



Brad Korb

# Burbank Bulletin™

Successfully serving thousands of families since 1979

Se Habla Español, Մենք Խոսում ենք Հայերեն, Мы говорим по-русски, 我們講中文 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

The **BradKorb**  
REAL ESTATE GROUP

Focused on What Matters to You  
Real Estate Since 1979

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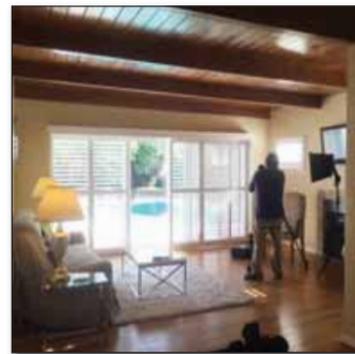
BRE #00698730

3813 W. Magnolia Blvd.  
Burbank, CA 91505



## House Hunters in Burbank: HGTV Includes Brad Korb's Listings

Since 1999, Home and Garden Television (HGTV) has helped home buyers and sellers better understand the process with its super-popular show House Hunters, where cameras and crew accompany buyers and their agents as they search for a "perfect" home. Naturally, when the show came to Burbank last month,



two of Brad Korb's listings were included during filming as buyers considered their options.

"We had both houses staged, as we prefer to do with all our listings, for a very inviting presentation. The buyers loved the way

both homes looked. That makes us feel like we are doing things right," Korb said, adding that it is not yet known when the episode will air, but that he will announce it in the Burbank Bulletin and online if possible when he finds out. ■

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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Think foreclosure is the only option?  
Think again!

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

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### INSIDE



**BURBANK NEWS**

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**FEATURED HOMES**

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**AREA MARKET TRENDS**

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# In The Community

## Burbank News & Events



The Kids' Community Dental Clinic utilizes over 14,000 toothbrushes a year to get our message of cavity prevention across to children throughout local communities! Here is a photo of the Sunrise Rotarians making goodie bags at their morning meeting!



From our grant, making goodie bags for kids at Providencia Elementary School

As a Burbank-based non-profit, we are fortunate to have members of local Burbank service clubs like sunrise Rotary, Noon Rotary, Sunrise & Noon Kiwanis, Zonta, Key Club, Girl Scouts and National Charity League help us at the Kids' Community Dental Clinic with facilities upkeep, gardening, general support, and making toothbrush

goodie bags to give out to children at the schools receiving dental programs. The Clinic exists to help children learn to prevent cavities for a happy, healthy smile! Thank you to Burbank for service clubs who are always willing to help! ■

### Boys & Girls Club of Burbank and Greater East Valley Set to Host Annual Fundraising Gala and Auction

The Boys & Girls Club of Burbank and Greater East Valley will host its 2019 Annual Gala, Havana Nights on Friday, May 3, 2019 at Lakeside Golf Club.

This year's honoree is the City of Burbank. "We're thrilled to recognize the City for all its accomplishments. We have formed an invaluable partnership over the years and have relied upon its guidance and leadership," said CEO Shanna Warren.

The night's festivities will also include the Club's very own Creative Arts Program dance students and members of our D/HH

(Deaf and Hard of Hearing) program who will perform. Our Youth of the Year will be introduced. There will be complimentary signature Cuban drinks during the cocktail hour. Entertainment will include music by DJ Baz as well as Timbales, Congas and Bongo players. Both a live and silent auction will be held, featuring Mike Graceffo as auctioneer, with some spectacular items for sale. And, just to add more fun to the jam-packed evening, there will be a grand stakes opportunity drawing with a chance to win

*Continued on page 8*

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

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



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

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

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

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

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

### 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 Jacqueline Collard (below) show how much they believe in us by telling their friends, neighbors, and family about our great service. It means a lot when clients show how much they believe in us by letting us know if they hear of a neighbor who's thinking of selling their home.

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



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

## Save the Date

**FRIDAY, MAY 3, 2019**  
**5:30PM**

# HAVANA NIGHTS

2019 Annual Gala

**RAISE A MOJITO and RHUMBA THE NIGHT AWAY,** as we honor The City of Burbank with some truly authentic island fun. *Salud!*

Lakeside Golf Course, Toluca Lake, CA 91505

Tickets are available at [www.bgcburbank.org](http://www.bgcburbank.org)

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

/BGCBurbankandGreaterEastValley

**BOYS & GIRLS CLUB OF BURBANK AND GREATER EAST VALLEY**

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

# In The Community

## Burbank News & Events

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

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



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

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

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

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

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



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

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

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

Currently there are multiple ways to meet

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

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

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

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

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

but familiar ground to us."

