

the
CROSBY CROONER



THE CROSBY AT RANCHO SANTA FE

SPRING 2018

CROSBY CONTACT INFORMATION:
(858) 381-5615 • www.CrosbyEstate.org
Vartan (Von) Yacoubian, vyacoubian@keystonepacific.com, General Manager

FIRE PREP HOMEOWNER CHECKLIST

According to the Rancho Santa Fe Fire Protection District, wildfires don't have to destroy everything in their path. The work you do today can make a difference. The RSFFPD recommends the following steps, taken now and throughout the year, to prepare and help reduce the risk of your home and property becoming fuel for a wildfire.

- Clear needles, leaves and other debris from the roof, gutters, eaves, porches and decks. This reduces the chances of embers igniting your home.
- To reduce ember penetration, replace or repair loose or missing roof shingles or tiles, and caulk any gaps or openings on roof edges.
- Cover exterior attic vents, and enclosure under-eave and soffit vents with metal wire mesh no larger than 1/8 inch to prevent embers from entering the home.
- Remove items stored under decks or porches; replace vegetation in these areas with rock or gravel.
- Replace mulch with hardscaping, including rock, gravel or stone. If it can catch fire, don't let it touch your house, deck or porch.

- Remove flammable items within 30 feet of all structures including firewood piles, portable propane tanks and dry and dead vegetation.
- Dry grass and shrubs are fuel for wildfire so keep your lawn hydrated and maintained. If it is brown, trim it to reduce fire intensity, and don't let debris and lawn cuttings linger. Dispose of these items quickly to reduce fuel for fire.
- Fire can spread to the tree tops. If you have tall trees on your property, prune low hanging branches 6 to 10 feet from the ground and for smaller trees, prune low hanging branches no more than a third of the tree's height. Remove tall grasses, vines, and shrubs from under trees.
- Talk to your neighbors and create a plan for how to address your wildfire safety challenges together.

Learn more about how to keep your family safe and reduce your home's risk for wildfire damage at firewise.org.

Evacuation Route Map

Wildfire fatalities most commonly occur when people leave their home too late or are over-taken by fire. If you live in an area that's at high risk for fire, it's important for you to decide now whether you're going to evacuate early or stay and defend your home.

Sheltering in place, or staying to defend your home, requires considerable planning. Fire agencies cannot make that decision for you. It's up to you to determine whether you are capable of staying and defending your home.

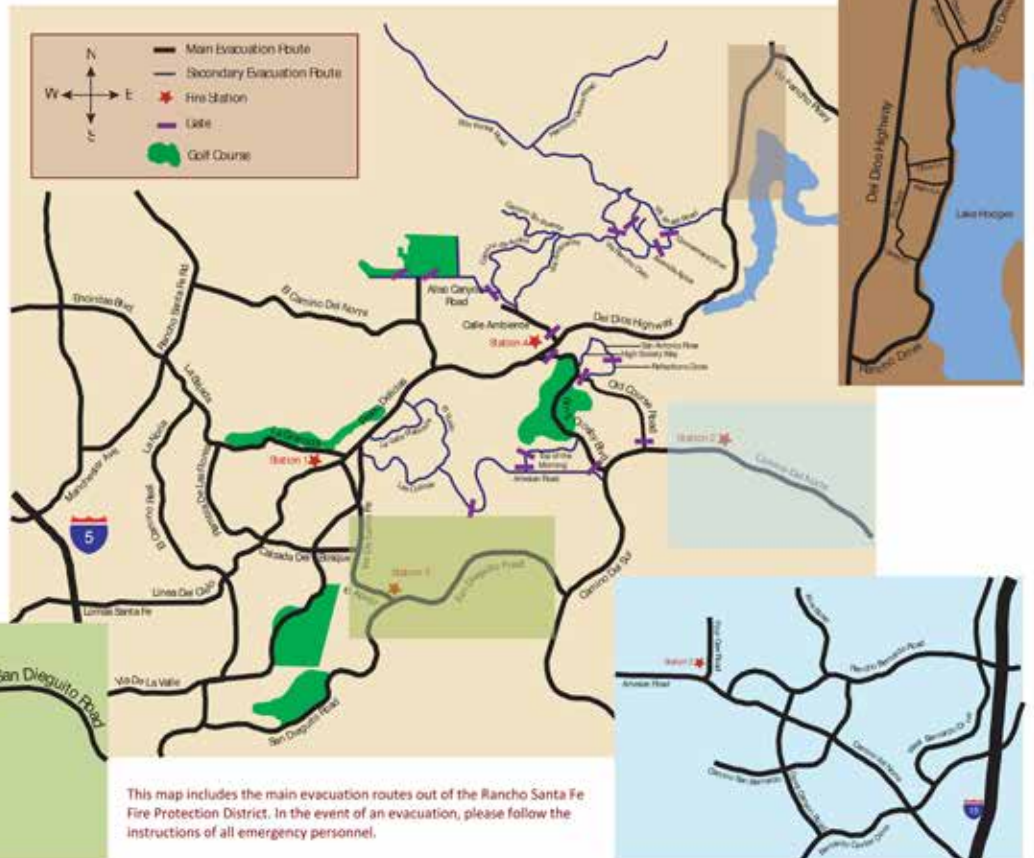
If you decide to leave, relocate early enough to avoid being caught in fire, smoke or road congestion. Don't wait to be told by authorities to leave. In an intense wildfire, they may not have time to knock on every door. If you are advised to evacuate, don't hesitate!

