

Are You Unknowingly Dehydrated?

Dear friend,

Studies show that 75% of people are dehydrated. And dehydration is much more than just feeling thirsty. It can contribute to fatigue, joint pain, stress and other ailments. In this month's issue of FindAMountainHome™ newsletter, I've highlighted important tips for keeping yourself healthy...and hydrated. Plus, I've included info how to sooth aching joints and lots more. But first...

Here's current data on our real estate market. The slowdown continues here, with less home sales than last year. There are currently 1530 homes on the market. Here's some stats:

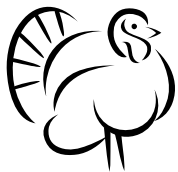
Comparison of Homes Sold for the Past Two Calendar Years			
	Num of Homes Sold	Average Sales Price	Median Sales Price
Nov 2005 to Nov 2006	1145	\$308000	\$252000
Nov 2006 to Nov 2007	1206	\$344000	\$250000

My conclusions:

1. 61 less homes sold may not seem a big number. However, in my nearly 10 years working in real estate, every single year we've sold more homes than the year before, even in 'slow' years. And even in 'slow' years we've seen the prices increase.
2. The 'average' sales price increased, as you see. However, that is because we are seeing a significant increase in number of sales of homes above \$1 million [these folks aren't bothered by economic ups and downs or mortgage loan issues.]. So, many high end sales brings up the average price.
3. However – and more important for anyone thinking of selling or buying a home in the under \$500,000 range – the median price has DECREASED! I've never seen that here before. My interpretation for sellers: don't expect to see an increase in value of your property from 2005 to 2006. Expect to sell this year at what you would have sold for last year. If you're considering selling, don't be overly discouraged. Obviously, homes ARE selling. But, clearly, it's time to be very wise about selling a property.

Please let me know if you'd like me to prepare a market analysis for your property.

Now, let me say something about my personal life. As some of you are aware I took a marvelous 3 weeks off in October. Well, I went to two real estate trainings but had lots of adventurous, interesting, and enjoyable time off, as well. I've included information about my trip that I think may interest you as a special insert in this month's newsletter.



Have a Wonderful Thanksgiving!

I truly appreciate your friendship and referrals. Enjoy your issue!

Warmest regards, *Helen*



White Sands Ntl Monument
See my insert for more info

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Helen Phillips,
Retreat to Your Passion

Find A Mountain Home.com

“My Folks™ Newsletter For Healthy, Wealthy & Happy Living...”

With the Holidays fast approaching, here are some tips for handling stress.

Do you experience even a small measure of dread as you approach the holiday season, and a large measure of relief when it's all over? Here are several ways that both you and your pet can have a safe and low(er) stress holiday.

1. Let the store assemble it. It's tempting to think you can save a few bucks assembling that gas barbecue, play set or bicycle yourself. (Or maybe you just love exasperating, time-consuming tasks.) Save yourself the anguish. Let someone who can practically do it in his sleep assemble it. Faster, better and cheaper in the long run. And you won't suffer the despair of learning at one o'clock in the morning that a key part is missing, or you put it together backwards. Why make yourself crazy?
2. Try a new tradition of having a shopping day with friends (or family). Draw up your list, head for a nice mall or town center with great little shops (even better) and make it a day of shopping, lunch and lattes. You could finish with a late afternoon movie!
3. Do an inventory of your must-do. After you make your list, go through each one and ask yourself is this activity really gives you pleasure or serves your needs or the needs of a loved one. Cross off any that don't answer yes to the above question. Make sure you are not doing things out of rote because that's the way it has always been. If you have one or two you are unsure of, put them at the end of your list of priorities. This way, you can get to them if you have time after you have done the things you know will be of value to you.
4. Try to get some extra sleep. You will probably have to begin decompressing a little sooner than usual on those nights. Don't eat dinner too late, or eat anything too heavy. Avoid alcohol those nights. Get ready for bed and lie down with a good book or in front of a favorite show. If you exercised earlier, this will help you to be more relaxed and ready to sleep. Even one hour three times a week will make a difference in your mood and energy level.

How Much Of Your Personal Net Worth Is Sitting In Your Home?
It might surprise you to learn how much your net worth has automatically increased and is sitting idle in your home. Call me at 828 264-1434 and I'll update you on the current market value of your home.

Check out my blog at: <http://www.coerealty.com/blog/>

Word Of The Month...

Studies have shown that your income and wealth are directly related to the size and depth of your vocabulary. Here is this month's word, so you can impress your friends. You may even be able to fatten your wallet!

acumen \ak' ye men or e kyoo' men\ (noun)

Meaning: quickness, accuracy, and keenness of judgment or insight

Sample Sentence: With great **acumen** and forethought, Louisa was able to choose which university to attend.

Newlywed Bliss?

