



## TRI-VALLEY EXECUTIVE'S ASSOCIATION

P.O. Box 985 ♦ PLEASANTON CA 94566

PHONE & FAX 485-1394 ♦  
www.trivalleyexecs.com

---

SEPTEMBER 21, 2006

---

### NEXT WEEK:

Join us for the Annual TVEA Tournament on  
**September 28** at Callippe Preserve  
8500 Clubhouse Drive, Pleasanton.  
The 1<sup>st</sup> Tee off is at noon.  
Dinner will follow at 5:30pm.

Cost for golfers including dinner is \$100 pp.  
If you don't golf, please join us for dinner for  
just \$40 pp.

Please contact Ron Robinson ASAP to  
participate (209) 321-2787 or Marilyn Lewis  
417-0512.

---

### NEXT REGULAR MEETING:

The next regular meeting of the Tri-Valley Executives' Association will be held on Thursday, **October 5**, at Vic's All-Star Kitchen at 7:00am.

The GREETERS will be **JoDee Moore** of AireServ and **Marco Lindsey** of Transworld Systems.

**Beverly Hoey** of the Law Offices of Beverly Hoey will give the VALUE.

The SPOTLIGHT will be on **Brian Richards**, given by **Mark Rogers**.

The **Board of Directors** will meet directly following adjournment.

---

### GUEST:

Thank you, **Marilyn Lewis** of Aweigh-to-Go Travel inviting your guest, Susan Knowmiller of Melaluca.

---

### WELCOME NEW MEMBERS:

#### **Marco Lindsey**

GreenFlag Profit Recovery by Transworld Systems  
5976 W. Las Positas Bl. # 208, Pleasanton  
Tel: 746-1746, Fax: 251-0636,  
E-mail: marco.lindsey@transworldsystems.com  
Classification: Accounts Receivable Consulting

#### **Bradley Harbidge**

Tucknott Electric Co.  
1032 Serpentine Lane, Pleasanton  
Tel: 931-0800, Fax: 931-0817  
E-mail: bradharbidge@hotmail.com  
Classification: Electrical Contractor

---

### CLASSIFICATION:

**Mike Peel** was born in Massachusetts, moved to California and attended high school in Alameda, then went into the military, attended Chabot College in Hayward, got his real estate salespersons license, then in 1978 got his brokers license. In 1982 the brokerage consisted of 8 partners and 20 agents. Today at Hometown GMAC, Mike has one partner, Steve Fast, and they have 70 agents in three offices.

Mike is married to Darlene Crane-Peel of Residential Pacific Mortgage, and he has three children and two grandchildren.

**Tom Fox** grew up in Michigan and attended the Miami of Ohio University. Tom was pre-med and decided to go into medical supply sales. He was transferred to the East Bay and wanted to raise his family here, so he got out of the medical industry and became a realtor. In 1978 he was one of Mike's partners, but tired of management after over 20 years, he now focuses just on his clients.



## TRI-VALLEY EXECUTIVE'S ASSOCIATION

P.O. Box 985 ♦ PLEASANTON CA 94566

PHONE & FAX 485-1394 ♦

[www.trivalleyexecs.com](http://www.trivalleyexecs.com)

---

He also donates a great deal of his time to help people around the world through an organization called Rotoplast International, which facilitates medical missions to provide surgical intervention for children who are not able to receive treatment or who are in need of more complicated medical procedures than can be provided by local physicians to correct cleft lips and cleft palates.

Tom has been married for 38 years, has three children and five grandchildren.

The real estate business is very easy to get into; people get in and get out very quickly, so stick with someone who has some experience. When Tom bought his first house, the contract was one page; today the basic contract is 24 pages. There is a lot more liability for sellers, so it pays to go with a professional.

Mortgage brokers have to have real estate licenses and are now trying to sell homes, as the re-fi market is drying up. At Hometown GMAC they don't try to be all things to all people – their agents do only residential real estate and are not allowed to do commercial real estate or mortgage loans.

The market has changed in the past year as evidenced by the number of homes on the market and the length of time it takes to sell a home, typically a month or more, where most houses were still selling in a weekend just a year and a half ago. The good news is that builders are still building and the California real estate market may have deflated slightly, but did not burst.

Many developers are steering investors to other states, but it is still a risky proposition because of the uncertain economies in those "hot" markets. California, and the Bay Area in particular, are still the best investment.

### Housing and Taxes:

- To transfer your tax base you must be 55+ years old, within the same county (in most cases), and the home purchased must be not more than 5% more than the selling price of the home sold. The tax base can also be transferred from a parent or grandparent to the purchasing child or grandchild.
- A 1031 exchange can defer taxes on selling investment property when transferred through a 1031 exchange service for a like-kind property.

Hometown has one staff member to every 5 agents, whereas most others have one staff member to 14 agents. The job of the agents at Hometown is to manage the sale of your property, not just to get an offer, but to make sure the transaction closes.

To have your home evaluated for sale or if you know of someone who needs the services of a professional Realtor, call Mike or Tom at 426-3800.

---