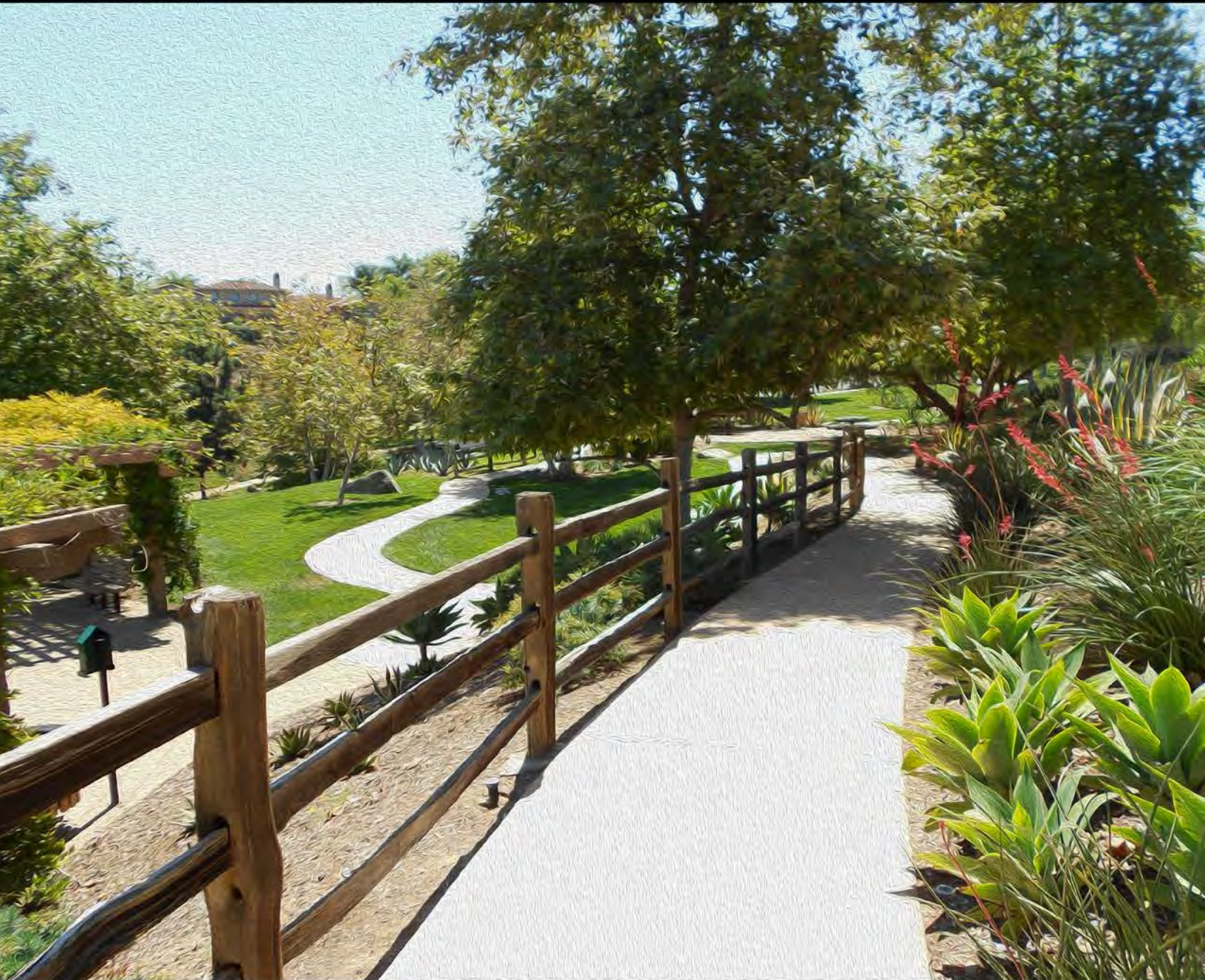


the CROSBY CROONER



THE CROSBY AT RANCHO SANTA FE

SUMMER 2015 • ISSUE 9

CROSBY CONTACT INFORMATION:
(858) 381-5615 • www.CrosbyEstate.org
Cheryl Moulton, cmoulton@keystonepacific.com, Community Manager

Community Update

By Carole Hogan, Board President



BANKRUPTCY PROCEEDING As many of you may be aware, the Club's Chapter 11 was transferred from Fort Worth to San Diego last week. Although the Court's ruling was entered on June 17, it was not final until July 1. The case has been assigned to Judge Margaret Mann in Department One of the California Southern District Bankruptcy Court.

