

August 29, 2022

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\$5,999,999

5210 Tampa Ave., Tarzana
Listing by Dennis Chernov





>> ON THE COVER

5210 Tampa Ave., Tarzana, CA 91356

6 bedrooms, 6.5 bathrooms | **\$5,999,999**

New construction gated home situated South of the Boulevard in a prime Tarzana neighborhood, conveniently located nearby shops, restaurants and the 101 freeway. This smart home was built with the utmost attention to detail using only the finest materials and finishes. Upon entry you are greeted to a stately open floor plan with soaring 12ft ceilings and a seamless flow between the entertaining spaces. The elegant chef's kitchen features massive double center islands, top of the line Thermador/Viking appliances, a sizable walk-in pantry and a breakfast nook with french doors. Adjacent, the spacious family room with custom built-ins and a gorgeous stone fireplace showcases a grand sliding glass door that opens to create the quintessential indoor/outdoor living experience. The expansive backyard is an entertainer's dream, there's a sparkling pool/spa, built-in BBQ, firepit and mature landscaping. Perfect for summer gatherings or al-fresco dining. There's also a guest house with vaulted ceilings that boasts a kitchenette, full bathroom, walk-in closet, fireplace and a large sliding glass door.

Listing by Dennis Chernov

ChernovTeam.com

What Had The Market's Summer Cooldown Looked Like For You?

The latest monthly sales numbers—coupled with quarterly earnings reports—paint a clear picture that the housing market is in correction mode. Following two years of record high prices, low inventory and fast sales, this was inevitable.

But it's also necessary and not necessarily a bad move.

Inflation woes may be complicating matters for some buyers, but our expert agents indicate that the market cooldown will ultimately enable more first-time buyers to get into the market—a segment that was increasingly cut out over the course of the pandemic. Buyers will also have more bargaining power, re-establishing healthy competition.

But we want to know how this pivot is looking in your neighborhoods? How are you calm-

ing seller nerves? What strategies are you employing to differently market your listings? And, of course, where do you think your local market is headed for the remainder of the year?

Drop up a line at hello@californialistings.com to share your feedback and questions for your colleagues.

In the meantime, be sure to flip around this latest issue of California Listings magazine to get caught up on the latest sales data, check out some of the incredible properties available throughout the state and let us know what you think!

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



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>> FEATURED CONTENT



\$8,900,000 | 3100 Breakers #1, Corona del Mar, CA 92625 | Listing by Tim Tamura of Valia

Deep Dive: What Does SoCal's 36.9 Percent Annual Sales Drop Mean?

July was a tough month for California real estate. According to the California Association of Realtors, existing-home sales were down 14.4 percent, with SoCal seeing one of the more significant declines regionally speaking.

L.A., Orange, Riverside, San Bernardino, San Diego and Ventura cumulatively saw a 21.8 percent sales decrease from June to July—and a 36.9 percent decline compared to July 2021—but inventory was up and prices even fell, albeit slightly. Let's take a deeper diver into the data:

San Bernardino took one of the biggest tumbles last month despite prices in the county remaining unchanged from June. Month-over-month, sales were down 24 percent but compared to July 2021, when San Bernardino was a pandemic "hotspot" for real estate, sales have fallen 42.3 percent.

Los Angeles County saw the biggest monthly decline in July, with sales falling 26.4 percent compared to June 2022. On an annual basis, existing-home sales in L.A. were down 32.4 percent.

Prices, however, have also begun to fall, offering some encouraging signs for buyers in the months ahead. The median home sale price in L.A. County last month was \$846,320—down 1.6 percent from the month prior.

Orange County still holds the title of priciest homes in SoCal, with July's median sold price coming in at \$1,231,000. That is down 2.7 percent from June, but still much above last July's median price of \$1,090,000. Sales in the O.C. were down 16.3 percent in July, month-over-month, and 38.8 percent annually.

[See the data in other SoCal counties HERE.](#)

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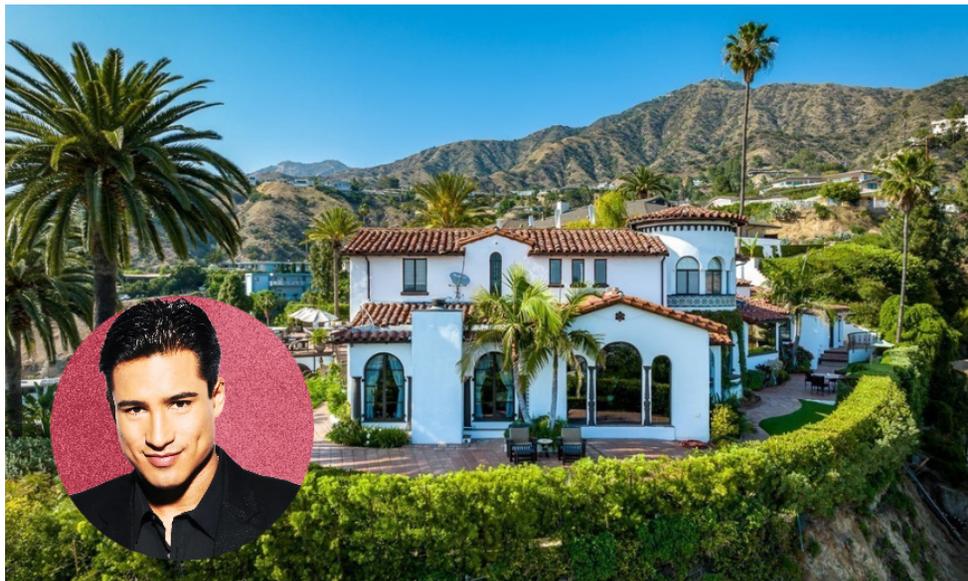
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Mario Lopez Lists Historic Glendale Property

