



Brad Korb

# Burbank Bulletin™

Successfully serving tens of thousands of families since 1979

Se Habla Español, Խոսք Խոսում ենք Հայերեն, Мы говорим по-русски, On parle français, and American Sign Language



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

## CONTACT US

The **BradKorb** REAL ESTATE GROUP

Focused on What Matters to You  
Real Estate Since 1979

Office 818.953.5300

Email Brad@BradKorb.com

www.BradKorb.com

BRE #00698730

3813 W. Magnolia Blvd.  
Burbank, CA 91505



We would like to extend a huge thank you to our clients and community! We are humbled by the generous contributions! We collected a record number of 15 overflowing boxes!

Just a small amount of the donations!

Ms. Emily Wassler Toluca Lake Elementary 3rd grade class



Krysten and Walter Brennan



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



- FACEBOOK: Brad Korb
- TWITTER: @BradKorb



## THE BRAD KORB TEAM FEATURED PROPERTY!



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**AREA MARKET TRENDS**  
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[www.BradKorbForeclosureHelp.com](http://www.BradKorbForeclosureHelp.com)

Think foreclosure is the only option?  
Think again!

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

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

# In The Community

## Burbank News & Events

### Reverse Mortgage

Bob Petersen, a Mutual of Omaha Mortgage Reverse Mortgage Professional, has shown many of Brad Korb's clients how they can refinance their existing mortgage with a Home Equity Conversion Mortgage (HECM) loan or finance their new home with a HECM for Purchase loan.

A HECM loan, commonly known as a reverse mortgage, allows borrowers to access their home equity and turn it into cash. This allows them to remain in their home with no monthly mortgage payments and they do not have to repay their loan until they leave the home.

Like the proven performance of Brad and Bob over the years, using a reverse mortgage to purchase a new home has stood the test of time. The HECM for Purchase allows borrowers to combine some of their equity, possibly from the sale of their previous home (funds can also come from savings and investments) with the proceeds from their new reverse mortgage loan to complete the new home purchase. With this kind of financing, buyers can often buy the house they want without using all of their cash, and additionally not have to pay monthly mortgage payments.



**Call or email for details and restrictions:**

Brad Korb Real Estate Group, BRE #00698730

Brad@BradKorb.com 3813 W. Magnolia Blvd., Burbank, CA 91505

Bob Petersen, NMLS ID: 874762 Mutual of Omaha Reverse Mortgage

BPetersen@mutualmortgage.com (714) 396-9512

*Mutual of Omaha Mortgage, Inc. dba Mutual of Omaha Reverse Mortgage, NMLS ID 1025894. 3131 Camino Del Rio N 1100, San Diego, CA 92108. Licensed by the Department of Financial Protection & Innovation under the California Residential Mortgage Lending Act, License 4131356. These materials are not from HUD or FHA and the document was not approved by HUD, FHA or any Government Agency. Subject to credit approval. For licensing information, go to: [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org) | Equal Housing Lender. ■*



The Burbank Police Department had a Coffee with a Cop event at Starbucks on December 9, 2021. The local Marine Recruitment office was present to accept toys for Toys for Tots.

### Your estate, your legacy Work with professionals to help ensure your wishes are met

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 wealth management, Brad Korb relies on Richard V. Bertain and David Escobar of UBS Financial Services Inc., recommending them with confidence. Korb says these Certified Financial Planner™ practitioners consistently deliver premiere customer service and extensive financial resource knowledge for planning and putting in motion long-term goals and objectives.

End-of-life planning is often a difficult topic to discuss, especially with family. However, without proper estate planning in place, families can be left in the dark during a challenging time. These decisions impact more than investments and assets; they also matter when it comes to unforeseen health issues.

Taking the time to plan now will help give you confidence that everything is in order and ensure the details around the management of your estate will be carried out efficiently and in the manner you want. With the assistance of an estate planning attorney, you can take advantage of these 10 ways to make it easier for your loved ones:

1. Collect relevant documents
2. Secure your assets and documents
3. Execute a will
4. Create a revocable living trust
5. Name a power of attorney
6. Create a living will
7. Check your beneficiaries
8. Plan your final arrangements
9. Review frequently
10. Communicate with loved ones

When it comes to estate planning, it's always a good idea to have a team of advisors to help. You can consult with an estate planning attorney, your wealth advisor and your accountant to make sure all of your questions are answered and your documents prepared.

Estate planning can be stressful. But having a plan in place ahead of time can help ensure your family is taken care of and your wishes are met exactly as you intended.

#### Plan your legacy today

If you'd like a copy of the full UBS estate planning checklist, with details about these 10 ways to make it easier for your loved ones to ensure your intentions are respected, please contact Bertain Escobar Wealth Management team member Taylor Moore at [taylor.moore@ubs.com](mailto:taylor.moore@ubs.com) or call him at 626-



405-4735.

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

Bertain 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 client would be proud to recommend them to their friends and family.

#### Bertain Escobar Wealth Management

**UBS Financial Services Inc.**

251 South Lake Avenue, 10th Floor Pasadena, CA 91101

626-405-4710

800-451-3954 toll free

855-203-6443 fax

[ubs.com/team/bertainescobarwm](http://ubs.com/team/bertainescobarwm)

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### 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. ■*

Please donate your unwanted items to the Kids' Community Dental Clinic online thrift store and help children in need of dental care. Call (818) 841-8010 today for details and make a huge difference in young lives.



