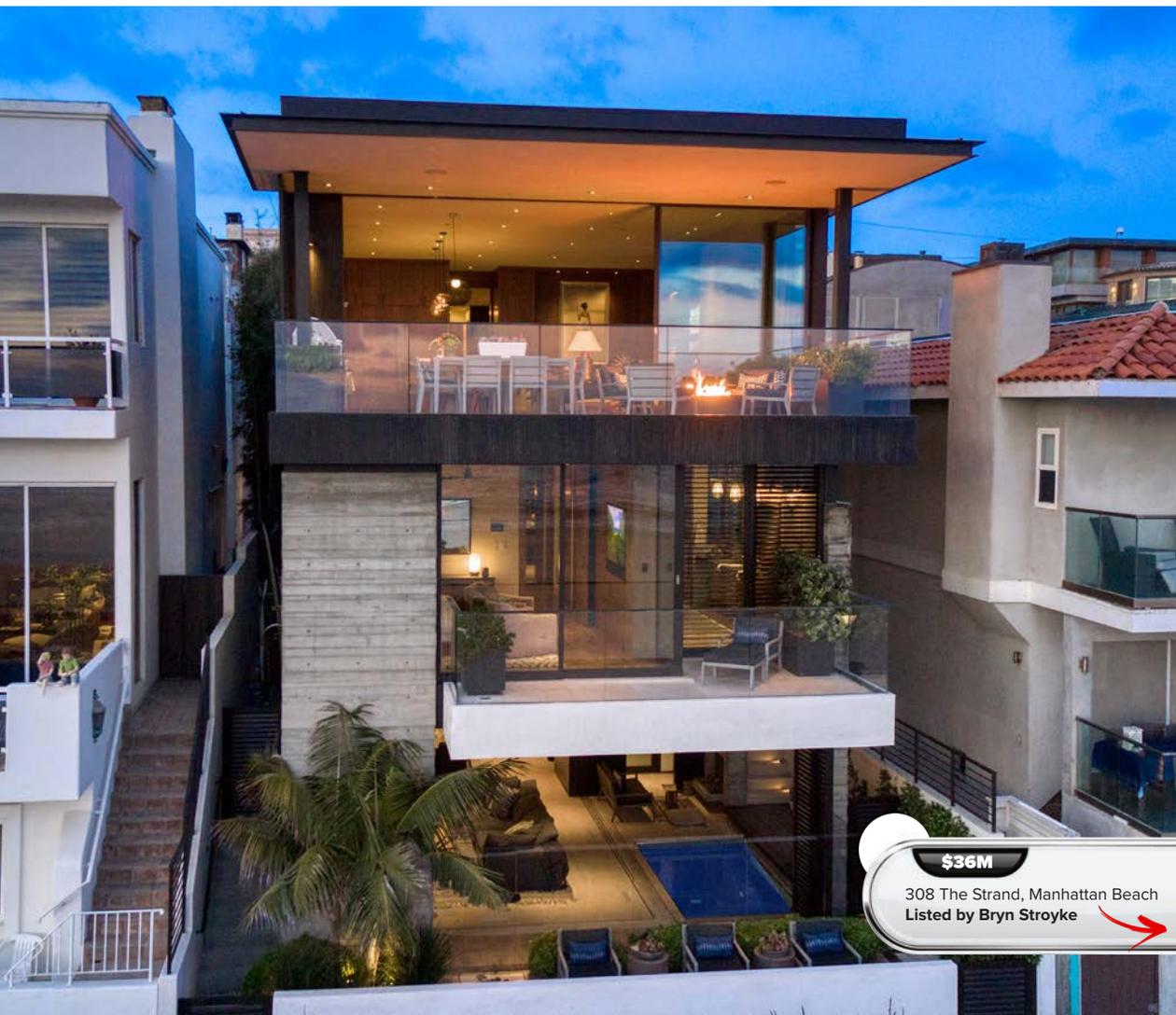


July 18, 2022

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\$36M

308 The Strand, Manhattan Beach
Listed by Bryn Stroyke





>> ON THE COVER

308 The Strand, Manhattan Beach, CA 90266

6 bedrooms, 8 bathrooms | **\$36M**

This premium ocean-front luxury residence presents a truly unique experience by the award-winning architects at KAA Design. The indoor and outdoor material palettes were deliberately chosen for their natural warmth, beauty, simplicity, and durability. Simply stepping through the patinated brass pivot door entryway to be greeted by a lush bamboo garden in the atrium instantly offers an undeniable zen-like moment that should naturally embody the word “home”. 4 levels of expert form and function have been designed to capture the best of beach living. The entry level is dedicated to the primary suite, home office and garage entry. The oceanfront suite sits high above The Strand offering privacy while enjoying a walk-out deck that wraps effortlessly into the step-in shower with privacy louvers and overhead rain feature. Heated limestone floors, a vanishing vanity TV, an oversized jetted soaking tub, and custom dressing closet complete the private retreat.

Listed by Bryn Stroke of Stroyke Properties

www.308TheStrand.com

CO-FOUNDERS NOTE <<

Welcome to the Premier Issue of California Listings Magazine

Call us bias but when it comes down to the best locations to live, it simply doesn't get better than California. From the mountains of Tahoe and the beautiful Bay Area to coastal cool Santa Barbara and luxurious Beverly Hills, the Golden State has every style of home for every type of lifestyle.

But with so many real estate options and thousands of agents and brokers in California, deciding where to look and who to work with can be a daunting task.

That's where we come in!

California Listings is an innovative online platform showcasing the best real agents—and their listings—in each neighborhood in the Golden State. Simply put: We're reinventing not only how buyers shop for homes, but also how they shop for agent.

In addition to thousands of listings across Southern and Northern California, California Listings is also the industry and consumer

one-stop shop for daily content, featuring local housing market updates, regional and national news, data, trends, insider interviews and more!

California Listings Magazine is the latest extension of our website, bringing featured listings and special editorial content right to your inbox—twice a month. Whether you're in the market to buy, sell or you're looking for a true market expert, California Listings Magazine is your resource for all things real estate in the Golden State.

So flip around, check out some of the incredible properties available throughout the state and let us know what you think! Drop up a line at hello@californialistings.com to share your feedback, questions and even agent suggestions.

And be sure to check out CaliforniaListings.com for daily news, features, new listings and more!