Having upgraded to larger—and more expensive—digs, actor Mario Lopez is looking to recoup some cash.

The Access Hollywood host has listed his historic Glendale home with an asking price of \$6.5 million. It is now the most expensive home currently on the market in the area.

Known as the Lorelei, the home was originally constructed by the renowned Peter Damm in 1929, the Spanish villa estate features six bedrooms and seven bath across more than 6,200 square feet of living space in the main home.

Sitting on more than half an acre, the property boasts some major panoramic views of Los Angeles, Glendale and Burbank. Inside, a large, open foyer leads into the dramatic living room with dark hardwood floor and chandelier followed by the family room with exposed

wood-beam ceiling. The gourmet kitchen has expansive views, abundant natural light, high-end stainless appliances, a separate dining area and breakfast nook.

The master bedroom boasts exposed wood beams and large bay windows. The master bath leads to the private gym/dance studio.

An attached two-bedroom, one-bath guest home has its own kitchenette and living room, in all offering 1,000 square feet of living area.

The lush grounds are multi-tiered, showcasing a pool with spa and an outdoor kitchen, complete with stainless steel appliances, ice makers, cooling fridge and beer-fridge.

Daniel Sanchez of Dilbeck Real Estate holds the listing.

[See the inside HERE.](#)

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- ✓ 7,379 Lot Sqft



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\$1,275,000

- ✓ 4 Bedrooms
- ✓ 3 Bathrooms
- ✓ 1,358 Sqft
- ✓ 15,300 Lot Sqft



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Oak Park

\$1,075,000

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- ✓ 1,607 Sqft
- ✓ 8,300 Lot Sqft



14840 Lilac Rd,
Panorama City

\$679,900

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- ✓ 1,901 Sqft
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[\\$1,199,000 | 3957 Hitch Blvd., Moorpark, CA 93021 | Listing by Tina Hare](#)

Q2 Price Appreciation Up In 80 Percent Of Metro Markets

Second quarter earnings aren't the only numbers rolling in. The National Association of Realtors is out with new Q2 data that shows four in five metro areas notched double-digit price gains in the second quarter of 2022.

According to NAR, 80 percent percent of metro markets—148 of 185—saw said double-digit annual price appreciation in median single-family existing-home sales prices. That's up from 70 percent of metro markets in Q1.

Nationally, the median single-family existing-home price surpassed \$400,000 for the first time, rising 14.2 percent from one year ago to \$413,500. Year-over-year price appre-

ciation eased slightly compared to the previous quarter's 15.4 percent.

"Home prices have increased at a pace that far exceeds wage gains, especially for low- and middle-income workers," said NAR Chief Economist Lawrence Yun. "Overall, the national price deceleration inevitably followed the softening sales, providing well-positioned prospective buyers a small measure of welcomed relief. The recent dips in mortgage rates will bring additional buyers to market, especially in those places where home prices are still relatively affordable and where jobs are being added."

[See \(a lot\) more on this story HERE.](#)

1301 DEVLIN DR

Hollywood Hills, 90069

4 BED | 4.5 BATH | 3,744 SF | \$6,500,000



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



[\\$910,000 | 9502 Maplewood Street, Bellflower, CA 90706 | Listing by Erik Chavez](#)

California July Home Sales Down 14.4 Percent

Home sales were not so golden around California last month. According to the California Association of Realtors, existing-home sales across the state were down 14.4 percent compared to the month prior and down 31.1 percent from July 2021.

July marked the fourth consecutive monthly decline and the 13th straight annual decline.

Also down, the statewide median home price, dropping 3.5 percent from June and up 2.8 percent percent from July 2021. The median home price in California now stands at \$833,910. (As we reported earlier, lacking in affordability for most residents.)

“In the midst of the peak home-buying season, high home prices and rising interest rates depressed housing affordability to the

lowest level in nearly 15 years, which in turn dampened home sales,” said CAR President Otto Catrina. “However, buying opportunities remain in the coming months for those who have been waiting on the sideline as more listings become available, competition continues to cool off and rates begin to stabilize.”

At the regional level, sales continued to decline sharply with three of the five major regions dropping more than 30 percent from last year. The Central Coast region experienced the biggest drop of all regions, with sales plummeting 37.3 percent from a year ago.

The San Francisco Bay Area followed closely with the second largest decline (down 37.2 percent), while SoCal recorded a 36.9 percent drop from July 2021.

