



Brad Korb

# Burbank Bulletin™

Successfully serving thousands of families since 1979

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Areas include Burbank, Glendale, Sun Valley Hills, Sun Valley Horse Property, Shadow Hills Horse Property, Sylmar Horse Property, Lakeview Terrace Horse Property

## CONTACT US

The **BradKorb** REAL ESTATE GROUP

Focused on What Matters to You  
Real Estate Since 1979

Office 818.953.5300

Email Brad@BradKorb.com

www.BradKorb.com

BRE #00698730

3813 W. Magnolia Blvd.  
Burbank, CA 91505



## Thank You for 2019!

The Brad Korb Real Estate Group would like to say THANK YOU for giving us the opportunity of being your REALTOR®!

We had an amazing 2019 and helped over 160 families buy and sell properties! Brad Korb celebrated his 40th year in real estate. Courtney Korb was the President of the Burbank Association of Realtors Community Service Foundation and was awarded with the Mary L. Vaughn Leadership Award.

Over the past year, we have expanded our team to include 11 full-time real estate agents and 9 administrative staff members. More team members equal more ability to provide personalized attention to our clients.

We love being members of this community and helping families since 1979! We are looking forward to an even better 2020 and serving the real estate needs of our current and future clients for years to come! ■



Follow The Brad Korb Team on Twitter & Facebook to receive information on upcoming open houses.



- FACEBOOK: Brad Korb
- TWITTER: @BradKorb



## THE BRAD KORB TEAM FEATURED PROPERTY!



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Call today to find out how our marketing strategy will move you!  
(818) 953-5300

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Think foreclosure is the only option?  
Think again!

We provide you with information about how to avoid a foreclosure, explain the effect it can have on you and your family, and offer other options that may be available to you. This includes a short sale, and we can help you determine if you qualify.

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### INSIDE



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# In The Community

## Burbank News & Events

### Burbank African Violet Society

The Burbank African Violet Society is having their next club meeting on Thursday morning January 16, 2020 @ 10:00 A.M.

The location is The Little White Chapel Christian Church, 1711 North Avon Street in Burbank.

The program will be "The City of Burbank Civic Presentation".

Refreshments are served and friendships are made. There is a door prize, raffle and silent auction tables. Guests are always welcome to attend our meetings. For more information please telephone (323) 236-0104 or reference our website: [www.burbankafriaviolets.weebly.com](http://www.burbankafriaviolets.weebly.com). ■



### Brad's Clients Use the Truck for Free Added Service Where the Rubber Meets the Road

Brad's Team provides service based on client needs. When Brad asked his past clients what more he could do, nearly all of them agreed that a truck would be great. Brad decided to provide a moving truck complete with appliance dolly and moving pads. Use of the truck is free of charge to Brad's clients (Buyers and Sellers).

### Helping the Southern California Community

Brad's truck is available to community organizations, religious and charitable groups subject to availability, but always free of charge.

Check the calendar at [www.BradKorb.com](http://www.BradKorb.com) to see what dates our moving truck is available, and fill out the contact form to reserve a date for your move.

**There are a few restrictions such as age of driver, licensing and basic use and care. For more information, just ask!**

**818.953.5300 or [www.BradKorb.com](http://www.BradKorb.com)**

### Have You Waited Long Enough?

Dear Friend,

Here's a quick note to let you know how I can help you or anyone you feel comfortable introducing me to.

This is a great time to buy a house. Borrowing costs are at historic lows and housing prices have reached their most affordable levels in a generation. There are many people who may have been on the fence, waiting for the right time to make a move or an investment.

This is the right time. Email me and I'll share the research I have on the loans and the government programs that are available now. Combine these rates with the number of properties available right now, and what you have is a rare opportunity that won't last forever.

Over the past few months I've helped a few young couples purchase their first homes and several growing families move into properties where they could spread out. I have also helped a few clients buy investment property with affordable loans that fit into their financial picture.

Today's market is the time people have been waiting for.

**Brad Korb, Your Real Estate Consultant for Life**  
**The Brad Korb Real Estate Group, 818-953-5300, [Brad@BradKorb.com](mailto:Brad@BradKorb.com)**  
*P.S. Who's the next person you know who is wondering if this is the best time to purchase their first home, a move-up home or an investment property?*

### The Importance of Wealth Management in a Dynamic World

How is wealth like real estate? For one thing, wealth doesn't manage itself. It requires professional services. In a family or business, wealth has its own set of asset and liability needs. For his long-term management, Brad Korb relies on Richard V. Bertain and David Escobar of UBS Financial Services, recommending them with confidence. Korb says these dedicated Certified Financial Planner™ practitioners consistently use premiere customer service and extensive financial resource knowledge for planning and putting in motion long-term goals and objectives.

Bertain, Senior Vice President with UBS Financial Services, has been providing sound financial advice to clients since 1983, earning designation as Certified Investment Management Analyst from the Wharton School. He and Escobar, First Vice President with UBS, are involved in Burbank community organizations ranging from the Burbank Civitan Club and Boy Scouts of America, to the Burbank YMCA and Leadership Burbank.

Bertain and Escobar's Comprehensive Wealth Management approach for high net worth families and businesses is straightforward and thorough: Identify goals, evaluate the



situation, develop a financial plan, implement it, and monitor and rebalance as needed. They seek "to perform effectively and efficiently, such that each of our clients would be proud to recommend us to their family and friends."

*Richard V. Bertain, CFP, CIMA, ChFC*  
*Senior Vice President*  
*UBS Financial Services*  
*200 South Los Robles, Suite 600,*  
*Pasadena, CA 91101-2479, Tel. (800) 451-3954, Tel. (626)405-4710 Direct, Fax (855) 203-6443, [Richard.Bertain@UBS.com](mailto:Richard.Bertain@UBS.com)*  
*David E. Escobar, CFP®*  
*First Vice President – Wealth Management*  
*UBS Financial Services,*  
*200 South Los Robles, Suite 600,*  
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*Tel. (626) 405-4711 Direct, Fax (855) 203-6443, [David.Escobar@ubs.com](mailto:David.Escobar@ubs.com) ■*



### BURBANK-VALLEY GARDEN CLUB

The Burbank-Valley Garden Club meets **Thursday, JANUARY 2, 2020 at 10:00 a.m., at the Little White Chapel, 1711 N. Avon St., Burbank.**

Starting from Seeds is the program our speaker, Robin Gemmill, will be presenting at our January meeting. Ms. Gemmill is a retired Advance Practice Nurse who has a passion for gardening, nutrition and health. She earned her Master Gardener designation at the University of California Co-operative Extension, Los Angeles (CCCE). She provides classes on composting, integrative pest management, container gardening and urban agriculture for the community and community gardens. She is also a Master Food Preserver through Slow Food Los Angeles practicing canning, food dehydration and fermentation for health.

Her presentation for the Burbank-Valley Garden Club will cover environmental factors for successful germination, soil condi-



tions that influence growing success and strategies for successful seed germination of direct planting and transplanting.

Everyone is welcome to our regular monthly meetings. For more information, call 818 848-0313. ■



# In The Community

## Burbank News & Events

### 2019 and Beyond... Critical Planning for Long Term Care in California!

Joseph McHugh is the founder and managing attorney at LA Law Center specialized in elder law, asset protection and estate planning (wills, Trusts and Probate). Kathy McHugh (his wife) is the Triage Director & Certified Senior Advisor that helps clients with Medi-CAL qualifications and recovery issues. Together with their staff, they can help you understand your options in doing long term care planning and basically "Getting Your Affairs in Order"! Their biggest passion at this time is educating people about their legal rights to transfer and protect their assets in case they need Medi-Cal in the future.



the rules and exemptions made for families to qualify for Medi-Cal. Under the rules in California, applicants are permitted to transfer assets out of their name during the look-back period without incurring a penalty (time where applicant will not get Medi-CAL benefits). Less fortunately, these rules are often confusing and difficult to implement without the expertise of an experienced Elder Law Attorney. Most traditional Estate Planning Attorneys do not understand this area of law.

