



BEVERLYWOOD AREA NEIGHBORHOOD NEWS



beverlywood castle heights cheviot hills crestview la cienega heights regent square reynier village south robertson

www.DanMayRealEstate.com

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www.BeverlywoodHomeValues.com



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PERSONAL ISSUES TO CONSIDER PRIOR TO SELLING

Before deciding which agent to entrust the sale of your home to, you might benefit from considering several factors. There is much, much more to selling a home at top dollar than placing a sign in the yard, entering it into the multiple listing service (MLS), running a few ads and holding open house. There is also a great deal more to successfully completing the sale process without hassles than in obtaining a signed contract and opening escrow. There are numerous costs and pitfalls than an experienced agent can help you avoid.

For example, and especially in the weak market we have been experiencing, approximately 45 percent of the homes listed have failed to sell. This is often due to such factors as the agent's price strategy, lack of expertise in preparing the home for sale, and/or insufficient sales skills in a highly challenging market.

Some people decide to list their homes with close friends or relatives, and do not recognize the potential drawbacks in doing so. For most people, there is too much on the line to risk such a situation, and to try to save some fees or do a favor for a friend may not be enough to offset the costs that are stake.

On a strictly personal level, there are several other factors you may wish to consider. If your relationship is fairly close

with your potential real estate agent, would he or she be professionally able to be objective and completely candid in communications with you? Do you think he or she would feel comfortable telling you things that might hurt your feelings even though intended to be helpful? If the sale or escrow process had some significant difficulties, might that affect you relationship with them?

Is feeling obligated a reason to list your home with someone you know? Have you considered that you do have choices and alternatives? As long as you do not select an agent who is another friend or relative, you would not likely offend or upset anyone, and a good friend is likely to fully understand and support your position in such an important matter. You will also be avoiding the risk of losing a good friendship in the event that serious problems or issues come up during the sale and escrow process.

For most of us, our homes are our single greatest asset. Is it really worth risking potentially tens or hundreds of thousands of dollars to do a favor for a friend or relative? I have often cautioned owners to carefully consider the issues involved before making such an important decision.

Important Dates

- **April 22nd - Earth Day**
- **April 27th - Arbor Day**
- **April 28th - NBA Playoffs Begin Go LAKERS!**
- **May 13th - Mother's Day**
- **May 19th - Armed Forces Day**

NEIGHBORHOOD NEWS

Market Update:

According to the MLS, a total of 18 homes sold in the Beverlywood and Adjacent area during the entire month of March 2012 compared to 14 last month and only 2 one year ago. The single family homes that sold were on the market for an average of 74 days, compared to an average of 66 days the month prior, and sold for 97.54% of their asking price at an average of \$424.22 per sq. ft. Currently, there are only 37 Single Family homes for sale, compared to 45 last month and 65 last year. These homes have been on the market for an average of 82 days. The MLS says there are currently 35 Single Family homes in escrow, about as many as are for sale. Low Inventory and strong demand is the trend, see the graph on the other side of the page. Are you curious of your home's value in the current market? Call Dan today for your confidential and FREE Home Valuation or sign up on my website for a monthly "Market Snapshot" report. It's FREE and packed with the latest neighborhood real estate stats.

NEIGHBORHOOD BUSINESS DIRECTORY

Financial Planning

Tamar Asken, CFP
(310) 801-8292

Family Law

Karen (310) 300-4051
Karen@KSBFamLaw.com

Flooring

Willie's Hardwood Specialists
(310) 876-4248

Part-Time Housekeeper

Angela G. (Refs. Available)
(213) 245-8687

Save A Life - Learn CPR

SantaMonicaCPR.com
(310) 837-3820

Child Care

Linda's Licensed Child Care
(310) 836-5147

Elder Care Resources/Services

Heart Light, A Referral Service
(310) 204-2223 www.heartlightonline.com

Piano Lessons for Children

Karen
(310) 202-8692

Decorative Plumbing Fixtures

Michael (310) 837-3537
faucetbiz@sbcglobal.net

Hair Stylist / Color Specialist

Dene Davis in Culver City
(818) 986-3363

Wickedly Sweet Treats

Ann Warren
(310) 387-4961 or www.wickedlysweet.com

Chiropractor / Sports Injuries

Gary Mitchell, D.C.
(310) 399-3342

RECENTLY LISTED IN BEVERLYWOOD AREA

Address	Beds/Baths	Square Feet	Lot Size	List Price
9500 Sawyer Street	5 / 3.5	3,342	7,160	\$1,799,000
9366 Airdrome Street	4 / 3	2,549	7,110	\$1,499,000
9527 Cresta Drive	4 / 3.5	3,424	7,080	\$1,499,000
9610 Cresta Drive	3 / 3	2,068	6,830	\$1,295,000
9616 Cresta Drive	3 / 2	1,981	7,070	\$1,195,000
9019 Gibson Street	2 / 1	1,302	4,860	\$719,000
2414 S. Corning Street	2 / 2	1,674	4,568	\$469,000