400 W. Elmwood Dr.  
Burbank, CA 91506



# In The Community

## Burbank News & Events



**\*\*Back to Business\*\***

BCC Association Meeting  
Monday, January 3, 2022  
12:00 PM – 1:30 PM  
Burbank, 438 E Harvard Rd, Burbank, CA 91501

Speaker: Don St. Clair, Leadership Burbank

(Mark your calendars - 1st Monday of the Month until May)

To RSVP go to <https://www.burbankcc.org/eventsgallery>



**THANK YOU BURBANK**  
**For Supporting our Holiday Basket Program**  
**We Did It Together**  
**400 Baskets Delivered to Needy Families!!!**



### Join Us – We're Fun!!

BCC still looking for the following volunteer positions  
Social Media Chair, Public Relations Chair, Events Chair, Fundraising Chair  
Nonprofit Organization Coordinator

### Become a Member!!

Annual membership is only \$20 for an individual, or \$30 for an organization and can be paid online through PayPal. Members can make announcements at meetings, put announcements into the monthly newsletter.  
Go to [burbankcc.org](http://burbankcc.org) for details! ■

My experience with receiving the Christmas baskets was a huge thrill, so much gratitude and when I saw my daughter's face of happiness and hearing her say "there are good people in this world who think about us, who don't have much and they will definitely be Rewarded by sharing a little of what they have." It has really been a blessing in these difficult times and when family and togetherness are so important. Thank you for your enormous hearts. We won't forget what your help meant to us.  
God bless you. – Claudia



## ROAD KINGS: A LOOK IN REVIEW 2021

**Don Baldaseroni**  
*Community relations representative*

This is the Burbank Road King's 70th year in Burbank, and we are certainly looking forward to another fantastic year. 2021 was a super year for us. Man were we busy and loving every minute of it. The Road Kings were honored as the host club at Nitro Revival at the Irwindale Speedway, a three day event with thousands of spectators and gorgeous cars.

The club members would like to thank Mayor Bob Frutos, Burbank City Council, Burbank police and fire Department, and all Burbank businesses for supporting the Road Kings this past year.

Great news, depending on city restrictions, it looks like the Road Kings car show will take place June 12, 2022.

Take a look at a few Road King events from 2021:

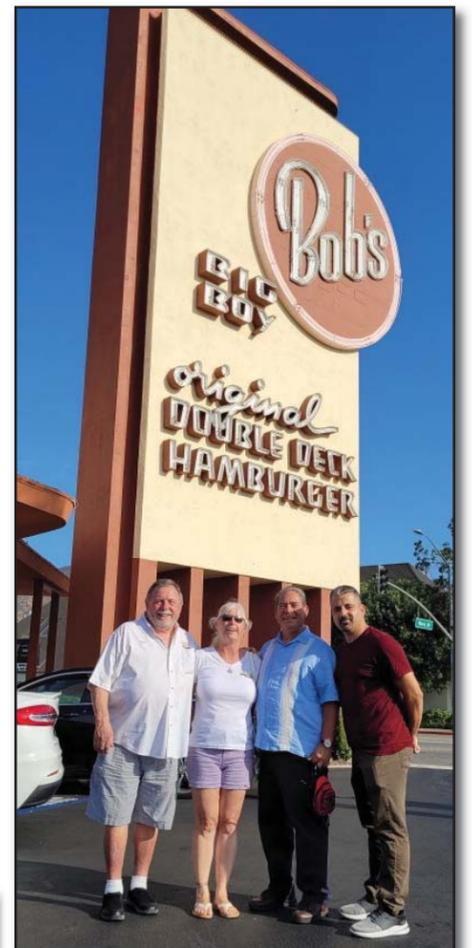
1) Assisting AUTO AERO BOOK



STORE repainting their sign

2) Rolling car show April 24th, and visiting all the Police and Fire Departments as a thank you for doing such a FANTASTIC job for Burbank residents

3) Burbank Night out at Vickroy Park hosted by Laura Frutos in May



4) Chow Down Burbank; dinner out at several Burbank restaurants to support them

5) Kiwanis car show fund raiser at John Muir middle school (only Road Kings Cars)

6) Trunk or treat at the YMCA and Chili Johns, we gave a lot of candy to the kids

7) Burbank over pass reopening... first cars over the Bridge, ribbon cutting

8) Chamber of Commerce December Mixer at Burbank Historical Society, Handy Mart and the Road Kings sponsor

9) Toy drive at YMCA

10) Road Kings Yearend Holiday party at Burbank Elks

Please be safe and until next time  
[burbankroadkings@gmail.com](mailto:burbankroadkings@gmail.com) ■



# In The Community

## Burbank News & Events

### BRAD KORB TEAM RECENT LISTINGS AND SALES

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

LISTINGS		SALES		SALES...Continued	
4213 W. Burbank	2918	5253 Vantage #203	3168	15014 Bassett	5328
2728 S. Mission	3278	1717 Scott #15	2998	23061 Cerca	5318
16703 Estrella	2608	12615 Judd	3138	111 W. Mountain #9	5348
9213 Balfour	2128	9253 Gerald	2538		
13811 Valley Vista	3288	1428 N. Frederic	2748		
444 E. Verdugo #6	3318	12551 6th	3088		
3810 E. Avenue V	3388	1631 N. Brighton	3098		
5145 Willowcrest	3368	14602 Polk	3128		
416 N. Fredreic	3348	8815 Sunland	2898		
13386 Rangoon	3378	12421 Woodville, Seller	3148		
1125 Leighton	3418	12421 Woodville, Buyer	3148		
13108 Reservoir	3438	13566 Montague	2548		
20921 Community #8	3308	734 E. Verdugo #3	3188		
7554 Bellaire	3478	5253 Vantage #302	3268		
1062 E. Orange Grove	3358	9213 Balfour	2128		
1916 N. Valley	3328	837 N. Beachwood	3158		
4181 W. Sarah #12	3428	5429 Newcastle #316	2668		
512 E. Grinnell	3498	18530 Hatteras #214	2158		
		4213 W. Burbank, Seller	2918		
		4213 W. Burbank, Buyer	2918		
		9446 Trebert	3048		
		19137 Merryweather	5268		
		8500 Belmar	5248		
		6934 Day	5238		
		1545 Border Unit B	5288		
		1118 N. Beachwood	5258		
		6719 Melvin	5278		
		19310 Superior	5298		
		15801 Wyandotte #105	5308		
		14200 Foothill #29	5338		

USE THIS TRUCK FREE!



Call 1-800-473-0599  
Enter Code 4408

Call  
**The  
Brad Korb  
Team**

**(818) 953-5300**

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

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



Debbie Buffham, Executive Director Critical Care & Emergency Services, with Brad and Nancy Korb

The Brad and Nancy Korb Family are proud to be part of the Burbank community in supporting the new Emergency Department under construction at Providence Saint Joseph Medical Center! This is a state-of-the-art facility supporting modern technology and future models of care providing right-sized and safe spaces for its patients and staff. A separate urgent care center under construction at the corner of Buena Vista Street and the ED entry street, to accommodate the lower acuity patients in the ED as well as additional catchment in the community. The new Urgent Care center will be approximately 8,500 SF. Extensive make-ready work was required for this project, including the construction of an ADA compliant pathway, relocation of primary utility lines, and soil improvements due to geotechnical site conditions. Utilities are being installed under the existing tunnel. Additional information can be found at <https://www.thestahlcompanies.com/project/saint-joseph-medical-center-ed-expansion/>

### Burbank University Women

Members of BUW meet on the 2nd Thursday of each month at Joslyn Adult Center. The group invites all women who have completed 60 units or more of college work and are at least 55 years of age to apply for membership. The goal of Burbank University Women is to promote education and intellectual growth.

