



Brad Korb

Burbank Bulletin™

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

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The **BradKorb**
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



Country in the City: Gary LeVox Endorses Brad Korb!

With at least sixteen #1 Country Music hits under his belt and more than 40 industry prizes including a coveted Grammy Award, the group Rascal Flatts' lead singer Gary LeVox knows what it takes to be among the very best in a very competitive field. To Brad Korb's delight, LeVox recently added The Brad Korb Real Estate Group to his list of preferred real estate agents.

"Maybe the Rascal Flatts song 'I'm Moving On' made Gary think of letting his fans and listeners know about how important it is to find a good real estate agent," Korb stated. "I know that Gary only works with the best not just as a musician, but in business, too. I'm thrilled and proud that he recommends me to his fans as the real estate agent they can rely on in the Los Angeles area." ■



THE BRAD KORB TEAM FEATURED PROPERTY!



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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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INSIDE



BURBANK NEWS

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AREA MARKET TRENDS

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In The Community

Burbank News & Events

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

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

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

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

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

agent to help clients through territory that is new to them, but familiar ground to us."

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

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

Spread Out the Gain

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

A Valuable Asset Protection Resource for our Friends and Neighbors

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

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



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

www.BurbankPropertyInfo.com

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

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

No more having to reply on manual searches.

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We're 95 & We've Never Looked Better!



This year, the Burbank Y is celebrating 95 years of helping people of all ages to become stronger in body, mind & spirit. Our commitment to the community hasn't changed since the day we were founded in 1924.

But oh, how we've grown!

We've become the area's premier place to get healthy & fit, offering the latest and best in equipment, classes and professional support. 3D body scanning technology and interactive workout bikes are just a couple of our most recent additions.



Stop by soon and see it all!

burbankymca.org • 818.845.8551



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Real Estate Since 1979

Thinking of
Buying or Selling?

(818) 953-5300

www.BradKorb.com

email: **Brad@BradKorb.com**

The Importance of Wealth Management in a Dynamic World

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

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

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



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

Richard V. Bertain, CFP, CIMA, ChFC
Senior Vice President

UBS Financial Services
200 South Los Robles, Suite 600,
Pasadena, CA 91101-2479, Tel. (800) 451-3954, Tel. (626) 405-4710 Direct, Fax (855) 203-6443, Richard.Bertain@UBS.com

David E. Escobar, CFP®
First Vice President – Wealth Management

UBS Financial Services,
200 South Los Robles, Suite 600,
Pasadena, CA 91101, Tel. (800) 451-3954,
Tel. (626) 405-4711 Direct, Fax (855) 203-6443, David.Escobar@ubs.com ■

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In The Community

Burbank News & Events



BURBANK-VALLEY GARDEN CLUB

The Burbank-Valley Garden Club meets, **Thursday, FEBRUARY 7, 2019 at 10:00 a.m., at the Little White Chapel, 1711 N. Avon St., Burbank.**

Andrew Lasken, a co-director for Citizens for Los Angeles Wildlife (CLAW), will be presenting a program in which the problems of land development and how its encroachment impacts local wildlife. Also discussed will be the importance of connectivity between habitat blocks to provide greater access to food and mating partners for the animal's survival.



Photo credit: Andrew Lasken

Mr. Lasken is an enthusiastic wildlife photographer as well as a wildlife educator and advocate. His presentations include such topics as Los Angeles' biodiversity, secondary poisoning from rodenticide and the California Grizzly. This promises to be a very enlightening program.

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



Photo credit: Andrew Lasken



BOYS & GIRLS CLUB

Burbank and Greater East Valley

Upcoming Events at the Boys & Girls Club

You're invited! The Club's second Annual Ladies Shopping Night is Friday, February 8th. This year, it will be an Open House style event, at a private home. All the fun starts at 4:30pm and ends at 9:00pm. There will be 15 vendors, selling everything from clothes, to jewelry, to home décor and candy! There will also be hors d'oeuvres and Valentine treats.

All the proceeds will benefit The Boys & Girls Club of Burbank and Greater East Valley. They serve more than 3800 children at 21 sites in Burbank, Hollywood, North Hollywood, Sun Valley, Tujunga, and Van Nuys. They never turn a child away for the inability to pay.

