



La Cañada Real Estate 101

Inside the 91011 Community

March, 2022



Find out what your home is worth at [ImUrAgent.com](https://www.ImUrAgent.com)

IMURAGENT
KATHY SEUYLEMEZIAN



COLDWELL BANKER
REALTY



(818) 949-5205 Office (818) 378-7928 Cell
Kathy@ImUrAgent.com ImUrAgent.com
657 Foothill Blvd, La Cañada, CA 91011
CalRE# 00947297



Kathy's Real Estate Notes

Hello Everyone:

All I have to say is this market is INSANE. We have extremely limited inventory and for the few properties that are coming on the market, I am so happy for the Sellers and feel so bad for the Buyers. We saw 2 properties hit the market last week priced just below \$2m and one received 20 offers. Rumor has it, they will be closing at over \$2.5m. The other had 6 offers and will be closing well above the asking price. Our average price per square foot will go crazy high next month. That being said, the beautiful property on Flintridge that came on the market at \$6.5m and had multiple offers fell out of escrow and is still available. There seem to be a lot of buyers for properties under \$3m but the higher end buyers...hmmm...where are they? We all thought the Roscoe Moss Estate on Flintridge Avenue would sell quickly and over the asking price since it had a lot of interest when it first came on the market. Now that it has fallen out of escrow, I believe they are having a second round of open houses.

We currently have only 20 properties on the market in La Cañada. More than the last few months, but we still need more to respond to the great buyer demand that is out there. A lot of buyers seem to want to purchase before the interest rates go up again. 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.

Please note, as I mentioned last month, 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: if you sell your property off market in this market you are leaving 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. Let's discuss strategy if you have ANY thoughts of maybe selling.

As noted above, we have only 20 properties on the market in the school district. Our least expensive is a 3 bedroom, 2 bathroom property at 4420 Union Avenue with an asking price of \$1,349,000 and our most expensive property on the market is the property at 4200 Mesa Vista Drive with a new asking price of \$6,800,000.

Last month we had only 7 properties successfully close escrow. Out of those, 4 of them sold for over the asking price and 3 sold for under. Happy to report our average price per square foot went up from \$848.20 in January to \$867.30 in February. 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.

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 FEBRUARY CLOSINGS

<u>Address</u>	<u>List Price</u>	<u>Sold Price</u>	<u>SqFt</u>	<u>\$/SqFt</u>
4824 La Cañada Boulevard	\$1,288,000	\$1,453,366	1,224	\$1,187.39
4453 El Camino Corto	\$1,498,000	\$1,505,000	1,710	\$880.12
220 Saint Katherine Drive	\$2,200,000	\$2,165,000	2,366	\$915.05
5132 Jessen Drive	\$2,495,000	\$2,600,000	2,912	\$892.86
4931 Alta Canyon Road	\$3,399,000	\$3,250,000	3,815	\$851.90
3751 Normandy Drive	\$2,995,000	\$3,456,789.10	6,185	\$558.90
5350 Harter Lane	\$7,295,000	\$7,200,000	9,173	\$784.91

IMURAGENT

KATHY SEUYLEMEZIAN



COLDWELL BANKER
REALTY
CALRE #00947207

(818) 949-5205 Office ■ (818) 378-7928 Cell

Kathy@ImUrAgent.com ■ www.ImUrAgent.com

657 Foothill Blvd ■ La Cañada Flintridge ■ California 91011

PRSR STD
U.S. POSTAGE
PAID
Pasadena, CA
Permit #536

Community Happenings

Happy March:

February flew by. I for one am so excited that life seems to be going back to a bit of normal with hopefully the pandemic going away. My husband is actually back to work full time in his office. No more work from home for him. Seems like more and more we are returning to normal.

With everything going on in the world, hug your family extra tight and now more than ever know:

“There’s no place like home”

<u>Event</u>	<u>Date</u>	<u>Location</u>
Farmer’s Market	Every Saturday, 9:00am-1:00pm	Across from Memorial Park
Spring Into Wellness Free Classes	Saturdays through March 26th, 9:00am Yin Yang Yoga & 11:30am Zumba	Memorial Park
Independent Opera Company presents Little Red Riding Hood & The Puss in Boots	Friday & Saturday, March 11th & 12th, 7:30pm	La Cañada Congregational Church
LCF Chamber Monthly Mixer	Thursday, March 17th, 6:00pm-8:00pm	Flintridge Riding Club
Meet & Greet Children’s Book Author Susan Lendroth	Saturday, March 19th, 11:00am	Flintridge Bookstore
LCFEF Annual Spring Gala: “Roaring Back”	Saturday, March 26th, 5:00pm	The Millennium Biltmore Hotel
Welcome Spring & Love is in the Air	Sunday, March 27th, 1:00pm-4:00pm	La Cañada Thursday Club



COLDWELL BANKER
REALTY



Find out what your home is worth at
ImUrAgent.com

The property information herein is derived from various sources that may include, but not be limited to, county records and the Multiple Listing Service, and it may include approximations. Although the information is believed to be accurate, it is not warranted and you should not rely upon it without personal verification. Not intended as a solicitation if your property is already listed by another broker. Affiliated real estate agents are independent contractor sales associates, not employees. ©2021 Coldwell Banker. All Rights Reserved. Coldwell Banker and the Coldwell Banker logos are trademarks of Coldwell Banker Real Estate LLC. The Coldwell Banker® System is comprised of company owned offices which are owned by a subsidiary of Realogy Brokerage Group LLC and franchised offices which are independently owned and operated. The Coldwell Banker System fully supports the principles of the Fair Housing Act and the Equal Opportunity Act.