The Brad Korb Team Celebrates 41 Years of Real Estate Service in the Community





FEATURED HOMES Page 10-11



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### www.BradKorbForeclosureHelp.com

### Think foreclosure is the only option? Think again!

We provide you with information about how to avoid a foreclosure, explain the effect it can have on you and your family, and offer other options that may be available to you. This includes a short sale, and we can help you determine if you qualify.

Get a Backstage Pass to the MLS–Search for any property and any Area–FREE www.LACountyPropertyInfo.com

### H4P – Easy Qualify Financing for Seniors

What is a H4P? It's a HECM (Home Equity Conversion Mortgage for Purchase) loan. It's an FHA (Federal Housing Administration) Purchase Program for 62+ borrowers that allows seniors to buy a home with a one-time down payment. Can you imagine that? The H4P loan was introduced in 2008 by HUD (Housing and Urban Development) as an offshoot of a traditional reverse mortgage, but surprisingly many seniors are still unaware of this great program. The H4P allows senior borrowers to combine some of their equity, possibly from the sale of their previous home (funds can also come from savings and investments) with the proceeds from their H4P to complete the new home purchase.

With this kind of financing, buyers can often buy the house that fits their current needs without using all their cash, whether they wish to "upsize or downsize" to the right home. There are no monthly mortgage payments to make if the borrowers live in the home, however, they're still responsible for maintaining the home, paying property taxes and home¬owners insurance, and complying with all loan terms.

Bob Petersen, a Mutual of Omaha reverse mortgage professional, has helped a number of Brad's clients refinance their existing mortgage with a Home Equity Conversion Mortgage (HECM) loan or finance their new home with an H4P loan. "When clients work with Brad and his team," Bob said, "they are going to find that special home they're looking for. And when they find out they can refinance their existing home or purchase their new home, without using all their cash or having to make any future monthly mortgage payments,

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they almost can't believe it. Once people find out how the HECM refinance and HECM for Purchase loans work and just how flexible they are, plus the extra cash flow it gives them, they're pretty amazed!".

Brad Korb Real Estate Group, BRE #00698730

Brad@BradKorb.com 3813 W. Magnolia Blvd., Burbank, CA 91505

Bob Petersen, NMLS ID: 874762 Mutual of Omaha Reverse Mortgage

BPetersen@mutualmortgage.com (714) 396-9512

Borrower must occupy home as primary residence and remain current on property tax.es, homeowner's insurance, the costs of home maintenance, and any HOA fees. Mutual of Omaha Mortgage, Inc., NMLS ID 1025894. 3131 Camino Del Rio N 1100, San Diego, CA 92108. Subject to Credit Approval. These materials are not from HUD or FHA and the document was not approved by HUD, FHA or any Government Agency. For licensing information, go to: www.nmlsconsumeraccess.org Licensed by the Department of Financial Protection & Innovation under the California Residential Mortgage Lending Act, License 4131356.



### Your estate, your legacy

Work with professionals to help ensure your wishes are met

Wealth doesn't manage itself—it requires professional services. In a family or business, wealth has its own set of asset and liability needs. For his long-term wealth management, Brad Korb relies on Richard V. Bertain and David Escobar of UBS Financial Services Inc., recommending them with confidence. Korb says these Certified finanCial Planner<sup>™</sup> practitioners consistently deliver premiere customer service and extensive financial resource knowledge for planning and putting in motion long-term goals and objectives.

End-of-life planning is often a difficult topic to discuss, especially with family. However, without proper estate planning in place, families can be left in the dark during a challenging time. These decisions impact more than investments and assets; they also matter when it comes to unforeseen health issues.

Taking the time to plan now will help give you confidence that everything is in order and ensure the details around the management of your estate will be carried out efficiently and in the manner you want. With the assistance of an estate planning attorney, you can take advantage of these 10 ways to make it easier for your loved ones:

- 1. Collect relevant documents
  - 2. Secure your assets and documents
  - 3. Execute a will
  - 4. Create a revocable living trust
  - 5. Name a power of attorney
  - 6. Create a living will
  - 7. Check your beneficiaries8. Plan your final arrangements
  - 9. Review frequently
  - 10. Communicate with loved ones

When it comes to estate planning, it's always a good idea to have a team of advisors to help. You can consult with an estate planning attorney, your wealth advisor and your accountant to make sure all of your questions are answered and your documents prepared.

Estate planning can be stressful. But having a plan in place ahead of time can help ensure your family is taken care of and your wishes are met exactly as you intended.

Plan your legacy today

If you'd like a copy of the full UBS estate planning checklist, with details about these 10 ways to make it easier for your loved ones to ensure your intentions are respected, please contact Bertain Escobar Wealth Management team member Taylor Moore at taylor.moore@ubs.com or call him at 626-



Richard Bertain, Senior Vice President with UBS Financial Services Inc., has been providing sound financial advice to clients since 1983, earning the designation of Certified Investment Management Analyst® from the Wharton School. He and David Escobar, Senior Vice President with UBS, are involved in local community organizations ranging from the Burbank Civitan Club and Boy Scouts of America to the Burbank YMCA and Leadership Burbank.

Bertain Escobar's comprehensive wealth management approach for high net worth families and businesses is straightforward and thorough: Identify goals, evaluate the situation, develop a financial plan, implement it, and monitor and rebalance as needed. They seek to perform effectively and efficiently, such that each client would be proud to recommend them to their friends and family.

#### Bertain Escobar Wealth Management

**UBS Financial Services Inc.** 251 South Lake Avenue, 10th Floor Pasadena, CA 91101 626-405-4710 800-451-3954 toll free 855-203-6443 fax ubs.com/team/bertainescobarwm Richard V. Bertain, CFP®, CIMA®, **ChFC**® Senior Vice President-Wealth Management 626-405-4710 richard.bertain@ubs.com **David Escobar, CFP®** Senior Vice President-Wealth Management 626-405-4711 david.escobar@ubs.com **Taylor Jeffrey Moore** Financial Advisor 626-405-4735 taylor.moore@ubs.com 

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taylor.mo

### Backpack Giveaway August 2-6, 2021 8:30 a.m. to 5:30 p.m.

**3813 W. Magnolia Blvd.** Sponsored by Brad Korb Real Estate Group and Toroja

### How to Minimize Capital Gains Taxes: Korb Talks 'Owner-Will-Carry'

A bit like the experienced boat skipper who navigates deep water to find the best fishing for his passengers, a good realtor plots a course for the best financing arrangement to minimize capital gains taxes for his sellers.

