



La Cañada Real Estate 101

Inside the 91011 Community

January, 2022



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Kathy's Real Estate Notes

Hello Everyone:

Happy New Year! Wow, 2022 has begun. So many people have asked me during the past month what I think will happen to the real estate market this year, well, all signs are leaning towards another HOT HOT HOT real estate market. Whenever I talk to Sellers in December I always recommend we wait till the first couple of weeks in January to see how things are looking before we determine when we should go live with a listing. Well just today I have had 2 phone calls from 2 new buyers that are asking if I can help them with their purchase. They are desperately wanting to move to La Cañada in the next few months. I then started running the numbers to type this newsletter, and I have been selling real estate here in town full-time since 2006 and I have never seen our inventory as low as it is right now. There are currently ONLY 5 properties for sale in the school district right now. THAT IS INSANE to say the least. If you are having ANY THOUGHTS OF SELLING in the near future, let's have a quick discussion. This is truly a wonderful time to be a seller in our town. There are so many options on how to get you the most for your property and not have you 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.

As I mentioned last month, 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.

As noted above, we have only 6 properties on the market in the school district. Our least expensive is a 3 bedroom, 2 bath property at 4453 El Camino Corto with an asking price of \$1,498,000 and our most expensive property on the market is the property at 4200 Mesa Vista Drive with an asking price of \$6,999,000. I know from first-hand experience that property has beautiful views of La Cañada as I used to live there before the current owners bought it and built a new house on it.

Last month we had 17 properties successfully close escrow. Out of those, 13 of them sold for over the asking price and 3 sold for under. Our average price per square foot took a slight dip from \$865.66 in November to \$815.63 in December. 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, 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 DECEMBER CLOSINGS

<u>Address</u>	<u>List Price</u>	<u>Sold Price</u>	<u>SqFt</u>	<u>\$/SqFt</u>
1910 Glenhaven Drive	\$1,150,000	\$1,315,214	2,312	\$568.86
4840 Hampton Road	\$1,495,000	\$1,530,000	1,872	\$817.31
5342 Linda Vista Drive	\$1,495,000	\$1,600,000	1,931	\$828.59
4606 Encinas Drive	\$1,299,921	\$1,650,000	1,969	\$837.99
931 Vista Del Valle Road	\$1,895,000	\$2,000,000	2,448	\$816.99
1354 Green Lane	\$1,995,000	\$2,135,000	2,693	\$792.80
928 Chehalem Road	\$1,749,000	\$2,210,000	2,262	\$977.01
1615 Del Oro Drive	\$1,895,000	\$2,315,000	2,275	\$1,017.58
4926 Hillard Avenue	\$2,275,000	\$2,361,000	2,617	\$902.18
2003 Orchard Lane	\$2,200,000	\$2,365,000	2,998	\$788.86
4754 Palm Drive	\$2,400,000	\$2,400,000	4,076	\$588.81
5212 Pizzo Ranch Road	\$2,550,000	\$2,510,000	4,281	\$586.31
4325 Beulah Drive	\$2,329,000	\$2,822,000	2,491	\$1,132.88
4075 Chevy Chase Drive	\$2,695,000	\$3,015,000	2,764	\$1,090.81
4365 Chevy Chase Drive	\$4,390,000	\$4,439,000	4,993	\$889.04
415 Gleneagles Place	\$4,700,000	\$4,500,000	5,882	\$765.05
245 Berkshire Avenue	\$7,490,000	\$6,500,000	13,990	\$464.62

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Community Happenings

Hello and Happy January:

I truly hope you all had a wonderful Holiday Season. I for one definitely ate too much and am starting the new year with more positive daily habits.

My family and I were lucky enough to go to Lake Tahoe over Christmas and yes, we did get snowed in during the record snow fall that they received. I believe I have had enough snow to last me awhile. Hoping all the snow and rain we have received will end our drought and truly hoping that this new year brings an end to COVID!

I want to wish all of you a Healthy, Happy and Prosperous 2022!!!!

Please stay 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
La Cañada Unified Schools Resume	Wednesday, January 5th	All LCUSD
View La Cañada Flintridge Tournament of Roses Float	Saturday, January 8th, 10:00am- 5:00pm	Memorial Park
Martin Luther King Jr. Day	Monday, January 17th	All LCUSD Schools Closed
Meet & Greet Children's Book Author Alva Sachs: "The Pirate Princess"	Saturday, January 22nd, 11:00am	Flintridge Bookstore
Chamber of Commerce 110th Annual Installation & Awards Gala	Thursday, January 27th, 6:30pm	La Cañada Flintridge Country Club



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