

Glendale Real Estate News

ALBERT HAIRAPETIAN

Your Real Estate Consultant For Life!

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Rossmoyne • Woodlands • Oakmont CC • Royal Cyn • Sparr Heights • Montecito Park • Emerald Isle • Chevy Chase • Glenoaks Cyn • College Hills • Rancho S.R. • NW Glendale

What the heck is going on with today's Real Estate Market?

If there's one question I'm being asked consistently, **it's this one.**

Yes, it is a crazy market that we're in. It has resulted from what I call the two "i"s -- Inventory and Interest Rates!

It "*seems*" like there's nothing out there and the rates are still incredible! The biggest challenges people face today include:

- (1) Coming to terms with selling their home and subsequently finding a replacement (or)
- (2) Buying a home without having a contingency with the sale of their existing home

Either case, you need a professional who can guide you through both scenarios and knows how to make this "science" work. I'm proud to say that after nearly 2 decades of doing this, we're one of the only brokerages that has NOT had a single one of our clients left home-less or stuck with debt on two homes! The process we have is not a secret by any means. It's something that we've proactively created and **it works!** In fact, it even helped us achieve **\$7,980,000 in sales in a recent 30-day period.** If you're facing one of these two predicaments mentioned earlier, we've gotta talk. I would love to help you get into your next home (without overpaying) and avoid the concerns most people are facing when selling or buying in today's market.

Another Hairapetian has joined us!

What can be more exciting than the real estate market? --- **ANOTHER BABY GIRL!**

On Thursday, May 22, 2014, Mania and I were blessed with our 3rd child, **Melanie!!!** She weighed in at 7 pounds, 2 ounces with a height of nearly 20". Going in for a 3rd delivery at Huntington Hospital was like checking into a favorite hotel in Vegas. We knew the parking, the entrance, along with the checking-in process!

The EXCITING PART: We had NO clue what were were having! That's right... nothing, nada! Her room at home had no color and we had no idea what to expect. Mania was smart enough to take 2 sets of infant clothes with us (one was pink and one was blue). We ended up donating the blue one, as we dressed our newest daughter in her first pink outfit.

The actual pushing lasted only 5 minutes and the word "blessed" does no justice on how easy the delivery was. Melanie shot out of Mania in minutes on her 2nd "pushing" contraction! Both ladies are doing great at home getting to know each other while dad is

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Melanie Hairapetian

Born: May 22, 2014
7 lbs. 2 oz. | 19.75"



SOLD!



Melwood/Greenbriar Hideaway #5165
Privacy 3 bedroom on a private driveway. Needs a ton TLC but in a great location. Sold Full Price-- \$895,000

SOLD!



Starter 2 story townhome #4985
Elegance and charm in one. New floors and paint. Sold in less than a week -- \$395,000

SOLD!



Turn-key Traditional #4985
3 bedroom/2bath with 1,600 square feet of living space. Our buyer stole it w/ multiple offers - \$532,000

SOLD!



Private cul-de-sac Traditional #5085
Multiple offers!! 4 Bedrooms, 2 bath in Oakridge Estates. Amazing views and privacy \$725,000

SOLD!



La Crescenta Privacy #4985
Gated residence with 4 bedrooms/3 baths. Gourmet kitchen and much more. \$1,325,000

SOLD!



Prime Rossmoyne Spanish #4985
Our buyer stole this at \$367/square foot. 4 bedrooms and 4 baths with character throughout -- \$1,070,000

SOLD!



Verdugo Woodlands Treasure #5155
3 Bedrooms/2 Baths with loads of curb appeal. Sold in seconds/multiple offers over asking -- \$800,000

SOLD!



Montecito Park Gem #5075
Never made it on the market. 3 bedrooms/2 baths with upgrades. Listed/sold over asking-- \$830,000

SOLD!



Greenbriar Privacy #5125
Gated residence with 4 bedrooms with nearly 2,000 sq.ft. Upgraded kitchen and baths. Sold privately \$862,000!

SOLD!



Glenoaks Canyon Gem #5135
2 bedrooms, 1 bath. 1,320 sq.ft. Never even made it on the market. Listed & Sold for \$595,000

SOLD!



