

Albert M. Hairapetian

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Is the Glendale Market going to dip further?

I probably get this question asked nearly a dozen times a week. This is the BIG question right now, and I've spent hours researching the Glendale market to provide you with the best answer. So, here's the scoop.... we're now down to 2004 prices. If you bought a home in 2004, your home is probably worth the same amount as it did back then (not including any improvement dollars you may have spent). People that bought in 2006 have taken the biggest hit as the market experienced its drop in the recent years.

The good news is that the Glendale market has taken a moderate correction compared to the rest of Southern California. I would predict that our biggest correction would amount to 30%-35% (at most), while other regions have taken as much as a 70% hit. Now, due to our highly diversified homeowners, most tend to purchase with "long term" intentions, while the average homeowner sells in 6-7 years. From personal experience, this glorified "pride of ownership" attracts stronger buyers who are also willing to purchase for the long haul. That's the reason why most homes that are being sold today, are experiencing extensive remodeling, improvements, and/or add-ons. Now, there are a ton of buyers out there; however, the biggest challenge they're facing is financing. I am beginning to notice a bit more flexibility from lenders these days -- a positive indication that things are coming around. I'd still say that 30-40% of our buyers are CASH buyers. Now, here's the best part that's going to shock you.

Only 0.5% of Glendale homes are up for sale. That's it! Which means that 99.5% are **NOT** on the market.

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91201 & 91202

Northwest Glendale

# of Home For Sale:	62
REO:	7
Short Sale:	15
Equity Sale:	40
# of Homes in Escrow:	83

Average Listed Single Family Home:	\$703,652	90
Average SOLD Single Family Home:	\$602,103	94 (6 month average)
Average Listed Condo/Townhome:	\$264,732	98
Average SOLD Condo/Townhome:	\$254,788	170 (6 month average)

Full Active Listings, Pictures, & Details at www.91201.com & www.91202.com

SOLD
58cl/18cl
\$1,200,000
1660 Cumberland Ter.

SOLD
48cl/38cl
\$924,500
1027 Glenwood Road

SOLD
38cl/48cl
\$890,000
567 Caleb Street

SOLD
38cl/28cl
\$750,000
1544 Ridgeway Drive

SOLD
38cl/38cl
\$730,000
1345 Justin Avenue

SOLD
38cl/38cl
\$725,000
906 Crestview Avenue

SOLD
38cl/38cl
\$699,000
1625 Vista Drive

SOLD
38cl/28cl
\$670,000
1405 N. Columbus

SOLD
38cl/28cl
\$665,000
1446 Cleveland Road

SOLD
38cl/28cl
\$575,000
1465 Western Avenue

SOLD
38cl/38cl
\$435,000
1544 W. Kenneth Road

SOLD
38cl/38cl
\$835,000
3141 Hollyburne Court

SOLD
38cl/28cl
\$720,000
3940 San Augustine Dr.

SOLD
58cl/38cl
\$705,000
3425 Emerald Isle Drive

SOLD
38cl/18cl
\$323,000
729 Glenmore Blvd.

SOLD
38cl/28cl
\$596,000
2523 Hollister Terrace

SOLD
28cl/28cl
\$575,000
2524 E. Glenoaks Blvd.

SOLD
38cl/38cl
\$562,310
670 Ridge Drive

SOLD
48cl/28cl
\$513,000
611 Sinclair Ave.

SOLD
38cl/38cl
\$490,000
2440 E. Chevy Chase Dr.

SOLD
38cl/38cl
\$445,000
512 N. Verdugo Road

SOLD
28cl/18cl
\$387,000
610 Grove Place

Average Listed Single Family Home:	\$688,874	145
Average SOLD Single Family Home:	\$634,075	93 (6 month average)
Average Listed Condo/Townhome:	\$281,238	131
Average SOLD Condo/Townhome:	\$236,527	141 (6 month average)

Full Active Listings, Pictures, & Details at www.91206.com

91206

Chevy Chase, Emerald Isle, Glenoaks Canyon, College Hills, & others

# of Homes For Sale:	57
REO:	6
Short Sale:	12
Equity Sale:	39
# of Homes in Escrow:	52

Marketing with Arbitrage

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

GLASBERGEN

"With mortgage rates at an all-time low, why did the little pig have to settle for a house made of straw?"

PRIORITY STAND-BY LIST!

Get on Albert's priority standby list and hear about homes before they come on the market!

www.RealEstate123.com

Join Mailing List

Enter Name _____ Email Address _____ Submit

Free Movie Tickets!!!

Call for a complimentary HOME EVALUATION with Albert and get two (2) tickets to AMC Movie Theaters Absolutely Free. As always, there's never an obligation... just a simple "Thanks" for your time!