"We call it 'owner-will-carry,' or 'seller financing," Brad Korb explained. "I recently was talking to a client who wanted to sell his property but didn't want to pay such high capital gains. He wasn't aware of the tax deferral he could get if he carried the loan on the property once he sold it.'

According to Korb, an example would be of a buyer who put 25% down on the property, with the structure being that the seller take back the loan and carry a note secured by the property, just as a bank would do. The capital gains taxes would be calculated on the money received rather than full purchase price.

"The seller also gets a much better return interest rate than he would from putting his money in a bank," Korb added. "I can help the seller when minimizing capital gains is an issue. It's the job of a good agent to help clients through territory that

is new to them, but familiar ground to us." Korb invites anyone who wants to know more about owner-will-carry structuring to call him at (818) 953-5300.

When you sell a piece of property with owner financing, it is considered an installment sale instead of a regular sale of real estate for tax purposes. For example, when you sell a house or a piece of land normally, the buyer gives you a lump sum of money for the purchase on the closing date. With an installment sale, the buyer gives you a down payment on the closing date and then gives you regular payments over the life of the contract.

Spread Out the Gain

When you sell with owner financing and report it as an installment sale, it allows you to realize the gain over several years. Instead of paying taxes on the capital gains all in that first year, you pay a much smaller amount as you receive the income. This allows you to spread out the tax hit over many years. When you sell a property that has appreciated significantly in value, it could require you to pay a large amount of capital gains taxes.

### **The Brad Korb Team is Growing!**

ue to our growth, The Brad Korb Real Estate Group in Burbank has a unique opportunity for talented Buyer's Agents. In addition to being endorsed by Barbara Corcoran, we are the only company in our area that offers an iron-clad guarantee - we either sell the home or we buy it. Please email us for details on

this new and exciting career for you. Mention that you saw the ad in the Burbank Bulletin! courtney@bradkorb.

We look forward to hearing from you.



Focused on What Matters to You **Real Estate Since 1979** 



### How to Get Your Affairs in Order ... 'NO MATTER WHAT DOCUMENTS' Advanced Health Care Directive, Power of Attorney, HIPAA Release Form, Will and/or Trust

Attorney Joseph McHugh is LA Law Center's founder. As an Estate Planning / Elder Law / Special Needs Attorney, Joe feel strongly that every adult, must have a selection of these 'NO MATTER WHAT **DOCUMENTS'** to stay in control of their life.

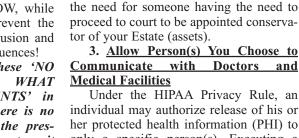
Sadly, death or mental incapacity due to illness or accident may strike at any time, and now with the COVID 19 epidemic getting your affairs in order should be an even more important consideration. Executing these documents NOW, while healthy and competent will prevent the need for unnecessary court intrusion and expense, and unintended consequences!

With respect to having these 'NO



MATTER WHAT DOCUMENTS' in place... there is no time like the present! Do not wait until you do not have the ability to make choices about your body and your assets.

The following



Under the HIPAA Privacy Rule, an individual may authorize release of his or her protected health information (PHI) to only a specific person(s). Executing a HIPAA Release Form allows your doctor to speak with those you designate regarding your health issues if you are mentally incapable... even for a short time.

financial and administrative decisions for

you, if you are mentally or physically inca-

pable of making those decisions yourself.

Again, having this document can prevent

#### 4. Appointing Guardians for Minor <u>Children</u>

Executing a Will is extremely important if you have children under 18 of age. Creating your Will gives you the opportunity to assign guardians to care for your minor children in the event of your incapacity or death. Choosing the right person(s) to care for your children and possibly raise your children is one of the most important decisions you make.

thing you probably want is a family battle after your death. A Will does not avoid Probate if your assets are more than \$166,000 (without beneficiaries on accounts) or a house in your name.

#### 6. Avoid Probate!

Creating a properly drafted Trust will avoid putting your loved ones through the complicated court ordered Probate process ESPECIALLY IF YOU OWN REAL PROPERTY. Instead of paying thousands of dollars in probate costs, fees, and attorney charges, a trust allows your estate to be administered without necessary court involvement and distributed according to your direction upon your death. Instead of taking months or even years, with a **Trust**, your estate can be settled with no court or judicial interferences. In the event of your incapacity, your Successor Trustee immediately takes control of your estate for your benefit. There will be NO court Conservatorship required.

#### 7. You Keep Control!

Your Trust has your personal instructions for managing your assets, and the use of your funds in the event of your incapacity or death. Your Trust also gives more detailed instructions about who will be in charge and how your estate will be managed if you become incapacitated or die. While you have capacity, you still have full control to buy, use, spend, or even give away your property as you wish. You can sell property, change your beneficiaries, or

your trustee, or even revoke the trust if you should decide to do so.

#### 8. Your privacy is protected

A **Trust** is private and does not have to be made a part of public records (Wills must be filed and are available to the public). If you become incapacitated, it will remain a private family matter. Your beneficiaries need not be made public.

#### 9. Be Proactive with Medi-Cal Planning for Long Term Care and Lawsuits

By creating an Irrevocable Trust in advance, you can protect your assets from Medi-Cal and Personal Injury Lawsuits (car accidents as you get older become a potential problem). This allows client to more quickly qualify for Medi-Cal if they need nursing home care.

#### 10. Protect Those with Special Needs

If you or other family members wish to leave an inheritance to a disabled or aged family member on SSI, Medi-Cal, Veteran's Benefits, Section 8 housing, etc., it is critical to set up a system to have the inheritance or any distributions sent to a 1st party or 3rd Party Special Needs Trust. This ensures the person will not become disqualified from government public need benefits programs.

If you have questions about your plan. see an experienced attorney. Joe's firm is happy to offer a free consultation, so you know your affairs are in order! Phone: 818-241-4238, Fax: 818-507-0785, www.la-lawcenter.com

and your family with personal legal documents.

are the Top 10 Reasons to protect yourself

1. Choosing a Personal Representative for Health Care Decisions

Executing an Advanced Health Care Directive (medical durable power of attorney) assigns the person of YOUR CHOICE to act on your behalf to make medical decisions if you are mentally or physically incapable of making those decisions yourself. Having this document can prevent the need for someone having the need to proceed to court to be appointed conservator of your Person.