Park Towers -- Ground Level #6085
Listed with a previous Realtor with no luck. We got the job done with multiple offers!

SOLD!



Monterey Island with Views #6075
Luxurious condo highrise boast all the qualities you can ever ask for. Listed and Sold -- \$650,000

SOLD!



Emerald Isle Fixer #5095
Previously listed for 5 months -- no luck! We got the job done with multiple offers -- \$1,150,000

SOLD!



Verdugo Woodlands Charmer #5115
2 Bedrooms/2 Baths. Previously listed for 6 months. We got the job done in weeks! \$650,000

SOLD!



Verdugo Woodlands #5085
First time on the market in decades. Sold over asking price (AS IS) \$760,000

SOLD!



Glenoaks Canyon with Views #6045
2 Bedrooms/2 Baths with 1,300 sq.ft. on a private driveway and views. Multiple offers at \$700,000.

Want to get more details about these homes. Call 800-522-1803 and enter the appropriate extension

Marketing with Albert Hairapetian



(818) 244-2939 Call NOW for a private consultation

- Elegant Brochures / Literature
- Professional Photography Session
- Custom Publication in Various Sources
- Exclusive Seller Representation
- Exclusive Buyer Representation
- Lifetime use of our Moving Truck
- Maximized Internet Presence
- Weekly Feedback Report
- and much more!



BUYERS:

- Are you only looking at properties that have a For Sale sign outside of them?
- Are you relying on Redfin, Zillow, Trulia and other sites to find your next home?
- Are you tired of making offers and constantly getting overbid by another buyer?

SELLERS:

- Do you want only qualified buyers coming through your home when selling?
- Are you uncomfortable with a nosy neighbor entering your home for no reason?
- Do you want to keep the sale of your home completely confidential?

QUIETLYLISTED.COM was created just for this purpose. Get instant access to many listings even before they go "live" and on the market. **Check it out!**

Why Choose Albert ???

- Albert is not just a licensed sales agent, he's a licensed broker.
- Albert has a degree in Economics from UCLA.
- Albert actively purchases and sells real estate himself (in any market).
- Albert trains many Realtors on how to take their business to the next level!
- Albert's administrator is a licensed real estate broker for 20+ years
- Albert's office always has parking and it takes only 10 seconds to get in.
- Albert will be your main point of contact even if you need him at midnight!
- Albert owns his own moving truck FREE for you to use for life!
- Albert presents ALL offers at ALL times (whether you like it or not).
- Albert treats ALL clients the same (regardless of their budget)!
- Albert makes YOU #1, **NOT HIMSELF!**
- Albert's wife does NOT bug him while he's working!

SOLD!

Chevy Chase View Home #5045
Private driveway with 4 Bd/4 Ba and 2,600 sq.ft. New kitchen and stunning yard with view -- **\$1,050,000**

SOLD!

Rossmoyne Spanish Starter #5025
Character galore! 3 bedrooms, 2 baths and finished garage with loads of features -- **\$683,000**

SOLD!

La Crescenta/Glendale #6035
4 Bedroom/3 Bath remodeled home. We sold in less than one month with multiple offers -- **\$808,000**

SOLD!

Rimcrest Remodeled Tri-Level #6015
Great Downtown LA views, 6 bedrooms, 4,259 sq.ft. Custom kitchen and multiple balconies -- **\$1,360,000**

SOLD!

Verdugo Woodlands Upgraded Spanish #5075
Completely remodeled throughout. 2,638 sq.ft. with 3 bedrooms. Listed and Sold in 3 days -- **\$1,200,000**

SOLD!

Verdugo Woodlands View Home #6025
Listed previously for 9 months -- No Luck. We got the job done in only one week!

SOLD!

Greenbriar Cul-de-Sac #6005
Under contract in 7 days. 7 Bedrooms/4 Baths Listed and sold with multiple offers -- **\$1,295,000**

SOLD!

Emerald Isle -- Prime Location! #5995
5 Bedrooms/5 Baths with 4,300 sq.ft. Large open floor plan and high ceilings --- **\$1,170,000**

SOLD!

Verdugo Woodlands Seclusion #5065
Quiet & serene with 3 bedrooms, 3 baths, with 2,400 square feet and private lot -- Listed/Sold **\$795,000!**

SOLD!

