



## Your Glendale Real Estate Connection!

A couple months ago, the world got blindsided by one of the most unusual, unexpected, and most shocking experiences of a lifetime -- THE CORONAVIRUS. Nobody saw it coming, and nobody had ever experienced anything like it. We closed our doors, stayed quarantined at home, and loaded up on essentials fearing the worst. We adapted to new ways of communication, new ways of teaching and essentially, new ways of living. Our kids stayed home, our parents were not to get near, and our weekends, birthdays and holidays were left "home-bound". Facetime and Zoom meetings had more value than ever before and we collectively adapted to change.

At Arbitrage, we knew we needed to make changes quickly to keep both our buyers and sellers comfortable with the buying and selling process. We crafted a home selling system called **InstanTour**, a unique 19-Point strategy to complete transactions from start to finish during the pandemic while ensuring (and enhancing) our clients' safety throughout the process. It became an immediate success as it assures both seller and buyer safety incorporating a thorough 19-point safety protocol for each home and for each showing.

Though things are beginning to open and people are feeling there's a light at the end of the tunnel, we still need to remain cautious and exercise reasonable care, especially around others. I know one day we'll look back at these times and recall what we all went through. Personally, we home-schooled 3 children, had 4 quarantined birthdays, and a kindergarten graduation ceremony without anyone. Amazon and Target have been our best friends and we are so excited to return to civilization!

If there is one thing this virus taught me, it's that our real estate market is more resilient than ever imaginable. During the pandemic, we set a Record Sale in Glendale at \$2,950,000 (the highest sale in nearly 2 1/2 years) and also set the highest sold \$/sq ft in one of our neighboring cities. We currently have over \$8,000,000 in volume in escrow and believe it or not, our homes continue to sell at incredible speed (and prices). We also celebrated 24 years of selling real estate. 2020 will definitely be one of the more memorable ones.

Thank you for your continued loyalty, trust, and friendship. We're here to serve you in any market imaginable!

Stay safe.

*Albert M. Hairapetian*

Owner & Exclusive Listing Broker

Arbitrage Real Estate Group

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CELLULAR

DRE #01213318 & #01305995



**FREE!**  
Get a copy of Albert's  
**"Maximum Payoff Guide for Sellers!"**  
a "must read" for all sellers thinking of moving  
(Visit [www.RealEstate123.com](http://www.RealEstate123.com) to download it instantly!)



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

YOUR HOME **SOLD**  
GUARANTEED  
OR I'LL BUY IT!\*

Over the last 2 decades, Albert has personally purchased well over 200 properties. The **Hairapetian Home Selling System** has helped many families get the most for their home in any given market. How many Realtors will put their neck on the line to guarantee your home will sell or they'll buy it themselves?

Put Albert's proven system to work for you to maximize the value your home has in today's market and get the results you deserve and the price that he can guarantee.

Visit [www.AlbertGuarantees.com](http://www.AlbertGuarantees.com) to learn more!

### Albert Sets a new Glendale Record (Highest Sale in Over 2 Years!)

**SOLD!**  
\$2,950,000  
**RECORD**  
1920 Starvale Road | Glendale, CA 91207

**Albert did it again!** He broke another record. Except this time, it was in the midst of the Covid-19 pandemic. Prior to hiring Albert, **this home was on the market for 286 days!** Albert was not only able to sell this home in **ONLY 14 DAYS**, he even found the buyers and closed escrow at a whopping \$2,950,000 while everyone was quarantined. This turned out to be the **HIGHEST** recorded Glendale sale in over 2 years! We congratulate our buyers and sellers for an amazing sale and thank you for putting your trust in us!

**IN ESCROW!**  
\$2,850,000  
1515 Bel Aire Drive | Glendale, CA 91201

When the former mayor of Glendale, Zareh Sinanyan, was appointed by the Prime Minister of Armenia to take over Armenia's Diaspora affairs, he and his wife, Lori, needed to find a Realtor who knew how to market their exquisite Spanish estate and to find the perfect buyers. We're proud to say that the Sinanyan estate is officially **IN ESCROW** and the entire family is packing and preparing for their new journey ahead! It's not the first time we've had the honor of representing a former Glendale mayor! Good luck guys.

