

YOUR NEIGHBORHOOD HOME SALES

La Canada Flintridge Sales

					1/01/19 - 1/31/19			
Address	Bdrms	Baths	Sqft.	Lot Size	List Price	Sale Price	Mkt. Time	Price \$/Sqft.
4601 Castle Rd	4	2	1651	10655	\$849,000	\$868,000	31	\$526
4545 Daleridge Rd	3	2	1322	7856	\$1,000,000	\$950,000	33	\$719
2101 Tondolea Ln	5	4	3066	15246	\$1,389,000	\$1,300,000	82	\$424
1025 Olive Ln	5	6	5101	21150	\$3,849,000	\$3,750,000	128	\$735
4158 Commonwealth Ave	5	7	12640	85813	\$8,495,000	\$8,000,000	46	\$633
MONTHLY AVERAGES					\$3,116,400	\$2,973,600	64	\$607
PRIOR MONTH'S AVERAGES					\$2,135,923	\$1,955,215	74	\$689

La Crescenta Sales

					1/01/19 - 1/31/19			
Address	Bdrms	Baths	Sqft.	Lot Size	List Price	Sale Price	Mkt. Time	Price \$/Sqft.
2844 Stevens St	2	1	1304	5317	\$779,977	\$651,000	117	\$499
4937 Cloud Ave	2	1	849	5572	\$695,000	\$658,000	60	\$775
2509 Harmony Pl	2	2	1372	7664	\$700,000	\$700,000	0	\$510
3126 Evelyn St	3	2	1514	8432	\$799,997	\$729,000	89	\$482
3320 Reta St	4	2	1552	6088	\$779,000	\$776,000	42	\$500
3145 Hermosa Ave	3	2	1407	6394	\$799,000	\$790,000	42	\$561
5101 Dunsmore Ave	3	2	1724	8729	\$875,000	\$800,000	68	\$464
2932 Stevens St	3	2	2143	5913	\$799,000	\$835,000	14	\$390
3324 Park Vista Dr	3	4	1992	6768	\$1,059,000	\$1,100,000	14	\$552
MONTHLY AVERAGES					\$809,553	\$782,111	50	\$526
PRIOR MONTH'S AVERAGES					\$935,600	\$913,109	47	\$557



AN OVERVIEW OF TODAY'S MARKET



PUT YOUR HOME ON CENTER STAGE

The goal of home staging is to sell a home more quickly and for the highest price possible. Home staging is about illusions. It makes a house look bigger, brighter, warmer and best of all, it makes home shoppers want to buy it.

Staging your home can help you get top dollar when you sell. Ask us how!



BERT EATON
 License #00967237, #01470189
 (818)790-9700 OFFICE DIRECT
 (818)497-1204 CELL
 ACEATON2@YAHOO.COM EMAIL

RE/MAX TRI-CITY
 1433 FOOTHILL BOULEVARD
 LA CANADA FLINTRIDGE, CA 91011

PRSRT STD
 U.S. POSTAGE
PAID
 PASADENA, CA
 PERMIT #740

BERT'S CORNER

Dear Neighbors, Friends and Future Clients

New Year, New Start.

As we head into 2019, you might find yourself thinking that the time has come to upsize, downsize, or relocate. While 2018 started off with demand outpacing supply, resulting price increases and rising interest rates slowed things down noticeably. This trend could give buyers some relief this year as the length of time it takes to sell a home increases slightly. We're not looking at a significant correction, but one that may return a bit of sanity to the market this year.

As such, the professional you choose to help you buy or sell is more important than ever. As the market changes, so should your strategy. We can help you prepare your home for sale as well as help you navigate the changing market if you are looking to buy.

If you're wondering how to get started, give us a call so we can help you assess your current situation and help you get to where you want to be.

Have a great month!

Bert
Sincerely,

Be Clear on Co-Signing

We all know that tight inventory levels and rising interest rates can wreak havoc on affordability and younger homebuyers are hurt more than most. What can they do short of backing out and sitting on the sidelines (even longer)? Look to parents or grandparents to help them get into a first home.

There's little doubt such joint purchases are on the rise. Of home purchase loans in the U.S. in 2017, the latest year for which data is available, 22.8% included a co-signer, up from 21.3% in 2016, according to real estate data company ATTOM Data Solutions.

If you are thinking about entering into an arrangement like this, realize that the co-signer is 100% responsible for the obligation. If the person who is benefitting from the co-signing loses his or her job and can't make mortgage payments, you are now responsible for payments.

As well, co-signing will affect your credit. Any delinquency will appear on your credit report. This could affect your ability to get credit in the future – and the interest rate you'll qualify for – if you apply for a home, auto, personal, business or student loan.

Even if the payments are made on time, the mortgage can count against you when you're trying to qualify for future loans. That co-signed loan take up part of your debt-to-income ratio and restricts your ability to borrow additional money for your own purchases.

Your debts will be looked at. As a co-signer, be prepared to provide paperwork to meet the same credit requirements that the borrower is subject to. These include bank statements and income tax returns. Your debt as a co-signer will be considered in the loan approval process, with the expected outcome that debt and income from two borrowers will lower the debt-to-income ratio for the loan.

Lastly, as a co-signer, consider whether your help is truly helping the buyers. If they could not afford this home without your contributions, is it in their best interests to help? Do they have the cash flow to make the monthly payments? Do you have the capacity to make the payments if they fall behind? Consider if a less expensive home they can qualify for on their own is possible.

If you are considering entering into a co-signing agreement, talk to a lender and/or a professional financial planner to understand the ramifications to ensure you make well-informed decisions.

PRIME FLINTRIDGE LOCATION



A classic take on mid-century modern in prime Fintridge. Set in a private, woodsy setting at the end of a cul-de-sac, this home features all you would expect from mid-century architecture – light-filled rooms with exterior views from many of the rooms, open beam ceilings, Palos Verdes stone, and split-level living that provides additional privacy and space. The floorplan includes 4 large bedrooms, 4 baths, a large great room adjacent to the kitchen and a separate den/family room. The nearly 21,000 sq. ft. usable lot provides great space for play and entertaining. The garage has been converted to a large studio/playroom or office and can be easily converted back to a garage. This home features maple hardwood floors, recessed lighting, custom tiled bath, and new paint. Easy living and move in ready!

4+4 | 2,755 sq. ft. | 20,435 lot Offered at \$1,695,000

IN ESCROW IN 2 DAYS

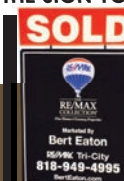


Incredible opportunity! 2 lots totaling approximately 1/4 acre. Excellent investment to either build two homes on these two north-high-side lots or create your own wonderful gated estate. This property is located in north La Crescenta and is ready for you to update and upgrade to your taste. The country feel of this home is evident from the moment you walk in. Hardwood floors along with knotty pine paneling welcome you. The home offers 4 bedrooms, 1.5 baths, a large 2-car garage, central air conditioning and heating and tranquil views of the Verdugo Mountains.

4+1.5 | 1,508 sq.ft. | 10,955 lot Offered at \$899,000

REAL ESTATE Today

THE SIGN YOU NEED



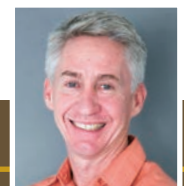
FOR THE RESULTS YOU WANT

www.berteaton.com

818.497.1204



Linda Eaton



Bert Eaton