



# Happy Trails Newsletter™

## Serving College Acres

### February 2014

“Plain-speaking horse sense for the love of our neighborhood”



### Home Sales—Median Prices

#### 2013 Woodland Hills Home Statistics

Standard Sales: 644  
REOs 36:  
Short Sales 86:  
Other: 26

	College Acres	Woodland Hills
2011	4 / \$765,000	628 / \$480,000
2012	13 / \$638,500	717 / \$505,000
2013	17 / \$802,500	792 / \$590,000

### Is Inventory Really Down? Numbers Don't Lie

There has been talk in the media for months that there is “no inventory” for buyers. Here are some numbers I compiled:

There are currently 131 homes on the market in Woodland Hills. 45% have been on the market for more than 60 days.

Closed sales are DOWN 37% (32) for January 2014 compared to January 2013 (51)

Closed sales are UP 100% (28) for January 2013 compared to January 2012 (40)

Closed sales are DOWN 11% (55) for December 2013 compared to December 2012 (62)

Closed sales are UP 15% (62) for December 2012 compared to December 2011 (54)

2013 REO sales were down 65% from the prior year, reflecting a continuing trend by banks from foreclosing to short sales.

Short sale are dropping dramatically too, signaling a return to normalcy in the market.

*What do you think?*

2013 sales show that College Acres is in high demand. Sellers are back in the driver's seat!



CalBRE #01766461

## Monique Bryher

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Residential Sales, Short Sales, Probate Sales



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Are you thinking about selling your home? Call me! ==> **818-430-6705**

### Conserve Water, Save Money, and Prepare for New Retrofitting Law

Starting Jan. 1, 2014, property owners who obtain permits to remodel their home are required to retrofit with toilets that use no more than 1.6 gallons per flush if it was built prior to 1994. Showerheads must have flow rates of no more than 2.5 gallons per minute. Other interior fixtures must use less than 2.2 gallons of water per minute.

### Report Proves Older Homeowners Fare Better Than Renters

It pays to be a homeowner.

A new report by the Mortgage Bankers Association's Research Institute for Housing America found that older Americans who own their homes are more financially secure and generally experience fewer impediments to good health compared with their peers who rent.

The new report provides a profile of the housing, functional status, and health status of the near-old (individuals aged 55 through 64) and older Americans (aged 65 and older) using the most recent data available from the Health and Retirement Study, a joint product spearheaded by the National Institute on Aging and the University of Michigan.

Housing is still the dominant asset in the portfolios of older Americans. Median housing equity for older American homeowners was \$125,000; the median housing-equity-to-income ratio was 2.4:1; and 50 percent of the typical older homeowner's portfolio was composed of housing wealth.

Thirty-one percent of older Americans have residences that have special safety features. Thirteen percent have modified their home to be either more accessible or safer between 2008 and 2010.



#### There's a Buyer for Your CA Home

If you own a one-story house in College Acres that has 3-4 bedrooms and 2 baths, please call me.



I have a very qualified buyer who will pay you the fair-market value as determined by an appraisal.



Can be a "fixer" or updated.



## ... Don't Horse Around ...

Selling your home? Buying a home?

Call **818-430-6705**



**Monique Bryher**

**Broker-Associate / Realtor®**

**[www.CollegeAcresHomes.com](http://www.CollegeAcresHomes.com)**

Not intended as a solicitation if you are already working with a real estate agent