# Making Glendale Real Estate Real Simple!



**Pasadena (Near Rose Bowl) \$2,000,000**  
4 Bedrooms | 4 Baths with nearly 3,700 square feet all on one level. Just off of prime Linda Vista area.



**1515 Bel Aire Drvie \$2,850,000**  
Enchanting 6 Bedroom | 6 Bath gated Spanish estate in NW Glendale. Over 5,000 square feet on 2/3 acre.



**1863 Ashington Drive \$1,695,000**  
4 Bedrooms | 3 Baths in prime Sunset Ridge area of Emerald Isle. 3,185 square feet with pool/spa/views!



**The Legends of Cascades \$495,000**  
3 Bedrooms | 3 Baths with nearly 2,000 square feet! Low HOA. 2 car garage and incredible views



**Old Phillips with Views! \$1,895,000**  
4 Bedrooms | 3 Baths with just under 4,000 sq.ft. Owned for over 3 decades. Pool/spa and more!



**10126 Parr Avenue \$795,000**  
3 Bedrooms | 2 Baths 1,731 Sq.Ft. | 6,236 Lot Completely remodeled throughout! Move-in condition



**3449 Stancrest Drive \$1,195,000**  
4 Bedrooms | 3 Baths 3,296 Sq.Ft. | 15,711 Lot Absolute move in condition with incredible views!



**1541 Grenbriar Road \$5,995/mo**  
3 Bedrooms | 3 Baths 2,214 Sq.Ft. | 11,801 Lot Completely remodeled throughout with pool!



**1920 Starvale Road \$2,950,000**  
Highest priced sale in Glendale in over 2 years. Represented both buyers & sellers!



**5915 Canyonside Road \$1,440,000**  
Highest priced sale in this area of La Crescenta! Sold in only 2 weeks! Represented both buyers & sellers!



**5136 N. Maywood Avenue \$1,000,000**  
Highest \$/Sq.Ft sold in Eagle Rock YTD 2020! Sold off market in AS IS original condition!



**1247-1251 Boynton Street \$2,650,000**  
9 units in Glendale. Sold at full price in less than 2 weeks. Sold in its original AS IS condition!

**Today's Most Popular Loans (New 2020 Loan Limits!)**

Conforming Loans	Up to \$510,400	3.000% with 0 points (3.09% APY)
High Balance Conforming Limit	\$510,401 - \$765,600	3.125% with 0 points (3.19% APY)
Jumbo	\$765,601+	3.50% with 0 points (3.59% APY)

*All rates based on 30-Year Fixed Rate Ammortization. Interest rates can vary each day. Call us today to get today's best rate and get locked in!*

**Your Glendale Home - Your Instant Value**  
[www.GlendaleValue.com](http://www.GlendaleValue.com)

## Arbitrage Buyer Agents are here to serve you!

**Bo Kresic** bo@realestatel23.com  
**Alex Melkonian** alex@realestatel23.com  
**Gabriel Prado** gabriel@realestatel23.com  
**Andre Harutunian** andre@realestatel23.com  
**Kris Kaupilla** kris@realestatel23.com

**Welcome to Arbitrage!**  
Have you been to our office yet?

If you haven't, we would be delighted to give you a private tour. We acquired this 6,000 square foot building a few years ago and spent nearly 18 months renovating it to what it is today! We have been honored to have received numerous "Beautification Awards" while also being recognized by leaders throughout the state and local community.

Our office is not set up as a brokerage, but as a "team". We pride ourselves on giving each customer an experience of a lifetime, while providing them with some of the most aggressive sales and purchasing techniques available in any market.

Arbitrage representatives are trained to represent clients the non-traditional way. For nearly two decades, our success has resulted from proactiveness, integrity, and a relentless drive to discovering new methods of purchasing and selling real estate.

The doors to our home are always open for your visit!

## WIN BIG with Arbitrage's "Search, Count & Win"!

Find all the hidden Suns and have a chance to win \$100! That's right. Find all the Suns hidden throughout this entire newsletter, log your entry online and get a chance to win instantly. There will be a lottery for all ties. Have fun!