Please watch for updates on the proceedings posted on the extranet site of the HOA's Bankruptcy Counsel, Ballard Spahr. If you are not yet accessing the site, and would like to do so, please contact our Community Manager, Cheri Moulton, for instructions. Cheri may be reached either telephonically at 858-381-5615 or via email at cmoulton@keystonepacific.com.

LAKES UPDATE Crosby SUMA (Shared Use and Maintenance Agreement) Committee members met with their Lakes counterparts last week on joint access through the communities. The details of the access implementation were discussed and a procedure was determined. It will allow the residents and visitors of each community reciprocal access through both communities.

Crosby residents will have transponder access through the Lakes South (Camino Del Sur) Gate while Lakes residents will have transponder access through the Crosby's North Gate. The Lakes North Gate will become a free entry gate, meaning that the gate will open when a car pulls up just like the exit gate from the Crosby into Avaron.

The date for the commencement of reciprocal access is based on the installation of necessary access control hardware and software at the Lakes South Gate. Lennar, the Lakes developer, under a dispute resolution agreement with the Lakes, is purchasing the equipment and software systems for the South Gate. It remains to be seen when the installation will be scheduled but it should be completed this summer.

ENCLAVE UPDATE According to the Crosby CC&Rs, Davidson's new development, the Enclave Homeowners Association just above the Crosby's North Gate, will be a member of the Crosby Master Association rather than the individual homeowners. The Enclave Association will pay two assessments to the Crosby and have two votes in Crosby elections.

These assessments compensate, at least in part, the Enclave residents' use of Bing Crosby Boulevard from Del Dios to the Enclave entrance. They will not have access through the Crosby nor will their visitors or their Association personnel.

NO SOLICITING!

Soliciting is not allowed in The Crosby. If a solicitor rings your doorbell, get their business card. If someone leaves marketing material at your door, gather it up. Send these items to our Community Manager, Cheri Moulton at cmoulton@keystonepacific.com and she will contact them to officially notify them of The Crosby's no soliciting policy and inform them of the repercussions should they violate our policy in the future.

CROSBY COMMUNITY SHREDDING DAY

Your HOA and Waste Management are teaming up to hold a Community Shredding Day on Saturday, Aug. 15, 9 am to 12 noon. You can gather up your old tax returns, paid bills, medical records and any other paperwork from your closet and filing cabinets and bring them to be shredded. This will be conducted in the Crosby Club parking lot. Watch for an e-blast with more details.

Also, as a reminder, if you have bulky items such as discarded furniture, appliances, etc., just give Waste Management a call and they will pick them up once a year at no additional charge, up to three items per visit.

JOIN THE CROSBY GROUP ON FACEBOOK:

"CROSBY HOME OWNERS"

The "Crosby Home Owners" community Facebook Group is a closed (private) page open only to Crosby residents. Residents and the management office have been using it to post notices about lost pets, wild animal sightings, fallen trees, and other goings-on in the community. It has also been used by residents to sell furniture and other items, get referrals for doctors, contractors and other trades. It has touted upcoming charity functions, and been a forum for conversations between homeowners regarding topics such as water conservation, OMWD rebates, and synthetic turf. It has also been useful for bankruptcy banter and passing along information to alert the residents of various items of interest.

Use our Facebook Group as a tool to stay informed, and have a voice in your community. It is very easy to join in. Just go to your Facebook search box and put in CROSBY HOME OWNERS and ask to join the Group. ~ Craig Bernard, Board Member

YOUR CROSBY HOA
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SPRING BBQ & PLANT GIVEAWAY

Your Crosby HOA hosted a wonderful Spring barbecue on the beautiful, sunny afternoon of May 17. There was lots of fun for the entire family, including a bouncy house (which arrived an hour after the barbecue started, resulting in a little heartburn for some of us). The ever-popular face painting artist was hard at work decorating our children all afternoon, and yummy yogurt was offered by Sweet Treats.