Activities include monthly meetings with interesting speakers, book club, dining group, day trips, fundraising activities and furnishing college scholarships to graduates of Burbank high schools.

For membership information, please call Jeri Primm (818)843-2610 or Marcia Baroda at (818) 848-2825. ■

### The Brad Korb Team is Growing!

Due to our 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. Please email us for details on this new and exciting career for you. Mention that you saw the ad in the Burbank Bulletin! [courtney@bradkorb](mailto:courtney@bradkorb).

**The  
Brad Korb  
REAL ESTATE GROUP**

*We look forward to  
hearing from you.*

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

# In The Community

## Burbank News & Events



### Burbank Temporary Aid Center Updates

#### BTAC Continues to Serve Record Numbers

We have been overwhelmed at the number of community members needing assistance. We are happy to be able to assist them but couldn't have done it without you. Normally, each household can receive groceries once each month. Because of your generosity, BTAC is still able to provide each household two orders of groceries every month. Getting the extra groceries helps reduce monthly food costs, leaving funds to help with car payments, rent, etc.

#### Happy New Year and Thank You!

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

Some groups focused on specific items, such as hygiene items or peanut butter and jelly/jam.

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

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

Friday, March 11, 2022 BTAC will hold its Annual Gala. We don't know how it will work, but we plan to celebrate our community and would love to have you join us. Watch for more information in the coming weeks. For more information or to be added to the invitation list, contact BTAC for more information: 818-848-2822 ext. 110 or bhowell@theBTAC.org.

#### BTAC Needs Volunteers!

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

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

## 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 Thomas Chadwick (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 ADULT CENTERS

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



Contact the Joslyn Adult Center Monday-Friday between 8am-6pm to request the most up-to-date information regarding facility hours and programs. Updated information on classes and activities will be available on our website.

### 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)

#### Virtual and In-person Activities

Advance sign-up is required for all virtual activities. To reserve your spot, contact the Joslyn Adult Center at 818-238-5353. For more information regarding all activities, both in-person and virtual, please feel free to look on our website or visit the Joslyn Center.

#### FITNESS

##### Kundalini Chair Yoga – Virtual Only Mondays from 9:30-10:30am

Kundalini Yoga is the yoga of self-awareness. Each class is focused on exercises that boost the immune system and enhance the function of the Central Nervous System. The class often ends with a 5-minute meditation.

##### Chair Strength Training – Virtual Only Tuesdays from 10:30-11:30am

This chair strength class will focus on exercises that build muscle mass, increase bone density, promote good posture, and improve balance.

##### Fall Prevention with Harry – Virtual Only Fridays from 9-10am

Learn how to prevent stumbles, recognize fall risks, and to safeguard your environment. This class will help build lower body strength and emphasize core training, balance, and stability movements.

##### Strength and Balance with Harry – Virtual and In-person Thursdays from 10-11am

Build strength, decrease body fat, and improve balance and flexibility. This class will incorporate progressive resistance training, stretching, tai chi, yoga, Pilates, and circuit training. This class is both in-person as well as livestreamed for Zoom.

##### Shao Chi & Yoga – Virtual and In-person Thursdays from 12:30-1:30pm

This modern approach to Tai Chi (Shao-Chinese word for young, fresh, new) will get you more in touch with your body. The slow movements will focus on balance, core strength, flexibility, gait, posture, and anticipatory postural control. This class also combines yoga tailored for a wide range of physical abilities. This class is both in-person as well as livestreamed for Zoom.

#### CLASS WITH EXTRA COSTS

##### Tai Chi Tuesdays 10:00-11:00am

Cost of class WITH activity card will be \$3.00. Cost of class WITHOUT activity card will be \$5.00

##### Line Dancing Saturdays 10:30-11:30am

Cost of class WITH activity card will be \$5.00. Cost of class WITHOUT activity card will be \$7.00

#### OTHER

##### Brain Booster Live – Virtual Only Mondays 4:30-5:30pm

Virtual Brain Booster is an extension of the Brain Booster class held at the Joslyn Center during normal operations. In this group participants learn and practice proactive measures for maintaining a healthy mind with simple methods that can be incorporated into everyday life!

##### NEW Karaoke – In-Person Tuesdays 12:00-2:00pm

Join us this new year for our new karaoke group

every Tuesday.

##### Bingo – In-person Thursdays from 1:00-3:00pm

Live Bingo that allows anyone the chance to win prizes and Joslyn bucks. With activity card, there is a \$1 fee for the game.

#### SUPPORT GROUPS

##### Challenges and Choices – Virtual Only Mondays from 11:00am-12:30pm

This support group addresses life challenges introduced by COVID-19.

##### Men's Support Group – In-person Thursdays 1:00-2:30pm

This group provides space for men to discuss inner thoughts, life challenges, and fears.

##### Senior Support Group – Virtual Only Tuesdays 2:00-3:30pm

This group allows seniors to meet virtually and discuss life challenges and events.

##### Soulful Senior Support Group – In-person Fridays 2:00-4:30pm

This group allows seniors to meet at the facility and allow them to watch different enlightening videos and reflect on life.

#### TECHNOLOGY

##### Zoom Coaching Appointments

Need help using Zoom to attend meetings and groups? Meet one-on-one over the phone with Joslyn staff to learn the ins and outs of Zoom! By appointment only.

#### Ongoing Programming

##### Home Delivered Meals ✓ Currently Open for Enrollment

During the Covid-19 pandemic, the City of Burbank Home Delivered Meals (HDM) program is providing up to seven free lunch meals to Burbank Residents ages 60+! To apply, for Home Delivered Meals, please contact Burbank Nutrition Services at 818-238-5366.

##### Project Hope ✓ Currently Open for Enrollment

Project Hope is a free program that pairs volunteers with Burbank Residents ages 60+ to assist with: grocery shopping, picking up prescriptions, dropping off items at the post office, and fulfilling other essential errands individuals may need completed on their behalf.