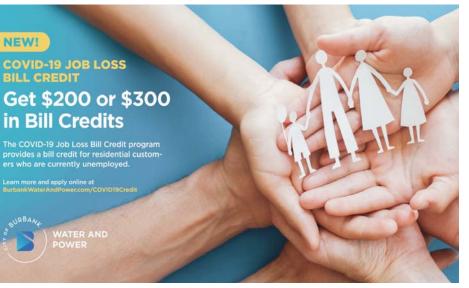
2. Choosing a Personal Representative for Financial Decisions

Executing a Durable Power of Attorney identifies the person of YOUR CHOICE to act on your behalf to make

#### 5. Having Peace of Mind

A Will gives your loved one's peace of mind that you have recorded you wishes for after your death. Your Will allows you to put in writing who you want to administrate your estate, and how you want your estate distributed. Even with small estates, giving your property to specific loved ones allows you to stay in control even after death. A Will can prevent your family from fighting over the estate. The last

"True success is found when you stay focused on what's really important-family, friends and community." — Brad Korb



### BRAD KORB TEAM RECENT LISTINGS AND SALES

### 24-hour Recorded Info at 1-800-473-0599

LISTINGS		SALES	SALESContinued					
7774 Via Rosa Maria	2418	7706 Paso Robles	3778	19600 Blythe	6518			
250 N. First #527	2348	1137 Orange Grove, Seller	2278	8221 Langdon #210	6568			
8624 De Soto #104	2478	1137 Orange Grove, Buyer	2278		6598			
7106 Willis	2428	11803 Snelling	2218	5349 Newcastle #16	6538			
8876 Wonderland	2398	12733 Welby	2078	73 1/2 N. Catalina	6548			
412 S. Everett	2148	15220 Morrison, Seller	2298	23642 Aetna	6498			
8235 Laurel Canyon	2488	15220 Morrison, Buyer	2298	1841 N. Niagara	6528			
9819 Marklein	2408	2405 Jolley	3688	19350 Sherman Way #235	6558			
5604 Rhodes #102	2368	15425 Sherman Way #234	2098	7904 Radford	6578			
3404 Caroline	2518	1610 Riverside, Seller	2228	16061 Devonshire	6608			
7207 Cravell	2468	1610 Riverside, Buyer	2228	3863 Vista	6618			
18349 Sylvan	2308	16414 Nicklaus #146	2338	12411 Osborne #4	6638			
631 E. Magnolia #103	2328	18620 Hatteras #184, Seller	2058	1072 Anza	6648			
11500 Fenton 246 N. Fairview	2378 2578	18620 Hatteras #184, Buyer	2058	7137 Coldwater Cnayon #7	6708			
2031 N. Frederic	2628	250 N. First #527	2348	16747 Vanowen #18	6688			
5429 Newcsatle #316	2628	7774 Via Rosa Maria	2418	7924 Woodman #8	6628			
13880 Berg	2288	4209 Jacaranda	3858	28868 Silversmith	6668			
17350 Rancho	2688	7106 Willis	2428	22325 Devonshire	6678			
15149 Gilmore	2768	6440 Riverton	2008	11335 Bessemer	6658			
227 E. Burbank Unit F	2658	8235 Laurel Canyon	2488	11126 Lull	6698			
3117 N. Frederic	2828	412 S. Everett	2148	17154 Silk Tree	6728			
2454 N. Brighton	2798	8624 De Soto #104	2478	21800 Schoenborn #167	6738			
- 9		18349 Sylvan, Seller	2308	13188 Corcoran	6718			
USE THIS TRUCK FR	EE!	18349 Sylvan, Buyer	2308	20555 Wyandotte	6778			
Client Courtery on		631 E. Magnolia #103, Seller	2328	12301 Osborne #7	6788			
BITTER COOP		631 E. Magnolia #103, Buyer	2328	9461 Lanett	6748			
REAL ESTATE GROUP Forum on Thair Matters in The Real Control of The States of The Stat		246 N. Fairview	2578		<mark>6758</mark>			
Parkert I		5045 Fair #5	6478	309 N. Spruce	6768			
		250 N. First #332	6338		6798			
		4622 Park Granada #78	6588	556 E. Palm #203	6818			
Call 1-800-473-0599		17900 Sherman Way #231	6508	2228 Laurel Canyon	6808			
Enter Code 4408		1415 El Sereno #6	6488					



### Thanks for Being Our Eyes, Voice & Ears!

At the Brad Korb Team, we treat our clients in a world-class way because it's what we believe in. So it means a lot to our Team when clients like Dimple Chirumamilla & Janakiram Koripalli (below) show how much they believe in us by telling their friends, neighbors, and family about our great service. It means a lot when clients show how much they believe in us by letting us know if they hear of a neighbor who's thinking of selling their home.

To all of you, we extend a sincere THANK YOU!

#### What is the Kiwanis Golf Ball Drop?

Adopted golf balls will be dropped from the top of a Burbank Fire Department ladder truck onto the John Muir Middle School Sports Field. The ball closest to the center flag will win the grand prize of \$5,000! We have made arrangements to have up to 5 smaller flags or targets for other prizes. This is a family event with free games and face painting for children. Only \$5.00 per ball for an opportunity to win! All net proceeds go to support children in our community!

www.BurbankKiwanis.org/golf-ball-drop



### 818.953.5300 or www.BradKorb.com

### BURBANK COORDINATING COUNCIL...

Serving Burbank since 1933

BCC Meets the first Monday of every month from October thru May. It is currently a zoom meeting and everyone is welcome....link is on the website burbankcc.org

We are sending out monthly eblasts, so be sure to send in your information for us to share. Membership is only \$20 per year, for an individual, and \$30 for the year for any business or organization.

Members may make announcements to share upcoming events. Contact us!! bcc.info1933@gmail.com or 818-216-9377

FYI....An audio recording of our Association Meeting is posted on our website so no one misses the speakers and announcements.

Camperships.....Kids are booked and will be attending Daycamps in June, July and August. We still need donations to fund these programs. Remember this program began as a partnership with Burbank Noon Kiwanis....you can be a partner too!

Make your tax deductible donation today! Mail to BCC, PO Box 10126, Burbank, CA 91510 ... or use Paypal on the website at burbankcc.org. Camps are costly, so your contribution of any amount will help send one child to enjoy a

week of a camp experience!!! And most important to remember.....

CAMP CHANGES LIVES!!!

Help us by making cards, pictures, notes for local nursing homes. They help to brighten the day for those in care facilities. And, of course, any contributions to cards, or stories, qualifies for high school Service Learning Hours.



We are still collecting stories of "My Life In Covid" along with drawings and poems, to create a Burbank Covid Story. Anyone may participate....write out a short or long review of how life has changed during Covid....and send it to BCC through email bcc.info1933@gmail.com We are planning to share our booklet with everyone....it will be our living history of how we fared through Covid. This earns Service Learning Hours too!!!

Still looking for permanent home for storage. If you have a space, or know of a space, please contact us asap! Thank you to everyone for supporting Burbank

Coordinating Council programs to benefit our community!!! It truly takes a village to help Burbank grow ..... we are all part of that village!!!



