

THE FOOTHILL FLYER

A PERIODIC REAL ESTATE NEWSLETTER BROUGHT TO YOU BY

BRIAN FRYREALTOR® DRE#02047001
brian@brianfry.com**(949) 438-REAL**
(7325)**IN THIS NEWSLETTER:**

- SOME END-OF-SUMMER IDEAS
- HOME MAINTENANCE: THE LITTLE THINGS
- SHOULD YOU REMODEL BEFORE YOU SELL?
- PORTOLA HILLS MARKET REPORT AND SNAPSHOT
- FUN FACTS
- CAR MAINTENANCE TIPS
- GAMES
- MY CORE VALUES
- CALENDAR, EVENTS & EMERGENCY NUMBERS
- PEACH HAND PIES RECIPE
- THIS MONTH'S WINE
- SERVICES OFFERED
- ABOUT ME

SOME END-OF-SUMMER IDEAS

I know summer is not technically over until September 22nd, but the kids will be going back to school soon and there's still plenty of time to squeeze in a trip or event before they go back. It doesn't have to be an expensive, long, or even a far away trip. You can stay local, keep it cheap, and enjoy some valuable family time in the process. Try out a few of these ideas:

Camp locally - Take the family on a mini camping trip to O'Neill Regional Park. My wife and I try to camp multiple times a year, so having this just in our backyard is definitely a huge plus.

Get your feet wet - Take the family to Wild Rivers. Having opened July 10, this former local favorite has finally returned!

Park and Pizza - My wife and I wanted to know Lake Forest better, so we made a Sunday tradition of visiting a Lake Forest park every Sunday and ordering a pizza from a pizza place near each park. We visited all 31 parks. Great way to get to know your city.

The OC Fair - On until August 14th, take the family out for food, rides, games, food, concerts, other events and more food! Did I mention there's food?

Irvine Regional Park - An amazing place if you haven't been. Paddle boats on the lake, pony rides, and my daughter's favorite: the train rides. Also, can't forget to mention the OC Zoo!

All within 30 minutes, and won't break the bank. Happy summer!

HOME MAINTENANCE: THE LITTLE THINGS

Most home owners just ignore the broken items in the house, but why not fix the small things and enjoy an *un*broken home? Here's a couple of easy-to-do fixes that will help keep your home "like-new."

Patch drywall gouges and scrapes - DAP makes a patch kit that includes Spackle, a patch, small putty knife, and sand paper (\$13). The Spackle is pink, but turns white when it dries, letting you know when it's okay to paint. Just spread compound over the nick or gouge, allow to dry, then paint. A wall patch is included for larger areas.

Clean or paint the baseboards - They get the brunt of the abuse from the vacuum cleaner and broom, but the baseboards can probably be cleaned when the scuffs are minor. If they won't come clean, take some paint and a small paint brush. A small touch-up will make quite a difference. (<\$10)

Replace broken wall plates - Make sure to shut off the circuit breaker to the switch or outlet to avoid accidental shock from touching the terminals on the sides. (around \$0.80-\$3 per plate)

Tighten loose cabinet door hinges and handles - The constant opening and closing of cabinet doors will loosen the hinges and handles over time. The screws may strip and tightening it is no longer an option. The best solution is to replace the screw with one the next size up (in diameter, not length). (\$2-\$3) An even cheaper fix? Wrap the old screw once or twice with electrical tape and screw it back in.

Bonus tip - Keep sample containers of all the colors used in the house and label each with the corresponding room. Handy when you need a quick touch-up. (\$5 each) Beats storing half-used paint cans in the garage!

SHOULD YOU REMODEL BEFORE YOU SELL?

That newly remodeled home next door just sold, setting a new high-water mark for the community. All the neighbors are talking about it. As you all consider cashing in on your own homes, you wonder what it would take to hit that high end of the market. Should I do an extensive remodel or is it better to just sell as is? The answer to this question is a resounding “Yes... No. It depends”.

The truth is, when selling a home, one must consider the motivations of your potential buyer. Buyers will typically fall into one of two camps – those who are purchasing the home to live in, and those who will be renovating and quickly selling, or “flipping”, the property for a small profit.

