

NEIGHBORHOOD *Newsletter*

THE GIVING IT BACK AND PAYING IT FORWARD REAL ESTATE NEWSLETTER | FEBRUARY 2021



Your Home Sold Guaranteed or We'll Buy It!*

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Selling Your Home and Getting Top Dollar!

Call us TODAY for a FREE consultation.

**(805) 433-4983
(818) 516-1964**



Your Referrals Save Lives!

Benefiting:



CURRENT EVENTS

The real estate market is expected to do very well in 2021, with mortgage rates that are hovering at historic lows and forecasted by experts to remain favorable throughout the year. One challenge to the housing industry, however, is the lack of homes available for sale today. Last week, the National Association of Realtors (NAR) released their Existing Home Sales Report, which shows that the inventory of homes for sale is currently at an all-time low. The report explains: "Total housing inventory at the end of December totaled 1.07 million units, down 16.4% from November and down 23% from one year ago (1.39 million). Unsold inventory sits at an all-time low 1.9-month supply at the current sales pace, down from 2.3 months in November and down from the 3.0-month figure recorded in December 2019. NAR first began tracking the single-family home supply in 1982."

If You're a Buyer:

Be patient during your home search. It may take time to find a home you love. Once you do, however, be ready to move forward quickly. Get pre-approved for a mortgage, be prepared to make a competitive offer from the start, and know that a shortage in inventory could mean you'll enter a bidding war. Calculate just how far you're willing to go to secure a home and lean on your real estate professional as an expert guide along the way. The good news is, more inventory is likely headed to the market soon. Lawrence Yun, Chief Economist at NAR, notes: "To their credit, homebuilders and construction companies have increased efforts to build, with housing starts hitting an annual rate of near 1.7 million in December, with more focus on single-family homes...However, it will take vigorous new home construction in 2021 and in 2022 to adequately furnish the market to properly meet the demand."

If You're a Seller:

Realize that, in some ways, you're in the driver's seat. When there's a shortage of an item at the same time there's a strong demand for it, the seller is in a good position to negotiate the best possible terms. Whether it's the price, moving date, possible repairs, or anything else, you'll be able to request more from a potential purchaser at a time like this - especially if you have multiple interested buyers. Don't be unreasonable, but understand you probably have the upper hand.



MORTGAGE WATCH

Simi Valley, CA
Single-Family Homes

Mon Jan 25 2021

This week the median list price for Simi Valley, CA is \$769,000 with the market action index hovering around 78. This is an increase over last month's market action index of 73. Inventory has held steady at or around 57.

Market Action Index

This answers "How's the Market?" by comparing rate of sales versus inventory.



While the Market Action Index shows some strengthening in the last few weeks, prices have not seemed to move from their plateau. Should the upward trend in sales relative to inventory continue, expect prices to resume an upward climb in tandem with the MAI.

Real-Time Market Profile

Median List Price	\$769,000
Per Square Foot	\$368
Days on Market	77
Price Decreased	14%
Price Increased	5%
Relisted	12%
Inventory	57
Median Rent	\$3,013
Most Expensive	\$4,475,000
Least Expensive	\$129,950
Market Action	78

Strong Seller's Market

**If you or a friend are thinking about selling,
make sure to choose a REALTOR® you can trust!**

**A REALTOR® with experience, proven results and
a give-back philosophy!**

**A Real Estate Company that
*Gives Back***



**AND remember, your
REFERRALS help the Kids!**

Just like last year, we are on a mission to raise \$25,000 for St. Jude Children's Hospital. We do this by donating to them a portion of our income from homes we sell. As you know Jude Children's Hospital does great work in helping kids fight through and survive nasty life-threatening diseases like cancer, Non-Hodgkin's lymphoma, leukemia and others.

Donor contributions have saved the lives of thousands of children, and they won't stop until no child dies from cancer. So, YOUR REFERRALS REALLY DO HELP THE KIDS...

Who do you know considering buying or selling a home you could refer to my real estate sales team? Not only will they benefit from our award-winning service, you can rest assured we are also donating to a very worthy cause.

**I want to make it easy to refer your friends,
neighbors, associates or family members
considering making a move, so here are
your options:**

1. You can go to

<http://www.homesbysteveandtricia.com/ReferralRewards>



and enter their contact info online or forward the link to who you know considering a move.

2. Of course you can always call me direct as well at **805-424-6226**

Thank you and have an awesome day!

**We love making guarantees!
Like our Buyer Satisfaction
Guarantee: Love the home, or
We'll Sell it for Free!**

**Our Seller Guarantee: Your Home
Sold Guaranteed or We'll Buy It!
And we guarantee that a portion of
our income WILL go to a very
worthy cause like St. Jude
Children's Research Hospital!**

**Call me today for a FREE
consultation. I am here to help
with your real estate needs.**

Steve Hise & Tricia Garcia

(805) 433-4983

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www.HomesBySteveAndTricia.com

INVESTMENT OPPORTUNITIES

**For your potential buyers sitting on the
fence (while home prices skyrocket),
here is some good news to pass on!**

The Fed is "all in" to stimulate the economy by using all its tools to manage the economy. The Federal Reserve pledged on Jan.27, to keep its low-interest rate policies in place even well after the economy has sustained a recovery from the viral pandemic. In a statement after its latest policy meeting, the Fed said that the improvement in the economy and job market has slowed in recent months, particularly in industries affected by the raging pandemic. The officials kept their short-term benchmark rate pegged near zero and said they will keep buying Treasury and mortgage bonds to restrain longer-term borrowing rates and support the economy.

Go Serve Big!!! Investing in the People of Our Great Community.

A REALTOR® that Gives Back!

