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## CONTACT US

**The Brad Korb  
REAL ESTATE GROUP**

Focused on What Matters to You  
Real Estate Since 1979

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BRE #00698730

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Burbank, CA 91505



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



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### FEATURED HOMES

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### AREA MARKET TRENDS

Page 12 NEW

PRSR STD  
U.S. POSTAGE  
**PAID**

MMP DIRECT

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

## Brad Korb's Reputation After 4 Decades: WOW! HAPPY 40TH ANNIVERSARY!

Forty years ago in early July, 20-year-old Brad Korb received his license to practice real estate. It was 1979 in Burbank: Korb had lived there since he'd arrived as a teen with his parents in the mid-1970s. A "military brat," he'd lived in many towns. But something about Burbank made him want to stay — he liked everything about the place. He saw his new license as his chance to become the best and most accountable real estate agent ever, in a town he loved.

Four decades later, when Los Angeles' CBS affiliate television station ran a segment on "This Is L.A." on how to find dream homes in the Valley, the producers sought Korb as their expert. The Brad Korb Real Estate Group office, in the Magnolia business district of Burbank, displays rarely-seen coveted awards such as "People Love Us on Yelp," "Best" in Readers Choice," and "Super Service,



tion to help them buy or sell homes at the prices and in the time frame they needed, with results often exceeding their expectations through his aggressive marketing and selling for top dollar. As time went on, he earned standing as a sensible and knowledgeable "consultant for life" for investment properties of all types.

*Continued on page 4*

Angie's List." Online consumer reviewers repeatedly describe Brad Korb and his team as honest, ethical, swift, professional — and accountable enough to refer for friends and family.

Indeed, Korb's reputation is longstanding in Burbank. He began earning it from day one for many things. His reputation among clients was for extreme determina-

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# In The Community

## Burbank News & Events

### Wolfpack and Piper's Pals: Worth Your Help



In a day and age "where nobody makes eye contact and electronics have taken over our lives," says Burbank Little League

coach Tiffany Nelson, many people seem conditioned to be spectators even when people clearly need help – but not on Wolfpack's watch.

A remarkable team of 18 boys, all but one 5th and 6th graders, have created a world where severely disabled kids can play baseball because a gentle Wolfpack "Buddy" is there to help every step.

The concept for what is called Piper's Pals formed about three years ago at the dinner table of Tiffany and her husband, Duane (both have coached Burbank Little League for decades), and their two sons. The youngest had overheard some boys saying cruel things about his wheelchair-bound big sister. "He cried for two days," says Tiffany. He grieved that Piper, born with cerebral palsy and several other ailments, would never marry, drive a car, or play baseball. That's when the older boy, consoling his little brother, asked, "Well, why can't she play baseball?"

*Continued on page 5*



### 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  
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Pasadena, CA 91101-2479, Tel. (800) 451-3954,  
Tel. (626) 405-4710 Direct, Fax (855) 203-6443, [Richard.Bertain@UBS.com](mailto:Richard.Bertain@UBS.com)

**David E. Escobar, CFP®**  
First Vice President – Wealth Management  
UBS Financial Services  
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Tel. (626) 405-4711 Direct, Fax (855) 203-6443, [David.Escobar@ubs.com](mailto:David.Escobar@ubs.com) ■

### Burbank African Violet Society



The Burbank African Violet Society's July club meeting will be on Thursday morning July 18, 2019 @ 10:00 A.M. The location is The Little White Chapel Christian Church, 1711 North Avon Street in Burbank.

Refreshments, are served and friendships are made. There is a door prize, raffle and silent auction tables.

Guests, are always welcome to attend our meetings. For more information please telephone (323) 236-0104 or reference our website: [www.burbankafricanviolets.weebly.com](http://www.burbankafricanviolets.weebly.com) ■

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RUMBLE KING

**JUL 13** KARLA PEREZ  
BANDIDOS DE AMOR

**JUL 20** THE FAB FOUR  
THE ANSWER

**JUL 27** YACHTLEY CREW  
GRACEBAND

**AUG 3** WHICH ONE'S PINK?  
THE NEIL DEAL

**AUG 10** JOHN WAITE  
VENICE

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# In The Community

## Burbank News & Events

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

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



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

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

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

Currently there are multiple ways to meet



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

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

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

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

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

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

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

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

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

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

but familiar ground to us."

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

*When you sell a piece of property with owner financing, it is considered an installment sale instead of a regular sale of real estate for tax purposes. For example, when you sell a house or a piece of land normally, the 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. ■*

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**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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# In The Community

## Burbank News & Events

**LISTINGS AND SALES ... JUST IN TIME FOR SUMMER**

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| <b>BRAD KORB'S RECENT LISTINGS</b> |      |
|------------------------------------|------|
| 14325 Foothill #19                 | 3508 |
| 225 N. Whitnall                    | 2328 |
| 4864 Embassy #8                    | 2108 |
| 5334 Lindley #224                  | 2068 |
| 10015 Glory                        | 2928 |
| 2144 N. Buena Vista                | 2898 |
| 11453 Delano                       | 3148 |
| 1701 N. Hollywood Way              | 2778 |
| 333 W. Alameda #103                | 2188 |
| 1048 Bethany                       | 2088 |
| 7823 Ellenbogen                    | 3068 |
| 220 N. Beachwood                   | 3418 |
| 437 N. Orchard                     | 2738 |
| 520 N. Louise #201                 | 3128 |
| 927 N. Screenland                  | 2128 |
| 1494 Stonewood                     | 2478 |
| 6005 Mamers                        | 2748 |