Frankie Morales

Publisher
Frankie@CaliforniaListings.com



Jeff Katz

Editor-In-Chief
Jeff@CaliforniaListings.com



Vahid Pourhabib

Webmaster
Vahid@CaliforniaListings.com



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Beverly Hills Mid-Century

1011 N Hillcrest Rd | 5 BD | 5 BA | Guest House | \$9,750,000

Quintessential Trousdate Mid-Century architectural offers the echo of original style and glamour upgraded for today's more modernized lifestyle. Verdant grounds surround this estate imparting beautiful green garden views from literally every room. City lights twinkle on the night horizon while privacy is fully afforded at every turn.

ERNIE CARSWELL & ASSOCIATES

310.345.7500
Ernie.Carswell@Elliman.com
DRE #01115666

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>> FEATURED CONTENT



Supply Grows Faster than Ever In Realtor.com's June Report

One upside for the market slowdown is more inventory for shoppers. According to Realtor.com's June market report, supply grew faster than ever last month.

Active inventory jumped 18.7 percent year-over-year as new listings surpassed typical pre-COVID levels. Inventory was up 8 percent compared to May 2022.

"Our June data shows the inventory recovery accelerated, posting the second straight month of active listings growth in nearly three years. We expect these improvements to continue, as predicted in our newly updated 2022 forecast," said Danielle Hale, Chief Economist for realtor.com. "While we anticipate that more inventory will eventually cool the feverish pace of competition, the typical

buyer has yet to see meaningful relief from quickly selling homes and record-high asking prices. However, a deeper dive into June's inventory gains by square footage reveals potential opportunities for move-up buyers, as newly-listed homes skewed larger. In other words, this first wave of supply improvements may be particularly opportune for summer sellers looking to upgrade from their starter homes, which could mean more equity to put towards purchasing a bigger property."

In June, homes with at least 1,750 square feet accounted for more new listings (54.3 percent) than relatively smaller homes (45.7 percent). Active inventory increased in 40 of the 50 largest U.S. metros, led by Austin, Phoenix and Raleigh.



4609 LOUISE AVE, ENCINO 91316

5 BED | 5.5 BATH | 5,885 SQFT | 25,581 | LOT OFFERED AT \$5,750,000



GEORGE OUZOUNIAN

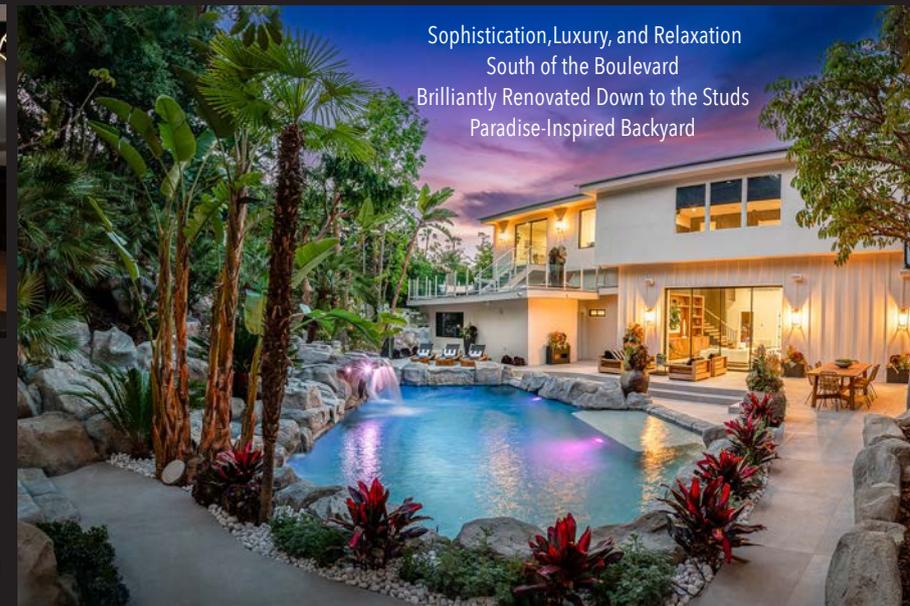
Estates Director

George.Oz@TheAgencyRE.com
818.900.4259 | DRE 01948763

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Yorba Linda and Tustin Make Zillow Top 10 Popular Markets List

Zillow looked at the 10 most popular markets in Q1 of 2022—and the suburbs took all the top spots. Woodinville, WA leads the list of the most in-demand places of the first three months of the year, followed by Burke, VA, in the Washington, D.C. area and Highlands Ranch, CO, outside of Denver.

The only California markets to make the top 10 were both SoCal cities, with Yorba Linda coming in at no. 6. Tustin followed closely behind at no. 8.

The suburbs that beat out all others generally had more expensive homes than their nearest major city, and several are significantly more expensive, according to Zillow analysts.

Zillow's Top 10 Most Popular Markets of Q1 2022

Woodinville, Washington (Seattle)
Burke, Virginia (Washington, D.C.)
Highlands Ranch, Colorado (Denver)
Westchase, Florida (Tampa)
Edmonds, Washington (Seattle)
Yorba Linda, California (Los Angeles)
Johns Creek, Georgia (Atlanta)
Tustin, California (Los Angeles)
Ballwin, Missouri (St. Louis)
Golden, Colorado (Denver)

For more on the Tustin and Yorba Linda markets and current listings, connect with our North Tustin expert David Feldberg by clicking here.



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818.900.4259 | DRE 01948763

>> FEATURED CONTENT



‘Queer Eye’s’ Bobby Berk Lists Palm Desert Home On Airbnb

If you love Bobby Berk’s designs on Queer Eye, here’s your chance to live within his luxurious interiors—if only for a few nights.

The interior designer and Emmy award-winning host has just put his Palm Desert property up for rental on Airbnb!

Located in the Coachella Valley, the 5,000 square-foot Spanish hacienda-style property known as Casa Tierra features seven bedrooms and six-and-a-half baths across three homes.

Berk bought Casa Tierra last August and

soon embarked on an extensive renovation. All the homes have gotten a modern refresh, while keeping the distinct Spanish touches like the handmade stained windows and Terracotta floors.

Add-ons to the five acre plot include a bocce ball court, designated yoga and meditation areas, a state of the art theater, outdoor dining and living room, casita bar—on top of the heated pool and hot tub.

Casa Tierra sleeps up to 16 people, with more information available here.



