

# DANA LIFE

Issue #4 | February 2021 | Dana Point, CA



- New Home Listings
- Featured Local Businesses
- Home Loans
- Dana Point Real Estate Stats

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Digital Version

H A P P Y  
*Valentine's Day*

Valentine's Day takes place every February 14th here in the United States, as well as other places around the world, but did you know that the origins of Valentine's Day possibly date back as far as pre-Roman times? Lupercalia was an ancient, pastoral annual festival, observed in the city of Rome from the 13th to the 15th of February. Evolving over the centuries, Valentine's Day continues to morph as not just a romantic holiday, but as a day of celebrating those we love and appreciate by writing notes, sending cards, sharing a gift, flowers or chocolates. That's a lot of LOVE.

I remember making those cute little cards in elementary school and the joy it brought my mom and dad. I was certain it was better than any other gift they could have ever gotten. And just last year I helped my daughter put together a single red rose for every child in her class. The report from the teacher was that each child enjoyed feeling special and thought it was so cool that they got to keep a rose on their desk all day. The gratitude those kiddos had and the looks on their faces made it all worth the time.

Whether you share it with a partner, spoil a teacher or a parent, buy treats for your pets, or simply decide to do something special for yourself, I hope you take the time to appreciate the day and all that it has come to represent; Sharing, appreciating and showering others with love.

**LEILANI**  
SERRAO-BAKER

*Leilani Serrao-Baker*



Cover photo credit

Bodie Kuljian  
[www.together-creative.com](http://www.together-creative.com)  
Instagram: @togethercreative



# LEILANI SERRAO-BAKER



## PERFORMANCE REVIEW

**21.5**

Average days on market

**102.3%**

Average list to sales price

**100%**

OF APPRAISALS AT  
OR ABOVE LIST PRICE

**100%**

SOLD LISTINGS



Top

**949.444.9175**

DRE 01908226

[Leilani@leilanibakerhomes.com](mailto:Leilani@leilanibakerhomes.com)

[leilanibakerhomes.com](http://leilanibakerhomes.com)





# A Place to Start Sharing Your Dreams.

Family and home always have the deepest affection and emotional pull. It is the place where you have a foundation of love, warmth and happy memories.

The Mazzo Group is the originator of the quick-close loan program to help you emulate a cash offer. We even may be able to close your loan in as little as 10 days, guaranteed!\*

With an extensive offering of mortgage loan programs, fantastic rates, a fast closing program, along with Five Star service, now more than ever, it's a great time to purchase your dream home.

*Get the home your heart desires. Call us today.*

**MAZZO GROUP**  
CROSSCOUNTRY MORTGAGE™

**877.237.9694**  
support@mazzogroup.com



JJ Mazzo - Senior Vice President/Originating Branch Manager NMLS186548

CrossCountry Mortgage, LLC. NMLS3029, 31351 Rancho Viejo Rd., Suite 201, San Juan Capistrano, CA 92675 NMLS1790854. \*This 10-Day Close Guarantee ("Guarantee") is subject to and conditioned on the following terms: The Guarantee applies to purchase products only which include FHA, VA, Conforming and High Balance Loans. This Guarantee is not applicable to Brokered Loans. Delegated products ONLY. 10-day closing must be written into the Purchase and Sales Agreement. The 10 days are calendar days not including Sundays or Holidays and shall commence under the Guarantee when: (a) consumer indicates an intent to proceed; and (b) consumer submits to CrossCountry Mortgage, LLC. all of the documents required by CrossCountry Mortgage, LLC. to close the loan ("Guarantee Trigger Date"). CrossCountry Mortgage, LLC. is not liable for delays ("Delays") which are caused by events beyond the control of CrossCountry Mortgage, LLC. which prevents CrossCountry Mortgage, LLC. from complying with any of its obligations under this Guarantee, including but not limited to, delays caused by the consumer or other third parties. Accordingly, this Guarantee is not enforceable if such Delays occur and the loan closes after the Guarantee time period. If there are no Delays and all the foregoing conditions are satisfied and the loan doesn't close within 10 calendar days of the Guarantee Trigger Date, then CrossCountry Mortgage, LLC. will credit the consumer (at the time of closing) the penalty amount as specified in the related Purchase and Sale Agreement up to \$100 per day ("Credit"). The consumer is not entitled to the Credit if the loan doesn't close for any reason. Consumer not required to provide documentation and may obtain a Pre-Qualification. This is not a commitment to lend; subject to credit and underwriter approval, all promotions are subject to change or cancellation without notice. Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act. www.nmlsconsumeraccess.org