(Limit two (2) per household. Receipts name must be on file. Must present this coupon upon initial consultation. Offer expires 12/15/2012)

This representation is based in whole or in part on data supplied by the Glendale Association of REALTORS® d/b/a i-TECH MLS. This information is deemed reliable but neither the Association nor its MLS members warrant its accuracy. Advertising materials for real estate are not to be construed as an offer of real estate services. For more information, contact your local REALTOR®.

91207

Rossmoyne, Rimcrest, Old Phillips, Greenbriar, Melwood, & Others

of Homes For Sale: 18

REO: 2

Short Sale: 2

Equity Sale: 14

of Homes in Escrow: 25

 1862 Greenbriar Road \$1,400,000 38d/38a	 1211 Cortez Drive \$1,100,000 48d/48a	 1856 Deermont Road \$790,000 38d/38a	 326 E. Randolph St. \$790,000 48d/38a
 1200 N. Everett St. \$765,000 48d/38a	 901 Misty Isle Drive \$750,000 48d/38a	 1446 Dwight Drive \$737,000 38d/28a	 1725 Melwood Drive \$725,000 38d/38a
 1641 Greenbriar Road \$720,000 48d/38a	 938 N. Isabel Street \$674,500 38d/28a	 1444 E. Mountain Street \$680,000 48d/38a	

	Price	Days on Market
Average Listed Single Family Home:	\$1,202,486	94
Average SOLD Single Family Home	\$779,162	94 (6 month average)
Average Listed Condo/Townhome:	\$244,100	64
Average SOLD Condo/Townhome:	\$208,142	118 (6 month average)

Full Active Listings, Pictures, & Details at www.91207.com

91208

Oakmont, Woodlands, Rancho San Rafael, Sparr Heights, Montecito Park, & Others

of Home For Sale: 32

REO: 3

Short Sale: 6

Equity Sale: 23

of Homes in Escrow: 29

	Price	Days on Market
Average Listed Single Family Home:	\$746,217	100
Average SOLD Single Family Home	\$682,903	124 (6 month average)
Average Listed Condo/Townhome:	\$290,080	58
Average SOLD Condo/Townhome:	\$286,730	85 (6 month average)

Full Active Listings, Pictures, & Details at www.91208.com

 2080 El Arbolita Drive \$1,310,000 58d/58a	 3394 Oakmont View Dr. \$1,225,000 48d/58a	 1920 Calle Dulce \$870,000 58d/48a	 1010 Ellinita Ave. \$790,000 48d/38a
 3123 Sparr Blvd. \$785,000 48d/38a	 1740 Don Carlos Ave. \$654,400 38d/28a	 1642 San Gabriel Ave. \$650,000 38d/28a	 1712 Woodland Ave. \$640,000 38d/38a
 3457 Downing Avenue \$545,000 28d/18a	 1824 Wabasso Way \$379,000 38d/28a	 1825 Kirkby Road \$599,000 38d/28a	

Pacifier Scavenger Hunt Winner!

Our \$100 Pacifier Hunt winner was *Zufelt Family!*



The following people were also reeeeeee close to winning as well:

1. Pauline Blake
2. Jacqueline Ksajikian
3. Anahis Tahmasian
4. Tomalu Stopper
5. Jennifer Hart
6. Thomas Yepremian

The lucky number was 32. A lottery was done to choose the winner. Congrats Zufelts!

Thanks to all who participated!

Serrano Chicken & Asparagus with Lemon Sauce

- 4 Skinless Boneless Chicken Breasts
- 4 Slices Serrano Ham
- 4 Tbsp. Olive Oil
- 2 Tbsp. Fresh Thyme Leaves
- 1 Large Lemon (Sliced)
- Bundle of Asparagus
- 2 Egg Yolks
- 1 Tbsp. Corn Starch
- 1/3 c. Lemon Juice
- Pinch of Salt & Black Pepper



Servings: 4 // Prep Time: 30 minutes

1. Preheat oven to 350F. Place chicken breast in a shallow dish w/ a slice of Serrano Ham on top. In a separate bowl add olive oil, thyme, salt and pepper, and mix. Add mixture on top of chicken. Arrange 3 lemon slices on top and garnish with fresh thyme. Bake for 25 minutes or until chicken is cooked through.
2. In a pan of salted boiling water, add asparagus and cook for 8 minutes. Drain well and arrange in a serving dish. Reserve 1 cup of the cooking liquid.
3. In a small bowl, blend the corn starch with cooled reserved cooking liquid, then pour into a small pan. Stir and bring to a boil until sauce slightly thickens. Remove pan from heat and set aside to cool.
4. In another bowl, beat the egg yolks with the lemon juice. Gradually stir this mixture into the cooled sauce. Cook over low heat stirring constantly until sauce is fairly thick. Remove pan from heat and continue stirring for 1 minute. Taste and add salt as necessary. Cool and pour over asparagus.

