



Hello!

Hope you all had very special holidays and are ready for an exciting 2016!

The sales figures for the 4th Quarter and the Year End of 2015 are in and the news is good! Whether you are looking to buy or contemplating selling, it could be the right time for you to make a move.

Please check out the sidebar with information about the new TRID regulations. While this ruling has been postponed a few times, it has been implemented as of October 3rd 2015 and effects both buyers and sellers.

Cindy Chew

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4 Qtr / Year End 2015 Sales

TRID

TRID

Regulatory Overview from the National Association of REALTORS® (NAR)

For the last 30 years, lenders have been required by Federal Law to provide 4 different disclosure forms to consumers applying for a mortgage. The forms were developed separately by 2 Federal agencies under the Truth in Lending Act (TILA) and the Real Estate Settlement Procedures Act of 1974 (RESPA) and contained overlapping and inconsistent language.

The 2010 Dodd-Frank Wall Street Reform and Consumer Protection Act directed the Consumer Financial Protection Bureau (CFPB) to integrate the mortgage loan disclosures under TILA and RESPA. The new disclosures are designed to improve disclosures to consumers and also contain tolerance limitations that may cause lenders to refund fees to consumers when certain costs vary between the initial and final disclosure.

What this means to you the consumer:

1) Loan Estimate Form - designed to help consumers understand the key features, costs and risks of a mortgage loan. The lender must provide it to the consumer no later than 3 business days after applying for the loan. The consumer has 10 business days to decide to accept terms. The lender cannot charge any fees (except credit report) until the consumer has accepted the terms.

2) Closing Disclosure Form - must list all of the actual costs of the loan. Consumers must receive the form 3 business days before they close on the loan.

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4th Quarter / Year End 2015 Sales Survey

The number of houses sold in 2015 increased by 22% over 2014. As of today, the inventory of houses for sale is way down. There are more buyers than properties available at market value prices.

The price per square foot is up 6.5% and the average sales price for the Peninsula went up 4% from 2014 to 2015.

The interest rates have only inched up slightly, so it is still good for buyers.

The market has gone up steadily since 2012, so it is a good time to be a seller.

If you are thinking of buying or selling in the next year, I would love to talk to you about all the important points to be a good buyer or seller and have a good experience. Let's make 2016 *your* year!



RE/MAX ESTATE PROPERTIES

2015 MARKET DATA REPORT
October 1st - December 31st 4th Qtr

Sales of Single Family Residences, Palos Verdes Peninsula

AREA	UNITS SOLD		2015 SQ FT RANGE		2015 AVG SQ FT		2015 PRICE RANGE		2015 AVG PRICE	2014 AVG PRICE	2015 AVG \$/S/F	2014 AVG \$/S/F	AVG %CHG
	2015	2014											
Lunada Bay/Argate	20	15	1814	7628	3388	\$1,050,000	\$6,000,000	\$2,230,580	\$2,106,631	\$644	\$634	-1.6%	
Monte Malaga	5	5	2804	5530	3911	\$1,800,000	\$7,450,000	\$3,277,500	\$4,254,750	\$788	\$753	-4.6%	
Malaga Cove	5	7	2484	6315	4583	\$1,355,000	\$5,725,000	\$3,130,000	\$3,101,429	\$660	\$789	-16.3%	
Valmonte	11	10	1813	3089	2310	\$1,100,000	\$2,200,000	\$1,497,278	\$1,245,825	\$661	\$693	-4.6%	
PV Drive North	16	14	1453	4015	2453	\$880,000	\$2,250,000	\$1,442,501	\$1,541,505	\$601	\$520	15.5%	
Rolling Hills	6	8	3135	7465	4637	\$1,999,000	\$5,000,000	\$3,376,167	\$3,350,892	\$740	\$820	-9.7%	
PV Drive East	14	13	1132	4705	2649	\$810,000	\$3,590,000	\$1,467,970	\$1,230,731	\$561	\$453	23.9%	
Mesa Catalina	2	7	1592	2058	2026	\$1,158,000	\$1,500,000	\$1,329,000	\$1,259,214	\$656	\$543	20.7%	
PV Drive South	8	8	1645	5921	3279	\$1,134,999	\$3,800,000	\$2,055,000	\$1,663,000	\$636	\$618	2.8%	
West Palos Verdes	6	6	1701	3836	2635	\$1,150,000	\$1,578,000	\$1,345,500	\$2,123,333	\$542	\$562	-3.7%	
Country Club	7	12	2872	4336	3576	\$1,351,250	\$2,390,000	\$1,776,750	\$1,560,042	\$500	\$489	6.5%	
Los Crestas	9	8	2620	2058	2113	\$1,460,000	\$3,780,000	\$2,355,889	\$2,474,969	\$576	\$547	5.3%	
La Verdes	9	8	1434	2951	2100	\$915,000	\$1,485,000	\$1,167,222	\$1,119,375	\$569	\$517	10.1%	
Crest	8	7	2244	3024	2470	\$1,100,000	\$1,400,000	\$1,222,625	\$1,253,714	\$499	\$499	0.0%	
Peninsula Center	3	2	2447	2530	2489	\$1,000,000	\$1,300,000	\$1,156,667	\$1,042,500	\$465	\$497	-6.3%	
Silver Spur	11	8	1263	2441	1844	\$875,000	\$1,250,000	\$1,126,909	\$996,342	\$543	\$549	17.1%	
Eastview RPV	24	16	780	2522	1599	\$495,000	\$1,100,000	\$751,891	\$768,041	\$493	\$414	19.0%	