505 Evelyn Place Beverly Hills

5 Bed | 6 Bath | 21,000+ SF Lot | \$10,950,000

Situated in prestigious Trousdale Estates, this single-story, hard-to-find Contemporary boasts 5,695 sf of beautiful living space. Open floor plan and fully equipped smart home with Control 4 features. Over-sized public spaces are highlighted by floor-to-ceiling French doors overlooking sprawling outdoor areas. A well-appointed living room with a grand fireplace opens to dining with a full-service bar and a large family room with a fireplace all of which are bathed in natural light. Light and bright breakfast room and gourmet kitchen featuring stainless steel appliances and a center island with plenty of counter space and cabinetry. The luxurious principal suite offers dual sinks, separate walk-in closets, a steam shower, jetted spa tub, sauna, and 2 toilets - one with a bidet. Two ensuite bedrooms adjoin seamlessly to share a lovely sitting area with a fireplace. Two additional guest suites, laundry room, large motor court with 2-car garage. Enjoy the ultimate California outdoor lifestyle with white stone patios overlooking lush mountain views, and a gorgeous sparkling swimming pool with spa and pergola. Come home to your own resort!

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4321 TEESDALE AVENUE | STUDIO CITY



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4907 VALJEAN AVENUE | ENCINO



SOLD

11755 CANTON PLACE | STUDIO CITY



SOLD

5715 TROOST AVENUE | NORTH HOLLYWOOD

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1756 Clear View Drive	Beverly Hills	\$48,000/mo	Landlord
25405 Calcutta Pass Lane	Saugus	\$665,000	Buyer
8300 Sedan Avenue	Canoga Park	\$694,179	Buyer
20802 Oklahoma Court	Chatsworth	\$915,000	Seller
1445 N Niagara Street	Burbank	\$1,395,000	Buyer & Seller
5843 Natick Avenue	Sherman Oaks	\$1,399,000	Seller
1433 1/2 Waterloo Street	Silver Lake	\$1,480,000	Seller
12117 Maxwellton Road	North Hollywood	\$1,700,000	Buyer & Seller
5715 Troost Avenue	North Hollywood	\$1,910,000	Buyer & Seller
4115 Weslin Avenue	Sherman Oaks	\$2,637,500	Buyer
301 S Mansfield Avenue	Los Angeles	\$2,874,000	Buyer
4453 Gentry Avenue	Studio City	\$2,900,000	Buyer & Seller
5946 Woodlake Avenue	Woodland Hills	\$3,000,000	Buyer & Seller
4330 Beck Avenue	Studio City	\$3,165,000	Buyer
4907 Valjean Avenue	Encino	\$3,840,000	Seller
4517 Lemp Avenue	Studio City	\$4,100,000	Buyer
11755 Canton Place	Studio City	\$4,115,000	Seller
17600 Tarzana Street	Encino	\$5,300,000	Seller
12075 Mound View Place	Studio City	\$6,350,000	Seller
4050 Contera Road	Encino	\$6,550,000	Buyer
4653 Vanalden Avenue	Tarzana	\$6,807,000	Buyer
5060 Gloria Avenue	Encino	\$7,623,500	Seller
Monument Street	Pacific Palisades	\$7,900,000	Seller
4565 Encino Avenue	Encino	\$12,512,500	Seller

the Chernov Team

729 N. BEDFORD DRIVE



"Villa Encanto" - The most private property in the Beverly Hills Flats which sits on a prime gated 18,000+ sq. foot corner lot. The home is surrounded by lush towering hedges which allow for the rare & secluded use of the large front grassy yard. This special property affords the maximum in irreplaceable privacy and security. A completely reinvented and published Spanish Hacienda with designer finishes, massive sandblasted beamed ceilings, thick plaster walls and wide plank oak floors transport you back in time to the true romance of Beverly Hills. Fabulous room sizes with French doors lead outside to an additional grassy rear yard with sparkling pool and outdoor bar with bbq. This creates a wonderful entertaining flow to the detached guest house that allows for true generational living. A gracious 6-bedroom main house (four bedroom suites upstairs and two bedrooms down) with a family office and bathroom. A detached 2 bedroom, 2 bath guest house with living room complete this "oh so special offering." The property is equipped with state of the art security and surveillance systems. Towering Date Palms that line the street create the perfect California backdrop. The total sq. footage is 8,046 comprised of a 6,333 sq. ft. main house, 1,340 sq. ft. guest house and 373 sq. ft. converted garage/studio. \$17,995,000.



MICHAEL EISENBERG
310.432.6400
mikeeisenberg@sbcglobal.net
DRE 01428775



GINGER GLASS
310.927.9307
ginger@gingerglass.com
DRE 01991628



CHRIS CORTAZZO
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29122 CLIFFSIDE DRIVE



Extremely rare blufftop contemporary on the market for the first time in 50 years. Very private and set above beautiful Dume Cove at the end of a long drive, this nearly one-acre garden property commands sweeping views of ocean, islands, and coastline. Mature trees, vast wraparound lawns, and manicured gardens offer an idyllic oceanfront setting for outdoor entertaining and recreation. The home's comfortable, open-concept interior features a triangular, double-height entry, high ceilings, gallery walls, large windows, and hardwood floors. In the ocean-view living/dining room, there is a wall of library bookshelves to the ceiling, a woodburning fireplace with a recessed wood-storage area below the tiled hearth, plus a built-in bench and corner reading area with full-height windows on two sides. In the dining area, additional windows and doors open to the backyard and a covered flagstone patio for al fresco dining and entertaining. Nearby, the kitchen has butcher-block countertops with corner windows facing onto the covered patio and ocean, plus a Wolf range and tiled wall and floor. The home's strong architectural lines carry upward to the second floor, with an angled wall of windows, another floor-to-ceiling bookcase, and the tranquil bedroom suite, with huge, sliding ocean-view windows on three sides. In addition to a two-car garage, the front of the property has a huge lawn with ample space for large gatherings. This wraps around to a flagstone patio at the side of the house and into the stunning, ocean-facing backyard, where a path leads to a bench for whale watching and star gazing, plus steps that lead down to the pristine white sands of Dume Cove. Quiet and private, this is truly a Point Dume gem. \$18,450,000.



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>> FEATURED CONTENT

House Flipping Spikes As Profits Fall To 13-Year Low

Nationally, the rate of home and condo flips hit a new high in the first quarter of the year, even as profits fell to new lows. According to ATTOM, a real estate data company, 9.6 percent of all home sales in the first quarter of 2022 were flips—the highest level since at least 2000.