Please let me know if you are able to attend or you can RSVP to: susansebastian@bgcburbank.org ■

SAVE THE DATE



Friday, February 8, 2019
4:30-9:00pm

Join us for an open house shopping event, right before Valentine's Day, featuring home décor, cooking essentials, jewelry, cosmetics, clothing, handbags and more!

The event location is a private residence:
12150 Hartsook Street, Valley Village, CA 91607

For more information contact: susansebastian@bgcburbank.org

All proceeds benefit the Boys & Girls Club of Burbank and Greater East Valley.



The Brad Korb Team is Growing!

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



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Real Estate Since 1979

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.”



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SOLD

In The Community

Burbank News & Events

LISTINGS AND SALES ... JUST IN TIME FOR WINTER

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

BRAD KORB'S RECENT LISTINGS

1801 N. Buena Vista	2008
6528 Babcock	2468
1020 N. Orchard	3138
1033 N. Kenwood	2398
6155 Van Noord	2148
5067 Bakman	3498
9948 Terhune	2658
9959 Rancho Caballo	2058
2206 W. Chandler	3288
9183 Patrick	3368
4451 Stansbury	2368
433 S. Reese	2278
2665 Glenrose	3428
8719 Wentworth	2218
9054 Willis #5	3218
13739 Erwin	3168
1107 N. Rose	2228
8823 Sunland	2028
11438 Orcas	3358
6431 Riverton	2868
801 Delaware	2588

Call the
Brad Korb Team
(818) 953-5300

We Sell or List a Property Every 40 Hours!

BRAD KORB'S RECENT SALES

11651 Rincon	3228
1411 N. Avon	2428
435 Birmingham	2758
1711 Grismer #88	2088
11252 Delano	2248
9812 Samoa	2178
5423 Buffalo	2908
535 N. California	2538
17740 Hartland	3378
10251 Kewen, Seller	2528
10251 Kewen, Buyer	2528
6123 Morella, Seller	2678
6123 Morella, Buyer	2678
4424 Whitsett #211	2798
2206 W. Chandler	3288
11640 Woodbridge #107	5208
7857 Tampa	5128
6938 Topeka	5098
14159 Dickens #201	5088
11150 Glenoaks #90	5118
22716 Calvello	5108
10017 France	5148
2931 Ivory	5138
2013 E. Loraine	5168
1113 N. Lamer	5158
14050 Magnolia #206	5198
824 N. Buena Vista	5178
7826 Topanga Canyon #81	5188

USE THIS TRUCK FREE!



Call 1-800-473-0599 Enter Code 4408

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REAL ESTATE GROUP

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Real Estate Since 1979*

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

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

BRAD KORB'S RECENT SALES...Continued

18611 Collins Unit E	5218
14031 Rabbit	5238
419 N. Shelton	5248
4614 Muscatel	5228

City of Burbank's BEST Program / WorkForce Connection

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



Are you interested in EXPANDING your support of Burbank's youth?

Participate in the City of Burbank's BEST Program (Burbank Employment & Student Training) by hiring a qualified and pre-screened student today!

Are you an Adult looking for employment?

Come to City of Burbank's WorkForce Connection (A FREE self-serve job resource center)



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



City of Glendale Parks, Recreation and Community Services Department

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

www.parks.ci.glendale.ca

Los Angeles Equestrian Center

DATE	EVENT	CONTACT
Feb. 1-3	CRHA Sweetheart Reining Horse Show	Marilyn Scheffers (951) 600-8999
Feb. 3	Saddle Seat Western School League Horse Show	Elizabeth Currer (626) 685-5255
Feb. 9-10	USC Horse Show	Kathryn Griffiths (818) 970-1105
Feb. 15-17	Gold Coast Series February Horse Show	Langer Equestrian Group (818) 563-3250
Feb. 22-24	Camelot Season Starter	Camelot Events (818) 259-4364
Mar. 2-3	Mid-Winter Dressage Show	Cornerstone Event Management (818) 841-3554
Mar. 15-17	IEA Regional Horse Show	Michelle Cronk (805) 479-7310
Mar. 16-17	Let's Go Show Dressage I	Cornerstone Event Management (818) 841-3554
Mar. 21-24	Dressage Affair Horse Show	Cornerstone Event Management (818) 841-3554
Mar. 28-31	Rancho California Arabian Horse Show	Margaret Rich (951) 302-6045

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

In The Community

Burbank News & Events

Rave Reviews

When I called you I was desperate. My husband had already moved to Boston and I was to follow in less than three months when I completed graduate school. You took all of the hassle out of selling my vacant property. It could not have been simpler! Within one month we were in escrow and my tight time schedule fell together beautifully. Your efforts were well supported by your staff and I never felt ignored or forgotten. My only question now is... Do you also cover Boston?

