



Brad Korb

Burbank Bulletin™

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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**
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Real Estate Since 1979

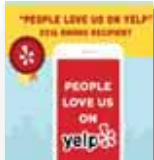
Office **818.953.5300**

Email Brad@BradKorb.com

www.BradKorb.com

BRE #00698730

3813 W. Magnolia Blvd.
Burbank, CA 91505



Thank You for 2018!



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 2018 and helped over 150 families buy and sell properties! Courtney Korb was the President of the Burbank Association of Realtors and made history as the youngest president in our Association history.

Over the past year, we have expanded our team to

include 14 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 2019 and serving the real estate needs of our current and future clients for years to come! ■

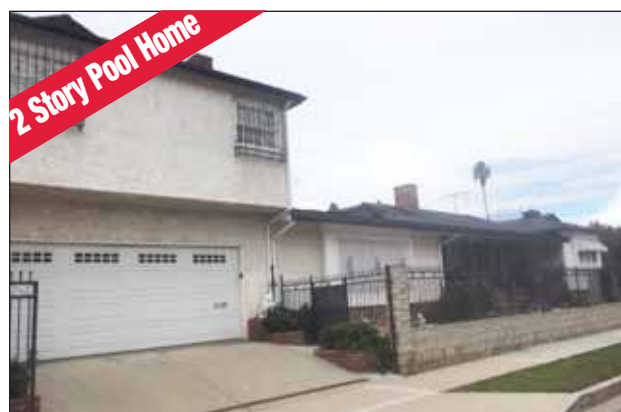
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- FACEBOOK: Brad Korb
- TWITTER: @BradKorb



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In The Community

Burbank News & Events

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. ■

A Valuable Asset Protection Resource for our Friends and Neighbors

An up-to-date estate plan is vitally important — which is why we are so glad that we can confidently recommend Joe and Kathy McHugh as an excellent resource for making sure your estate plan is in good order. The McHughs have been good friends with the Brad Korb family since the early 1990s, when their children were six years old and playmates while the McHughs and Korbs were in the YMCA Guides program together.

Joe McHugh, founder and principal of LA Law Center, PC (la-lawcenter.com) in Glendale, is well regarded as a caring, experienced attorney with an excellent reputation for representing clients in Asset Protection, Estate planning (Wills and Trusts), Elder Law (Medi-Cal and Veterans Benefits qualifications), Conservatorships, and Trust and Probate Administration. Kathy McHugh is a



Certified Senior Advisor, working in the law firm as Triage Director. Together, they specialize in helping seniors protect their assets so they can qualify for long-term care needs. For a free consultation in estate planning or senior care issues, call the McHughs at (818) 241-4238 and tell them Brad sent you! ■

Client Spotlight



Luan Sutthi and Pinball Pizza, A Burbank Favorite

The man behind the counter at Pinball Pizza in Burbank has built an impressive following of fans during the six years that he's owned the business. Countless customers praise "the nice guy who takes the orders," Luan Sutthi, as much as they extol the yummy pizza and mouth-watering barbecued, fried, and roasted chicken that they buy from him at extremely family-friendly prices.

Naturally, Brad Korb was thrilled to learn that the popular local businessman was a client — Sutthi and his wife, Thitiporn Jariyapit, bought their home earlier this year through the Brad

Korb Real Estate Group.

"I love the way small family-owned businesses like Pinball Pizza make such a positive impact on the community," Korb said. "I am proud to serve them in any way."

Pinball Pizza, open daily from 4 p.m. until midnight, is at 2109 W. Magnolia Blvd. Call 818-846-2055 or visit www.pinballpizza.net for details and all of the coupon specials. ■

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
David E. Escobar, CFP®
First Vice President – Wealth Management
UBS Financial Services,
200 South Los Robles, Suite 600,
Pasadena, CA 91101, Tel. (800) 451-3954,
Tel. (626) 405-4711 Direct, Fax (855) 203-6443, David.Escobar@ubs.com ■*

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BURBANK YMCA TURKEY TROT

5K • 10K • KIDS RUN
November 22, 2018

What A Day It Was!

Once again on Thanksgiving morning, thousands of people of all ages hit the streets of Downtown Burbank to run, jog or walk in support of the Y's Financial Assistance Program.

This Thanksgiving was the first time in the race's 9-year history that it rained at the start but that didn't dampen spirits or reduce the size of the crowd. The Burbank YMCA Turkey Trot keeps getting bigger & better every year!

Many thanks to all participants! And special thanks to our presenting partners, Cusumano Real Estate Group and Worthe Real Estate Group, as well as our dozens of other community partners. We could never produce an amazing event like this without you!

 Burbank Community YMCA
burbankymca.org
818.845.8551



Photo courtesy of Harvey Branman of Photography As An Art.