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Macaulay Culkin Buys Kiefer Sutherland's Toluca Lake Home

It pays to run in the Hollywood inner circle when it comes to off-market real estate. Actor Kiefer Sutherland has reportedly sold his longtime Toluca Lake home to fellow actors Macaulay Culkin and Brenda Song—without ever publicly listing the home.

Designed by famed architect Paul Williams and built in the 1930s, the updated home features five bedrooms and six baths in almost 4,900 square feet. The home sits on more

than half an acre, surrounded by dense trees.

A large pool, sundeck, putting green and pergola add to the outdoor amenities. The off-market deal cost the Home Alone star an even \$8 million.

Kelly Sutherland of Coldwell Banker Realty held the listing, while Craig Knizek and Kevin Dees of the Agency repped the buyers.

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Welcome to this stunning 5 bedroom, 4 bathroom, 3,165 sq ft home located in the gated Toscana neighborhood in South Moorpark. Beautiful curb appeal, incredible VIEWS of the Conejo Valley from your entertainers' backyard and high-quality turf installed in the front yard and backyard for care-free maintenance and low water usage. As you walk inside, you will notice a nice-sized formal living room with beautiful Versailles-pattern travertine flooring that continues throughout the living areas downstairs. Just down the hall, there is a gorgeous CUSTOM WINE ROOM that can store hundreds of bottles! The large kitchen offers stainless steel appliances, large built-in wine fridge, center island, a large walk-in pantry and spacious breakfast nook. The kitchen is open to a beautiful family room with a cozy fireplace. There is a DOWNSTAIRS BEDROOM with an ensuite bathroom, ideal as a guest room or mother-in-law suite. There is an additional powder room downstairs and direct garage access. The upstairs features a large built-in desk area, perfect for homeschooling or crafting, three spacious secondary bedrooms, a hallway bathroom with dual sinks and separate tub/shower combo. The laundry room is conveniently located upstairs. The MASTER SUITE is tucked away in the back of the house and offers a nice-sized sitting area to enjoy the beautiful views. Ensuite master bathroom has dual vanities, separate tub, walk-in shower and a large walk-in closet. Beautifully landscaped backyard has a built-in bbq with stainless-steel appliances, ample sitting area and views that you have to see to believe! Fantastic location close to award-winning schools, great parks, shops, restaurants and easy freeway access. Don't miss this one!





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11300 Foothill Boulevard #94	Sylmar	\$555,555	Buyer
25405 Calcutta Pass Lane	Saugus	\$665,000	Buyer
8300 Sedan Avenue	Canoga Park	\$694,179	Buyer
13454 Moorpark Street #1	Sherman Oaks	\$848,000	Buyer & Seller
2201 Crespi Lane	Westlake Village	\$850,000	Buyer
20808 Oklahoma Court	Chatsworth	\$865,000	Buyer & Seller
20802 Oklahoma Court	Chatsworth	\$915,000	Seller
4240 Laurel Canyon Boulevard #101	Studio City	\$1,150,000	Seller
19144 Kingsbury Street	Northridge	\$1,300,000	Buyer
5843 Natick Avenue	Sherman Oaks	\$1,399,000	Seller
11150 Hortense Street	North Hollywood	\$1,420,000	Buyer
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
656 California Avenue	Venice	\$3,000,000	Seller
13200 Otsego Street	Sherman Oaks	\$3,095,000	Buyer
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
12123 Maxwellton Road	Studio City	\$4,600,000	Seller
17600 Tarzana Street	Encino	\$5,300,000	Seller
12075 Mound View Place	Studio City	\$6,350,000	Seller
249 S Westgate Avenue	Los Angeles	\$8,000,000	Buyer

the Chernov Team

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Laguna Beach Sale Sets New Construction Record

SoCal buyers may be used to seeing sky-high prices per square foot but a recent sale in Laguna Beach is setting a new record.

The beachfront spec home along Emerald Bay was listed in May for \$48.995 million. Three months later, the home has closed for \$43.5 million. At 4,981 square feet, that means the sale went for \$8,733 a square foot—a record for new construction in Orange County.

Designed by C. J. Light Associates, the contemporary boasts expansive beach frontage with views of Catalina Island. In addition to the nearly 5,000 interior square feet, the property also includes nearly 1,000 square feet of outdoor living space.

Featuring five bedrooms, 10 baths, a gym, me-

dia lounge, temperature-controlled wine wall and a wellness center, this property takes lux living to the next level. Design features include fabric and Venetian plaster wall treatments, integrated stone sinks, Afromosia wood ceilings, limestone floors, walnut wood paneling and custom Gennaro lighting.

Among the home's countless amenities, there's a four-car garage with two electric vehicle charging stations, a four-stop Boutique Elevator, three laundry stations, heated floors in select areas, and a primary suite with private ocean-facing patio, fire pit, steam shower and walk-in closet with coffee station.

Tim Smith of Coldwell Banker Realty held the listing, while Tad Baltzer of Triibe Real Estate repped the buyer.