If you are in need of assistance with any of these services, or are interested in volunteering for Project Hope, please contact the Burbank Volunteer Program (BVP) at 818.238.5370, or email BVP@burbankca.gov.

##### Phone Pals ✓ Currently Open for Enrollment

Phone Pals is a free program that pairs Burbank Residents ages 55+ with a volunteer that regularly calls to check in and visit over the phone. If you are interested in being paired with a Phone Pals volunteer, or becoming a volunteer, please contact the Joslyn Adult Center at 818.238.5353.

#### Day Trips

At this time the Travel/Recreation Office has suspended all day trip activities. Further information regarding future day trips will be available when regular operations and programming at the Joslyn Adult Center resume. ■

# In The Community

## Burbank News & Events

### GIVING THE BURBANK HILLS THE OLD COLLEGE TRY!

Have you ever noticed that the streets in the hills of Burbank all seem to have school names? Just take a drive up to The Castaway. You took Harvard, didn't you? Look around. You'll find Cornell, Eton, Stanford, Amherst, Andover, Cambridge, Grinnell, Groton and more -- including the street "Uclan." We know of many people who never realized where the name "Uclan" came from. Hint: Drop the "n" and when you do, it will offer you a big hint of what the hillside area's founder wanted to build in our Burbank (Verdugo) hills.



The University of California was established in 1873 in a town far north of us, a place called Berkeley. Its mascot and team were called the Bears, after California's own state animal. In 1881, the California state legislature gave the okay to building a second, southern branch of the University of California. This became known as the California State Normal school, which is a school for teachers, and was located where today's Los Angeles Central Library is. In 1914, the Normal School moved to its new location also in Los Angeles, but on Vermont where Los Angeles Community College sits today.

But this southern branch of the University of California soon outgrew the Vermont Street location and, in 1919, the Governor declared that the southern branch of the University of California shall become a full-fledged university as it expanded its fields of study. As a result, by the 1920s, the southern branch of the University of California began actively searching for a bigger, better location.

Enter Ben Marks, a real estate developer who happened to own a big patch of hillside land in Burbank (the former Stough property). Old maps tell us this hillside area was called Woodland Heights. Later, the development was named for Ben Marks and called BenMar Hills.

Ben Marks was a man with big ideas. He envisioned a grand development in the hills, featuring the University of California, designed to look practically palatial, like something out of Downton Abby. But there was much more to the area than just a school. There would also be a new country club, hotels (plural!), a master auditorium, an open air theater, a civic center, grade schools and a high school plus railroad depots. All of these buildings were fully conceptualized as what we'd now consider elegant, castle-like locations, with turrets, tall chimneys, domes and cupolas.

But while Ben Marks had imagination in droves, his lack of marketing skills and business savvy outweighed that vast imagination.

There were other businessmen vying for the second branch of the University of California. One such pair of astute businessmen went by the names of Edwin and Harold Janss. The Janss Brothers happened to own a large plot of West Los Angeles. The brothers sold part of their lush location for a tiny fraction of its valued price to the cities of Santa Monica, Beverly Hills and Los Angeles. In turn, the

three cities donated their new land, now called Westwood, to the state to become the new University of California, Los Angeles. They broke ground in 1927. Shrewdly, the Janss brothers held onto what became commercial and residential Westwood, assuring that they would own all the businesses and homes that would undoubtedly pop up all around UCLA. Very shrewd indeed.

Ben Marks never thought of that. And then the depression hit.

The Janss Brothers were prepared for it. They had already bought plenty of land in Southern California and, over the years, developed subdivisions in Boyle Heights, Yorba Linda, Van Nuys and Owensmouth (later renamed Canoga Park). They ventured out of California to develop Sun Valley, Idaho, and came back to create Thousand Oaks. Both Janss brothers did very, very well for themselves.

Ben Marks, on the other hand, was found guilty of fraud due to defaulted bonds and confused property title claims, and went broke.

True, homes were built in BenMar Hills. Some of the largest were built during the 1920s while Marks begged for people to subsidize his vision of a beautiful, posh community in the hills. After the dream of UCLA crumbled, Marks wanted to put a school of International Relations in the hills. It would be a division of USC! That idea went bust, too.

After World War II, many more homes were built in the hills, just as suburbs were sprouting all over the United States during the baby boom. But few people who live in the hills know that their homes were supposed to be a part of an elaborate European-looking site of UCLA. The street Ben Marks named Exeter became Walnut. A proposed park that Marks pictured at the top of Exeter is now DeBell Golf Club. BenMar Boulevard was replaced by Tufts, University and Uclan. Where Marks wanted to put the city's Civic Center is now McCambridge Park.

Imagine. Ben Marks had a terrific imagination. What if his dreams had come true? If Ben Marks had had his way, it would be the Burbank Bruins feuding with the USC Trojans! Just picture the rivalry!

Right here in Burbank.

**THE BURBANK HISTORICAL SOCIETY**  
**burbankhistoricalsoc.org**  
**115 N. Lomita, Burbank, 91506**  
**(818) 841-6333 ■**



**Burbank Public Library**  
 knowledge • discovery • community

### Burbank in Focus

Visit [BurbankinFocus.org](http://BurbankinFocus.org) and discover a digital library of historical Burbank photos hosted by Burbank Public Library. Don't miss the video collection that includes the 1997 State of the City video "What I Like About Burbank" which featured statements from Ron Howard, Rick Dees, Dick Clark, and Jay Leno and was hosted by Mayor Bob Kramer.



Whether you are interested in browsing photos by collection, searching for images of a particular person or event, or even searching by location, this is the place to celebrate the Media Capital of the World and the people who have made it great.

In addition to the images and videos found on Burbank in Focus, the Library offers these additional resources for people interested in local history.

### rememBURBANK PODCAST

A podcast featuring stories from the history of Burbank, California is produced by the Burbank Public Library. Past episodes have included: How Burbank Got Its Name, Bonnie Gray-Burbank's Cowgirl, and Start of the Starlight Bowl. New episodes are released every other month and can be found on Burbank in Focus and through your favorite podcast provider.



### LOCAL NEWSPAPERS ON MICROFILM

Local newspapers: The Burbank Daily Review (1931-1985), Burbank Leader (1985-2008), and Los Angeles Times (1971-2009) are available on microfilm at the Central Library. Materials can be viewed, scanned, saved to a USB flash drive, and printed from the microfilm reader near the Reference Desk.



