



# Happy Trails Newsletter™

Serving Melody Acres

January 2015

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



## Melody Acres Sales Activity\*

### 2014 Home Closings (final)

Address	#Beds/Baths	House Size	Lot Size	Type	Price	Closed	Days
19419 Oxnard Street	3 bed / 3 ba	2,330 sq. ft. / 24,751 sq. ft.		Standard	\$ 785,000	03-18-14	170
5642 Melvin Avenue	4 bed / 3 ba	2,387 sq. ft. / 18,026 sq. ft.		Standard	\$ 640,000	04-07-14	116
6046 Shirley Avenue	4 bed / 5 ba	4,248 sq. ft. / 18,012 sq. ft.		Standard	\$1,050,000	04-30-14	94
5920 Calvin Avenue	3 bed / 3 ba	2,300 sq. ft. / 20,755 sq. ft.		Standard	\$ 820,000	07-01-14	73
5838 Calvin Avenue	3 bed / 1 ba	1,287 sq. ft. / 21,779 sq. ft.		Standard	\$ 645,000	09-03-14	7
5815 Calvin Avenue	4 bed / 3 ba	2,230 sq. ft. / 21,807 sq. ft.		Standard	\$ 765,000	09-27-14	131
6028 Calvin Avenue	6 bed / 4 ba	5,107 sq. ft. / 23,438 sq. ft.		Standard	\$1,250,000	10-28-14	129
5709 Calvin Avenue	4 bed / 2 ba	2,074 sq. ft. / 17,753 sq. ft.		Standard	\$ 680,000	11-17-14	46
6021 Melvin Avenue	2 bed / 3 ba	2,001 sq. ft. / 29,613 sq. ft.		Standard	\$ 925,000	11-27-14	84
19436 Topham Street	3 bed / 3 ba	2,081 sq. ft. / 17,894 sq. ft.		Standard	\$ 600,000	12-09-14	159

\* Listings not necessarily sold by this Realtor® or Pinnacle Estate Properties, Inc.

As of January 12, there are five (5) properties for sale and none that are in escrow.

*Melody Acres has recovered from the downturn and is finally seeing the return of million dollar sales!*

### Who are Likely Buyers Here in 2015?

- Move-up buyers:** those seeking to upgrade to larger homes and/or better neighborhoods.
- Investors:** Investors, especially those who buy to 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 but are finding it more difficult to compete in the current market that favors owners who are selling to buyers wanting to remodel.
- Relocating buyers:** buyers moving from out-of-area to new jobs.
- 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**

## Why Bigger Down-Payments Pay Off in the Long-Term

### 1. You're more likely to be approved

The smaller your loan, the more likely you are to be approved. Larger down payments are often considered signs of a strong borrower, and guarantee the lender less risk with the loan.

### 2. You'll have a lower interest rate

Due to the lower risk, lenders usually offer lower interest rates for borrowers with a higher down payment and lower loan-to-value ratio. This lower interest rate will save you money in the long run, so why not "invest" your money now?

### 3. You'll be mortgage free, sooner than later

Facing less debt and lower mortgage payments, you'll be able to pay off your mortgage in its entirety in less time, especially if you just put the money you save towards extra principal payments.

### 4. You won't need mortgage insurance

Most lenders protect themselves by requiring private mortgage insurance (PMI) on loans with less than a 20% down.

### 5. You'll be protected from negative equity

With a larger down payment and a greater percentage of your home paid off, you're more protected from price decline pushing you into negative equity..



### Home Selling Tip for January:

Curbside Appeal - despite the Cold



If you're selling your home, remember that curbside appeal is the first impression buyers have. January and February are the best times to re-seed your lawn and to prune your rose bushes.



## ... 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