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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

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The **BradKorb**
REAL ESTATE GROUP

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Real Estate Since 1979

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www.BradKorb.com

BRE #00698730

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Burbank, CA 91505



Sunny Narang



Marie Ilous



Brett Schneider



Megan McCauley



Naira Ambar



Josue Rosa



Deanna Goodwin Mouser



Gabriel Valdez



Teo Baca



Roman Doktorovich



Ryan Ridley



Silvana Kshishi

Here we grow again! We want to introduce you to our wonderful Agents! We are all on standby to take AMAZING care of you through your real estate journey!

If you or anyone you know is interested in a real estate career give us a call (818.953.5300) or send us an email info@bradkorb.com to learn more. We would love to discuss the opportunity with you!

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



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INSIDE



BURBANK NEWS

Page 7



FEATURED HOMES

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AREA MARKET TRENDS

Page 12 **NEW**

www.BradKorbForeclosureHelp.com

Think foreclosure is the only option?
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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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In The Community

Burbank News & Events

Burbank African Violet Society

The Burbank African Violet Society will be having their next club meeting on Thursday morning March 19, 2020, at 10:00 A.M. The location is The Little White Chapel Christian Church, 1711 North Avon Street in Burbank.

The guest speaker will be Mike Wronkowski, General Manager of Green Thumb in Newhall. Mike will be presenting the program on "Growing Roses In The Garden."

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.burbankafricanviolets.webbly.com. ■



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 unequaled 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 email: Brad@BradKorb.com

The Brad Korb Team is Growing!

Due 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.

We look forward to hearing from you.



Focused on What Matters to You
 Real Estate Since 1979

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
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 Tel. (626) 405-4711 Direct, Fax (855) 203-6443, David.Escobar@ubs.com ■



BURBANK-VALLEY GARDEN CLUB

The Burbank-Valley Garden Club meets, Thursday, March 5, 2020 at 10:00 a.m., at the Little White Chapel, 1711 N. Avon St., Burbank, Ca.

Noella Ballenger, a professional nature photographer, teacher and world traveler, will be our speaker. Noella uses photography to share the beauty of our natural world. She has taught flower photography at the L.A. County Arboretum and has lead workshops throughout the United States and in New Zealand. Additionally Noella maintains an active teaching schedule through her own on-line

workshops and private classes.

Noella's presentation, "In Your Garden", will show you how to capture the hidden beauty and sparkling personalities of your own garden flowers and plants. Learn how to capture the viewer's attention and admiration. The program is packed with useful information and inspiration as well as specific tips to help you photograph even the simplest leaf like a pro.

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



NOELLA BALLENGER



NOELLA BALLENGER



NOELLA BALLENGER



NOELLA BALLENGER



NOELLA BALLENGER

Burbank Chorale Spring Concert

Saturday April 25, 2020 7:30 pm

American Lutheran Church

755 N. Whitnall Highway

Burbank, CA 91505

For Tickets email: tickets@burbankchorale.org

or call: (818) 759-9177

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.



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 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. ■

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 buyer 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. ■

CITY OF BURBANK

BURBANK COUNTS

CA
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2020



2020
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IMPORTANT

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In The Community

Burbank News & Events

LISTINGS AND SALES ... JUST IN TIME FOR SPRING

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

BRAD KORB'S RECENT LISTINGS

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
7550 Zombar #17	2908
1214 E. Tujunga	2878

BRAD KORB'S RECENT SALES

2681 Roseview	3468
11437 Riverside	2658
8031 Via Latina	2688
4252 Fair #17	2038
7550 Zombar #8, Seller	3298
7550 Zombar #8, Buyer	3298
8260 1/2 Oswego	2828
2820 W. Chandler	2628
16201 Lassen #4	2178
9650 Sunland	3178
7209 N. Chestnut	2698
1110 N. Frederic	2648
416 Dartmouth	2708
7038 De Celis #28	2888
1812 Karen	2838
212 N. Valley #10	2508
13812 Gavina	2388
810 E. Harvard, Seller	2258
810 E. Harvard, Buyer	2258
7550 Zombar #17	2908
5108 N. Ledge, Seller	5028
5108 N. Ledge, Buyer	5028
1535 Randall, Seller	5068
1535 Randall, Buyer	5068
5631 Klump	5948
15702 Larkspur	5008
22140 Jennifer	5958

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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
11600 Lull	5018
30473 Mulholland #205	5038
12507 Chanute	5048
6407 La Punta	5058
18329 Bassett	5078

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The Casino Night, Silent Auction & Live Auction will raise funds to directly continue support MAP's educational music programs.