### MUGS AND OTHER SMALL CONTAINER PLANTERS

#### By Susan Law

If you know me, you know I love to plant in recycled containers and what is better than a discarded mug. I decided to plant the mugs last February for the Burbank-Valley Garden Club's Spring Fling in April. This is our annual plant sale. We all know that did not happen due to the virus.



Succulents do well in mugs and stay small. My suggestion would be to pick out plants that do not get leggy. I use charcoal for drainage, cactus and succulent soil and

#### **BURBANK ADULT CENTERS** Events and activities for those age 55 and over

(unless indicated otherwise).



The Joslyn Adult Center is currently preparing for a phased reopening. Contact the Joslyn Adult Center Monday-Friday between 8am-5pm to request the most up-to-date information regarding reopening.

#### JOSLYN ADULT CENTER 1301 W. Olive Ave., Burbank, (818) 238-5353

Check out these events/programs at the Joslyn Adult Center.

Where there is a 🖌 please call Joslyn Adult Center at 818-238-5353 to sign up! (\$2 without BSAC card)

#### **Virtual Activities**

Advance sign-up is required for all virtual activities. To reserve your spot, contact the Joslyn Adult Center at 818-238-5353. Visit us online at www.burbankca.gov/adults55 for the most up-todate Virtual Activities schedule.

#### <u>Joslyn Virtual Bingo</u> <u>Wednesday July 7 from 2:00pm-</u> <u>3:00pm</u>

Join us once a month for FREE BINGO! Sponsored by Regal Medical Group, Inc.

#### Brain Booster Live Mondays 2:30-3:30pm

Virtual Brain Booster is an extension of the Brain Booster class held at the Joslyn Center during normal operations. In this group participants learn and practice proactive measures for maintaining a healthy mind with simple methods that can be incorporated into everyday life!

#### <u>Ukulele Group</u>

Thursdays 11-12pm This group meets weekly to play the ukulele and learn new songs.

#### Coping with COVID-19

Mondays from 11:00am-12:30pm This support group addresses life chal-lenges introduced by COVID-19.

### Men's Support Group Thursdays 1:00-2:30pm

This group provides space for men to discuss inner thoughts, life challenges, and fears.

### Zoom Coaching Appointments By Appointment Only

Need help using Zoom to attend meetings and groups? Meet one-on-one over the phone with Joslyn staff to learn the ins and outs of Zoom! By appointment only.

#### **Ongoing Programming**

Home Delivered Meals **Currently Open for Enrollment** During the Covid-19 pandemic, the City of Burbank Home Delivered Meals (HDM) program is providing up to seven free lunch meals to Burbank Residents ages 60+! To apply, for Home Delivered Meals, please contact Burbank Nutrition Services at 818-238-5366.

#### Project Hope **Currently Open for Enrollment**

Project Hope is a free program that pairs volunteers with Burbank Residents ages 60+ to assist with: grocery shopping, picking up prescriptions, dropping off items at the post office, and fulfilling other essential errands individuals may need completed on their behalf.

If you are in need of assistance with any of these services, or are interested in volunteering for Project Hope, please contact the Burbank Volunteer Program (BVP) at 818.238.5370, or email BVP@burbankca.gov.

#### Phone Pals 🗸 **Currently Open for Enrollment**

Phone Pals is a free program that pairs Burbank Residents ages 55+ with a vol-unteer that regularly calls to check in and visit over the phone. If you are interested in being paired with a Phone Pals volunteer, or becoming a volunteer, please contact the Joslyn Adult Center at 818.238.5353.

#### **Day Trips**

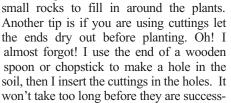
At this time the Travel/Recreation Office has suspended all day trip activities. Further information regarding future day trips will be available when regular operations and programing at the Joslyn Adult Center resume.

#### To Contact Brad via his Social Media, please find him at:









fully rooted and happy in their environment.

What? You don't have a mug handy. Look for other household containers such as small pots, utensils and buckets and make a grouping of succulents or cacti in them. They are fun to grow and make wonderful small gifts.

Hope this gives you some motivation to create some fun mug creations and small container gardens. Enjoy!

Susan Law is one of the most creative members of the Burbank-Valley Garden Club and she serves on the Board as Ways

and Means Chairman and is in charge of Youth Projects. A new season of meetings for the garden club begins on September 6, 2021. To learn more contact and become a member of the BVGC, contact Anne White at 818-434-3616 or e-mail Anne at annewhite1@aol.com.





**FACEBOOK:** Brad Korb (personal page) The Brad Korb Team (fan site) LINKEDIN: Brad Korb // TWITTER: @BradKorb



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Burbank Public Library knowledge • discovery • community Good News from the Library

As of July 1, 2021, Burbank Public Library has eliminated overdue fines. This move is part of our efforts to improve equity of access. While fines for overdue items may seem like a small burden, they can create a major barrier to service for those who are struggling financially. Too many people have made the choice to stop using the Library because of inability to pay or fear of accruing fines.

In recent years, public libraries across North America have come to the same conclusion: The societal costs of fines outweigh any benefits. Research has shown that fines are not effective in getting materials returned on time, and libraries that have eliminated fines have found that long overdue items

come back and patrons who avoided the library for years start visiting again.

The Library set a goal to make this policy change as part of its 2021 Racial Equity Action Plan, and in May 2021, the Burbank City Council approved elimination of Library fines as part of the budget process.

### Frequently Asked Questions

#### 1. Are there still any costs associated with using the Library?

Yes. Fines are no longer assessed for items returned late, nor for lost Library cards or reserved items that are never picked up. However, if you lose or damage an item or simply never return it, you will still be charged the cost of that item. Lost fees are assessed 14 days after the due date. Upon returning items so they can be used by others, lost fees will be removed from accounts. Charges remain in place for other Library services, including room rentals and interlibrary loans.

#### 2. What about old fines on my account from before this change?

All historical overdue fines are also being waived as part of this change. If you continue to have fees listed on your account, they are likely related to lost or damaged items or interlibrary loans. If you believe there is an error on your account, please contact us.

#### 3. Does this impact the Library's budget, services or programs?

No, the City Council continues to support funding at the same level. Fines are part of general City revenue and did not directly fund Library operations. Monetary contributions to the Friends of the Library are always welcome; the Friends provide additional resources beyond the City budget for special programs and eBooks.