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

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

*Spread Out the Gain*

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

### Introducing BWP's New Online Account Manager

We've been listening.

- See your payments instantly applied to your account.
- Conveniently manage your payment options.
- Add your spouse, parent, or roommate as a guest user!

Register for an online account at [BurbankWaterAndPower.com](http://BurbankWaterAndPower.com)



Gary LeVox of Rascal Flatts says,

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

"Hello my friends in Los Angeles

it's your boy Gary LeVox of Rascal Flatts.

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

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

**SOLD**

# In The Community

## Burbank News & Events

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

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

#### BRAD KORB'S RECENT LISTINGS

5067 Bakman	3498
8823 Sunland	2028
11438 Orcas	3358
6431 Riverton	2868
801 Delaware	2588
4253 Farmdale	2998
601 N. Evergreen	2418
10231 Stonehurst	3208
11437 Riverside	2118
2944 N. Buena Vista	3028
4200 W. McFarlane	3008
12411 Osborne #18	2018
1801 W. Clark	3188
541 N. Shelton Unit C	2238
5349 Newcastle #66	2378
324 N. Louise #12	2408
5414 Newcastle #13	2458
10915 Crockett	2788
9715 Amanita	3328
2669 Greenwood	2348
910 E. Valencia	3268
1210 Broadway	3308

#### BRAD KORB'S RECENT SALES

535 N. California	2538
5629 Riverton	3088
17740 Hartland	3378
2844 Stevens, Seller	3338
2844 Stevens, Buyer	3338
10251 Kewen, Seller	2528
10251 Kewen, Buyer	2528
6123 Morella, Seller	2678
6123 Morella, Buyer	2678
4424 Whitsett #211	2798
2206 W. Chandler	3288
27664 Haskell Canyon Unit H	2198
6155 Van Noord	2148
7869 Shadyspring	2548
5067 Bakman, Seller	3498
5067 Bakman, Buyer	3498
9054 Willis #5	3218
1020 N. Orchard, Seller	3138
1020 N. Orchard, Buyer	3138
433 S. Reese	2278
8823 Sunland, Seller	2028
8823 Sunland, Buyer	2028
6431 Riverton	2868
11438 Orcas, Seller	3358
11438 Orcas, Buyer	3358
801 Delaware, Seller	2588
801 Delaware, Buyer	2588
8719 Wentworth, Seller	2218
8719 Wentworth, Buyer	2218
1821 Keeler, Seller	2968
1821 Keeler, Buyer	2968

#### USE THIS TRUCK FREE!



Call 1-800-473-0599 Enter Code 4408

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

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

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

1938 N. Kenwood	2288
13133 W. Victory	5258
9427 Lemona #3	5278
14031 Rabbit	5238
419 N. Shelton	5248
4614 Muscatel	5228
5232 Corteen #24	5268
7045 Ranchito	5298
6646 Ventura Canyon	5288
13961 Osborne #209	5308
10708 Sable	5338
13540 Hubbard #32	5318
2289 Sequoia	5328
23812 Toscana	5348
2137 N. Evergreen	5358

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

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



19th Annual Burbank Kiwanis For Fun

## CAR SHOW

co-hosted by BPF BURBANK POLICE FOUNDATION

Sunday, April 28, 2019

9:00 am to 2:00 pm

Johnny Carson Park  
400 S. Bob Hope Drive / Burbank

Awards given to Top 15 Cars!

#### OTHER TROPHIES INCLUDE:

- Best of Show
- Chief's Choice
- Ladies' Choice
- Most Likely To Be Pulled Over For Speeding



**CAR, TRUCK & MOTORCYCLE ENTRY FEE: \$35** (all vehicles that register before April 19th receive a FREE pancake breakfast ticket)

ENTRANTS MUST ARRIVE BETWEEN 7:00 & 9:00 AM  
IF YOU WISH TO PARK TOGETHER, PLEASE ARRIVE TOGETHER.