In The Community

Burbank News & Events



BURBANK-VALLEY GARDEN CLUB

The Burbank-Valley Garden Club meets, **Thursday, JANUARY 3, 2019 at 10:00 a.m., at the Little White Chapel, 1711 N. Avon St., Burbank.**



Photo by Noella Ballenger

Teacher and horticulturalist Steve List and hundreds of students at Syamar High School have helped launch a green revolution of flowers, fruits and vegetables across the northeast San Fernando Valley. They have been cultivating a year-round cornucopia of seedlings and giving them free to willing nurturers throughout the community.

Steve List will be talking about vegetable gardening and will be answering general garden questions in his program called "Problem Solving in the Garden". He asks that members and guests bring garden samples and questions regarding



Photo by Noella Ballenger

gardening problems they might have. We are very fortunate to have this skilled nurseryman share his secrets with us and help us solve our garden problems.

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



Photo by Noella Ballenger



It's the 6th Annual Bike Drive Event!

Join Burbank Association of REALTORS® Community Service Foundation ("CSF") in helping the Bike Angels put smiles on kids' faces by providing them with a Bike.



Do you, your neighbors, or clients have a bike that the kids have outgrown? How about that adult bike that just sits in the garage and collects dust year after year? Donate your bike for a good cause!

When:
Saturday, January 19, 2019

Time:
9:00 AM until 12:00 PM

Where:
Burbank Association of REALTORS®
2006 West Magnolia Blvd.
Burbank, CA 91506

Enjoy:
A free cup of coffee and a donut.

Donate:
Bicycles (child or adult)

Contribute: Cash to help purchase bikes, bike parts and supplies.

No matter what shape your used bike is in, the Bike Angels would love to turn it into a like-new gift for an under-privileged child.



Bike Angels is a volunteer group of city employees and local residents from Burbank. They refurbish donated bicycles and gift them to kids in the community through the Salvation Army's Angel Tree Program, Burbank Temporary Aid Center, Burbank Boys & Girls Club, and the Burbank Family Service Agency.

Proceeds and Donations benefit the Bike Angels. BAOR CSF is not affiliated with the listed organization.

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. We look forward to hearing from you.



*Focused on What Matters to You
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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

Rave Reviews

We decided to call you because you helped us to purchase the property. You sold the property quickly at a great price. We were very satisfied with you and your professional team! We will absolutely refer our family and friends to Brad in the near future.

—Lucia Peters
Home Seller, Burbank, CA

I contacted you after viewing your internet advertisements and am very pleased with the results. Thank you for all of your courteous services!

—Salpi & Zograp Tepirdzhyan
Home Seller, Van Nuys, CA

I received one of your flyers in the mail and spoke with one of your buyers agents. She was very patient, caring and motivated. I am very happy with her work!

—Felipe Rivera
Home Buyer, Sun Valley, CA

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.

Earthquake Authority
Wednesday, January 9th at 12:30PM

A representative from the California Earthquake Authority, also known as the CEA will tell us about the threat we face in California from earthquakes; the importance of having earthquake insurance; and how we can prepare and protect our homes before the next big one occurs. ✓

Resiliency
Wednesday, January 9th at 3:00PM

Resilience is the ability to cope with life challenges or life changes and then to be able to adjust them. ✓

Sock Hop Dinner & Dance
Monday, January 14th at 5:00pm

We are looking forward to dance, dinner and fun! This is a special musical event hosted by HealthCare Partners.***This special event is ONLY for 2019 BSAC cardholder

and invited patients of DaVita/Healthcare Partners Medical Group. ✓

NEW French Class
Friday, January 11th at 12:30pm

Bonjour! Come join us for a 6 week fun filled class as you learn conversational French. Every week you will learn a variety of words to help you grow your French vocabulary! ✓

Burbank Temporary Aid Center Lecture

Wednesday, January 16th at 12:30pm

Come and learn what BTAC is all about! Learn about their services and different resources they offer to the community! ✓

New Year, New You!
Wednesday, January 18th at 1:00pm

Start 2019 in a safe, happy and healthy way. These are just some of the topics that will be discussed: Immunizations, Home/car safety, Stress management, Benefits of exercise, Sleep solutions, Energized eating, and New Year No No's. Hope you can make it to an informative and fun fill class. ✓

Salvation Army Says Thank You



The Burbank Salvation Army Community Corps would like to thank the many individuals, companies, studios, city employees, and organizations that helped to make the Angel Tree Program a success again this year. The food, toys, bicycles, and gifts were distributed in a beautiful Winter Wonderland setting.

The Red Kettle Program monies enable us to provide food and needed supplies to numerous families each week, conduct church services in English and Spanish on Sundays, and to plan more youth and senior programs.

On behalf of Captain, and Lt, Berggren, and the individuals who were served, we wish to thank everyone who participated in 2018 and who have continued to support the Burbank Salvation Army.

We are looking forward to many more years of service to the Burbank Community.