## Just Listed

22876 Montalvo Rd, Laguna Niguel 92677

**\$815,000**

2 bd | 2 ba | 1,369 sqft



Welcome home to your beautifully remodeled, single-level home with peek-a-boo mountain views. Enter through a private, gated, beautifully landscaped courtyard complete with a shaded awning and tranquil fountain. Once inside you'll find an inviting, open, airy and sunny living and dining area with vaulted ceilings and a cozy fireplace. There is a large beautifully remodeled kitchen with granite counters, direct access to your 2-car garage and a pass-through to the dining area, perfect for entertaining. Just off the dining is your very private outdoor patio with lush plants and mountain views.



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## Featured Listing

If you would like to see your home featured here, contact Leilani.

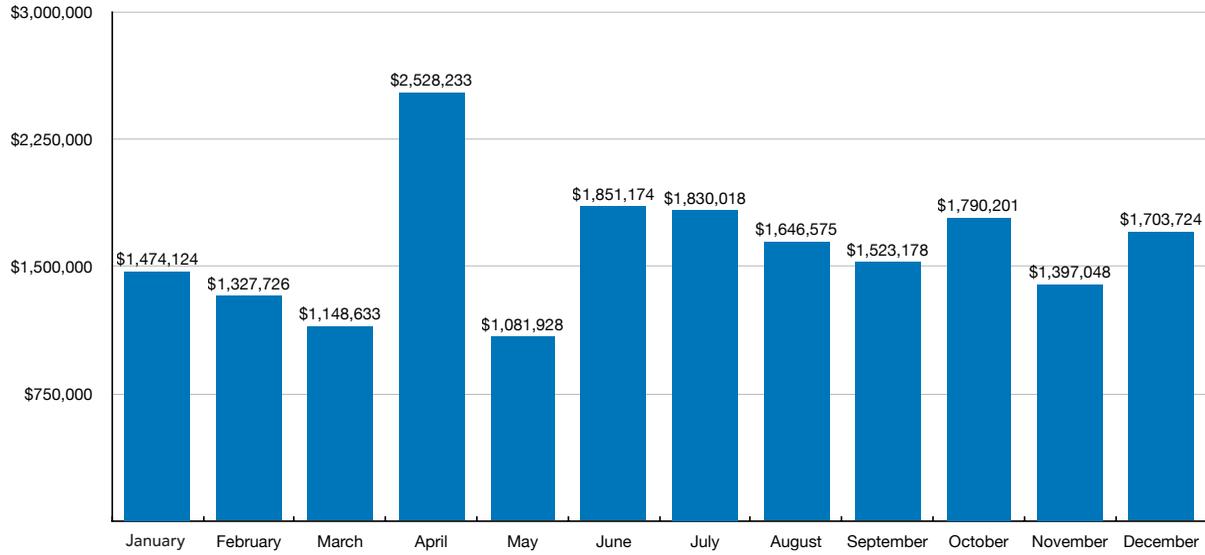


This 2 bedroom, 2 bath home features cherry wood flooring throughout the main living space, copper plumbing, tankless water heater, recessed lighting, double paned windows and many more upgrades. This home is on a single-loaded street at the end of a cul-de-sac not far from the community clubhouse pool and spa and is located in Monarch Summit II, a prestigious 55+community with gorgeous landscaping, swimming pool and club house supremely located not far from the beach, shopping, walking paths, golf courses and a variety of restaurants.