### YEARBOOKS AND CITY DIRECTORIES

Browse local school yearbooks, including Burbank and John Burroughs High Schools, and Burbank City Directories (years vary). For more information contact Carolyn, our Local History Librarian, at 818-238-4367, or at [burbankinfo@burbankca.gov](mailto:burbankinfo@burbankca.gov). ■

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](http://burbanklibrary.org)

### Burbank African Violet Society

The Burbank African Violet Society will be having its next monthly meeting on Thursday, January 20, 2022, at 10:00 a.m. The location is The Little White Chapel Christian Church at 1711 North Avon Street in Burbank.

The program will be "Starting African Violets From A Leaf", led by club members John Hershey and Wanda Penner. This will be a hands-on workshop with new techniques for growing your African violet leaves. Installation of officers will also be taking place.

There is a raffle and silent auction tables. Refreshments are served and friendships are made. Guests are always welcome to attend our meetings. For more information please telephone (661) 940-3990 or reference our website: [www.burbankafricanviolets.weebly.com](http://www.burbankafricanviolets.weebly.com). ■



# In The Community

## Burbank News & Events

### Meet Joe and Kathy McHugh...



I have been friends with Joe and Kathy McHugh since our children were six years old and we were in the YMCA Guides program together in the early 90s. I wanted to introduce them to you in case you need a review your current estate plan or asset protection. Joe is a highly experienced attorney who has earned an excellent reputation for representing clients in the areas of California Asset Protection, Estate Planning, (Wills & Trusts), Elder Law (Medi-Cal Planning), Special Needs Planning.

He is the founder and principal of LA Law Center, PC, located near my office in Burbank, California ([www.la-lawcenter.com](http://www.la-lawcenter.com)). Kathy is a Certified Senior Advisor and works in the law firm as the Triage Director. Call them at (818)241-4238 and let them know Brad Korb referred you for a free consultation. They created the article below so you can easily see what they offer to our community.

#### Getting Your Affairs in Order and Protecting Them in California

**Attorney Joseph McHugh, founder of LA Law Center, PC** is proud to offer legal services in Asset Protection, Estate Planning and Elder Law. These are important to understand if you own real estate in California.

If you were asked, "What would happen to your assets if you were gone tomorrow?" would you really have an answer? This should be an easy question to answer, however due to various laws, you might be surprised to learn what you are thinking to be your current estate plan may not distribute your assets or handle your remaining obligations as you think.

#### Why Do I Need Estate Planning?

**Estate Planning** is not just about what happens to your assets after you pass away; effective estate planning looks at all the issues, from initial planning avoiding Probate; taking steps to avoid possible conservatorships if you become incapacitated; the potential need for Medi-Cal to pay for nursing home care; asset protection in case of crazy lawsuits. A good estate plan allows people to control the allocation of accumulated assets both before and after death through careful planning for the distribution of property to family members.

We have found that, to most people, **Estate Planning (Living Trusts)** can be simply defined as follows:

1. "I want to control my assets while I am alive & well."
2. "I want to provide for myself & my loved ones if I become disabled."
3. "When I die, I want to give what I have to whom I want, when I want, in the way that I want to do it."
4. "I'd like to do all of this now and want to know what it's going to cost me today and have peace of mind that my affairs are in order."

There are several reasons why a **Revocable Living Trust** is important. A Living Trust eliminates the need for your heirs or surviving spouse to be subjected to the agony and unnecessary costs of the probate process; a Living Trust allows for the management of your trust assets if you become incapacitated; a Living Trust pro-

vides the vehicle to potentially eliminate estate or inheritance taxes or at least minimize these onerous and confiscatory taxes; a Living Trust provides a means for your appreciable assets to be transferred to your beneficiaries with a "stepped-up valuation", which means that potential capital gains tax would be avoided.

#### How Can I Protect My Assets from Lawsuit Crazy Californians?

**Asset Protection in California can be very important to those that have risky businesses (landlords, professionals, business owners, etc.) or for everyone are just driving a car in LA these days!** This type of legal planning involves techniques, which have the effect of placing assets beyond the reach of unknown future creditors to the extent legally and ethically possible. Legitimate asset protection planning does not involve hiding assets, using secret agreements or making fraudulent transfers. Neither does it involve tax evasion or, necessarily, tax avoidance, although some asset protection plans can be combined with estate and tax planning to produce favorable tax results. Asset protection planning combines sophisticated and legitimate Business Planning and/or Estate Planning techniques by setting up **Asset Protection Trusts** that apply to your situation. You can also set up a trust to protect your privacy so the public cannot easily find out where you live (this is particularly important in LA for celebrities, business owners, law enforcement and landlords). It is critical to understand your options and set up protection BEFORE a cause of action happens. Joseph (Joe) McHugh, Esq can help you assess if you may need to step up your level of asset protection.

#### If I have Assets... How can I Qualify for Medi-Cal?

**Elder Law** is a distinct legal field which concentrates on the legal, financial protection, social, and health care needs of one specific sector of society: the elderly or disabled that need caregiving. It is a law practice that is built on compassion, care, and concern for disabled persons that need government programs (**specifically, Medi-CAL for long term care needs**). As we get older, many of us are faced with difficult and important decisions regarding our healthcare and our financial well-being. Joe and his wife Kathy (Certified Senior Advisor) can help you plan for both the present and the future through the establishment of **Medi-CAL Irrevocable Trusts, Elder Law Power of Attorneys and Health Care Directives**. These elder law documents and legal transfer of assets help clients qualify for Medi-Cal that will help pay for nursing home care, while causing the least amount of financial burden to the estate. They can also help you protect your home from Medi-CAL Estate Recovery before the death of the Medi-CAL beneficiary.