DJ Marky Mark was the heartbeat of the event with his upbeat, high-energy music. He conducted the hula hoop competition, sack races, wheelbarrow races, Frisbee toss, limbo and much more. He gave away prizes that kept the kids active and motivated to win!

The Crosby Club did the grilling and the clean-up, and graciously donated a bottle of 2012 Caymus Special Edition Cabernet as a give-away for one of our Crosby homeowners. Jason and Marie Ross were thrilled when their ticket was drawn as the winner of the special bottle of wine.

In addition, we gave away about 250 succulents to our residents. Thank you to Kris Fulhorst for working in the plant giveaway area. Also, our community management team did a great job helping out wherever they were needed, as did our other community volunteers, Cathi Marinello and Stephanie Wilk.



SPRING BBQ & PLANT GIVEAWAY





LANDSCAPE MUSINGS

LANDSCAPE ARCHITECT REVIEWS BING CROSBY BLVD.

By Craig Bernard, Board Member and Landscape Committee Member

Your Landscape Committee recommended and the Board approved having the original landscape architect do an analysis of the landscaping needs along the Bing Crosby Boulevard corridor with the goal of bringing it back to its splendor of yesteryear.

Summers/Murphy & Partners, Inc., have completed the site analysis and plan to present the conceptual landscape enhancement plan with regard to the neighborhood entries,

median islands, streetscape parkways and the adjacent slopes along Bing Crosby Boulevard, entry gate plazas and primary monument areas to the Committee prior to Aug. 3. Then design development documents will be prepared for presentation to the Board and the community. The Board will arrange for a presentation of the plans to the members of the community sometime in September.

WATER CONSERVATION INFORMATION

Are you concerned about wasting water? If so, after a watering cycle has been completed, go to your storm drain outlet at the street. If there is water coming out of it, you are over-watering. Just reduce your irrigation zone times by a couple of minutes and check again after your next irrigation day. Most homeowners don't know how much water their landscape takes, but on average it is 65 percent of a home's usage.

OMWD will come out to your home and give you advice on watering times, and will supply you with a moisture meter to help evaluate how moist the soil is below the surface. This service is available free of charge. You can set up an appointment at www.olivenhain.com/evaluation.

They also have rebates for replacing sprinkler heads, nozzles, controllers, etc. For more information regarding these rebates go to www.olivenhain.com/rebates.

Lastly, information regarding the "Cash for Grass" program can be accessed at www.socalwatersmart.com.

Water restrictions will probably continue to tighten, so it just might make sense to grab the rebates while they are still available.