Most professionals assume you cannot gift assets & must spend money on medical needs. This is not true, and has resulted in impoverishing a well spouse, and spending down needed assets that were not necessary!

Soon California will fall in line with the Federal Medicaid laws, so California will get more money from federal government to pay Medi-CAL disbursements...this means the rules will change and they will be much stricter! But if you do gifting now, it will be grandfathered in! The current laws are specific, and you really need an elder law firm to guide you through this process to ensure you create the least amount of penalties for Medi-CAL qualifications.

For example, in 2019, we can protect a house from Medi-CAL estate recovery... when the new Federal Laws come into California there will be a limit to how much equity can be in the house to be moved... it is expected to be no more than \$750,000 of equity. This is problem in California as starter houses are around \$600,000. It is critical you understand your options if you may be facing care needs in next 5 years!!

Joe and Kathy offer free phone or office consultations and can tell you your options before it is too late! Call 818.241.4238. ■



No one ever wants to be in a nursing home, but unless you can pay \$25 an hour for in-home care (\$18,000 a month for 24/7 care) you should do pre-planning JUST IN CASE!! Today many people want to stay in their home (typically paid off), but do not have enough money or income to do that if they need assistance with their activities of daily living or medical care. The Medi-Cal laws are changing soon. SO...we are standing on the rooftop screaming to anyone that will listen...

**"IF YOU MAY NEED MEDI-CAL LONG TERM CARE BENEFITS IN THE NEXT 5 YEARS...CALL LA LAW CENTER TODAY!"**

**Today, until the Medi-CAL (Medicaid) laws change** we can save almost 100% of all assets by moving them into a Medi-CAL Asset Protection Irrevocable Trust, but we are expecting to be limited to being able to save 50% or less when new law come in (expected to be adopted in California within next 18 months). If you think someone in your family is at risk of needing long term care in the next 5 years, it is critical that you totally understand how an ill person's estate can be moved and be able to qualify for Medi-CAL if it becomes the only way this person can afford to be cared for 24/7.

Currently there are multiple ways to meet

### How to Minimize Capital Gains Taxes: Korb Talks 'Owner-Will-Carry'

A bit like the experienced boat skipper who navigates deep water to find the best fishing for his passengers, a good realtor plots a course for the best financing arrangement to minimize capital gains taxes for his sellers.

"We call it 'owner-will-carry,' or 'seller financing,'" Brad Korb explained. "I recently was talking to a client who wanted to sell his property but didn't want to pay such high capital gains. He wasn't aware of the tax deferral he could get if he carried the loan on the property once he sold it."

According to Korb, an example would be of a buyer who put 25% down on the property, with the structure being that the seller take back the loan and carry a note secured by the property, just as a bank would do. **The capital gains taxes would be calculated on the money received rather than full purchase price.**

"The seller also gets a much better return interest rate than he would from putting his money in a bank," Korb added. "I can help the seller when minimizing capital gains is an issue. It's the job of a good agent to help clients through territory that is new to them,

but familiar ground to us."

Korb invites anyone who wants to know more about owner-will-carry structuring to call him at (818) 953-5300.

*When you sell a piece of property with owner financing, it is considered an installment sale instead of a regular sale of real estate for tax purposes. For example, when you sell a house or a piece of land normally, the seller gives you a lump sum of money for the purchase on the closing date. With an installment sale, the buyer gives you a down payment on the closing date and then gives you regular payments over the life of the contract.*

*Spread Out the Gain*

*When you sell with owner financing and report it as an installment sale, it allows you to realize the gain over several years. Instead of paying taxes on the capital gains all in that first year, you pay a much smaller amount as you receive the income. This allows you to spread out the tax hit over many years. When you sell a property that has appreciated significantly in value, it could require you to pay a large amount of capital gains taxes. ■*

## The Brad Korb Team is Growing!

**D**ue to growth, The Brad Korb Real Estate Group in Burbank has a unique opportunity for talented Buyer's Agents. In addition to being endorsed by Barbara Corcoran, we are the only company in our area that offers an iron-clad guarantee – we either sell the home or we buy it. The ideal person should be decisive, self-motivated & have a consultative style. Should be aggressive, competitive & a high performer. Must be a persuasive, outgoing, people-person. We have more qualified leads than we can handle & therefore we need you! Income is commission with no ceiling. Please send your resume to [courtney@bradkorb.com](mailto:courtney@bradkorb.com).

**The Brad Korb**  
REAL ESTATE GROUP

*Focused on What Matters to You  
Real Estate Since 1979*

**We look forward to hearing from you.**

**Gary LeVox of Rascal Flatts says,**

**Call the agent who makes DREAMS COME TRUE!**

**"Hello my friends in Los Angeles  
it's your boy Gary LeVox of Rascal Flatts.**

**when you're buying or selling a home, you need a  
real estate agent you can trust to make your move easy  
and stress free. That's why you need to call Brad Korb."**

**The Brad Korb**  
REAL ESTATE GROUP

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Real Estate Since 1979*



**818-953-5300 | BradKorb.com**

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**YOUR HOME  
AT A PRICE ACCEPTABLE TO YOU  
GUARANTEED  
OR I'LL BUY IT!**

# In The Community

## Burbank News & Events

### LISTINGS AND SALES ... JUST IN TIME FOR WINTER

24-hour Recorded Info at 1-800-473-0599

#### BRAD KORB'S RECENT LISTINGS

5145 Yarmouth #30	2358
810 E. Harvard	2258
4630 Willis #309	2578
5043 Meridian	2498
5414 Newcastle #7	2438
28073 River Trail	2048
14712 Hiawatha	2448
8031 Via Latina	2688
2820 W. Chandler	2628
7209 N. Chestnut	2698
3756 Sawtelle	2768
7735 Via Capri	2298
901 S. Glendale	2818
8260 1/2 Oswego	2828
416 Dartmouth	2708
14850 Parthenia #32	2728
1110 N. Frederic	2648
2707 W. Verdugo	2848
7758 Via Napoli	2808
1812 Karen	2838
7038 De Celis #28	2888
13812 Gavina	2388

#### BRAD KORB'S RECENT SALES

2144 N. Buena Vista	2898
2681 Roseview	3468
9805 Samoa, Seller	3478
9805 Samoa, Buyer	3478
536 Stanford	2488
355 N. Maple #208	2938
11610 Strathern	3158
435 N. Beachwood	3258
6425 Elmer	2608
4630 Willis #309	2578
4630 Willis #105	2518
11437 Riverside	2658
8031 Via Latina	2688
4252 Fair #17	2038
8260 1/2 Oswego	2828
2820 W. Chandler	2628
7735 Via Capri, Seller	2298
7735 Via Capri, Buyer	2298
7209 N. Chestnut	2698
4517 Franklin	5848
13658 1/2 Dronfield	5838
436 E. Palm #311	5858
18620 Hatteras #277	5878
11401 Berendo #5	5908
13916 Daphne	5868
18152 Lull	5888
19913 Christopher	5898
5631 Klump	5948
22140 Jennifer	5958

#### USE THIS TRUCK FREE!



Call 1-800-473-0599  
Enter Code 4408

Call **The Brad Korb Team**  
(818) 953-5300

*We Sell or List a Property  
Every 40 Hours!*

#### BRAD KORB'S RECENT SALES...Continued

12449 Kling #201,	5938
550 Santa Anita #207	5918
1025 N. Avon	5998
18930 Sherman Way #19	5968
10212 Jordan	5978
734 E. Verdugo #3	5928
7130 Jellico	5988

*We Sell or List a Property  
Every 40 Hours!*  
Call the Brad Korb Team  
(818) 953-5300

### City of Burbank's BEST Program / WorkForce Connection

Are you a student looking for employment?  
Come to the Youth Employment office to pick up an application



Are you interested in EXPANDING your support of Burbank's youth?  
Participate in the City of Burbank's BEST Program (Burbank Employment & Student Training) by hiring a qualified and pre-screened student today!



