason to be proud," added Green.

Green/Parrott have pledged 5% gross commissions at the close of real estate referrals from Principle Sistrunk to AE Wright's general fund. A non-AEW client can name the charity of their choice to receive the same benefit. Green/Parrott hope to continue their sponsorship in the fall.

Varsity Dressage Anyone?... [cont. from pg. 1]



Christa Brown

games consist of Horse shows; the teams with the best placing riders win. Year-end trophies are also given to high point riders in each discipline within each division.

districts have as many equestrian teams as are found in more overall rural communities. The local teams do not have to travel the distances to compete as in those spread out rural communities. Many of the IEL competitions are held at the Los Angeles Equestrian Center in Burbank, and at Atlasta Ranch in Newhall.

Schools in the predominately suburban Las Virgenes and Conejo Unified

This year as in the past, members of the Varsity team have gone on to earn college scholarships. Many choose to attend equestrian minded Universities to continue their riding. Depending on the school, membership on the team is considered either a sport, or an extra curricular activity on transcripts. Christa Brown, Agoura High Class of 2000 received an Interscholastic Equestrian League scholarship to attend Fresno State University and complete on that school's equestrian team. Christa found that her love of horses, having grown up in Agoura Hills, did not conflict with

her academic subjects. Christa was graduated with a 4.0 grade point average, which she maintains at San Jose State.

Agoura High Graduate Rawnsley remembers her experience on the team, "I was a part of Agoura High's flagship team, and the interest and success continued to grow each year. I enjoyed competing against different riders without the extraordinary expense of A or B circuit shows."

For more information on the equestrian team, contact Wendy Gladwin at 818 889-1841 or e-mail wjenter@aol.com. Next years Agoura High sign-ups are in September at Club Rush - the first show is in October.

GOING, Going, Gone!

If no homes came on the market this summer, in two months there would be nothing for sale in southern California. Those are the grim statistics for homebuyers here. Potential sellers who have doubled and tripled their equity are afraid to cash in for fear they will not be able to find home to buy.

Horse zoned properties are particularly scarce. Homes with large lots in Agoura and Calabasas that are priced right usually sell within days or weeks. Buyers don't have the luxury of being choosy. Even if they act quickly, they will have to pay full price, or more, in a bidding war.

Green/Parrott still recommend selling before buying, and since the seller holds the cards, he or she could negotiate an optional rent-back agreement allowing plenty of time to find a replacement property. Then a seller can make a non-contingent offer to buy the replacement home. Offers to buy contingent on another home selling will not fare well when there is another offer on the property.

To Build? That is the question.

As a last resort, a buyer who decides they don't like what's out there, can build their own home.

Green/Parrott are advertising a vacant lot for sale with an \$250,000 price tag. It is possible to build a 2800 square foot custom home for under \$550,000 including the land and all costs according to Bill Parrott, a mortgage broker specializing in construction financing. The buyer would end up with a brand new home that they love, worth at least \$650,000 based on recent comparable sales. See "featured new listings" on the cover page.





GREEN PARROTT
Nona & Lisa

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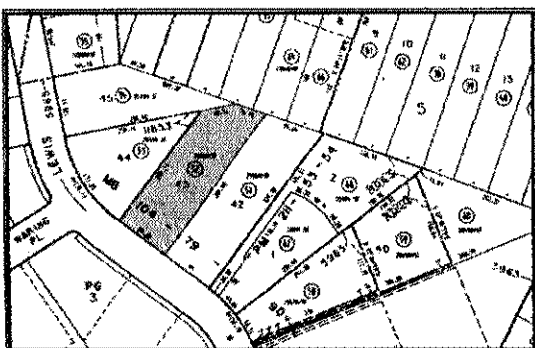
Featured New Listings

Country Road Take Me Home

.....to this beautifully remodeled 4br/2ba on quiet cul-de-sac. Sunshine, and tall eucalyptus grace this spacious one story home in custom area.

'The place I belong...' Old Agoura.

- All new kitchen and baths, smooth high ceilings, skylights, marble flooring, and grand wood burning stove.
- Large flat lot with RV access, two car garage.
- Horse zoned (permit required).
- Bridle path leads to public arena, miles of trails for riding or hiking.
- Las Virgenes Unified, award winning school district.
- Priced under \$600,000.



Have it Your Way

Attention contractors, horse people, or contractors who are horse people: .6 acre flat lot in custom Old Agoura is zoned for at least 4 horses. Build the home of YOU want and save \$\$\$.

- Sewer, and other utilities in street.
- Quiet cul-de-sac location.
- Las Virgenes schools.
- \$249,999