This is a quick overview of the major parts of LA Law Center's business. Joe and Kathy are happy to offer a free phone consultation to Brad Korb's referrals. **Just call 818.241.4238.**

Go to [www.la-lawcenter.com](http://www.la-lawcenter.com) for more detailed information. ■

### Burbank Tournament of Roses Association

By Robert Hutt

With any luck this article will be published during Deco Week, December 26-31, just as hundreds of volunteers from the community are working to put the finishing touches on Burbank's Rose Parade® float entry: An Unlikely Tale. A million thanks are due to those volunteers who have glue or paint on their hands, those whose hands have been snagged by rose thorns or numbed by the cold water as they fill thousands of vials for those roses, and to those volunteers whose hands have helped do everything else!



system and animation controller before loads of enthusiastic helpers are turned loose on the float. Any float elements that have been previously claimed will be removed and saved. We may also remove the Dragon's Wings and neck to keep things safer. Deconstruction Day begins on Saturday, January 15 at 10:00 AM. Everyone is required to be vaccinated and wear a face mask. Don't forget to bring some work gloves!

Even as we deconstruct one float, the process has already begun to create the next. Our 2023 Design Contest is in full swing! The contest is open to everyone: young or old, Burbank resident or not.

As I write this, the parade is still several weeks in the future. I have no idea if we will bring another prize-winning float back to Burbank. Regardless of the outcome, everyone can be proud of their efforts and proud to live in a community like Burbank that makes a project like this possible.

After the parade, you can get a close-up view of Burbank's float and all the other floral masterpieces, at "Floatfest" in Pasadena (Sierra Madre Blvd & Washington Blvd). Admission is \$20/person. The floats will be displayed on January 1 and 2 until 5:00 PM. On the evening of January 2, our float will return to Burbank where it will be showcased across from the main library at Glenoaks Blvd & Olive Avenue until the evening of Wednesday, January 5. During this time the animation and music will be activated on the odd hours from 11:00 AM until 7:00 PM. You can talk to the volunteers who built and operated the float. Some great souvenirs will also be on sale and every item sold will help us to build next year's float! Find out how you can become a member of the Burbank Tournament of Roses Association and help select the next float that will represent Burbank! (Hint: paid members get to vote at the Pick-The-Float meeting on February 3.)

The float will return to its "birthplace" at the BWP Auxiliary Warehouse on the morning of January 6 where we will begin the process of deconstructing the float. We will remove the intercom system, sound



*This Unlikely Tale of Friendship brings together a young knight and dragon rewriting their own story, by reading together in harmony. The 2022 parade theme is "Dream, Believe, Achieve" and celebrates the power of education.*

Don't worry about your artistic skills. What we are looking for is a great concept. Visit our website and download a contest entry form. You may enter as often as you like, so download several! It's FREE! Although the official parade theme will not be released until mid-January, on the back of the form is a great hint for the parade theme written by incoming Tournament president, Amy Waincott. It has something to do with "Turning a Corner." Our Design Contest closes on Wednesday, January 26 at 8:00 PM. Don't wait until the last minute to start thinking about a design. Follow the submittal instructions on the contest entry form to make sure that we consider your concept.

We are now entering our slow season. Work-days at the site are Wednesdays and Saturdays from 10 AM until about 4 PM. Call the float site at 818-840-0060 and we will be happy to answer any questions. The site is located at 123 West Olive Avenue (adjacent to the MetroLink parking lot). Check our website at [BurbankRoseFloat.com](http://BurbankRoseFloat.com) for any coming events. ■

### CHILD DEVELOPMENT & EARLY EDUCATION PROGRAMS

- \* Ages: Infant - 5th Grade
- \* On-site Healthy Home Cooked Meals
- \* Play Based Educational Model
- \* YMCA Family Membership Included



[www.burbankymca.org](http://www.burbankymca.org)



# In The Community

## Burbank News & Events

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

ANNA LUKE CFPTM / COMPREHENSIVE FINANCIAL SERVICES DONATES TOYS AND CASH CONTRIBUTIONS 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. The event was once again held at the Oakmont Country Club in Glendale. This event is in its 22nd year. Last year, toys and donations were collected, but because of Covid, clients and guests were unable to get together in person.

Upon seeing all the toys collected, CEO Shanna Warren remarked, "It's so good to see everybody gathered together again. Every year CFS and their clients do an amazing job. I am so grateful for the love and support they have shown our Club. The Boys & Girls Club of Burbank just can't thank Anna and Victor Luke, Candy Hanks Marinace, and the whole CFS team enough for choosing our Club as the beneficiary. It's just incredible how everybody goes out of their way to make sure our Club members will have a special holiday. We're so grateful."

In addition to all the toys, Anna Luke

announced to the audience that she and CFS would match all the cash and gift card gifts already donated. The contributions for the past two years were the most successful on record.

All the toys collected will be distributed to Boys & Girls Club of Burbank members during its Main Club holiday party on Friday December 17, 2021. Once again, CFS, which single-handedly provided more than 85% of the toys will also help us bring joy to all of club members. Thank you, CFS. Santa's workshop at the Club will be filled to the brim with wonderful holiday surprises.

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

Comprehensive Financial Services  
 3811 W. Burbank Blvd.  
 Burbank, CA 91505  
[www.cfsburbank.com](http://www.cfsburbank.com)

### Estate Sales by Connor Shares How Your Trash May Be Worth More Than Your Stocks!

Often times, family members and trustees inherit an estate and are overwhelmed with how to sell the contents. They aren't sure where to begin and "Just want to get rid of the mess" so they can sell or rent the home. When Estate Sales by Connor is called out to an estate to offer a complimentary assessment of what an estate sales may bring, it is quite common to learn that the family has donated bags of "junk" or rented a dumpster to clean out all the "junk". However, it is more often than not, the "junk" may have more value than items like furniture, fine china and crystal.



and not only Tiffany Glass (Yes, as in Tiffany and Co and Breakfast At Tiffany's) but it was also signed by founder and artisan Louis Comfort Tiffany in 1889. Estate Sales by Connor was able to sell this item for over

When people are moving, downsizing and sorting through the estate of a loved one, the first items that they usually throw-away or donate are clothing which could fetch hundreds, if not thousands of dollars. A few years ago, co-founder of Estate Sales by Connor, Stephen McCrory found a black Alexander McQueen jacket in an estate that looked as if has just survived a Florida hurricane. "Amid some old blazers was this Jacket by Alexander McQueen", States McCrory. "I only knew it has value because he passed away and since then his clothing had skyrocketed". Upon examining it more McCrory was able to sell the jacket for nearly \$2000.00 bringing a well needed profit to his client.