"Should I stay or should I go Quiz":

- Are you physically fit to fight spot fires in and around your home for up to 10 hours or more?
- Are you and your family members mentally, physically and emotionally able to cope with the intense smoke, heat, stress and noise of a wildfire while defending your home?
- Can you protect your home while also caring for members of your family, pets, etc.?
- Do you have the necessary resources, training, and properly maintained equipment to effectively fight a fire?
- Does your home have defensible space of at least 100 feet and is it cleared of flammable materials and vegetation?
- Is your home constructed of ignition resistant materials?

If you answered "No" to any of these questions, then plan to evacuate early.

REMEMBER: By evacuating early, you give your family the best chance of surviving a wildfire. You also help firefighters by keeping roads clear of congestion, enabling them to move more freely and do their job.





ACCESS CONTROL COMMITTEE

By Peter Shapiro, Access Control Committee Chair

REMINDERS OF SOME OF OUR RULES & REGULATIONS: The Committee members, who meet monthly, continue to be impressed with the performance of our Access Control team at the gate houses. Our site commander continues to gather and analyze a large volume of data each month — data that the Committee members use to improve access control and related matters. As reports on citations are part of this accumulated data, the Committee would like to remind our homeowners of the following:

VENDORS AND GUESTS: The Committee members would like to remind all homeowners that vendors and visiting guests need to display their passes on the dashboard of their vehicles at all times, while in the community (Rules & Regulations, §2b).

STOP SIGNS: Please practice safe driving habits by making a full stop at all our stop signs. Remember, our side roads have no curbs. Homeowners and children are often riding their bikes, walking their pets or simply taking a stroll on our streets. Drive the speed limit, and make a full stop at all stop signs.

PARKING TIPS:

- 1) Residents and frequent guests cannot park on the streets;
- 2) No overnight parking is allowed anywhere in the community, except in designated overflow parking locations (see dotted areas on map below); avoid citations for overnight parking by parking in these designated areas, or in driveways;
- 3) Infrequent guests may park on the street for a short duration.



CONTROLLING ACCESS TO COMMUNITY

By Access Control Site Commander, Abel Graciano

The G4S mission is to ensure that we provide expert access control services that exceed customer expectations. We differentiate ourselves by attracting the best staff, by being courteous, alert and disciplined, while always maintaining a positive attitude. We are committed to the principals of professionalism and integrity by striving to positively impact The Crosby Community.