Are you an Adult looking for employment?  
Come to City of Burbank's WorkForce Connection (A FREE self-serve job resource center)

City of Burbank  
Youth Employment/WorkForce Connection  
301 E. Olive Avenue Ste. 101, Burbank, CA 91502  
(818) 238-5021



### City of Glendale Parks, Recreation and Community Services Department

Check out all of the Glendale upcoming events and the Leisure Guide for classes, leagues, senior programs, etc. at:  
[www.parks.ci.glendale.ca](http://www.parks.ci.glendale.ca)

### Los Angeles Equestrian Center EVENTS

DATE	EVENT	CONTACT
Jan. 17- Jan. 19	Southern California Arabian Horse Association	Kay Kelly (909) 234-6913
Jan. 25- Jan. 26	Winter Dressage Show	Cornerstone Event Management (818) 841-3554
Jan. 31- Feb. 2	CRHA Sweetheart Reining Horse Show	(951) 600-8999
Feb. 8-9	USC Horse Show	Kathryn Griffiths (818) 970-1105
Feb. 14-16	Gold Coast Series Feb. Hunter/Jumper Show	Langer Equestrian Group (805) 638-3078
Feb. 21-23	Camelot Winter Festival I	Camelot Events (818) 259-4364
Feb. 28- Mar. 1	Camelot Winter Festival II	Camelot Events (818) 259-4364

For more information, call us at 818-840-9063 | or visit us online at: [www.la-equestriancenter.com](http://www.la-equestriancenter.com)

# In The Community

## Burbank News & Events



### Meet Brad Korb...

*an individual who knows the importance of maintaining focus...*

It is focusing on what matters most in life that Brad Korb believes results in true success. Brad's successes are the direct result of his unique ability to visualize a goal and make a plan to accomplish it. This focus is applied to spending time with his family, interacting with his community and helping his real estate clients to realize their dreams.

Brad and his team have accomplished an incredible amount of success for clients by providing services that go well beyond the average real estate agent. Relationships with clients are based on absolute honesty, loyalty, accountability, dedication and an understanding of client needs. The Brad Korb team is always focused on what matters to you.

As a part of this focus and determination to helping clients become neighbors, Brad Korb has developed this creative website filled with essential information about California's Burbank, Glendale, North Hollywood, Sun Valley and the wonderful and diverse surrounding areas. Our area is rich in history, recreational and business opportunities and unequalled natural beauty, and we welcome you to explore it within our site.

Whether you are in the media industry looking to buy residential property closer to where you work, or looking to sell, **BradKorb.com** is the perfect place for more information. Use **BradKorb.com** as your premier resource for all of your real estate needs in Burbank, Glendale, North Hollywood, Sun Valley and surrounding areas. If you're a homebuyer in search of that perfect place to call home, please visit our property search page to find just what you've been looking for. If you are interested in commercial or investment properties you will find valuable information here. Brad Korb also provides information on relocation resources and free estimates on your home's value. With an incredible knowledge of the real estate market and a strong track record of success, Brad Korb remains dedicated to each client. Contact Brad Korb today and find out more information!

### Thinking of Buying or Selling?

(818) 953-5300 • [www.BradKorb.com](http://www.BradKorb.com) email: [Brad@BradKorb.com](mailto:Brad@BradKorb.com)

## Save the Date!



## SHOPPING NIGHT '20

FEBRUARY 7, 2020 4:00PM - 9:00PM

**BOYS & GIRLS CLUB**

OF BURBANK AND GREATER EAST VALLEY

For more information contact: [susansebastian@bgcburbank.org](mailto:susansebastian@bgcburbank.org)

## 2019-20 Winter Break

Session 1: Dec 23<sup>rd</sup>, 26<sup>th</sup>, 27<sup>th</sup>, 30<sup>th</sup>, Jan 2<sup>nd</sup>, 3<sup>rd</sup>

Session 2: Jan 6<sup>th</sup> - 10<sup>th</sup>

7:15am - 6:30pm

REGISTER TODAY AT: [PARENTPORTAL.BGCBURBANK.ORG](http://PARENTPORTAL.BGCBURBANK.ORG)

### Fees

Current Members - FREE  
New Members:  
Registration Fee - \$50  
Daily Camp Fee - \$40  
Session Fee - \$150 per session

### Trips/Activities

Lundigan Park: 10am - 3pm (Everyday)  
December 27<sup>th</sup>: Movies  
January 3<sup>rd</sup>: Ice Skating (Teens Only)  
Lunch & Afternoon Snack Will Be Provided

Main Club will be open and will accommodate members from kindergarten through 12<sup>th</sup> grade, with age-based rotations and appropriate programs and enrichment activities, such as stamp workshop & dance.



Financial Aid is available to qualifying families.  
Contact us for more information at 818-842-9333 x 113  
2244 N Buena Vista St. Burbank CA 91504

Approved: Superintendent's Office 10/22/19

Free Published List Of Foreclosures—Homes That Are 60%, 70% and 80% of the Market

[www.LACountyPropertyInfo.com](http://www.LACountyPropertyInfo.com)

Shark Tank's Barbara Corcoran says,

Partner with the agent **I TRUST!**

“In Los Angeles  
I would hire Brad Korb.

He knows how to attract the right kind of buyers  
and he creates so much demand that if your home  
doesn't sell at a price and deadline you agree to...

Brad will BUY IT!”



The **BradKorb**  
REAL ESTATE GROUP

Focused on What Matters to You  
Real Estate Since 1979

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YOUR HOME  
AT A PRICE ACCEPTABLE TO YOU  
**GUARANTEED**  
OR I'LL BUY IT!

**SOLD**

# In The Community

## Burbank News & Events

### A HERO OF OUR OWN



By Susie Hodgson

When people think of the 1960's, they often think "hippies." But the hippie movement didn't actually start in 1960. In fact, it hadn't really made it big by 1964 either. In 1964, high school and college girls still wore V05 flips and knee-length skirts. Boys had relatively short hair (sometimes with a dab of BrylCreem) and they still tended to tuck their shirts into their relatively-high-waisted belted pants.

But even in 1964, things were starting to change. Beatlemania started with "I Wanna Hold Your Hand." The Whiskey-a-Go-Go opened, featuring Johnny Rivers – who was not exactly a hippie! (Remember "Memphis"?! "Hello Dolly" was the big hit on Broadway -- not even close to "Hair"! Sidney Poitier took the Oscar for Best Actor ("Lilies of the Field") and was the first African American to do so. Cassius Clay became the world heavy-weight champ in boxing, before he changed his name to Muhammed Ali. Lenny Bruce went to jail because his stand-up routines were considered obscene. The Pontiac GTO came out, as did the classic Ford Mustang. Richard Burton and Elizabeth Taylor married for the first time, Kitty Genovese was killed in New York and though neighbors heard it all, no one called the police. Small bubbles of anti-war protests began trickling up in a few major cities, but the numbers of participants was comparatively few. Oh -- and Gilligan's Island premiered.