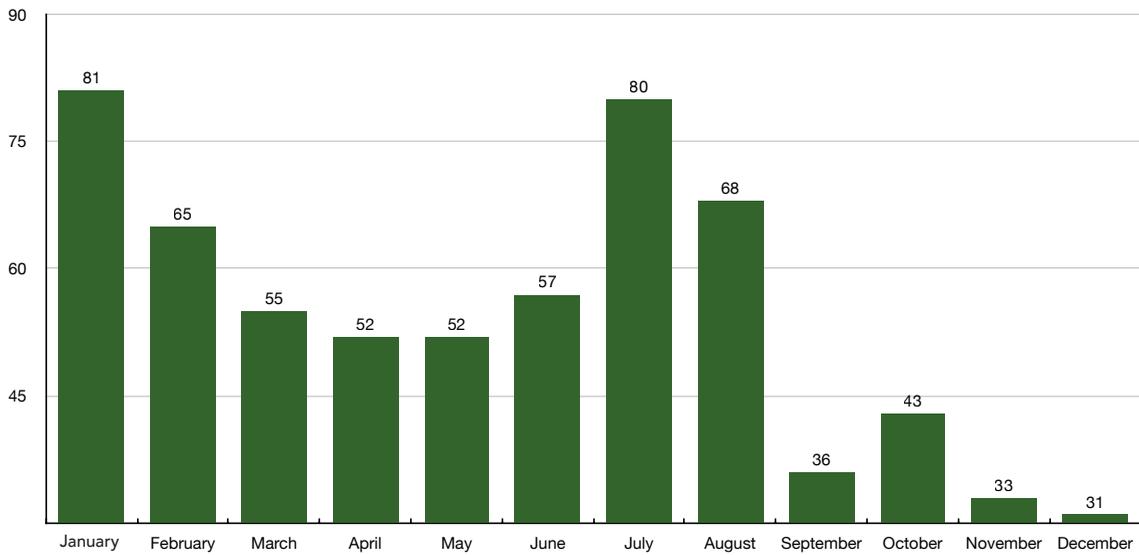


# Dana Point Real Estate stats for 2020

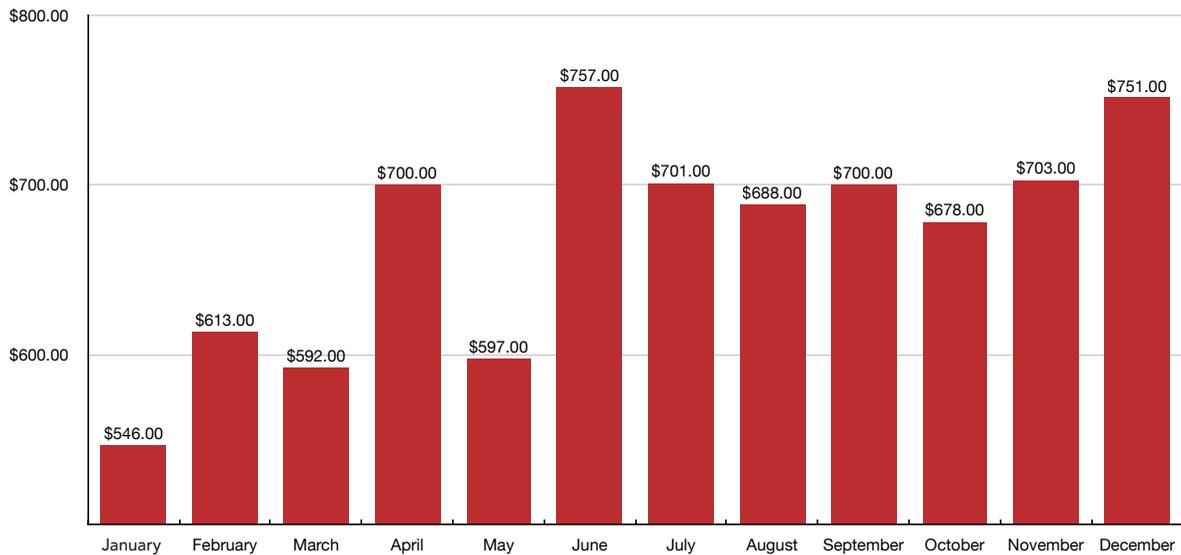
Average Sales Price



Average Days On Market



Average price per sq ft



Values are **↑ 19.4%**  
In last 12 months

Inventory is **↓ 37.7%**  
In last 12 months



# PROPOSITION 19

Home Protection for Seniors, Severely Disabled, Families, and Victims of Wildfire & Natural Disasters Initiative

**Proposition 19 amends the California Constitution by expanding qualifications for the transfer of a property's taxable value. These changes may affect your next escrow and title transaction if eligibility requirements are met. Additional documents may be required by escrow if you plan to transfer the current taxable value of the property.**

## How does Proposition 19 affect property tax base transfers?

Starting April 1, 2021, Proposition 19 allows an owner of a primary residence who is over 55 years of age, severely disabled, or a victim of a wildfire or natural disaster to transfer the taxable value of the primary residence to a replacement primary residence:

- anywhere in California;
- purchased or newly constructed within 2 years;
- of any value with an upward adjustment for a more expensive replacement; and
- the property tax base can be transferred up to three times for persons over 55 years old or with severe disabilities and once for wildfire or disaster victims.