#### 4. Are there any other changes accompanying the elimination of fines?

Yes, we are always looking for ways to make use of the Library less stressful and more enjoyable. To that end, we have recently implemented automatic renewals for items not on hold for others; longer loan periods; higher limits for loans and holds; and the ability to register for a Library card online. Please make sure your account includes your email address so you receive notifications of automatic renewals, upcoming due dates and items that are overdue.





#### More Good News

Curbside Pickup just got easier! You no longer have to make an appointment to pick up your item. Once you have been notified that your materials are available, you can come to the Library, park in the Curbside area, and call the number on the sign. Your items will be processed and brought to the front door where you can pick them up.

We hope all of these changes make you feel welcome at the Library! We look forward to see you.

### **Borrow the Free Moving Van**



*Like our client, Raymond Feliz, after the purchase of his condo!* 

### MEMORIES OF THE BRUSSO WINERY

By Marie Dennis and Sue Baldasaroni

Great news! The Gordon R Howard Museum is open.

We are thrilled to share Burbank's rich history with you in person. We remained busy during this down time: updating our website, reviewing our content and programming, and brainstorming on ways to improve our services to you. We remain a hidden gem filled with treasures from the past that our members enjoy. We have so many stories we look forward to sharing with you. Come discover that Burbank's history is the gift that keeps on giving.

To commemorate Burbank's birthday – its incorporation in July 1911, we'd like to share a personal story from Burbank's agricultural beginnings. One of our favorite vignettes at the museum is the Brusso Winery, donated in the late 1970's by the Pititto family. You may say, "that name sounds very familiar." Well that is due to the fact one of the Historical Society's board member is the granddaughter of Mateo and Angela Brusso, our own Mari Pititto.

We sat down with Mari recently and reminisced about her family and the vine-



Pititto built a house for them in 1952. Mary, Fortunato, and little Mari moved in to help their aging parents with the winery. Growing the crops, harvesting, making of the wine was becoming too much for Mateo and Angela.

The winery actually stopped producing wine in 1958, and officially closed in 1965. The City took over the property to build Franklin Elementary School. The vats were donated to the San Fernando Mission, and later made their way to actor Keith Carradine's ranch.

Mari's father was a POW during World War II and when he came to America wanted to become a citizen. He went through citizenship classes and the day he became a citizen, the judge changed his name to Freddy Pititto. Freddy went on to open a grocery store on Sherman Way, and in 1960 opened Fred's Italian Store on San Fernando and San Jose. Mari's parents have left us, but she continues living in her beloved City just a mile or so from the museum. Thank you, Mari, for the wonderful memories. Come visit us and check out the Brusso Winery vignette for yourself. We're open Saturdays and Sundays from 1:00pm to 4:00pm. Make sure to keep checking out our articles in the Burbank Bulletin to learn more of our city's history. Till then, let's celebrate the anniversary of our city and the wonderful legacies left behind by Burbank families like the Brussos and Pitittos.

Burbank Central Library 110 N. Glenoaks Blvd.

Buena Vista Branch Library N 300 N. Buena Vista St.

Northwest Branch Library 3323 W. Victory Blvd.

#### burbanklibrary.org

### Burbank Chorale

Burbank Chorale is starting Rehearsals for the Fall Semester on September 14 at 7pm. Rehearsals will be either Virtual or a combination of In-Person and Virtual, depending on the public health situation. The Burbank Chorale is adhering to the LA County Guidance for Music, Television, and Film Production.

If you are interested in auditioning, please email membership@burbankchorale.org or call 818-759-9177. yara.

Mateo and Angela came to Burbank from Italy at the turn of the century, after learning that the city of Burbank was considered rich in soil for growing grapes. They purchased a plot of land located on Thornton Street near the airport, to Ontario, Burton Way, and up to the VSP parking lot. The winery was opened in 1916 and produced wine through 1958. The Brussos eventually installed fencing around the property to prevent the neighborhood children from trampling the crops in order to eat the grapes.

During prohibition, the Brussos found a way around the law by turning the grapes into juice. The Italian families were allowed 200 gallons of grape juice annually to produce their own wine. So Angela and Mateo got to work making juice for the Italian families in and around Burbank.

The Brusso's lived in a barn located on their property until their daughter Mary Brusso-Pititto, and husband Fortunato THE BURBANK HISTORICAL SOCIETY burbankhistoricalsoc.org 115 N. Lomita, Burbank, 91506 (818) 841-6333

### KCDC Tomorrow's Tech for Teeth: A Pre-Dent Profile on Isabel Dumke

#### By Marc Montano KCDC Staff

At 4-years-old, Kids' Community Dental Clinic (KCDC) patient D—Y— is back in the dental chair. For her young age, she's sat there before - too many times, in fact. Each of her visits feeling more or less as uncomfortable as the last; however, today's visit was KCDC Predifferent. Dental (pre-dent) Isabel Dumke fits her with an Oculus, a virtual reality (VR) headset, typically used in applications of gaming. Recently, the Oculus has made its way into medical settings where the patient's immersive experience with the Oculus distracts them from the anticipated pain and fear of needles. Isabel and the next generation of dentists are set to deliver

transformative technology that will change the interface and practice of dentistry.

Isabel Dumke, a recent graduate of the University of Southern California (USC) and prospective dental school applicant, sought to expand her current extracurricular activities beyond USC's conventional pre-dental organizations. She was introduced to KCDC through her step-father Tom Iselin, the founder of the non-profit consultant firm First Things First, who previously worked with KCDC's Board of Directors many years ago. "He was a big fan of [KCDC] and suggested I call and check it out," Isabel said. Since then, Isabel has been juggling her final year at USC, studying for the DAT, dental school applications, completing a research project for the Los Angeles County + USC Medical Center, and putting in hundreds of hours of volunteering for KCDC, assisting chairside for KCDC's volunteer dentists.

The Kids' Community Dental Clinic, a 501(c)(3) non-profit organization, has over 50 years of service focused on: in-clinic dental services, off-site dental screenings and lectures, and a Pre-Dental Program designed to foster careers in dentistry starting from high school, to pre-dents in college, and also recent college graduates looking into dentistry. Isabel was drawn to KCDC's pediatric dental mission of "improving the oral health of children from



patient.

child's already deteriorating oral health. Isabel aims to use VR headsets, such as the Oculus, to circumvent many of the challenges faced in pediatric dentistry.

