



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!



[www.RealEstate123.com](http://www.RealEstate123.com)



# 91201 & 91202 Sales

91201 2017 YTD Average Sale: **\$892,281** | Average Days on Market: **39** | Average \$/Ft: **\$535** | # Sold: **53**  
 91202 2017 YTD Average Sale: **\$1,019,974** | Average Days on Market: **29** | Average \$/Ft: **\$488** | # Sold: **81**

 3 Bedrooms 2 Baths 1,800sq.ft. 1210 Norton Ave \$841,000	 3 Bedrooms 2 Baths 1,678 sq.ft. 805 W Dryden St \$865,000	 3 Bedrooms 3 Baths 1,592 sq.ft. 1237 Alameda Ave \$889,000	 4 Bedrooms 3 Baths 1,783 sq.ft. 1229 Graynold Ave \$935,000	 3 Bedrooms 2 Baths 1,528 sq.ft. 1420 N. Columbus Ave \$950,000
 3 Bedrooms 3 Baths 1,995 sq.ft. 716 Palm Drive \$980,000	 4 Bedrooms 3 Baths 1,792 sq.ft. 1432 Norton Ave \$1,075,000	 3 Bedrooms 2 Baths 2,313 sq.ft. 1510 Stone Ln \$1,100,000	 3 Bedrooms 3 Baths 3,096 sq.ft. 1842 Ransom Rd \$1,290,000	 4 Bedrooms 4 Baths 2,380 sq.ft. 2026 W. Mountain St \$1,290,500

# 91206 Sales

91206 2017 YTD Average Sale: **\$981,602** | Average Days on Market: **54** | Average \$/Ft: **\$488** | # Sold: **80**

 2 Bedrooms 1 Baths 974 sq.ft. 2415 Gardner Pl \$775,000	 3 Bedrooms 2 Baths 1,875sq.ft. 2726 E Glenoaks Blvd \$839,250	 4 Bedrooms 3 Baths 2,413 sq.ft. 506 Naranja Dr \$850,000	 4 Bedrooms 3 Baths 1,861 sq.ft. 2613 E. Chevy Chase Dr \$880,000	 2 Bedrooms 2 Baths 1,834 sq.ft. 3867 San Augustine Dr \$975,000
 4 Bedrooms 3 Baths 2,380 sq.ft. 3004 Hollywell Pl \$1,021,000	 3 Bedrooms 3 Baths 1,592 sq.ft. 3013 Buckingham Rd \$1,181,000	 3 Bedrooms 2 Baths 2,360 sq.ft. 720 Fay Dr \$1,295,000	 4 Bedrooms 3 Baths 2,658 sq.ft. 1132 Sweetbriar St \$1,375,000	 4 Bedrooms 3 Baths 2,978 sq.ft. 2587 Cascadia Dr \$1,689,000

## FREE 90-Minute Investor Training!

Did you know that Albert purchased his first piece of real estate in 1998 and has not stopped purchasing since then?

To date, he has personally purchased and sold over 200 properties while holding onto and maintaining a portfolio that consists of single family homes, multi-residential, commercial and retail stores. Today, he employs his own management team that overlooks and maintains his portfolio. Best of all, Albert educates others (including Realtors) on how to seek investment opportunities for both short and long term. In this live 90-minute class, you too can learn the exact strategies that Albert utilizes in order to to make each investment exciting and also rewarding. Discover how to invest with Albert's methods -- even with limited funds!

**When:** Thursday, October 12, 2017 at 5:30 p.m.  
**Where:** Arbitrage Real Estate Group  
 3500 N. Verdugo Road; Glendale, CA 91208

Limited space. Please call 818-244-2939 to register.  
 Don't "wait to invest". Instead, strategically "invest and wait!"  
 Cocktails and appetizers will be served as well.



# Glendale Facts

Most Expensive home sold in Glendale YTD  
**\$4,300,000.00**  
 Population: **200,167**  
**42** Median Age  
 Least Expensive single family home  
**\$400,000.00** sold in Glendale YTD  
**32.8%** People who live and work in Glendale  
 # of homes currently in Escrow **124**  
**\$58,076**  
 Median Household Income **152**  
 # of homes currently for Sale

# 91207 Sales

91207 2017 YTD Average Sale: **\$1,144,346** | Average Days on Market: **40** | Average \$/Ft: **\$519** | # Sold: **68**

 Sold! 3 Bedrooms 2 Baths 1,584 sq.ft. 1105 N Everett St \$895,000	 Sold! 3 Bedrooms 3 Baths 1,609 sq.ft. 1125 La Zanja Dr \$930,000	 Sold! 3 Bedrooms 3 Baths 1,561 sq.ft. 948 Del Rey Dr \$985,000	 Sold! 3 Bedrooms 2 Baths 1,768 sq.ft. 927 Rosemount Rd \$987,000	 Sold! 4 Bedrooms 2 Baths 2,180 sq.ft. 1215 Viscano Dr \$1,000,000
 Sold! 3 Bedrooms 2 Baths 2,034 sq.ft. 954 E Dryden St \$1,055,000	 Sold! 4 Bedrooms 4 Baths 2,441 sq.ft. 767 Cavanagh Rd \$1,155,000	 Sold! 4 Bedrooms 3 Baths 2,437 sq.ft. 1122 N Everett St \$1,200,000	 Sold! 5 Bedrooms 3 Baths 2,546 sq.ft. 1121 La Zanja Dr \$1,255,000	 Sold! 4 Bedrooms 4 Baths 3,414 sq.ft. 1408 Cordova Ave \$1,562,000

# 91208 Sales

91208 2017 YTD Average Sale: **\$1,117,739** | Average Days on Market: **41** | Average \$/Ft: **\$517** | # Sold: **96**