2020 MAP HONOREES



PEGGY FLYNN
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BUSO Arts & CTE Coordinator
& Educator - 25 years



ARMEN KSAJIKIAN
MAP MENTOR
RECOGNITION
Master Cellist



MAYA PAREDES
MAP ALUMNI AWARD
OF EXCELLENCE
Pianist and Composer

- 5:30 PM Cocktail Reception & Silent Auction, Red Carpet
- 6:15 PM Evening Program, Musical Tributes, MAP 2020 Awards
- 7:00 PM Casino opens! Poker Tournament, Blackjack Pure 21.5, Poker, Pai Gow Poker, Three Card Poker, Raffles, Prizes
- 9:30 PM LIVE Auction - Win A Trip To Africa and more! Help Fund the Need in our Schools.
- 10:00 PM Casino Winnings & Prizes Announced

ATTIRE Party 1920's Chic. No Black Tie.

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www.musiciansatplay/events

In The Community

Burbank News & Events

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 Cherie Hadsell (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

Burbank Tournament of Roses Association

By Robert Hutt

Congratulations to Jonathan Friday of Burbank for submitting the (tentative) winning concept in our Pick-The-Float meeting. Members of the Burbank Tournament of Roses Association selected his concept from among the seven finalists to represent Burbank. The organization's Design Contest received 70 entries from which the group's Directors selected the finalists.

This will be Jonathan's first float design to be built by Burbank. With a working title of "An Unlikely Tale," his entry depicts a young girl whose imagination becomes reality while reading of dragons and knights.

Incoming Tournament of Roses president, Dr. Robert Miller, has selected "Dream. Believe. Achieve." as the theme for the 132nd Rose Parade®. He said that the 2021 parade will celebrate education's ability to open doors, open minds and to change lives. "Education paves the path to success with a world of opportunities achieved through knowledge, compassion and determination. Education is the great equalizer," shared Miller. "As a community college educator, I have seen firsthand the life-changing miracle that education provides. As students visualize their future, education becomes the bridge to accomplish their aspirations and transform lives for generations to come."

The next step in our float design process will be for

the Design Committee to meet and decide how to transform the 2D concept drawing into a 45-foot long float! There will be some brainstorming meetings to capture our member's ideas about how humor and fun could be included. Animation possibilities will also be examined.

We have not yet received the formal confirmation letter from Tournament officials, so it would still be premature to declare Jonathan's concept the winner of the Design Contest. We certainly will not be cutting any steel until the June time frame.

To get involved, come down to the float construction Barn on Wednesdays and Saturdays between 10:00 AM and 4:00 PM. The Barn is located at 123 W. Olive Ave. (under the Olive Ave. over-pass). Please park in the Metro Link lot because parking is VERY limited! For a complete schedule of activities, historical photos of Burbank's floats and coming events, check out our web page: BurbankRoseFloat.com! ■



With a working title of "An Unlikely Tale," this concept was submitted by Jonathan Friday of Burbank. It is the tentative winner of the Burbank Tournament of Roses design contest and barring any late change requests from parade officials, will represent the City of Burbank in the 2021 Rose Parade on New Year's Day!

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

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!"



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

In The Community

Burbank News & Events

IT HAPPENED ON GRISMER

By Susie Hodgson

In 1944, the film noir classic "Double Indemnity," starring Barbara Stanwyck and Fred MacMurray, was nominated for seven Oscars. The film was based on a 1943 story written by James Cain, who also wrote "The Postman Always Rings Twice" and "Mildred Pierce." Interestingly, Cain did some of his writing in a small home on Bel Aire Drive, right here in Burbank.