The newlywed wife said to her husband when he returned from work, "I have great news for you. Pretty soon there are going to be three living in this house instead of two."

The husband was glowing with happiness, kissing his wife and said, "Oh darling, I'm the happiest man in the world."

To which she replied, "I'm glad you feel that way because tomorrow morning my mother moves in with us."

Painting Tips

- To soften hardened paintbrushes, soak them in hot vinegar for a few minutes and then rinse with soap and water.
- Store your partial cans of paint upside down. The paint will form it's own airtight seal, and thus it will last longer.
- If your old paint has lumps or debris in it, stretch a pair of panty hose across the can and pour the paint through them into another container.

Quotes For The Month...

"Anyone who lives within their means suffers from a lack of imagination."

Oscar Wilde

"A budget tells us what we can't afford, but it doesn't keep us from buying it."

William Feather

5. Rescue Remedy, a Bach flower essence available in most health food stores, is a natural stress reliever that many folks keep on hand at home and in travel kits. It can often help both people and animals recover from injury, fright, illness, travel fatigue, chocolate ingestion and irritation. Put a few drops in the dog's water bowl or portable water container. For stressed or injured animals, rub a drop on their ear or put a drop on the towel in their crate or carrier. Flower essences are free of harmful effects and can be used along with conventional medicines.
6. When having visitors or when there is any change or disruption in your household (wedding planning, new baby, holiday preparation, new person or pet moving into the home), pets can get very anxious, and even frightened. Reduce stress levels for everyone by keeping feeding and exercise on a regular schedule. Keep in mind that too much excitement or disruption may cause stomach upset or trigger or aggravate illness.

If You Enjoy This Newsletter, Why Not Share It With People You Know?

I like to help people, and I hope you enjoy reading my newsletter each month. If you'd like your friends, co-workers, relatives, business-acquaintances, or others to receive a complimentary subscription, then email me at **Helen@CoeRealty.com** OR call me at **828-264-1434**. I'll be glad to take it from there.

I'll also send them a note with their first issue letting them know that you were the thoughtful person who suggested they receive this newsletter. It's that easy!

Soothing Your Aching Joints

If your joints often ache after you have slept or sat for a long period of time, then you are probably experiencing some stage of osteoarthritis. Don't despair. Almost every adult over age 40 experiences some degree of symptoms. In fact, over 20 million Americans feel their joints ache because of a past injury or years of use.

Even though it is difficult to prevent the onset of osteoarthritis, there are some things that you can do to control the symptoms.

- **Lose weight.** Obesity exacerbates the aches.
- **Exercise.** Walk, or try low to mid impact activities everyday for short periods.
- **Apply heat and cold.** A 20-minute hot shower or heat pack will relax your muscles. To make your own heat pack, fill a sock with uncooked

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Brain Teaser...

My name is spelled the same forwards

as it is backwards.

I am a noun, a verb, and an adjective.

I am used to determine increase, decrease, and balance.

I am where elevators take you.

What is my name?

(answer at bottom of last page)

Martha Stewart vs. Us

Martha: To keep potatoes from budding, place an apple in the bag with the potatoes.

Us: Buy a box of instant mashed potato mix and it will keep for years.

Martha: Stuff a mini marshmallow in the bottom of your ice cream cone to prevent drips.

Us: Just suck the ice cream out of the bottom of the cone.

Martha: If you over-salt a dish, add a peeled potato while it is still cooking to absorb some of the excess salt.

Us: Tell your family if they don't like it that's too bad.

Martha: Use a latex dishwashing glove to open a tightly sealed jar.

Us: Ask a cute neighbor to help.

Emergency Treatment 24-Hour Hotlines:

ASPCA Animal Poison Control Center

1-888-4-ANI-HELP or

1-888-426-4435

National Animal Poison Control Center

1-900-680-0000 or

1-800-548-2423

Carolinas Poison Center

Carolinas Medical Center

5000 Airport Center Parkway, Suite B

Charlotte, NC 28208

Emergency Phone: (800) 848-

6946; (704) 355-4000

Nationwide toll free number is: 1-800-222-1222

Great Disinfectant!

Make a solution of three tablespoons liquid soap, two cups water, and 20-30 drops of tea tree oil. The oil is a natural disinfectant and is very safe to use on nearly all surfaces.

rice and heat it in the microwave for three minutes. A cold pack can be used to relieve pain.

- **Take pain relievers.** Check with your doctor but you might try acetaminophen or low doses of ibuprofen for pain, and glucosamine and chondroitin to help repair cartilage damage. You can also try topical ointments if your pain persists.

To avoid pain don't squat or sit in low unsupportive chairs. Lift with your legs and wear shoes with good arch supports. Otherwise, just know that you are not alone in your achy joints.