Q1's total was up from 6.9 percent, or one in every 14 home sales, during the fourth quarter of 2021, and from 4.9 percent, or one in 20 sales, in the first quarter of last year.

But the report also shows that raw profits on those deals remained below where they were a year ago. Among all flips nationwide, the gross profit on typical transactions was \$67,000 in Q1. While up from 5.5 percent or \$63,500 in the fourth quarter of 2021, it was 4.3 percent less than the \$70,000 level recorded in the first quarter of 2021.

Profit margins fell for the sixth quarter in a row, as the typical gross-flipping profit of \$67,000 in the first quarter of 2022 translated into just a 25.8 percent return on investment compared to the original acquisition price, according to ATTOM.

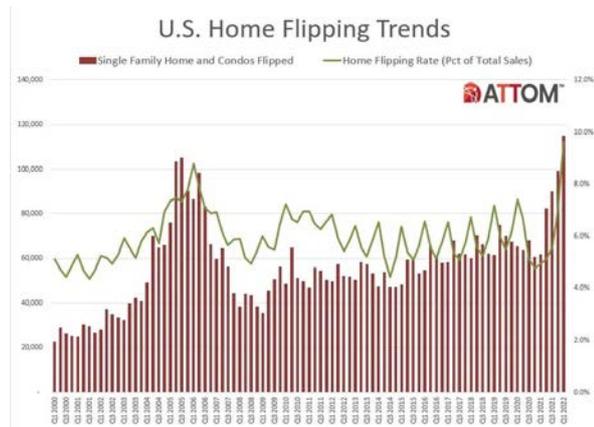
"The good news for fix-and-flip investors is

that demand remains strong from prospective homebuyers, as evidenced by this quarter's report, which shows that one of every 10 homes sold during Q1 was a flip," said Rick Sharga, executive vice president of market intelligence for ATTOM. "The bad news is that

rising mortgage interest rates are beginning to slow down home price appreciation rates, and buyers have become more selective – and less willing to outbid other buyers for properties they're interested in. This is having a predictable impact on profit margins for investors."

The latest return on investment also was less than half the peak of 53.1 percent for this century, which hit in late 2016. Additionally, the median price of homes flipped in Q1 increased to another all-time high of \$327,000. That was up 10.5 percent from \$296,000 in the fourth quarter of 2021 and 30.8 percent from \$250,000 a year earlier.

The largest flip rates during the first quarter of 2022 were in Phoenix (18.7 percent of all home sales); Charlotte (18 percent); Tucson (16.2 percent); Atlanta (16.1 percent) and Jacksonville (16 percent).



New construction modern home perfectly positioned in the Hollywood Hills is ready for its first owner. Just two blocks north of the Sunset Strip, with all of the access minus the noise, and adjacent to the Bird Streets, this modern home has an abundance of architectural warmth and sits on a promontory style corner lot. Features include four ensuite bedrooms, plus a separate office with adjacent bathroom, two living areas, heated pool and a private roof deck. No expense spared, with everything from mahogany wood doors, wide-plank white oak flooring, Caesarstone Quartz counters, honed absolute black granite counters, a honed basalt mantel and roman clay accent wall in the living room. Accordion doors in the living areas, office and primary bedroom unleash a true indoor/outdoor feel. Enjoy the city views from your bedroom or the privacy from the motorized Lutron shades. The primary bathroom features a water room with a solid surface tub and switch light windows. Outdoor living does not disappoint, with a heated pool and spa off the main level, and the roof deck above with views from downtown to the ocean. Sonos home automation and a security system give the owner ease of use and peace of mind. All within minutes from restaurants, shopping, entertainment and more!

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>> FEATURED CONTENT



You've Built Great Equity. So Now What Are You Going To Do With It?

Did you know that U.S. households own \$36.8 trillion in owner-occupied real estate?! While \$11.5 trillion is debt, the remaining \$25 trillion is straight equity. And it may come as no surprise that California is leading the way.

According to First American, homeowners had an average of \$294,000 in equity in the third quarter of last year—and there's never been a better time to put that equity to work! But where do you start?

We asked some of California Listings expert agents for their best equity advice to make your real estate investment stretch even further:

"With \$25 trillion in equity, U.S. homeowners have a historic high average of \$294,000 in equity available from their home. On the Westside and beach communities, this number is over \$1,000,000. There is an amazing opportunity for homeowners to tap into this equity via a HELOC (Home Equity Line of Credit) at historically low-interest rates.

This enables them to leverage that equity to purchase a vacation home, other types of real estate, rental property or some other investments that would return a larger spread than the rock bottom cost of borrowing."
—Anthony Marguleas, Pacific Palisades expert

"If you are considering retiring to another area, leasing your home for a year will allow you to convert your primary residence into an income property. You can then sell that home and utilize a tax deferred 1031 exchange to defer your gains and unlock the power of that equity. This will provide significantly higher cash flow for life. Consider buying investment properties in a different area or even another state where the returns will be much greater than they would be here in the Greater L.A. markets."
—Robb Stroyke, Hermosa Beach expert

Check out part II in our equity series with more expert advice from SoCal's top agents by clicking here



Modern "Legendary" private gated estate that wows and welcomes with every step. Recently owned and immaculately remodeled and furnished by John Legend and Chrissy Teigen, with famed designer Don Stewart, this perfectly positioned home sits behind gates at the end of a private driveway on its own promontory with canyon to ocean views. All just minutes from Rodeo Drive, Hollywood Hills and Bel Air. The entry opens to stunning architectural lines, 33-foot ceilings and floor to ceiling windows. The first floor features 4 different living spaces, cerused oak floors, a brass and concrete fireplace, chef's kitchen worthy of cooking shows (with waterfall marble counters), an intimate dining room, a guest bedroom, home theater, and an oversized home gym room that could be repurposed. The large Fleetwood doors open up to the outdoor living with saltwater pool, hot tub, outdoor grill and pizza oven, dining, grassy area and stairs to an observation/meditation deck with views to the ocean. Upstairs is home to 3 additional guest rooms, a well-appointed entertaining room w/bar and balcony, as well as the oversized primary suite with styling area, sitting area, Teuco tub, and his and hers closets on par with Rodeo Dr. showrooms. Must see to truly appreciate.

