



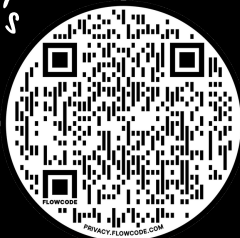
LA CAÑADA REAL ESTATE 101

INSIDE THE 91011 COMMUNITY

JANUARY 2023



Check your home's
value here



IMURAGENT

KATHY SEUYLEMEZIAN



GLOBAL REACH WITH LOCAL KNOWLEDGE

KATHY'S REAL ESTATE NOTES

Hello:

We finally seem to be back to a normal La Cañada real estate market. We have a lot of demand with low supply, but we are not seeing crazy sales like we experienced over the past 2 years. Right now, timing, pricing, and working with an experienced local agent are key. Two sets of sellers in the area are currently learning why these factors are extremely important.

After interviewing several agents back in September, a local seller decided to list their home with an out-of-area agent. I had recommended getting it on the market as soon as possible with little market prep needed. My recommended listing price was \$3,495,000, and I was pretty confident we would get multiple offers and sell it between \$3,700,000 and \$4,000,000. The out-of-area agent listed the home well above \$4,000,000, and it is unfortunately still sitting on the market.

There was another La Cañada property that came on the market last fall over \$2,500,000. I had clients who offered \$2,385,000 and were even willing to go a tad higher. The sellers didn't respond to our offer, and several months later they finally closed escrow at \$2,300,000.

Those are two examples of why who you work with truly matters. It's all about timing and pricing at this point, and I'm always happy to discuss this in more detail. I can let you know where your property stands in this changing real estate market and when to sell and get the best results for your property. Just give me a call and we can talk further.

We currently have only 19 properties on the market in La Cañada located in the school district. The lowest priced property on the market as of today is a 3 bedroom, 2 bathroom home located at 1731 Verdugo Blvd., with an asking price of \$1,410,000. Our most expensive listing is at 305 Oriole Road, with an asking price of \$6,980,000. That property has been on the market for over 220 days with 2 different Realtors.

We had a total of only 11 properties successfully close escrow. Out of those, 4 sold for over the asking price and 6 sold for under. Our average price per square foot went down just slightly from \$888.65 in November to \$886.27 in December. Please remember 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.

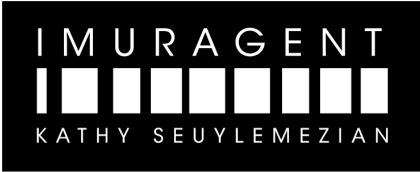
If you are thinking of selling, I would be honored to help you. If you know someone who would like to live here, I would love to help them. If you have any questions about real estate or just want to know what your property would sell for, PLEASE call me at (818) 949-5205 or email me at kathy@imuragent.com.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



LA CAÑADA FLINTRIDGE

SUCCESSFUL DECEMBER CLOSINGS

Address	List Price	Sold Price	SqFt	\$/SqFt
1240 Journeys End Drive	\$1,299,000	\$1,210,000	1,954	\$619.24
1332 Salisbury Road	\$1,320,000	\$1,320,000	1,280	\$1,031.25
4533 Belita Lane	\$1,498,000	\$1,425,900	1,358	\$1,050.00
309 Nancy Way	\$1,599,500	\$1,484,470	1,748	\$849.24
622 De Nova Street	\$1,795,000	\$1,870,000	2,047	\$913.53
4606 Alta Canyada Road	\$1,765,000	\$1,905,000	2,047	\$930.63
1291 Journeys End Drive	\$1,895,000	\$2,010,000	2,011	\$999.50
1415 Descanso Drive	\$1,995,000	\$2,400,000	2,156	\$1,113.17
4111 Chevy Chase Drive	\$3,795,000	\$3,675,000	6,819	\$538.94
1252 El Vago Street	\$4,950,000	\$4,500,000	6,637	\$678.02
4033 Alta Vista Drive	\$10,995,000	\$9,910,340	9,664	\$1,025.49



KATHY SEUYLEMEZIAN, REALTOR®
 C: 818.378.7928 | O: 818.949.5205
 kathy@imuragent.com
 imuragent.com

CalRE #00947297

657 Foothill Boulevard
 La Cañada Flintridge, CA 91011

COMMUNITY HAPPENINGS

Happy January Everyone:

Hope you all had a wonderful Holiday Season and are looking as forward to 2023 as I am. December was a bit busy for sure, but ended with a very relaxing New Year's Eve weekend at home with just my husband and our adorable dog, Mr. Hurley. Sometimes you just need to listen to your body and rest....and there's no better place to do that than HOME!

To all my Trojan friends, so sorry but what a football game and we were SO HAPPY Tulane won in the last seconds! 46-45!!!!

I wanted to thank you all for reading my newsletters every month. I get a lot of comments from everyone that they really enjoy the information provided. I thank you for your support and business and really appreciate your referrals. I have a lot of connections around the nation, and if I can't personally help you with real estate out of area, I will make sure I pick the right agent to help you the same way I would.

Event	Date	Location
Farmer's Market	Every Saturday, 9:00am-1:00pm	Across from Memorial Park
Constellation Luminarias (Ages 5-12)	Wednesday, January 11th, 3:30pm-4:30pm	La Cañada Flintridge Library
Open House	Sunday, January 15th, 12:00pm-3:00pm	La Cañada Thursday Club
Martin Luther King Jr. Day	Monday, January 16th	Happy MLK Day!
Family Reading Night with Dannie & Dallas Raines	Thursday, January 19th, 7:00pm-8:30pm	Paradise Canyon Elementary
Popovich Comedy Pet Theater	Sunday, January 22nd, 12:30pm	Lanterman Auditorium
La Cañada Chamber of Commerce 111th Annual Installation & Awards Gala	Thursday, January 26th, 6:30pm-9:30pm	Oakmont Country Club



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