Prime Rossmoyne Character #4985
4 Bedrooms with 2,600 square feet. Enchanting yard with pool. Privately listed and sold -- **\$1,000,000**

SOLD!

Royal Canyons Elegance #5035
Turn-key 4 bedroom home quietly tucked away in a private cul-de-sac. Sold w/ multiple offers - \$995,000!

SOLD!

Rossmoyne 3 Bedroom Starter! #6065
Features large open living room with gracious wood floors and upgraded bathroom and dining room!

SOLD!

Breathtaking RIMCREST View Home! #5015
Large open living room and family room. Great for entertaining. Sold at **\$1,300,000** in one week!

SOLD!

Turn-Key Starter #4985
Sold with multiple offers! 3 bedrooms, 2 baths, just over 1,800 sq.ft. New kitchen and bathrooms.

SOLD!

Burbank Hills #4985
3 Bedrooms with 2 bathrooms. Never made it on the market. We closed escrow **ALL CASH!**

SOLD!

YOUR HOME HERE!! #3085
Want to have your home privately sold for **TOP DOLLAR?** We may already have your buyer. Call 818-244-2939 to find out more TODAY!!

Want to get more details on these homes. Call 800-522-1803 and enter the appropriate extension

We welcome our most recent clients to the Arbitrage Family

Dick Marston
George Duggan
Megan Sheilds
Vrej Sarkissian
Keith & Darla Vidger
Arin Aghakhani
Bill & Laura Segil
Walter & Diana Viteri
Hamlet Haroutounian
Dr. Jack Bayramyan

John & Shirely McKenzie
David & Sylvie Yeremian
Buenaventura Garcia
Todd & Erin Dubester
Jason & Jennifer Nyhan
Mark & Faith Julian
Darwin Baghdasarian
Sergey Galstyan
Mike Vartanian
Erika Turnquist

Aramazd Fidanian
Arek & Faye Avedian
Raffi & Arpineh Yeremian
Mike Reyes
Janet Salib
Sherif Adeeb
Varoajan & Hasmik Bedrossian
Raffi & Stella Mehrabians
Brent & Stephanie Watkins

Pan-Seared Salmon with Kale and Apple Salad

The star of this dish is the kale salad. It's crunchy, tangy and sweet!



Total Time:

40 min

Prep: 20 min

Inactive: 10 min

Cook: 10 min

Yield: 4 servings

Level: Easy

FIND ALL THE PINK PACIFIERS AND WIN \$100

Find all the missing pacifiers and have a chance of winning \$100. All participants need to cut-out and complete this entry form in order to qualify. There will be a lottery for all ties. Winners are announced online (be sure to register) Mail entries to:

Arbitrage Real Estate Group
3500 N. Verdugo Road
Glendale, CA 91208

www.RealEstate123.com/scavengerhunt

This counts as "1"



Deadline is August 31, 2014

- The # of Pacifiers found are _____
- I'm interested in a "FREE" Home Evaluation
- I'm interested in purchasing a home soon
- I'm interested in obtaining a loan or refinancing a property

Name: _____

Street: _____

City: _____ **Phone:** _____

Email: _____

Ingredients

Four 5-ounce center-cut salmon fillets (about 1-inch thick)
3 tablespoons fresh lemon juice
3 tablespoons olive oil
Kosher salt
1 bunch kale, ribs removed, leaves very thinly sliced (about 6 cups)
1/4 cup dates
1 Honeycrisp apple
1/4 cup finely grated pecorino
3 tablespoons toasted slivered almonds
Freshly ground black pepper
4 whole wheat dinner rolls

Directions

Bring the salmon to room temperature 10 minutes before cooking.

Meanwhile, whisk together the lemon juice, 2 tablespoons of the olive oil and 1/4 teaspoon salt in a large bowl. Add the kale, toss to coat and let stand 10 minutes.

While the kale stands, cut the dates into thin slivers and the apple into matchsticks. Add the dates, apples, cheese and almonds to the kale. Season with pepper, toss well and set aside.