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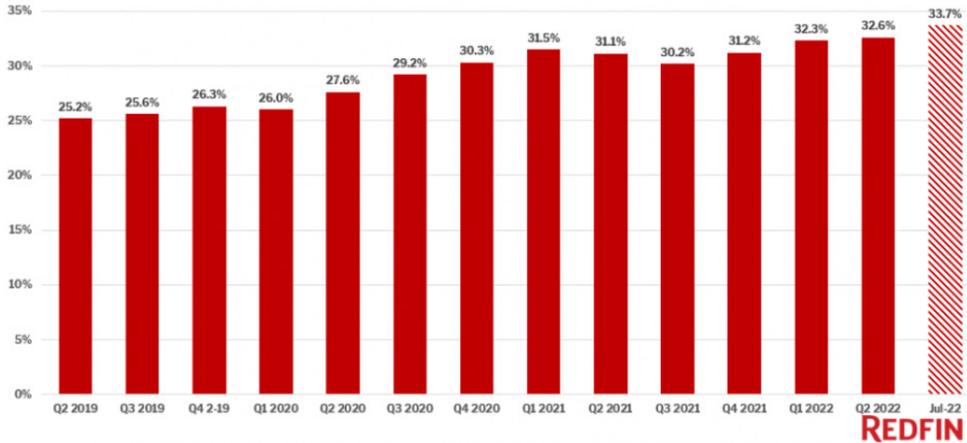
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Sacramento and San Diego Among Top Relocation Spots

A record 33.7 percent of Redfin users nationwide looked to move from one metro to another in July, up from 32.6 percent in the second quarter and about 26 percent before the pandemic.

Even with peaks during the pandemic, the share of relocating buyers out of all buyers is at an all-time high.

Miami continues to be the top draw, but Redfin data indicates that interest in Florida appear to be slowing. Two California markets, however, have re-emerged among the most-popular search options.

Sacramento was the second-most popular

destination in July, despite less movement into the capital city than a year earlier. San Diego came in third on the list of most popular destinations, the highest ranking it has reached since Redfin started tracking migration data in 2017.

According to Redfin, migration into San Diego has more than doubled from a year ago, with Los Angeles as the most common origin of homebuyers moving there, and Seattle as the most common out-of-state origin.

And after many months at no. 3, Phoenix fell to no. 6 in July, with a sizable decline in out-of-town homebuyers looking to move there.



849 Shadow Lake Dr, Thousand Oaks, CA 91360

3 Bedroom | 2.5 Bathroom | 1,950 Square Feet | \$799,900

Welcome to 849 Shadow Lake, a stellar mid-century gem located in the Racquet Club villas in Thousand Oaks. This amazing home is nothing short of sensational, ranging from its Euro-sleek tiger grain walnut cabinetry, to the wispy spiral staircase and the curved kitchen island, this home is just waiting for the retro enthusiast to make it their own. The secret park within this neighborhood is just yet another part of this home that makes it truly special and unique, so do not miss out!



Tim Freund
ESTATES DIRECTOR | ASSOCIATE BROKER

(805) 427-3008

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Over a 38 year career, Bryn Stroyke has demonstrated an aptitude for shifting markets and making deals others never thought possible. A large number of his record sales have directly shaped the local market as you know it today!

For example:

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ALL TIME HIGH WAS \$7.35M

177% OVER THE NEXT RECORDED COMP!

MANHATTAN BEACH WALKSTREETS

\$12M RECORD SALE WHEN THE
ALL TIME HIGH WAS \$6.9M

174% OVER THE NEXT RECORDED COMP!

MANHATTAN HILL SECTION

\$16M RECORD SALE WHEN THE
ALL TIME HIGH WAS \$9.85M

162% OVER THE NEXT RECORDED COMP!

HERMOSA STRAND

\$11M RECORD SALE WHEN THE
ALL TIME HIGH WAS \$2.5M

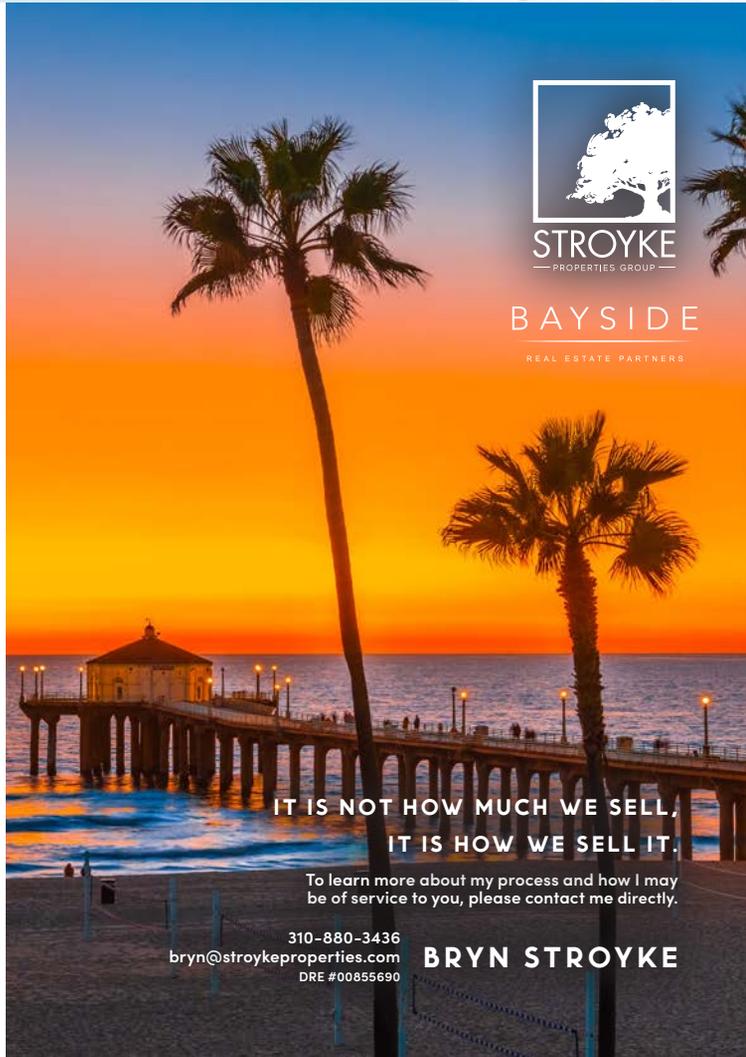
440% OVER THE NEXT RECORDED COMP!

