



September 2012

Dear friends,

Hope your summer went well. It felt very short this year due to school starting so early, August 14th. With it came the first day of Kindergarten for Jake and the first day of 2nd grade for my other son, Ryan. It was the first time I've had no tears on the first day of school. Jake was so happy to start kindergarten and to finally get homework (that's what he said) and for Ryan, he has the same teacher as he did in first grade so he did not have any transition to deal with this year, so he was happy to be with his teacher and pals from last year.

With the fall season quickly approaching, we are planning our first fall event here at Heyler. This is an event to celebrate our friends, family, clients and the community around us. We look forward to making it an annual event for you to enjoy every year so look for our save the date and announcements for Heyler Harvest Festival. It will be in October and it's going to be full of fun!

We also have a great new addition to our team who we look forward to introducing to you in our next publication. Since he just joined us, we do not have everything loaded up to put into this month's issue. He has already been working hard the last few months with us behind the scenes and coming up with great ideas and has so much to share to help us continually add value to you and our community. As always, when you talk with a friend, family member or neighbor and they need help with real estate or financing, feel comfortable introducing us to them and we will be more than happy to help them reach their goals.

Sincerely,

A handwritten signature in black ink, appearing to read "Jae Wu".

Jae Wu on behalf of Sean McMillan, John Padden, Patrick Joyce, & Rosemary McMillan
Of the Heyler Realty Team
~Your friends in the business~

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HERE'S HEYLER

News To Help You Save Time And Money

September 2012

Better Write It Down

An elderly husband and wife noticed that they were beginning to forget many little things around the house. So, they decided to go see their physician to get some help. Their physician told them that many people their age find it useful to write themselves little notes as reminders. The elderly couple thought this sounded wonderful, and left the doctor's office very pleased with the advice.

When they got home, the wife said, "Dear, will you please go to the kitchen and get me a dish of ice cream with some strawberries on it? Now, better write that down, because I know you'll forget."

"Don't be silly," replied the husband. "A dish of ice cream and some strawberries. I can remember that between here and the kitchen!"

"OK, dear, but I'd like you to put some whipped cream on top. Now you'd really better write it down now. You'll forget," said the wife.

"Come now, my memory's not all that bad," said the husband.

And with that, the husband shut the kitchen door behind him. The wife could hear him getting out pots and pans, and making some noise inconsistent with his preparing a dish of ice cream, strawberries, and whipped cream. He emerged from the kitchen about 15 minutes later.

INSIDE THIS ISSUE

- Better Write It Down
- August Bike Winner
- Have A Peaceful September
- Are You In The Cloud?
- Six Innovative Questions
- Movie Homes For Sale
- 3 Interesting Food Facts
- Thrifty Car Management
- You Probably Suspected...
- Early Signs Of Diabetes
- Why So Many Zippers Say YKK

Walking over to his wife, he presented her with a plate of bacon and eggs.

The wife took one look at the plate, glanced up at her husband and said, "Hey, where's my toast?"

Sometimes you have to laugh, right?



Have a Peaceful September

The International Day of Peace on September 21 was voted by the General Assembly as a day of non-violence and cease-fire. The UN invites all nations and people to honor a cessation of hostilities during the Day, and to otherwise commemorate the Day through education and public awareness.

The International Day of Democracy on 15 September will coincide with the observance at UN Headquarters of the International Day of Peace, under the theme of "Peace and Democracy: Make Your Voice heard".

9/11 is a day of remembrance for the United States, and many around the world who lost both loved ones and their sense of freedom in one ugly blow. The new One World Trade Center (1WTC) and museum complex is due to be completed one year from today, reminding us of a loss of innocence while memorializing the innocent.

Are You In The Cloud?

A 'cloudy' day is good news for cloud computing early adopters. More and more companies are relying on "the cloud" for their IT operations, according to a survey by Advanced Micro Devices (AMD), which is aiming to become a supplier of processors and chipsets to cloud-computing providers.

Cloud computing enables users to access software, store data, and use applications through a network instead of a single local computer. By spreading your data to remote servers which are themselves backed up in different locations, you save hard drive space, as well as headaches from lost data.

The AMD study found that 42% of participants are using cloud computing in part of their operations, and 60% of those are already seeing business value from the cloud. Of companies not already in the cloud, 32% say they're actively investigating it. Only 3% of organizations said they had rejected cloud computing after looking into it.



August Heyler Community Cruiser Winner is Rachel Sarnoff!!



Stay tuned each month to see if **YOU** are the next winner. If you haven't already done so, sign up at www.heyler.com/bike

Six Innovative Questions

The next time you've got a tricky problem to solve, try using these questions to help you think out of the box:

1. What would happen if . . . ?
2. Do I have to do it this way?
3. What's the silliest way I could do this?
4. What's the worst way I could do this?
5. What if solving this problem were a matter of life and death?
6. What three things would make it better and what three things would make it worse?