| <b>BRAD KORB'S RECENT SALES</b> |      |
|---------------------------------|------|
| 6528 Babcock, Seller            | 2468 |
| 6528 Babcock, Buyer             | 2468 |
| 1020 N. Orchard, Seller         | 3138 |
| 1020 N. Orchard, Buyer          | 3138 |
| 8823 Sunland, Seller            | 2028 |
| 8823 Sunland, Buyer             | 2028 |
| 801 Delaware, Seller            | 2588 |
| 801 Delaware, Buyer             | 2588 |
| 1821 Keeler, Seller             | 2968 |
| 1821 Keeler, Buyer              | 2968 |
| 1938 N. Kenwood                 | 2288 |
| 9183 Patrick, Seller            | 3368 |
| 9183 Patrick, Buyer             | 3368 |
| 13739 Erwin                     | 3168 |
| 2665 Glenrose                   | 3428 |
| 4140 Warner #212                | 2168 |
| 9959 Rancho Caballo             | 2058 |
| 10231 Stonehurst, Seller        | 3208 |
| 10231 Stonehurst, Buyer         | 3208 |
| 1911 W. Victory                 | 2558 |
| 22455 Needles                   | 2098 |
| 5414 Newcastle #13              | 2458 |
| 1801 W. Clark                   | 3188 |
| 22040 Strathern #5              | 2158 |
| 1033 N. Kenwood                 | 2398 |
| 2944 N. Buena Vista             | 3028 |
| 12411 Osborne #18               | 2018 |
| 601 N. Evergreen, Seller        | 2418 |
| 601 N. Evergreen, Buyer         | 2418 |
| 324 N. Louise #12               | 2408 |
| 1210 Broadway                   | 3308 |
| 1801 N. Buena Vista             | 2008 |
| 9552 Via Venezia                | 2078 |
| 1107 N. Rose                    | 2228 |

| <b>BRAD KORB'S RECENT SALES...Continued</b> |      |
|---|------|
| 9950 Topanga Canyon #38                     | 2208 |
| 10418 McVine                                | 3488 |
| 2669 Greenwood                              | 2348 |
| 14325 Foothill #19                          | 3508 |
| 4253 Farmdale                               | 2998 |
| 511 N. Shelton, Seller                      | 5538 |
| 511 N. Shelton, Buyer                       | 5538 |
| 8418 La Sierra                              | 5468 |
| 20829 Marshall                              | 5418 |
| 515 S. Via Montana                          | 5618 |
| 9201 Johnell                                | 5368 |
| 21133 Ingomar                               | 5378 |
| 8851 Independence #31                       | 5398 |
| 3500 S. Greenville Unit C                   | 5408 |
| 16614 Hamlin                                | 5388 |
| 15155 Sherman #34                           | 5428 |
| 102 S. Manhattan #107                       | 5438 |
| 3042 Highview                               | 5458 |
| 2009 Woodacre                               | 5508 |
| 37334 50th St E                             | 5548 |
| 1158 Tivoli #178                            | 5448 |
| 8500 Sunland #3                             | 5498 |
| 2135 Prosser                                | 5488 |
| 13825 Beaver #79                            | 5518 |
| 18530 Hatteras #211                         | 5478 |
| 1404 De Garmo                               | 5558 |
| 914 N. Catalina                             | 5568 |
| 11138 Aqua Vista #41                        | 5528 |
| 23600 Blythe                                | 5588 |
| 8549 Elizalde                               | 5608 |
| 32724 Coastsite #304                        | 5578 |
| 10601 Las Luntas                            | 5598 |
| 405 Lincoln #2                              | 5628 |
| 9620 Crebs                                  | 5638 |

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### Brad Korb's 40th Anniversary!

*Continued from page 1*

Korb further earned a name among local schools, youth sports teams, charitable organizations and non-profit community groups for his generous support in volunteer hours, sponsorships, use of his company's moving van, and space in the pages of his monthly "Burbank Bulletin" newspaper to promote their events and causes.

"I love giving back to the community in any way I can, and my business lets me do that supporting non-profits and charities. I also love the excitement of helping a new family come 'home' to Burbank. With some I've watched their kids grow up, then those kids come to me for their first homes! That's two and even three generations of clients!"

Korb added that as he became more experienced in dealing with different kinds of real estate, it became more satisfying to help people "on their real estate journey," as he put it, faced with an unexpected or unwanted sale of a home or looking to make the smartest investment property choice for their particular circumstances. Judging by client feedback, his expertise is valued and appreciated by them as much today as 10, 20, and 30-plus years ago.

"Maybe the biggest blessing is the great group I have around me," he said. "Over these 40 years, I've loved being able to help team members grow in their lives to embrace great careers of their own. For all of this, I can only say 'Thank you, Burbank!'" ■

What is it that Korb celebrates most on this, his 40th anniversary?

"Helping people just gives me joy and a

### 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  |
|------------|---|--|
| July 6-7   | LA Chapter Dressage Show                    | Cornerstone Event Management<br>(818) 841-3554 |
| July 19-21 | Gold Coast Series July Horse Show           | Langer Equestrian Group<br>(818) 563-3250      |
| July 27-28 | CSHA Coto Cup Drill Team                    | Jill Kraut (661) 254-0132                      |
| Aug. 2-4   | Camelot Summer Horse Show                   | Camelot Events (818) 259-4364                  |
| Aug. 17-18 | Spotted Valley Appaloosa Club Summer Finale | Toni Dean (760) 885-6561                       |
| Aug. 17-18 | Let's Show Dressage Show II                 | Cornerstone Event Management<br>(818) 841-3554 |
| Aug. 22-25 | Cool August Nights Dressage Show            | Cornerstone Event Management<br>(818) 841-3554 |
| Aug. 30    | Gold Coast Series Labor Day                 | Langer Equestrian Group                        |
| Sept. 1    | Horse Show                                  | (818) 563-3250                                 |

For more information, call us at 818-840-9063 | or visit us online at:  
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# 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.

Snap Ed ✓  
**Tuesday, July 9th @ 2:15PM (Meets  
for Four Consecutive Weeks)**

Come learn how you can Eat Healthy and  
Be Active. These 4 week sessions will  
talk about easy ways to make smart food  
choices and exercise more.

#### Guided Autobiography Workshop ✓

**Wednesday, July 10th @ 9:00AM  
(Meets for Five Consecutive Weeks)**

Are you looking for a way to make a  
record of your life story? Guided  
Autobiography is a process that helps you  
recall and record the significant moments  
of your life. Through this interactive class  
experience, you will learn the tools for  
writing our own life story. Class will run  
for 5 consecutive weeks.

#### Grief and Loss ✓

**Wednesday, July 10th @ 3:00PM**

This presentation defines grief and loss,  
explains the components of the grief  
process and describes the symptoms of  
grief to prepare participants for what to  
expect from losses.