 Sold! 2 Bedrooms 1 Bath 1,152 sq.ft. 1883 Los Encinos Ave \$735,000	 Sold! 2 Bedrooms 2 Baths 1,555 sq.ft. 3411 Sierra Glen Rd \$810,000	 Sold! 3 Bedrooms 2 Baths 1,432 sq.ft. 2110 Conchita St \$826,000	 Sold! 3 Bedrooms 3 Baths 2,244 sq.ft. 969 Calle La Primavera \$880,000	 Sold! 4 Bedrooms 4 Baths 2,445 sq.ft. 1800 Niodrara Dr \$1,194,000
 Sold! 4 Bedrooms 3 Baths 2,686 sq.ft. 1532 Sunshine Dr \$1,199,000	 Sold! 4 Bedrooms 3 Baths 1,914 sq.ft. 1716 Wabasso Way \$1,200,000	 Sold! 3 Bedrooms 3 Baths 1,970 sq.ft. 2450 Hermosita Dr \$1,238,000	 Sold! 5 Bedrooms 5 Baths 5,950 sq.ft. 3645 Deerpass Rd \$4,300,000	 Sold! 4 Bedrooms 3 Baths 1,592 sq.ft. 1234 Your Street \$1,495,000 YOUR HOME HERE -- Call Today!

## What to expect with Albert

- ❖ One-on-One direct contact with Albert personally **from start through close of escrow**
- ❖ An intuitive marketing system that typically outperforms the market by **18%**
- ❖ A customized 7-day launch program that **MAXIMIZES** your property's sales potential
- ❖ A plan that helps you sell your home **3X FASTER** than the industry average
- ❖ **A Guarantee** (in writing) that Albert will purchase your home himself if it doesn't sell
- ❖ An amazing team that dedicates **their entire attention** to only Albert's clients
- ❖ **Instant notifications** each time your home is shown -- with repeated follow-ups
- ❖ Full exposure to **OVER 100 global search sites** that attract buyers in every continent
- ❖ The exact secrets he's developed that have helped countless happy sellers
- ❖ **A nice big bright red Sold Sign!**

If you're thinking of selling or buying, call the one guy that's been in Glendale for 43 years and has been selling like crazy for over 2 decades!

*Albert Hairapetian*

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# What are the Hairapetians up to these days?...



From celebrating championship victories, a graduation and 10 years of marriage, there's no question that the Hairapetian household has been busy this year... really busy!

**Joey** (who insists on being called "Joseph" now) just started 3rd grade. He ended his last baseball season by helping his team win the championship playoff game by only one point while scoring two runs and one RBI. He still enjoys his legos and is notorious for coming up with some of the most random questions that only Google can answer. He has an amazing heart and looks after his sisters like a true gentleman, but God help us all when he's hungry!



**Nicole** finally graduated pre-school and is now in 1st grade. She still continues to be the "calm one" in our family while making sure each of us is grounded, happy and in peace. She spearheaded her own lemonade sale this Summer and astonished us with her amazing success in only 2 hours from setup. She just started playing soccer and absolutely loves it!

**Melanie** has finally started school. Dropping her off on her first day was a very emotional experience for both Mania and I as we always had at least one of the kids home for the last 8 years. An hour after drop off though, the relief finally settled in and boy was mom happy to finally be free from diapers, bottles and unsuccessful naps! Melanie is known for her excessively aggressive hugs and has a wild/cute demeanor that resonates the moment you're with her.



As for **Mania and I**, 07/07/2017 marked our 10 year wedding anniversary. I must admit that the last decade was by far the most exciting experience in my 43 years on planet Earth. We've made fitness our top priority while sharing Fitbit stats throughout the day and avoiding carbs altogether after 3:00 p.m.. Recently, I've developed a runner's high and find myself running 3-5 miles/day. We still have our "date nights" and have become one of the largest "Game of Thrones" fans ever. We're absolute polar opposites, and I still can't imagine life without her by my side. Yup, I'm still in love with her!

I have enjoyed sharing my personal life with you now for 20 years and thank you for always supporting me. I hope you and your families continue to have a successful and healthy remainder of 2017!



## FREE Oktoberfest Beer on Arbitrage!

Join us as we celebrate the 40th Annual Oktoberfest in Montrose on Saturday October 7, 2017 from 12:00 - 10:00 p.m. Bring the entire family for great German food, fun and live entertainment all day long. The Oktoberfest has been a running tradition in Montrose for 4 decades now and we're proud to be a part of this festivity. Join us for a "cold one" at our booth located on the corner of Oceanview and Honolulu Avenue (directly across from Coffee Bean and Starbucks).

Simply log onto our website to get your free beer voucher  
[www.RealEstate123.com/FreeBeer](http://www.RealEstate123.com/FreeBeer)

## Attention All Potential Home Sellers!!!



- ❖ The average North Glendale home is selling for \$1,065,429!
- ❖ A majority of these homes are selling OVER asking price!
- ❖ The average home is selling for \$60,000 more TODAY than what it sold for last year!
- ❖ Interest rates are still lingering between 3.5-4.0% (a record that won't last forever)!
- ❖ We have 36 anxious Preferred Arbitrage buyers (some are ALL CASH)... they're just waiting for you to make a decision on selling!

If you're on the fence about selling your home... **NOW** is the time to sell and cash out.

Arbitrage CAN help you get the **MOST MONEY**, in the **SHORTEST TIME**, with the **LEAST** amount of **HASSLE** to you!

Want to see how this crazy market impacts the value of your home?

Visit [GlendaleValue.com](http://GlendaleValue.com)

**(818) 244-2939**

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