Buyers who are moving in will be looking for a property that is, quite obviously, move-in ready. These buyers will avoid properties that need extensive repairs or are generally unimproved. Newer appliances, updated flooring, and fresh paint go a long way with these buyers and commands a premium price compared to unimproved properties, especially



when there are multiple listings available in the same neighborhood. The updated house will have no problem selling quickly and at the top of the market compared to similarly located, similarly sized homes.

So you want to sell your house, and you want to get as much as you can, but it needs a little work – what should you do? The hard facts are, even assuming a low-end remodel, it is usually not possible to recoup 100% of any recent costs during the sale of the home. Some of the projects most attractive to buyers include remodeling an outdated kitchen (\$20-\$30K) or bathroom (\$10K), new floors (\$10-\$15K), and adding central air conditioning (\$25K) – but these projects have a rate of return of only 70% to 85% - and certainly wouldn't be worth doing immediately prior to sale. Other projects – such as a room addition, replacing copper piping, or putting a pool in the backyard garner an even lower ROI.

However, there are some items that may be worth an investment, and these items typically fall into two categories – simple, quick fixes, and skin-deep aesthetic improvements. The rate of return on a broken gate latch (\$20 repair) or missing garage door opener (\$30 replacement), would easily enjoy an ROI over 100%. At the very least, it could save a sale by making

your house “move-in” ready. Additionally, new interior paint (\$5,000), replacing a couple of cracked floor tiles (\$500), and even new light switch and outlet coverings (\$50) can make your home seem like it was cared for and a place your buyers can imagine their family in.

If your house is actually in disrepair or requires extensive updating, you might find yourself selling to a flipper. This type of buyer will be looking to get the absolute lowest price, as they are calculating the costs of the repairs and renovations needed – and we have already seen how tight these margins are. In this situation, it is advised to spend as little as possible improving the property. Buyers who will be flipping the property are looking for


impacted properties, and any money that you spent on a recent remodel would likely be seen as wasteful, as the flipper will likely have a different idea of what the property needs. They certainly don't want to pay for your remodel and then their own. Focus again here on inexpensive, simple, quick fixes as well as any repairs needed on major items. In order to

maximize the amount you can get from a flipper, your property would need to be elevated out of the “soon-to-be-condemned” category and into “good bones”. Make sure that everything is working – don't replace the furnace or the water-heater, but get them functional. Fix leaks, but don't re-pipe or re-roof. Your aluminum wiring should be remediated, not rewired.

Relying on the experience of a skilled Realtor® will help you make the right decision here. A good Realtor® knows your community and has a finger on the pulse of what buyers want. A great Realtor® will also guide you through the entire process and make recommendations on how to maximize your homes value. In addition to minor fixes and aesthetic improvements - proper staging, marketing, and presentation of the property can easily extract a higher rate of return than any major remodeling project. The most sound advice for those considering committing to the time, expense, and inconvenience of a remodel – is to incorporate it into your five to ten-year plan. Although you will not recoup 100% of the cost when the time comes to sell, if you are able to live in your remodeled home for many years, you will enjoy the added benefits of having a beautiful place to live. And who can put a price on hundreds of barbecues, birthday parties, and dips in the pool?