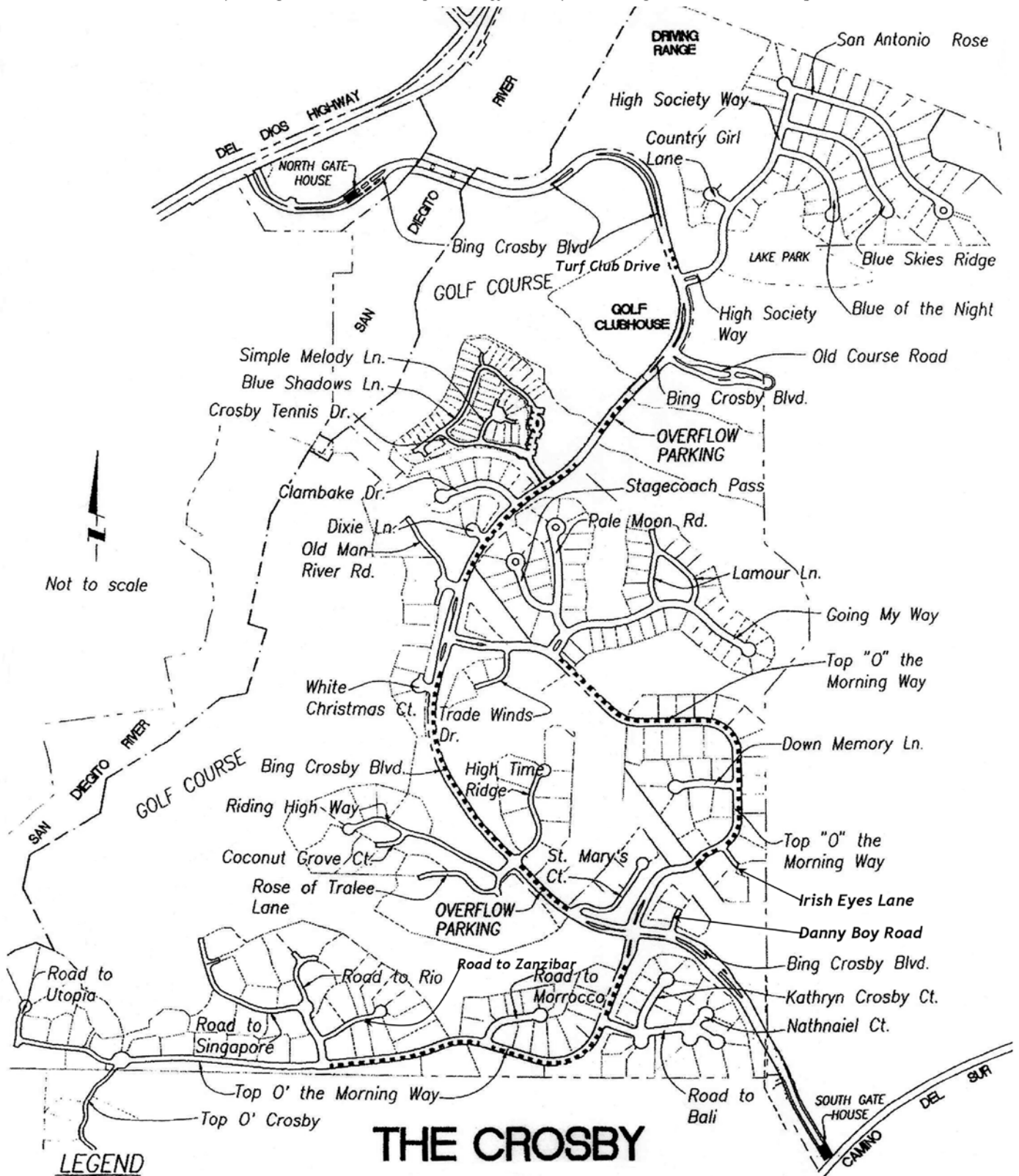
Currently, our staffing consists of 13 access control specialists who continuously man two gate houses. Each gate house is staffed 24/7 with a gate attendant who is vigilantly monitoring the community for any irregularities, ensuring that it remains a safe and family friendly environment. Our patrol drivers tour the area to verify that all residents, guests and service providers are following the Homeowners Association's rules and regulations.

Each G4S staff member must first pass a 40-hour orientation class. Upon completing basic training, they must then prove that they can manage the high volume of traffic that enters the community daily. This requires quick thinking, proficiency in computer skills, a positive demeanor, and always being presentable while interacting with homeowners and guests.

Being an Access Control Specialist requires having a welcoming presence, as we are the first point of contact for guests and service providers. We ensure that only those who are authorized receive access to the community; conversely, those who attempt to enter the community without proper authorization are firmly denied access. On any day, we process roughly a total of 850 guests and service providers at both gates; our crew is always up to this challenge, and we look forward to serving the community in this capacity each day.

NO PARKING ON ANY STREET

(Except in overflow parking areas) Please park in driveway.



