



Albert M. Hairapetian

Hello Glendale!

I hope you and your families experienced a great Summer. The market's been so hot that even some of our local hills caught on fire! I'm glad nobody was hurt during the dueling La Tuna Canyon and Burbank blaze. I'm also glad we have no hurricanes. Our thoughts and prayers go out to all the families that were affected in both Texas, Florida and other areas.

With that said, I'm glad to announce that I finally hit my 20 year anniversary in real estate earlier this year and decided to take a little time off to rest and enjoy being with my family. I can't thank you enough for being so loyal and supportive in my career. If we've never met, I would love the opportunity to cross paths with you in the near future.

I decided to give my newsletter (and myself) a fresh new look. I hope you like it. I published my first newsletter in May of 1997 by photocopying 500 flyers and hand delivering it myself door-to-door in a local neighborhood near my parents' home. I've been honored to share whatever information I can to educate you on what's happening in the local market - whether you're interested in selling, buying, and/or investing. I'm excited that now, we cover a great part of Glendale with 15,000 in circulation.

We're definitely in an interesting market. With all the stuff going on globally, we've sustained an amazing record in the both the real estate and the stock market. There's definitely a shortage of homes available and a ton of buyers that are anxious and ready to transact. During this time of year (as the holidays approach us) most sellers *think* that the market slows down. As I've stated this in previous articles, the timing is even better since you're dealing with only the most serious buyers and weeding out the non-qualified "look-e-loos" that just want to see the inside of your home.

We've got some exciting stuff in the works and I'm ready to take on another 20 years in this industry. I've enjoyed living and working in Glendale. It's a wonderful city, with great people and amazing opportunities. I've been fortunate enough to not only be a homeowner, but also a local business owner as well.

If you ever have any questions or suggestions, please don't hesitate to contact me anytime you wish. We're here to serve you and help guide you with whatever real estate decision you have in mind.

Have a wonderful remainder of 2017!

Sincerely,

Albert M. Hairapetian
Arbitrage Real Estate Group
Owner & Exclusive Listing Broker
818.244.2939 | 818.522.8898 Cell
Albert@RealEstate123.com
3500 N. Verdugo Road
Glendale, CA 91208



Arbitrage welcomes Bo Kresic!

We're excited to announce a new addition to our buyer agent team. Bo will be helping our buyers seek the perfect home they're after. She has a relentless attitude towards making home ownership a reality for all our buyers!

Bo loves what she does. In fact, she does it with a passion that becomes evident the moment you meet her!



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