Volunteers are always needed and welcome at the Burbank Corps, at 300 E Angeleno Avenue, at Third Street. Or you may call (818) 845-7214. ■



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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

1911 W. Victory	2558
5629 Riverton	3088
17740 Hartland	3348
27664 Haskell Canyon Unit H	2198
6123 Morella	2678
10251 Kewen	2528
1801 N. Buena Vista	2008
6528 Babcock	2468
1020 N. Orchard	3138
1033 N. Kenwood	2398
6155 Van Noord	2148
5067 Bakman	3498
9948 Terhune	2658
9959 Rancho Caballo	2058
2206 W. Chandler	3288
9183 Patrick	3368
4451 Stansbury	2368
433 S. Reese	2278
2665 Glenrose	3428
8719 Wentworth	2218
9054 Willis #5	3218

BRAD KORB'S RECENT SALES

11651 Rincon	3228
1411 N. Avon	2428
3480 Barham #311, Seller	3258
3480 Barham #311, Buyer	3258
1230 N. Ontario	3128
11333 Orcas, Seller	2188
11333 Orcas, Buyer	2188
11350 Foothill #14	2128
9781 Via Zibello	2318
6056 Shadyglade	2748
435 Birmingham	2758
1711 Grismer #88	2088
11252 Delano	2248
9812 Samoa	2178
5423 Buffalo	2908
11640 Woodbridge #107	5208
7857 Tampa	5128
4805 Bellflower #306	5038
22651 Mariano	5048
10231 Stonehurst	5078
465 E. Magnolia #203	5058
11230 Peach Grove #105	5068
6938 Topeka	5098
14159 Dickens #201	5088
11150 Glenoaks #90	5118
22716 Calvello	5108
10017 France	5148
2931 Ivory	5138

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BRAD KORB'S RECENT SALES...Continued

2013 E. Loraine	5168
1113 N. Lamer	5158
14050 Magnolia #206	5198
824 N. Buena Vista	5178
7826 Topanga Canyon #81	5188
18611 Collins Unit E	5218



We are so proud and honored to be a part of this community! The Toys for Tots donations have exceeded our expectations! We are humbled by the generosity of the local community! Thank you for the bottom of our hearts!



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

Los Angeles Equestrian Center

DATE	E V E N T S	CONTACT
Jan. 10-13	Show Me The Money Quarter Horse Show	Track One Events (714) 444-2916
Jan. 18-20	Southern California Arabian Horse Association	Kay Kelley (909) 234-6913
Jan. 26-27	Winter Dressage Show	Cornerstone Event Management (818) 841-3554
Feb. 1-3	CRHA Sweetheart Reining Horse Show	Marilyn Scheffers (951) 600-8999
Feb. 3	Saddle Seat Western School League Horse Show	Elizabeth Curren (626) 685-5255
Feb. 9-10	USC Horse Show	Kathryn Griffiths (818) 970-1105
Feb. 15-17	Gold Coast Series February Horse Show	Langer Equestrian Group (818) 563-3250
Feb. 22-24	Camelot Season Starter	Camelot Events (818) 259-4364

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

In The Community

Burbank News & Events



Start Your New Year at the Burbank Public Library!

Winter Storytime Sessions will begin the week of January 14, 2019. 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 promote 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 15, and the Buena Vista Branch on January 16. 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



- **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** eBooks, audio books, Pimsleur Language Courses, Great Courses



Streaming Videos.

Visit the event page on our website to learn more

Lego Club - Baby Party! - Music & Movement - Book Clubs - FREE Movies

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



Burbank Temporary Aid Center Updates

Annual BTAC Gala

Exciting news! The annual BTAC Gala is coming up on March 15th! Keep an eye on our social media for updated info as we get closer to the event.

The Burbank Temporary Aid Center would like to thank everyone for their amazing support during the holiday season. From our awesome volunteers and staff to the generous donations and food drives, we are definitely feeling the joy this season. Thank you again to all who have helped the community in any way.

Do you enjoy face to face interaction and helping others? Or do you prefer behind the scenes work? Either way, The BTAC has a place for you as a volunteer! If you would like to inquire about volunteering with us, please contact awestfall@thebtac.org.

Did you know?

The Burbank Temporary Aid Center supplies groceries for an average of 50 families a day! Your food or monetary donation can make a huge difference. Please visit our website for more information on how to donate. ■

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



HAPPY NEW YEAR!!! (50 Years Ago!)



By Susie Hodgson

Think things haven't changed much since 1969? Think again!

The following are actual headlines and ads from the January 1, 1969 edition of the *Burbank Independent Newspaper*. Something tells me you might not see these in today's news.

The top of the front page features photos captioned, "**Suddenly There Emerges a Modern Thoroughfare!**" They were just finishing up a three-and-a-half mile section of the Ventura Freeway that would extend to the outskirts of Eagle Rock. Also, although not-quite-as-finished as that three-and-a-half mile section, but in the works was a ramp that would connect the eastbound Ventura Freeway to the northbound Glendale Freeway – right by Glendale Adventist Hospital! And also right by a whole lot of dirt.

Here's the other big news of the day: **Arson Arrest on Brighton Follows Fight with Roommate.** Shockingly, the arson was set after a night of drinking.

