

front porch news

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360 Virtual Reality Tours

If you're looking for something interesting to do online, have you taken a virtual 360 tour yet? Jump onto YouTube and search "**360 Virtual Reality.**" You can move your mouse around to explore, but even better is using your phone to "look around."

Here's a still shot from National Geographic's "Lions 360."



360 Virtual Home Tours

You can also now tour homes in a similar manner. We can even "walk" through the home with you, virtually of course, and explain features and layouts for you. Check it out [here](#). Technology continues to change the way we learn and do business.



How to Start an Amazing At-Home Day

It's more important than ever for us to keep our spirits up and remain enthusiastic. So to help you feel more energized for your at-home work (or non-work) day, I've gathered some super-simple ideas that can make a big difference in how you experience your day. Here we go:

Have a happy thought. When you first wake up, even before you get up, think a happy thought. Think about what you're grateful for, or what you're looking forward to about the day. Ignore creeping doubts for now.

Take deep breaths. The oxygen will fire up your neurons and enhance your mood. Stretching, yoga, or

brief exercise can help you breathe deeper. Relax your muscles as you breathe, and breathe all the way into your diaphragm.

Picture the day. Take time to sort through the way you'd like your day to go. If you're still working, plan your workflow. If you're taking care of business at home, do the same. Picture in your mind how the day should go, linearly. Picture the outcomes of any activities you have planned. This can help you get moving with more purpose.

Exercise when you get up. By starting the day with even just a little bit of exercise, you'll feel a greater resolve for doing what you set your mind to.

Keep Your Eye on the Market

If you're wondering if you should be "in" the market right now or wait, you're not alone. With rates so low, there's still a lot of interest in buying. Reach out to me if you're wondering what to do, and we can talk about it. Contact me at **510-828-2627** or jandl@jonandleslie.com

Story: An Object Lesson

A young man traveled a great distance to study with a much-respected sage. He explained that he wanted to learn from the master's wisdom, and immediately began telling him how much he'd learned from other gurus.

The sage listened. When the would-be disciple paused for breath, the elder man offered him a cup of tea.

"Yes, thank you," said the young man. "And so then I went to study with . . ."

The master brought cups and poured tea. As the young man continued talking, the sage kept pouring.

Suddenly the young man realized his cup was overflowing. Still the master poured. "Master, stop!" cried the young man. "The cup is full—it will hold no more!"

"Ah," said the master. "So we cannot add to a container that is already full." He gazed meaningfully at the young man, who was after all wise enough to start listening.



For Laughs: Walked into a Bar...

- A priest, a minister, and a rabbit walk into a bar. The rabbit says, I think I might be a typo.
- Comic Sans walks into a bar. The bartender says, "We don't serve your type here."
- E-flat walks into a bar. The bartender says, "Sorry, we don't serve minors."
- A mushroom walks into a bar. The bartender says, "Hey, you look like a fun guy."

MAY QUIZ QUESTION

Mr. Smith has 4 daughters. Each of his daughters has a brother. How many children does Mr. Smith have?

When Was the Last Time You Drew Something for Fun?

You might want to take up sketching as a hobby. According to reports from Harvard Health Publishing, The Mayo Clinic, and others, drawing keeps our minds flexible in unique ways. Here are some examples:

- Drawing improves short term memory. In one example, two groups were tested on recall. One group was asked to simply listen to recorded information. The other was asked to doodle images as they listened. The doodlers had a 29% better recall of the information.
- Drawing can help us see new angles on problems and find unique solutions.
- Multiple studies have shown that drawing and painting reduce our cortisol levels, which keeps our minds and bodies healthier.
- Studies have found that people suffering from depression can improve their mood by taking up visual arts as part of their treatment.
- Drawing can prevent mental decline as we age. A study from The Mayo Clinic found that participants who were "artistically active" over many years reported far fewer incidents of cognitive impairment compared to those who never did art. This includes all forms of artistic expression, not just drawing.