THE CROSBY

LEGEND
----- OVER FLOW PARKING

SPEED LIMIT 25 MPH



COMMUNITY LANDSCAPING

By Craig Bernard, Board Member and Landscape Committee Chair

The median landscaping improvement project, completed last year, is maturing. Other than a few irrigation issues, most of the plant material is performing well. And it will continue to look better and better as it ages. And the same can be said for the Avaron project, which was also completed last year.

The big project that we have going on now is the installation of moisture sensors throughout the community. You may have noticed workers at the irrigation controller boxes over the last couple of weeks. They were installing the equipment that, based upon a 3 month test on a portion of our property, resulted in a 35 percent saving of water usage. The sensors

will tell us if we have too much or too little moisture, and will adjust automatically the amount of time required to keep the soil at the proper moisture levels for what is being grown. This results not only in water savings, but with healthier plants – and, healthier plants mean longer plant life.

The amount of money saved in water usage will be split with the installing company.

Additionally, your landscaping committee continues to replace worn out plant material (such as rosemary), and will be working to fine tune areas of the community that need attention.



SPRING BARBECUE!

By Craig Bernard, Board Member

The Crosby BBQ was held on April 15 at Blue Skies Park. A record 208 homeowners and their families turned out on a beautiful afternoon for fun, socializing, and good grub.

Our DJ, Marky Mark, kept the tunes and the games going; our face painter Patricia, did a great job again; the climbing wall was very popular, and the bouncy houses were in constant use. Lots of prizes were won shooting baskets and knocking over

cans and carnival clowns — and thanks to some of our teens for helping with the games.

The Crosby Club did a nice job with cooking up burgers and brats and cleaning up after everyone left.

It was an afternoon where everyone had fun, got enough food, and enjoyed the socializing and games that your HOA provided. And thanks goes to our community management team Von and Katie for their efforts in making this another successful event.







DOLLARS & CENTS



By David Kingston, Secretary/Treasurer of the Board

We closed out our HOA 2017 financials in satisfactory condition. We experienced a minor overrun in our expenses compared to budget due to carryover costs incurred in 2016. This was more than offset by income exceeding our forecast. Consequently we had a minor increase in our bank account operating balances. Furthermore our reserves for the Crosby Master account ended up the year slightly in excess of 100 percent.

For 2018, our expenses year date are slightly below budget and our income is over forecast. With seasonal expenses such

as irrigation water increasing, we would expect the year to end about on target.

We will fund some major projects again this year such as improvements to the lakes in Lake Park, resolution of drainage issues which still impact some of our roads, and various perimeter painting projects. These will be funded from our reserves. Our objective is to continue to maintain and beautify our community without impairing our financial strength.

Finally, you should have recently received the annual report from our auditor. The report gave us a clean bill of health again.

HOUSE *of the* QUARTER



17177 SAN ANTONIO ROSE COURT

FROM THE CROSBY CLUB

By Bryan M. Addis, PGA General Manager

Greetings Crosby residents! I hope this edition of *The Crosby Crooner* finds you well. It is truly hard to believe that the new owners of The Crosby Club, Bando Corporation, are nearing 1 ½ years of ownership. We are all proud to be a part of this community and sincerely hope that you are pleased with the direction the Club is going in.

As of this letter, golf membership is up over 20 percent since the purchase last year, now seeing 215 golf members and 433 total member accounts through all categories, a great sign of success at the golf course. If you are interested in becoming a member of the Club, I am sure we have a category to fit your needs. Please contact Andrew Parry at aparry@thecrosbyclub.com and he will assist you with all of your needs. Social Memberships start at a very low initiation fee and no dues, only a small Food & Beverage minimum per month. Our social calendar has grown dramatically this year and upcoming events include a comedy night, a number of wine events including our

Annual Wine Fair, and a Murder Mystery night.

Course conditions are improving every day after a very difficult and extended cool winter season. The warmer temperatures are finally upon us and the results are wonderful. Most importantly, proper agronomic practices are now in place, which means much more consistent, great conditions to come.

Soon, homeowners with a golf course view will have a great look at our new John Deere Maintenance Equipment Fleet - the first, new maintenance equipment purchase at The Crosby Club since opening! Equipment was scheduled for delivery in May.