Lockheed Executives Report 1968 Was Busy as L-1011 Moved Ahead. (But at least they didn't move to Georgia... yet.)

Burbank Adult School Sponsors Series on 'Drugs.' Could you tell if your teenager was using drugs, the article wondered.

Golden Mall Shoppers Up Despite Weather

Stabbed Man Keeps Mum on Assailant. Stay away from Cypress and San Fernando Boulevard. That's where

anonymous stabbings happen.

Diana Jensen, a Burbank Telephone Company Employee, Recently Returned From a 2-Week Vacation

And don't forget the ads!

At **Safeway** (at Verdugo and Reece): Bananas: 10 cents/lb., 3-lb. bag of onions: 29 cents, Boneless Roast Beef: 79 cents/lb., Beef Short Ribs: 39cents/lb., Fresh Chicken Fryers: 29 cents/lb., one quart of Best Foods Mayonnaise: 58 cents, Banquet Frozen Dinner: 39 cents

Sav-On Drug Store (now CVS): Ayds Reducing Plan (diet) Candy: \$2.49, That's My Color (hair dye): \$2.25, Helena Rubinstein Long Lash Mascara: \$2.50; Vitalis (men's) Hair Grooming: 79 cents, a bottle of Anacin: 88 cents, Old English Lemon Oil Furniture Wax: 23 cents. (Remember Anacin? And, sadly, remember when they had to remove Ayds?)

Community Chevrolet: New '69 Nova: \$2,299

Classified ads for Cars: 1968 Barracuda: \$2,499, 1964 Corvette: \$1,999

And here's my personal favorite! An Op-Ed Entitled "Let's Turn the Clock Back to a Better America!" When? When the poor were too proud to take charity. When young fellows tried to join the Army or Navy. When songs had a tune. When Christmas was merry. When a girl was a girl. When a boy was a boy. When they liked each other.

What do you think? Me, I'm glad Diana Jensen got a vacation.

Want to learn more? Then come visit us!

The Burbank Historical Society/Gordon R. Howard Museum
OPEN SATURDAYS & SUNDAYS, 1 TO 4 pm - FREE Admission!

Located in George Izay (Olive Rec) Park, right next to the Creative Arts Center
Free parking BEHIND the museum off Clark Street

Phone: (818) 841-6333/ Web site: www.burbankhistoricalsoc.org ■

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

Visit www.BradKorb.com
For All Your Real Estate Needs!

In The Community

Burbank News & Events

Burbank Tournament of Roses Association

By Robert Hutt

In early December, as I write this column, the Rose Parade is still several weeks in the future and I have no idea if Burbank's float, "Stompin' Good Time," will win any awards. However, as a previous president of the Burbank Tournament of Roses Association and on behalf of our current president, Ginny Barnett, I want to thank the many volunteers: for giving up a chunk of their holiday time and spending it with us; for getting messy glue on their hands and in their hair and still coming back the next day; for shivering in the cold flower cages and preparing thousands of fresh flowers; for demonstrating that community spirit is alive and well in Burbank!

I would also like to thank the many restaurants in Burbank that donated lunches and dinners to help feed our volunteers!

If you can't make it out to Pasadena to see the parade or to Victory Park after the parade, Burbank's float will return to Burbank and be displayed from January 3-6 at Olive and Glenoaks (across from the main library). Shows with animations and music are presented on the odd hours beginning at 11 AM.

The last chance to view the float will be January 12 on Deconstruction Day. Nearly ten months of work will come apart in one weekend! Starting at 10 AM at the float site, all characters will be removed, flowers and steel will be recycled and the flower cage must be cleaned up so it can again be used by BWP crews. Wear some old clothes (no open-toe shoes). We even serve lunch!



Even before the 2019 parade happens, we need your help for the 2020 parade! As one of only six self-built entries in the parade we depend on design concepts from the community. The Design Contest for Burbank's 2020 Rose Parade entry is going on right now but ends on January 30. You can enter our

Design Contest even if you don't live, work, or attend school in Burbank. You don't need to be an artist. There are no age limits. Enter as often as you like! If your concept is selected, you will receive two VIP tickets to the 2020 Rose Parade! Download a Design Contest entry form by visiting our website at www.BurbankRoseFloat.com. The official parade theme will not be announced until mid-January but we believe it will be something very close to "The Power of Hope."

Finally, you can help select the winning design concept at the special Pick-The-Float meeting to be held on February 7 at 6:30 PM in the Buena Vista Library (300 N Buena Vista St). Only paid-up members can vote for their favorite designs, so become a member before January 30! Click over to the membership form on our website or visit the construction Barn and become a member! New memberships will not be accepted at the meeting!

Our volunteers get to have all the fun! To get involved, stop by the float "Barn" on any Wednesday or Saturday between 10:00 AM and 4:00 PM. The Barn is located at 123 W. Olive Ave. (under the Olive Ave overpass). The phone number at the Barn is (818)840-0060. For lots of other info, visit our website at www.BurbankRoseFloat.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 Daniel Kennedy (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.