Excess watering visible at drain outlet

TREE TRIMMING UNDERWAY

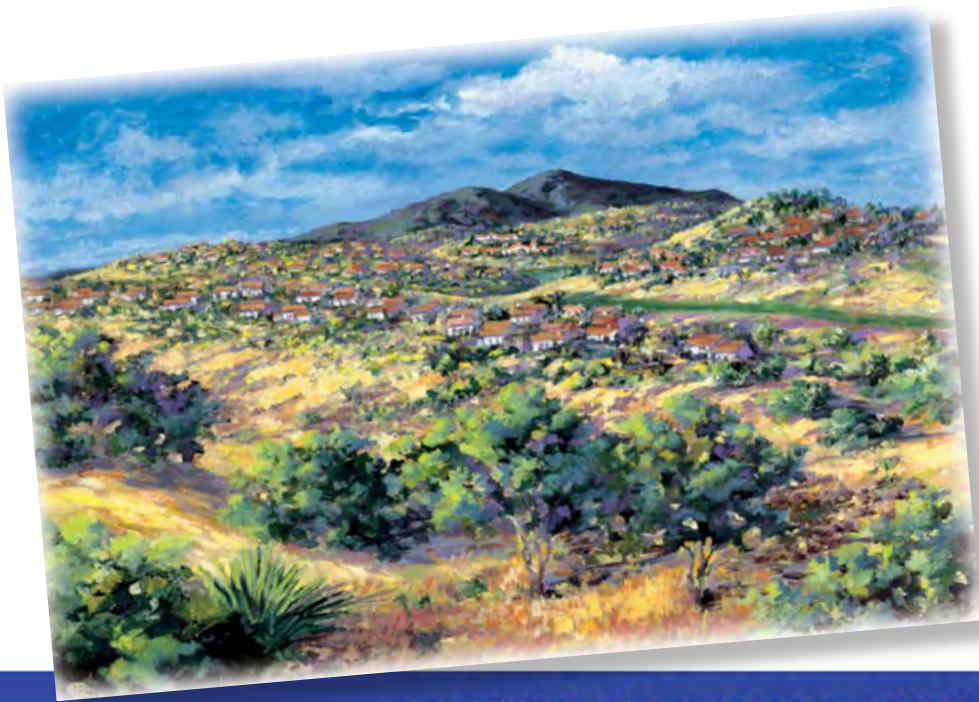
You have probably seen Urban Tree Services working hard throughout our community to beautify our trees. Tree trimming of the Pepper trees, African sumacs and Palms has been completed in the last several weeks. The balance of the tree trimming will be done periodically over the next six months based upon the best time to prune each species.



ROAD REPAIRS THROUGHOUT THE CROSBY

Since the settlement of the Starwood litigation has concluded, one of the main issues of the suit involved defects with our streets, curbs, sub-drains, and private lot bubblers. Your board is moving forward now to address these issues. Engineers have been employed to put together a bid package to get these defects corrected.

As soon as a plan is put together, a town hall meeting will be scheduled to go over the needed repairs and the plans to correct these problems, and to address any homeowner concerns. This will be held in mid- to late-August.



DESIGN REVIEW REPORT

The Crosby's Design Guidelines Require Design Review Committee Approval for All Exterior Changes to Your Property

The governing documents of The Crosby, including the CC&Rs and Design Guidelines, make it a violation to install any improvement or make any significant change to an existing exterior improvement without submitting an application and plan, and obtaining approval of the Design Review Committee. There are really no exceptions.

Some of the improvements residents most often attempt to install without plan approval are as follows:

1. Solar panels – Many residents have been misled by contractors who claim that both solar panels for water heating and photovoltaic panels to generate electricity are exempt from the requirement to submit plans and obtain the Design Review Committee's approval. This is not true. There are numerous aesthetic considerations involved in a solar project including location options, plumbing, installation details, colors and screening that require design consideration.
2. Adding trees and/or plant material - Residents are required to use the published plant list from which to select trees and shrub species and ground covers and refrain using species that are on the Prohibited Plant List. Any plants or trees added to the approved landscape plan for the property require approval in advance by the Design Review Committee. Simply replacing approved plant material with the same species does not require

approval. Minor additions of new plant material require only simple administrative approvals and no permit fees.

3. Satellite dishes – Property owners may install satellite dishes, but their location, size and color must be approved by the Design Review Committee. The purpose is to screen them from view from the street and adjoining homes to the greatest extent possible.
4. Home color changes and repainting – In some production home areas, homes will be required to be repainted the original colors to maintain the complex color schemes which were developed for the product and geographical area. Colors must be submitted to the Design Review Committee in the form of “drawdowns” for approval and there is no fee to repaint the same color.

The design scheme of The Crosby with its carefully developed home and trim colors, plant materials, Spanish Revival architecture and generally rural character requires consistent oversight in order to maintain its one-of-a-kind character and ambiance. It takes the efforts of each individual owner doing his or her part to sustain it as we grow to community maturity.

Please visit our website at www.crosbyestate.org for more information and to review the guidelines. For any questions, please contact the management office at 858-381-5615, or send an email to cmoulton@keystonepacific.com.