—Erin Miller
Home Seller, Glendale, CA

We appreciate the terrific service we received from you and your team during the sale and purchase of our homes. You were very professional the entire time and your follow through is commendable. If I hear of anyone looking to buy or sell I will definitely send them your way.

—Billy & Diana De Ramus
Home Buyer and Seller, Burbank, CA

One of my friends recommended you to me. Your buyers agent was always available for questions and information. She was able to process my "dreams" and find the perfect home in 48 hours. I have already recommended your team to two of my friends.

—Buffy Snyder
Home Buyer, Burbank, CA

Burbank Chorale

Burbank Chorale Spring Concert

Saturday April 27, 2019 7:30 pm
American Lutheran Church
755 N. Whitnall Highway
Burbank, CA 91505

For Tickets email: tickets@burbankchorale.org
or call: (818) 759-9177

*The Brad Korb Team
is Pleased to Keep You Up-to-date!*

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.

Michael Quest
Monday, February 4th @ 12:00pm
We are so happy to welcome Michael
Quest back to the Joslyn Center. If you
missed him last time please make sure
to come enjoy a great show. Michael is
"quest" to rock with the best of them.
✓

Guided Autobiography Workshop
Wednesday, February 6th @ 9:00am
(6 weeks)
Are you looking for a way to make a
record of your life story? Guided
Autobiography (GAB) is a process that
helps you recall and record the signifi-
cant moments of your life. Through
this interactive class experience, you
will learn the tools for writing your
own life story. ✓

Blood Pressure & Healthy Heart
Friday, February 8th @ 1:00pm
Everyone knows they have blood pres-
sure but not everyone knows they have
high blood pressure (hypertension).
This session will measure your blood

pressure and explain what the numbers
mean (systolic/diastolic). We will dis-
cuss risk factors and what you should
and should not do to lower your num-
bers. The mechanics of the heart, diet,
symptoms of heart failure, stroke and
CPR will be discussed. This class can
be broken down to two sessions: Blood
Pressure and Healthy Heart. ✓

Smarter Senior Forum
Wednesday, February 13th @
10:00pm

Come listen to great presentations on:
*Hiring a Contractor
Learn how to hire a legitimate contrac-
tor and avoid getting ripped off.
*Social Security
Learn about Social Security programs,
benefits and services.
*Identity Theft
Learn how to prevent, detect and
resolve identity theft. ✓

Arts & Crafts
Wednesday, February 14th @2:00pm
Come join our friends from Caremore
Health in some fun arts and crafts proj-
ects. ✓

UPCOMING SENIOR DAY TRIPS
Whale Watching Newport Beach
Thursday, February 21st @9:00am
With one of the largest marine protected
parks just outside of Newport Bay,
whales and dolphins of all types can be
viewed as soon as you leave the bay.
The possibility to see giant blue whales,
finback whales, gray whales and many
more in their natural habitat is all possi-
ble on this awe inspiring whale watch-
ing cruise. (\$75, \$73 with your BSAC)

Spring Day Trip Sign Up
Monday, February 11th @8:00am
Come on Monday February 11th to sign
up for our Spring Day Trips. Trips
include Getty Villa, Solvang and
Chumash Casino, Santa Anita Race
Track, Huntington Library, San Diego
Zoo Safari Park and the California
Strawberry Festival in Oxnard.

Shark Tank's Barbara Corcoran says,
Partner with the agent **I TRUST!**

“In Los Angeles
I would hire Brad Korb.

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

Brad will BUY IT!”



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

In The Community

Burbank News & Events



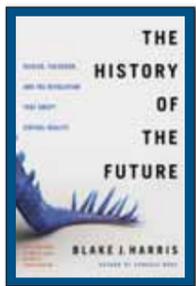
Start Your New Year at the Burbank Public Library!



Crafty Kids are invited to stop by the second floor auditorium at Burbank Central Library for a drop-in craft program. On February 12 you can design your own valentine from 3:30 – 5:00 p.m. All materials are provided and no registration is required.