PORTOLA HILLS SNAPSHOT PAST 30 DAYS


 **\$1,035,000**
MEDIAN SALE PRICE
↓ 1% (\$10,500)

 **7 DAYS**
TIME ON MARKET (SALES)
↑ 1 DAY

 **14**
HOMES SOLD
↓ 6% (1 HOME)

 **0.48%**
\$ ORIG. vs SOLD AVG.
↓ 2.62%

 **\$15.3M**
TOTAL SALES
↓ 1.92% (\$300,000)

 **32**
ACTIVE LISTINGS
AS OF JULY 15, 2022
↑ 33% (8 HOMES)

 **\$3,900***
MEDIAN LEASE PRICE
↓ 2.5% (\$100)

 **8 DAYS**
TIME ON MARKET (LEASE)
↑ 1 DAY

PORTOLA HILLS

RECENT SALES & LEASE ACTIVITY

SALES

PROPERTY ADDRESS	BED/BATH	SQ. FT.	DAYS	CLOSE PRICE	DATE
409 ECHO BLUE	3/2.5	1,453	15	\$895,000 ↑	5/11/2022
19195 ECHO PASS RD	4/2.5	1,776	5	\$1,100,000 ↑	5/12/2022
19292 ECHO PASS RD	2/2	1,156	63	\$890,000 ↓	5/16/2022
29081 CANYON VISTA DR	4/3	3,208	22	\$1,386,000 ↑	5/16/2022
28512 KLONDIKE DR	3/3	1,228	24	\$820,000 ↑	5/17/2022
19106 SYCAMORE GLEN DR	2/2	1,154	3	\$860,000 ↑	5/19/2022
19252 HIGHLAND VIEW LN	3/2.5	1,893	5	\$1,200,000 ↑	5/23/2022
19582 DORADO DR	3/2.5	1,999	8	\$975,000 ↓	5/24/2022
28376 PUEBLO	3/3	1,256	4	\$790,000 ↑	5/27/2022
18908 CANYON HILL	2/2	936	4	\$620,000 ↑	5/31/2022
28596 MALABAR RD	5/4.5	3,150	13	\$1,650,000 ↑	6/2/2022
28885 CANYON POINT	2/2	1,028	6	\$636,500 ↑	6/6/2022
28395 YOSEMITE DR	3/3	1,256	6	\$726,500 ↑	6/6/2022
19392 DORADO DR	3/2.5	1,999	9	\$965,000 ↑	6/7/2022
28871 CANYON POINT	2/2	873	18	\$570,000 ↑	6/10/2022
19265 TERRACE VIEW CIR	2/2	1,156	11	\$860,000 ↑	6/10/2022
19005 CANYON SUMMIT	2/2	1,002	9	\$625,000 ↑	6/13/2022
28825 WOODSPRING CIR	4/2.5	1,738	6	\$890,000 ↑	6/15/2022
28565 CEDAR RIDGE RD	5/2.5	2,378	3	\$1,358,000 ↑	6/15/2022
28342 QUIET HILL LN	4/3.5	3,642	5	\$1,680,000 ↑	6/15/2022
28501 CEDAR RIDGE RD	4/2.5	2,379	0	\$1,600,000	6/17/2022
1880 ALISO CANYON DR	5/5	3,099	33	\$1,675,000 ↑	6/17/2022
1132 PORTOLA OAKS DR	5/4	2,502	30	\$1,425,00 ↓	6/24/2022
29012 CANYON RIDGE DR	1/1	632	4	\$439,000	6/27/2022
100 HIGH MEADOW	4/3.5	2,152	5	\$1,187,000 ↓	6/29/2022
121 HIGH MEADOW	4/3.5	2,322	12	\$1,100,000 ↓	6/30/2022
109 ALDER RIDGE	3/2.5	1,400	41	\$875,00 ↓	7/5/2022
18952 CANYON HILL	2/1	954	11	\$565,000 ↓	7/6/2022
19431 HIGHRIDGE WAY	4/3.5	1,859	10	\$970,000 ↓	7/6/2022
19082 CANYON COURT RD.	2/2.5	1,162	5	\$750,000 ↑	7/8/2022
19361 CASCADE DR	3/3	1,303	7	\$820,000	7/8/2022

LEASES

1812 CANYON OAKS LN	5/4.5	3,216	59	\$6,800 ↑	6/20/2022
28512 SORANO	2/2.5	1,100	5	\$2,750 ↑	6/27/2022
28456 BOULDER DR	4/2.5	1,150	8	\$3,200	7/9/2022
28342 QUIET HILL LN	4/3.5	3,642	10	\$6,400 ↓	7/10/2022
109 ALDER RIDGE	3/2.5	1,400	5	\$4,500	7/14/2022

↑ = SOLD OR RENTED ABOVE LIST PRICE

DID YOU KNOW?

