

## MY JOB

# Cars to homes

*Soledad Realtor Deanna Garcia wants to help you buy or sell*

By VICTOR CALDERON  
Business 101

**QUESTION:** Tell me about your job.

**ANSWER:** I'm a Realtor with Legacy Real Estate in Soledad. I help people purchase and sell homes. I also work with banks to make sure people know their financing options if they're buying a home.

**Q:** How long have you been in real estate?

**A:** Actually, I've only been in the business about a year. I was in the automotive industry for 20 years before that. I was the business manager for the MY Automotive car dealership in Salinas for about seven years.

I was just always intrigued about the local real estate market, so that's why I decided to get into it.

I changed fields because I see a lot of potential in Soledad. There's a small-town feel that reminds me about how Salinas was when I was growing up there. I graduated from North Salinas High School.

**Q:** What is an average day like for you?

**A:** It's crazy right now, because I got into the business when a lot of people were getting out. On a typical day, I pray to God asking Him to give me strength.

**Q:** What do you enjoy about your job?

**A:** I love getting a fabulous home deal for somebody when they didn't think it was imaginable. That's what I find rewarding. Working with people and looking out for their best interests is what I enjoy.

**Q:** What is difficult about your job?

**A:** I think getting buyer confidence back will be a challenge. Dealing with foreclosures can be grueling, but I tell myself, "This too will pass."

**Q:** How would you describe the current housing market in the Salinas Valley?

**A:** I would say the status of the market here reflects what's happening nationwide. The real estate market has slowed down. We're seeing an adjustment.

Right now, it's a buyers' market. Buyers are getting fabulous deals. With the reducing of the federal interest rate, a lot of buyers on the fence will come forward. People still need a home but because of the frenzy we have, getting them qualified is a whole other issue.

**Q:** What impact are foreclosures having?

**A:** Foreclosures are scaring current homeowners because they don't know why people are losing homes.



SCOTT MACDONALD/BUSINESS 101

Realtor Deanna Garcia is pictured Aug. 23 in the Legacy Real Estate conference room in Soledad.

That's why new homebuyers are coming out, because they know home prices are lower.

This adjustment had to take place. You need corrections to get a healthy market.

**Q:** How have subprime loans affected area

homebuyers?

**A:** Having them in the past helped people stay in homes because they could refinance, and it helped other people get into a home who didn't have enough credit.

It's a big deal for Monterey County,

## ABOUT MY JOB

Business 101 writer Victor Calderón spoke last month with Deanna Garcia, 39, a Realtor with Legacy Real Estate in Soledad, about her job, the status of the housing market in the Salinas Valley and the impact of foreclosures and sub-prime loans on the market. She spent 20 years in the automotive industry, having last worked as business manager for the My Automotive car dealership in Salinas for about seven years. She is a graduate of North Salinas High School, has attended Salinas Adult School and completed online course work. She is licensed with the Monterey County Association of Realtors and the National Association of Realtors. Garcia lives in Soledad with her husband, Joe; and children Chance Salsedo, 18; Brendan Salsedo, 16; Joseph Garcia, 11; and Shaelah Garcia, 10.

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Realtor

but its not just here, it's nationwide.

**Q:** Is there any hope the housing situation can get better anytime soon?

**A:** It will get better, because there's only one way to go and that's up. The thing is that there are people that need homes.

Lenders and federal officials are coming up with ideas about how homeowners can stay in their homes.

There are great affordable housing programs out there, like ACORN housing. A lot of people don't know about good loan programs that are out there. There are good loan programs if people go out and look for them.

Contact Victor Calderón