Arte en Familia is an afternoon craft program for Spanish-speaking families, and 1,2,3 Craft Mingle is an evening craft program for Armenian-speaking families. Both programs are held monthly at the Burbank Central Library. Details are on our website event calendar.

Sidewalk Astronomers set up telescopes outside two libraries each month for **Moon Watch**. From 6:30 to 8:00 p.m., they will be outside the Burbank Central Library on February 12, and the Buena Vista Branch on February 13. Stop by for a look at the moon and any visible planets.



Author Blake J. Harris is the bestselling author of *Console Wars: Sega, Nintendo, and the Battle That Defined a Generation*. He will be at the Buena Vista Branch Library at 7:00 pm, on Thursday, February 28.

His newest book *The History of the Future: Oculus, Facebook, and the Revolution that Swept Virtual Reality*, tells a dramatic story of competition, intrigue, and politics in the tech industry—a world of high stakes where vast sums of money are at play, where heroes and villains abound, and where you may learn too late just who your friends are. Harris will be in conversation with Joe Chen, one of the first Oculus employees. Books will be available for purchase and signing.

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



Burbank Temporary Aid Center Updates

Save the date!

The Burbank Temporary Aid Center's annual gala is coming up on March 15th! Keep an eye on our social media and website for more information.

Is this cold weather making you feel chilly? Us too!

During these winter months, we are looking for donation items like canned soup and chili. Visit our website for more information on how to donate to The BTAC pantry!

Laundry and Shower Services

Here at The BTAC, we want to help our clients save money. That's why we offer on-site laundry services that can keep their clothes looking and smelling fresh.

We also have on-site showers to keep our clients feeling their best! If you or someone you know would benefit from our services, consider visiting The BTAC for more information.

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! ■

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

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

LINKEDIN: Brad Korb

TWITTER: @BradKorb



HAPPY VALENTINE'S DAY!



Once upon a time, way back in the late 1930s, there lived a pair of high school sweethearts in the sweet, small-town-like community of Burbank, California. Dusty and Connie were young, very much in love, happy and optimistic about everything in life. Nothing could go wrong; they had each other.

Dusty and Connie both did well in school and were considered bright, alert students. But they were naïve. They didn't realize what was going on in the world. They were too caught up in school and, mostly, with each other. They had no idea what was happening in Europe and the far east – and how imminent war was.

But it was. In December of 1941, Japan bombed Pearl Harbor and the next thing you knew, the United States was at war. Like many young men, teenage Dusty was eager to join the war. Without having a truly clear idea of what that meant, he just knew he wanted to defend our great country and, while scared, Connie agreed. So after high school, that's exactly what Dusty did.

It wasn't long before Dusty was trained to be a fighter pilot. He would soon be dropping bombs over the enemy – Germany in this case. Dusty the Bombardier remained devoted to Connie and wrote her every week. The equally faithful Connie wrote back like clockwork and their love only grew. Until one day...

Dusty was shot. His plane was shot down by the enemy and the aircraft spiraled down to earth. Luckily, Dusty was

able to eject himself and pull his parachute, which saved his life. But the enemy was waiting. Dusty was captured and thrown into a prisoner of war camp.

It was a horrible existence, but somehow Dusty survived – and he never forgot Connie. The thought of her got him through. She never gave up on him either and swore she never would. Eventually, the Allies won the war. This meant that the prisons were opened and the prisoners set free. Dusty was moved to England to make the transition and he finally got to write to his beloved Connie.

And when he did, he did what he always told himself in that prison that he would do if he ever got out: he proposed marriage to Connie. Elated, Connie accepted. But Connie did not have a wedding dress and it was always her dream to be married in a flowing white gown. She was a good seamstress and knew exactly how she would make her dress. She'd planned it for years. But because of the rationing that took place in the United States during the war, Connie could not get her hands on any decent fabric at all. What was she going to do?

Ever the hero, Dusty came to the rescue! Can you guess what brilliant Dusty did?