Deadline is July 10, 2020 Hint: This counts as "1"

Register [www.SearchCountWin.com](http://www.SearchCountWin.com)



**COMING SOON!**  
**Rancho San Rafael** \$ CALL FOR \$  
4 Bedrooms/3 Baths with nearly 3,500 square feet  
Impeccable move-in condition!



**COMING SOON!**  
**Gated in Sherman Oaks** \$2,995,000  
6 Bedroom/7 Baths with over 6,100 Sq. Ft. Upgraded  
throughout with pool/spa/grotto/custom BBQ



**COMING SOON!**  
**Verdugo Woodlands** \$795,000  
Developer's dream! Zoned for 3 units. Currently a  
single family home that can generate income.



**COMING SOON!**  
**Turnkey (Avenida Avila)** \$895,000  
5 Bedrooms/4 Baths with nearly 3,000 sq.ft. with  
pool/spa, solar panels and incredible views!



**LEASED!**  
**2315 Paseo de Cima** \$5,995/mo  
5 Bedrooms | 5 Baths 3,211 Sq.Ft. | 33,708 Lot  
Quiet Emerald Isle area. Incredible views!



**SOLD!**  
**8338 Standard Place** \$1,000,000  
Highest priced sale throughout the area. Sold in less  
than 2 weeks. 4 Bedrooms/5 Baths, 3,343 Sq.Ft.



**SOLD!**  
**744 Miramar Avenue** \$1,270,000  
4 Bedrooms | 5 Baths On the market for 15 days!  
Represented Sellers



**SOLD!**  
**1819 Stanton Avenue** \$1,240,000  
4 Bedrooms | 3 Baths 2,842 Sq.Ft. | 8,152 Lot  
Represented Sellers | Record Sale in the area!



**SOLD!**  
**450 Scholl Drive** \$1,795,000  
Record Sales Price for a single story in Glenoaks Cyn  
Represented both Buyers & Sellers (Off Market)!



**SOLD!**  
**400 Cameron Place #302** \$672,000  
Sold in 7 days with multiple offers over asking price!  
3 Bedroom condo in Rossmayne. Represented Sellers.



**SOLD!**  
**1627 N. Verdugo Road** \$830,000  
3 Bedroom/2 Bath home with nearly 1,500 square ft.  
Near Glendale College. Represented Buyers!



**SOLD!**  
**1234 Your Street** \$Max Value\$  
Want to get the most value for your home Today? Call  
Albert at 818-FOR-SALE and start packing!

**Glendale Sales Stats YTD**

	91201	91202	91206	91207	91208
# of Single Family Homes Sold	22	17	31	21	26
Average Days On Market	30	37.24	44.35	37.86	44.42
Average Sales Price	1,096,886	1,109,294	1,048,635	1,220,548	1,132,484
Average Size	1,910	2,046	1,959	2,358	2,004
Average \$/Sq.Ft.	611.19	554.83	551.68	553.95	597.38



**SELL OR BUY A HOME WITH US**  
and use our Moving Truck for  
absolutely **FREE!**

**Why Choose Arbitrage Real Estate Group?**

At Arbitrage, we take great pride in all our marketing and sales strategies. EVERYTHING that's produced NEEDS to be 1<sup>st</sup> CLASS - Period!  
We take great care of our listings and make sure to connect great people to great properties. Most have seen our work and know how we go out of our way for our sellers or buyers to make sure they get the best representation they deserve.  
Steps in the Arbitrage selling process include:

- Personalized & Comprehensive Comparative Market Analysis
- Continuous Follow up & 21 Day Reviews
- Syndication to Numerous 3rd Party Sites
- Daylight & Twilight Professional Photography
- Full Concierge Service Including Staging Services
- Ultimate Web and Social Media Exposure
- Virtual Marketing with 3D Walk-Thru Technology
- Digital Marketing with Subscribed Targeted Emails
- Custom Automated Tracking, Tagging & Follow Up Strategies
- First Class Quality Print Marketing, Distribution & Mailing
- Expert Negotiating Tools and Unique Sales Propositions
- Iron Clad Guaranteed Home Selling System