- The most commonly remodeled room in a home is the kitchen
- Only 77% of those who hired a contractor used a written agreement
- Carménère can contain up to 15% other grape varieties. In Chile, a single-varietal wine is allowed to have up to 15% other grape varieties blended in with it
- About 36% of homeowners who remodel actually stay within budget
- It is very common for someone to use the word "electrocuted" when they mean electric shock. Electrocutation means "death by electric shock." The difference in both terms is literally life and death. Shocking!
- The "W" in your oil type stands for "winter"
- Sharp objects like screws, nails, and bolts cause 30% of home remodeling injuries
- Carménère was considered extinct after the Phylloxera plague of 1857, which nearly wiped out most of its vineyards in Europe
- August is National Peach Month. Peaches are picked from June to the end of August

CAR MAINTENANCE TIPS

CHECKING AND REPLACING THE FLUIDS: CHECKING THE ENGINE OIL

So you read my last flyer and checked your cabin air filter, right? It's an easy enough task and hopefully you replaced it (if needed), and now you're eager for the next round of car maintenance tips.

On a hybrid, gas, or diesel, there are 5 fluids to check on a regular basis; **engine oil, transmission fluid, coolant, brake fluid, and power steering fluid.**

To start off this series, let's delve into the engine oil; the most common fluid to leak from a car and get on that beautiful driveway of yours.

Make sure to check the engine oil level once a month. When checking, the engine should be off and left to cool for best accuracy. Pull out the engine oil dipstick, and using a clean shop towel or rag (preferably a blue Scott's shop towel), wipe off the dipstick and place it back in the dipstick tube completely. Pull out the dipstick again and check the level on the end of the stick. The cross hatches or level lines (or dots) on the dipstick usually range 1qt from the low mark to the full mark, unless otherwise specified in the owner's manual or on the dipstick itself.

The oil level is low - No need to fret just yet. This could be normal, depending on how often or how little you check your oil.

The most common reason your oil may be low would be due to a leak. However, if you see no signs of a leak (no drips on the driveway, no

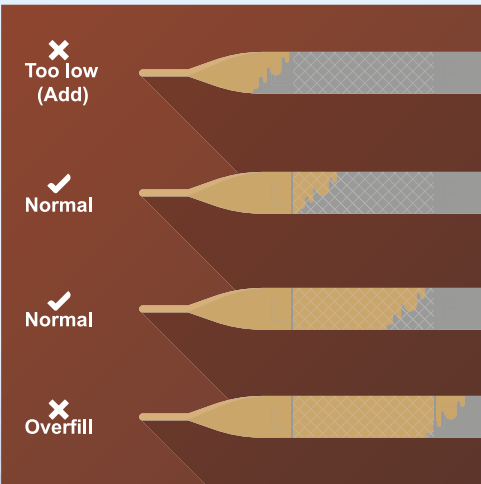
wetness underneath the car), then maybe whoever changed the oil last simply didn't add enough. If you've eliminated those as possible causes, then your engine could be burning oil. If you suspect that is happening, take your car to a professional.

Now, don't worry, engines DO burn some oil. There is a certain threshold of how much oil an engine can burn and still be considered normal. Newer cars, that threshold could be as much as a quart between every oil change. High-performance cars, that amount is slightly greater. If you're losing a quart every 1,000 miles or less, get it checked out.

The oil level is too high - In most cases, this is simply due to overfilling. Check the color. Engine oil, when new, is amber in color. That color will change not long after running your car, so don't worry about seeing the color darken after a short period. If the level is too high, and the color is within this range, then you have to get dirty and drain some out. If it's overfilled and looks milky, then you have a serious problem. That means there's water in the oil pan and you need to take your car to a professional.

Make sure when topping off the engine oil you're using the viscosity recommended by the manufacturer. As with all fluids, do not overfill, and replace at regular intervals.

Checking the engine oil level is easy. Sure, you don't have to worry too much on new cars, as opposed to the old days when burning a quart between oil changes was considered normal, but staying on top of your car's maintenance will pay dividends.



NO JUNKMAIL, NO TIRED SLOGANS

Sign up for my e-newsletter today! Just real, useful real estate information and great how-to's for the DIY'er.