HERMOSA HILL SECTION

\$16M RECORD SALE WHEN THE
ALL TIME HIGH WAS \$8.170M

196% OVER THE NEXT RECORDED COMP!

While many agents can set an occasional high sale, market makers are few and far between.



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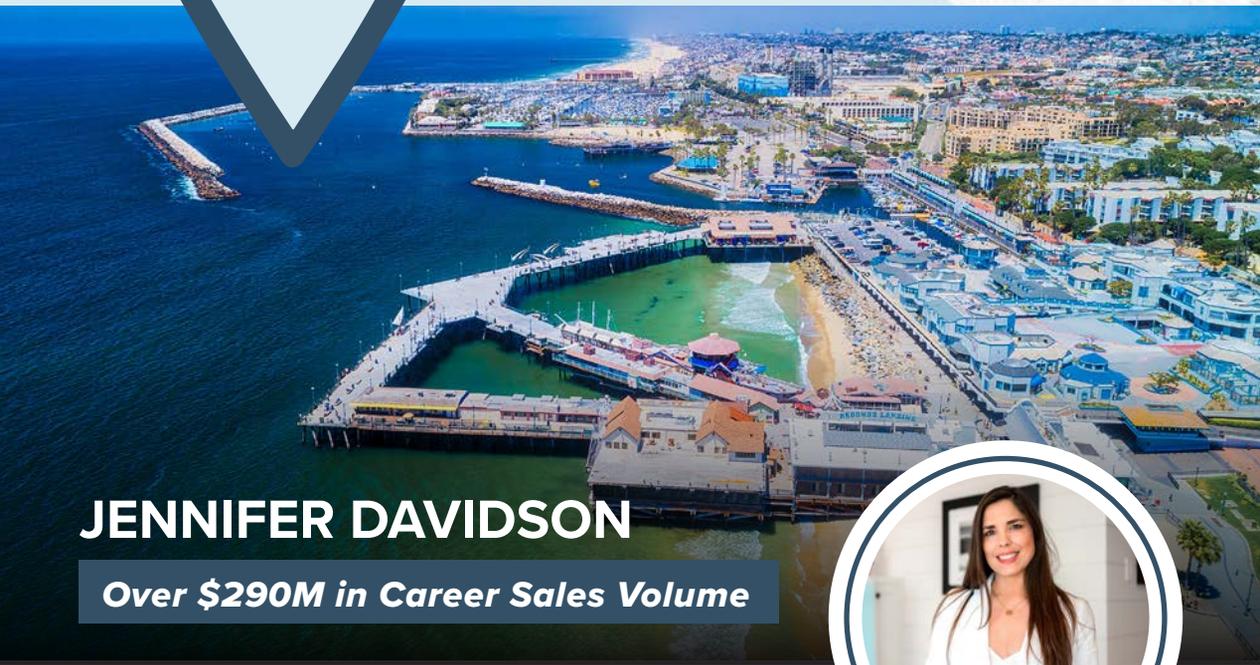
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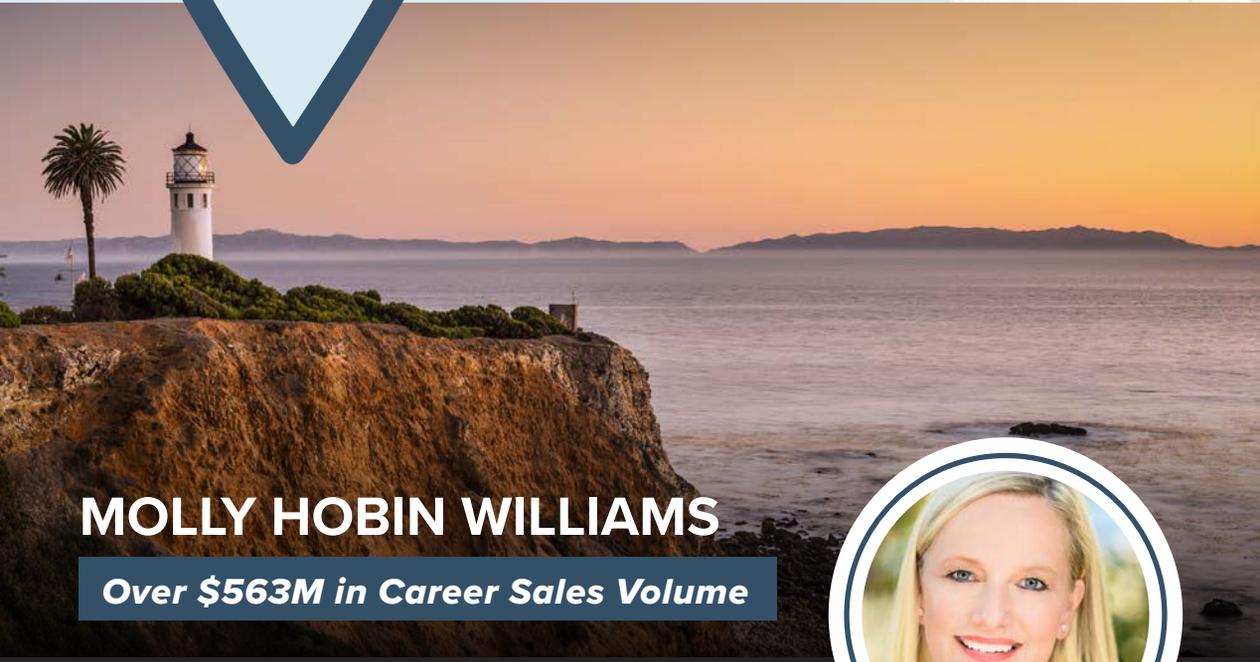
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Milo Ventimiglia Buys Malibu Midcentury