*Entertainment, Raffle Prizes, Event T-shirts, Food & Beverages,  
50/50 Opportunity Drawing, FREE Admission to the public &  
fun for the Whole Family!*

FOR MORE INFORMATION, PLEASE CONTACT TONY OR DONNA WADE  
(818) 846-8487 / (818) 822-2901 / (818) 822-2903 / panette@pacbell.net

The Burbank Kiwanis for Fun Foundation, Inc. is a not-for-profit 501(c)(3), EPA 20-0281440

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

Check out all of the Glendale upcoming events and the Leisure Guide for classes, leagues, senior programs, etc. at:

[www.parks.ci.glendale.ca](http://www.parks.ci.glendale.ca)

### Los Angeles Equestrian Center

#### E V E N T S

DATE	EVENT	CONTACT
Apr. 5-7	Gold Coast Series April Horse Show	Langer Equestrian Group (818) 563-3250
Apr. 14	Saddle Seat Western School League	Elizabeth Curren (626) 685-5255
Apr. 25-28	Burbank Showcase Horse Show	Joanne Asman (818) 842-8444
May 3-5	Camelot Spring Preview	Camelot Events (818) 259-4364
May 10-12	Camelote Spring Festival	Camelot Events (818) 259-4364
May 18-19	CALNET Disabled Rider's Horse Show	Bryan McQueeney (818) 378-0963
May 29 June 2	Hollywood Charity Horse Show	Track One Events (714) 444-2918

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

# In The Community

## Burbank News & Events

### 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.

#### County Dept. of Public Health Friday, April 5th @ 8:30am

Come enjoy free breakfast and bingo games with the Los Angeles County Department of Public Health and learn about West Nile Virus (WNV) through trivia and factoid games on how to protect yourself. ✓

#### Du-O Play

##### Monday, April 8th @12:30pm

Du-O Play performs memorable classic songs from the 1940's to today. Their genre includes a wide variety of styles of music from pop to jazz to Latin to Brazilian Bossa Novas. Their sound ranges from an intimate soothing sound to upbeat, danceable music. ✓

#### Kidney Wise

##### Friday, April 12th @ 1:00pm

The aim of this program is to deepen the understanding of the kidneys and their function. ✓

#### Financial Health Workshop from Providence Saint Joseph Foundation Wednesday, April 17th @ 12:30pm

Learn how you can:

\*Create guaranteed income from assets you already have AND receive a significant charitable deduction.

\*Avoid capital gains tax on highly appreciated assets, receive income and a charitable deduction.

\*Leave more for your heirs, while creating a lasting legacy. ✓

#### Fall Risk Assessment with Nurse Next Door, Thursday, April 25th @ 10am

#### UPCOMING SENIOR DAY TRIPS

##### San Diego Zoo Safari Park

##### Tuesday, April 16th @8:00am

The San Diego Zoo Safari Park is one of the most exotic places on Earth. Lace up your tennis shoes and get ready to experience a safari adventure park unlike any other zoo, where thousands of animals roam together on vast open plains. The Safari Park includes a long tram ride that will take you right into the African plains where you can see the zebras running wild. Watch the colorful rainbow lorikeets enjoy nectar right out of the guests' hands. Cheetahs race on the track right in front of you! See lemurs, giraffes, exotic animals and more! You will not want to miss out on this unforgettable experience. Prepare for a beautiful day in the sun with good walking shoes, sun protection and \$ to purchase food from the many stands and restaurants that the park has to offer. Hope to see you there!

### The Brad Korb Team is Growing!

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



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

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

## Rave Reviews

I was referred to The Brad Korb Team through a friend who had dealt with you before. You were able to sell my property fast and for a good price. Everything was handled quickly and very professionally. Thank you!

—Veronika Boyaci

Home Seller, Burbank, CA

After we received a letter in the mail, your positive attitude and knowledge compelled us to list our property with you. We were pleased with the fast results of the sale of our house.

—Michael & Juneli Cyriak

Home Seller, Glendale, CA

You were helpful previously in connection with a transaction on another property and we will use your services in a real estate transaction in the future.

—Syed Husaini

Home Buyer, Tarzana, CA

Shark Tank's Barbara Corcoran says,

Partner with the agent **I TRUST!**

“In Los Angeles  
I would hire Brad Korb.

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

Brad will BUY IT!”



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

**SOLD**

# In The Community

## Burbank News & Events



### Burbank Temporary Aid Center Updates

The Burbank Temporary Aid Center would love to thank everyone who attended our 16th Annual Gala! Each year, we are amazed by the continued support that helps make our community a better place.

Thank you to our Honoree, Scott LaChasse of the Burbank Police Department and our Volunteer Spotlight, Darryl Forbes.

Proceeds from our Gala will go towards much needed laundry and grocery services that benefit members of our community.

Our current service schedule for homeless services is Monday and Friday from 9:00am-12:00pm and 1:30pm-5:00pm.