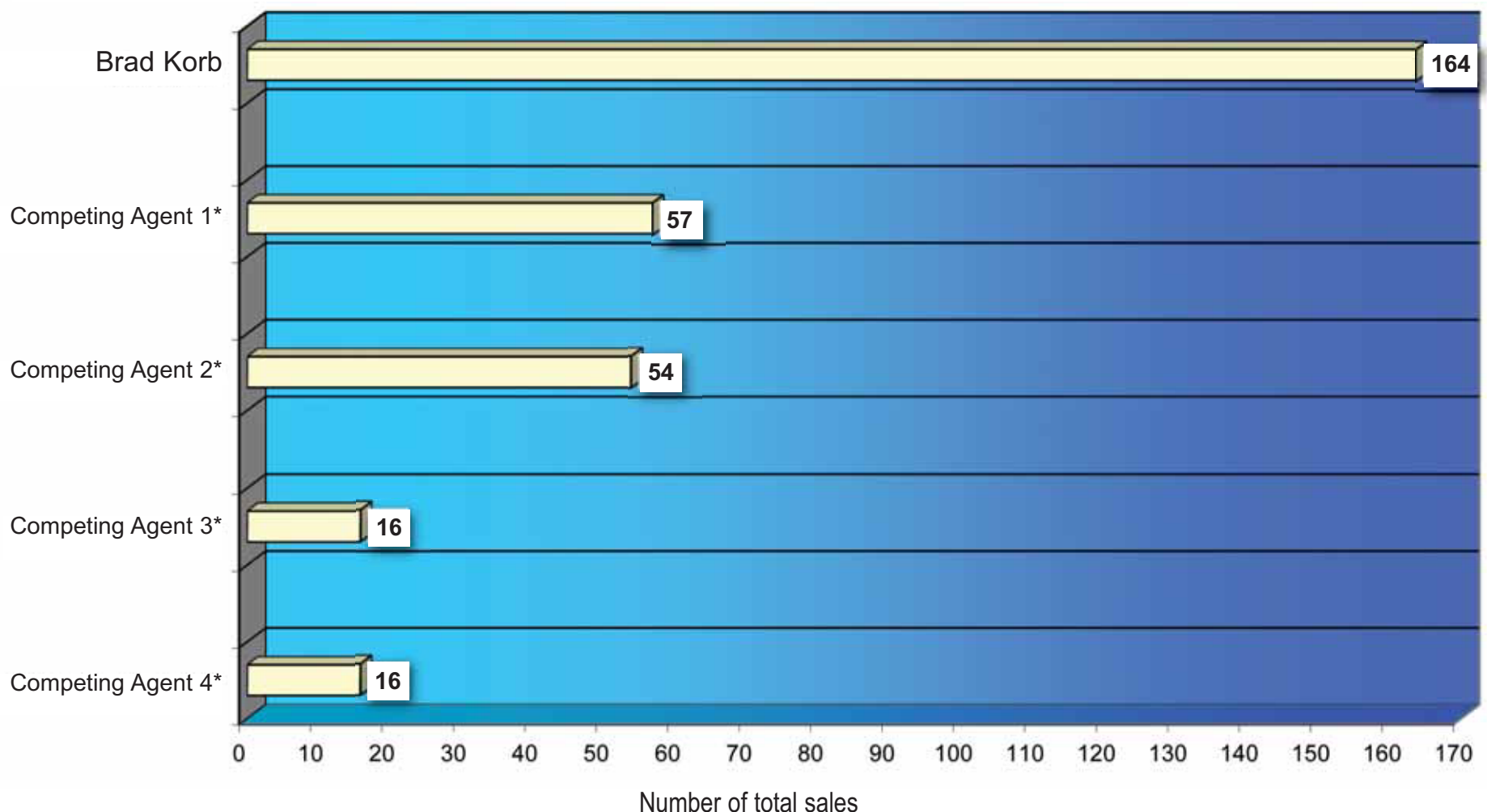
To all of you, we extend a sincere THANK YOU!



818.953.5300 or www.BradKorb.com

Burbank Agents Number of Sales

January 1, 2017 through December 31, 2017



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, 2017 through December 31, 2017. May not reflect all activity in the marketplace.

* Agent names available upon request. Current SoCal MLS members.

In The Community

Burbank News & Events

Proven Financial Solutions (We Help Many Individuals and Families)

Platinum Resources US - was formed in 2011 based on our compassion to help Individuals and Families resolve their financial burdens.