Come to our museum and SEE exactly what Dusty did! By the way, Connie and Dusty remained married all their lives and made their home and raised their family right here in Burbank. You see? Fairy tales DO come true! Learn all about it at:

The Burbank Historical Society/Gordon R. Howard Museum
OPEN SATURDAYS & SUNDAYS, 1 TO 4 pm - FREE Admission!
Located in George Izay (Olive Rec) Park, right next to the Creative Arts Center
BEHIND the blue Victorian home • Free parking
Phone: (818) 841-6333/ Web site: www.burbankhistoricalsoc.org ■

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

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In The Community

Burbank News & Events

Burbank Tournament of Roses Association

By Robert Hutt



Burbank's Rose Parade float entry won the Animation Award for its 2019 entry, Stompin' Good Time. I want to thank everyone who helped build and decorate our float! It simply would not have happened without your help!

Speaking of volunteers, I received a call at the float Barn in early December from a person who wanted to know when they could come to decorate the float. I told them that fresh flowers would not be going on until after the 28th but noted that they could help right away with some of the various other tasks that were happening then. The caller replied, "Oh no, that's for the professional volunteers." After working for several months to bring the float to that point, I admit, I was a bit irritated by the comment. But it got me to thinking about what the various "professional" volunteers can accomplish in Burbank.

The Burbank Volunteer Program which is organized at the Joslyn Center has many opportunities, including Burbank's Tournament of Roses Association. Visit the office at the school nearest you to see where you could help. Look into the Burbank Nutrition program for home-delivered meals. Join one of the community service clubs: Kiwanis, Rotary, Lions, etc. Check out the library. Try the Burbank Coordinating Council. It doesn't matter where you help, it matters THAT you help.

The month of February is focused on getting a design concept for 2020 registered with Tournament officials in Pasadena. Our Association's Board of Directors reviews

the submittals from the Design Contest, which was open to anyone, to select about six concepts which best illustrate the parade's theme; concepts that our Association could actually build; concepts that seem to fit our "style"; along with other more intangible factors.

During the first week of February, our General Membership attends a special meeting to pick the float. After several rounds of voting, the membership will rank the candidate concepts from their most favorite to least favorite. Only after the voting is completed will the sealed envelopes be opened and the designers revealed!

During the second week of February, members of the Board of Directors will attend the Theme Draft meeting at Tournament House in Pasadena to register our design. Upon arrival, each float builder picks a number from a jar: one number for each float they will build. Since Burbank is building only one float, we get only one number. The builder who selected number "1" submits his design first. The builder with #2 goes next and so on.

The ranking of the designs established by the General Membership becomes important during Theme Draft. If we picked a high number, there may already be too many butterflies or guitars or jungle-themes, etc. by the time our turn comes. If so, our design may be rejected by Tournament officials and we may need to go with our second or even third choice. Our original design for the 2004 parade was rejected, but our second choice, Moosic, Moosic, Moosic, eventually won the Queen's Trophy for best use of roses! ■