**ARBITRAGE**  
8229 Shoreline Road | Encinitas, CA 92027  
818-344-2939  
www.Arbitrage123.com

**ARBITRAGE**  
8338 Standard Place | Glendale, CA 91208  
818-344-2939  
www.8338Standard.com

**Albert's Healthy Chicken Alfredo**



- Ingredients**
- 1.5 lbs chicken breasts or thighs, cubed
  - 1/2 oz whole wheat fettuccine or spaghetti
  - 1 tbsp oil
  - 1 cup stock, low sodium
  - 2 cups cold 2% or 3.25% milk
  - 2 tbsp cornstarch
  - 1/2 tsp salt
  - Ground black pepper, to taste
  - 1/2 cup Parmesan cheese, grated
  - 1 garlic clove, grated
  - 3 cups frozen peas, broccoli or chopped spinach
  - 2 tbsp parsley, for garnish

- 454 Calories | 36.8 g of protein | 3.8 g of Sat Fat | 51.9 g carbs**
1. Fill large pot with water and bring it to a boil.
  2. In a medium bowl, add cold stock, milk, cornstarch, 1/2 tsp salt and whisk with a fork. Set aside.
  3. In the meanwhile, preheat large deep ceramic non-stick skillet on medium heat and swirl oil to coat.
  4. Sprinkle chicken with a bit of salt and pepper, add to a skillet and cook for 10 minutes, stirring occasionally.
  5. While chicken is cooking, add 1 tsp of salt and pasta to boiling water. Cook for 7 minutes until pasta is al dente, stirring a few times to make sure noodles do not stick.
  6. Give cornstarch mixture a whisk and add it to the skillet. Stir, bring to a boil and cook for 2 minutes or until bubbly and thickened.
  7. Add Parmesan cheese, garlic and stir until cheese has melted.
  8. Using tongs, transfer noodles directly from the pot to the skillet. No need to drain in a colander. Grab a bunch at a time, hold right above the pot for a few seconds and add to the skillet.
  9. Stir and add peas, broccoli or spinach. Let chicken alfredo warm through for a minute.
  10. Turn off the heat and garnish with parsley and black pepper. Serve hot.

**To find out what's cooking in real estate, call Albert!**

# Get Your **FREE** Arbitrage Covid-19 Mask TODAY!

At Arbitrage, we understand that safety is #1... especially these days! Recently we searched, we inspected and we tried several masks that are not only safe to use, but extremely comfortable. Arbitrage Covid-19 masks are custom made in the USA with a one-piece over ear design that covers the nose, mouth and chin. It was designed for comfort, ventilation and best of all, they're washable and reusable - it's **NOT** a "one-time use" mask! It is made with 85% polyester and 15% Spandex and ready for use today. Simply log onto the website or stop by our office to get your mask today. Best of all, it's **FREE** to all our valued fans, clients, and friends!



\*Retail at ~~\$24.99~~ plus S&H  
 Made with 85% polyester and 15% Spandex  
 Made in the USA  
 Washable and Reusable  
 One-piece comfortable over ear design  
 Limited supply

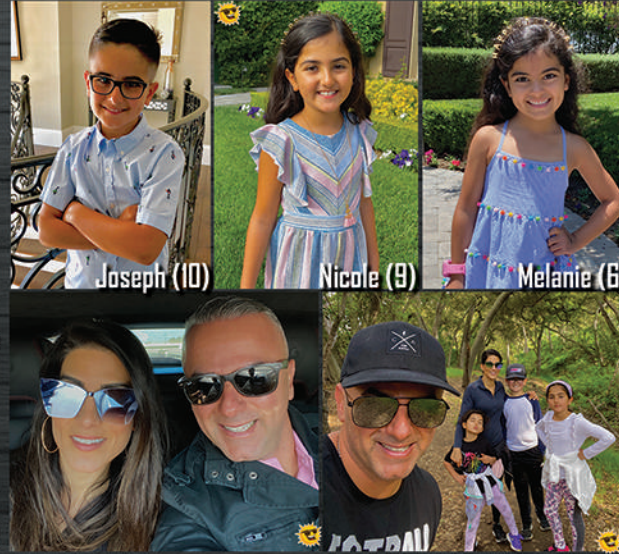
[www.FreeCovid19Mask.com](http://www.FreeCovid19Mask.com)

Enter promo code: **AlbertCares**  
 (Limited Supply)