Meanwhile, newly-elected President Lyndon Baines Johnson began escalating America's involvement in the war in Vietnam. And then came 1965.

The cost of an average house was less than \$14,000. The average income: less than \$7,000. A gallon of gas? 31 cents. The Gemini Space Program began. The album "Help!" came out. "Dr. Zhivago" and "The Sound of Music" premiered. Bob Dylan was booed for playing electric guitar at the Newport Folk Festival.

More importantly, the Vietnam War worsened tremendously and more of our men (yes, men) were killed. The anti-war movement grew exponentially. The mini-skirt was introduced and boy's hair grew longer. The Voting Right Act was passed, as were Medicare and Medicaid. Race issues were big. The Watts riots erupted. The famous march from Selma to Montgomery, led by MLK, was held. Malcolm X was murdered. Large anti-war protest marches were everywhere. Oh – and the Pillsbury Dough Boy was created.

But something else, in Burbank, also happened. A kind, decent, religious, patriotic young man voluntarily joined the military.

His name was Larry Maxam. He attended Emerson Elementary, John Muir Junior High and Burbank High. In March of 1965, he joined the Marines. He completed his recruit training in San Diego.

Then he served briefly at Pendleton. In 1966, he began Naval AirTech Training Center in Jacksonville. This was followed by base camp in Le Jeune, NC. Next up was his stint as a fireman in Officer Candidate School at Quantico, VA, followed by duty as a rifleman in Puerto Rico. Finally he was promoted to Private First Class and then Lance Corporal in 1967. Then he was a rifleman in the Caribbean.

But July 1967 changed everything. Larry was sent to Vietnam as a rifleman, radioman and squad leader. It wasn't long before he was promoted to Corporal. And then everything changed... again.

While participating in action – an operation called Operation Kentucky – in February of 1968, Larry was killed. He is buried in the National Cemetery of the Pacific in Oahu, Hawaii.

Larry was awarded the Medal of Honor – the highest military decoration awarded by the U.S. government -- by President Nixon for GOOD reason. Nixon wrote that the area where Maxam and his men "... came under extra heavy rocket, artillery, mortar and recoilless rifle fire from a numerically superior enemy... [Maxam] instructed his assistant in to take charge... and unhesitatingly proceeded to the weakened part of the perimeter. Completely exposed to the... enemy fire, he sustained multiple... wounds from exploding grenades as he ran to an abandoned machine gun to... deliver fire on the advancing enemy. As the enemy directed direct fire power against [Maxam], [Maxam's] position received a direct hit from a rocket propelled grenade, knocking him backwards and inflicting severe fragmentation wounds to his face and right eye. Although... stunned and in intense pain, [Maxam] courageously resumed his firing position and was... struck again... With resolute determination, he gallantly continued to deliver intense machine gun fire, causing the enemy to retreat... [While retreating], the North Vietnamese threw hand grenades and [resumed] rifle fire, inflicting two more wounds. Too weak to reload his machine gun, [Maxam] fell to a prone position and valiantly [continued to fight]. After 1-1/2 hours during which he was hit repeatedly... he succumbed to his wounds, having ... defeated half of the perimeter single-handedly.

Nixon continued, "Corporal Maxam's aggressive fighting spirit, inspiring valor and selfless devotion to duty reflected great credit upon himself and the Marine Corps and upheld the highest traditions of the US Naval Service. He gallantly gave his life for his country."

So, do you think Larry Maxam is just a park? It IS a Burbank park (3715 W. Pacific Ave., Burbank, 91505) named for a hometown hero. Or do you consider Justin Bieber a hero? Give me a break! Larry Maxam is the real deal. Want to learn more about Burbank? Come visit us!

**The Burbank Historical Society/Gordon R. Howard Museum**  
**OPEN SATURDAYS & SUNDAYS, 1 TO 4 pm - FREE Admission!**  
 Located in George Izay Park, right next to the Creative Arts Center  
 Phone: (818) 841-6333/ Web site: [www.burbankhistoricalsoc.org](http://www.burbankhistoricalsoc.org) ■



### Start Your New Year at the Burbank Public Library!

The **Spark! Digital Media Lab** will be opening at the Burbank Central Library in January 2020. This new technology learning space will bring together the computers, software and other technology used in the media industry to create music, movies, animation, video games and more. The Lab will provide access to specialized equipment, along with opportunities to learn from experts, practice skills and build portfolios.



**Winter Storytime Sessions** will begin the week of January 13, 2020. Children learn about reading and writing long before they can actually read or write. Early Literacy programs at the library are available for babies, toddlers, and pre-school age children. They promoting the love of books with simple songs, finger plays, rhymes, and crafts. Details are available on the children's page of our website.

**Sidewalk Astronomers** set up telescopes outside two libraries each month for Moon Watch. From 6:30 to 8:00 p.m., they will be outside the Burbank Central Library on January 6, and the Buena Vista Branch on January 7. Stop by for a look at the moon and any visible planets.



**Too Cold Outside?** You can access our FREE eLibrary 24/7! [burbanklibrary.org/eLibrary](http://burbanklibrary.org/eLibrary)

- **Flipster** offers current and back issues of magazines including Entertainment Weekly, The New Yorker, Us Weekly, HGTV, Consumer Reports, and National Geographic Kids.



- **hoopla** Instantly borrow free audiobooks, movies, music, comics, eBooks, television.



- **Libby** is the OverDrive app for eBooks, audio books, Pimsleur Language Courses, Great Courses Streaming Videos.

We have a new catalog! It is mobile-friendly and easy to use. Bookmark this page – and check it out: <https://burb.ent.sirsi.net>

Check out the event calendar on our website [burbanklibrary.org/events](http://burbanklibrary.org/events) to learn more about library programs, Lego Club, Storytime, Opera Talks, movies, and more!

Burbank Central Library 110 N. Glenoaks Blvd.	Buena Vista Branch Library 300 N. Buena Vista St.	Northwest Branch Library 3323 W. Victory Blvd.
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[burbanklibrary.org](http://burbanklibrary.org)

## Rave Reviews

I had listed my home with another real estate company, but it did not sell. You and your team were very helpful and were able to sell my property quickly!

—Paula Fong  
Home Seller, Burbank, CA

I had received your mailers from time to time and decided to contact you. You sold my home one week after it was listed! I will absolutely refer your services!

—David Li  
Home Seller, North Hollywood, CA

I am absolutely 100% satisfied with the purchase of my home! I was explained everything that was happening in details, which really put this first time home buyer at ease.