Housed services can be utilized on Tuesday, Wednesday and Thursday from 9:00am-12:00pm and 1:30pm-5:00pm.

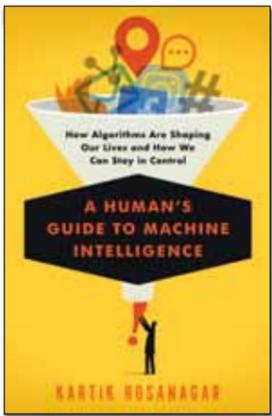
Please check our weekly schedules before making a visit to us so we can be sure to help you when you arrive!

Did you know the Burbank Temporary Aid Center has been serving the community since its' founding in 1974? From the beginning, BTAC's clients have included individuals and families, the working poor, the homeless, crime victims and senior citizens.

*The Burbank Temporary Aid Center would like to express gratitude towards every single person who showed kindness and helped the community in any way these past couple of months. Thank you all for making the world a better place! ■*



### SPRING into the Burbank Public Library!



**Author Visit with Kartik Hosanagar** promises to be an entertaining and educational evening as he discusses his book "A Human's Guide to Machine Intelligence," a provocative look at one of the most important developments of our time and a practical user's guide to this first wave of artificial intelligence. We've delegated life-and-death decisions to algorithms—decisions once made by doctors, pilots, and judges.

In his new book, Hosanagar surveys the brave new world of algorithmic decision-making and reveals the potentially dangerous biases they can give rise to as they increasingly run our lives. Books will be available for purchase and signing at this event, Wednesday, April 3 at the Buena Vista Branch Library.

**April is National Poetry Month** and you are invited to join us at a Poetry Workshop on Thursday, April 18 at 7:00 p.m. at the Buena Vista Branch Library. Poet Jessica M. Wilson, MFA and classical trained flautist Jose Cárdenas will lead us in creating a Humument (human document) - a printed page turned into art.

National Library Week is April 7-13 and we will be screening movies for kids and adults, hosting Sensory Storytime and Music & Movement for preschool age, and kids in grades 2-5 can sign up for an Exploring the Artist workshop where they will learn about Frida Kahlo and create their own art project.

At the **Opera Talk** at the Buena Vista Branch on Monday, April 22 a guest speaker from the LA Opera's Community Engagement Program will discuss "El Gato Montes: The Wildcat." Opera Talks are perfect for opera buffs and beginners alike!

Start sorting through your old photos of life in Burbank and bring them to the library to be scanned on Saturday, May 18. We will be hosting a **Community Scan Day: Burbank at Work and Play** for Burbank in Focus, a digital library of historical Burbank photos hosted by Burbank Public Library. Your photos will be scanned and returned, and you will also be given a free digital copy. Become a part of this collection of life in Burbank. [burbankinfofocus.org](http://burbankinfofocus.org)



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.

[burbanklibrary.org](http://burbanklibrary.org)

### HEEEEEEEERE'S JOHNNY!

By Susie Hodgson



He kept most of America up at night. He was charming and witty, but privately intensely shy. And he helped put Burbank's name on the map. We've even named a park for him. He was, of course, Johnny Carson – and he loved to mock Beautiful Downtown Burbank.

Born in 1925, Carson grew up in Nebraska where at age 12, he discovered magic and began performing. But in college he realized what he really enjoyed was being the center of attention, being on stage. So he changed his major to Speech & Drama and finished, but I bet you can't guess his minor. Physics. Who'd a thunk?! Of course, decades later, he'd go on to make fast friends with astronomer Carl Sagan, so it actually makes sense.

After college, Carson landed on morning TV in Nebraska – not exactly a mecca for the entertainment world. On his local TV show, Carson often spoofed local politicians. One of the mocked politicians' wives had connections in Hollywood and next thing you know, she referred Johnny to her pals. Clearly she agreed with Johnny's observations! So California, here Johnny comes!

Soon Johnny was on TV in California with a show in L.A. on KNXT (CBS) in 1951. Then his big break occurred – at the expense of a fellow comedian. The already-famous funnyman Red Skelton was hurt at rehearsal one day. Now, remember these were the days of live TV, so Johnny was plucked to replace Red that night. Johnny was a smash!

Later Johnny became a panelist on the popular 50s game show, To Tell the Truth. But then, in 1957, a call came from New York. And that's how Carson became the host of a popular morning TV show, Who Do You Trust? It was on this show that Johnny met his future sidekick, Ed McMahon. It was also on Who Do You Trust that Johnny was allowed to ad-lib and interview people. This showed off Johnny's true talents. He was smart, quick, self-deprecating and funny. Johnny became a hot commodity.