The term "double indemnity" is used in life insurance lingo to describe when a beneficiary receives twice the benefit. Also often called "accidental death and dismemberment" (AD&D), it means if the injury or death was caused by an accident, the pay-out is doubled. In James Cain's novel, the married Barbara Stanwyck character embarks on an affair with insurance man Fred MacMurray and together they plot the "accidental" (appearing) murder of her husband. Double indemnity.

Fast forward to real life, 1968. Bar owner and one-time cop and insurance man, Paul Perveler, is newly married and living in Burbank. On Grismer.

Perveler was what you might call a "smooth operator." He had a way with people and could win women over with ease. An only child, he had a lot of problems with his parents and claimed to hate them. He also didn't do well in his career. He had a way of getting fired after the initial charm wore off. They say he was fired as a cop for arranging an illegal abortion. He was fired from another company for allegedly embezzling money.

But Paul was working wonders with the women. He had a brand-new wife named Cheryl, who you will learn died young. Far too young. At the time of Cheryl's death, Paul was also involved in a long-term affair with widow Kristina Cromwell, a curvy, one-time co-worker with a young son. Her husband had been mysteriously killed two years earlier in a fire. The cause of the fire was never quite figured out. His death resulted in a big insurance pay-out to his widow Kristina, who was involved with Paul. You know, double indemnity.

Paul's new wife, 22-year-old blonde Cheryl, had only been married to Paul for less than two months. That's when she was found shot to death in her car in the carport of her and Paul's home on Grismer. It was at night and she had had just gotten off work at the couple's Sunland bar. Because her death was an accident, Paul was set to receive twice the life insurance money. You know, double indemnity.

Paul had been married before he married Cheryl. His first wife, Lela, swears he tried to kill her at least once – and as many as at least three times. They were supposed to be accidents. You know, double indemnity. When Paul married Cheryl, Lela wanted to warn Cheryl of her new husband's violent tendencies. She never got to. Besides trying to kill her, Lela also always suspected he tried to kill his own parents in what would look like an accident. You know, double indemnity.

Burbank detective Harry Strickland (who would later co-found The Burbank Historical Society!) was assigned to investigate the Perveler murder case. Strickland said that Perveler was a particularly cold-blooded man, remarking that, "Once I went to his apartment and

was met at the door by the man pointing a 45-caliber pistol at me."

All the cops had was circumstantial evidence. No witnesses, no DNA (certainly not then!), just good old-fashioned police work. They were able to tie Paul's presence at the Grismer home to coincide with the arrival of Cheryl. They had plenty of people who were scared to death of Paul. They had gullible women. They had Paul's extensive knowledge of life insurance and especially how the double indemnity clause works, plus his affair with Kristina, not to mention the suspicious previous deaths and near-deaths. Kristina and Paul started their affair when they were both married (to now-exes) and working at the Auto Club. They learned that Kristina's previous husband had actually been shot to death before being burned in a cover-up fire. They discovered that Kristina used her life insurance "winnings" to fund Paul's bars. They knew Paul had guns. And they had proof that at the time of Cheryl's murder, Paul needed money. Badly.

But it wasn't just outstanding police work that was at play in this case; it was also top-notch prosecutorial work. And that was performed by world-famous DA Vincent Bugliosi – he of Manson family fame. The Perveler murders came before Manson's, cementing Bugliosi's reputation as a "killer" prosecutor.

Kristina Cromwell was found guilty and sentenced to life in prison. Paul Perveler was also found guilty and sentenced to death. But when California's death penalty law was overturned in 1972, Kristina's sentence was downgraded allowing for parole – which she got and was released in 1976. They say she changed her name and moved to Sacramento. It is claimed her son has experienced many problems with the law.

Perveler's death sentence was changed to a life sentence, with the possibility of parole. His first wife, Lela, fights every time he comes up for parole stating she is "terrified" he'll kill her. She says he has even threatened her from prison. So far he is still locked up.

The Perveler case was made into a 1992 TV movie entitled "Till Death Us Do Part," which is also the title of Bugliosi's book about the murders. Treat Williams played Perveler. Investigation TV featured the story on its program "A Crime to Remember" in 2017.