Sprinkle the salmon all over with 1/2 teaspoon salt and some pepper. Heat the remaining 1 tablespoon oil in a large nonstick skillet over medium-low heat. Raise the heat to medium-high. Place the salmon, skin-side up in the pan. Cook until golden brown on one side, about 4 minutes. Turn the fish over with a spatula, and cook until it feels firm to the touch, about 3 minutes more.

Divide the salmon, salad and rolls evenly among four plates.

Per serving (1 fish fillet, about 2 cups of salad and 1 dinner roll):
Calories 620; Fat 36 g (Saturated 8 g); Cholesterol 85 mg; Sodium 730 mg; Carbohydrate 40 g; Protein 39 g; Fiber 7 g; Sugars 14 g

Your Home **SOLD** in less than 90 Days or else...

I'll Buy It!*

Arbitrage Guaranteed Sales Program

*Some Restrictions Apply

24-Hour Recorded Info tells you more...

800-522-1803 Ext. 3185

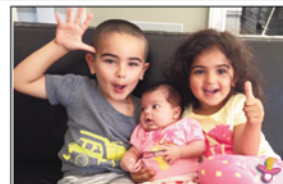
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back to work grinding away with real estate. Fatherhood has been sooooo much fun, and I'm glad to be able to share my love with all 3 of them (Mania too of course!) ;)

While **Joey** (5) is seriously taking the role as the oldest sibling that has to "take charge as a brother", **Nicole** (3) has an excitement towards her new little sister that's truly magical. They're already bonding like crazy!

Mania on the other hand, continues to exercise as though she's getting ready for a mega-triathlon. She looks better than ever and never ceases to amaze me on how well she takes charge of "mommy duty"! I could NEVER do what she does. Occasionally, coming to the office is considered a break from home!

I've enjoyed sharing what's going on at the Hairapetian residence for years now and look forward to the many years God has in store for us. Mania and I also wish you and your families the best health and happiness!



More photos & videos of Melanie's arrival can be found at
www.RealEstate123.com/Melanie

Today's Most Popular Loans

Our lending partners are **DIRECT LENDERS** which means fast closing with the most aggressive underwriting guidelines

- Conventional loans up to \$417,000 (4.375% with 0 points)
- Conventional loans up to \$417,001 - \$625,000 (4.25% with 0 points)
- FHA (3.875% with 0 points)
- Jumbo 30 Year Fixed (4.125% with 0 points)
- Jumbo 5/1 ARM (2.875% with 0 points)

Buy a house up to \$1,100,000 and put only 10% down
You can finance up to \$1MM with only 10% down, NO PMI. Yes, that's right. Get a 30-Year fixed rate loan for \$625,000 + a HELOC up to \$375,000. Call us for details!
Interest rates can vary each day. Call us to get today's rate and get locked in!



Current positions available at Arbitrage

Client Service Specialist: Must be a team player, goal oriented, positive attitude, fun, creative, and a passion for Client Service all a must. Basic book keeping skills is a plus. A real estate license is helpful but not mandatory.

Exclusive Buyer Agents: We've got a ton of buyers and we need help to make sure we meet all their expectations. Join the #1 team in town that thrives in any market. Join the excitement and the creativity that takes place to ensure that each person finds their dream home! **Salaried position also now available!**

Call or email Albert for a confidential interview: 818-522-8898 Cell or albert@realestate123.com

Have you been the "NEW" Arbitrage Headquarters??

Welcome to 3500 N. Verdugo Road!

After recently acquiring an awesome 6,000 square foot building in Glendale, we knew we had a lot of work on our hands in order to make it "state of the art". After over a year of reconstruction and upgrades, we have finally opened our new doors. The Grand Opening celebration was a blast, and the number of people that have supported us throughout the entire process have been amazing.

Not only are we excited about our new office, but we're even more thrilled about the growth and relationships we've developed in the last 17+ years! The recent awards we received from local state and city officials was overwhelming and I can't thank you enough for helping us get to this level. We're always open for you and your families, even if you just want to stop by, have a soda, coffee or beer, and just say "hi!"

Thanks again for helping us open our doors to this "dream come true" office and I really look forward to the many years of real estate service ahead of us!

* More Grand Opening celebration and Red Carpet pictures can be seen at www.RealEstate123.com