RECENTLY SOLD IN BEVERLYWOOD AREA

Address	Beds/Baths	Square Feet	Lot Size	List Price	Sold Price
9718 Monte Mar Drive	2 / 2.5	2,012	6,943	\$1,299,000	\$1,185,000
2212 Hillsboro Avenue	2 / 2	1,865	6,720	\$875,000	\$850,000
1532 Beverwil Drive	3 / 3	2,028	6,000	\$849,900	\$795,000
1916 Livonia Avenue	3 / 2	1,694	6,090	\$824,000	\$848,250
9131 Olin Street	3 / 2	1,987	5,000	\$719,000	\$675,000

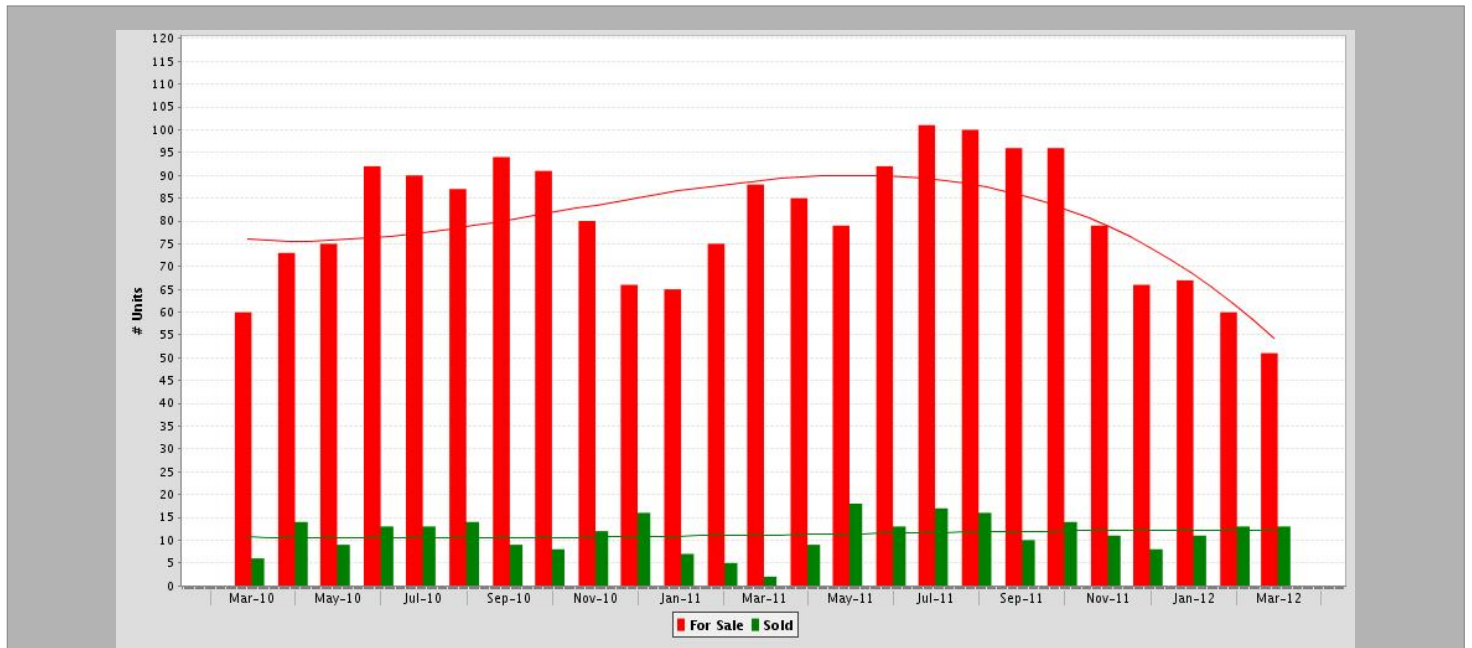
MARKET ACTIVITY REPORTS

Dan May

The MLS/CLAW™

Supply & Demand by Month

Mar-10 vs. Mar-12: The number of for sale properties is down 15% and the number of sold properties is up 117%



Mar-10 vs. Mar-12				-15%	+117%	Mar-10 vs. Mar-12			
Mar-10	Mar-12	Change	%			Mar-10	Mar-12	Change	%
60	51	-9	-15%		6	13	7	+117%	

MLS: CLAW Period: 2 years (monthly) Price: All Construction Type: All Bedrooms: All Bathrooms: All Lot Size: All
 Property Types: Single Family Residential Sq Ft: All
 MLS Areas: Beverlywood Vicinity



If you're considering listing your property,
 or if you'd simply like more information
 about what your home is worth,
 give Dan May a call today.



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