And in a truly eerie piece of Hollywood irony, Perveler's first cousin was world-famous moviemaker Stanley Kubrick, known for his very dark films. Remember "A Clockwork Orange"? How 'bout "The Shining"?

They called the Perveler murders "The Double Indemnity Murders." You can see why. And for a while it put Grismer on the map. But not a good map.

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

Email: gowardmuseum@sbcglobal.net ■



Spring Break @ Your Library

Check out our website for programs and special events during Spring Break!
burbanklibrary.org/events

The Spark! Digital Media Lab opened in January at Burbank Central Library. It is a technology learning space that brings together the computers, software and other technology used in the media industry to create music, movies, animation, video games and more. The Lab provides access to specialized equipment, along with opportunities to learn from experts, practice skills and build portfolios.



Spark! is currently open 20 hours per week, Tuesday & Thursday - 10 am - 2 pm and Wednesday, Friday, & Saturday 1-5 pm. Visit our website for more information. burbanklibrary.org/spark



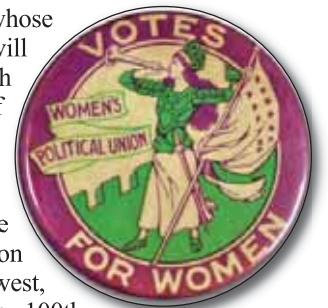
SCORE is a nonprofit organization and a resource partner of the U.S. Small Business Administration (SBA) that provides FREE business mentoring for entrepreneurs and small business owners. In partnership with City of Burbank Economic Development, free appointments with SCORE will be available two days each month, at the Buena Vista Branch Library.

Examples of services available through SCORE include providing assistance with starting a business, writing a business plan, developing marketing and sales strategy, and helping with planning for expansion. Reservations are required, and will be first come, first served. Please call 818-238-5580 to schedule your one-hour appointment.

TWO AUTHOR EVENTS will be held at the Buena Vista Branch Library in March. Books will be available for purchase and signing at each event.

Jon Wilkman is an author and award-winning filmmaker whose work has appeared on ABC, CBS, PBS, HBO, and A&E. He will discuss the history of documentary filmmaking in America with Sanora Bartels, Chair of the Documentary Film Department of the New York Film Academy. His book is Screening Reality: How Documentary Filmmakers Reimagined America. 7 pm, March 11.

Ellen Carol DuBois, Distinguished Research Professor in the History Department of UCLA, is the author of numerous books on the history of woman suffrage in the US including her newest, Suffrage: Women's Long Battle for the Vote. In recognition of the 100th anniversary of the ratification of the 19th Amendment Ms. DuBois will present an illustrated talk about the epic battle, and explore how a woman's right to vote changed America and how it continues to have a growing impact on our nation's political life. A souvenir button will be given to the first 150 in attendance. 7 pm, March 12.



Visit the event page on our website to learn more.

Burbank Central Library
110 N. Glenoaks Blvd.

Buena Vista Branch Library
300 N. Buena Vista St.

Northwest Branch Library
3323 W. Victory Blvd.

burbanklibrary.org

Rave Reviews

Thank you so much for your professionalism in handling all the details!! You made it easy for me. Thanks again!

—Sabrena Chapman
Home Seller, Burbank, CA

My home was on the market with another agent before we listed it with you. You actually gave us a lower price to list our house at, but you were the only agent who was honest and realistic about the market and our home. Thank you!

—Jeffrey Lavelle
Home Seller, Burbank, CA

I saw that you had sold another house in my neighborhood and am ecstatic with the price and the time you took to sell my property. You guys were great! You always returned my phone calls and answered all my questions. Brad, thanks for helping me get through my tenant problems. Thank you for all the time you spent to help keep me calm through a very difficult escrow.

—Jeff Gotch
Home Seller, Burbank, CA

In The Community

Burbank News & Events

Brad Did It Again!



Brad Did It Again with the sale of June Boehle's condo in Burbank!