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Kofi Nartey, Luxury Real Estate Specialist
kofi@globlRED.com | 310.849.5634 | LIC #01404511
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6858 Copper Creek Pl, Moorpark, CA 93021

5 Beds | 5.5 Baths | 4,399 Sq. Ft.

Listed at: \$1,799,000

Welcome to this 5 bedroom and 5.5 bathroom home with loft, office and spectacular views located in the highly-desirable gated community of Meridian Hills situated at the end of a small cul-de-sac, set back from the street with an extended driveway! When you step inside, you are greeted with soaring ceilings, beautiful Restoration Hardware chandeliers and stunning porcelain tile throughout. Guest bedroom is located downstairs with its own full bathroom. As you walk further into this spacious home, there is a private office next to your courtyard that is just across your dining room which leads to the expansive kitchen. This is a chef's dream, as it features a large center island with seating, additional breakfast nook, built-in upgraded Monogram stainless steel appliances, walk-in pantry, a wet bar equipped with a wine cooler, range with hood, cabinets with the coveted furniture-package upgrade and plenty of granite counter space to prepare your meals. It is adjacent to the family room with cozy fireplace and large built-ins on each side. Three-panel sliding glass doors open up to a California room offering great natural light and access to a tranquil backyard with firepit, built-in BBQ with seating for 8 plus and a Santa Maria-style grill, covered jacuzzi, fruit trees, incredible views and much much more! Make your way up your spiral staircase, with impeccable wood flooring, to your primary suite with a separate sitting area and en-suite bathroom featuring a large soaking tub, dual vanities, a large walk-in custom-built closet and a glass-enclosed shower.

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Biden Administration Announces Plans To Address Housing Cost Burden

Is the federal government the inventory savior we've been looking for? For a segment of would-be homebuyers, yes, as the Biden-Harris Administration is hoping to boost ownership with the announcement of the Housing Supply Action Plan.

Unveiled by the White House this week, the plan includes legislative and administrative actions to close America's housing supply shortfall in five years, starting with the creation of hundreds of thousands of affordable housing units in the next three years. Coupled with rental assistance and downpayment assistance, the White House calls this the most comprehensive government effort to close the housing supply shortfall in history.

Focusing on low- and moderate-income families, key initiatives within the plan include deploying new financing mechanisms to build and preserve more housing where financing gaps currently exist; making Construction to Permanent loans more widely available; and promoting the use of state, local, and Tribal government COVID-19 recovery funds to expand affordable housing supply.

Additionally, the Administration seeks to ensure that more government-owned supply of homes goes to owners who will live in them (not large institutional investors), while working with the private sector to address home construction supply chain challenges and improve building techniques to finish construction in 2022 on the most new homes in any year since 2006.

The White House notes that the President's 2023 Budget includes investments in housing supply that would lead to the production or rehabilitation of another 500,000 homes.

In an effort to reduce regulatory barriers to housing production, the Administration announced it is taking immediate steps including integrating affordable housing into Department of Transportation programs. The goal here is to put in place land-use policies that promote density and rural main street revitalization, using federal transportation programs to encourage state and local governments to boost housing supply.

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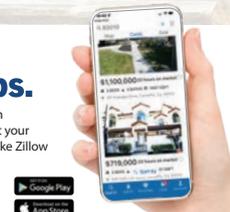
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HERMOSA HILL SECTION