#### How to Avoid Modern Diseases! ✓

**Wednesday, July 17th @ 12:30PM**

A Board Certified Nutritional Consultant  
can teach you how to eat so you can  
avoid modern diseases such as Diabetes,  
Dementia and Cardiovascular Disease  
issues all while shrinking your stomach.

#### Sun Safety ✓

**Friday, July 19th @ 1:00PM**

The sun is essential for life on earth.  
Unfortunately, too much exposure to the  
sun's rays can be harmful even deadly.  
During this program we will discuss  
ways to protect you from ultraviolet rays.

### 'This Is L.A.' Interview with Brad Korb Got Quick Feedback



Millions were watching in early April when CBS TV's "This Is L.A." had a segment where host Adam Kruger interviewed Brad Korb on finding dream homes in the Valley. Korb said feedback was nearly instantaneous after it aired, mostly calls and messages from friends and clients: "They were excited that I was highlighted, saying 'It's nice to see that they're recognizing you after all these years!'"

Korb was pleasantly surprised when he was approached by the popular lifestyle show to be featured as a local "expert" in helping folks throughout the San Fernando Valley buy and sell homes. Korb talked about how he became a real estate agent, his "community-focused real estate group," how he can help clients "on to the next chapter of their lives right away" if their homes don't sell quickly, and more.

You can watch the entire interview on the Blog Page at [www.BradKorb.com](http://www.BradKorb.com). ■

### The Brad Korb Team is Growing!

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

We look forward to hearing from you.



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### Wolfpack and Piper's Pals: Worth Your Help

Continued from page 2

Indeed, she could and now does, along with dozens of other severely disabled children who make up Piper's Pals. With the help of the 5th and 6th grade Wolfpack, they play against the younger Wolfpack teams. Says Tiffany: "All the boys on the team have done everything to learn how to get through to these severely disabled kids. The Buddies skip, sing, protect, teach, draw lines for the Pal's, feet, pick up the ball and toss it or put it in their hand, but they will never make the play. It is up to the Pal to do that." ■

The City of Burbank has been a solid supporter of non-profit Pipers Pals, even giving it a designated account ([Paypal.me/Wolfpackbaseball23](http://Paypal.me/Wolfpackbaseball23)) for tax-deductible donations. Nelson is hoping that Burbank will reward the Buddies with something fun and special, like tickets to Hurricane Harbor or Great Wolf Lodge, a Dodgers game, "or anything meaningful that they will remember for years to come." If you'd like to reward these incredible Wolfpack boys who represent so much that's great about Burbank, please contact Tiffany at 818-355-5571. ■

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



**"In Los Angeles  
I would hire Brad Korb.**

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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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AT A PRICE ACCEPTABLE TO YOU  
SOLD  
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# In The Community

## Burbank News & Events

### Kids' Community Dental Clinic

Hello! I am Samantha Sardarov. I am an ambassador of Girl Scouts from Troop 10456. This year I focused on completing the very challenging and highest award in Girl Scouts. I have been working on my Gold Award Project with the Kids' Community Dental Clinic in Burbank, California. I planned, hosted and organized a workshop and Tea Party for the patients of the clinic.

The first event focused on teaching the kids proper table manners, etiquette and place settings. During the workshop, I taught with games and visual aids to make learning fun! The kids got to practice their manners while eating snacks. I organized the Tea Party on June 1st, 2019 at the Kids' Community Dental Clinic. This event was filled with even more educational games and lessons. The kids got to see real table settings with proper utensils.

To further the learning experience, the Burbank Mayor, Emily Gabel-Luddy, came to visit. The Mayor, along with my project advisor and director of KCDC, Dale Gorman, and I had a receiving line. In line, the kids got to practice formally introducing



themselves to adults. The Tea Party was not just a learning event; it was filled with crafts and proper tea food. The kids also got to take home prizes and coloring sheets with the etiquette lessons.

The event was a huge success filled with fun, excitement and new experiences. The kids learned, created and took home valuable lessons. My Gold Award Project was a huge honor. I am grateful for this experience because not only did I help others, but I learned from the kids. I learned teaching, communicating and planning skills. This project could not have been done without the help of Dale Gorman, her KCDC helpers and my Girl Scout troop. I hope my service project inspired the little girls at the event to help and give back to their community. ■

### Burbank Community YMCA Learn, Grow, Thrive Summer Program

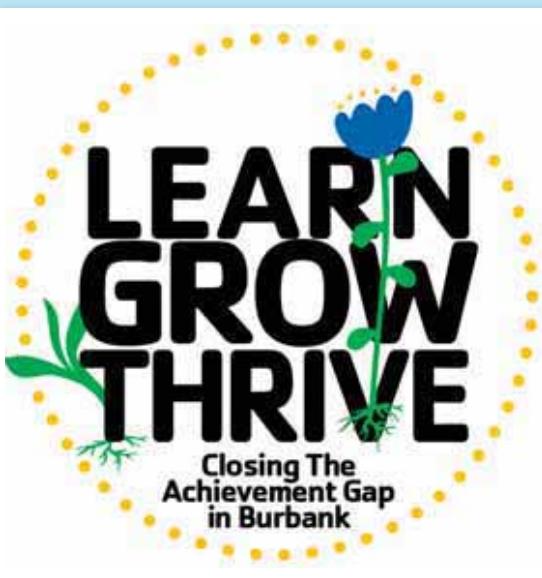
**What:** Our 'Learn, Grow, Thrive' Summer program is a 6 week, full day academic & enrichment program offered through the Burbank Community YMCA.

**Who:** Burbank Community YMCA

**Where:** Emerson Elementary School 720 E. Cypress Ave Burbank, CA 91501

**When:** Monday, June 3rd, 2019 – Friday, July 12th, 2019

**Info:** Each year, the Burbank YMCA partners with the Burbank Unified School District to offer a summer learning-loss prevention program 'LGT', which gives youngsters the learning experiences they need and deserve. This program is complete with extended care until 6pm for working families and is offered at no cost to qualifying families. Credentialed teachers teach the program with support from YMCA counselors. ■



### Burbank Public Library! News & Events

#### Summer Reading at your Library Sign up now for any program at [burbanklibrary.org](http://burbanklibrary.org)

Check out the event calendar on our website [burbanklibrary.org/events](http://burbanklibrary.org/events) to learn more about library events this summer!