Millions of Americans share your pain. For more information and ideas about soothing your achy joints, you can visit www.arthritis.org or www.arthritis.com.

A Heartfelt Message To My Special Clients And Friends...

I would like to take a moment to acknowledge and thank a few of the special people in my life who've helped build my business with their enduring support and referrals. I couldn't do it without you!

Carlos Alonso, Chris Winsor and Melody Schwantes

A Cure For Common Fatigue?

Did you know 75 percent of Americans are chronically dehydrated? This means you are most likely among those lacking water in their diet.

Dehydration is the main trigger of daytime fatigue and can cause symptoms such as nausea, stomachaches, and confusion. Drinking at least eight servings (8 oz. each) of water each day will increase your energy supply and help you metabolize fat easier. Toddlers should drink 2-3 ounces of water per hour and older children should drink 4-6 ounces.

Among the significant benefits of water is that it can help ease back and joint pain for 80 percent of those individuals who suffer. In fact, only five servings of water a day help reduce colon cancer by 45 percent and cut the risk of bladder cancer by 50 percent. Not to mention it can cut your chances of breast cancer by 79 percent.

Start the day out with a pitcher of water filled with your target amount. Then, you will be able to see exactly the amount you have drunk by the end of the day. Drinking sparkling water with a twist, or using it to dilute wine is a great way to get your water when you are dining out or at a party. And remember to always take a bottle of water with you when traveling.

Drinking eight glasses of water a day suddenly doesn't seem so bad when you weigh the health benefits you may gain now and in the future.

Check out my blog at: <http://www.coerealty.com/blog/>

Lida and I would like to wish all of you a wonderful Thanksgiving with your friends and family.

Crock Pot Cooking Hints

- Remove skin and fat from meat before cooking.
- Put root vegetables like potatoes, carrots, and onions under the meat for a more even cooking pattern.
- Add spices toward the end of the cooking time, so the flavor doesn't get diluted.
- Since the color of slow cooked vegetables tends to fade, garnish your meal before serving it. Sour cream, tomatoes, or red peppers work well.

Insightful Quotation

"To laugh often and much; to win the respect of intelligent people and the affection of children; to earn the appreciation of honest critics and endure the betrayal of false friends; to appreciate beauty; to find the best in others; to leave the world a bit better, whether by a healthy child, a garden patch, or a redeemed social condition; to know even one life has breathed easier because you have lived. This is to have succeeded."

Ralph Waldo Emerson

Brain Teaser Answer...

A Level

THANK YOU for reading my Find A Mountain Home! personal newsletter. I wanted to produce a newsletter that has great content and is valuable and beneficial to you. Your constructive feedback is always welcome.

AND...whether you're thinking of buying, selling, or financing real estate, or just want to stop by and say "Hi," I'd love to hear from you...

Helen Phillips

Coe Realty

Po 3397 Boone, NC 28607

Phone 828-264-1434

Helen@FindAMountainHome.com

FindAMountainHome.com

This month's trivia quiz: Your chances to win are better than you think!

What was Alan Greenspan's profession before he became an economist?

- a) Baseball Coach b) professional musician c) college student
d) geologist

Call me at 828 264 1434 or email Helen@CoeRealty.com with the correct answer for your choice of the world's most delicious chocolate covered peanuts or a dinner gift certificate at the restaurant of your choice [doesn't have to be in the Boone area].

Real Estate Corner...

Q. I want to help my elderly parents find an appropriate retirement home. What should I look for to ensure they will have all of the accommodations they will need in the next few years?

A. Whether you want to help an elderly relative find retirement housing or you are looking to your own future needs, you should weigh the same factors. You must decide what level of care will be needed both in the short-term and in the long-term, and then determine what type of housing situation is appropriate.

1. **Independent living** offers the least assistance in a retirement setting. Usually the person has their own condo or apartment and does not receive any help with the basic activities of daily living. It is private housing with a few optional services available. These services often include transportation, meals, and housekeeping. This type of living arrangement is wonderful for an older person who just needs socialization opportunities and minimal assistance.
2. **Assisted living** is a level below nursing home care. They usually offer the tenant meals, laundry services, and assistance with activities of daily living such as bathing. They still offer a great deal of independence and wonderful socialization opportunities, but begin to give care that is more acute.
3. **Nursing home care** is usually the last level of care before hospitalization. Nursing homes offer full health care 24 hours a day and independence is very limited. They do all of the cleaning, bathing, and medication distribution.
4. **A Continuing Care Retirement Community** offers the spectrum from independent living to skilled nursing care. Often they require an initial fee and then you pay monthly for the level of services you are requiring at the time. Continuing care retirement communities provide their residents with a very stable base that grows as needs change.

If you or your loved one is planning to relocate and needs assistance with finding these types of retirement properties, please call me at 264-1434

Check out my blog at: <http://www.coerealty.com/blog/>