Movie Homes For Sale

If you want to live in a piece of Hollywood history, check out these big screen houses for sale over the past year:

- **Home Alone.** The house that Macaulay Culkin defended against burglars in the 1990 film, located in Winnetka, Ill., listed at \$2.175 million.
- **Ferris Bueller's Day Off.** Home base for the "righteous dude" played by Matthew Broderick in the 1986 flick is in Highland Park, Ill., and listed at \$1.65 million.
- **The Godfather.** The house where the wedding reception for Don Vito Corleone's daughter is held, on Staten Island, N.Y. (Long Island in the 1972 movie) re-listed at \$2.675 million (reduced from \$2.9 million).
- **The Godfather.** Another house from the famous movie, in Beverly Hills, Calif., was used for the scene where a horse's head is left lying in a movie executive's bed. The price for the 29-bedroom mansion was set at \$95 million.
- **Moonstruck.** The Brooklyn, N.Y., home of Cher and the rest of the Castorini family in the 1987 romance was sold in 2008 for \$3.85 million.

(List prices from The Business Insider and Chicago Now as of May and June 2011)

3 Interesting Food Facts

Refried beans are only fried once. The reason for the misconception around the name is a translation error. The originals are *frijoles refritos* which actually means "well fried beans" – not re-fried.

Worcestershire sauce, the popular English sauce, is made from dissolved anchovies. The anchovies are soaked in vinegar until they have completely melted. The sauce contains the bones and all.

Coconut water can be used (in emergencies) as a substitute for blood plasma. The reason for this is that coconut water (the water found in coconuts – not to be confused with coconut milk, which comes from the flesh of the coconut) is sterile and has an ideal pH level. Coconut water is liquid endosperm – it surrounds the embryo and provides nutrition.

Thrifty Car Management

You depend on your car, and you take good care of it. But you don't have to throw lavish amounts of money at it. Take heed of this money-saving advice:

- **Stick with normal tires.** Don't let dealers talk you into super-grip performance tires unless you drive a sports car and really need them. Most high-performance tires are more expensive and don't last as long as regular tires.
- **Don't change the oil more than you need to.** Check your owner's manual. In the past, many manuals recommended a change every 3,000 miles. These days it's more likely to be 5,000 to 7,500 miles.
- **Avoid premium gasoline unless it's necessary.** Fuel is expensive enough. High-performance engines may call for premium brands exclusively, but most cars will run just fine on regular gas.
- **Skip the mileage-boosting gimmicks.** Fuel additives and devices like magnets on fuel lines probably don't have much impact on your mileage.

- Use your smart phone. You may not need an onboard navigation system installed for \$2,000 or so if your smartphone has its own GPS system.

You Probably Suspected...

Pringles were originally called “Pringles Newfangled Potato Chips.” However, due to the fact that they only contain about 42% potato based content, with most of the rest being from wheat starch and various types of flour, including corn and rice flour, the U.S. Food and Drug Administration made them change the name because their product didn’t technically meet the definition of a potato chip.

Their use of the word “chip” was also restricted, forcing them to use “crisp” instead—which got them into further trouble in the UK.

Early Signs Of Diabetes

People with type 2 diabetes often do not have any symptoms. When symptoms do occur, they are often ignored because they may not seem serious. Take a look at yourself and your loved ones for these common symptoms of diabetes, keeping in mind that type 2 diabetes develops slowly over many years, and may present only one or two symptoms initially:

- Fatigue.
- Nausea, perhaps vomiting.
- Blurred vision.
- In women, frequent vaginal infections.
- In men and women, yeast infections.
- Dry mouth.
- Unusual weight loss or gain. Note that obesity contributes to diabetes. This link is not clearly understood, but the link does clearly, irrefutably exist.
- Excessive thirst – this can happen because the kidneys draw more water from your blood system, causing an increase in urination and corresponding increase in thirst.
- Increased urination (sometimes as often as every hour)
- Slow-healing sores or cuts.
- Unusual itching in the extremities, especially the feet.



Why So Many Zippers Say YKK

The YKK stands for Yoshida Kogyo Kabushikikaisha (say that five times fast). In 1934 Tadao Yoshida founded Yoshida Kogyo Kabushikikaisha (translated Yoshida Industries Limited). This company is now the world’s top zipper manufacturer, making 90% of all zippers in over 206 facilities in 52 countries. In fact, they not only make the zippers, they also make the machines that make the zippers; no word on if they make the machines that make the parts that make up the machines that make the zippers.

September Picture Gallery



Ryan and Jake at the Getty Museum



Jake with his classmate



First day of school



Juliet the Artist



Beautiful Juliet...and Goofy Charlie



Charlie gets his school haircut



Here's Heyler

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A (Seller-less) Seller's Market

The fundamentals are in place, so what's missing?

Rising home prices, high buyer demand and low supply are the essential ingredients that create a seller's market. These are the conditions currently seen throughout our neighborhood, minus one important factor...the Sellers.

Quality single-family homes are selling quickly in the neighborhood and multiple buyers bidding on these homes has contributed to rising median home prices. The decrease in distressed sales (foreclosures and short-sales) has allowed sellers to finally put their home on the market without the fear of a neighboring foreclosure driving down their home's value. When these quality homes hit the market they quickly stand out and anxious buyers have been flooding to their open houses.

In addition, Los Angeles rents are expected to rise 10% over the next two years. This trend will further contribute to an increase buyer demand from investors looking for income properties.

WHAT'S AHEAD

In July, CNBC.com declared that the Los Angeles home values bottomed in the first quarter of 2012. However, the biggest risk to Los Angeles, like all metropolitan areas, remains job growth. If buyers remain confident about their long-term job security, home values will continue their steady rise.

Every four years buyers and sellers take a break from real estate to watch the last few weeks of the presidential election. Housing transactions slow down during that time and this year is expected to be no different.

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