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)

### TAKE ME OUT TO THE BALL GAME!

By Susie Hodgson

Do you remember the old musical "Damn Yankees"? In it, middle-aged Joe keeps rooting for his home team who never ever wins. Well, there really WAS such a team. It was a major league team called the St. Louis Browns, and from 1949 to 1952, they spent their Spring Training right here in Burbank. In fact, they practiced mere yards from our museum, at Olive Memorial Stadium in what is now George Izay Park.

In spite of (or maybe because of?) their dreadful record, the underdog Browns had and STILL have many fans. Here in Burbank, many families, youngsters, and several celebrities came out to watch the Browns play real baseball! One such youngster was a fascinated baseball nut, a native Burbanker who helped contribute to this article – former baseball player and our own Historical Society's beloved docent Brian Callahan. Brian got to see the likes of Satchel Paige, Willy Mays and Bobby Thompson play on that field. Some say Tommy LaSorda once played there too.

But the Browns really, truly weren't very good. In fact, they were lousy! The Charlie Browns of baseball! The Browns held the record for most losses (4,465 losses) and was essentially the "losingest" team around. As Bob Costas said, "It's not just that they're bad – they're comically, lovably, absurdly bad!" Another slogan often said about the Browns by the St. Louis fans (with affection): "First in shoes, first in booze and last in the American League!"

Here in Burbank, the Browns loved their spring training days. They loved our beautiful weather, our friendly people and small-town feeling. They weren't the butt of any jokes here like they were in St. Louis, such as "The crowd didn't dare boo the Browns. The team had them outnumbered."

Many of the Brown players were interviewed about their experience in Spring Training in Burbank. With thanks to local Browns fans Brian Callahan and Dr. Joseph Dossen, we were able to read these interviews. Browns player Roy Sievers said that the players stayed in an inn across the street called the Olive Manor Hotel (now gone). He reported meeting Andy Devine, Rochester, Bing Crosby, and Bob Hope who came down to Olive Memorial Park often to watch the club practice. "It was a great area to train in, plus the city itself was great...!"

Browns' player Jim Dyck said that in Burbank, the Browns "played the Cubs a lot... Good field, good lodging, everything first class!" Player Billy DeMars commented that they boys had "exciting times [going] to and from the Ball Park and hotel!" (Wonder what THAT means!) Another player, Ned Garver, also enjoyed meeting movie stars: "Bing Crosby came in the clubhouse and I got a picture with him. The Brown team was also introduced on Groucho Marx's TV show!" In addition, Marilyn Monroe met the Browns as did Ronald Reagan. We hear Monroe wore shorts to the occasion.

Another hot topic among the players and the entire baseball world for that matter had to do with one-time manager Rogers Hornsby, who briefly coached the team while they were doing their Spring



Training in Burbank. He had once been a great hitter (one of the greatest actually) but he was notoriously NOT a nice guy. He was "mean, gruff and angry," per player Jim Dyck, and co-player Ned Garver remarked that he "was baseball's greatest right hand hitter [but he had] no friends – very sad."

Still, morale went up in 1951 when Bill Veeck became their new owner. Veeck was a real character who the players AND fans loved. He used to own the successful Cleveland Indians and he thought he could turn around the Browns. Well, he didn't, but Veeck did wonders for the turnstile! He was well-known for coming up with goofy antics that thrilled the fans. But before we get to the crazier PR stunts, Veeck also hired "old" Satchel Paige to pitch for the Browns. (Old by baseball standards, that is. Paige was about 45, but no one was ever really sure.) Paige did well, much to many people's surprise. Veeck also hired ex-Cardinal Dizzy Dean to be a Browns broadcaster – another shocker.

As for the crazy stunts Veeck pulled, imagines these: having a circus perform after the game, putting up a basketball hoop at second base and having the Harlem Globetrotters play the Browns, and he even had jazz groups play. But the two best-known pranks were once when he gave every fan in the crowd placards to manage the game. For example, when a player was on third base, Veeck would ask the audience, "Should he steal home?" The crowd lifted their placards that said YES! So the poor guy tried and failed. Still, the Browns won that game and many a joke was made that the fans ought to manage the team more often!

Veeck was loved AND loathed. The baseball bigwigs thought he was making a carnival act out of America's favorite pastime. Plus the team kept losing. And Veeck ran out of money. Baseball brass tried to stop Veeck from selling the team – they wanted him to go bust. But Veeck managed to sell the team to Baltimore in 1954. Baltimore changed the team's name to the Orioles and effectively wiped out the history of the Browns. Nowadays, most people in Baltimore probably have no idea of their team's fun, goofy, losing history.

They also wouldn't know about the Browns' fun-filled Spring Training days in Burbank. After the Browns disbanded, the stadium hosted the Rams, who practiced there for three years, but the stadium fell in disrepair and was razed in 1995. The baseball stadium we know at George Izay Park today was re-built.

Want to learn more about Burbank and see the Browns exhibit that Brian made for us? Then come visit!

*Note: In addition to Brian Callahan and Dr. Dossen, thanks also go to Burbanker Richard Klein for his help in putting together this article.*

#### 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 behind the museum off Clark Street

Web site: [www.burbankhistoricalsoc.org](http://www.burbankhistoricalsoc.org) / Email: [ghowardmuseum@sbcglobal.net](mailto:ghowardmuseum@sbcglobal.net) ■

# In The Community

## Burbank News & Events

### Burbank Tournament of Roses Association

By Robert Hutt

We are pleased to announce that we have passed the first milestone to get our 2020 Rose Parade float, "Rise Up!" to Pasadena by successfully completing our Mechanical Inspection (MI). This inspection included several new safety items which were mandated by Tournament officials, with advice from Pasadena's police and fire departments, after the near disaster which involved a professionally built float near the end of this year's parade. Fortunately, we are already following most of the new rules, however, both of our engines are now protected by fire suppression systems. To assist responders in case of an emergency, we will be marking our driver/observer hatch locations and tow bar locations. We don't need to have visible gauges on our air brake system, since we don't use air brakes. We already carry wheel chocks to prevent the float from rolling while parked. We already have an acceptable "firewall" between the engine and driver compartment. We already use a pintle hook for towing at the front of the float.