—Deanna Pino  
Home Buyer, Studio City, CA

To Contact Brad via his Social Media, please find him at:

**FACEBOOK:** Brad Korb (personal page)  
The Brad Korb Team (fan site)



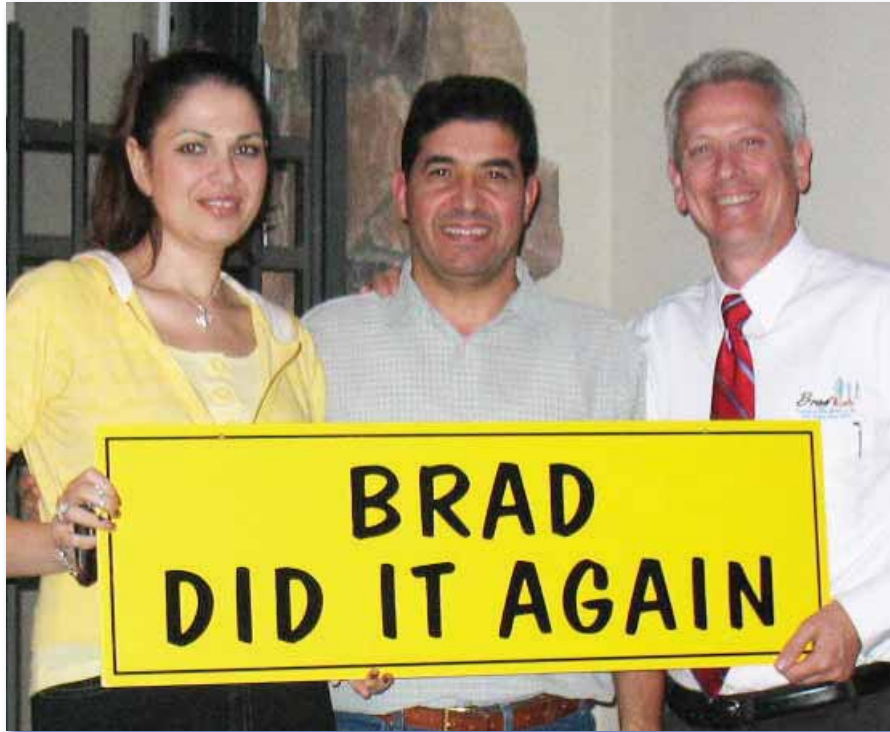
**LINKEDIN:** Brad Korb  
**TWITTER:** @BradKorb



# In The Community

## Burbank News & Events

### Brad Did It Again!



*Brad Did It Again with the purchase of the Takla Family home!*

Visit [www.BradKorb.com](http://www.BradKorb.com)  
For All Your Real Estate Needs!

### Burbank Tournament of Roses Association

By Robert Hutt



As I write this, January 1st is about a month in the future. I have no idea what happened at the Tournament of Roses Parade on New Year's Day. I hope Burbank's float, Rise Up wins an award. It would be a great way to begin the new year. More importantly, it would acknowledge the many months and thousands of hours of volunteer efforts that went into creating Burbank's entry. Regardless of what happened, I, together with our president Ginny Barnett, want to thank the dozens who worked all year to build the float and prepare materials for decoration. Thanks also to the hundreds who helped decorate our float during Deco Week. We could not do it without you!

After the parade, the float will be at Victory Park in Pasadena on January 1 and 2. It will move to Burbank for additional viewing days on January 3 thru 5 at the corner of Glenoaks Blvd and Olive Ave, across from the main library. Animation shows and music will be presented on the odd hours from 11 AM until 7 PM (weather permitting).

Our phoenix will reach the end of its life cycle and become a pile of scrap steel, foam and green waste on Saturday, January 11 when it is de-constructed. Deconstruction Day begins at 10 AM and continues until about 6 PM at the float site. As always, volunteers are encouraged to come and help take it apart.

The next float cycle has already begun! There is still time to submit an entry to our design contest for the 2021 parade. We need your ideas and you could win two VIP tickets to the next Rose Parade if your design

concept is accepted by Tournament of Roses parade officials. Visit our website at [www.BurbankRoseFloat.com](http://www.BurbankRoseFloat.com) to download a contest entry form. Although the theme will not be officially announced until the new Tournament of Roses president takes over on January 16, he has provided the theme hint statement which is included on the contest entry form. We are

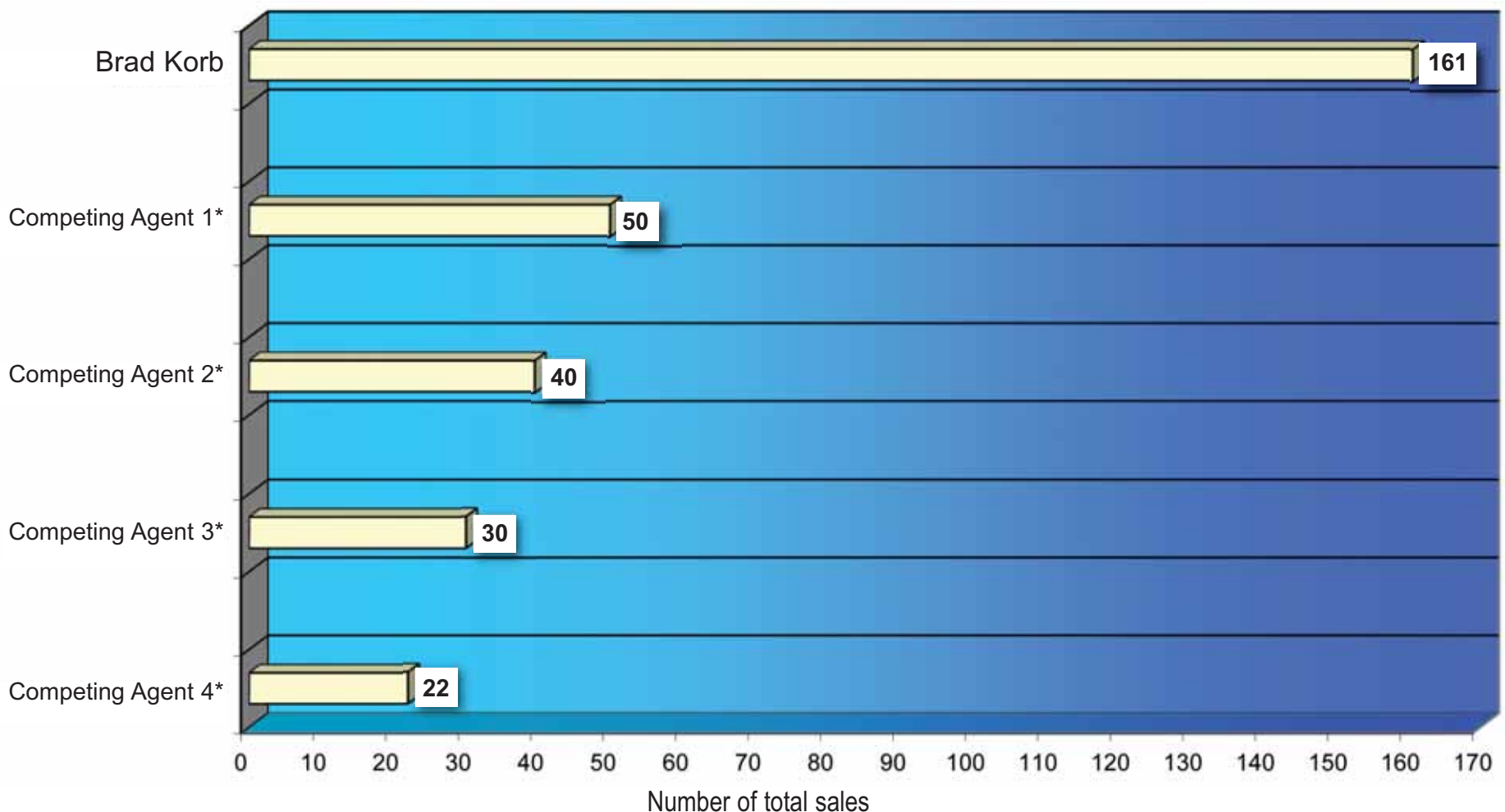
pretty sure the final theme is something like "Celebrating Education." The design contest is open to everyone. No need to live or work in Burbank. You may enter as often as you like ... its FREE! The Design Contest ends at 8:00 PM on January 29.

Our general membership will vote for their favorite design concept at the Pick-the-Float meeting on February 6. The most favorite design concept will then be submitted to Tournament officials on February 12 in a lottery-style process. If we draw a low number, there is a good chance that our first choice design will be accepted. However, as sometimes happens, we may need to go with our second choice. The Tournament likes variety in its parade and there may be too many books or butterflies or puppies, etc. by the time we present our concept. Several years ago, we won the Queen's Trophy with our second choice!