## How does Proposition 19 affect inherited properties?

Starting February 16, 2021, Proposition 19 narrows the rules for parent-to-child or grandparent-to-grandchild exemption for inherited properties. The child or grandchild can transfer the taxable value of the inherited property if:

- the property is the principal residence of the child or grandchild or is the family farm;
- the homeowner's or disabled veteran's exemption is claimed within one year of the transfer to the child or grandchild;
- the property is used as the principal residence and has a market value above \$1 million, in this case an upward adjustment in assessed value would occur.

Source: <https://www.boe.ca.gov/prop19/about-prop-19/>



### JOSHUA MEADOR

Sales Executive

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# Getting to know...

## Terri Litzkow-officiant and owner of Terri Ties The Knot

Terri was born and raised in the Big Sky State of Montana and moved to Southern California in 1988. Shortly thereafter, Terri became a professional cheerleader for the Los Angeles Raiders in 1992 and in 1998 began her career with American Airlines as a purser flight attendant.

After retiring from American Airlines, Terri started her own officiant company, Terri Ties The Knot, when a friend and fellow former Raiderette asked her to officiate her wedding in 2015. The first year she solely performed all of the ceremonies and in 2016 officiated over 200 weddings alone. It became clear to her that she needed help and that it was time to enlist others to keep up with demand. Terri recruited two of her fellow former professional cheerleaders and together more than doubled the amount of weddings performed yearly.

Today, the company doesn't just perform wedding ceremonies; they perform vow renewals and commitment ceremonies too. They recently added one-of-a-kind, personal wedding cakes upon request, an added service that brides and grooms love!

Terri Ties The Knot covers all of Southern California from Santa Ynez to San Diego to Palm Springs. Terri is licensed to perform weddings in California and Nevada and proudly works with vineyards in Temecula as their go-to ministry services provider.





When asked what is the most memorable wedding that she has ever performed, Terri said “Every ceremony and every couple leave an imprint on my heart. No particular ceremony is more special than any other ceremony. However, I love ceremonies when a canine is a part of the wedding party. My ceremonies have occurred in pouring rain with double rainbows appearing behind me, waves crashing on the back of my head, 12-piece string orchestras performing, on the pitcher’s mound at Petco Field before a Padres and Cubs game, on a private dock hosting one of the biggest yachts in Newport Beach and with celebrities and government officials, to name a few. The blessings keep coming.”

Terri’s favorite part about being an officiant is that “It is one of the happiest days of a couples life and I am always honored they selected me to be part of that big moment in their lives.” For Terri, it is not just an assembly line where she has a formula she follows each and every time. Instead, Terri writes a new script for each couple, creating a unique and customized ceremony for every couple. She says “that day is about their love, their love story and their journey from meeting to entering into the next chapter of their love story as husband and wife.” Through client consultations, Terri gets to know the couple and in that consultation she discovers the unique story of each. That time she spends with them helps her build the beautiful custom ceremony she is so widely known for. “Each couple is so much fun. No ceremony is too large or too small. We are here to guide our clients. It is their day and it will be done their way!”

Terri recently started to call Dana Point home and says that like Montana, “It has that small town feel. My home town in Montana is very small and it’s just like my home town; I like the intimate feel and charm of Dana Point. My church is here, I have very close friends in Dana Point and I love the beaches, views, sunsets, whales and the people. Dana Point is easy to brag about because it has much to offer and it’s home.”

If you would like more information please contact Terri at:

Website: [territiestheknotweddings.com](http://territiestheknotweddings.com)

Instagram: [Territiestheknotweddings](https://www.instagram.com/Territiestheknotweddings)

Facebook: Terri Ties the Knot

Phone: 949/300-9939

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Contact us to learn how:  
[support@MaginTouch.com](mailto:support@MaginTouch.com)



# On Point with Local Business Owner and Chocolatier from The Chocolate Soldier, Detra Francis

*“Life is uncertain. Eat dessert first.”*

If I were not a Realtor I think being a chocolatier might be my dream job. I love chocolate; dark, milk, with nuts and without. I could eat chocolate every day and often find myself standing in front of The Chocolate Soldier contemplating which chocolate will make me happy today. Detra brings Dana Point delicious chocolate joy and if you haven't been there yet, do yourself a favor and indulge. Warning: You won't know which one to pick!