Now that his hit TV show has wrapped, Milo Ventimiglia can devote to some to decorating his new Malibu digs. The actor has picked up an updated Midcentury in the Sunset Mesa neighborhood for a reported \$4.335 million.

Featuring three bedrooms and three baths across 2,462 square feet of living space, the South facing lot boasts enviable Queen's necklace views. The single-level home showcases a generous primary suite with a walk-in closet, luxurious seating area, framed by floor to ceiling windows overlooking the ocean and upscale spa-like bathroom features with a steam sauna and jacuzzi tub.

There are an additional two bedrooms and two baths along with a modern open concept

kitchen blending into dining and living areas which are illuminated by a skylight. All rooms seamlessly connect to the outdoor garden spaces.

The natural surroundings include an inviting backyard pool with lounge chairs and fire pit, established greenery and perennial flowers, a grassy side yard with a free-standing sanctuary studio under the olive trees plus a BBQ area while the front outdoor courtyard is framed by gentle trees.

Dustin Hall of Berkshire Hathaway held the listing, while Jack Turturici Jr. of Douglas Elliman repped the buyer.

[See more photos of the inside HERE.](#)



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[\\$589,995](#) | [2233 Martin #400, Irvine, CA 92612](#) | Listing by [David Feldberg of Coastal OC](#)

The Central Coast Saw Largest Sales Drop In California Last Month

California's existing-home sales may have been down 14.1 percent last month, with both NorCal and SoCal taking decent tumbles, but it was the Central Coast that saw the largest decline.

According to the California Association of Realtors, at the regional level, sales continued to decline sharply with three of the five major regions dropping more than 30 percent from last year. The Central Coast region experienced the biggest drop of all, with sales plummeting 37.3 percent from a year ago.

Santa Barbara, in particular, experienced the

biggest sales drop from last July down 50.3 percent. For the first seven months of 2022, neighboring San Luis Obispo had the sharpest sales drop of all counties down 28.9 percent.

All Central Coastal counties also saw median price declines—except for Monterey, where prices were up 8.2 percent in July to a median of \$924,000. In Santa Cruz, prices were down 5.7 percent month-over-month to \$1,250,000.

Santa Barbara's median sale price fell below the \$1 million mark, dropping 27.8 percent between June and July to reach \$902,500.

Active Listings by Ivan Estrada

IVAN ESTRADA
— PROPERTIES TEAM —
at Douglas Elliman Real Estate



3611 Ellsworth Street, Silver Lake | Offered at \$1,949,000 | 3BR, 3 BA | Web ID# 22164295

A sleek, private, and stylish modern architectural oasis with a bright open floor plan, dramatic nine-foot-high ceilings, beautiful French oak hardwood floors, oversized windows, a gourmet kitchen with stainless steel appliances, incredible city light views, and unique and creative designer details.



418 Wren Drive, Mount Washington | Offered at \$1,995,000 | 3 BR, 3 BA | Web ID# 22187405

This home is an architectural, new construction located in a prime pocket of Mount Washington. With the outdoor terraces, natural light, and balconies at both levels, this home allows for the Mt. Washington vistas to be enjoyable from all angles. The open floor concept plan features a dual fireplace for indoor and outdoor use.