St. Jude Children’s Research Hospital is Making a Difference Today and for Tomorrow

MAKING A DIFFERENCE—In order to provide their life-saving work the St. Jude Children’s Research Hospital depends on Sponsorships and Donations.



So when you hear me say “YOUR REFERRALS HELP SAVE LIVES...” they really do!

When You Put Others First, You Will Never Be Second!

HEALTH TIPS

Healthy Nighttime Snacks—Each Under 200 Calories

Let’s be honest—most people love to nosh a bit if they become engrossed in a new TV series or a big-screen film they can finally watch at home. But is it possible to snack healthfully? Yes, it is. Here are my four favorite yummy treats—each under 200 calories...

Dark-chocolate covered banana. Get your potassium from the banana and a heart-healthy dose of dark chocolate with this sinfully delicious dessert treat. Cut a ripe banana into slices and place them on a plate. Melt a tablespoon of dark chocolate baking chips in the microwave and drizzle over the banana slices. Top with a tablespoon of fat-free whipped topping—all for just 190 calories.

• **Pumpkin pie Greek yogurt.** Pumpkin is packed with disease-fighting antioxidants and a generous punch of protein. Plus, it’s low in calories and it’s filling. A six-ounce serving of plain 0% Greek yogurt contains no fat, about 15 g to 20 g of protein (equivalent to two to three ounces of meat) and 20% of your daily recommended calcium intake.

• **Red bell pepper slices with a zesty dip.** Red bell peppers are packed with nutrients such as folate, potassium and vitamins A, B-6, C, E and K. And all this for a mere 30 calories per pepper. Dip the slices in honey mustard for added zip (two tablespoons has 140 calories)...or salsa (nutrient-rich, no fat and about 10 calories in two tablespoons).

• **Cinnamon apple chips.** For a sweet and healthy, high-fiber snack, grab some nutritious apples, add some cinnamon and a touch of sugar.

LOCAL NEWS

New senior living community in Simi Valley

Varenita is located on the corner of Cochran and Tapo Cyn in the Griffin Plaza shopping center. Residents are surrounded with a variety of nearby restaurants and shops, suitable for walking, socializing and maintaining independence.

In this creative and cutting edge community, seniors can explore the next chapter of their life in a stimulating and social environment that simultaneously helps them maintain their independence and provides support with daily activities. The upscale lifestyle includes private suites ready for a personal touch and a variety of resort-style amenities: multiple dining options, a fitness center, a spa, an art studio, a theater, a dog park and a wide range of health and wellness programs. The opportunity is available to be first through the door at this state-of-the-art residence.

Potential residents can learn about advanced technological innovations that enhance well-being, explore signature wellness programs that promote successful aging, meet the team of senior living professionals and find out about first-class amenities. For more information, call **(805) 424-6226**.



MARKET WATCH

January 2021 Market Watch		
City	#Homes Sold	Average Price
Chatsworth	3	\$793,542
Granada Hills	5	\$816,800
Newbury Park	21	\$882,233
Northridge	1	\$360,000
Simi Valley	48	\$711,486
Thousand Oaks	19	\$1,087,736
Westlake Village	23	\$1,738,793

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6 Mistakes To Avoid When Trading Up to a Larger Home

Unlike the experience of buying a first home, when you're looking to move-up, and already own a home, there are certain factors that can complicate the situation. It's very important for you to consider these issues before you list your home for sale. Not only is there the issue of financing to consider, but you also have to sell your present home at exactly the right time in order to avoid either the financial burden of owning two homes or, just as bad, the dilemma of having no place to live during the gap between closings. Six Strategies In this report, we outline the six most common mistakes homeowners make when moving to a larger home. Knowledge of these six mistakes, and the strategies to overcome them, will help you make informed choices before you put your existing home on the market.



1. Rose-colored glasses
2. Failing to make necessary improvements
3. Not selling first
4. Failing to get a preapproved mortgage
5. Getting caught in the "Real Estate Catch 22"
6. Failing to coordinate closings

For more information and to receive a full report, call **805-424-6226**

Steve & Tricia's Giveaway

FIRST 10 PEOPLE TO TEXT "STEVE & TRICIA'S GIVEAWAY" TO ME WILL BE IN A DRAWING FOR A \$50 GIFT CERTIFICATE TO A LOCAL RESTAURANT.



Contact Us

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Visit us on the web at

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"Gratitude is the healthiest of all human emotions. The more you express gratitude for what you have, the more likely you will have even more to express gratitude for."

- Zig Ziglar

Thanksgiving - a time for family, good friends and home. We thank you for your continued support this year and wish you a Happy Thanksgiving.

Why I Support the St. Jude Children's Research Hospital

We have seen many families struggle with overwhelming stress and emotion when their child gets sick. Having to watch their child struggle and suffer is just not fair! With the help, love and support of St. Jude Children's Hospital, they can help to guide, education and care for families during these difficult times.

Pediatric cancer is a multi-billion dollar, multi-year problem and we must continue our work no matter what happens with the economy or in the event of a disaster. The public and St. Jude make it possible for to save children together. Treatments developed at St. Jude have helped push the overall survival rate for childhood cancer from 20% when the hospital opened in 1962 to more than 80% today.

In addition, St. Jude has achieved a 94% survival rate for ALL, up from 4% in 1962, and the survival rate for medulloblastoma, a type of brain tumor, increased from 10 percent to 85% today. Despite all that progress, one in five children in the U.S. who are diagnosed with cancer will not survive. Globally, four in five children with cancer in low and middle income countries will not survive.

St. Jude, and their supporters are working hard to change this. Donor contributions have saved the lives of thousands of children, and they won't stop until no child dies from cancer. If you would like more information on how to help, you can contact St. Jude direct at 800-822-6344 or visit them online at stjude.org.