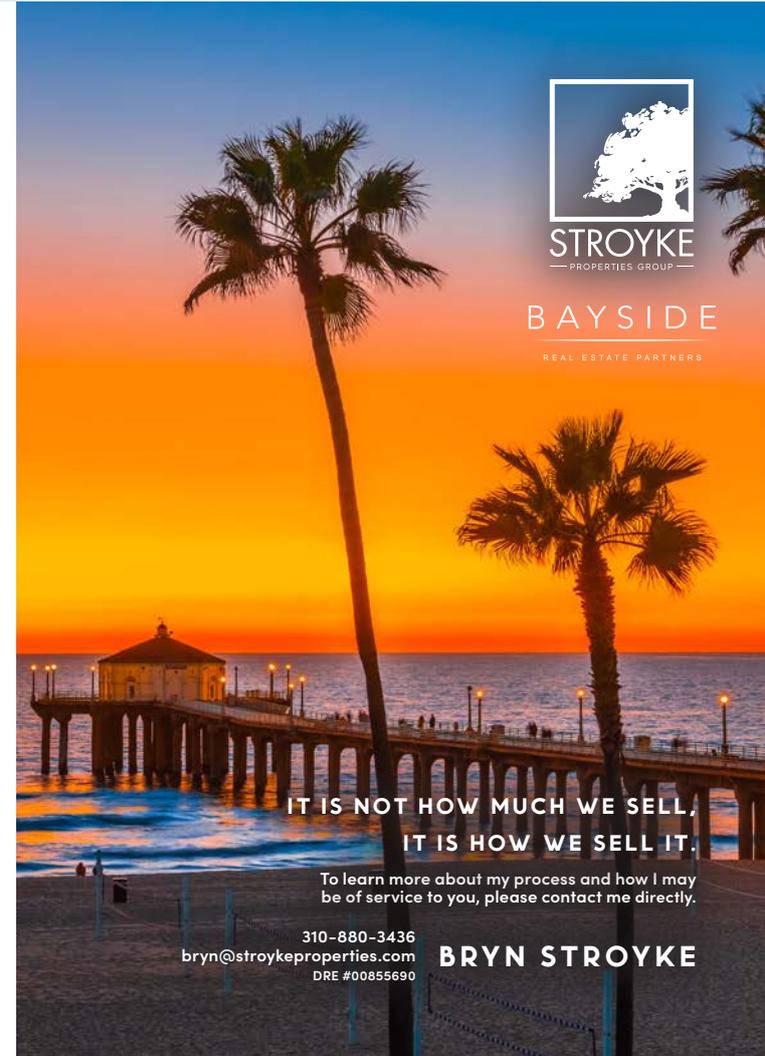
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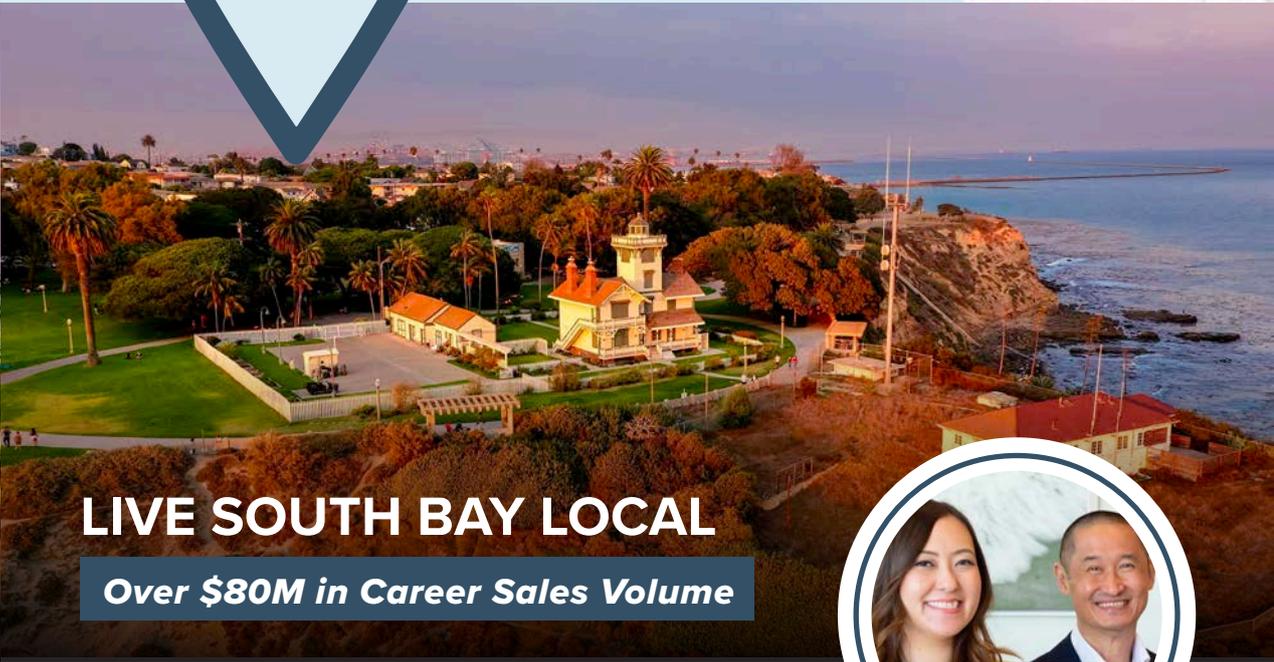
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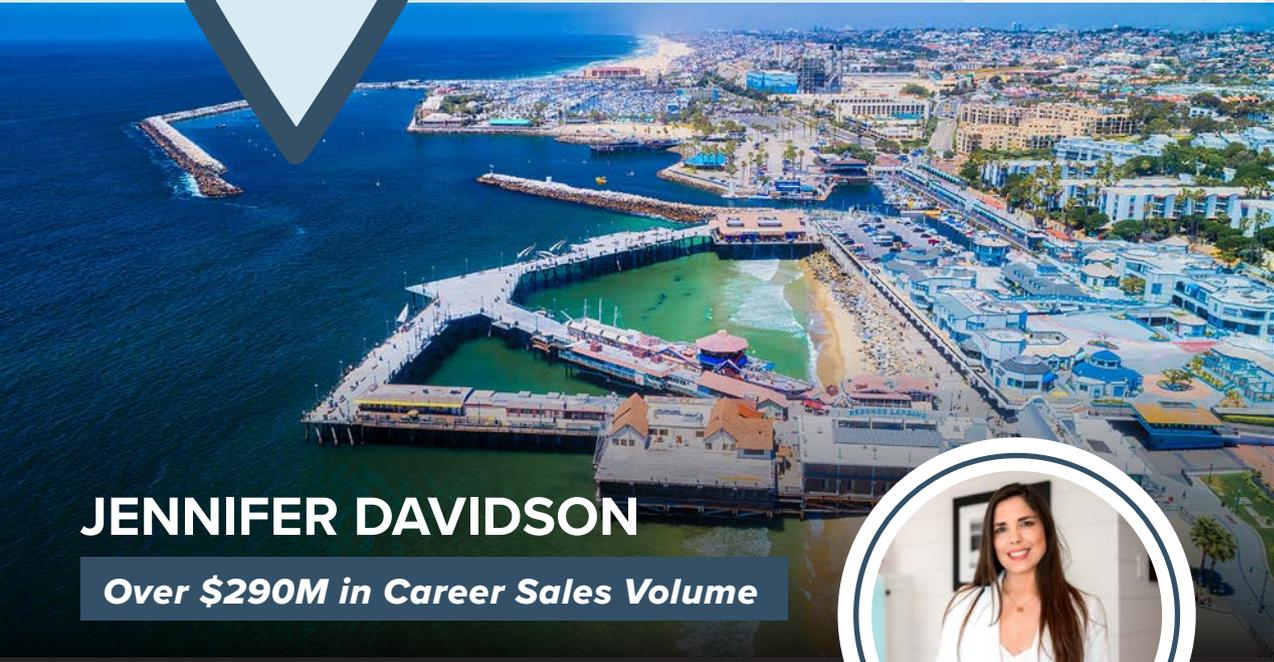
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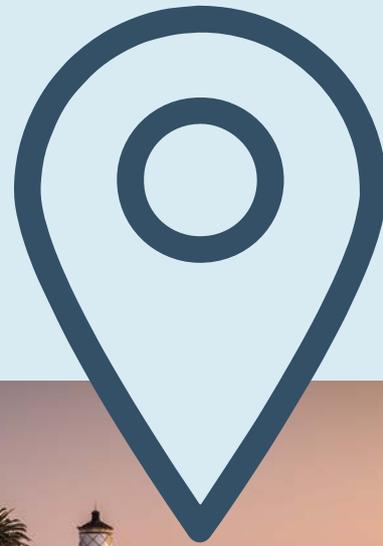
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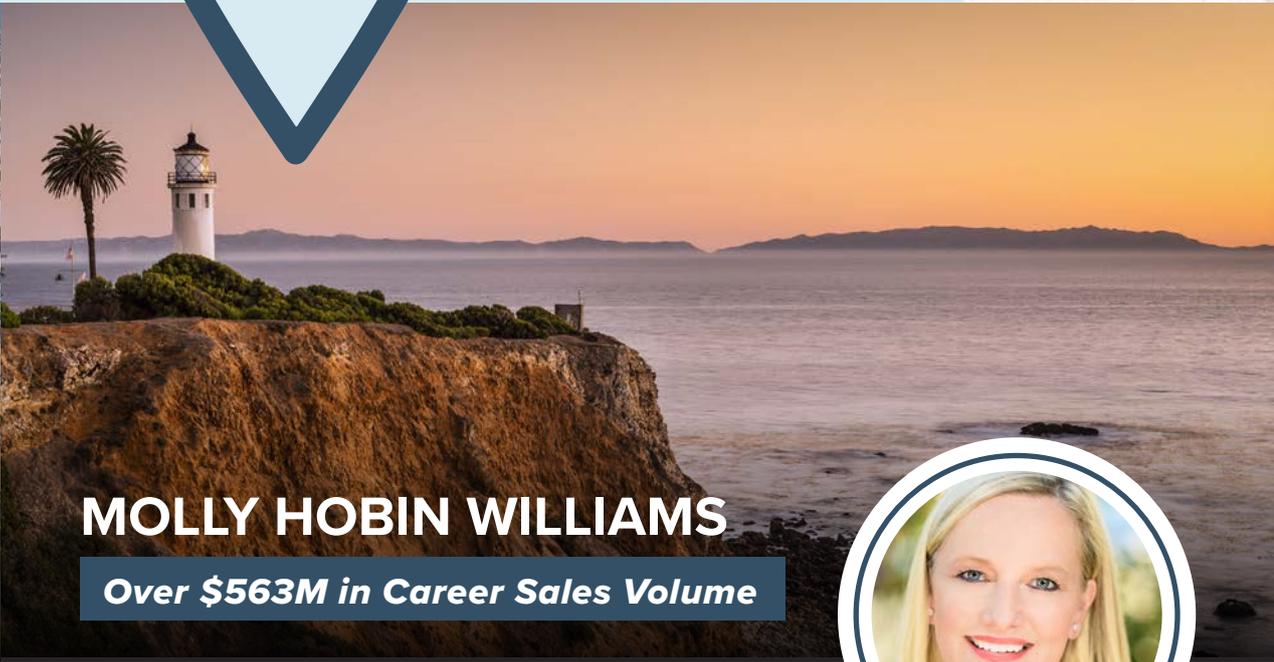
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SoCal Luxury Experts Weigh In On Where The Market Is Headed