THIS ONE IS REALLY HEALTHY AND DEEEEEEEELICIOUS! ENJOY!
Calories: 478 Protein: 59 Fat: 15g Carbs: 7g

FIND ALL THE RIBBONS AND WIN \$100

Albert's celebrating 15 Years of Service in Glendale. Try to locate all the hidden ribbons in this newsletter and have a chance to win \$100. All participants need to cut-out and complete this entry form in order to qualify. There will be lottery for all ties. Mail Entries to:

Arbitrage Real Estate Group
(Ribbon Hunt)
300 W. Glenoaks Blvd. #106
Glendale, CA 91202
Deadline is Monday, March 26, 2012



- THE # OF RIBBONS FOUND ARE _____.
- I am interested in a "Free" Home Evaluation
- I am interested in purchasing a home soon.
- I am interested in obtaining a loan or refinancing a property.

Name: _____

Street: _____

City/State/Zip: _____

Phone: _____ Email: _____

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...

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Life at Home with the Mrs. and the Kids....



I never thought having 2 kids would be so much fun ... and soooo much work! My wife Mania and I have truly been blessed with these two munchkins, and have done our best to cherish each moment with them --- cause they really "grow quickly" as we've been told!

Joey - Boy, this kid's a handful. He never sits still, and is on "overdrive" (like his dad) the moment he wakes up until he sleeps. He's connected to mom's hip while observing everything - I mean "EVERYTHING"! He is now completely potty trained and is getting ready to start school next month. He has an infatuation with water and loves to flush toilets all day long! Go figure.



Nicole - Daddy's angel. She has a very cheerful personality with a smile that melts my heart each day. She looks up to Joey and can't stop giggling every time she's near him. She just started crawling, and loves to explore everything that's going on around her. There's no question that her addition has truly completed our family, and has brought an immense joy to our home!

Mania - She's still SuperMom! She's anxious to get back to work as a Pharmacist, but will probably do so once the kids start school. A 3rd child (God willing) is in negotiations, but not in the immediate future. We were able to sneak a 7-day cruise with the kids this past month. We had 7 suitcases, 2 strollers and 2 kids crammed in a 160 square foot cabin. Coming back makes you appreciate ANY home in Glendale. More pictures can be found at www.RealEstate123.com!



TODAY'S MOST POPULAR LOANS

- 3.5% down payment up to \$729,750 loan amount (FHA)
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- 20% down payment to \$2M loan amount or 25% up to \$3M
- Non-owner occupied 20% down payment up to \$750,000
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Looking to Purchase, Refinance, or get a Line of Credit?

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Rates, points, APRs and programs are subject to change at any time without notice. Refinancing or taking out a home equity loan or line of credit may increase the total number of monthly payments and the total amount paid when compared to your current situation. Arbitrage Financial Group is licensed by the Department of Real Estate, Lic. ID: 4-010090



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 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!

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

Continued from Page 1

Now, what does this mean to Sellers? Inventory is LOW. We have a back-log of ready, willing and able buyers that are anxious to buy today. Some are even willing to pay more than market value if it's the right fit; however, the problem is that inventory is extremely low (remember, we're at 0.5% - which is nothing!). We're selling a lot of properties in "AS IS" condition for great prices. That's one way limited inventory works to your advantage. I've highlighted the number of listings in each of our Glendale areas so that you can get a visual of what's taking place and what I'm referring to.

For Buyers, this is the time to take advantage of the interest rates. These rates haven't been around for nearly 50 years, and I know that they're not going to last forever. With these rates, you can lock yourself into a great property and keep your mortgage payment set for a long period of time.

Distressed/Underwater Homeowners, I understand the frustration you're experiencing. The common question is, "why the heck am I still making this payment each month, while my home is now worth \$X?" You may have a solid credit, and fear that doing a short sale may affect your credit. In addition, you don't want to continue to make these hefty payments especially when you discover that your neighbor just bought a bargain compared to yours. Since this is a delicate topic, please call me to discuss this in private at 818-244-2939 or visit our custom site, www.KeeptheBankAway.com for further solutions.

Whatever the case, we're here to help, and we're committed to do what it takes to help you whether you're thinking of selling, buying or just trying to find a way out of your existing situation. **We had 85 transactions last year,** and each of them had their own unique challenges that we eventually overcame. **We have a unique approach to this market, and it works!** Thanks for your continued support for the past 15 years, and I encourage you to call me with any of your real estate questions or needs anytime you wish!

Albert
Your Real Estate Consultant for Life!