

**JULY 30, 2015 NEWSLETTER**

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**THIS WEEK:**

The next regular meeting of the Tri-Valley Executives' Association will be on **August 6<sup>th</sup>** here at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Mike Peel** of Venture Sotheby's International Realty and **Dr. Barry Winston** of Amador Valley Optometric.

The TWO TRUTHS will be given by **Earl Woodson** of Transbay Locksmiths.

Family Law Attorney, **Chris Rugaard** of the Law Office of Christopher P. Rugaard will give his CLASSIFICATION.

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**BOOK TALK:**

On **August 13<sup>th</sup>**, Jim Pease will lead a discussion about theories and strategies laid out in the book "**The Power of Habit: Why We Do What We Do in Life and Business**" by Charles Duhigg. If you don't want to read it, you don't have to, or if you want to get into it a little, focus on the first third.

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**THE WEEKLY "POT" REPORT:**

Congratulations, **Mike Peel** on winning \$143 in our 50/50 Raffle!! TVEA's 50/50 raffle begins again this week at **\$50** with 10 white marbles (\$5), 2 blue marbles (\$10) and 1 red marble (the Pot).

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**UPCOMING:**

August 13 – **Book talk:** "The Power of Habit"

August 20 – **Bob Olsen**, Olsen Painting

August 27 – **Dan Brown**, Onstad's Insurance

September 3 – **NO MEETING**, Happy Labor Day!

September 10 – **GUEST BREAKFAST**

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**HOW MANY INVITATION LETTERS DID YOU SEND THIS WEEK?**

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**TWO TRUTHS:**

BY DR. ENDRE SELMECZY

1. One person dies every hour of every day from oral disease.
2. Less than 2% of dental offices in the US have the same state-of-the-art digital equipment that Dr. Endre uses in his practice.
3. 10% of patients have anxiety about going to the dentist.

So, it's a lot more than that; 48% of patients experience anxiety about dental visits.

If you know someone that is in that category or to make your anxiety 0%, call the Dental Office of Dr. Endry Selmeczy, practicing sedation dentistry: 447-8344 [www.livermoresedation.com](http://www.livermoresedation.com).

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**CLASSIFICATION:**

**Mike Peel** was born in 1943 in Massachusetts, moved to California when he was 12 years old, and graduated from Alameda High School in 1961. He joined the Marine Corps right out of high school, and then attended 2 years of college at Chabot College in Hayward.

He got a job with International Harvester where he worked for 13 years as a project design engineer and a quality control supervisor. In 1972 he moved to Pleasanton and opened a tennis and trophy shop.

He got his real estate salespersons license in 1975, then in 1978 got his broker's license and started Hometown Real Estate Brokers with Tom Fox, 5 other partners and 20 agents. Hometown became Better Homes and then Hometown GMAC. GMAC became Real Living at a time when Mike had come to a crossroads with former partner, Steve Fast, and so they closed the brokerage in March of 2010. He searched for a "new home" for Hometown's 40+ agents and found the most favorable terms and support at Keller Williams Tri-Valley Realty. Mike Peel became their Broker of Record in April of 2010. In 2014, one of the partners of KW Tri-Valley found a

better, more upscale franchise, and formed Venture Sotheby's International Realty. Being the real estate expert that he is, Mike was asked to move with them as their broker of record. Today, they have over 50 elite agents and are anxiously awaiting the completion of their new office on Main Street.

In 1997, Mike married Darlene Crane-Peel of Opes Advisors in Tombstone, Arizona, and together they have 5 children and two grandchildren, who are now in college.

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. There is a lot more liability for sellers, so it pays to go with a professional when listing your home.

In 1975 the purchase contract was 1 page; now it is 10 pages with an additional 14 pages of disclosures. Venture SIR only uses CAR (California Association of Realtors) forms, which are updated with the latest court rulings every April or November. The biggest reason for a law suit is non-disclosure (death, smells, mold, septic and drainage issues, neighborhood conditions); you have to reveal everything to the buyer, even if you think it jeopardizes the sale. The job of the agents at Venture Sotheby's International Realty is to manage the sale of your property, not just to get an offer, but to make sure the transaction closes.

It's a great time to sell a home, but only if you're moving out of the area. If you plan to stay in the Tri-Valley you would sell high, but you'd also be buying high.

To find an investment property, to have your home evaluated for sale or if you know of someone who needs the services of a professional Realtor, call Mike at 426-3849 [mike@mepeel.com](mailto:mike@mepeel.com).

**THE HOUSING MARKET:**

The statistics in the local housing market show that all 5 communities are selling at prices at and above the highs of 2007. The market has improved dramatically over the past 3 years. Here are the numbers:

CITY	Current ACTIVE Listings	Average List Price of Actives	Current PENDING Listings	Average Days on the Market	Average List Price of Pending
Pleasanton	91	1,765,244	99	22	1,169,780
Livermore	149	884,732	137	23	710,045
Dublin	77	733,918	125	24	809,649
San Ramon	137	1,056,635	156	21	918,097
Danville	106	1,522,266	114	24	1,166,513

**MEMBERSHIP:**

The next official **GUEST BREAKFAST will be on September 10<sup>th</sup>**.

Thank you to the following members who reported an invited guest last week:

- **JOEY MINAHAN**
- **EARL WOODSON**

During the lead section, please report on the number and/or who you sent the invitation letter to.

Please let me know if I can help in any way. I'm happy to type and mail letters for any contacts you'd like to invite.

**Classifications Needed\*:**

- Business Broker
- Bookkeeper
- Chiropractor
- Electrician
- Handyman
- Commercial Property Manager
- Commercial Realtor
- Shredding Company
- Web Designer & SEO (search engine optimization)
- Bakery

\*This is a partial list