At California Listings' Power Players Real Estate Showcase, SoCal's top luxury real estate agents weighed in on everything from marketing strategies to the importance of team cohesion. But the multi-million dollar question remains: where is this market headed?!

We asked Rochelle Maize, Kofi Nartey, Sally Forster Jones and Ernie Carswell to look into their crystal balls and share where they believe the SoCal market is headed...

Rochelle Maize: The market is stable. Yes, there is some uncertainty out there and it is a little bit scary, but I think it's going to remain stable. It comes down to location, location, location. We're in the best area in California on the luxury end so our area is a little but bulletproof. If the market does correct a bit, we're not going to fall as much. And if the

market continues to rise, we're going to rise further.

Kofi Nartey: I definitely think we have to pay attention to the metaverse and what's happening with crypto. These meta properties and cryptocurrencies that have true utility aren't going to disappear any time soon. In terms of where the market is going, look at all the numbers. We should know the basics of our industry, where interest rates are. These things will continue to impact the market but there's always going to be someone with a reason to buy. There's always going to be someone with a reason to sell. It's usually life-style driven, life occurrences like births, deaths, divorces. Overall, I don't see the market crashing. I think it'll slow down a little bit, but what we're seeing now is what I like to think of as a cup of tea or coffee. You can't pick it up because it's too hot. You blow on

it a couple of times, cool it off to take a sip but you can't guzzle it. That's where we're at right now: it's still too hot to guzzle. We're still seeing low inventory. We're still seeing multiple offers, but where as months ago we may have seen 15 offers, now we're seeing nine. That's the slowing. All of this indicates a more stable market. But the demand for Southern California and this lifestyle will remain strong.



Sally Forster Jones: There is uncertainty and people are nervous. But in the long run, real estate has always gone up. I'm confident about our local market. When the market crashed in 2008, people had no equity in their properties. People were buying properties with 0 percent down or even getting paid to buy. But right now, there's so much equity

and there's a lot of security in that. There will always be buyers, there will always be sellers and there will always be lifestyle changes. We don't know exactly what's going to happen from day to day, but I'm very, very optimistic over the long run.

Ernie Carswell: I think the market is moving away from density. A lot of the great estates in our region are in outlying areas. Think about Calabasas, Malibu highway, not Malibu beach. People want space and acreage, which is a plus for our market. And I also believe that equity will save us. There's much more real money in residential real estate now than there was in 2007. It was all leveraged then, but that's been corrected. I predict there will be a pricing adjustment, and while I don't know when it will hit us, it will be a softer landing. It won't be a crash.





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Hyperlocal Experts Weigh In On Where The Market Is Headed

At California Listings' Power Players Real Estate Showcase, SoCal's top local real estate agents weighed in on everything from marketing strategies to the importance of team cohesion. But the multi-million dollar question remains: where is this market headed?!

We asked Gina Michelle, Cindy Ambuehl, Jeff Anderson and Bryn Stroyke to look into their crystal balls and share where they believe the SoCal market is headed...

Cindy Ambuehl: I would love a nice healthy correction, but I don't see it, at least for the westside. Nothing has slowed down. I'm

not afraid to admit that we're tired. We are hustling and we are trying so hard to accommodate our buyers who are really struggling to find a property when there's no inventory. And it's not slowing down. We have multiples on everything! If you don't step up, you're going to lose out because somebody else will. So it's just very demanding right now and I don't see any indications that it's slowing down on the westside. I don't see it slowing down much for the next couple of years.

Bryn Stroyke: We definitely have headwinds. There's a prevailing influence that is overwhelming all of that, and that is the fact that



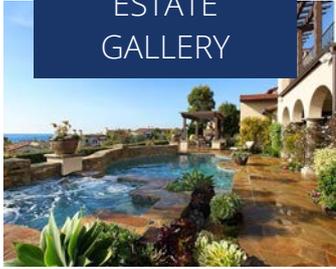
they have pumped \$7 trillion into the economy. There is so much money out there adding inflation pressure, that you're going to see slower economic growth. But you are going to see upward pressure on assets. If you look at what happened in the late '70s and early '80s with inflationary pressure, real estate did very, very well. So I think the number of our transactions will slow down, but the prices will continue to go up. But it's a challenging time to be in real estate. We're going into a time when agents are going to have to work really work hard.