Ivan Estrada

Realtor® | DRE# 01882046

M 323.574.2317 | O 424.389.8106

ivan.estrada@elliman.com

 Douglas Elliman

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L.A. Acquires More Than 1,200 Homes For Project Homekey

State, city and county officials are applauding Los Angeles for taking big steps in providing shelter for the unhoused. The city has announced that the second round of Project Homekey will provide 15 new permanent sites with a total of 1,235 units in L.A. city and county.

Between the first and second rounds, Project Homekey will now produce 1,467 units of permanent supportive housing throughout 20 sites across the city using nearly \$1.3 billion of state and local funding.

For this latest effort, Gov. Gavin Newsom announced that L.A. will receive \$209 million in funding for the second round of Project Homekey, a State program to buy existing buildings and convert them to supportive housing for people experiencing homelessness. The city of Los Angeles will be contributing an additional \$157 million of matching funds.

“Project Homekey is more than just another

tool in our toolbox in the work to end homelessness—it’s an opportunity for thousands to start anew, and an injection of pride and dignity that can keep Angelenos off the street for good,” said Mayor Eric Garcetti. “Thanks to this latest infusion of funds, hundreds of people experiencing homelessness today will be offered the stability of a permanent home, the safety of a door with a lock, and the services they need to get back on their feet.”

L.A. County secured \$243 from the second round of Project Homekey, which will go toward the acquisition of 14 properties in Boyle Heights, Compton, East Hollywood, Inglewood, Koreatown, Redondo Beach, Lancaster, San Pedro, Westlake, Woodland Hills and other unincorporated communities, creating a total of 720 units of permanent supportive housing and interim housing. The County acquired 10 properties, totaling 847 unit, in the initial round of Project Homekey.

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R

Robyn Robinson

DRE# 00849269

Broker

949.295.5676

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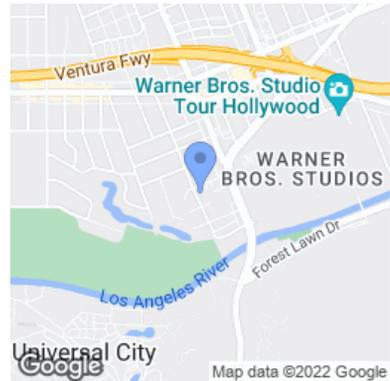
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This gorgeous duplex is on the Burbank side of Toluca Lake and near all of the quaint shops and restaurants in The Village. It features 2 one bed/one bath units with hardwood floors, crown moldings, and updated kitchens and bathrooms. The rear yard has a patio and is very private. There is a shared 2 car garage which includes a shared laundry. Note the large size of the units!

- 5,153 SqFt Lot
- View: Neighborhood
- 1,672 SqFt Building
- Built in 1945

>> FEATURED CONTENT



[\\$1,097,950](#) | [15905 San Fernando Mission Blvd., Granada Hills, CA 91344](#) | Listing by [Gary Keshishyan](#)

Fannie Mae Once Again Lowers Housing Outlook For 2022

We're already seeing the immediate effects of the market slowdown, but an adjusted outlook from Fannie Mae suggests we're only getting started.

The lender's latest forecast calls for total home sales to decrease by 16.2 percent this year. That's a further downward revision from last month when Fannie Mae analysts called for a decline of 15.6 percent.

The report also projects a total mortgage origination of \$2.47 trillion in 2022, down from \$4.47 trillion in 2021. The lender also adjusted its 2023 outlook, now anticipating \$2.29 trillion in mortgage originations next year.

"The economy is progressing largely as we'd previously forecast," said Doug Duncan, Fannie Mae Senior Vice President and Chief Economist. "The near-term decline in gas prices has given consumers a chance to catch their breath and shift some spending elsewhere. Likewise, lower interest rates at the longer end of the yield curve should be supportive of the economy through the end of 2022, which is why we're forecasting modest economic growth in the second half. However, we maintain the view that a modest recession is likely to emerge in the new year as the labor market softens and the effects of tighter monetary policy are more acutely felt."



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Tyson and his team are ranked in the top 1% of Temecula Valley real estate brokerages. He's known for unmatched client service and his dedication to the community.



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\$1,298,950 | 38840 Argonaut Way, Fremont, CA 94536 | Listing by Everett Eslinger

Deep Dive: What Does NorCal's 37.2 Percent Annual Sales Drop Mean?

As we reported yesterday, July was a tough month for California real estate. According to the California Association of Realtors, existing-home sales were down 14.4 percent, with NorCal seeing one of the more significant declines regionally speaking.

All but three counties tracked by CAR posted sales drops from a year ago in July. Of the 48 counties that experienced a sales decline, Santa Clara saw one of the largest declines at 46.1 percent, year-over-year. Compared to June 2022, sales were down 29.4 percent.

Home to the most expensive real estate in the area, Santa Clara County's median sale price fell 4.4 percent in July, down from \$1,820,000 to \$1,740,000 in a month's time.

Close behind in terms of sales decline but not

pricing was Napa. Both month-over-month and annually, sales in Napa fell 32.7 percent. Prices, however, continued to rise! The median sale price in Wine Country last month was up 13.6 percent to \$1,107,500.