**NO UPFRONT COST OR MONTHLY FEES –
NO DOWNSIDE RISK TO CLIENT**

Many people face financial pressure at some point in their lives, whether caused by job loss, out-of-pocket medical, credit card use, divorce/separation, student loans, higher living expenses or other reasons. It can seem overwhelming and unfixable. You are not alone...AND...*the best news is that we have a proven solution that works.* (www.PlatinumResources.US)

“What We Do” - (Proven Solutions for our Clients)

- Reduce monthly cash outlay beginning month 1
- Offset out-of-pocket health care expense
- Save them 10's of thousands of credit/retail debt
- Credit status/score improvement
- Offset student loan and other educational expense
- Prevent bankruptcy (BK)
- Save their home from “must sell” situations
- Regain their peace of mind



John Janis, Platinum Resources and Brad Korb

Should you, other family members or friends be experiencing similar financial pressures and are seeking a proven solution, we want to help. Please contact Brad at **818-953-5304**, Brad@BradKorb.com, or John Janis toll free **800-706-1210**, johnj@platinumresources.us.



CLIENTS – WHO HAVE BENEFITED:

#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 my 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 sense of relief and peace of mind. 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 program while I was seriously considering bankruptcy. Your program is far superior. Just as important to saving me thousands of dollars, 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 help me with my situation. Thankfully, I continued on and feel blessed that we met. Your personal involvement and financial business savvy helped me save the equity in my home, saved me 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 am eternally grateful to you and your organization for the amount of energy, patience and dedication put forward on my behalf. Thank you for never giving up on me and tolerating my stubbornness. Wish you the best and continued success, Bob”

#4 – “Mr. John, thank you for helping me get through our struggling debt situation. Even though you were located 3,000 miles away, I never felt that you were unapproachable. This was very important to me and I will always be thankful for our on-going discussions about our family issues and finances. You are a great listener, provided excellent results and I enjoyed our relationship. Many Thanks, Tony”

#5 – “Mr. Janis, my wife and I want to thank you for all the help you have given me and our family. The debt we accumulated was over-whelming and very stressful. John, may God richly bless you for helping me and all those that need your help. Best to you and your Company. Thank you, Lupe”

#6 – “Dear Mr. Janis, I can't thank you enough for all of your help with my debt dilemma. I feel so good not to have to worry about that burden of debt. Again, I can't thank you enough. God bless you. Sincerely, Stella”

Comprehensive Financial Services Hosts Toy Drive to Benefit the Boys & Girls Club of Burbank and Greater East Valley



Comprehensive Financial Services hosted its annual holiday party for their clients and asked that they bring an unwrapped toy for members of the Boys & Girls Club of Burbank and Greater East Valley. This year's party was held at Oakmont Country Club for CFS clients.

“This holiday tradition began more than eighteen years ago and every year there are more and more guests who attend. Their generosity is overwhelming,” said Boys and Girls Club CEO, Shanna Warren. “I just can't thank Anna Luke, Candy Marinace, and the whole CFS team enough for choosing our Club as the beneficiary.” More than 300 gifts were collected. Added Warren, “This event is so important because it helps ensure that all of our club members get a special gift for Christmas. Currently, we

serve more than 3800 kids at 21 locations. This toy drive is truly amazing.”

All the toys collected were distributed to Boys & Girls Club of Burbank members during its holiday party on Friday December 21, 2018. The Club anticipated close to 200 attendees. “Thanks to CFS, Santa's workshop at the Club is filled to the brim with wonderful holiday surprises,” added Warren.

Comprehensive Financial Services is a diversified consulting firm specializing in financial, retirement, investment, estate, trust and tax planning services. For more information please contact Anna Luke at (818) 846-8092 or by email at Anna@cfsburbank.com.

Comprehensive Financial Services
3811 W. Burbank Blvd.
Burbank, CA 91505
www.cfsburbank.com ■

S. Callan Advertising Hosts Pinz Bowling Event on Behalf of the Boys and Girls Club of Burbank and Greater East Valley

S. Callan Advertising hosted a holiday bowling event at Pinz Bowling Alley in Studio City, on Sunday, December 16, 2018 for members of The Boys & Girls Club of Burbank and GEV and their families.

In addition to bowling and access to arcade games, the children and their families also had lunch, received giveaways and gifts were distributed to all the children. “The staff of S. Callan opted to host this wonderful event for our families instead of having their own holiday party,” said CEO, Shanna Warren. “We are overwhelmed by their generosity. We have worked in the past with S. Callan Advertising and are so grateful for their partnership. By hosting this party, they ensured that more than 150 people had a

holiday experience of a lifetime.” Families in attendance were members from our Main Club and Stevenson elementary school in Burbank, Our Lady of the Holy Rosary elementary school in Sun Valley, and St. Jane Frances and St. Patrick's elementary schools in North Hollywood.

Many of the gifts were donated by S. Callan Advertising clients, who also wanted to be a part of this event. Added, Sheri Callan, Founder and CEO of S. Callan Advertising, “When we told our clients what we were planning for the holidays, they all jumped at the chance to share in this experience. It's made the planning aspect of the event even more fun and really speaks to the true meaning of the holiday season.” ■

Burbank Chorale

Rehearsals for the Spring Semester begin January 15, 2019 and will be held **every Tuesday through April 23, 2019 from 7:00pm to 9:30pm**

Auditions for the Spring Semester - January 15, 22, 29, 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

In The Community

Burbank News & Events

McCrorry'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 McCrorry, 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 McCrorrys 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 McCrorry 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 McCrorry at (310) 228-0943. ■



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 turnaround 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 Did It Again!