Gina Michelle: I always say that my crystal ball is broken. I really thought in 2019 that we may have topped out, but now we're in 2022 and busier than ever. But I believe that we are going to come to a more moderate pace. The pace we've all been running at for the last two years is absolutely insane. It's not sustainable. And while I do see demand slowing

down, I don't see the market itself correcting in terms of a large correction. What I see is a more moderate pace. We're still seeing more moderate offers where we may have had 20, now we see 8-9. I foresee the next six months being of a similar pace. We're still going to see high demand, interest rates are still competitive. There's a lot of money out there and people need to live somewhere, so that demand is going to continue, hopefully at a more healthy pace.

Jeff Anderson: After the pandemic started, I couldn't tell you what happened or where we were headed. The last two years have been mind boggling, so it's really hard to predict what could happen. But demand is so high and I believe will continue to be high because of the lack of inventory. I think it's still a good market, and I'm looking forward to a little more balance.

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With AS, BA, and MA degrees, she is well-known for her team's ability to provide comprehensive services for all of her clients. She is a qualified International Real Estate Specialist as well as a Professional Community Association Manager. Her accomplishments include winning RE/MAX Highest Achievement Platinum Award, RE/MAX Circle Of Legends, as well as multiple accolades for her contributions to the community.

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HUD Launches 'Our Way Home' Initiative

June is National Homeownership Month, and to commemorate this year's efforts, HUD has announced the launch of a new initiative aimed at increasing affordable housing supply in local communities.

Dubbed "Our Way Home," the national initiative that uplifts the unique housing supply successes in local communities and connects cities, counties, Tribal communities, states, and U.S. Territories, along with the resources needed to help preserve and produce affordable housing in their area.

"Easing the burden of housing costs for families is a top economic priority for this Administration," said HUD Secretary Marcia Fudge. "For too long and in too many communities, housing supply has not kept up with the growing demand. It's going to take government working at all levels to help close the housing supply gap. I am excited to launch

Our Way Home, an initiative that will not only build on the momentum that's already begun at the federal level, but will also put into focus the unique challenges and successes in communities when it comes to making sure we all find our way home."

According to HUD, through the American Rescue Plan, communities now have historic levels of housing resources, including \$5 billion in HOME grants and significant investments to preserve and protect housing on tribal lands, to help more Americans obtain stable housing.

As part of the "Our Way Home" initiative, HUD will continue to elevate community wins and learn from communities that are building and preserving affordable homes. The Department will be engaging communities in discussions on housing supply policies and resources in the coming months.

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\$1.2B

Lifetime sales

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GINA MICHELLE

MULHOLLAND DR., SHERMAN OAKS

Expert

16 years

In business

\$1B

Lifetime sales

[GO TO FULL PROFILE](#)



ANTHONY MARGULEAS

PACIFIC PALISADES

Expert

27 years

In business

\$1.7B

Lifetime sales

[GO TO FULL PROFILE](#)



MOLLY HOBIN WILLIAMS

PALOS VERDES ESTATES

Expert

40 years

In business

\$563M

Lifetime sales

[GO TO FULL PROFILE](#)



LEE ANN CANADAY

NEWPORT COAST

Expert

35 years

In business

\$2B

Lifetime sales

[GO TO FULL PROFILE](#)



DAVID FELDBERG

NORTH TUSTIN

Expert

18 years

In business

\$142M

Lifetime sales

[GO TO FULL PROFILE](#)



KOFI NARTEY

PLAYA VISTA

Expert

18 years

In business

\$500M

Lifetime sales

[GO TO FULL PROFILE](#)



COLLIN ST. JOHNS

PORTER RANCH

Expert

23 years

In business

\$1B

Lifetime sales

[GO TO FULL PROFILE](#)



JENNIFER DAVIDSON

REDONDO BEACH

Expert

20 years

In business

\$290M

Lifetime sales

[GO TO FULL PROFILE](#)



LIVE SOUTH BAY LOCAL

SAN PEDRO

Expert

16 years

In business

\$80M

Lifetime sales

[GO TO FULL PROFILE](#)



KRIS & STEPHANIE DENTON

TORRANCE

Expert

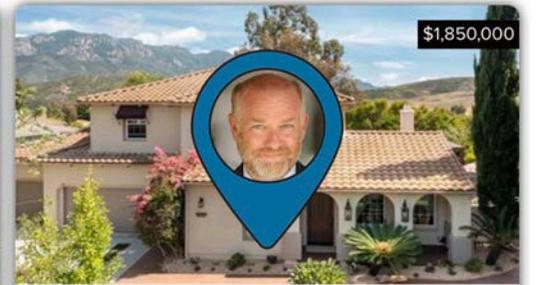
7 years

In business

\$90M

Lifetime sales

[GO TO FULL PROFILE](#)



TIM FREUND

THOUSAND OAKS

Expert

32 years

In business

\$725M

Lifetime sales

[GO TO FULL PROFILE](#)



LIVE SOUTH BAY LOCAL

SAN PEDRO

Expert

16 years

In business

\$80M

Lifetime sales

[GO TO FULL PROFILE](#)



TYSON ROBINSON

TEMECULA

Expert

17 years

In business

\$250M

Lifetime sales

[GO TO FULL PROFILE](#)



MICHELLE HIRSCH

VALLEY VILLAGE

Expert

18 years

In business

\$720M

Lifetime sales

[GO TO FULL PROFILE](#)



GEORGE OUZOUNIAN

VENTURA BLVD., SHERMAN OAKS

Expert

10 years

In business

\$1B

Lifetime sales

[GO TO FULL PROFILE](#)



ERIC DELGADO

WEST HILLS

Expert

14 years

In business

\$1B

Lifetime sales

[GO TO FULL PROFILE](#)



FRED EVANS

VENTURA

Expert

37 years

In business

\$1.5B

Lifetime sales

[GO TO FULL PROFILE](#)



IVAN ESTRADA

WEST HOLLYWOOD

Expert

13 years

In business

\$545M

Lifetime sales

[GO TO FULL PROFILE](#)



ERIK CHAVEZ

BIXBY KNOLLS, LONG BEACH

Expert

4 years

In business

\$250M

Lifetime sales

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2. Must have 3+ active listings in desired territory of expertise
3. Accrued over \$50M in sales over the past 2 years
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with CAREFULLY CONSIDERED SPACES
that CATER to RESIDENTS' EVERY NEED
—BOTH INSIDE and OUTSIDE.*

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