(949) 438-7325

brian@brianfry.com

brianfry.com/signup



CRYPTOGRAM

EACH LETTER HAS BEEN REPLACED BY ANOTHER.
EXAMPLE: NTGMTJC BQJJD is PORTOLA HILLS

NLXX LFEXEL MF XI MPJLNMFVXGKL XFFLE,
LTLN MIQNLXFMIR MI TXKHL. ME MF
EVL PAFE FAKMC FLQHNMED EVXE VHPXI
MIRLIHMED VXF CLTMFLC. ME MF EVL
GXFMF AZ XKK FLQHNMED XIC XGAHE EVL
AIKD MICLFENHQEMGKL FLQHNMED.
- NHFFLKK FXRL

FUN ALL SUMMER LONG
WORD SEARCH

S D C O K S N P A A H G F R
Z U W Z M R T B W L S L W M
H O N N G W A R V V O D Y A
A N O S G N I F R U S H D H
M B O P C Z I E T E B D A O
B I F I E R W K D I L W T I
U C K Z T H E A I E N D Q O
R Y Z Z M A N E B H O G O K
G C W A C O C O N G K P M C
E L N T M U A A C A M P I N
R I Q E H R J J V S F N D T
Q N L S D C P I R T D A O R
B G G Q D N A L Y E N S I D
A X M A E R C E C I D B Q P

BEACH
BICYCLING
CAMPING
DISNEYLAND
FISHING
HAMBURGER
HIKING
HOT DOG
ICE CREAM
LEMONADE
PADDLE BOARD
PIZZA
POOL
RAFTING
ROAD TRIP
SUNSCREEN
SURFING
VACATION
ZOO

5

CORE VALUES I LIVE
AND WORK BY

1. INTEGRITY
THE TRUST EVERYONE HAS
IN ME IS WELL-EARNED.
I STRIVE TO ALWAYS
DO WHAT'S BEST FOR
EVERYONE

2. ATTENTION TO DETAIL
I DON'T CUT CORNERS.
THE JOB IS NOT DONE
UNTIL IT'S DONE
CORRECTLY AND
ALL OPTIONS ARE
THOROUGHLY EXPLORED

3. ACCESSIBILITY
I ANSWER MY PHONE.
I CALL MY CLIENTS. I
FOLLOW UP. I RESPOND TO
EVERY TEXT, VOICEMAIL,
AND EMAIL

4. LOYALTY
I STICK BY MY
COMMITMENTS AND
FOLLOW THROUGH

5. BETTERMENT
I ALWAYS STRIVE TO
REFINE PROCESSES,
TO LEARN, AND TO
FIND MORE PRACTICAL
AND COST-EFFECTIVE
SOLUTIONS

BRIAN FRY
949-438-REAL

brian@brianfry.com
DRE#02047001



For answers, visit www.brianfry.com/newsletter



BRIAN FRY
REALTOR® | DRE# 02047001
(949) 438-REAL (7325)
brian@brianfry.com

OC SHERIFF (NON-EMERGENCY): (949) 770-6011
OC FIRE AUTHORITY (NON-EMERGENCY): (714) 573-6000
OC ANIMAL CARE (ANIMAL CONTROL): (714) 935-6848
OC PARKS: (866) OCPARKS

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
31	1	2	3	4	5	6	
7	8	9	10	11	12	13	
14	15	16	17	18	19*	20	
21	22	23	24	25	26	27*	
28	29	30	31	LOCAL EVENTS WEDNESDAYS: LAKE FOREST FARMER'S MARKET LAKE FOREST SPORTS PARK AUGUST 5: SUNSET CINEMA IRVINE REGIONAL PARK AUGUST 19: MOVIE IN THE PARK LAKE FOREST SPORTS PARK AUGUST 27: SUMMER CONCERT LAKE FOREST SPORTS PARK			

OC Realty Services

AUGUST

WELL THAT'S JUST PEACHY: PEACH HAND PIES



FILLING

- 3 small peaches
- 1/4 cup sugar
- 1/4 cup brown sugar
- 1/4 tsp kosher salt
- 1/4 tsp ground cinnamon
- 1 tsp grated lemon zest
- 1 tsp lemon juice

THE FILLING:

1. Fill a medium size bowl with ice water, then bring a medium saucepan of water to a boil.
2. Using a paring knife, cut an X on the bottom of each peach, then add to the saucepan. Blanch until the skins begin to peel off (1-2 minutes).
3. Transfer peaches to the ice bath and let cool completely. Peel, halve and pit, then cut into small pieces. This should yield about 2 cups.
4. In a saucepan, combine the peaches, sugar, brown sugar, salt, cinnamon, lemon zest, and lemon juice, then bring to a boil. Cook over medium heat, stirring occasionally until thickened and syrup-like (about 12 minutes).