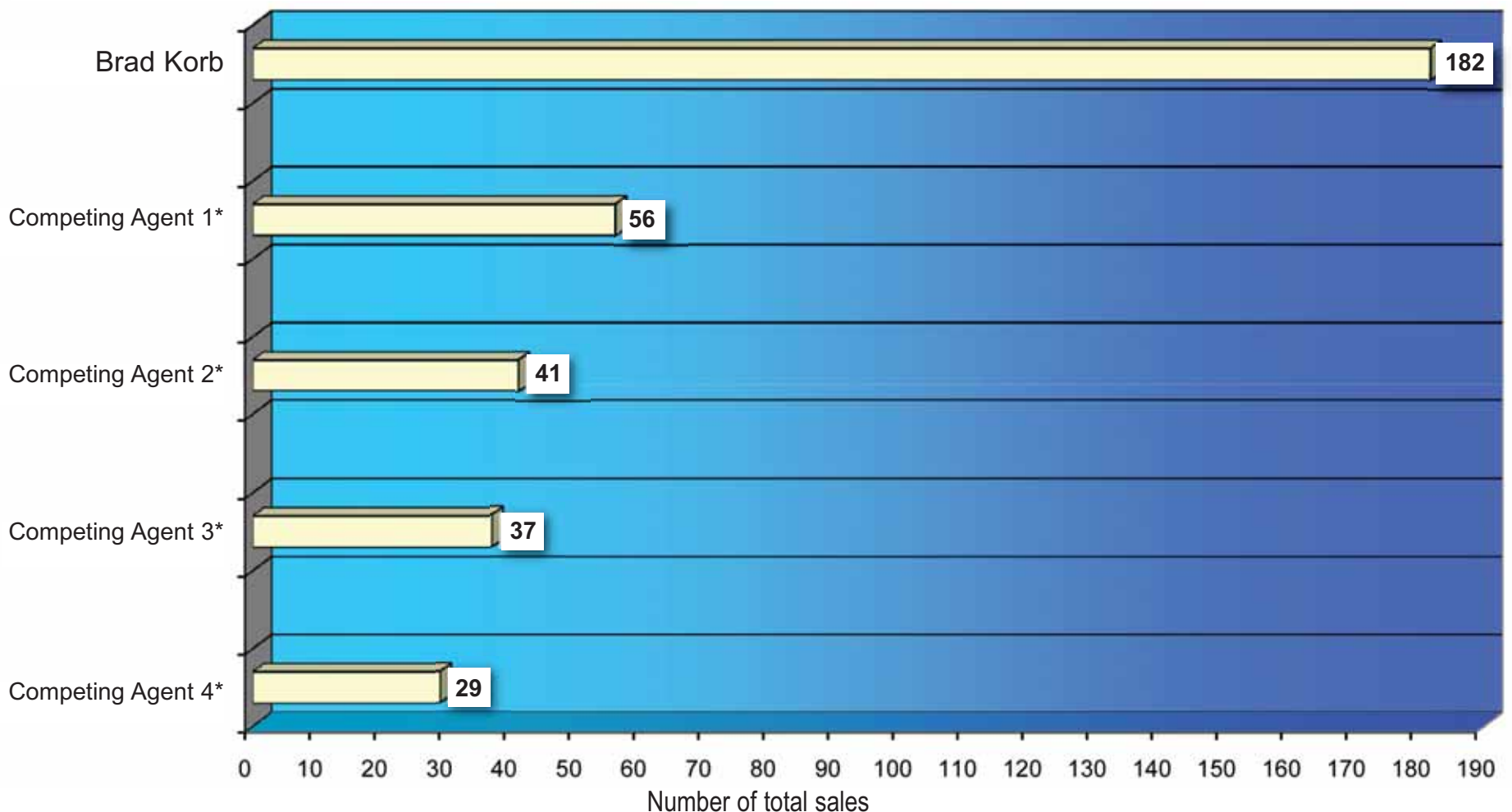


Sunday, March 22, 2020, from 12:00 PM to 4:00 PM

The Burbank Kiwanis Aktion Club (a service club for developmentally disabled adults) will host their annual Bowl-A-Thon at the Pickwick Bowl, 921 W. Riverside Drive, Burbank, to raise funds to attend the annual Kiwanis Aktion Clubs convention in October where they will learn how to better serve their community by attending several training sessions. They will participate in different projects to help the needy or homeless. There will be a 50/50 raffle and several baskets will also be raffled. Registration includes lunch served at 12:30. Bowling starts at 1:30. So come on over and bowl with us or be a sponsor! Individual registration is \$35.00 and team registration for 4 bowlers is \$130.00. There are also several opportunities to be a sponsor for trophies, lunch, lane or tournament. To register, call Jan at 818 822-2907 or at panette@pacbell.net. ■