Which brings us to The Tonight Show, NBC's counterpart to their well-liked morning program, The Today Show. The Tonight Show was started in 1954 with Steve Allen as host. In 1956, Allen left and in came Jack Paar. Paar was a great wit with a doozy of a stubborn streak and infamously walked off his own show when NBC censored a joke that used the term "water closet." Although Paar later returned, his tenure would not last. NBC offered the job to that highly-rated morning guy from New York, Johnny Carson.

Carson actually declined the job at first, thinking it'd be too much (as in work!). Finally NBC got Johnny to agree and Carson took over on October 1, 1962 – live from New York! That first show featured up-and-coming talents singer/heartthrob Tony Bennett and a very funny young writer named Mel Brooks.

By the early 1970s, NBC felt that the talent pool was drying up in New York. They needed access to more celebrities, so they decided to move the show to the west coast. Carson wasn't against the move. He was going through a messy divorce with his first

wife Jody, with whom he had three sons, and he was actively pursuing his soon-to-be next wife, Joanne, a Californian. (Note: One of those three sons would later die tragically in a shocking car accident.) So the show moved to Burbank. Some say the show lost its edge when it moved; it lost its sophistication. This is something former Tonight show writer Dick Cavett believes adamantly.

Still Carson's popularity only increased. He was so beloved he was also offered movie roles, which he summarily declined. Two of these plum parts included the lead in The Thomas Crown Affair and the Gene Wilder role in Blazing Saddles. (Hard to picture Johnny Carson in those films, isn't it?)

There are more interesting fun (and some not-so-fun) facts about Johnny Carson: The Tonight Show theme song was written by Paul Anka. The first bandleader wasn't Doc Severinon, but Skitch Henderson who was later arrested on tax evasion and fraud charges. Then there was the time that Carson joked that there was a shortage of toilet paper in the country – and people believed him! They went out in droves and stocked up on toilet paper resulting in a real shortage! Barbra Streisand's very first TV appearance was on Johnny Carson, as was Judy Garland's last. Carson carried on an infamous feud with Wayne Newton. Carson mocked Newton's masculinity and Newton called Carson "mean," threatening to beat him up. Carson also feuded with author Jacqueline Susann ("Valley of the Dolls") and she threw a drink in his face. (The drink was a Black Russian.) It was Johnny Carson that made the "toy" Twister popular when he played the very physical game with Eva Gabor on TV one night. (Now that's something you couldn't do today!) Carson was an investor in the ill-fated DeLorean car company and was arrested for driving under the influence in his own DeLorean. Carson delivered a heart wrenching apology for it on his show. Carson was a tremendous fan of David Letterman and it was Letterman that Carson wanted to host the Tonight Show when Carson retired. The actual placement of Jay Leno caused one of Hollywood's best-known feuds (between Leno and Letterman). Carson later sent jokes to David Letterman that Letterman used regularly on TV.

Johnny retired at age 66 in 1992. His last guests were Robin Williams and Bette Midler, and after he left, Carson was almost never seen or heard from – aside from a voice-over on an episode of The Simpsons! A very heavy smoker, Carson suffered a heart attack in 1999 and ultimately died of emphysema in 2005.

A complicated man, our city is indebted to Johnny Carson. And it's for a whole lot more than a park. Want to learn more? Come visit us!

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Located in George Izay (Olive Rec) Park, right next to the Creative Arts Center  
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# In The Community

## Burbank News & Events

### Burbank Tournament of Roses Association

By Robert Hutt

Now that Tournament of Roses Parade officials have sent their acceptance letter, we can extend our congratulations to Lisa Long from Dublin, CA for her float design concept entry. Her design reflects the overall parade theme: "The Power of Hope" and will represent Burbank in the 2020 Tournament of Roses Parade on New Year's Day.

Lisa noted "This design not only encourages each of us to rise up with hope from our trials and become something even more beautiful than we were before, but also pays homage to the first responders and victims of the California fires that plague our state every year."

This is the first time one of Lisa's design will be turned into a Rose Parade float. Hers was selected from more than fifty entries submitted to our Float Design Contest which ended on January 30.

The next step in our float design process will be for the Design Committee to meet and decide how to transform the 2D concept drawing into a 3D float! There will be some brainstorming meetings to capture our member's ideas. Animation possibilities will also be examined. This design is somewhat of a departure from Burbank's usual entries which feature lots of cute characters rather than a single spectacular element.