Brad Did It Again with the sale of the Davenport house in Sun Valley!

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 Market Trends

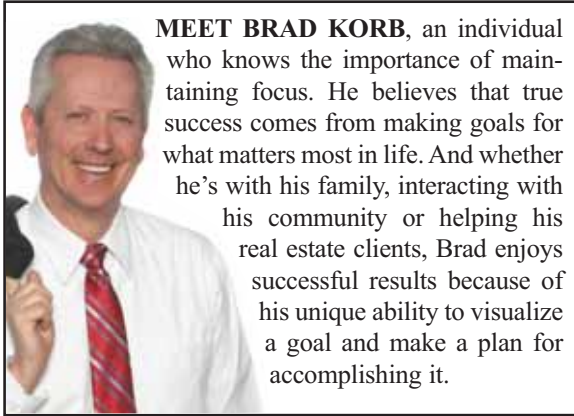
PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Market
0 to \$300,000	1	0	NA	1	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	3	0	NA	0	2	0	9.0	\$332,500	\$330,000	99.2%	14
\$400,001 to \$500,000	4	5	125.0%	8	20	3	1.2	\$445,470	\$454,645	102.1%	24
\$500,001 to \$600,000	9	9	100.0%	8	55	9	1.0	\$552,185	\$557,028	100.9%	35
\$600,001 to \$700,000	12	9	75.0%	19	57	10	1.3	\$643,748	\$655,675	101.9%	40
\$700,001 to \$800,000	15	11	73.3%	19	72	12	1.3	\$741,626	\$747,239	100.8%	27
\$800,001 to \$900,000	24	12	50.0%	13	78	13	1.8	\$829,870	\$847,339	102.1%	22
\$900,001 to \$1,000,000	7	6	85.7%	10	49	8	0.9	\$933,220	\$950,342	101.8%	25
\$1,000,000+	34	0	NA	0	81	14	2.5	\$1,393,905	\$1,393,291	100.0%	35
Market Totals	109	52	47.7%	78	414	69	1.6	\$853,621	\$862,512	101.0%	30

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
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\$949,949
Enter Code 3078

Luxury Division

12 Unit Building

LOS ANGELES **\$2,149,941**
Call 1-800-473-0599, Enter Code 2508

12 Unit Building

LOS ANGELES **\$2,199,991**
Call 1-800-473-0599, Enter Code 2498

2 Story Pool Home

TOLUCA LAKE **\$1,499,994**
Call 1-800-473-0599, Enter Code 3008

Huge House

STUDIO CITY **\$1,399,993**
Call 1-800-473-0599, Enter Code 2998

4 Units

BURBANK **\$1,299,992**
Call 1-800-473-0599, Enter Code 2558

Assisted Living House

VAN NUYS **\$1,069,960**
Call 1-800-473-0599, Enter Code 3168

Remodeled

BURBANK **\$949,949**
Call 1-800-473-0599, Enter Code 3138

Pool & Spa

SHADOW HILLS **\$919,919**
Call 1-800-473-0599, Enter Code 2258

Guest House

BURBANK **\$899,998**
Call 1-800-473-0599, Enter Code 2288

Horse Property

SHADOW HILLS **\$899,998**
Call 1-800-473-0599, Enter Code 2658

3 Bedrooms

TOLUCA WOODS **\$879,978**
Call 1-800-473-0599, Enter Code 2418

Pool & Spa

CHATSWORTH **\$869,968**
Call 1-800-473-0599, Enter Code 2098

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**

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!



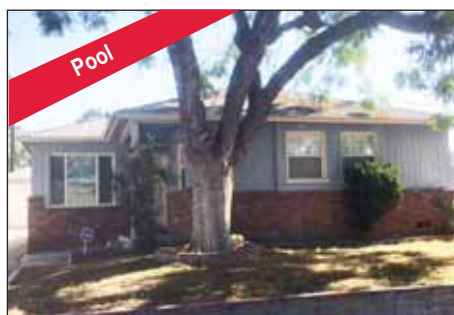
Don't Make a Move Without Us!

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!