In recent months we have resurfaced our pool and jacuzzi and converted one tennis court into four pickleball courts at the Fitness Center. In the main clubhouse, new menus were introduced with rave reviews including Thursday Burger Night, Prime-Rib Saturdays and a Themed Menu on Sunday nights. We also offer live entertainment and free appetizers on both Friday and Saturday nights.

See you soon at The Crosby Club!





2017 REAL ESTATE ROUND UP

By Lisa Golden, Realtor and Resident Lisagoldenhomes@gmail.com

BUY, SELL OR INVEST...IT'S A GREAT TIME!

Consumer confidence is riding high and shining a bright light on the housing market as a result. Seldom do we hear worries about our tax laws which now limit mortgage interest deductions to \$750,000 or that the current rise in mortgage rates are going to affect this market in any major way. Steady growth and having a 3.9 percent unemployment rate, the lowest in 17 years, has been refreshing news. With inflation in check, even with gradual rising mortgage rates and slightly more inventory, we are still seeing a lot of activity in our area. According to the Fannie Mae Home Purchase Sentiment Index, 49 percent in a national survey felt that home prices will appreciate further in 2018. The index is at an all-time high of 91.7 percent for housing consumer confidence.

As equity has returned, sellers are now able to sell confidently while buyers are jumping off the fence knowing there is a possibility of future rate increases that could decrease their buying power. Motivation on both sides without huge spikes has created a healthy housing market for all. According to the San Diego Association of Realtors for 92067, new listings were up 13.6 percent, pending sales up 21.9 percent, days on market is down 32 percent and the median single-family home price up 17.7 percent at \$2,355,000 from April of last year.

Comparatively, San Diego home values have gone up 9.7 percent over the past year with a median home value of \$625,759 and Zillow predicts they will rise 5.0 percent within the next 12 months. In the Crosby as of May we have 24 Active, 7 Pending and 9 Sales for 2018 of which only one was over \$2 million (M), however 2 Pending are at \$3 and \$4+M which will help. The median list price per square foot is \$429.37 with an average sales price per square foot of \$401.11 reflecting all sales for 2017.

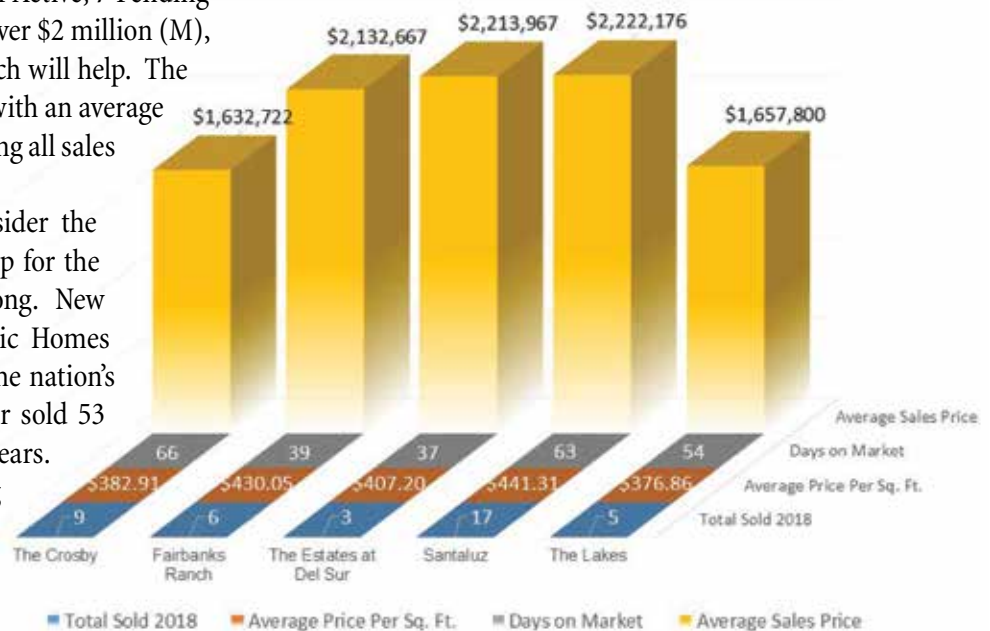
It's all good, however we still must consider the competition as builders continue to make up for the lack of inventory that we have had for so long. New construction is all around us as CalAtlantic Homes merged with Lennar in February, creating the nation's largest homebuilder. The Estates at Del Sur sold 53 homes priced from \$1.8-3.5M in the last few years. Artesian Estates is in its final stages of selling 39 homes in the \$1.6-3.5M price point. Lennar is now set to build an additional