One item that was not present for our MI was either a 30,000 GTW rated tow ball or pintle hook tow point at the rear of the float. The idea being that in case of a total failure of a float's brake system, a tow truck could connect at the rear to provide drag to slow a float as it descends a hill, like on Colorado Blvd just after camera row! We are still considering some design options.

July is prototyping month and we already have some projects for our welding class graduates! Many of the large floral displays are over-sized fabricated flowers like triple-sized

anthuriums and columbine blossoms that are two feet in diameter! Our new welders can also help with creating about twenty "organic" structures to hold valed roses up above the surface of the float which will create some spectacular floral dimensionality.

July is traditionally the month when we present the final colored artwork rendering to Burbank's City Council. The Decoration Committee has done a great job selecting colors and floral materials. Artist Ronnie Cranston has found time to work around her real job and spent the last couple of months creating and revising the line drawing and finally adding colors. A digital version of the rendering will next be sent to Tournament officials to be included in the parade program booklet.

On the construction side, the single huge Phoenix character, which is the focal point of the float, has caused us to strengthen the framework that mounts to the bare chassis to support it. The Phoenix will lean forward while the wings fold along his back to enable the float to get out the front door.

Save the date! Our annual Craft Faire and Open House will again be held on the first Saturday in October (Oct. 5) from 11 AM to 4 PM. This is also the scheduled date for our second test drive. Come visit the Barn, watch the test and fire drill and get an early start on your holiday shopping.

Get involved! Our regular work schedule is Wednesdays and Saturdays between 10:00 AM and 4:00 PM. The construction site is located at 123 W. Olive Ave. (Please park in the Metro Link lot.) Questions?? Call the Barn at 818-840-0060 or visit our website at: [www.BurbankRoseFloat.com](http://www.BurbankRoseFloat.com)! Check out our Facebook page, too! ■

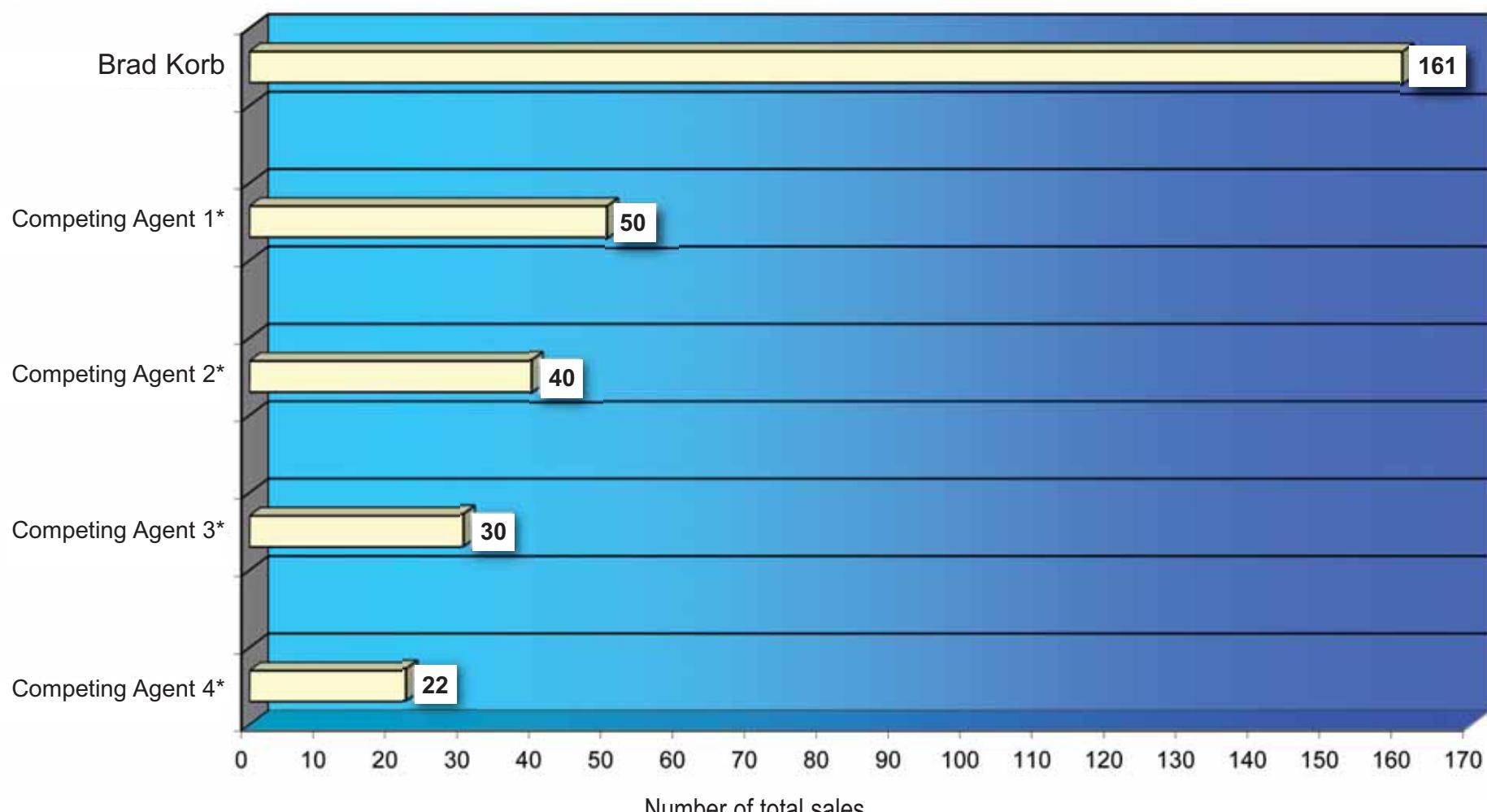
### Brad Did It Again!



*Brad Did It Again with the sale of  
John James' townhouse in Canoga Park!*

### 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

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



**("Here is a proven solution – that works")**

John Janis's compassion for helping individuals and families experiencing financial challenges led him to founding Platinum Resources. John's services help find solutions to loss of income, fixed income, divorce/separation, high credit/card usage, medical/dental expenses, educational expense and other monthly cash flow issues.