On April 16, everyone is invited to City Hall when we will present our trophy photo to the Mayor. Burbank's 2019 parade float titled Stompin' Good Time won the Animation



Lisa Long's float design concept with a working title of Rise Up, depicts a mythical phoenix rising from the ashes. The design will be Burbank's entry in the next Tournament of Roses Parade on January 1, 2020.

Award for "most outstanding use of animation." As trophy winners, we get a large, elegantly framed, parade photo, but not a real trophy. The presentation is scheduled early in the agenda so plan to be seated by 5:45 PM.

The trophy photo will be displayed in the Mayor's office for the next year. After that time, the photo will join other trophy photos from previous parades along the second-floor hallways of Burbank's main library on Glenoaks and Olive Avenue.

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

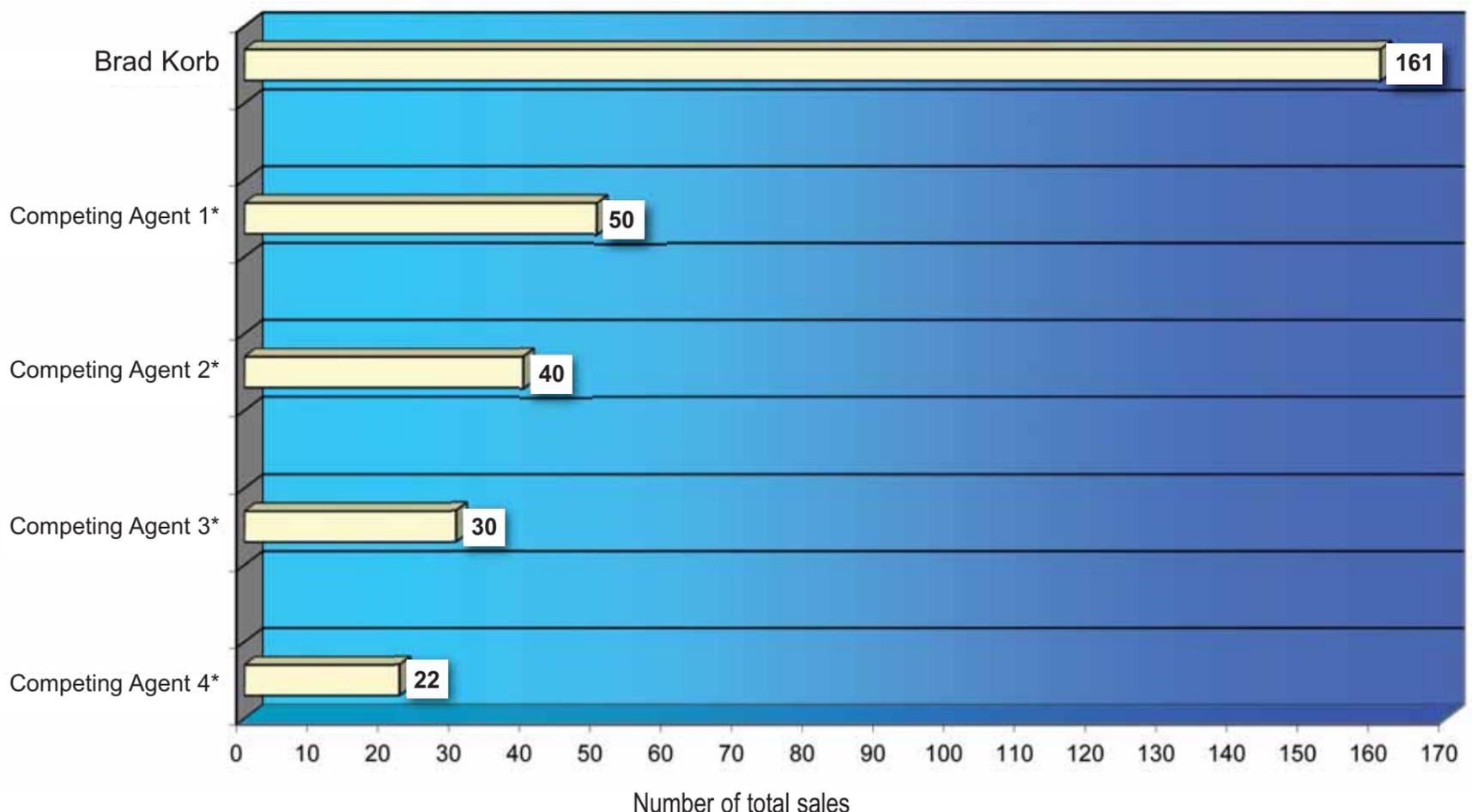
Registration is open for the Y's fully accredited summer day camps for children pre-K through 8th grade. Choose from one or more of 11 weeks, plus five special interest camps for fashion design, architecture, basketball & more.