Things are just getting organized, so if you would like to help with our next cycle, we would be glad to have you! Contact our float Barn at 818-840-0060 or stop by the Barn at 123 W Olive Avenue (across from Borrmann Steel) on any Saturday between 10:00 AM and 4:00 PM. There is always something to do! ■

## Burbank Agents Number of Sales

January 1, 2018 through December 31, 2018



Based on data supplied by Southern California Multiple Listings Service and its member Associations of REALTORS, who are not responsible for its accuracy, and statistics from The Brad Korb Team. Analysis dates are January 1, 2018 through December 31, 2018. May not reflect all activity in the marketplace.

\* Agent names available upon request. Current CRMLS members.

# In The Community

## Burbank News & Events

### Helping Seniors Over 55 Preserve Assets & Improve Quality of Life



John Janis's compassion for helping seniors and families in a tough spot with financial challenges led him to founding Platinum Resources.

#### The Company Provides Financial Relief to Clients:

- Who are retired and faced with reduced or fixed-income
- Overwhelmed with out-of-pocket medical expenses
- Overwhelmed with high balance credit/card usage
- Unfortunately, lost a loved one (widow/widower)
- Experiencing an emotional, financial divorce/separation
- Served a law suit and concerned about outcome
- Buying a home but cannot qualify due to credit
- Afraid to lose their home due to affordability
- Preventing Seniors from Bankruptcy

**Added Client Value** - John's unique Business Guarantee doesn't charge upfront fees/costs or monthly costs of any kind until they get desired results. This Guarantee eliminates any downside financial risk concerns for the client.

Should you, other family members or friends be experiencing similar "tough spot" situations and are seeking a proven solution we can help. Please contact Brad at 818-953-5304, Brad@BradKorb.com, or John at toll free 800-706-1210, JohnJ@PlatinumResources.US.



John Janis, Platinum Resources and Brad Korb

#### CLIENT - REVIEWS

**#1** - "John, I want to thank you and Platinum Resources for providing me excellent service throughout our relationship. Not only did you save me a tremendous amount of money, you helped me save my home and business. Your proactive approach in taking care of my debt issues, as well as providing excellent counsel on so many other financial issues gave me a huge sense of relief. Thank you John and I will always be eternally grateful for your support and wish you and your Company the best, Geri"

**#2** - "Hi John, I feel so lucky and fortunate to have been introduced to your debt elimination program while I was seriously considering bankruptcy. Your program is far superior. Just as important to saving me thousands of dollars and the peace of mind you provided during some real bleak periods will always be remembered and appreciated. Your personal attention to my medical situation was so helpful during my rehabilitation. Thank you again John, Best regards, Marley"

**#3** - "John, thank you for all that you have done for me throughout my financial dilemma. Admittedly, when I was first introduced to you, I felt hopeless, overwhelmed and skeptical that you could improve my situation. Your personal involvement and financial business savvy helped me save the equity in my home, over \$100,000 in credit card debt and provided me the necessary monthly income to help me meet my obligations. You changed my life which was rapidly spiraling downhill. I appreciate the amount of energy, patience and dedication put forward on my behalf. Thank you for never giving up on me and tolerating my stubbornness, Bob"

### BURBANK ADULT CENTERS

Events and activities for those age 55 and over (unless indicated otherwise).



#### JOSLYN ADULT CENTER

1301 W. Olive Ave., Burbank, (818) 238-5353

Check out these events/programs at the Joslyn Adult Center.

**Where there is a ✓ please call Joslyn Adult Center at 818-238-5353 to sign up! (\$2 without BSAC card)**

*Ongoing weekly activities include a wide variety of fitness classes, card games including bridge, Mah Jongg, bingo, computer classes, lunch and so much more.*

#### Roberto Bonanni ✓

**Monday, January 13th @ 12:30PM**

Join us for a musical performance by Roberto Bonanni! His performance will focus on romantic songs including some Dean Martin, Frank Sinatra, Elvis, classic French songs and many more. He will also include a few of his own compositions.

#### California Telephone Access Program ✓

**Wednesday, January 15th @ 9:00AM**

Special California Phones are FREE to eligible Californians. Pick up an application, schedule a hearing screening and, if you are eligible, pick up your free phone on January 15th! (while supplies last)

#### Adventure to "The Wave" ✓

**Wednesday, January 15th @ 1:15PM**

Come join our travel and adventure enthusiast Doug MacKenzie as he takes us on another one of his travel expeditions across our great country. This month we will explore "The Wave" where red, orange, pink, yellow, white and tan stripes gracefully streak across the gentle sandstone slopes of this amazing geological area, hidden in the wilderness just south of the Utah/Arizona border.

#### HealthCare Partners ✓

**Wednesday, January 15th @ 1:00PM**

A doctor affiliated with HealthCare partners will come to the Joslyn Center to give an informative presentation. The topic of discussion will be announced closer to the date.

#### French Class ✓

**6-week class beginning January 17, 2020**

Join us for a six-week course with lessons and interactive conversations to develop French language skills. This class is \$0 for BSAC holders and \$6 for non-BSAC holders.

#### Off-Site Trips

**You must register for off-site trips at the Joslyn Adult Center front desk or Joslyn Adult Center travel office both located at 1301 West Olive Avenue Burbank, California 91506. All Trips will leave from, and return to, the Joslyn Adult Center.**

#### San Manuel Casino ✓

**Thursday, January 23rd from 8:00AM - 5:00PM**

**Price: \$17.00 (\$15.00 with BSAC card)**  
Calling all high rollers and big-money players, join us at San Manuel Casino. Voted the best casino in Southern California, this casino is all about high energy, big thrills and undiluted adrenaline. Sit in their newly renovated non-smoking gaming center. When you are ready to take a break, San Manuel offers a variety of quick bites or formal sit down dinner.



Brad's client Carl Shaad borrowing signs for his garage sale.

### PLANNING TO HAVE A GARAGE SALE?

**Call Us Today to Borrow Garage Sale Signs 818 953-5300**

Police Dispatch 818-238-3000	<b>The Brad Korb Team</b> <b>Your Realtors For Life</b> 818-953-5300 <a href="http://www.BradKorb.com">www.BradKorb.com</a>		Fire Info 818-238-3473
Police Detectives 818-238-3210			Parks & Recreation 818-238-5300
Animal Shelter 818-238-3340	Graffiti Hotline 818-238-3806	Streets/ Sanitation 818-238-3800	Water/ Power 818-238-3700



# In The Community

## Burbank News & Events



### Burbank Temporary Aid Center Updates

#### Happy New Year and Thank You!

As the new year begins, BTAC would like to thank the wonderful Burbank community for the generous outpouring of support during the holidays. Some drove up with turkeys in their trunks, while others, like the Brad Korb Real Estate Group, delivered a van-full. Several people donated funds for BTAC to purchase what was needed.

Other groups focused on specific items, such as Edison Elementary School's Student Council Hygiene Drive and Entertainment Partners "Team Peanut Butter vs. Team Jelly".

No matter who it came from or how it arrived, the food donated over the past few months has ensured BTAC had turkeys, stuffing, etc. for almost 1,000 families.

#### Save the Date for BTAC's Annual Gala!

Friday, March 13, 2020 BTAC will hold its Annual Gala. Enjoy a travel-themed Come Fly with Me evening as we honor both Hollywood Burbank Airport and local volunteer and philanthropist Alyson Westfall. For more information or to be added to the invitation list, contact BTAC for more information: 818-848-2822 ext. 110 or bhowell@theBTAC.org.

