



Happy Trails Newsletter™

Serving Melody Acres

February 2014

“Plain-speaking horse sense for the love of our neighborhood”



Home Sales—Median Prices

2013 Tarzana Home Statistics

Standard Sales: 250
REOs 13:
Short Sales 33:
Other: 6

	Melody Acres	Tarzana
2011	9 / \$520,000	268 / \$685,000
2012	9 / \$592,260	314 / \$620,000
2013	16 / \$692,500	302 / \$800,000

Is Inventory Really Down? Numbers Don't Lie

There has been talk in the media for months that there is “no inventory” for buyers. Here are some numbers I compiled:

There are currently 72 homes on the market in Tarzana. 60% have been on the market for more than 60 days.

Closed sales are UP 36% (19) for January 2014 compared to January 2013 (14)

Closed sales are UP 100% (14) for January 2013 compared to January 2012 (7)

Closed sales are DOWN 48% (12) for December 2013 compared to December 2012 (23)

Closed sales are UP 92% (23) for December 2012 compared to December 2011 (12)

2013 REO sales were down 58% from the prior year, reflecting a continuing trend by banks from foreclosing to short sales.

Short sale are dropping dramatically too, signaling a return to normalcy in the market.

What do you think?

2013 sales show Melody Acres is in high demand. Sellers are back in the driver's seat!



Monique Bryher

Broker-Associate / Realtor®

Residential Sales, Short Sales, Probate Sales



Monique is a proud 20-year homeowner in Melody Acres

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Cities May Allow Small-Scale Urban Farms

The following may be useful to Melody Acres residents who are interested in urban farming:

The Urban Agriculture Incentive Zone Act has been enacted to promote small-scale sustainable urban farm enterprises. This new law authorizes a city or county and a landowner to enter into a contract for at least 5 years to restrict the use of vacant, unimproved, or otherwise blighted lands for small-scale production of agricultural crops and animal husbandry. The property must be at least 0.10 acres in size. The county assessor must value property restricted for crops and animal husbandry at a rate based on the average per-acre value of irrigated cropland in California, adjusted proportionately to reflect the acreage of the property as specified. This law expires on January 1, 2019.

[Assembly Bill 551](#) (codified as Cal. Gov't Code §§ 51040, et seq. and Cal. Rev. & Tax Code § 422.7) (effective January 1, 2014).



There's a Buyer for Your MA Home

If you own a one-story house in Melody Acres that has 3-4 bedrooms and 2 baths, please call me.



I have a very qualified buyer who will pay you the fair-market value as determined by an appraisal.



Can be a "fixer" or updated.



... Don't Horse Around ...

Selling your home? Buying a home?

Call **818-430-6705**



Monique Bryher

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www.MelodyAcresHomes.com

Not intended as a solicitation if you are already working with a real estate agent