Burbank Agents Number of Sales

January 1, 2019 through December 31, 2019



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, 2019 through December 31, 2019. May not reflect all activity in the marketplace.

* Agent names available upon request. Current CRMLS members.

In The Community

Burbank News & Events

Helping Seniors 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"

Police Dispatch 818-238-3000	The Brad Korb Team Your Realtors For Life 818-953-5300 www.BradKorb.com		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



Burbank Temporary Aid Center Updates

Save the Date for BTAC's Annual Gala!

March 13, 2020 BTAC will hold its Annual Gala. Honorees include the Hollywood Burbank Airport and local philanthropist and volunteer, Alyson Westfall. To be added to the invitation list, learn about sponsorships or reserve your seats, contact BTAC for more information: 818-848-2822 ext. 110 or bhowell@theBTAC.org.

Do you know about BTAC's Case Management Program?

BTAC's case managers are ready to work with people who are struggling and help them work toward having less of a struggle. Through case management, BTAC can help with resumes and finding jobs, developing budgets, living with their means, and even help with some household bills. It takes some work, but it is worth it.

Monetary Donations are important, too.

Many people aren't aware that your monetary donations to BTAC support BTAC's Bill Assistance program. Whether helping with rent, a BWP or Gas Co. bill or subsidizing transportation – just to name a few, these donations help some of our friends and neighbors to keep from becoming homeless.

Most Needed Items

When deciding what food items to donate, keep in mind the kind of things your family needs and enjoys. Also, our families especially appreciate full-size hygiene items, such as toothpaste, body wash, deodorant, etc.

BTAC Donation Policy

BTAC can accept only monetary and food donations. If you have questions, please call BTAC at 818/848-2822. All non-cash donations are accepted at the rear of the building.

Help BTAC be a good neighbor.

Please do not leave donations when BTAC is closed – especially on weekends or evenings.

BTAC Hours

BTAC is open for services M-F 9:00 a.m. – noon and 1:30 p.m. - 5:00 p.m. Homeless services are available on Mondays and Fridays, with Tuesday, Wednesday and Thursday reserved for those with housing. If dropping off a donation during the noon hour, please ring the bell at the rear door and someone will be able to assist you.

BTAC Needs Volunteers!

Join others who have found a place at BTAC. BTAC needs volunteers to help sort food donations, prepare grocery orders, conduct interviews with clients, and help our driver with morning pick ups. For more information about volunteering, call 818/848-2822, ext. 114. Or email volunteer@theBTAC.org.

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

Los Angeles Equestrian Center

E V E N T S

DATE	EVENT	CONTACT
Mar. 19 & 22	Festival of the Horse CDI	Cornerstone Event Management (818) 841-3554
Mar. 26 & 29	Rancho California Arabian Horse Show	Margaret Rich (951) 302-6045
Apr. 3-5	Gold Coast Series April Hunter/Jumper Show	Langer Equestrian Group (805) 638-3078
Apr. 17-19	Interscholastic Equestrian Association National Finals	Roxane Durant (877) 743-3432
Apr. 19	Saddle Seat Western School League	Elizabeth Curren (626) 616-2746
Apr. 22-26	Burbank Showcase Horse Show	Joanne Asman (818) 842-8444

For more information, call us at 818-840-9063 | or visit us online at: www.la-equestriancenter.com

In The Community

Burbank News & Events

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.

Bet Tzedek Legal Services: Scam Prevention ✓

Wednesday, March 4th @ 12:30PM
A presentation bringing awareness and discussion to the Senior community as an educational series. This 45-minute presentation with Q&A will provide you with information and resources on how to protect yourself from scams.