While most estates know when there have Salvador Dali signed Lithograph or a Peter Max signed poster, art is another area that often goes untapped. Numerous times when Estate Sales by Connor has come to assess the contents of an estate, clients explain that they have art but nothing of value. Upon searching through the garage of an estate in Burbank, Stephen McCrory found a wooden create with a stained glass panel, upon closer examination, he determined that it was an actual piece of Tiffany Glass that came from a European church,

\$30,000.00! While it is obvious to most that things like a coin collection and gold jewelry have significant value, it's all in the name. A mint gold liberty coin has more value than most gold rings and a set of Wallace sterling silver "Grand baroque" flatware can sell for nearly double the value of scrap silver. For most people these nuisances go unnoticed, but these are things a commission only based estate sale company, like Estate Sales by Connor will look out for, helping you to maximize your profits.

It's not just clothing and art that could have significant value, which is often overlooked, but less assuming items, like those compiled in the list below.

- Estate Sales By Connor's Top Ten Items to Never Throw Away Until Assessed by an Estate Sale Company or Appraiser:
1. Records
  2. Old Cameras and Camera Equipment
  3. Old Perfume Bottles
  4. Old Clothing
  5. Costume or "junk" Jewelry
  6. Anything to do with old Hollywood or Los Angeles
  7. Old Car parts
  8. Old tools
  9. Old Glass
  10. Old Linens

Instead of guessing what may be of value, give us a call and let us give your potential estate sale a complimentary assessment...after all you can always throw things out, but you can't take them back!

For a Evaluation, Contact Stephen or Aime McCrory at 310-228-0943 or 818-848-3278 or email photos to [americasyoungestpicker@gmail.com](mailto:americasyoungestpicker@gmail.com). ■

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 hard-working 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.
- Antiquity, 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 Ray's Cabrini Villas townhouse!

# In The Community

## Burbank News & Events



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

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

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

### Are You Struggling to Make Ends Meet (You're Not Alone)

The Covid-19 Global Pandemic - has dramatically altered the financial well-being of many individuals and families.

Many are facing stressful times over their loss of financial independence and daily income security. You're not alone – we're here to help you through these "tough" times.

#### What We Do – For Our Clients:

- Improve monthly cashflow - month one
- Reduce/eliminate monthly cash spending to creditors
- Reduce/eliminate out-of-pocket medical/dental cost
- Eliminate 10's of thousands of creditor debt
- Prevent Bankruptcy (BK)
- Save home from "must sell" situations
- Qualify for Mortgage Loan
- Improve Credit status/score



*John Janis, Platinum Resources and Brad Korb*

#### OUR GUARANTEE:

**- There is NO Client Financial Downside Risk -  
You will not spend 1-cent until we get the results**

- For additional information - Please contact Brad at **818-953-5304**, [Brad@BradKorb.com](mailto:Brad@BradKorb.com), or John Janis toll free **800-706-1210**, [JohnJ@PlatinumResources.US](mailto:JohnJ@PlatinumResources.US)

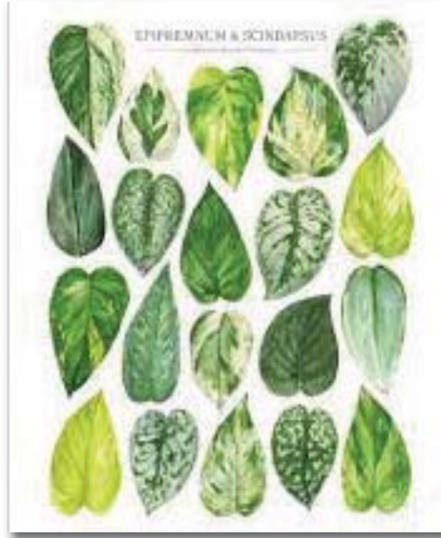
**CLIENT REVIEW'S – click on this link**  
<https://platinumresources.us/testimonials/>

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

## BURBANK-VALLEY GARDEN CLUB

The Burbank-Valley Garden Club will hold the next meeting on January 6, 2022 at the Little White Church located at 1711 N Avon St, Burbank, CA 91505. The meeting will begin at 10:00 a.m.



We are very excited to present popular plantsman and Sylmar High School horticulture instructor, Steve List, who will answer member questions about winter gardening. We are very fortunate to live in a very tolerant climate and we do not face the same challenges that some of our neighbors face. Winter is a good time to ensure our tools are in tip top shape and

ready to jump out the gates come Springtime!

Before and after Steve's talk, members and guests can shop the Plant Sale. The Plant Sale is a good opportunity to bring home another lovely plant that has been lovingly grown by our members.

Many of the plants available will also have been grown by Steve's horticulture students at Sylmar High School.

Please join us not only to hear this amazing speaker but also to make a few new friends. We have a seat reserved for you!

Masks are required and in the event that indoor gatherings are prohibited, the meeting would take place on Zoom. If you have any questions, contact Anne White at the following number 818) 434-3616, or via email at [annewhite1@aol.com](mailto:annewhite1@aol.com). ■

## Burbank Choral

**Burbank Choral will be starting rehearsals for the Spring Semester on January 11, 2022.**

Rehearsals are conducted as a hybrid between in-person and via Zoom. The choice is up to the singers on how they would like to participate.

The Burbank Choral is adhering to the LA County Guidance for Music, Television, and Film Production.

If you are interested in auditioning, please email [membership@burbankchorale.org](mailto:membership@burbankchorale.org) or call 818-759-9177



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

### PLANNING TO HAVE A GARAGE SALE?

**Call Us Today to Borrow Garage Sale Signs**

**818**

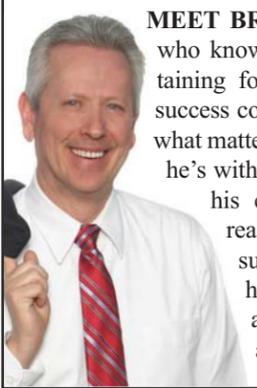
**953-5300**

# 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**

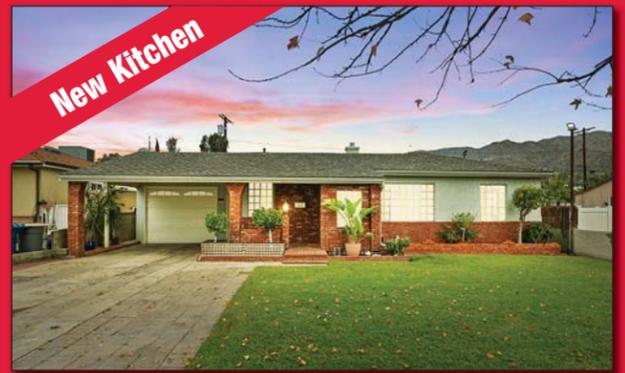
Simply call the number above  
and dial the code #.