## **What is your background and where did you grow up?**

I have the good fortune of being a product of the sixties. We are filled with an appreciation and a love of life that stems from simpler times. I graduated from La Verne College, a small liberal arts college, with a high school teaching credential, an intense love of Biology, and the need to do something in the field of Art. From 1966 through 1980 I studied ceramics and pottery. In 1969 I moved to the Art Community of Laguna Beach, built a down draft kiln, and made pottery. The 1971, Festival of The Arts displayed my artistic endeavors. By the mid '70s the entrepreneur bug had bitten me and I opened a clothing shop in Laguna. Not such a great idea in the midst of a recession, and by the late 70's I was a Realtor and selling houses in my beloved Laguna Beach.

## **How did you get started in this business?**

In the late '70s I had two small boys to fill my life and we often strolled into the Candy Maker Shop across from Main Beach. One day I asked Paul (the owner) if he had ever considered taking on an apprentice. His answer was that he and his wife had been discussing that the previous night. And a chocolatier was born.

## **How and when did you open The Chocolate Soldier?**

After working with Paul for about a year, he wanted to retire and sell the business. I told him I wanted to buy it, but he would not sell it to me as I had a young family. At this point, a chain confectionery offered his landlord a whole lot of money and Paul lost his lease. He then gave me his recipes and sold all the equipment to me for \$5,000. To make the story even more remarkable, at the same time this is going on, I was introduced to the owner of The Chocolate Soldier in Dana Point. I made her chocolates out of my home kitchen for several years and then bought the business from her in 1989. In 2008 I opened a second store in Laguna Beach at The Old Pottery Place. It is here that we manufacture, sell, and eat the most amazing chocolates around.

## **What is the most memorable special event that you provided your amazing chocolates for?**

I have made Easter Baskets for President Nixon, birthday chocolates for a band member of America (you're probably too young to remember them) and my chocolates have graced the table of weddings and art openings and traveled around the world as my extraordinary customers return home.

## **What is your favorite part about being a chocolatier?**

I have been making fine chocolates for over 40 years and I can truthfully say "I love my job." The very best part of the Chocolate Soldier is its customers. It gives me great pleasure to hear them continually tell me how good it is. I love my job and I love the people it attracts!

Visit the Chocolate Soldier at two locations:  
1200 S Coast Hwy, 103b, Laguna Beach, CA  
34513 Golden Lantern St, Dana Point, CA  
and contact Detra at 949-494-4462  
or [thechocolatesoldier.com](http://thechocolatesoldier.com)



# Join The Community Food Drive

## LOVE THY NEIGHBOR...

With Valentine's Day approaching, it's a great time to ask ourselves how we can help our neighbors. CREER (which means "to believe" in Spanish) is a non-profit organization that since 2005 has been doing just that. CREER started as a place that provides educational programs, a homework club and afterschool and summer programs for children in our community. But once the pandemic hit they quickly found themselves transitioning from providing children's programs to focusing on food distribution. The director of the program, Angeles Ceballos, shared that they discovered the food emergency was so severe, they knew they had to find a way to make it work. Within three weeks they partnered with OCC Food Recovery Kitchen and opened the CREER/OCC Food Recovery Kitchen Pantry on April 21st, 2020. Since then, they have distributed more than 50,266 boxes/bags of food, 19 1/2 pallets of diapers and more than \$65,000 in emergency funds and goods to our most vulnerable neighbors. Through their diligence, hard work and heart, CREER has become a vital source of food to more than 850 of the most vulnerable families affected by the COVID-19 crisis. But they have not done this alone and continue to depend greatly on donations from the community. If you would like to help, here are the items they need the most:

- \*Diapers
- \*Canned fruit
- \*Canned vegetables
- \*Rice
- \*Dry beans
- \*Cereal
- \*Pasta
- \*Canned tuna, chicken and soup
- \*New blankets

We are organizing a Valentine's food and other items drive to do our part. If you would like to donate, please bring new items from the list above between Wednesday, February 17 and Friday, February 19, 3:30-6:30 p.m. each day to their kitchen location at: 31322 Camino Capistrano San Juan Capistrano, CA 92675.

If you should have any further questions regarding any of their programs or services, please do not hesitate to contact Angeles Ceballos (714) 788-8339 or Rosario Rowel (714) 788-7404. "In the next few months, we will continue to help our CREER families with their number one concern, which is food insecurity." If you or anyone you know would like to volunteer, get involved or contribute to their food distribution efforts, please write or send your tax-deductible donation to: P.O. Box 1347 San Juan Capistrano, CA 92693 or visit [www.creeroc.org](http://www.creeroc.org).



