



La Cañada Real Estate 101

Inside the 91011 Community

February, 2022



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Kathy's Real Estate Notes

Hello Everyone:

I would like to say the real estate market continues to be HOT! HOWEVER, we have very little inventory making it extremely difficult to have a market. We currently have only 11 properties on the market in La Cañada and actually one of those is already in escrow. People are desperately wanting to move to La Cañada in the next few months. Good news is, I know there are many that are thinking of selling and I've had several conversations in the past couple of weeks with people that are going to take advantage of this wonderful Sellers' market we are continuously experiencing. 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.

One thing I wanted to bring to your attention: many agents are trying to convince Sellers to sell their properties off-market because they have a buyer that will pay them top dollar and they won't have to spend time and money preparing their properties for going on the market. The advice I would give ALL SELLERS is if you sell your property off market in this market, you are going to leave so much money on the table—at least \$200,000 to \$300,000. I do my best to make it as easy and pain-free to get your property market-ready so that you can take full advantage of the Sellers' market we are in. Did I mention we are in a SELLERS' MARKET????? Let's discuss strategy if you have ANY thoughts of maybe selling.

As noted above, we have only 11 properties on the market in the school district. Our least expensive is a 3 bedroom, 2 bathroom property at 4824 La Canada Boulevard with an asking price of \$1,288,000 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 firsthand experience that property has beautiful views of La Cañada as I used to live there before the current owners bought and built a new house on it.

Last month we had 12 properties successfully close escrow. Out of those, 6 of them sold for over the asking price and 4 sold for under. Happy to report our average price per square foot went up from \$815.63 in December to \$848.20 in January. 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 and we can discuss.

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 JANUARY CLOSINGS

<u>Address</u>	<u>List Price</u>	<u>Sold Price</u>	<u>SqFt</u>	<u>\$/SqFt</u>
1622 Foothill Boulevard	\$999,000	\$999,000	902	\$1,107.54
1519 Riendo Lane	\$2,279,000	\$2,260,000	3,067	\$736.88
350 Starlight Crest Drive	\$2,500,000	\$2,460,000	4,309	\$570.90
451 Meadowview Drive	\$2,475,000	\$2,505,000	4,056	\$617.60
4450 Commonwealth Avenue	\$2,345,000	\$2,625,000	2,967	\$884.73
917 Milmada Drive	\$2,500,000	\$2,875,000	3,259	\$882.17
2001 Los Amigos Street	\$3,250,000	\$3,107,500	4,241	\$732.73
3936 Madison Road	\$2,995,000	\$3,250,000	3,501	\$928.31
4740 Hillard Avenue	\$4,995,000	\$5,325,000	5,496	\$968.89
4420 Gould Avenue	\$5,995,000	\$6,000,000	6,191	\$969.15
4240 Woodleigh Lane	\$8,300,000	\$7,500,000	7,885	\$951.17
4428 Woodleigh Lane	\$7,800,000	\$7,800,000	9,416	\$828.38

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Community Happenings

Hello and Happy February:

January was a quiet month it seems. I finally was able to go to a real estate conference which I was thrilled about. Always nice to learn and connect with other Realtors across the country to better serve my clients and community. Remember when I said I am starting the new year with positive daily habits? Well I began February by signing up for boot camp, so yes, every morning at 5:30am I have committed to working out and starting my day with a positive attitude (wish me luck).

Schools are back in person and I'm hoping and praying life will slowly go back to normal.....
Wishing everyone a Happy February.....

Event	Date	Location
Farmer's Market	Every Saturday, 9:00am-1:00pm	Across from Memorial Park
Valentine's Day Ceramics Date Night	Saturday, February 12th, 6:00pm-9:00pm	Community Center of La Cañada
Valentine's Day	Monday, February 14th	Happy Valentine's Day
Meet & Greet Children's Author Dilek Mir	Saturday, February 19th, 11:00am-12:00pm	Flintridge Bookstore
Presidents' Day	Monday, February 21st	All LCUSD
LCHS 7/8 Instrumental Music Dinner Show	Friday, February 25th, 7:00pm-9:30pm	La Cañada Country Club
Courtyard Sale	Saturday, February 26th, 8:00am-2:00pm	La Cañada Thursday Club



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