



**Hello!**

The sales figures for 1st Quarter 2016 are in and the market remains strong. Prices are up but inventory is continuing to go down.

Please check out the sidebar for a special event at our South Coast Botanic Gardens of award winning LEGO® artistry. Should be fun for all ages.

**Cindy Chew**

**1st Quarter 2016 Sales Survey**

The number of home sales over the first quarter is down from last year mostly because our inventory of houses for sale has continued to decrease. The buyers are eager and qualified but there are not enough houses available.

The average sale prices went up by 1.9% due to the lack of inventory. The interest rates are still good and there are an abundance of excellent buyers just waiting for the right house.

If you have been thinking of selling your home, it's a good time to put your property on the market. I would love to meet with you and advise you on getting your house ready should you decide to sell. If you are looking to buy, I can help position you in your bid for a property. Give me a call so that we can discuss the possibilities and together we can make great things happen.



**RE/MAX  
ESTATE PROPERTIES**

**2016 MARKET DATA REPORT**  
*January 1st - March 31st 1st Quarter*

Sales of Single Family Residences, Palos Verdes Peninsula

AREA	UNITS SOLD	2015 SQ FT	2016 SQ FT	2015 AVG PRICE	2016 AVG PRICE	2015 AVG PRICE	2016 AVG PRICE	2015 AVG PRICE	2016 AVG PRICE	2015 AVG PRICE	2016 AVG PRICE
Palos Verdes Peninsula	18	2212	2212	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000
Palos Verdes Estates	5	2212	2212	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000
Palos Verdes Park	13	2212	2212	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000

Trade Region (Average)	128	132	111	0.89	0.92	\$8,100,000	\$8,100,000	\$1,200,000	\$1,200,000	\$1,200,000	\$1,200,000
LA Coastal (2015 w/15)											
Market to Market Ratio						0.10	0.10	0.10	0.10	0.10	0.10
1Q 2016/2015 w/15						10.0%	10.0%	10.0%	10.0%	10.0%	10.0%

[Click on the link to see a larger representation on my website.](#)

**Why Use a Realtor®?**

NAR President Tom Salomone, says buyers of all ages continue to seek the advice and guidance of Realtors®. "Supply shortages, strong competition and rising home prices in today's market can make buying a home very stressful," he said. "While the Internet is the initial go-to destination to search for available listings, consumers want the expertise and insights of a Realtor® to help them find the right home within their budget."



The use of a Realtor® and their perceived value are at all-time highs because buyers are realizing that the process is complex, and they don't want to make mistakes in what is the biggest purchase they've ever made. The real estate agent helps the buyer understand the process, points out unnoticed features or faults with properties, negotiates better sales terms and prices, provides a better list of service providers and mortgage lenders, and both expands and narrows the buyer's search area.



In other words, it's not about finding a home, it's about finding the **right Realtor** to help find the **right home**, making a good decision, navigating the entire process, and getting the best deal.

**In This Issue**

[1st Quarter 2016 Sales](#)

[Why Use a Realtor](#)

[LEGO Event at SCBG](#)

**Nature Connects  
LEGO® Event**



**February 19 thru  
May 8, 2016**

Come see 27 nature-themed displays crafted from your favorite building blocks.



LEGO® fans of all ages will be dazzled. NATURE CONNECTS is an award winning, record-breaking exhibition now touring North America. Created entirely with LEGO brick pieces, this show features larger-than-life sculptures built with LEGO bricks by New York artist Sean Kenney.



The exhibit has been engineered from nearly half a million LEGO bricks! Tour the sculptures throughout South Coast Botanic Garden and see nature's beauty and whimsy come to life.



Special Garden visiting hours in effect during the Nature Connects Exhibit. Garden open daily 9:00 a.m. to 5:00 p.m. Free parking available.

Tickets for Nature Connects may be purchased securely online. [Click here.](#)