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

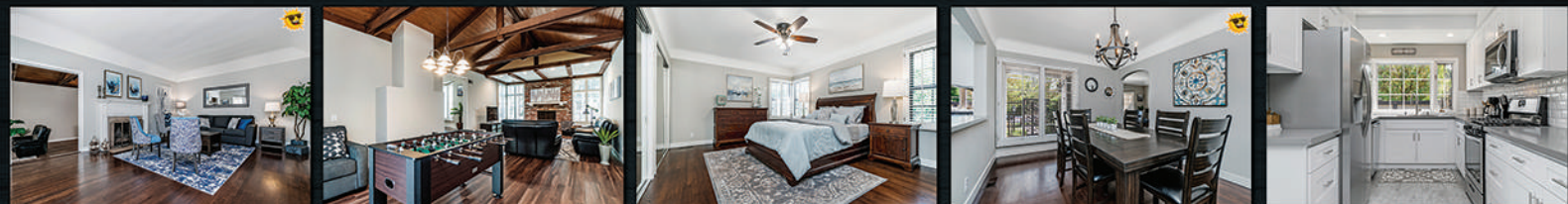
Just like others, our home has been filled with chaos since March. Prior to that, **Joseph** (10) won his school Spelling Bee competition - only to advance to the county contest which later got cancelled due to the virus. He is our 2nd Google at home and has a tendency to state at least 10 random facts throughout the day. **Nicole** (9) cannot stop dancing. With more moves than J-Lo, this girl has rhythm and can't stand still without bouncing to her own beat. She continues to be the calmest of the three and has a heart of gold. **Melanie** (6) has matured gracefully while never letting go of her spunk. She has a distinct competitive demeanor and is the fastest in our entire family. I cannot wait for her to start track & field! She is our most recent graduate as she prepares to enter 1st grade next year! Because of Covid, we have all connected (and argued) on a whole new level!

**Mania** embraced this change and took the role of a chef, housekeeper, teacher, doctor, coach, mom and wife like a champ. She's held our fort down better than ever while making sure not a single item entered our home without being sanitized (including her own husband). I am very proud on how well she's looked after each and every one of us. We've had a total of 4 quarantined birthdays (one of which turned a decade older which I'm not privileged to disclose). We hope you and your families stayed safe during these trying times and wish you continued health and success moving forward. The only positive that Covid brought us is the ability to slow down and cherish the little moments in life that we usually take for granted. Cheers from my family to yours!



## **FREE** Single Family Home for Arbitrage Sellers & Buyers!

How many Realtors purchase a single-family home valued over \$1,000,000 for their buyers or sellers to live in just in case their escrow delays or closes sooner than expected? **ALBERT DID!** This 3 bedroom/2 bath (fully furnished) home with over 2,200+ square feet was purchased by Albert just for that reason. When selling or buying with Albert, you get a guarantee that you will never be left stranded without a home! We'll give you the keys to this home for **FREE** to use as you transition to your next home. It can sleep up to 8, has all the amenities you need: sheets, towels, toaster, coffee maker, SmartTV, WiFi, plates, dishes, washer and dryer...you name it! It even has a heated pool and spa in case you want to relax and unwind. Here's another added benefit for choosing Arbitrage that'll never cost you a single penny more!



\*Based on availability. Restrictions apply. Ask for details.

## **NO FOR SALE** Sign?

### Not Problem at Arbitrage!



There are a lot of sellers that want a private sale without the use of a **FOR SALE** sign. They don't like look-e-loos, they don't want unnecessary attention and they just don't want a post mounted on their frontyard... PERIOD!

At Arbitrage, we respect sellers that don't want a sign plastered on their frontyard. And yes, we've sold a ton of properties without the use of one! We've actually created a strategy that helps sellers maximize the sale of their property without a sign. We'd love to share it with you. Simply log onto our website to learn more about how effective it is:

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

## Arbitrage Staging Services Get Your Home



Local Postal Customer

\*\*\*\*\*EQRWSS\*\*\*\*\*

PROB-CTD  
 U.S. POSTAGE  
 PERMIT # 155

\*All the homes in these pictures were professionally staged using the Arbitrage Concierge Service!