SUN VALLEY **\$849,948**
Call 1-800-473-0599, Enter Code 2938



BURBANK HILLS **\$849,948**
Call 1-800-473-0599, Enter Code 3028



BURBANK **\$839,938**
Call 1-800-473-0599, Enter Code 2228



BURBANK MAGNOLIA PARK **\$799,997**
Call 1-800-473-0599, Enter Code 2398



BURBANK **\$799,997**
Call 1-800-473-0599, Enter Code 2278



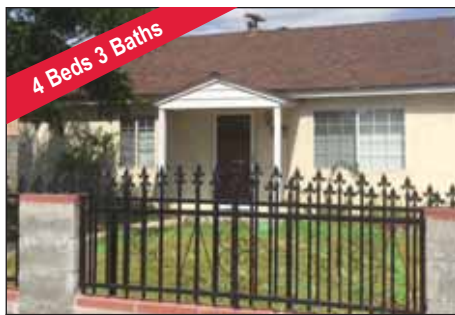
SUN VALLEY **\$799,997**
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ALTADENA **\$749,947**
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BURBANK **\$749,947**
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BURBANK **\$729,927**
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BURBANK **\$699,996**
Call 1-800-473-0599, Enter Code 2598



SUN VALLEY **\$649,946**
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SUN VALLEY **\$629,926**
Call 1-800-473-0599, Enter Code 2298



LAKEVIEW TERRACE **\$599,995**
Call 1-800-473-0599, Enter Code 3358



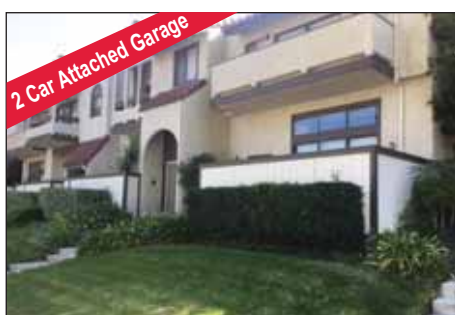
ARLETA **\$575,575**
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TOLUCA LAKE **\$569,965**
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SUNLAND **\$399,993**
Call 1-800-473-0599, Enter Code 2218



ENCINO **\$339,933**
Call 1-800-473-0599, Enter Code 2378



PANORAMA CITY **\$179,971**
Call 1-800-473-0599, Enter Code 3218

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

THE COST OF WAITING



HERE'S HOW PUTTING OFF BUYING A HOME COULD END UP COSTING YOU

PURCHASE PRICE	\$ 500,000	\$ 600,000	\$ 700,000	\$ 800,000	\$ 900,000	\$ 1,000,000	\$ 1,100,000
DOWN PAYMENT (20%)	\$ 100,000	\$ 120,000	\$ 140,000	\$ 160,000	\$ 180,000	\$ 200,000	\$ 220,000
LOAN AMOUNT	\$ 400,000	\$ 480,000	\$ 560,000	\$ 640,000	\$ 720,000	\$ 800,000	\$ 880,000
INTEREST RATE	4.000%	4.000%	4.000%	4.000%	4.000%	4.000%	4.000%
ESTIMATED APR:	4.099%	4.099%	4.099%	4.099%	4.099%	4.099%	4.099%
P & I PAYMENT:	\$ 1,910	\$ 2,292	\$ 2,674	\$ 3,055	\$ 3,437	\$ 3,819	\$ 4,201
TOTAL PAYMENT INCLUDING PROPERTY TAXES AND FIRE INSURANCE:	\$ 2,530	\$ 3,017	\$ 3,503	\$ 3,989	\$ 4,475	\$ 4,961	\$ 5,447

IF PRICES INCREASE 10% AND RATES INCREASE BY .50%

PURCHASE PRICE	\$ 550,000	\$ 660,000	\$ 770,000	\$ 880,000	\$ 990,000	\$ 1,100,000	\$ 1,210,000
DOWN PAYMENT (20%)	\$ 110,000	\$ 132,000	\$ 154,000	\$ 176,000	\$ 198,000	\$ 220,000	\$ 242,000
LOAN AMOUNT	\$ 440,000	\$ 528,000	\$ 616,000	\$ 704,000	\$ 792,000	\$ 880,000	\$ 968,000
INTEREST RATE	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%	4.500%
ESTIMATED APR:	4.599%	4.599%	4.599%	4.599%	4.599%	4.599%	4.599%
P & I PAYMENT:	\$ 2,229	\$ 2,675	\$ 3,121	\$ 3,567	\$ 4,013	\$ 4,459	\$ 4,905
TOTAL PAYMENT INCLUDING PROPERTY TAXES AND FIRE INSURANCE:	\$ 2,902	\$ 3,463	\$ 4,023	\$ 4,584	\$ 5,144	\$ 5,705	\$ 6,265
DOWN PAYMENT INCREASE	\$ 10,000	\$ 12,000	\$ 14,000	\$ 16,000	\$ 18,000	\$ 20,000	\$ 22,000
PAYMENT INCREASE PER MONTH	\$ 372	\$ 446	\$ 521	\$ 595	\$ 669	\$ 744	\$ 818
TOTAL INCREASE OVER 30 YEARS	\$ 133,862	\$ 160,634	\$ 187,406	\$ 214,178	\$ 240,951	\$ 267,723	\$ 294,495



Brian McKim

Senior Mortgage Advisor
 brian@houseamericafinancial.com

(818) 844-8207 office
 (818) 421-4737 mobile
 (818) 484-2014 fax

NMLS ID# 381742



505 North Brand Blvd. Suite 1500, Glendale, CA 91203

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