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Guaranteed —  
or I'll Buy It!**

## BRAD'S BEST BUY!

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**\$1,099,990**  
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**Estate Home**

**BURBANK**      **Call For Price**  
Call 1-800-473-0599, Enter Code 3398

**Hollywood Sign View**

**ELYSIAN HEIGHTS**      **\$1,699,996**  
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**South of the Blvd.**

**SHERMAN OAKS**      **\$1,679,976**  
Call 1-800-473-0599, Enter Code 3288

**Awesome Views**

**GLENDALE HILLS**      **\$1,399,999**  
Call 1-800-473-0599, Enter Code 3338

**Huge Lot**

**NORTH HOLLYWOOD**      **\$1,349,943**  
Call 1-800-473-0599, Enter Code 3478

**Huge Lot**

**BURBANK HILLS**      **\$1,349,943**  
Call 1-800-473-0599, Enter Code 3358

**On Grinnell**

**BURBANK HILLS**      **\$1,299,992**  
Call 1-800-473-0599, Enter Code 3498

**Build Close to USC**

**LOS ANGELES**      **\$1,199,991**  
Call 1-800-473-0599, Enter Code 3418

**Huge Home**

**BURBANK**      **\$1,099,990**  
Call 1-800-473-0599, Enter Code 3458

**Magnolia Park**

**BURBANK**      **\$1,099,990**  
Call 1-800-473-0599, Enter Code 3468

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

- #1 The quick response, constant communication and follow-up from agents.
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- #3 A team business model to help you with all of your real estate needs!
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- #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 to join our team. We provide free training! Please visit [www.BradKorb.com](http://www.BradKorb.com) and click on *Thinking About a Career in Real Estate?* and complete the online form or call our office at (818) 953-5300.

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

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

# Featured Homes

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AND VIEW ALL OF OUR LISTING ON YOUR  
SMART PHONE!**



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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!

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# 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	3	NA	0	2	0	0.0	\$384,475	\$378,750	98.5%	27
\$400,001 to \$500,000	0	1	NA	0	1	0	0.0	\$445,000	\$452,000	101.6%	12
\$500,001 to \$600,000	5	5	100.0%	3	25	4	1.2	\$558,750	\$562,078	100.6%	28
\$600,001 to \$700,000	5	6	120.0%	7	49	8	0.6	\$643,267	\$658,940	102.4%	21
\$700,001 to \$800,000	3	8	266.7%	5	31	5	0.6	\$733,054	\$755,811	103.1%	18
\$800,001 to \$900,000	9	8	88.9%	5	55	9	1.0	\$834,349	\$857,879	102.8%	17
\$900,001 to \$1,000,000	3	17	566.7%	10	62	10	0.3	\$923,689	\$953,021	103.2%	16
\$1,000,000+	22	0	NA	0	240	40	0.6	\$1,307,793	\$1,385,258	105.9%	15
Market Totals	47	48	102.1%	30	465	78	0.6	\$1,046,141	\$1,096,155	104.8%	17

## 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	1	0	0.0	\$469,000	\$475,000	101.3%	8
\$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	0	NA	NA	NA	NA	NA	NA
\$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	1	0	NA	NA	NA	NA	NA	NA
\$1,000,000+	1	0	NA	0	2	0	3.0	\$1,074,000	\$1,147,500	106.8%	28
Market Totals	1	0	0.0%	0	3	1	2.0	\$872,333	\$923,333	105.8%	21

## Sylmar Horse Property

PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Market
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	0	NA	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	1	0	NA	0	0	NA	NA	NA	NA	NA	NA
\$800,001 to \$900,000	0	0	NA	0	2	0	0.0	\$827,000	\$887,500	106.1%	5
\$900,001 to \$1,000,000	0	1	NA	0	3	1	0.0	\$965,667	\$978,037	101.3%	10
\$1,000,000+	2	0	NA	0	3	1	4.0	\$1,082,627	\$1,172,000	108.3%	17
Market Totals	3	1	33.3%	0	8	1	2.3	\$974,860	\$1,025,639	105.2%	11

## 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	0	0	NA	\$0	\$0	NA	0
\$700,001 to \$800,000	0	0	NA	0	1	0	0.0	\$805,000	\$785,000	97.5%	45
\$800,001 to \$900,000	1	0	NA	0	2	0	3.0	\$799,000	\$890,000	106.4%	38
\$900,001 to \$1,000,000	0	0	NA	0	0	NA	NA	NA	NA	NA	NA
\$1,000,000+	1	0	NA	0	15	3	0.4	\$1,203,523	\$1,239,013	102.9%	21
Market Totals	2	0	0.0%	0	18	3	0.7	\$1,136,436	\$1,170,566	103.0%	24

## 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	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	3	1	0.0	\$766,332	\$760,000	99.2%	40
\$800,001 to \$900,000	0	0	NA	0	1	0	0.0	\$729,999	\$830,000	113.7%	7
\$900,001 to \$1,000,000	0	1	NA	0	1	0	0.0	\$999,000	\$980,000	98.1%	21
\$1,000,000+	0	0	NA	0	6	1	0.0	\$1,545,333	\$1,561,667	101.1%	76
Market Totals	0	1	NA	0	11	2	0.0	\$1,209,090	\$1,223,637	101.2%	55

## Sun Valley Hills

PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Market
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$600,001 to \$700,000	0	0	NA	1	0	0	NA	\$0	\$0	NA	0
\$700,001 to \$800,000	0	1	NA	0	0	NA	NA	NA	NA	NA	NA
\$800,001 to \$900,000	1	0	NA	0	2	0	3.0	\$874,500	\$872,250	99.7%	34
\$900,001 to \$1,000,000	0	1	NA	1	4	1	0.0	\$861,000	\$931,250	108.2%	19
\$1,000,000+	0	0	NA	0	9	2	0.0	\$1,140,778	\$1,241,333	108.8%	21
Market Totals	1	2	200.0%	2	15	3	0.4	\$1,030,667	\$1,109,433	107.6%	22