ACCESS CONTROL NEWS



By Peter Shapiro, Board Member and ACC Member

Welcome to summer! Many residents will celebrate the season and invite friends over to enjoy the hospitality of their Crosby home. In doing so, please remember to use dwellingLIVE to enter your guests' names in the system, and remind your guests that for their safety and those of residents, the 25 MPH speed limit applies throughout the community.

This summer, the ACC will initiate a key maintenance and aesthetic update of the community access gates. Beginning at the Camino Del Sur gate and moving north, gate hinges will be replaced, as necessary, and the gates rebalanced. In addition, sections of the decorative gates will be refurbished and all iron gates refinished to bring back their luster.

In addition, we will initiate a traffic calming study to assess traffic flow, vehicle speeds and the appropriateness of any other traffic control devices.

Other projects planned for this year include an update and refurbishment of the interiors of the Del Dios and Camino Del Sur gatehouses.

While details are forthcoming, we are making progress on working with the Lakes HOA to provide smoother access for Crosby residents through the Lakes north and south gates, as well as Lakes residents access through the Del Dios gate.

Finally, please be reminded that it is in every resident's interest to prevent their vendors and guests from cutting through The Crosby. If homeowners use the dwellingLIVE alert feature, they will receive notification of the entry of their guests and vendors. If a visit is not scheduled or the entrant does not arrive at the residence, the access is most likely a cut-through. Homeowners should address this issue with the visitor directly. If the cut-throughs persist, GMI should be notified.

And, for everyone's safety, please remember to abide by the posted speed limit and stop signs throughout the community. Have a great summer!

GATEHOUSE GREETINGS



By Kenneth Taylor, GMI

DwellingLIVE

Hello again from the gatehouse. We're enjoying another summer of great Southern California weather. We hope everyone has a safe and enjoyable season. Just a reminder, that if you're planning a get together with friends and family of more than ten guests or five vehicles, an event list has to be uploaded into DwellingLIVE three days before the party. Also, please be considerate of your neighbors and ask your guests to park on only one side of the street.

Speaking of DwellingLIVE, some of you may have had trouble with accessing the program recently. As of this morning all issues have been resolved and you will be able to access the system and input your guests. I'd also like to take this opportunity to remind everyone how important it is to check your guest list from time to time to make sure your list is up to date.

With the recent updates to the DwellingLIVE program we are also making sure everyone's list of vendors is up to date and accurate; some of you will be getting calls from the gate to verify vendor names. We apologize for any inconvenience while we update your vendor list.

We have some new staff at the gates and they are working very hard to make sure everyone going through the gates is approved. Please join me in welcoming our newest employees.

GENERAL SESSION SUMMARY

At the June 17 quarterly General Session Open Board Meeting, the members of the association were updated regarding the year-to-date financials and some of the plans for the community. Exciting projects are underway regarding improvements to the gates and guard houses, street repairs and resealing, upgrades to the Bing Crosby Boulevard “marketing corridor” and other efforts to maximize our property values here at The Crosby. Discussion ensued regarding how to best address traffic concerns on our common area streets, particularly speeding and cut-through rule offenders. The recently approved traffic calming study will present the areas of concern in this regard, and propose solutions. Most of the traffic violations are by guests and vendors, and residents are reminded to notify their guests and vendors that they are required to abide by the association’s rules.

In addition, an update was presented with respect to the Shared Use Maintenance Areas (Avaron and Lakes) and the Starwood settlement. Reciprocal access through the Lakes gates is forthcoming. Projects are underway which will utilize the monies obtained through the settlement of the Starwood construction defect litigation, particularly with regard to street repairs and drainage. The next project will relate to the dog trails.

The 2015 Annual Meeting was scheduled to be held on June 17, but was not held due to the lack of a quorum. The annual meeting was reconvened on June 22, at which time the members of the association elected Carole Hogan to the Board for a two year term and The Crosby Club appointed Ed Sanabria as its board representative.