#### BTAC Needs Volunteers!

Did you know that BTAC couldn't be open if it weren't for wonderful volunteers? If you are looking for meaningful involvement, join others who have found a place at BTAC. For more information about volunteering, call or email Libby at 818/848-2822 ext. 113 or volunteer@theBTAC.org

And students (16 and older), don't forget that volunteering at BTAC can help fulfill service requirements for graduation!

For more information on how to donate to The BTAC, please visit our website ([www.burbanktemporaryaidcenter.org](http://www.burbanktemporaryaidcenter.org)). ■

### Burbank Chorale Rehearsal and Audition Information:

Rehearsals for the Spring Semester begin **January 14, 2020** and will be held every Tuesday through **April 21, 2020 from 7:00pm to 9:30pm**

Auditions for the Spring Semester - **January 14, 2019 - January 28, 2019** at the end of rehearsal.

Auditions and rehearsals will be held in the Sanctuary of St. Matthew's Lutheran Church  
1920 W. Glenoaks Blvd.  
Glendale, CA 91201

To set up an appointment please contact the Burbank Chorale either by voicemail or email.

Voicemail: (818) 759-9177

Email: [membership@burbankchorale.org](mailto:membership@burbankchorale.org)



Thinking of Buying or Selling?

(818) 953-5300

[www.BradKorb.com](http://www.BradKorb.com)

email:

[Brad@BradKorb.com](mailto:Brad@BradKorb.com)

## Thanks for Being Our Eyes, Voice & Ears!

At the Brad Korb Team, we treat our clients in a world-class way because it's what we believe in. So it means a lot to our Team when clients like Tony Seta (below) show how much they believe in us by telling their friends, neighbors, and family about our great service. It means a lot when clients show how much they believe in us by letting us know if they hear of a neighbor who's thinking of selling their home.

**To all of you, we extend a sincere THANK YOU!**



818.953.5300 or [www.BradKorb.com](http://www.BradKorb.com)

### McCrory's Estate Sales by Connor 'Liberates' Clients from Stressful Process

Inheriting a home from a loved one usually means inheriting the furniture, artwork, clothing, jewelry, tools, and other valuables inside, too. Brad Korb has decades of experience helping clients sell inherited real estate at its best value, but first the home must be made move-in ready by removing its contents. To help his clients accomplish that to their best financial advantage, Korb recommends Stephen and Aime McCrory, owners of Estate Sales by Connor.



"Stephen and Aime's family-run company has built a large, loyal following in Southern California among appraisal specialists, collectors, and reputable antique dealers," Korb says. "The McCrorys are ethical and extremely professional. They handle every aspect of an estate sale from start to finish, with the goal of getting as much value as possible for clients."

Stephen McCrory enjoys working with Korb "because when Brad is involved, it's always a smooth transaction," he says. "What we like best about what we do is seeing people liberated from the stress and worry of trying to evaluate, sort, and sell all those items at an emotional time. Many of the items have sentimental value, and some things have value that clients might not realize without our expertise. Our service helps make the whole process much easier."

For more information, visit [www.EstateSalesByConnor.com](http://www.EstateSalesByConnor.com) or call Stephen McCrory at 818-848-3278. ■



#### Burbank based, *Estate Sales by Connor*

is a family run company that was recently featured on The Queen Latifah Show and ABC 7 Los Angeles. We offer the perfect combination of an experienced hardworking staff and a loyal following of buyers in the Greater Los Angeles and surrounding areas.

We are dedicated to meet your requirements on closing dates and turn-around times, while providing quality service that ensures a smooth transaction. Not only are we estate sale professionals, who have been working within the industry for over 20 years, we have access to some of the top appraisers, auction houses and dealers in the industry. We offer exceptional service and oversee your sale (and belongings) as if they were our own. Our goal is to help you sell and liquidate your estate in a professional and profitable manner.

*We are a Licensed, Bonded and Insured California Estate Sale Company*

#### Our Services:

- Free appraisals and estate consultations.
- Estate staging and organization
- Advertising and mailing to our 2000+ mailing list.
- Less than 48 hour notice clean outs (move-in ready).
- Security and a professional staff during the sale.
- Antique, art and collectibles consignment process.
- Clean up and packing services.
- Professional References.
- Consignments and buy outs.
- Researching and valuing all items over \$50.00 through our network of appraisers, databases, auction houses and experts.
- Detailed accounting.
- No out of pocket fees.

*We aim to be of assistance to YOU / 818-848-3278 or 818-422-0558*

# Featured Homes

For 24-hour recorded info & addresses, simply dial **1.800.473.0599** and enter the 4-digit code.

To Contact Brad via his Social Media, please find him at:

**FACEBOOK:** Brad Korb (personal page) / The Brad Korb Team (fan site) / **LINKEDIN:** Brad Korb / **TWITTER:** @BradKorb



**MEET BRAD KORB**, an individual who knows the importance of maintaining focus. He believes that true success comes from making goals for what matters most in life. And whether he's with his family, interacting with his community or helping his real estate clients, Brad enjoys successful results because of his unique ability to visualize a goal and make a plan for accomplishing it.

Call **Brad Korb's**  
**24 Hour HOTLINE**  
Get detailed information on any of Brad's listings  
**1-800-473-0599**

Simply call the number above  
and dial the code #.

**Your Home Sold  
Guaranteed —  
or I'll Buy It!**

**BRAD'S  
BEST BUY!**

**BURBANK** **\$539,935**  
Call 1-800-473-0599 Enter Code 2508



Luxury Division

**English Tudor**

**BURBANK** **\$1,299,992**  
Call 1-800-473-0599, Enter Code 2718

**View**

**BURBANK HILLS** **\$1,249,942**  
Call 1-800-473-0599, Enter Code 2878

**Great Location**

**BURBANK HILLS** **\$929,929**  
Call 1-800-473-0599, Enter Code 2258

## 5 Reasons Why I'm Glad I Called Brad!

- #1 The quick response, constant communication and follow-up from agents.
- #2 The most-comprehensive marketing plan in town!
- #3 A team business model to help you with all of your real estate needs!
- #4 Seven-day-a-week access to 39 years of real estate experience!
- #5 A professional, friendly, expert team of real estate consultants!

**Mega House**

**BURBANK** **\$869,968**  
Call 1-800-473-0599, Enter Code 2648

**4 Beds 2 Baths**

**BURBANK** **\$769,967**  
Call 1-800-473-0599, Enter Code 2848

**Guest House**

**HIGHLAND PARK** **\$779,977**  
Call 1-800-473-0599, Enter Code 2498

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Focused on What Matters to You  
Real Estate Since 1979  
**(818) 953-5300**  
www.BradKorb.com  
email: Brad@BradKorb.com

**Pool & Spa**

**BURBANK MEDIA DISTRICT** **\$759,957**  
Call 1-800-473-0599, Enter Code 2598

**Only 14 Years Old**

**SANTA CLARITA** **\$669,966**  
Call 1-800-473-0599, Enter Code 2048

## Join Our Top-Rated Team Now!

The Brad Korb Team has a few great opportunities for energetic, highly motivated team members. We provide free training and plenty of leads! Please visit [www.BradKorb.com](http://www.BradKorb.com) and click on *Thinking About a Career in Real Estate?* and complete the online form or call our office at (818) 953-5300.

“**True success** is found when you stay focused on **what's really important**— family, friends and community.” — *Brad Korb*

office: **818.953.5300** web site: [www.bradkorb.com](http://www.bradkorb.com) email: [brad@bradkorb.com](mailto:brad@bradkorb.com)

# Featured Homes

For 24-hour recorded info & addresses, simply dial **1.800.473.0599** and enter the 4-digit code.