Isabel's inspiration for the applications of VR in a dental setting was a result of her extensive coursework in health sciences. As a human biology major, Isabel took one of the most pivotal classes in her undergraduate career, the upper-division class Dentistry 412: Fundamentals of Craniofacial and Dental Technology. In this course, instructor Reyes Enciso, Ph.D, lectured on the potential of VR in pediatric dentistry. Enciso's course topics included insightful details which ultimately evolved from the classroom to real-life application and practice. "VR is such an effective distraction that a child's brain can't even focus as much attention to the noxious stimuli, pain. So not only is the child

*Continued on page 8* 

### Burbank Tournament of Roses Association

#### By Robert Hutt

If we stay true to our self-imposed schedule, our formal First Test Drive will take place sometime this month. However, as of this writing, with about six weeks to go before the end of July, we have not yet requested it. Although we have made great progress on the float and most of the minor elements, the Dragon's neck and arm mechanisms are not yet under construction.

The wing mechanisms are awaiting assembly and installation, but they will need some extra bracing from the yet-tobe-built structure needed to support the neck. The Dragon's head and neck are designed to rise more than 25 feet above ground and the inspectors will surely want to verify that we can get through our 15foot garage door!

The Deco Team is trying to add some variety and texture to the huge green Dragon which has more than 1200 square feet of surface area to decorate. They have purchased another batch of mums for testing floral coverage. These blooms are called Green Doodle and are planned for use in an artistic design pattern on the sides of the Dragon.

The Dragon's chest area is planned to have large scales like the underside of lizards and snakes. We can save money by using the leaves from the roses that we will have already purchased. Decorators will arrange the leaves to form bands across the chest area. The edges of the large scales will be further defined by using the dethorned rose stems.

For the past several months, members of our group have been helping artist Marcos Lutyens with his Rose River Memorial project. His mission is to create a felt rose to commemorate every life lost to the Covid-19 pandemic. At present there have been nearly 600,000 deaths nationwide with about 250 in Burbank alone. Our members have made more than 4000 of the hand-crafted roses which are then mounted on recycled fishing nets for display.

Lutyens' vision is to assemble a gigantic collection of these rose nets (similar to the AIDS quilt) to help people visualize the 600,000 number. March 1st 2022 has been designated as National Covid-19 Day. At that time, groups from across the nation will bring their rose nets to the National Mall in Washington, DC. To help achieve that goal, Lutyens has partnered with



This Unlikely Tale of Friendship brings together a young knight and dragon rewriting their own story, by reading together in harmony. The 2022 parade theme is "Dream, Believe, Achieve" and celebrates the power of education.

groups such as Building Bridges, Marked by Covid and Let's Reimagine.

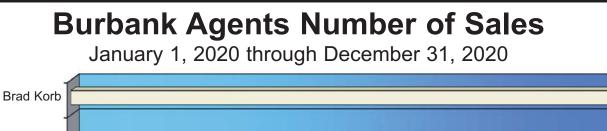
Memorials have already appeared in Orange County, St. Louis, Topeka, Maui, Ojai and the Rio Grande Valley. A memorial in front of Burbank's City Hall was held last month. The exhibit consisted of an 8foot tall "B" draped with rose netting. Our Construction Team took a break from float building to create the hardware portion of the exhibit.

The community at large is certainly welcome to help. Association member Robin Hanna (818-846-7480) is coordinating the efforts of Burbank Tournament of Roses volunteers in support of the project. She has materials and instructions to help get you started. Alternatively, you can download instructions, purchase materials or make a donation by visiting the project website at www.roseriver.memorial.

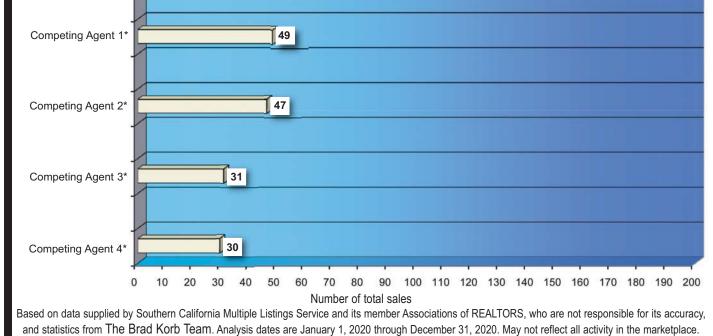
Even after the national display, Lutyens' plan is for the rose nets to appear in multiple installations for the next several years. Eventually the roses will be distributed to donors and supporters as well as being offered to museums and galleries for their permanent collections.

Our reduced schedule at the construction site is Wednesdays and Saturdays from 10 AM until about 3 PM. Everyone is required to wear a face mask, maintain safe social distances, and use hand sanitizer. Our occupancy restrictions are relaxing, but please call ahead to 818-840-0060 before coming to be sure that we are open. Stay Safel Stay Healthy!

Stay Safe! Stay Healthy!



low-income families." Isabel told KCDC, "I love working with kids and love the challenge of helping them to feel comfortable despite being in a scary environment." A patient of significant pediatric dental work herself, she was "plagued by dental problems as a kid. I spent years and years without front teeth and underwent dozens of dental procedures which caused me to hide my smile." Eventually, the extensive dental work restored her smile and boosted her confidence. "I want to give others the same gift of newfound confidence," Isabel proudly explains. Pediatric dentistry separates itself from other dental specialities because of its fundamental aspect of developmental psychology. KCDC's patient population is composed of children of lowincome families, a population that is afflicted with above average rates of urgent oral health problems. Thus, extensive dental work may lead to the development of behavior challenges, further exacerbating a



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\* Agent names available upon request. Current CRMLS members.

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Police Dispatch 818-238-3000		Korb Team ors For Life	Fire Info 818-238-3473
Police Detectives 818-238-3210	818-95 www.Braa	3-5300 lKorb.com	Parks & Recreation 818-238-5300
Animal Shelter 818-238-3340	Graffiti Hotline 818-238-3806	Streets/ Sanitation 818-238-3800	Water/ Power 818-238-3700

### Estate Sales by Connor Shares How Your Trash May Be Worth More Than Your Stocks!

Often times, family members and trustees inherit an estate and are overwhelmed with how to sell the contents. They aren't sure where to begin and "Just want to get rid of the mess" so they can sell or

rent the home. When Estate Sales by Connor is called out to an estate to offer a complimentary assessment of what an estate sales may bring, it is quite common to learn that the family has donated bags of "junk" or rented a dumpster to clean out all the "junk". However, it is more often than not, the "junk" may have more value than items like furniture, fine china and crystal.

When people are moving, downsizing and sorting through the estate of a loved one, the first items that they usually throwaway or donate are clothing which could fetch hundreds, if not thousands of dollars. A few years ago, co-founder of Estate Sales by Connor, Stephen McCrory found a black Alexander McQueen jacket in an estate that looked as if has just survived a Florida hurricane. "Amid some old blazers was this Jacket by Alexander McQueen", States McCrory. "I only knew it has value because he passed away and since then his clothing had skyrocketed". Upon examining it more McCrory was able to sell the jacket for nearly \$2000.00 bringing a well needed profit to his client.

