



**Hello!**

The sales figures for the third quarter of 2015 are in and the news is still good! The inventory is improving with more houses for sale and the Fed choosing to not increase the interest rates at this time has made it an exciting market.

Along with California's drought, we now have the El Nino weather system that promises to make our lives a bit more challenging in the next few months. I've included some tips to help you prepare your property and yourself ahead of time. The lower half of the sidebar will guide you to a rebate for rain barrels, so check it out!

**Cindy Chew**

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3rd Qtr 2015 Sales

El Nino

Be Prepared

**BE PREPARED!**

1. Have an emergency plan that is easy for all family members to understand.
2. Have enough food and water to supply your family for at least a 72-hour period.
3. Identify important items to take if your neighborhood is evacuated, such as computers, photos, medications, important documents, and other needed items for your family and pets.
4. Include a radio and flashlight with fresh batteries in your kit.
5. Be prepared to leave immediately if an evacuation is ordered.
6. Have alternate evacuation routes out of your neighborhood.
7. Get any needed sandbags and instructional materials at your local Los Angeles County fire station.
8. Now that you have prepared your property and yourself for El Nino, it's time to make sure the larger surroundings are in good shape. Take a walk around your neighborhood and check the status of the catch basins and the curbside openings to the municipal storm drain system. If you see a clogged catch basin, call the City's Storm Drain Hotline at (800) 974-9794 to report it so that LA Sanitation can get it cleaned out before the rains begin.

**3rd Quarter 2015 Sales Survey**

The real estate market continues to be good. The inventory of homes for sale has increased this year giving us at least a 2 month supply.

The price per square foot is up approximately 6.8% over last year and the average price of a home is up 5.8% from a year ago. In the third quarter, 1/4 of the homes for sale have reduced their listing price.

Keep in mind that the home prices today are higher than they were at the peak of the market in 2006/2007. You don't want to miss this market if you've been thinking about selling!

I would love to work with you whether you are selling or buying. I can help you establish a value for your property and help guide you in deciding whether to sell. Don't wait, find out now!



**RE/MAX ESTATE PROPERTIES**

**2015 MARKET DATA REPORT**  
3rd Quarter July 1st - September 30th 2015

**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 \$/ASF		2014 AVG \$/ASF		%CHG
	2015	2014															
Luxada Bay/Margate	89	62	1529	6951	3246	\$980,000	\$5,560,000	\$2,159,032	\$1,951,811	\$686	\$626	6.7%					
Morte Malaga	30	21	1940	9980	3872	\$1,220,000	\$15,550,000	\$2,969,646	\$2,490,095	\$799	\$691	9.8%					
Malaga Cove	17	24	1569	9853	3743	\$1,075,000	\$7,900,000	\$3,167,412	\$2,770,163	\$877	\$782	12.2%					
Valmorra	53	24	1198	4013	2362	\$790,000	\$2,625,000	\$1,525,575	\$1,309,879	\$656	\$640	2.5%					
PV Drive North	66	61	1343	4459	2538	\$925,000	\$2,800,000	\$1,441,806	\$1,509,027	\$576	\$554	4.5%					
Rolling Hills	27	13	2016	14374	5271	\$1,550,000	\$8,550,000	\$4,023,546	\$3,441,369	\$926	\$704	17.5%					
PV Drive East	50	49	1132	6214	2902	\$732,280	\$2,350,000	\$1,352,126	\$1,339,000	\$486	\$440	8.2%					
Mira Catalina	21	8	1838	4153	2421	\$687,500	\$1,850,000	\$1,223,374	\$1,635,950	\$517	\$486	6.3%					
PV Drive South	29	23	1648	7969	3264	\$995,303	\$8,680,000	\$2,091,572	\$2,045,217	\$662	\$575	15.2%					
West Palos Verdes	20	19	1670	8113	3727	\$1,044,389	\$7,785,000	\$2,541,618	\$2,770,732	\$814	\$610	0.7%					
Country Club	26	23	2148	4313	3303	\$1,325,000	\$2,930,000	\$1,696,911	\$1,758,976	\$518	\$511	1.3%					
La Cresta	38	20	2854	5830	3773	\$1,270,000	\$3,506,000	\$2,043,211	\$1,787,994	\$547	\$513	6.6%					
Los Verdes	29	28	1480	2921	2007	\$900,000	\$1,469,530	\$1,090,845	\$1,072,714	\$555	\$511	8.6%					
Crest	26	18	1874	3187	2558	\$1,062,500	\$1,710,000	\$1,337,173	\$1,268,217	\$529	\$498	6.3%					
Peninsula Center	22	17	1442	3149	2141	\$890,000	\$1,430,000	\$1,119,682	\$1,149,565	\$535	\$460	14.7%					
Silver Spur	51	47	1292	2963	1926	\$780,000	\$1,443,875	\$1,074,205	\$1,025,200	\$576	\$570	1.0%					
Eastview RPV	51	30	989	2037	1710	\$585,000	\$1,100,000	\$761,159	\$748,093	\$457	\$432	5.7%					

Totals / Ranges / Averages	624	498	969	14,374	2861	\$585,000	\$15,550,000	\$1,737,548	\$1,642,201	\$598	\$560						
% CHANGE 2014 vs 2015		25.8%						6.8%				6.8%					

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.

**El Nino Preparedness Checklist**

El Nino will be delivering a wetter than average winter in much of California, according to the National Oceanic and Atmospheric Administration's Climate Prediction Center. If you haven't experienced an El Niño before, it is a weather phenomenon characterized by the warming of Pacific Ocean waters west of Peru that causes severe weather worldwide. In the two strongest El Niños on record, 1982-83 and 1997-98, that has meant relentless storms pelting California.

The name El Niño was first used by Peruvian fishermen who noticed warmer ocean water around Christmastime and gave the occurrence a Spanish name meaning "The Little Boy" in reference to the baby Jesus, according to William Kessler, a NOAA oceanographer.

Here is a handy checklist to help you get your home prepared:

Check the roof & vents, clean away any debris from the roof. Clean out gutters & downspouts and inspect for leaks.

Inspect the chimney caps and any turbine vents.

Check your home's drainage system.

Inspect the weather stripping & caulking around exterior doors and windows.

Inspect the entire outside of your house for cracks, holes or other openings.

Check your decks, patios, porches, steps, and sidewalks for holes or damage.

Check that fences & storage sheds are sturdy and well-anchored.

If you have turf or grassy lawns that are dry, aerate the area by punching holes in it to help revive absorption.

Trim branches around your house that are touching or near your roof.

Inspect trees near your home that could be uprooted during heavy rain.

Most homeowners' insurance policies don't cover floods. If you haven't taken out flood insurance, do it now before the rain has a chance to cause problems (most policies take 30 days to go into effect).



Don't forget to harvest rain! Big storms mean big returns on rainwater that can be captured in rain barrels and used at a later date for irrigating outside landscaping. If you already have rain barrels, make sure they're in good working order before the rains begin in earnest. If you haven't gotten rain barrels yet, SoCal WaterSmart is still offering rebates for rain barrels for Palos Verdes Peninsula residents starting at \$75 per barrel. You may receive rebates for a maximum of 4 barrels per home.



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