



# Happy Trails Newsletter™

## Serving College Acres

### January 2014

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



## College Acres Sales Activity 2013 Home Closings (final)

Address	#Beds/Baths	House Size	Lot Size	Type	Price	Closed	Days
6034 Penfield Avenue	4 bed / 3 ba	3,398 sq. ft. / 21,490 sq. ft.		Standard	\$1,379,000	01-16-13	35
5701 Lubao Avenue	5 bed / 5 ba	6,400 sq. ft. / 26,399 sq. ft.		Standard	\$ 635,000	02-27-13	5
5708 Oakdale Avenue	3 bed / 3 ba	2,092 sq. ft. / 17,940 sq. ft.		Standard	\$ 660,000	02-25-13	51
5915 Jumilla Avenue	3 bed / 3 ba	1,728 sq. ft. / 18,114 sq. ft.		Standard	\$ 670,000	04-02-13	2
5748 Winnetka Ave	6 bed / 4 ba	4,208 sq. ft. / 21,791 sq. ft.		Standard	\$ 800,000	02-13-13	122
5819 Oakdale Avenue	4 bed / 3 ba	2,833 sq. ft. / 17,784 sq. ft.		Standard	\$ 962,500	04-08-13	60
5709 Jumilla Avenue	3 bed / 2 ba	2,074 sq. ft. / 17,881 sq. ft.		Standard	\$ 700,000	06-14-13	46
5938 Jumilla Avenue	3 bed / 2 ba	1,884 sq. ft. / 18,169 sq. ft.		Standard	\$ 710,000	07-22-13	4
5906 Jumilla Avenue	3 bed / 2 ba	1,791 sq. ft. / 18,171 sq. ft.		Standard	\$ 670,000	08-14-13	19
6024 Penfield Avenue	4 bed / 3 ba	2,572 sq. ft. / 17,159 sq. ft.		Standard	\$ 950,000	08-28-13	2
5721 Penfield Avenue	4 bed / 3 ba	2,640 sq. ft. / 23,625 sq. ft.		Standard	\$ 805,000	08-30-13	35
5715 Oakdale Avenue	4 bed / 4 ba	3,567 sq. ft. / 17,781 sq. ft.		Standard	\$1,133,000	09-13-13	9
19960 Calvert Street	4 bed / 3 ba	2,635 sq. ft. / 20,281 sq. ft.		Short Sale	\$ 815,000	11-20-13	168
5954 Jumilla Avenue	4 bed / 2 ba	2,572 sq. ft. / 18,579 sq. ft.		Standard	\$ 852,000	12-18-13	47
6023 Lubao Avenue	4 bed / 4 ba	3,022 sq. ft. / 32,656 sq. ft.		Standard	\$1,155,000	12-27-13	188

As of January 6, there is one (1) property for sale and two (2) more that are in escrow.

**How can I help you with the sale of your home?**

### Who are Likely Buyers Here in 2014?

-**Move-up buyers:** those seeking to upgrade to larger homes and/or better neighborhoods. This is the most common buyer for College Acres

-**Relocating buyers:** buyers moving from out-of-area to new jobs.

-**First-time buyers:** well-to-do buyers who have saved in order to move to College Acres.



## Monique Bryher

Broker-Associate / Realtor®

**Residential Sales, Short Sales, Probate Sales**



**Monique is a proud homeowner in nearby Melody Acres**

Calif. Lic. #01766461

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

## Now, Appraisals are Having a Significant Impact on Home Sales

To determine the value of a property, appraisers are supposed to review purchase prices of similar, nearby homes that sold in the past six months.

Many buyers and sellers are finding that banks and other lenders are being much more conservative about their appraisals. If you are considering selling your home, this is something you must take very seriously.

For sellers and buyers, the process often results in an appraisal amount that's below the agreed-upon purchase price of a home. Lenders, in turn, will typically lower the mortgage amount that they'll offer a buyer, leaving that buyer to make up the difference, often with a larger down-payment.

Another scary scenario: the buyer refuses to pay more than the appraised amount and renegotiates the purchase price with the seller. If the two sides fail to reach an agreement, the buyer can decide to walk away from the deal. The bad news for the seller is that the appraisal must be disclosed to the next buyer, who may want to renegotiate like the first buyer.

According to a recent National Association of Realtors monthly survey of roughly 3,000 agents, *one-third* of real-estate agents said the appraisal process resulted in buyers and sellers delaying or canceling contracts or renegotiating to a lower sales price last year. That's up from less than 10% in 2008.

Homeowners trying to refinance can also be burned. With jumbo mortgages, if the appraisal indicates that the borrower's loan amount is more than 80% of the value of the home, the borrower will likely have to put more money down if he wants to buy. In other cases, a lower appraisal could keep borrowers from getting the lowest rate possible.

## Rent Your Guest House

Please contact me if you are interested in renting your guest house.

Well-maintained guest houses are renting at a premium to good tenants tired of noisy apartment and condominium neighbors.

## ... 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

## Blankets Needed for Los Angeles Animal Shelters



It's cold outside: Los Angeles shelters are in desperate need of blankets and bottles of bleach so that dogs and cats don't have to sleep in cold, unheated cages. If you would be willing to launder unused blankets or towels and/or donate a bottle of bleach, I will pick them up and deliver them to the area shelters.



Donations of canned dog/cat food and unopened kibble are also gratefully accepted.

Thanks for caring.

## Lynch Plumbing

*"When you get in a pinch, call Lynch"*

Justin Hessling

**818-457-7913**

Lic. No. 607852

*Call Monique for references if you like*

## Next Month:

Analysis of 2013 completed home sales in College Acres and the greater Woodland Hills community

## Old World Style Stonework

*Brick, Flagstone, Rolled River Rock*

Creston Licha

**818-345-7598**

Lic. No. 373514

*Showcase home: 5651 Corbin Ave.*