



The Guting Group's ... Wealthy & Wise Digest

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Hot Deals

Great opportunity to purchase a solid first time home buyer flip. This property is in a solid working class neighborhood with a spacious back yard (almost ¼ acre), 3 bedrooms and 2 bathrooms. It is also a simple flip repairs are very light on this property. It is also located within walking distance of a park and a school.



NOTE: If you live out of the area, we have a project manager who can manage and oversee the entire rehab process for you. We can also facilitate selling or renting the property on your behalf so it's a simple push-button process for you!

Address: Poirier Way
City/State: Sacramento, CA
Bed/Bath: 3 bedrooms, 2 bathrooms, 1,119 square feet
Purchase Price: \$77,000
Estimated Repairs: \$13,300
Estimated After Repair Retail Value (ARV): \$128,864
Estimated Market Monthly Rent: \$1,000-1200

“Move out of your comfort zone. You can only grow if you are willing to feel awkward and uncomfortable when you try something new. “

~Brian Tracy

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Dmitry Poonka
Realtor
Residential, Commercial,
Investments

“Stay committed to your decisions, but stay flexible in your approach.”

- Tony Robbins



Meet Dmitry Poonka

Dmitry is a full time real estate professional who has garnered a sterling reputation. He has achieved outstanding results in sales and service and earned the trust of colleagues, clients and friends alike.

Emigrating from the Republic of Georgia (the former Soviet Union) in 1990, Dmitry quickly adapted to Sacramento and its diverse people, places, architecture, culture, fashion, technology and natural beauty. In only four years he became a homeowner and has resided in the Arden/Arcade area ever since with his wife Lubov, teenage daughter Kathrine, and two big but very friendly dogs Gracie and Jo-Jo.

Dmitry utilizes the latest technologies, market research and business strategies to meet your expectations. However, more importantly, he listens and that means he finds solutions that are tailored to you.

Dmitry is dedicated to building a relationships based business that enriches the lives of his clients, his team members, his family and his own!

Coming in October... Millionaire Real Estate Workshop

Join us Saturday ,October 3rd for The Guting Group's Millionaire Real Estate Workshop. The Workshop covers topics such as;

- How to develop the mindset of a millionaire real estate investor.
- What's working and what's not in this crazy and volatile real estate climate.

- How to buy property at 30-80% below fair market value.
- How to create a positive cash flow of \$300-\$500 per month buying single family homes in California.

Please contact our office for more information.

“ The Guting Group actually works with people,. You say “Here is a deal”, and Robert Allen Says “go make it happen”. The Guting Group brings it right to you” - L. Pitts

“Your teaching skills are what sets you apart, and how you can connect with everyone in the room at the same time.” - D. Knapp

FLIP THAT HOUSE

Amidst the glamorous television shows and the emergence of many real estate experts purchasing and flipping homes, the reality is that it's easier said than done. According to Realty Trac Inc., foreclosures in the U.S. are up 47% from 2006 and in some states, like Nevada, where the real es-

tate market has been especially hot, the foreclosure rate is over 200%. Many of these foreclosures can be attributed to flippers aiming for high profits, but being unable to find a buyer when the market went bust. Regardless, in the face of all of the negative press surrounding the real estate

market, flipping real estate can be done successfully.

By **Terence Channon**

Real Estate Market

Pending home sales hit 6th straight increase

By Julianne Pepitone, CNNMoney.com staff reporter

Index jumps by 3.2% in July, beating estimates and marking its longest streak on monthly increases on record. Rates provided by Bankrate.com.

NEW YORK (CNNMoney.com) -- More Americans signed sales contracts to buy homes in July than in June, marking the longest streak of monthly increases on record, said a report released Tuesday.

The pending home sales index from the National Association of Realtors rose 3.2% in July after rising by 3.6% in June. That's 12% higher than July 2008, and it marks the sixth straight increase since record-keeping began in 2001.

The reading far exceeded forecasts of economists surveyed by Briefing.com, who predicted a 1.5% increase.

Signed real estate contracts often take many weeks or months to complete, so they are considered a forward-looking indicator.

A new direction

Momentum in the housing market has clearly turned for the better, said

NAR chief economist Lawrence Yun, in a written statement.

"The recovery is broad-based across many parts of the country," Yun said. "Housing affordability has been at record highs this year with the added stimulus of a first-time buyer tax credit."

The first-time home buyers tax credit, passed earlier this year as part of the economic stimulus package, is worth 10% of the home purchase price up to \$8,000. People who have not owned a home in the previous three years are eligible for the credit.

However, the tax credit expires on Nov. 30 and it usually takes about 90 days to close on a house after a contract is signed. As of Sept. 1, there were only 90 days left before the credit ends.

Housing affordability has also improved, the NAR said.

The average middle-income family can now spend less than 25% of monthly income to buy a median-priced home, Yun said, add-

ing that housing payments as a percentage of income in 2009 are at a record low.

"As long as home buyers stay within their budget, mortgage payments will be very manageable," Yun said.

Regional sales

The pending home sales index is broken down by regions. The West soared above the rest, jumping 12.1% in July, while the South saw pending home sales activity rise 3.1% for the month.

In the Northeast, activity fell 3%, and in the Midwest saw a decline of 2%

Recipe of the Month

- 3 zucchini
- 2 cloves garlic, minced
- 1/2 cup freshly grated Parmesan cheese

1. Preheat an outdoor grill for medium-high heat, and lightly oil the grate.
2. Cut the zucchini in half crosswise, then slice each half into 3 slices lengthwise, making 6 slices per zucchini.
3. Mix the butter, garlic, and parsley in a bowl, and spread the mixture on both sides of each zucchini slice. Sprinkle one side of each slice with Parmesan cheese, and place the slices, cheese sides up, crosswise on the preheated grill to keep them from falling through.

Grilled Garlic Parmesan Zucchini

- 3 tablespoons butter, softened
- 1 tablespoon chopped fresh parsley



The Guting Group

"Providing Cash-Flow & Wealth-Building Opportunities in Real Estate"

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If you are interested in advertising or sponsorship opportunities;

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Interesting Facts

- The word millionaire was first used by Benjamin Disraeli in his 1826 novel Vivian Grey.
- If you stack one million US\$1 bills, it would be 361 ft high and weight exactly 1 ton.
- The name Wendy was first used in JM Barrie's Peter Pan.
- There are about 5,000 prince and princesses in each Saudi Arabian royal.
- Alexander Graham Bell never phoned his wife or mother because they were deaf.
- 160 billion emails are sent daily, 97% of them are spam.
- Greek philosopher Aristotle wrote Meteorologica in 350 BC - it remained the standard textbook on weather for 2,000 years.
- There are more TV sets in the US than there are people in the UK.
- On every continent there is a city called Rome.
- The sentence "The quick brown fox jumps over the lazy dog" uses every letter of the alphabet.
- Due to earth's gravity it is impossible for mountains to be higher than 15,000 metres

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