Guided Autobiography Workshop: Session II ✓

Wednesday, March 18th @ 9:00AM
(Meets for 4 consecutive weeks)
Are you looking for a way to make a record of your life story? Guided Autobiography (GAB) is a process that helps you recall and record the significant moments of your life. Through this interactive class experience you will learn the tools for writing your own life story. (Participants must attend the first class to be eligible to attend the remaining classes)

HealthCare Partners: Menopause – Understanding and Managing ✓

Wednesday, March 18th @ 1:00PM
Dr. Ther Hacopian will give an informative presentation discussing Menopause.

Brain Booster Presentation ✓

Thursday, March 19th @ 3:00PM
Come join the conversation about protecting your most important organ, the brain! Gain a better understanding of both Alzheimers and Dementia while addressing the signs and symptoms commonly observed. Learn proactive measures to maintain a healthy mind in simple ways that can be incorporated into your everyday life!

Regal/Lakeside Presentation ✓

Thursday, March 26th @ 2:30PM
A doctor affiliated with Regal/Lakeside

will come to the Joslyn Center to give an informative presentation. The topic of discussion will be announced closer to the date.

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.

Dana Point Festival of Whales ✓

Saturday, March 7th from 10:00AM - 9:00PM
Price: \$77.00 (\$75.00 with 2020 BSAC card)
The Joslyn Center Travel Department will join Dana Point in their first and longest running annual whale festival, we will hop aboard a 50-foot Catamaran accompanied by an experienced naturalist who will guide the group, experiencing the annual whale migration. But that's only the second half of the day. The first half of the day will be filled with multiple events ranging from a legendary Corvette car show to Harbor music series. List of full event will be available closer to event date. This trip is held outside and requires an active amount of walking.

Claremont Pie Festival ✓

Saturday, March 21st from 9:30AM - 5:00PM
Price: \$25.00 (\$23.00 with 2020 BSAC card)
Mark your calendars, grab your walking shoes and join us for a tasteful retreat to the 5th annual Claremont Pie Festival. This delicious day filled with special guest bakers, markers demonstration, pie baking contest, artisan vendor booths, food trucks, classic car show, retro fashion show, live music, and most importantly a pie tasting buffet. This trip is held outside and requires an active amount of walking.

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 Aimee McCrory, owners of Estate Sales by Connor.



"Stephen and Aimee'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 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.

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



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, churches and charitable groups subject to availability, but always free of charge. Check the calendar at 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

www.BurbankPropertyInfo.com

A FREE service to help area home buyers find their dream home. Your first e-mail will list all homes currently for sale that meet your search criteria.

Then each morning you will be e-mailed a list of all of the new homes for sale and price changes since your previous search.

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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.

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Simply call the number above
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Guaranteed —
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Luxury Division

English Tudor



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Huge House + Lot



LA TUNA CANYON ESTATES **\$1,299,992**
Call 1-800-473-0599, Enter Code 2618

View



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

Mega House




BURBANK **\$919,919**
Call 1-800-473-0599, Enter Code 2858

Horse Property



SHADOW HILLS **\$799,997**
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Guest House



HIGHLAND PARK **\$779,977**
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Pool & Spa



BURBANK MEDIA DISTRICT **\$759,957**
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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!

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 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 email: brad@bradkorb.com

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3 Beds 2 Baths

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VALLEY GLEN \$649,946
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\$60,000 Remodel

LOS ANGELES \$629,926
Call 1-800-473-0599, Enter Code 3058

Great Place to Start

GLENDALE \$549,945
Call 1-800-473-0599, Enter Code 3038

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

Great Place to Start

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Awesome Townhouse

GLENDALE \$509,905
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Attached Garage

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Call 1-800-473-0599, Enter Code 2318