SENSE & SENSIBILITIES



By David Kingston, Treasurer

We can report our finances are in a respectable position. Under the guidance of the Finance Committee (Chris Fugelsang, Mick Dannin, Dave Kingston) we have accumulated a rainy day fund of \$1.7 million (in our routine reports you will see this referred to as the Excess Operating Account). With this and the \$2.1 million in our Starwood Settlement Fund we are well positioned to fund correction of the major defects we inherited from Starwood. Under the board’s direction the first order of priority is road and gutter repair work.

We can also report that for the year to date our expenses are somewhat under budget. And the external auditor gave us a clean bill of health with a “satisfactory” opinion.

Soon the Committee will commence work on next years reserve studies. Our focus will be to sustain our reserve accounts at a 100 percent funded level.

Unfortunately we do have about one percent of our homeowners who are delinquent on their dues and appropriate collection steps are underway. On the other hand, the Finance Committee salutes the 99 percent of our homeowners who are current and pay their dues on time. This is instrumental in allowing us to keep The Crosby as a premier community.



CROONER YARD OF THE QUARTER

16865 GOING MY WAY:

Congratulations to the proud homeowner



REAL ESTATE RUN DOWN



By Lisa Golden

Good news continues for the real estate market as we head into the peak sales season. Leading the way are the strong fundamentals that we see in San Diego County. Over the past year we have added 41 thousand new jobs with the largest growth in bio-tech, engineering,

medical and other highly paid professional positions that are drawing more and more people to our region. We have lower unemployment currently at 5.1 percent, low interest rates which are still under 4 percent for a 30 year fixed loan, low inventory with only a 2.5 month supply for single family homes and a strong stock market. These are all signs that we can expect to see a steady and healthy real estate market throughout the year.

Overall San Diego sales of existing homes increased by 8 percent in April compared to March of 2015, with an increase of 1.5 percent in the first quarter of 2015. Sales prices for San Diego were also up 6 percent for single family homes from April of last year according to CoreLogic. Closed sales in Rancho Santa Fe (92067) for April were up 20 percent from last year with the median sales price up 17.2 percent from May 2014 and Rancho Bernardo West (92127) saw over 20 percent increase in closed sales but a 2.7 percent decline in median prices over last year, according to the San Diego Association of Realtors .

The numbers are encouraging. However, as we see more equity sellers come into the market these figures may slow with an increase in inventory. New construction is also on the rise in our area and in our neighborhood. Thirteen new homes at

The Enclave at The Crosby will soon be finished out for sale at the North Gate by Davidson Construction. These homes will have a starting price in the low \$1.2 million and have their own gate to the Enclave. Ten of the 13 homes have southern views across The Crosby golf course and valley. Further construction continues in Del Sur as well. The Estates at Del Sur by Standard Pacific Homes have currently sold 19 homes with 37 for sale. These homes are priced in the mid \$1.6 million range and are located north of Camino Del Sur and Carmel Valley Road.

The Crosby currently has 30 homes active for sale, four homes currently pending and nine homes sold in the second quarter of 2015 with an average sales price of \$404.40/sf. This is up from the first quarter where nine homes sold and with an average square footage. price of \$400.36. We have seen a great improvement over the first half of last year where we only saw five closed sales with an average price per square foot of \$382. The average number of days on the market was 83 this quarter compared to 117 last quarter which is a great improvement as well.

There have been many questions throughout the real estate community and from potential buyers regarding the bankruptcy filing last April by The Crosby Club. The main concern is will the club continue on as it has with the same level of service to both the facility and the golf course? The answer is, to the best of our knowledge, yes. It is however the duty of the seller to disclose the situation at this time to potential buyers. A knowledgeable agent will assure potential buyers that this will be resolved and that they can buy with confidence. The beauty, nature, location, schools and desirability of The Crosby remain strong and will continue to be so.

Crosby Residents

Luaui Pool Party

Welcome!!

August 22, 2015 . 6:00pm-
9:00pm

Limited to 150 people

\$55++ Adults Only .



Register before
July 30th and get
10% off!

Live steel drum band and special
fire dancing performance
Full bar available under
member charge or cash

~Menu~

Whole roasted pig, Ahi Poki, Teriyaki
pineapple chicken, Bok choy & Coconut
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You won't want to miss out!

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