



La Cañada Real Estate 101

Inside the 91011 Community

December, 2021



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Kathy's Real Estate Notes

Hello Everyone:

As the year comes to a close I can't tell you how crazy the Real Estate Market has been not only here but everywhere. We have continuously seen multiple offers and prices being driven up to crazy amounts. We are seeing a lot of buyers having to remove contingencies from the beginning just so that their offers are looked at. I caution both buyers and sellers it is SO IMPORTANT to work with a professional full time Realtor that can represent you in not just getting you the highest price as a seller, or getting your offer accepted as a buyer, but to make sure you are completely represented and understand all situations of the transaction so matters don't come back and haunt you well after escrow has closed.

We had 20 properties successfully close escrow last month. Out of those, 15 of them sold for over the asking price and 3 sold for under. There are still a lot of buyers out there and they want to buy now. If you are considering selling you will have very little competition right now and you don't have to move right away. We can negotiate the possession date so you don't have to stress about where you are moving to and can still take advantage of the great Sellers' market.

We currently have ONLY 11 properties on the market in the school district. Our least expensive is still the 3 bedroom 2 bath property at 4615 Orange Knoll Avenue with an asking price of \$1,295,000 and our most expensive property on the market today is a 7 bedroom 10 bath property at 4428 Woodleigh Lane with an asking price of \$7,800,000. As I type this it's been on the market for 3 days and I happen to know from a good source that they already have a very good offer in hand. If you are wondering what happened to the property 607 Foxwood Road, they have decided to pull it off market for a few months according to their listing agent.

Last month the average price per square foot took a small dip from \$875.73 in October to \$865.66 in November. I can't stress enough that there are many factors that go into pricing a property and the average price per square foot is just one of them. If you would like to know more about what your property would sell for or if you would like to discuss the market please feel free to give me a call & we can discuss. Please remember, THIS IS STILL A GREAT TIME TO BE A SELLER! However, now more than ever it is so important to work with a local expert that knows how to best position a property for today's market. If you are not quite ready to sell now and are thinking next year is the time, please remember it's never too early to discuss strategy. We can definitely set up a time and discuss when would be the best for you and your property and what should or shouldn't be done to prepare.

If you are thinking of selling, I would be honored to help you. If you know someone that would like to live here, I would love to help them. If you have any questions about real estate or just want to know what your property would sell for PLEASE call me at (818)949-5205 or email me at Kathy@imuragent.com. I look forward to hearing from you...



SUCCESSFUL NOVEMBER CLOSINGS

<u>Address</u>	<u>List Price</u>	<u>Sold Price</u>	<u>SqFt</u>	<u>\$/SqFt</u>
4420 Union Avenue	\$1,075,000	\$942,000	1,329	\$708.80
5108 Angeles Crest Highway	\$1,299,999	\$1,350,000	1,737	\$777.20
4615 Hampton Road	\$1,249,000	\$1,360,000	1,372	\$991.25
4626 Viro Road	\$1,350,000	\$1,410,000	1,710	\$824.56
330 Knight Way	\$1,450,000	\$1,575,000	1,800	\$875.00
4629 Alveo Road	\$1,495,000	\$1,615,000	1,648	\$979.98
1247 Flintridge Avenue	\$1,395,000	\$1,650,000	2,314	\$713.05
5004 Crown Avenue	\$1,495,000	\$1,825,000	1,840	\$991.85
5242 Escalante Drive	\$1,595,000	\$1,863,000	2,578	\$722.65
4628 El Camino Corto	\$1,995,000	\$2,355,000	3,152	\$747.14
4027 Dover Road	\$2,495,000	\$2,625,000	1,711	\$1,534.19
1930 Lombardy Drive	\$2,600,000	\$2,900,000	3,519	\$824.10
166 Normandy Lane	\$2,999,000	\$2,920,000	5,380	\$542.75
5168 La Cañada Boulevard	\$2,875,000	\$2,975,818	3,030	\$982.12
466 Noren Street	\$2,649,000	\$3,000,000	2,861	\$1,049.58
5209 Harter Lane	\$3,333,333	\$3,333,333	4,879	\$683.20
805 Valley Crest Street	\$3,095,000	\$3,335,000	4,022	\$829.19
511 Berkshire Avenue	\$4,545,000	\$4,320,000	5,237	\$824.90
1881 Palm Terrace Court	\$4,400,000	\$4,682,000	5,106	\$916.96
5350 Harter Lane	\$7,000,000	\$7,000,000	8,797	\$795.73

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Community Happenings

Hello and Happy December:

Hope you all had a wonderful Thanksgiving. I for one ate way too much.

As the year is closing out (how is it already December?), I want to thank you all for being a part of my life. I am truly blessed to be able to do what I love and work with people that I enjoy and sell gorgeous properties that I absolutely love. I for one love it here and am grateful everyday.

Wishing you all a HAPPY HOLIDAY SEASON.....

Enjoy December and be safe!!!!

Event	Date	Location
Farmer's Market	Every Saturday, 9:00am-1:00pm	Across from Memorial Park
Enchanted Forest of Light	Now through Sunday, Jan. 9th, 2022, 5:30pm	Descanso Gardens
Hanukkah	Sunday, November 28th through Mon- day, December 6th	Happy Hanukkah
27th Annual Festival in Lights	Friday, December 3rd, 4:00pm	Memorial Park
CCLCF's Annual Holiday Ceramic Sale	Friday, December 10th, 10:00am	Community Center of LCF
LCF Chamber Annual Meeting & Holiday Party	Monday, December 13th, 6:30pm	The University Club of Pasadena
Winter Craft Fair & Boutique	Saturday, December 18th, 11:00am	Lutheran Church in the Foothills
Winter Break	Saturday, December 18th through Sun- day, January 2nd	All LCUSD
LCF Tournament of Roses Float Deco Week	Wednesday, December 22nd through Friday, December 31st	4524 & 4510 Hampton Road
Christmas Day	Saturday, December 25th	Merry Christmas
New Year's Eve	Friday, December 31st	Happy New Year



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