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

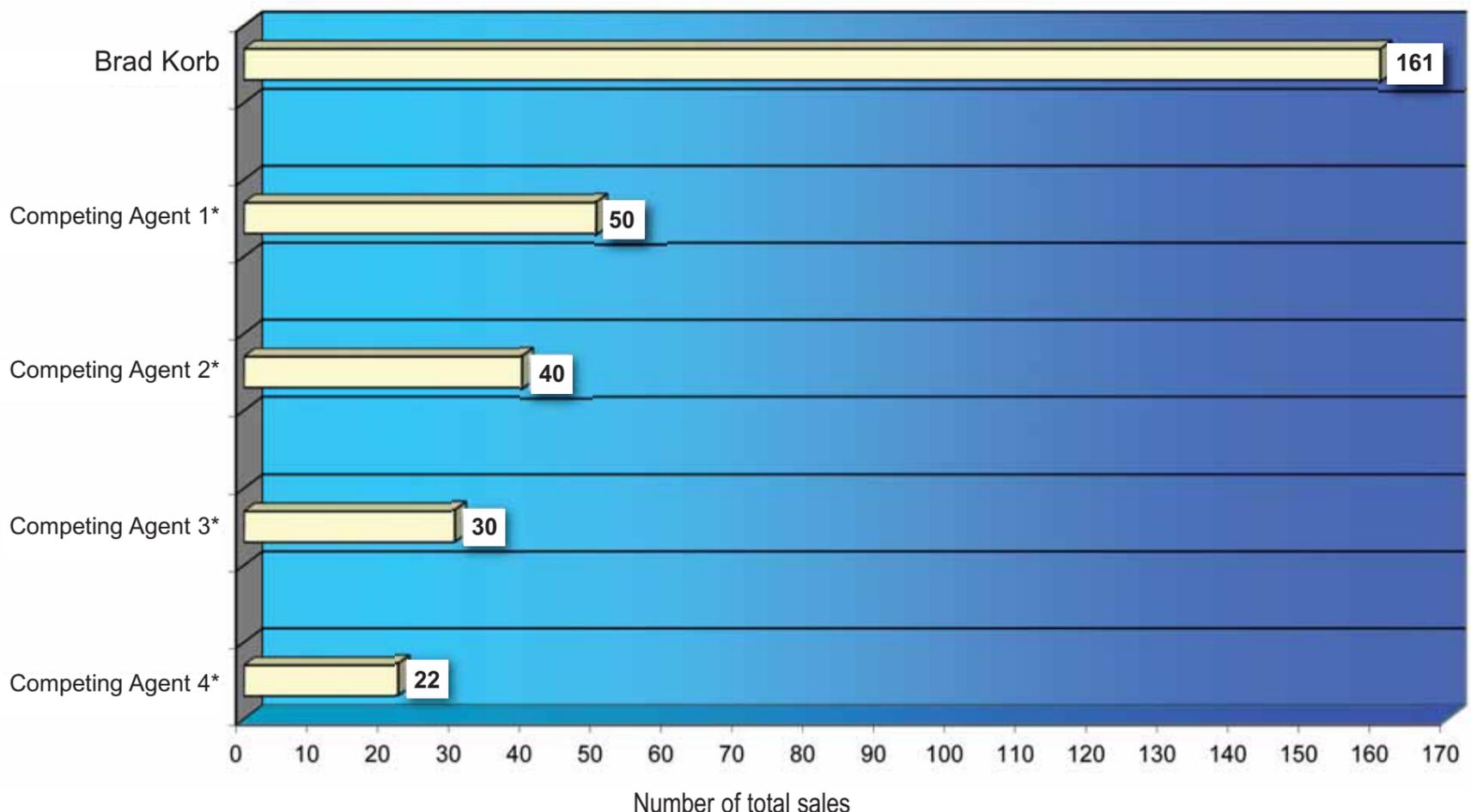
To all of you, we extend a sincere THANK YOU!



818.953.5300 or www.BradKorb.com

Burbank Agents Number of Sales

January 1, 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)

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

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



John Janis, Platinum Resources and Brad Korb

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



CLIENTS – WHO HAVE BENEFITED:

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

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

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

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

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

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



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

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

Helping the Southern California Community

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

Check the calendar at www.BradKorb.com 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!

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In The Community

Burbank News & Events

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

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



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

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

For more information, visit www.EstateSalesByConnor.com or call Stephen McCrory at (310) 228-0943. ■



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

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

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

Our Services:

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

We aim to be of assistance to YOU

818-848-3278 or 818-422-0558

Brad Did It Again!



Brad Did It Again with the sale of the Shatsnider family house in La Crescenta!

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

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

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

NMLS ID# 381742

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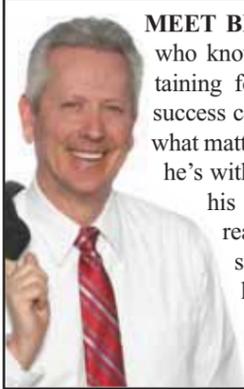
505 North Brand Blvd. Suite 1500, Glendale, CA 91203

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.

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BURBANK HILLS **\$899,998**
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SHADOW HILLS **\$899,998**
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The Brad Korb Team has a few great opportunities for energetic, highly motivated team members. We provide free training and plenty of leads! Please visit www.BradKorb.com and click on *Thinking About a Career in Real Estate?* and complete the online form or call our office at (818) 953-5300.