It sounds like doing a little sketching, drawing, or painting on a daily basis can be as healthy for brain function as physical exercise. What if you did some right now? One idea to get started...make a random squiggle on a page. Then try to make something out of the squiggle.

Thank You!

Thank You friends, and special thanks this month to...

the Bay Area's essential workers, medical professionals, grocery and delivery workers and volunteers. Thank you for keeping us safe during these unprecedented times.

Want to Win a \$10 Coffee Card?

It's easy to play! Answer the **quiz question** on **page 2**. Each month, all correct entries have a chance of winning a coffee card. Put the word **QUIZ** in the subject and email it to: jillian@jonandlesie.com

Last Issue's Question: *I'm two in a corner, one in a room, zero in a house, but one in a shelter. What am I?*

Last Month's Answer: *The letter "r"*

Congratulations to issue's winners!



The Highs and Lows of Castro Valley

Here are the highest and lowest published sales in Castro Valley over the past month.



20278 Forest Ave Unit 4

Sold for \$525,000

2 Bed 1.5 Bath, 1 Car Garage, 2,014 Sq. Ft. on a 1,014 Sq. Ft. Lot
Built in 1948, Closed on 4/24/2020



20438 View Point Rd

Sold for \$1,700,000

4 Bed 3.5 Bath, 3 Car Garage, 3,985 Sq. Ft. on 113,786 Sq. Ft. Lot
Built in 1980, Closed on 3/23/2020

Today's Homebuyers Want Lower Prices. Sellers Disagree.

The uncertainty the world faces today due to the COVID-19 pandemic is causing so many things to change. The way we interact, the way we do business, even the way we buy and sell real estate is changing. This is a moment in time that is even sparking some buyers to search for a better deal on a home. Sellers, however, aren't offering a discount these days; they're holding steady on price.

According to the most recent NAR Flash Survey <https://www.nar.realtor/research-and-statistics/research-reports/nar-flash-survey-economic-pulse> (a survey of real estate agents from across the country), agents were asked the following two questions:

Q: Have any of your sellers recently reduced their price to attract buyers?

Their answer: *72% said their sellers have not lowered prices to attract buyers during this health crisis.*

Q: Are home buyers expecting lower prices now?

Their answer: *63% of agents said their buyers were looking for a price reduction of at least 5%.*

What We Do Know

In today's market, with everything changing and ongoing questions around when the economy will bounce back, it is interesting to note that some buyers see this time as an opportunity to win big in the housing market. On the other hand, sellers are much more confident that they will not need to reduce their prices in order to sell their homes. Clearly, there are two different perspectives at play.

Bottom Line

If you're a buyer in today's market, you might not see many sellers lowering their prices. If you're a seller and don't want to lower your price, you're not alone.

If you have questions on how to price your home, let's connect today to discuss your real estate needs and next steps.



Now more than ever, we could use a good laugh.

I'd encourage you to go out of your way to laugh. Why? Because laughing makes you happier. Here's more...

1. **Laughter Boosts Your Immune System.** The act of laughing decreases the secretion of epinephrine and cortisol. It reduces stress, promotes relaxation and improves circulation. Deep belly laughter is positively linked to the lymphatic and immune systems. **Maybe a good comedy on Netflix?**
2. **Laughing Makes You Happy.** When you're happy, you laugh. And when you laugh, you're happier...even if you force yourself to laugh. When you laugh, endorphins are released into the blood stream. These natural pain relievers promote a sense of relaxation and well-being. **Maybe join an online Laughing Yoga class?**
3. **Laughing helps your heart.** Studies of Inspiratory Muscle Strength Training (IMST) demonstrate that deep sucking breaths helps our blood flow and stimulate beneficial hormones. Laughter is one way to create deep breathing naturally. Exercise is another way. **Maybe have a joke-off with family?**
4. **Laughing makes you more attractive.** Laughing encourages our smile muscles. That in turn makes our faces brighter, more welcoming. Which in turn makes us more social, more approachable, and more effective with other people. **Nice.**



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