5. Scrape the filling into a small bowl and let cool to room temperature. Cover and refrigerate until cold (about 2 hours).

THE DOUGH:

1. In a large bowl, mix the flour, salt, and sugar. Add the butter over the dry mix.
2. Using a pastry cutter, two forks, or just your fingers, cut or pinch the butter into the mix until all of the flour is coating the butter and resembles very coarse crumbs, about the size of small peas.
3. Drizzle the ice water in, 2 tablespoons at a time, just until a dough forms. Turn out onto a lightly floured work surface and knead gently to form a ball. Divide dough in half, then pat into a 1-inch-thick round. Wrap in plastic and refrigerate for 1 hour

THE BAKING:

1. Preheat the oven to 450°F, then line a baking sheet with parchment paper. On a lightly floured work surface, roll out a piece of dough 1/8 inch thick. Cut the dough into 4-inch disks, using a biscuit cutter or knife. Make sure to roll the scraps again to yield the maximum amount of dough. Each dough half should yield about 16 disks.
2. Transfer the disks to the lined baking sheet. Top with a layer of parchment paper. Refrigerate for 30 minutes.
3. Working with one disk at a time, brush the rim of the dough with the egg wash. Place about 2-3 teaspoons of filling into the center and fold the disk in half. Press the edge firmly to seal and transfer to a prepared baking sheet. Repeat with the remaining dough and filling, spacing the pies 2 inches apart.
4. Brush the top of each pie with the remaining egg wash then sprinkle with turbinado sugar. Cut two small slits in each pie then bake until puffed and golden brown, about 18 minutes. Rotate pans halfway through baking. Transfer the hand pies to a rack and let cool slightly.



THIS MONTH'S WINE: CARMÉNÈRE

As inflation and higher interest rates are on everyone's mind, wine is a luxury item many count as a non-essential. Ridiculous, right?

Enter Carménère (kaar-muh-nehr) — a formerly endangered grape varietal that made its comeback in Chile. Originally from Bordeaux, France, Carménère has a similar taste to a Merlot or Cabernet Sauvignon; often with plum, red or dark berries, and a distinct green bell pepper note.

Unlike the pricey wine-making in Bordeaux or Napa, Chile can do it for less. Its lower costs of land and labor yields excellent wine value in this fantastic red sipper.



- Residential
- Commercial
- Investment/Rental Property
- Short Sales
- REO Sales
- Land & Development
- Property Management
- In-house Lender
- In-house Escrow

LOCAL
POSTAL CUSTOMER

BRIAN FRY

REALTOR® | DRE# 02047001

(949) 438-REAL (7325) brian@brianfry.com

I am a dedicated husband, father, and friend. I grew up in south Orange County and have lived in Portola Hills since 2014. I enjoy restoring classic cars, home repair/remodeling, woodworking, camping, road-tripping, playing music, but most importantly, spending quality time with my wife and daughter.

Since 2012, my professional background has been in real estate in the form of permit expediting and entitlement acquisition. I've helped clients build their homes, restaurants, investment properties, and more. I've worked with City, County, and State agencies, builders, architects, and engineers.

I became a real estate agent to help others through the home buying and selling experience, to do the heavy-lifting in a sale. My goal is to make the transaction as seamless as possible. I want to assist everyone who is considering making a move, whether they're staying local or moving out of state, buying, selling, leasing, or looking for investment properties. **I look forward to working with you!**

This newsletter is published to provide information, news, and hopefully some entertainment. This is not intended as a solicitation if your property is currently listed with another agent or if you are currently working with another real estate professional. The material within this newsletter may contain information from articles from third-party sources. All efforts are taken to utilize royalty-free media, or licensed media with permission, or to provide reference or attribution to original author(s) or source material. Brian Fry and OC Realty Services do not provide any guarantees as to the accuracy of the content or outcome of any transaction, market trend, or other item which may be covered in this newsletter. Nothing contained in this newsletter should be used as a substitute for consultation with licensed or certified tax professionals, attorneys, contractor, appliance or other repair professional, health professional, safety officer, etc.

THE FOOTHILL FLYER ©BRIAN FRY, DRE#02047001

OC REALTY SERVICES LOGO ©OC REALTY SERVICES, DRE#01402731