Over the years, John has had the privilege of helping people save 10's of thousands while also improving their overall credit standing. In addition, John's unique business...**doesn't charge upfront fees/costs nor monthly costs of any kind until they get results.**

#### **"What We Do - For Our Clients"**

- Eliminate monthly debt spending to creditors
- Eliminate thousands of medical/dental accrued debt
- Eliminate thousands of credit/retail accrued debt
- Enhance credit status/score improvement
- Prevent bankruptcy (BK)
- Save home from "must sell"



John Janis, Platinum Resources and Brad Korb

Should you, other family members or friends be experiencing similar financial burdens and are seeking a proven solution, and peace of mind we can help. Please contact Brad at 818-953-5304, Brad@BradKorb.com, or John Janis toll free 800-706-1210, JohnJ@PlatinumResources.US.

#### **CLIENT - REVIEWS**

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

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

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



**Burbank  
Temporary Aid Center**

### Burbank Temporary Aid Center Updates

#### **Help Create a 'Super bloom' in Burbank**

You've probably already received your letter asking for support to help create a super bloom in Burbank – but for people who are in need. Whether helping with utility bills, sprucing up resumes or providing groceries, our friends and neighbors need your help for them to "bloom".

Your support is very important to BTAC. Please remember to make your donation – either by mail or online. If you didn't receive our mailing, please let us know at info@theBTAC.org and we'll get one out to you ASAP.

#### **BTAC's SCHEDULE**

**Homeless Services:** On Monday and Friday BTAC will strictly be focusing on Homeless services. Services for those who are housed: Tuesday, Wednesday and Thursday BTAC will focus on preventing homelessness. BTAC's hours for services will continue to be M-F 9:00 a.m. – noon and 1:30 p.m. – 5:00 p.m. BTAC's food pantry closes each day at 11:30 a.m. and 4:30 p.m.

#### **FUNDRAISERS WILL CHANGE SOMEONES LIVES**

A great way to help is by gathering your friends, family, colleagues to conduct a food drive or organize a fun, fundraising activity. During these summer months, people often forget that BTAC still needs help providing services. Funds you raise could help pay someone's power bill or rent, to help them stay off the streets while they are getting back on their feet.

All deliveries should be made at the rear of the building, M-F from 8:30 a.m. – 5:00 p.m., except for holidays. For questions about food drives, contact estapleton@theBTAC.org. For fundraising questions, contact bhowell@theBTAC.org.

#### **BTAC Needs Volunteers!**

BTAC has numerous opportunities for volunteers, especially for those looking for an ongoing volunteer experience. Currently, we have openings for Mondays, Wednesdays and Thursday morning, helping in the area where clients are registered and assisted. Check in occasionally for additional openings. For more information, contact volunteer@theBTAC.org.

#### **DONATIONS ARE ALWAYS NEEDED**

There are many forms of donations we accept. Food, hygiene supplies are always welcome. However, during the summer, we hope you also will consider financially supporting BTAC. Monetary contributions can be made by visiting [www.theBTAC.org](http://www.theBTAC.org) and clicking the "PayPal Donate" button. If you have questions, please contact bhowell@theBTAC.org. All donations are accepted at the rear of the building. A reminder that even the smallest contribution makes a difference in people's lives.

*For more information on how to donate to The BTAC, please visit our website ([www.burbanktemporaryaidcenter.org](http://www.burbanktemporaryaidcenter.org)). ■*

*Rave R Reviews*

I was referred to you by a friend and appreciated the personal attention you gave to my property and me. You were very good with communicating the details of the sale. As a team, you all were great!

—Jorge Martinez  
Home Seller, Burbank, CA

I had received your constant mailings over the years before listing my property with you. I am very glad that I did! Thank you!

—Paul Pablos  
Home Seller, Burbank, CA

I called you because of your offer for a free pie! You sold my home in less than a week and the pie was delicious!

—Maria Orellana  
Home Seller, Burbank, CA

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

# In The Community

## Burbank News & Events

### CEO of the Boys & Girls Club of Burbank and the Greater East Valley Selected National BGCA CEO of the Year

CEO, Shanna Warren, was selected the 2019 CEO of the Year of the Boys & Girls Clubs of America. She was presented with her award at the national conference in Houston, TX in May. The award is given by the Professional Association of BGCA and candidates are nominated by their peers. Shanna was first selected CEO of the Year for the Pacific Region and then nominated again at the national level.

Shanna has been CEO of the Boys & Girls Club of Burbank and Greater East Valley for 17 years. In addition to her duties, as chief executive, she has taken leadership positions with the Los Angeles Alliance for the Boys & Girls Club and the Area Council.

Under her stewardship, the Club has grown from a half million dollar organization to a four million dollar organization. She was instrumental in partnering with the Burbank Unified School District in 2003

and opening six school sites that year. Currently, the Club has 23 sites, in five different locations: Burbank, Hollywood, Sun Valley, Tujunga and Van Nuys. Membership is at an all-time reaching 4200 youth served.

Joining her in Houston, current Board President, Paul Herman, Board Vice President Leena Mathew and past Board President, Dan Stillwell. Gracious in accepting the accolades from the crowd, she thanked everyone and said "I'm honored to be chosen for this award. I love our Club and am passionate about the work. Thank you all for being here and for your hard work. Together, we ensure that every child who walks through our doors has a chance to realize their full potential."

#### About the Boys & Girls Club of Burbank and Greater East Valley

Serving our community for 24 years, the Boys & Girls Club of Burbank and Greater



East Valley supports and nurtures potential in 4200 young people ages 5-18 every day. Through professional, dedicated and trained staff, the boys and girls at our main Club and at 22 local school sites, are encouraged to fully participate in a variety of enrichment programs all designed to help kids experi-

ence a positive sense of self and build strong character. No child is ever turned away for an inability to pay. The Boys & Girls Club of Burbank and Greater East Valley is a 501 (c) 3 organization. For more information visit us at [www.BGCBurbank.org](http://www.BGCBurbank.org) or call 818 842-9333. ■

### Thanks for Being Our Eyes, Voice & Ears!

At the Brad Korb Team, we treat our clients in a world-class way because it's what we believe in. So it means a lot to our Team when clients like Daniel Kennedy (below) show how much they believe in us by telling their friends, neighbors, and family about our great service. It means a lot when clients show how much they believe in us by letting us know if they hear of a neighbor who's thinking of selling their home.

