



# Happy Trails Newsletter™

## Serving Melody Acres

### January 2014

“Plain-speaking horse sense for the love of our neighborhood”



## Melody Acres Sales Activity

### 2013 Home Closings (final)

Address	#Beds/Baths	House Size	Lot Size	Type	Price	Closed	Days
5907 Calvin Avenue	4 bed / 2 ba	1,712 sq. ft. / 22,505 sq. ft.		Short Sale	\$ 439,000	04-10-13	59
5925 Calvin Avenue	3 bed / 2 ba	1,381 sq. ft. / 21,780 sq. ft.		Standard	\$ 620,000	04-10-13	67
6102 Melvin Avenue	3 bed / 1 ba	1,273 sq. ft. / 21,780 sq. ft.		Short Sale	\$ 330,000	04-24-13	46
5826 Shirley Avenue	5 bed / 4 ba	3,425 sq. ft. / 17,874 sq. ft.		Standard	\$1,005,526	04-25-13	73
6051 Melvin Avenue	2 bed / 1 ba	1,248 sq. ft. / 21,472 sq. ft.		Standard	\$ 546,000	05-30-13	5
6020 Melvin Avenue	3 bed / 2 ba	1,650 sq. ft. / 21,779 sq. ft.		Standard	\$ 742,000	06-25-13	29
6131 Shirley Avenue	6 bed / 5 ba	4,400 sq. ft. / 21,778 sq. ft.		Standard	\$ 820,000	06-27-13	366
19471 Oxnard Street	5 bed / 4 ba	2,419 sq. ft. / 25,521 sq. ft.		Standard	\$ 835,000	07-17-13	68
5643 Shirley Avenue	5 bed / 4 ba	2,834 sq. ft. / 28,620 sq. ft.		Standard	\$ 700,000	08-06-13	40
5818 Calvin Avenue	6 bed / 6 ba	3,548 sq. ft. / 21,802 sq. ft.		Standard	\$ 780,000	09-10-13	98
19323 Oxnard Street	3 bed / 3 ba	2,091 sq. ft. / 22,512 sq. ft.		Standard	\$ 685,000	09-13-13	27
5653 Calvin Avenue	4 bed / 2 ba	2,500 sq. ft. / 35,666 sq. ft.		Standard	\$ 800,000	12-11-13	18

As of January 3, there are two (2) properties for sale and three (3) more that are in escrow.

### How can I help you with the sale of your home?

### Who are Likely Buyers Here in 2014?

- Move-up buyers:** those seeking to upgrade to larger homes and/or better neighborhoods.
- Relocating buyers:** buyers moving from out-of-area to new jobs.
- Investors:** Investors, especially those who buy-rent-and-hold, will continue to grow in numbers as they realize housing is the best risk-adjusted return on their money. Flippers are still looking for bargains that are more difficult to find in the current market that favors sellers.
- Boomerang buyers:** Foreclosed homeowners, who are currently renting, will come back to repurchase.



## Monique Bryher

Broker-Associate / Realtor ®

Residential Sales, Short Sales, Probate Sales



Monique is a proud 20-year homeowner in Melody Acres

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Are you thinking about selling your home? Call me! ==> **818-430-6705**

## Now, Appraisals are Having a Significant Impact on Home Sales

To determine the value of a property, appraisers are supposed to review purchase prices of similar, nearby homes that sold in the past six months.

Many buyers and sellers are finding that banks and other lenders are being much more conservative about their appraisals. If you are considering selling your home, this is something you must take very seriously.

For sellers and buyers, the process often results in an appraisal amount that's below the agreed-upon purchase price of a home. Lenders, in turn, will typically lower the mortgage amount that they'll offer a buyer, leaving that buyer to make up the difference, often with a larger down-payment.

Another scary scenario: the buyer refuses to pay more than the appraised amount and renegotiates the purchase price with the seller. If the two sides fail to reach an agreement, the buyer can decide to walk away from the deal. The bad news for the seller is that the appraisal must be disclosed to the next buyer, who may want to renegotiate like the first buyer.

According to a recent National Association of Realtors monthly survey of roughly 3,000 agents, *one-third* of real-estate agents said the appraisal process resulted in buyers and sellers delaying or canceling contracts or renegotiating to a lower sales price last year. That's up from less than 10% in 2008.

Homeowners trying to refinance can also be burned. With jumbo mortgages, if the appraisal indicates that the borrower's loan amount is more than 80% of the value of the home, the borrower will likely have to put more money down if he wants to buy. In other cases, a lower appraisal could keep borrowers from getting the lowest rate possible.

## Rent Your Guest House

Please contact me if you are interested in renting your guest house.

Well-maintained guest houses are renting at a premium to good tenants tired of noisy apartment and condominium neighbors.

## ... Don't Horse Around ...

Selling your home? Buying a home?

Call **818-430-6705**



**Monique Bryher**

Broker-Associate / Realtor®

[www.MelodyAcresHomes.com](http://www.MelodyAcresHomes.com)

Not intended as a solicitation if you are already working with a real estate agent

## Blankets Needed for Los Angeles Animal Shelters



It's cold outside: Los Angeles shelters are in desperate need of blankets and bottles of bleach so that dogs and cats don't have to sleep in cold, unheated cages. If you would be willing to launder unused blankets or towels and/or donate a bottle of bleach, I will pick them up and deliver them to the area shelters.



Donations of canned dog/cat food and unopened kibble are also gratefully accepted.

Thanks for caring.

## Lynch Plumbing

*"When you get in a pinch, call Lynch"*

Justin Hessling  
**818-457-7913**  
Lic. No. 607852

*Call Monique for references if you like*

## Next Month:

Analysis of 2013 completed home sales in Melody Acres and the greater Tarzana community

## Old World Style Stonework

*Brick, Flagstone, Rolled River Rock*

Creston Licha  
**818-345-7598**  
Lic. No. 373514

*Showcase home: 5651 Corbin Ave.*