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TARZANA \$349,943
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TORRANCE \$299,992
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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	0	1	NA	0	5	1	0.0	\$398,590	\$382,800	96.0%	77
\$400,001 to \$500,000	0	4	NA	5	17	3	0.0	\$467,896	\$465,515	99.5%	35
\$500,001 to \$600,000	7	7	100.0%	6	41	7	1.0	\$553,406	\$548,091	99.0%	35
\$600,001 to \$700,000	4	6	150.0%	5	41	7	0.6	\$647,256	\$647,047	100.0%	41
\$700,001 to \$800,000	9	8	88.9%	12	52	9	1.0	\$759,778	\$753,745	99.2%	31
\$800,001 to \$900,000	7	10	142.9%	18	64	11	0.7	\$842,423	\$852,755	101.2%	32
\$900,001 to \$1,000,000	8	7	87.5%	11	40	7	1.2	\$917,353	\$940,478	102.5%	23
\$1,000,000+	14	0	NA	0	66	11	1.3	\$1,271,059	\$1,261,390	99.2%	0
Market Totals	49	43	87.8%	57	326	54	0.9	\$837,981	\$838,866	100.1%	27

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	1	0	0.0	\$1,100,000	\$980,000	89.1%	54
\$1,000,000+	0	0	NA	0	0	NA	NA	NA	NA	NA	NA
Market Totals	0	0	NA	0	3	1	0.0	\$881,649	\$837,333	95.0%	58

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	1	NA	1	1	0	0.0	\$599,000	\$575,000	96.0%	115
\$600,001 to \$700,000	0	0	NA	1	1	0	0.0	\$679,900	\$685,000	100.8%	7
\$700,001 to \$800,000	1	1	100.0%	1	3	1	2.0	\$751,667	\$737,667	98.1%	47
\$800,001 to \$900,000	2	1	50.0%	0	5	1	2.4	\$845,980	\$845,600	100.0%	52
\$900,001 to \$1,000,000	1	1	100.0%	0	1	0	6.0	\$850,000	\$927,000	109.1%	6
\$1,000,000+	1	0	NA	0	1	0	6.0	\$2,100,000	\$1,600,000	76.2%	16
Market Totals	6	4	66.7%	3	12	2	3.0	\$892,817	\$852,333	95.5%	45

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	0	NA	0	2	0	0.0	\$699,483	\$675,000	96.5%	37
\$700,001 to \$800,000	0	0	NA	0	0	NA	NA	NA	NA	NA	NA
\$800,001 to \$900,000	0	0	NA	1	1	0	0.0	\$938,800	\$900,000	95.9%	215
\$900,001 to \$1,000,000	0	0	NA	0	1	0	0.0	\$939,000	\$934,000	99.5%	28
\$1,000,000+	5	0	NA	0	5	1	6.0	\$1,574,200	\$1,528,000	97.1%	82
Market Totals	6	0	0.0%	1	9	2	4.0	\$1,238,641	\$1,202,667	97.1%	81

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	0	NA	0	1	0	0.0	\$699,000	\$699,000	100.0%	0
\$700,001 to \$800,000	0	0	NA	0	1	0	0.0	\$699,000	\$710,000	101.6%	21
\$800,001 to \$900,000	0	0	NA	0	1	0	0.0	\$880,000	\$900,000	102.3%	16
\$900,001 to \$1,000,000	0	0	NA	0	1	0	0.0	\$929,000	\$965,000	103.9%	4
\$1,000,000+	1	0	NA	0	2	0	3.0	\$1,104,000	\$1,125,000	101.9%	48
Market Totals	0	1	NA	0	6	1	0.0	\$902,500	\$920,667	102.0%	23

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	1	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	0	NA	0	2	0	0.0	\$564,000	\$564,050	100.0%	56
\$600,001 to \$700,000	0	2	NA	1	2	0	0.0	\$651,500	\$642,000	98.5%	1
\$700,001 to \$800,000	0	2	NA	1	3	1	0.0	\$718,283	\$725,000	100.9%	59
\$800,001 to \$900,000	1	2	200.0%	2	0	NA	NA	NA	NA	NA	NA
\$900,001 to \$1,000,000	0	0	NA	0	2	0	0.0	\$882,500	\$955,000	108.2%	10
\$1,000,000+	1	0	NA	0	3	1	2.0	\$1,008,000	\$1,036,667	102.8%	16
Market Totals	2	7	350.0%	4	12	2	1.0	\$781,237	\$800,592	102.5%	30