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



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

### Burbank Chorale

#### Burbank Chorale Auditions for the Fall Semester

Tues., Sept. 10, 2019 • Tues., Sept. 17, 2019 • Tues., Sept. 24, 2019

Rehearsals begin at 7pm. Auditions will be held at the end of rehearsal.

Auditions and rehearsals will be held in the Sanctuary of St. Matthews Lutheran Church  
1920 W. Glenoaks Blvd., Glendale, CA 91201

To set up an appointment please contact the Burbank Chorale either by voicemail or email.

Voice-mail: (818) 759-9177 • Email: [membership@burbankchorale.org](mailto:membership@burbankchorale.org)

Burbank Chorale Holiday Concert  
Saturday December 07, 2019 7:30 pm

American Lutheran Church  
755 N. Whitnall Highway, Burbank, CA 91505

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

### 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](http://www.EstateSalesByConnor.com) or call Stephen McCrory at 818-848-3278. ■



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

We are dedicated to meet your requirements on closing dates and 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.
- Consignments and buy outs.
- Estate staging and organization
- 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.
- Antique, art and collectibles consignment process.
- Detailed accounting.
- Clean up and packing services.
- No out of pocket fees.
- Professional References.

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

# 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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Luxury Division



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**BURBANK** \$1,175,571  
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**BURBANK** \$949,949  
Call 1-800-473-0599, Enter Code 3078



**BURBANK** \$899,998  
Call 1-800-473-0599, Enter Code 3418



**BURBANK HILLS** \$849,948  
Call 1-800-473-0599, Enter Code 2488



**BURBANK** \$839,938  
Call 1-800-473-0599, Enter Code 2328



**BURBANK** \$839,938  
Call 1-800-473-0599, Enter Code 3258



**BURBANK HILLS** \$759,957  
Call 1-800-473-0599, Enter Code 2428



**ACTON** \$739,937  
Call 1-800-473-0599, Enter Code 2748



**VALLEY VILLAGE** \$729,927  
Call 1-800-473-0599, Enter Code 2118



**LAKEVIEW TERRACE** \$699,996  
Call 1-800-473-0599, Enter Code 3448



**TUJUNGA** \$692,296  
Call 1-800-473-0599, Enter Code 3478

## Join Our Top-Rated Team Now!

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

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

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

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SMART PHONE!**



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Who said you can't get anything FREE today? All you do is buy or sell your home with us and you can reserve your date to use the truck the day of your closing. If you have a charitable or community project that needs a truck, call us, we'll let them use it FREE!



**BURBANK** \$669,966  
Call 1-800-473-0599, Enter Code 2898



**SUNLAND** \$649,946  
Call 1-800-473-0599, Enter Code 3068



**NORTH HOLLYWOOD** \$639,936  
Call 1-800-473-0599, Enter Code 3148



**VALLEY GLEN** \$629,926  
Call 1-800-473-0599, Enter Code 2758



**SUN VALLEY** \$625,526  
Call 1-800-473-0599, Enter Code 2788



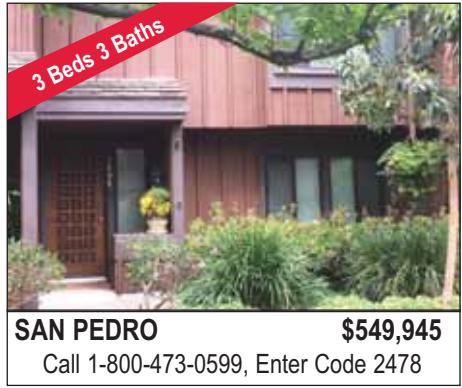
**CYPRESS PARK** \$619,916  
Call 1-800-473-0599, Enter Code 3468



**STUDIO CITY** \$559,955  
Call 1-800-473-0599, Enter Code 2038



**SUN VALLEY** \$549,945  
Call 1-800-473-0599, Enter Code 2918



**SAN PEDRO** \$549,945  
Call 1-800-473-0599, Enter Code 2478



**NORTH HOLLYWOOD** \$549,945  
Call 1-800-473-0599, Enter Code 3158



**PICO RIVERA** \$529,925  
Call 1-800-473-0599, Enter Code 2268



**GLENDALE** \$529,925  
Call 1-800-473-0599, Enter Code 3128



**BURBANK** \$529,925  
Call 1-800-473-0599, Enter Code 2188



**PACOIMA** \$449,944  
Call 1-800-473-0599, Enter Code 3198



**GRANADA HILLS** \$359,953  
Call 1-800-473-0599, Enter Code 2178



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

# Market Trends

## Burbank

| PRICE RANGE              | Active Listings | Pending | 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       | NA             | 0  | 0                                  | 0              | NA                 | \$0                             | \$0                | NA                          | 0              |
| \$300,001 to \$400,000   | 1               | 1       | 100.0%         | 0  | 4                                  | 1              | 1.5                | \$373,000                       | \$367,000          | 98.4%                       | 85             |
| \$400,001 to \$500,000   | 3               | 6       | 200.0%         | 4  | 18                                 | 3              | 1.0                | \$451,449                       | \$454,886          | 100.8%                      | 29             |
| \$500,001 to \$600,000   | 15              | 9       | 60.0%          | 7  | 35                                 | 6              | 2.6                | \$551,797                       | \$553,593          | 100.3%                      | 35             |
| \$600,001 to \$700,000   | 8               | 13      | 162.5%         | 13   | 30                                 | 5              | 1.6                | \$657,727                       | \$651,244          | 90.0%                       | 47             |
| \$700,001 to \$800,000   | 15              | 11      | 73.3%          | 20   | 55                                 | 9              | 1.6                | \$750,116                       | \$749,882          | 100.0%                      | 37             |
| \$800,001 to \$900,000   | 19              | 13      | 68.4%          | 18   | 56                                 | 9              | 2.0                | \$852,769                       | \$853,009          | 100.0%                      | 34             |
| \$900,001 to \$1,000,000 | 9               | 10      | 111.1%         | 12   | 42                                 | 7              | 1.3                | \$955,612                       | \$950,305          | 99.4%                       | 39             |
| \$1,000,000+             | 30              | 0       | NA             | 0  | 74                                 | 12             | 2.4                | \$1,351,979                     | \$1,325,250        | 98.0%                       | 46             |
| Market Totals            | 100             | 64      | 64.0%          | 74   | 314                                | 52             | 1.9                | \$884,893                       | \$877,587          | 99.2%                       | 40             |