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

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

Market Trends

Burbank

PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Market
0 to \$300,000	1	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	4	0	NA	0	2	0	12	\$332,500	\$330,000	99.0%	14
\$400,001 to \$500,000	1	3	300.0%	9	18	3	0.3	\$455,439	\$456,106	100.1%	28
\$500,001 to \$600,000	6	7	116.7%	6	55	9	0.7	\$556,7019	\$559,488	100.5%	32
\$600,001 to \$700,000	9	5	55.6%	16	55	9	1.0	\$643,884	\$654,755	101.7%	39
\$700,001 to \$800,000	8	9	112.5%	21	68	11	0.7	\$746,487	\$748,773	100.3%	28
\$800,001 to \$900,000	14	11	78.6%	15	71	12	1.2	\$835,342	\$846,443	101.3%	24
\$900,001 to \$1,000,000	6	6	100.0%	10	48	8	0.8	\$936,225	\$951,369	101.6%	25
\$1,000,000+	30	0	NA	0	71	12	2.5	\$1,422,625	\$1,412,571	99.3%	37
Market Totals	79	41	51.9%	77	388	65	1.2	\$852,863	\$857,282	100.5%	31

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	1	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	1	#DIV/0!	0	0	0	NA	\$0	\$0	NA	0
\$600,001 to \$700,000	1	0	NA	0	1	0	6.0	\$635,000	\$635,000	100.1%	7
\$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	2	0	0.0	\$887,489	\$847,500	95.5%	38
\$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	1	1	100.0%	1	4	1	1.5	\$997,494	\$852,500	87.2%	55

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	\$334,950	\$327,450	97.8%	46
\$400,001 to \$500,000	0	0	NA	0	1	0	0.0	\$499,900	\$500,000	100.0%	22
\$500,001 to \$600,000	1	0	NA	1	1	0	6.0	\$598,300	\$600,000	100.3%	29
\$600,001 to \$700,000	0	0	NA	0	4	1	0.0	\$681,750	\$677,750	99.4%	18
\$700,001 to \$800,000	0	1	#DIV/0!	1	2	0	0.0	\$798,000	\$784,500	98.3%	38
\$800,001 to \$900,000	1	0	NA	21	3	1	2.0	\$873,000	\$848,333	97.2%	91
\$900,001 to \$1,000,000	1	0	NA	3	2	0	3.0	\$949,500	\$920,000	96.9%	59
\$1,000,000+	1	0	NA	0	0	NA	NA	NA	NA	NA	NA
Market Totals	4	1	25.0%	26	15	3	1.6	\$707,273	\$694,660	98.2%	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	0	0	NA	\$0	\$0	NA	0
\$700,001 to \$800,000	0	1	#DIV/0!	3	6	1	0.0	\$765,316	\$767,500	100.3%	42
\$800,001 to \$900,000	2	1	50.0%	1	3	1	4.0	\$807,633	\$868,333	107.5%	27
\$900,001 to \$1,000,000	1	0	NA	1	2	0	3.0	\$972,450	\$947,000	97.4%	30
\$1,000,000+	3	0	NA	0	2	0	9.0	\$1,125,000	\$1,225,000	108.9%	5
Market Totals	6	2	33.3%	5	13	2	2.8	\$862,284	\$888,769	103.1%	31

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	\$668,900	\$665,000	99.4%	42
\$700,001 to \$800,000	0	1	#DIV/0!	2	0	NA	NA	NA	NA	NA	NA
\$800,001 to \$900,000	2	0	NA	2	2	0	6.0	\$867,500	\$860,000	99.1%	22
\$900,001 to \$1,000,000	1	0	NA	0	2	0	3.0	\$914,500	\$921,250	100.7%	57
\$1,000,000+	0	0	NA	0	0	NA	NA	NA	NA	NA	NA
Market Totals	3	2	66.7%	4	6	1	3.0	\$792,983	\$792,083	99.9%	37

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	1	0	NA	0	1	0	6.0	\$585,000	\$585,000	100.0%	18
\$600,001 to \$700,000	0	1	#DIV/0!	30	7	1	0.0	\$654,842	\$663,000	101.2%	23
\$700,001 to \$800,000	1	0	NA	3	5	1	1.2	\$720,400	\$734,200	101.9%	42
\$800,001 to \$900,000	0	0	NA	1	3	1	0.0	\$834,933	\$840,000	100.6%	28
\$900,001 to \$1,000,000	0	0	NA	2	1	0	0.0	\$915,000	\$950,000	103.8%	5
\$1,000,000+	3	0	NA	0	1	0	18.0	\$1,199,000	\$1,275,000	106.3%	7
Market Totals	5	1	20.0%	37	18	3	1.7	\$743,872	\$757,889	101.9%	27