

Seventh Annual Children's Charities Classic Benefit Golf Tournament

Come take advantage of a unique opportunity to play the beautiful, private Newport Beach Country Club during a fun-filled day of golf, all while benefiting the Colombo-American Education Foundation. The tournament will be shotgun start with a shamble format with two best per foursome, net and gross.

The Colombo-American Education Foundation was founded to provide funds for the education of disadvantaged and poor children of Colombia; to help the children excel and improve their communities; to provide an enhanced quality of life by educating children to fight corruption and drugs; and to channel new and improved educational materials, equipment and visual aids to selected schools.

"We are celebrating our seventh year and to date we have raised over \$25,000. We are funding 70 scholarships, including uniforms, daily lunch and school materials, which means 70 kids will have a better life because of you!" says Margarita Martin, President and Founder of the Colombo-American Education Foundation. As a native of Colombia herself, Margarita has a special concern for this cause.

The tournament will be held on Monday, June 18, 2007. Registration will begin at 10 am, accompanied by a buffet lunch, with the shotgun start commencing the tournament at 11 am. Cocktail hour and a silent auction will begin at 5 pm. A sit-down dinner with wine will be held at 6 pm, accompanied by a live auction, awards and raffle drawing.



Margarita Martin

"I look forward to seeing everyone at the tournament," says Margarita. "Your help with this cause is life changing and is dear to my heart. Thank you for making it a success."

Well-known throughout the community for her charity work, Margarita Martin is also a real estate agent with Coldwell Banker Laguna Beach North. For more details about the upcoming benefit tournament, please contact Martin at 949.697.2573.



Mac MacKenzie is Obliterating 2007 Volume Goals



Mac Mackenzie

While some claim the housing market has taken a turn for the worst, Mac MacKenzie and his seasoned support team are enjoying their finest hour yet. The Mackenzie Advantage Team has seen more than their share of market mayhem and concerned clients, but that hasn't stopped them from selling an impressive 88 homes already this year. Mac Mackenzie of Coldwell Banker Irvine recently took

the time to answer some questions regarding his recent observations and thoughts about the current market.

What trends have you noticed among potential home buyers?

I keep listening to the media, researching unemployment reports and staying abreast of what's going on in the world, and we're seeing that at least a third of our clients are not economically sound. We've had a lot of questions about why we've been able to move so much product. Candidly, it's because the homeowners are listening to us.

In a slowing market, with homeowners likely to feel panicked, aggravated or out of control, how do you convince homeowners to listen to your advice?

The most difficult part about getting someone to listen is

getting them to understand where the truth is. The biggest problem that we're faced with is the contradiction from other people in our industry. Some agents are so excited about getting a listing that they forget that they've got to sell it.

We educate [clients] as to what has been happening, what could happen worst case, what could happen best case ... and then I want them to make the decision for themselves. When you talk to people like that, they have a tendency to open up.

How can buyers and sellers remain in touch with the reality of our current market?

As sellers, they are going to have to face up to the truth. They are going to have to realize that you never get mad at your agent when he comes and tells you that you have to take the price up. You've got to remember that markets go up and down.

The homeowners must focus on the fact that the markets change. What doesn't change, or shouldn't change, is how you're going to deal with it. That's tough, because when you're losing, you're angry, and when you're winning, you're happy.

How can a homeowner or potential buyer learn more about the Mackenzie Advantage?

You can read more about the Mackenzie Advantage online at www.macteam.com. To contact Mac Mackenzie and the Mackenzie Advantage Team, please call 949.278.2379.