## Lake View Terrace Horse Property

| PRICE RANGE              | Active Listings | Pending | 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  | 1                                  | 0              | 0.0                | \$315,000                       | \$320,000          | 101.6%                      | 5              |
| \$400,001 to \$500,000   | 1               | 0       | NA             | 0  | 0                                  | 0              | NA                 | \$0                             | \$0                | NA                          | 0              |
| \$500,001 to \$600,000   | 1               | 0       | NA             | 2  | 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       | NA             | 1  | 4                                  | 1              | 0.0                | \$753,975                       | \$749,500          | 99.4%                       | 10             |
| \$800,001 to \$900,000   | 1               | 0       | NA             | 1  | 2                                  | 0              | 3.0                | \$810,000                       | \$819,000          | 101.1%                      | 92             |
| \$900,001 to \$1,000,000 | 0               | 0       | NA             | 0  | 0                                  | NA             | NA                 | NA                              | NA                 | NA                          | NA             |
| \$1,000,000+             | 1               | 0       | NA             | 0  | 1                                  | 0              | 6.0                | \$1,250,000                     | \$1,401,500        | 112.1%                      | 1              |
| Market Totals            | 4               | 1       | 25.0%          | 4  | 8                                  | 1              | 3.0                | \$775,113                       | \$794,688          | 102.5%                      | 29             |

## Sylmar Horse Property

| PRICE RANGE              | Active Listings | Pending | 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  | 1                                  | 0              | 0.0                | \$315,000                       | \$320,000          | 101.6%                      | 5              |
| \$400,001 to \$500,000   | 1               | 0       | NA             | 0  | 0                                  | 0              | NA                 | \$0                             | \$0                | NA                          | 0              |
| \$500,001 to \$600,000   | 1               | 0       | NA             | 2  | 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       | NA             | 1  | 4                                  | 1              | 0.0                | \$753,975                       | \$749,500          | 99.4%                       | 10             |
| \$800,001 to \$900,000   | 1               | 0       | NA             | 1  | 2                                  | 0              | 3.0                | \$810,000                       | \$819,000          | 101.1%                      | 92             |
| \$900,001 to \$1,000,000 | 0               | 0       | NA             | 0  | 0                                  | NA             | NA                 | NA                              | NA                 | NA                          | NA             |
| \$1,000,000+             | 1               | 0       | NA             | 0  | 1                                  | 0              | 6.0                | \$1,250,000                     | \$1,401,500        | 112.1%                      | 1              |
| Market Totals            | 4               | 1       | 25.0%          | 4  | 8                                  | 1              | 3.0                | \$775,113                       | \$794,688          | 102.5%                      | 29             |

## Shadow Hills Horse Property

| PRICE RANGE              | Active Listings | Pending | 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             | 0  | 1                                  | 0              | 0.0                | \$769,900                       | \$760,000          | 98.7%                       | 6              |
| \$800,001 to \$900,000   | 1               | 1       | NA             | 1  | 3                                  | 1              | 0.0                | \$854,643                       | \$832,667          | 97.4%                       | 57             |
| \$900,001 to \$1,000,000 | 1               | 0       | NA             | 2  | 1                                  | 0              | 6.0                | \$1,049,999                     | \$990,000          | 94.3%                       | 132            |
| \$1,000,000+             | 3               | 0       | NA             | 0  | 4                                  | 1              | 4.5                | \$1,643,750                     | \$1,636,250        | 99.5%                       | 24             |
| Market Totals            | 4               | 1       | 25.0%          | 3  | 10                                 | 2              | 2.4                | \$1,171,783                     | \$1,144,300        | 97.7%                       | 49             |

## Sun Valley Horse Property

| PRICE RANGE              | Active Listings | Pending | Pendings Ratio | Number of Expired Listings Last Six Months | Number of Closings Last Six Months | Sold Per Month | Inventory (Months) | Average List Price (Sold Homes) | Average Sold Price | List to Sales Ratio Overall | Days on Market |
|--------------------------|-----------------|---------|----------------|--|------------------------------------|----------------|--------------------|---------------------------------|--------------------|-----------------------------|----------------|
| 0 to \$300,000           | 0               | 0       | NA             | 0  | 0                                  | 0              | NA                 | \$0                             | \$0                | NA                          | 0              |
| \$300,001 to \$400,000   | 0               | 0       | NA             | 0  | 0                                  | 0              | NA                 | \$0                             | \$0                | NA                          | 0              |
| \$400,001 to \$500,000   | 0               | 0       | NA             | 0  | 0                                  | 0              | NA                 | \$0                             | \$0                | NA                          | 0              |
| \$500,001 to \$600,000   | 0               | 1       | NA             | 0  | 0                                  | 0              | NA                 | \$0                             | \$0                | NA                          | 0              |
| \$600,001 to \$700,000   | 0               | 1       | NA             | 0  | 1                                  | 0              | 0.0                | \$709,999                       | \$645,000          | 90.8%                       | 124            |
| \$700,001 to \$800,000   | 0               | 0       | NA             | 0  | 0                                  | NA             | NA                 | NA                              | NA                 | NA                          | NA             |
| \$800,001 to \$900,000   | 0               | 2       | NA             | 1  | 2                                  | 0              | 0.0                | \$884,484                       | \$865,000          | 97.8%                       | 20             |
| \$900,001 to \$1,000,000 | 0               | 0       | NA             | 1  | 0                                  | NA             | NA                 | NA                              | NA                 | NA                          | NA             |
| \$1,000,000+             | 1               | 0       | NA             | 0  | 0                                  | NA             | NA                 | NA                              | NA                 | NA                          | NA             |
| Market Totals            | 1               | 4       | 400.0%         | 2  | 3                                  | 1              | 2.0                | \$826,322                       | \$791,667          | 95.8%                       | 55             |

## Sun Valley Hills

| PRICE RANGE | Active Listings | Pending | 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 |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |


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