# LEILANI'S RECENT SALES



125 N Raymond Ave #504  
Pasadena 91103  
2 BEDS | 3 BATHS  
1,300 SQFT  
Sold at:

**\$847,500**

Represented

**SELLER**



33025 Christina Dr  
Dana Point 92629  
4 BEDS | 2 BATHS  
1,716 SQFT  
Sold at:

**\$943,500**

Represented

**SELLER**



24482 Caracas St  
Dana Point 92629  
4 BEDS | 3 BATHS  
1,932 SQFT  
Sold at:

**\$975,000**

Represented

**SELLER**



32861 Buccaneer St  
Dana Point 92629  
3 BEDS | 3 BATHS  
2,006 SQFT  
Sold at:

**\$978,000**

Represented

**SELLER**



33162 Santiago Dr  
Dana Point 92629  
3 BEDS | 2 BATHS  
1,471 SQFT  
Sold at:

**\$993,000**

Represented

**SELLER**



24411 Barbados Dr  
Dana Point 92629  
4 BEDS | 3 BATHS  
2,208 SQFT  
Sold at:

**\$1,037,500**

Represented

**SELLER**



32851 Buccaneer St  
Dana Point 92629  
4 BEDS | 4 BATHS  
2,416 SQFT  
Sold at:

**\$1,055,000**

Represented

**SELLER**



33038 Elisa Dr  
Dana Point 92629  
4 BEDS | 3 BATHS  
2,702 SQFT  
Sold at:

**\$1,065,000**

Represented

**SELLER**



12 Pleasanton Ln  
Ladera Ranch 92694  
4 BEDS | 3 BATHS  
2,554 SQFT  
Sold at:

**\$965,000**

Represented

**SELLER**



16 Kendall St  
Dana Point 92629  
4 BEDS | 3 BATHS  
2,334 SQFT  
Sold at:

**\$1,011,524**

Represented

**SELLER**



35 Ashburton Pl  
Laguna Niguel 92677  
3 BEDS | 3 BATHS  
2,143 SQFT  
Sold at:  
**\$1,165,000**

Represented  
**SELLER**



22831 Mariano Dr  
Laguna Niguel 92677  
2 BEDS | 2 BATHS  
1,369 SQFT  
Sold at:  
**\$740,000**

Represented  
**SELLER**



11559 Cumpston St  
North Hollywood 91601  
4 BEDS | 2 BATHS  
1,340 SQFT  
Sold at:  
**\$860,000**

Represented  
**SELLER**



33862 Alcazar Dr  
Dana Point 92629  
4 Units  
3,223 SQFT  
Sold at:  
**\$1,550,000**

Represented  
**SELLER**



33861 Copper Lantern St  
Dana Point 92629  
4 Units  
3,223 SQFT  
Sold at:  
**\$1,550,000**

Represented  
**SELLER**



27 Montara  
Aliso Viejo 92656  
2 BEDS | 2 BATHS  
1,100 SQFT  
Sold at:  
**\$515,000**

Represented  
**BUYER**



26671 Via Sacramento  
Dana Point 92624  
4 BEDS | 2 BATHS  
1,626 SQFT  
Sold at:  
**\$751,000**

Represented  
**BUYER**



27511 Via Valor  
Dana Point 92624  
4 BEDS | 3 BATHS  
2,370 SQFT  
Sold at:  
**\$1,156,000**

Represented  
**BUYER**



1 Minikahda  
Rancho Santa Margarita 92679  
4 BEDS | 3 BATHS  
2,472 SQFT  
Sold at:  
**\$885,000**

Represented  
**BUYER**



24411 Barbados Dr  
Dana Point 92629  
4 BEDS | 3 BATHS  
2,208 SQFT  
Sold at:  
**\$1,037,500**

Represented  
**BUYER**



32681 Rachel Cir  
Dana Point 92629  
4 BEDS | 3 BATHS  
2,455 SQFT  
Sold at:  
**\$1,075,500**

Represented  
**BUYER**



22996 Maraleste Rd  
Laguna Niguel 92677  
2 BEDS | 2 BATHS  
1,405 SQFT  
Sold at:  
**\$1,010,000**

Represented  
**BUYER**



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