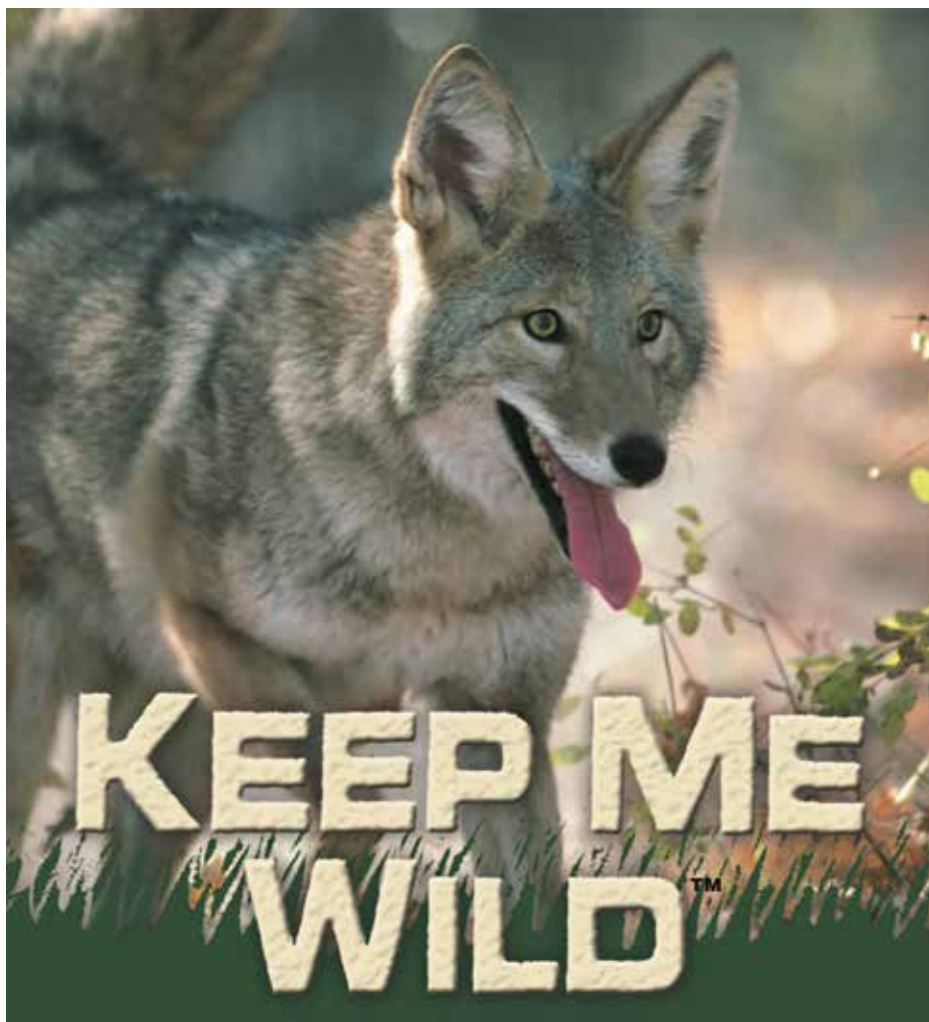
110 homes in The Lakes above Rancho Santa Fe with models coming in late summer, perhaps in the \$1.6-2.5M range and Avanté at Del Sur, a new 55+ community that will be offering an "Everything's Included" option and in-home elevators. Prices and plans for both developments are still to be determined and subject change as this is preliminary information.

San Diego may still seem like a bargain to some. We are still seeing many international and cash sales in the upper price range above \$2M. In addition, there seems to be more relocations from Northern California where prices have reached a point where sellers cannot resist a sale and are choosing to move to San Diego. It is especially a win-win for the tech sector and others that can work remotely and occasionally commute.

The good news is that there is only so much room to build and as the surrounding areas to our south and east grow, the location of The Crosby Estates becomes even more ideal. The value of an exclusive gated golf community with custom homes, magnificent mountain, golf course and sunset views, coveted dual access gates, The Crosby Club, HOA events and the highly acclaimed San Dieguito School District, distinguishes The Crosby from all the other areas. Being close to plenty of new restaurants and great shopping is just the icing on the cake.