Totals / Ranges / Average	187	152	780	7,628	2761	\$495,000	\$7,450,000	\$1,896,820	\$1,898,555	\$583	\$583	
% CHANGE 2014 vs 2015		9.9%						-1.9%		5.3%		
Median Sales Price								\$1,370,000	\$1,243,750	\$571	\$530	
% CHANGE 2014 vs 2015								10.2%		7.6%		

Note: This representation is based in whole or in part on data supplied by the Multiple Listing Service. Neither the Board nor its MLS guarantee or is in any way responsible for its accuracy. Data maintained by the Board or its MLS may not reflect all real estate activities in the market.



RE/MAX ESTATE PROPERTIES

2015 MARKET DATA REPORT
January 1st - December 31st 4th Qtr YTD

Sales of Single Family Residences, Palos Verdes Peninsula

AREA	UNITS SOLD		2015 SQ FT RANGE		2015 AVG SQ FT		2015 PRICE RANGE		2015 AVG PRICE	2014 AVG PRICE	2015 AVG \$/S/F	2014 AVG \$/S/F	AVG %CHG
	2015	2014											
Lunada Bay/Argate	59	77	1929	7628	3273	\$960,000	\$6,000,000	\$2,177,133	\$1,981,971	\$662	\$627	5.6%	
Monte Malaga	36	26	1940	6680	3879	\$1,220,000	\$15,850,000	\$3,020,955	\$2,829,452	\$784	\$703	8.7%	
Malaga Cove	22	31	1969	6953	2934	\$1,075,000	\$7,800,000	\$3,158,909	\$2,844,965	\$628	\$784	-5.6%	
Valmonte	64	34	1198	4013	2353	\$799,000	\$2,625,000	\$1,520,712	\$1,354,569	\$667	\$656	0.2%	
PV Drive North	83	75	1343	4459	2518	\$880,000	\$2,800,000	\$1,441,957	\$1,515,089	\$583	\$647	-6.5%	
Rolling Hills	33	19	2016	14374	5196	\$1,550,000	\$5,590,000	\$3,905,841	\$3,412,734	\$812	\$741	9.6%	
PV Drive East	67	62	1132	6214	2849	\$702,280	\$3,550,000	\$1,376,334	\$1,316,305	\$502	\$450	11.5%	
Mesa Catalina	23	16	1626	4153	2386	\$887,500	\$1,890,000	\$1,232,558	\$1,490,140	\$529	\$613	-3.2%	
PV Drive South	37	31	1648	7669	3268	\$905,000	\$6,690,000	\$2,093,664	\$1,946,581	\$656	\$585	12.0%	
West Palos Verdes	26	29	1670	6113	3476	\$1,044,350	\$7,795,000	\$2,285,590	\$2,815,356	\$597	\$598	-0.2%	
Country Club	33	35	2149	4336	3361	\$1,325,000	\$2,990,000	\$1,713,846	\$1,890,770	\$514	\$514	0.0%	
La Cresta	44	28	2620	6772	3642	\$1,270,000	\$3,780,000	\$2,107,168	\$1,983,967	\$553	\$522	5.6%	
Los Verdes	38	36	1434	2951	2029	\$900,000	\$1,489,500	\$1,198,804	\$1,083,063	\$558	\$499	9.0%	
Crest	34	25	1674	3187	2538	\$1,062,600	\$1,710,000	\$1,310,221	\$1,264,156	\$522	\$499	4.8%	
Peninsula Center	25	19	1442	3149	2183	\$880,000	\$1,430,000	\$1,124,120	\$1,138,295	\$526	\$470	12.1%	
Silver Spur	62	55	1263	2843	1912	\$780,000	\$1,443,875	\$1,083,556	\$1,021,002	\$588	\$567	3.7%	
Eastview RPV	75	55	780	2637	1674	\$495,000	\$1,100,000	\$758,194	\$753,896	\$488	\$427	9.7%	

Totals / Ranges / Average	791	648	780	14,374	2840	\$495,000	\$15,550,000	\$1,722,614	\$1,655,419	\$587	\$561	
% CHANGE 2014 vs 2015		22.1%						4.1%		0.5%		
Median Sales Price								\$1,375,000	\$1,300,000	\$563	\$535	
% CHANGE 2014 vs 2015								5.6%		5.2%		

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