Y summer day camps start May 28. They're hugely popular, so the earlier you register, the better your chances of getting the week(s) you want.

**Enroll today at**  
[burbankymca.org/camp](http://burbankymca.org/camp)  
 818.845.8551

## Burbank Agents Number of Sales

January 1, 2018 through December 31, 2018



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

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

# In The Community

## Burbank News & Events

### 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](http://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](mailto:Brad@BradKorb.com), or John Janis toll free **800-706-1210**, [johnj@platinumresources.us](mailto: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”

## BURBANK SHOWCASE A NEW HORSE SHOW

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\*Late fee applies after April 17th

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### Fundraising Gala and Auction

*Continued from page 2*  
\$5,000 in prize money.

Proceeds from the evening will go directly to our Education programs, including but not limited to: After School Enrichment, Deaf and Hard of Hearing (DHH) program, Creative Arts, Athletics, College Bound, STEAM, and Teen Programs.

Thank you to our sponsors: Warner Bros. Entertainment, Inc., Cusumano Family Foundation, The Walt Disney Company,

Bank of America, GoPogo, JLK Rosenberger, Worthe Real Estate Group, Gain Federal Credit Union, Cast & Crew Entertainment Services, Dave and Pat Augustine, Gibson Dunn and Burbank Water and Power.

For more information about tickets and sponsorships, visit us at [www.bgcuburbank.org](http://www.bgcuburbank.org) or contact Susan Sebastian at [susansebastian@bgcuburbank.org](mailto:susansebastian@bgcuburbank.org) or call (818) 842-9333 X14. ■

## Brad Did It Again!



*Brad Did It Again with the sale of Anne Lawrence's condo in Burbank!*

# 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](http://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.

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- Clean up and packing services.
- Professional References.

*We aim to be of assistance to YOU*  
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### BURBANK-VALLEY GARDEN CLUB

The Burbank-Valley Garden Club meets, **Thursday, APRIL 4 at 10:00 a.m., at the Little White Chapel, 1711 N. Avon St., Burbank.**

Northern California Garden Delights will be the subject of a presentation by Yvonne Savio at the April 4, 2019 meeting of the Burbank-Valley Garden Club.

Yvonne worked for the University of



Photo credit: Yvonne Savio



Photo credit: Yvonne Savio

visit to Ruth Bancroft's Cactus and Succulent Garden in Walnut Creek, Luther Burbank's Home, Garden and Farm in Santa Rosa and Sebastopol and Sunset Magazine's Garden in Sonoma.

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



Photo credit: Yvonne Savio

California for 36 years. While there, she revitalized the Los Angeles County Master Gardener Volunteer Program. In retirement she continues to inspire gardeners, making presentations and providing Sunset Magazine's monthly "Southern California Garden Checklist" tips. Her popular blog can be found at [www.GardeninginLA.net](http://www.GardeninginLA.net).

Her slide presentation will include a

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<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

### 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

HouseAmerica Financial  
Brian McKim

### THE COST OF WAITING



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](mailto:brian@houseamericafinancial.com)

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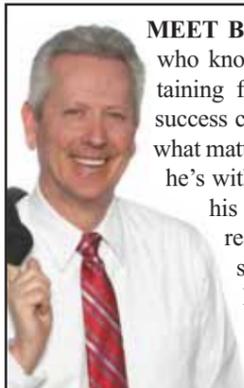
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**SHADOW HILLS** **\$899,998**  
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**“True success** is found when you stay focused on **what’s really important**— family, friends and community.” — *Brad Korb*

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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	1	#DIV/0!	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	0	4	#DIV/0!	0	2	0	0.0	\$332,500	\$330,000	99.2%	14
\$400,001 to \$500,000	4	3	75.0%	9	16	3	1.5	\$473,294	\$467,369	98.7%	24
\$500,001 to \$600,000	6	7	116.7%	10	50	8	0.7	\$555,337	\$557,597	100.4%	36
\$600,001 to \$700,000	15	5	33.3%	18	40	7	2.3	\$650,489	\$651,063	100.1%	37
\$700,001 to \$800,000	13	16	123.1%	19	47	8	1.7	\$747,036	\$746,449	99.9%	36
\$800,001 to \$900,000	18	9	50.0%	17	52	9	2.1	\$848,306	\$850,868	100.3%	32
\$900,001 to \$1,000,000	9	14	155.6%	15	41	7	1.3	\$951,873	\$951,206	99.9%	29
\$1,000,000+	33	0	NA	0	59	10	3.4	\$1,360,669	\$1,345,788	98.9%	33
Market Totals	98	59	60.2%	88	307	51	1.9	\$848,707	\$846,220	99.7%	33