San Francisco saw prices retreat, down 10.5 percent to a median sale price of \$1,700,000. Sales in July were also down, 25.4 percent compared to the month prior.

Elsewhere in NorCal, pandemic "hotspot" Sacramento is seeing its market soften, with sales and prices falling in July. Month-over-month, sales were down 15.8 percent in Sacramento County and down 21 percent in neighboring Placer County. Median prices were also down 1.8 and 1 percent, respectively.

[See the data in other NorCal counties HERE.](#)



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Meet Our New NorCal Experts

Bobby Graves | Placer County

Bobby Graves has been practicing real estate in Northern California since 2011, and his long list of professional accolades are a testament to the hard work, no-nonsense attitude and personal care he delivers to his clients. A California native based in the Sierra Foothills, Bobby's sense of community is his driving force and key to his success is real estate: \$100 million in sales in just over a decade in the business.



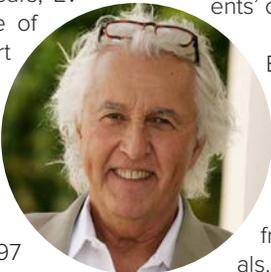
Bobby had been in the industry for just under two years when he broke his then agency's sales record by closing more than 55 trans-

actions and tripling his volume in just over one year. He was awarded Rookie of the Year, qualified as a member of the prestigious Masters Club, and became a Northern California top producer. Bobby's expert marketing strategies, negotiation skills, and market knowledge, along with key partnerships and an exclusive contact base, create a winning combination for his clients. Additionally, he vigilantly observes and analyzes industry and community trends to ensure every buyer and seller gets the best possible price.

[See his profile and listings HERE.](#)

Everett Eslinger | Fremont

Having specialized in the Tri-City and Tri-Valley real estate markets for 40 years, Everett Eslinger is consistently one of NorCal's top producers. As a part of the Coldwell Banker family, Everett has amassed more than \$550 million in sales and solidified his reputation as a true market expert.



Everett's exclusive listing at 4797 Northdale Drive in Fremont; offered at \$1,889,950

Everett's vast experience in varying financial markets, combined with his aggressive and sophisticated approach to marketing, makes him one of the most successful real estate

professionals at Coldwell Banker Realty. Problem resolution and negotiation skills are his strong suits, which help him achieve his clients' objectives.

Everett's exclusive listing at 38840 Argonaut Way in Fremont; offered at \$1,298,950

Integrity, honesty, and uncompromising values have earned him a reputation which sets him apart from other real estate professionals. His personal interest and dedication to every client, whether they are first-time homebuyers or million-dollar investors, have helped him build an entire community of clients and friends.

[See his profile and listings HERE.](#)



MARK MOSKOWITZ

AGOURA HILLS

Expert

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Lifetime sales

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Expert

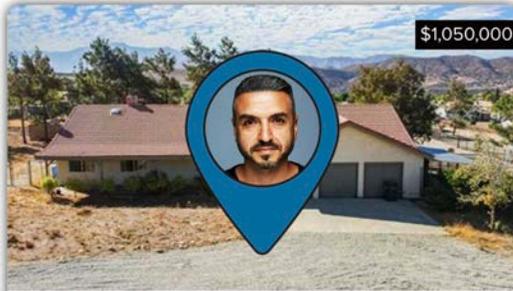
22 years

In business

\$1B

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\$1B

Lifetime sales

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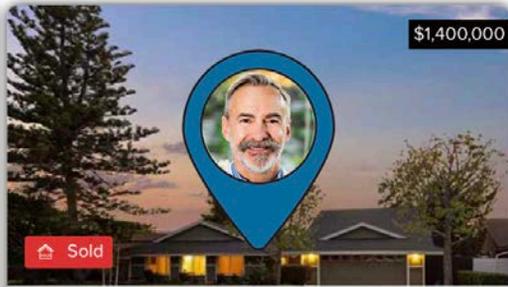
16 years

In business

\$80M

Lifetime sales

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Expert

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In business

\$100M

Lifetime sales

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TEMECULA

Expert

17 years

In business

\$250M

Lifetime sales

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TORRANCE

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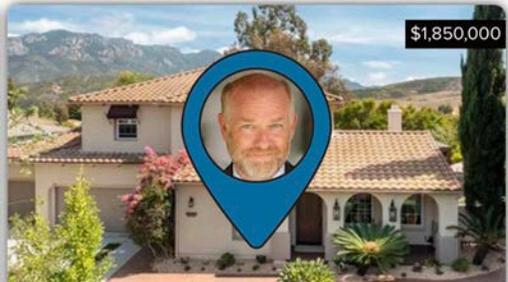
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In business

\$90M

Lifetime sales

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Expert

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In business

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WEST HILLS

Expert

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In business

\$1B

Lifetime sales

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Lifetime sales

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PLACER COUNTY

Expert

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In business

\$100M

Lifetime sales

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YOUR NEIGHBORHOOD HERE

Expert

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Lifetime sales

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40 years

In business

\$600M

Lifetime sales

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