MARKET ANALYSIS FOR 2018 YTD





Wild animals are in trouble, and the problem is people who are careless with food and garbage.

Coyotes play an important role in the ecosystem, helping to keep rodent populations under control. They are by nature fearful of humans.

If coyotes are given access to human food and garbage, their behavior changes. They lose caution and fear. They may cause property damage. They might threaten human safety. They might be killed.

Relocating a problem coyote is not an option because it only moves the problem to someone else's neighborhood.

Help prevent human-coyote conflicts.

"COYOTE COUNTRY" PRECAUTIONS

- Never feed or attempt to tame coyotes. The result may be deadly conflicts with pets or livestock, or serious injuries to small children.
- Do not leave small children or pets outside unattended.
- Install motion-sensitive lighting around the house.
- Trim ground-level shrubbery to reduce hiding places.
- Be aware that coyotes are more active in the spring, when feeding and protecting their young.
- If followed by a coyote, make loud noises. If this fails, throw rocks in the animal's direction.
- If a coyote attacks a person, immediately contact the nearest Department of Fish and Wildlife or law enforcement office.

STASH YOUR FOOD AND TRASH

- Allowing coyotes access to human food and garbage is reckless and deadly.
- Coyotes primarily hunt rodents and rabbits for food but will take advantage of whatever is available including garbage, pet food, and domestic animals.
- Put garbage in tightly closed containers that cannot be tipped over.
- Remove sources of water, especially in dry climates.
- Bring pets in at night, and do not leave pet food outside.

- Avoid using bird feeders as they attract rodents and other coyote prey.
- Provide secure enclosures for rabbits, poultry and other livestock.
- Pick up fallen fruit and cover compost piles.

ASK YOUR NEIGHBORS TO FOLLOW THESE TIPS.

- Please respect and protect wild animals.
- Keep them wild.
- For more information, visit www.keepmewild.org



Use garbage cans that have a locking mechanism on the lid. Use a rope or elastic cord to secure the can to a fence or other solid object so that it cannot be tipped over. A variety of products are available to keep wildlife away from human food sources.

THE CROSBY'S

Concerts in the Park

AT BLUE SKIES PARK

Streetlight Cadence

*Alternative Folk Pop
Saturday, June 9, 4 pm*



Mojo Jackson

*Pop & Soul
Sat., July 21, 4 pm*

And we have a surprise planned for August. Don't miss these free concerts. Come and enjoy some great music from very talented musicians!

IMPORTANT NUMBERS AND INFORMATION

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For Fire and other Emergencies, please call **911**
San Diego Sheriff's Department: (858) 521-5200
San Diego Gas & Electric: (800) 411-7343
Waste Management: (619) 596-5100
Cox Cable Customer Service: (760) 599-6060 or (858) 792-7851

ASSOCIATION INFORMATION

The Management office for the Crosby HOA is located at 18029 Calle Ambiente, Suite 515, in Rancho Santa Fe (exit the North Gate, turn right, and left at the first signal). The office is open Monday through Friday during regular business hours. The phone number is (858) 381-5615.

The Association's mailing address: PO Box 5000, PMB 534, RSF, CA 92067

The Association's website: www.crosbyestate.org

ASSOCIATION STAFF

General Manager: Vartan (Von) Yacoubian, CMCA, AMS; vyacoubian@keystonepacific.com

Assistant Manager: Katie Kalivas: kkalivas@keystonepacific.com

Association's website: www.crosbyestate.org

YOUR CURRENT BOARD OF DIRECTORS

Carole Hogan - President
Mick Dannin - Vice President
Dave Kingston - Treasurer & Secretary
Craig Bernard - Director at Large
Bryan Addis - Director at Large

BOARD MEETINGS

The Board meets in Executive Session monthly. Open Session meetings are held quarterly. The next Open Session meeting will be the Annual Meeting in July, 2018.

Homeowners will be notified of the day and time of the meeting by email.

ADDRESS FOR HOA DUES PAYMENTS

The Crosby Estate, c/o Keystone Pacific Management, PO Box 15325, Santa Ana, CA 92735.

Please note your account number on your check. Payments are due the first of the month.