## Lake View Terrace Horse Property

PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Market
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$600,001 to \$700,000	1	0	#DIV/0!	0	3	1	0.0	\$634,665	\$636,000	100.2%	31
\$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	1	0	0.0	\$879,978	\$875,000	99.4%	7
\$900,001 to \$1,000,000	0	0	NA	0	0	NA	NA	NA	NA	NA	NA
\$1,000,000+	0	0	NA	0	1	0	0.0	\$1,499,999	\$1,080,000	72.0%	137
Market Totals	0	1	#DIV/0!	0	5	1	0.0	\$856,794	\$772,600	90.2%	47

## 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	2	0	0.0	\$332,450	\$334,950	100.8%	44
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	0	NA	1	0	0	NA	\$0	\$0	NA	0
\$600,001 to \$700,000	0	0	NA	0	2	0	0.0	\$674,500	\$678,000	100.5%	8
\$700,001 to \$800,000	0	0	NA	1	1	0	0.0	\$797,000	\$770,000	96.6%	5
\$800,001 to \$900,000	1	0	NA	1	3	1	2.0	\$856,666	\$846,000	98.8%	75
\$900,001 to \$1,000,000	0	0	NA	2	2	0	0.0	\$949,500	\$920,000	96.9%	59
\$1,000,000+	1	0	NA	0	0	NA	NA	NA	NA	NA	NA
Market Totals	2	0	0.0%	5	10	2	1.2	\$727,990	\$717,390	98.5%	45

## Shadow Hills Horse Property

PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Market
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$600,001 to \$700,000	0	0	NA	0	1	0	0.0	\$759,000	\$650,000	85.6%	87
\$700,001 to \$800,000	0	0	NA	1	3	1	0.0	\$772,633	\$781,667	101.2%	42
\$800,001 to \$900,000	2	1	50.0%	0	3	1	4.0	\$877,633	\$883,333	100.6%	50
\$900,001 to \$1,000,000	1	0	NA	2	2	0	3.0	\$972,450	\$947,000	94.7%	30
\$1,000,000+	3	0	NA	0	3	1	6.0	\$1,683,333	\$1,700,000	101.0%	13
Market Totals	8	1	16.7%	3	12	2	3.0	\$1,058,725	\$1,053,250	99.5%	39

## Sun Valley Horse Property

PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Market
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	1	#DIV/0!	0	1	0	0.0	\$525,000	\$525,000	100.0%	22
\$600,001 to \$700,000	0	0	NA	0	1	0	0.0	\$709,999	\$645,000	90.8%	124
\$700,001 to \$800,000	0	0	NA	2	0	NA	NA	NA	NA	NA	NA
\$800,001 to \$900,000	1	1	100.0%	1	3	1	2.0	\$878,000	\$861,667	98.1%	22
\$900,001 to \$1,000,000	0	0	NA	1	2	0	0.0	\$914,500	\$921,250	100.7%	57
\$1,000,000+	0	0	NA	0	0	NA	NA	NA	NA	NA	NA
Market Totals	1	2	200.0%	4	7	1	0.9	\$814,000	\$799,643	98.2%	47

## 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	1	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	2	#DIV/0!	0	1	0	0.0	\$585,000	\$585,000	100.0%	18
\$600,001 to \$700,000	0	1	#DIV/0!	5	5	1	0.0	\$657,400	\$656,500	99.9%	43
\$700,001 to \$800,000	0	1	#DIV/0!	1	4	1	0.0	\$728,000	\$741,750	101.9%	51
\$800,001 to \$900,000	0	0	NA	1	2	1	0.0	\$839,950	\$835,000	99.4%	6
\$900,001 to \$1,000,000	0	0	NA	1	0	NA	NA	NA	NA	NA	NA
\$1,000,000+	2	0	NA	0	1	0	12.0	\$1,199,000	\$1,275,000	106.3%	7
Market Totals	2	4	200.0%	9	13	2	0.9	\$743,300	\$752,269	101.2%	35