While most estates know when there have Salvador Dali signed Lithograph or a Peter Max signed poster, art is another area that often goes untapped. Numerous times when Estate Sales by Connor has come to assess the contents of an estate, clients explain that they have art but nothing of value. Upon searching through the garage of an estate in Burbank, Stephen McCrory found a wooden create with a stained glass panel, upon closer examination, he determined that it was an actual piece of Tiffany Glass that came from a European church, and not only Tiffany Glass (Yes, as in



Tiffany and Co and Breakfast At Tiffany's) but it was also signed by founder and artisan Louis Comfort Tiffany in 1889. Estate Sales by Connor was able to sell this item for over \$30,000.00! While it is obvious to

most that things like a coin collection and gold jewelry have significant value, it's all in the name. A mint gold liberty coin has more value than most gold rings and a set of Wallace sterling silver "Grand baroque" flatware can sell for nearly double the value of scrap silver. For most people these nuisances go unnoticed, but these are things a commission only based estate sale company, like Estate Sales by Connor will look out for, helping you to maximize your profits.

It's not just clothing and art that could have significant value, which is often overlooked, but less assuming items, like those compiled in the list below.

Estate Sales By Connor's Top Ten Items to Never Throw Away Until Assessed by an Estate Sale Company or Appraiser:

- 1. Records
- 2. Old Cameras and Camera Equipment
- 3. Old Perfume Bottles
- 4. Old Clothing

5. Costume or "junk" Jewelry 6. Anything to do with old Hollywood or Los Angeles

- 7. Old Car parts
- 8. Old tools
- 9. Old Glass
- 10. Old Linens

Instead of guessing what may be of value, give us a call and let us give your potenial estate sale a complimentary assessment...after all you can always throw things out, but you can't take them back!

For a Evaluation, Contact Stephen or Aime McCrory at 310-228-0943 or 818-848-3278 or email photos to americasyoungestpicker@gmail.com. ■

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Burbank based, **Estate Sales by Connor** is a family run company that was recently featured on The Queen Latifah Show and ABC 7 Los Angeles. We offer the perfect combination of an experienced hardworking staff and a loyal following of buyers in the Greater Los Angeles and surrounding areas. We are dedicated to meet your requirements on closing dates and turnaround times, while providing quality service that ensures a smooth transaction. Not only are we estate sale professionals, who have been working within the industry for over 20 years, we have access to some of the top appraisers, auction houses and dealers in the industry. We offer exceptional service and oversee your sale (and belongings) as if they were our own. Our goal is to help you sell and liquidate your estate in a professional and profitable manner. *We are a Licensed, Bonded and Insured California Estate Sale Company* 

### Brad Did It Again!



Brad Did It Again with the sale of The Young Family's house in Burbank!

### Pre-Dent Profile on Isabel Dumke

Continued from page 7

distracted from the pain, but they are also registering less pain," Isabel explains. VR effectively functions in ways beyond a simple distraction, but also as a technological analgesic. However, other dental professionals expressed hesitancy regarding implementing VR, stemming from disinfection and obstructing their workspace. The Oculus allows for standard disinfecting practices, coupled with the use of physical instrument barriers. Additionally, utilizing UV-C technology may also supplement and/or supplant standard disinfecting practices. As for obstructing the workspace, "[The Oculus] is no more, or even less obstructive than the nitrous mask,' KCDC dentist and UCLA Preceptor Dr. Sam Kim told Isabel. "In fact, you can lock the visible field of view to the ceiling, causing the child to look up and actually address a child's tendency to shift their head away from the dentist," Isabel explains. Technological projects from Isabel and other KCDC's pre-dents continue to fulfill and enhance KCDC's mission to serve low-income children through dental health and human care.

"[KCDC] feels like a family and one day I hope to return to KCDC as a volunteer dentist," Isabel told KCDC. She also plans on establishing a Pre-Dent DAT Prep Fund for future pre-dents who may not have the financial means to afford such capital intensive courses. The success of KCDC's Pre-Dental Program is evident through the many KCDC pre-dent alumni who have returned and continued to volunteer with KCDC upon graduating from dental school. As always, KCDC would like to give a special thank you to: Dr. Autumn Abadesco, DDS (UCSF '16), Dr. Ariga Abrahamian, DDS (USC '18), Dr. Nareh Abrahamian, DDS (USC '14), Dr. Jeffrey Asano, DDS (UCLA '18), Dr. Heather Householter, DDS (UCLA '17), Dr. Derek Patao, DDS (USC '20), Dr. Melissa Shimizu Weaver, DDS (UCSF '15), Dr. Manjiri Vartak, DDS (UCLA '17) for their continued support since their time as pre-dent volunteers until practicing dentists today.

#### Our Services:

Free appraisals and estate consultations. Consignments and buy outs.
Estate staging and organization Researching and valuing all items over \$50.00 through our network of appraisers, databases, auction houses and experts.
Advertising and mailing to our 2000+ mailing list.
Less than 48 hour notice clean outs (move-in ready).
Security and a professional staff during the sale.
Antique, art and collectibles consignment process. Detailed accounting.
Clean up and packing services. No out of pocket fees.
Professional References.





#### **Rehome Your Unwanted Items**

Kids' Community Dental Clinic is accepting new and pre-owned DVD and Blu-ray movies, video games and consoles, music CDs, phones, cameras, musical instruments, jewelry, timepieces and small items of value for our online resale fundraiser

Please call (818) 841-8010 to arrange a drop-off. We pick up 100+ items.



Scan to visit our website and learn more or make a financial donation

VISIT US ONLINE: WWW.KIDSCLINIC.ORG

(consider snapping a picture and sharing this ad with others who may be interested in donating)

### **Are You Struggling to Make Ends Meet** (You're Not Alone)

The Covid-19 Global Pandemic - has dramatically altered the financial well-being of many individuals and families.

Many are facing stressful times over their loss of financial independence and daily income security. You're not alone - we're here to help you through these "tough" times.