**VISIT THE BRAD KORB TEAM WEBSITE  
AND VIEW ALL OF OUR LISTING ON YOUR  
SMART PHONE!**



## Don't Make a Move Without Us!

**Buy or Sell Your Next Home with The Brad Korb Team and Use Our Moving Truck FREE... Call 1-800-473-0599, code 4408**

Who said you can't get anything FREE today? All you do is buy or sell your home with us and you can reserve your date to use the truck the day of your closing. If you have a charitable or community project that needs a truck, call us, we'll let them use it FREE!

**Mini Gated Estate**

**NORTH HOLLYWOOD**     **\$649,946**  
Call 1-800-473-0599, Enter Code 2958

**Mini Gated Estate**

**MISSION HILLS**     **\$599,995**  
Call 1-800-473-0599, Enter Code 2448

**Top of the Hill**

**SYLMAR**     **\$549,945**  
Call 1-800-473-0599, Enter Code 2388

**Awesome View**

**TOLUCA LAKE**     **\$539,935**  
Call 1-800-473-0599, Enter Code 2508

**Attached Garage**

**ENCINO**     **\$495,594**  
Call 1-800-473-0599, Enter Code 2358

**Newly Remodeled**

**CABRINI VILLAS**     **\$489,984**  
Call 1-800-473-0599, Enter Code 2808

**Top Floor**

**TOLUCA LAKE**     **\$479,974**  
Call 1-800-473-0599, Enter Code 2318

**Private Garage**

**LAKE BALBOA**     **\$469,964**  
Call 1-800-473-0599, Enter Code 2888

**Attached Garage**

**PANORAMA CITY**     **\$389,983**  
Call 1-800-473-0599, Enter Code 2728

**New Kitchen**

**VAN NUYS**     **\$379,973**  
Call 1-800-473-0599, Enter Code 2908

**3 Beds 3 Baths**

**VAN NUYS**     **\$359,953**  
Call 1-800-473-0599, Enter Code 3298

**End Unit Townhouse**

**GRANADA HILLS**     **\$359,953**  
Call 1-800-473-0599, Enter Code 2178

**Corner End Unit**

**TARZANA**     **\$349,943**  
Call 1-800-473-0599, Enter Code 2948

**Remodeled Kitchen**

**ENCINO**     **\$299,992**  
Call 1-800-473-0599, Enter Code 2438

**Pool & Spa**

**TORRANCE**     **\$299,992**  
Call 1-800-473-0599, Enter Code 2248

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email: Brad@BradKorb.com

**office: 818.953.5300    web site: www.bradkorb.com    email: brad@bradkorb.com**

# Market Trends

## Burbank

PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Market
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	1	1	100.0%	0	2	0	3.0	\$389,500	\$385,000	98.8%	103
\$400,001 to \$500,000	6	7	116.7%	2	22	4	1.6	\$459,892	\$460,955	100.2%	38
\$500,001 to \$600,000	5	9	180.0%	13	46	8	0.7	\$553,331	\$550,187	99.4%	28
\$600,001 to \$700,000	6	6	100.0%	6	44	7	0.8	\$660,540	\$657,612	99.6%	40
\$700,001 to \$800,000	14	10	71.4%	15	58	10	1.4	\$760,534	\$754,116	99.2%	30
\$800,001 to \$900,000	9	19	211.1%	16	60	10	0.9	\$835,980	\$851,381	101.8%	31
\$900,001 to \$1,000,000	10	9	90.0%	7	40	7	1.5	\$925,127	\$947,717	102.4%	18
\$1,000,000+	19	0	NA	0	90	15	1.3	\$1,264,202	\$1,266,860	100.2%	41
Market Totals	70	61	87.1%	59	362	60	1.2	\$857,643	\$861,608	100.5%	33

## Lake View Terrace Horse Property

PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Market
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$600,001 to \$700,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$700,001 to \$800,000	0	0	NA	0	2	0	0.0	\$772,474	\$766,000	99.2%	60
\$800,001 to \$900,000	0	0	NA	0	0	NA	NA	NA	NA	NA	NA
\$900,001 to \$1,000,000	0	0	NA	0	0	NA	NA	NA	NA	NA	NA
\$1,000,000+	1	0	NA	0	0	NA	NA	NA	NA	NA	NA
Market Totals	1	0	0.0%	0	2	0	3.0	\$772,474	\$766,000	99.2%	60

## Sylmar Horse Property

PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Market
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	0	NA	1	1	0	0.0	\$599,000	\$575,000	96.0%	115
\$600,001 to \$700,000	0	1	NA	1	0	0	NA	\$0	\$0	NA	0
\$700,001 to \$800,000	1	0	NA	0	6	1	1.0	\$719,358	\$745,500	103.6%	28
\$800,001 to \$900,000	3	2	66.7%	0	3	1	6.0	\$856,650	\$852,333	99.5%	36
\$900,001 to \$1,000,000	1	0	NA	0	2	0	3.0	\$894,950	\$923,500	103.2%	12
\$1,000,000+	1	0	NA	0	1	0	6.0	\$2,100,000	\$1,600,000	76.2%	16
Market Totals	6	3	50.0%	2	13	2	2.8	\$875,000	\$850,154	97.2%	33

## Shadow Hills Horse Property

PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Market
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$600,001 to \$700,000	0	1	NA	0	1	0	0.0	\$729,000	\$680,000	93.3%	62
\$700,001 to \$800,000	0	0	NA	0	1	0	0.0	\$649,000	\$711,000	109.6%	13
\$800,001 to \$900,000	1	0	NA	0	1	0	6.0	\$849,000	\$825,000	97.2%	36
\$900,001 to \$1,000,000	1	0	NA	0	1	0	6.0	\$939,000	\$934,000	99.5%	28
\$1,000,000+	4	0	NA	0	6	1	4.0	\$1,326,167	\$1,308,167	98.6%	83
Market Totals	6	1	16.7%	0	10	2	3.6	\$1,112,300	\$1,099,900	98.9%	64

## Sun Valley Horse Property

PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Market
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	1	NA	0	0	0	NA	\$0	\$0	NA	0
\$600,001 to \$700,000	0	1	NA	0	1	0	6.0	\$699,000	\$699,000	100.0%	0
\$700,001 to \$800,000	0	0	NA	0	1	0	0.0	\$699,000	\$732,500	104.8%	8
\$800,001 to \$900,000	0	0	NA	0	3	1	0.0	\$852,667	\$883,333	103.6%	23
\$900,001 to \$1,000,000	0	1	NA	0	0	NA	NA	NA	NA	NA	NA
\$1,000,000+	2	0	NA	0	2	0	6.0	\$1,104,000	\$1,125,000	101.9%	48
Market Totals	2	3	150.0%	0	7	1	1.7	\$880,572	\$904,500	102.7%	25

## Sun Valley Hills

PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Market
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	1	0	NA	0	1	0	6.0	\$599,000	\$585,000	97.7%	99
\$600,001 to \$700,000	0	2	NA	0	2	0	0.0	\$651,500	\$642,000	98.5%	11
\$700,001 to \$800,000	1	1	100.0%	1	3	1	2.0	\$732,617	\$462,333	104.1%	14
\$800,001 to \$900,000	0	3	NA	2	0	NA	NA	NA	NA	NA	NA
\$900,001 to \$1,000,000	0	0	NA	0	1	0	0.0	\$865,000	\$910,000	105.2%	10
\$1,000,000+	0	0	NA	0	1	0	0.0	\$1,025,000	\$1,025,000	100.0%	0
Market Totals	2	6	300.0%	3	8	1	1.5	\$748,731	\$761,375	101.7%	22