#### What We Do - For Our Clients:

- Improve monthly cashflow month one
- Reduce/eliminate monthly cash spending to creditors
- Reduce/eliminate out-of-pocket medical/dental cost
- Eliminate 10's of thousands of creditor debt
- Prevent Bankruptcy (BK)
- Save home from "must sell" situations
- Qualify for Mortgage Loan
- Improve Credit status/score

### Brad Korb

#### **OUR GUARANTEE:** - There is NO Client Financial Downside Risk -You will not spend 1-cent until we get the results

- For additional information - Please contact Brad at 818-953-5304, Brad@BradKorb.com, or John Janis toll free 800-706-1210, JohnJ@PlatinumResources.US

#### **CLIENT REVIEW'S – click on this link** https://platinumresources.us/testimonials/

#1 – "John, I want to thank you and Platinum Resources for providing me excellent service throughout our relationship. Not only did you save me a tremendous amount of money, you helped me save my home and business. Your proactive approach in taking care of my debt issues, as well as providing excellent counsel on so many other financial issues gave me a huge sense of relief. Thank you John and I will always be eternally grateful for your support and wish you and your Company the best, Geri'

#2 – "John, thank you for all that you have done for me throughout my financial dilemma. Admittedly, when I was first introduced to you, I felt hopeless, overwhelmed and skeptical that you could you, I felt hopeless, overwhelmed and skeptical that you could improve my situation. Your personal involvement and financial business savvy helped me save the equity in my home, over \$100,000 in credit card debt and provided me the necessary month-ly income to help me meet my obligations. You changed my life, which was rapidly spiraling downhill. I appreciate the amount of energy, patience and dedication put forward on my behalf. Thank you for never giving up on me and tolerating my stubbornness, Bob"

### **Burbank African Violet Society**

The Burbank African Violet Society will be having its next club meeting on Thursday morning July 15, 2021, @ 10:00 A.M. The location is The Little White Chapel Christian Church, 1711 North Avon Street in Burbank. The program will be a Video Presentation "African Violets: Growing the Small Ones, presented by Andrea Worrell". There is always so much you can learn about growing African violet. Refreshments are served and friendships are made. Guests are always welcome to attend our meetings. For more information please telephone me @ (661) 940-3990 or reference our website: www.burbankafricanviolets.weebly.com



### Burbank Temporary Aid Center Updates

### Calling All Crafters! We are looking for handcrafted items for an upcoming auction!

BTAC is planning on hosting an online auction featuring handcrafted items. This can be anything from fine art to quilts or yard signs to specialty food offers. If you think you might like to participate, contact Barbara at bhowell@theBTAC.org or call 818-848-2822 ext. 110.

**BTAC is planning a Trivia Contest!** The details aren't confirmed, but it is in the works! Think about who you would want on your team and watch for more details. To be notified when the details are confirmed, contact info@theBTAC.org and we will add you to our list!

### BTAC Continues to Serve Record Numbers

As the need in the community has increased, so has the generosity of this wonderful community. Thanks to our supporters, BTAC has been able to offer two grocery orders for 6 months! This helps our friends in need put money they might have spent on groceries toward other household bills, such as car insurance and payments, utilities, and rent.

### BTAC has received additional rental assistance funds

Are you or someone you know struggling to catch up on rent accrued during the pandemic? BTAC may be able to help. Call 818-848-2822 ext. 100 or email info@theBTAC.org for more information.

### BTAC continues to observe safety precautions. Although many of the restrictions on masking are changing over this summer,

BTAC will continue to require our guests, volunteers, donors, and staff to wear masks and observe social distancing. We continue to monitor information and will adjust, as necessary.

### How does someone sign up for services?

So many people are struggling to make ends meet and many have never had to ask for help. BTAC is here to help you. Burbank residents are welcome and encouraged to sign up for services. It is a simple process.

• Just gather the following for your household: ID's, proof of income (social security, unemployment, etc.) and a BWP or other bill that lets us know you live in Burbank.

• Take this information to BTAC on a Tuesday, Wednesday, or Thursday between 9 a.m. and 11 a.m. (we close at noon but need time to get everything into our system and your groceries gathered!)

• You will be signed up and on your way home with groceries before you know it!

### Homeless Services

Mondays and Fridays are the days BTAC provides groceries, any case management support for those who are homeless. This is also when they can sign up for services.

Homeless clients can opt to receive either a very hearty daily (M-F) sack lunch OR monthly groceries for those who have access to cooking facilities.

### BTAC Donation Policy During the Pandemic As you can probably imagine, BTAC has had to make several adjustments during

this pandemic. Several items BTAC could previously accept are now not allowed due to health guidelines.

- BTAC cannot accept any of the following items:
- Any used items: clothing, blankets, towels, etc.
- · Previously used grocery bags or any other pre-used bags
- Egg cartons
- Home grown fruits and vegetables.
- Hours for donations have changed:
- Weekdays, Monday Fridays: 8:00 a.m. 3:00 p.m.



• Weekends: by appointment only

Most Needed Items: When deciding what food items to donate, keep in mind the kind of things your family needs and enjoys. Also, our families especially appreciate full-size hygiene items, such as toothpaste, body wash, deodorant, etc.

Monetary Donations are important, too: Many people are not aware that your monetary donations to BTAC help support BTAC's Bill Assistance program. Whether helping with rent, a BWP or Gas Co. bill or subsidizing transportation - just to name a few, these donations help some of our friends and neighbors to keep from becoming homeless.



Brad's client Carl Shaad borrowing signs for his garage sale.

### **PLANNING TO HAVE A GARAGE SALE? Call Us Today to Borrow Garage Sale Signs** 818-953-5300

### Burbank University Women

embers of BUW meet on the 2nd Thursday of each month at Joslyn Adult Center. The group invites all women who have completed 60 units or more of college work and are at least 55 years of age to apply for membership. The goal of Burbank University Women is to promote education and intellectual growth.

Activities include monthly meetings with interesting speakers, book club, dining group, day trips, fundraising activities and furnishing college scholarships to graduates of Burbank high schools.

For membership information, please call Jeri Primm (818)843-2610 or Marcia Baroda at (818) 848-2825.

# Featured Homes

For 24-hour recorded info & addresses, simply dial 1.800.473.0599 and enter the 4-digit code.

To Contact Brad via his Social Media, please find him at:

FACEBOOK: Brad Korb (personal page) / The Brad Korb Team (fan site) / LINKEDIN: Brad Korb / TWITTER: @BradKorb

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Enter Code 2938

MEET BRAD KORB, an individual who knows the importance of maintaining focus. He believes that true success comes from making goals for what matters most in life. And whether he's with his family, interacting with his community or helping his real estate clients, Brad enjoys successful results because of his unique ability to visualize a goal and make a plan for accomplishing it.



Simply call the number above and dial the code #.

Your Home Sold Guaranteed or I'll Buy It!

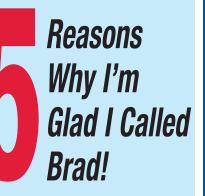
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The Brad Korb Team has a few great opportunities to join our team. We provide free training! Please visit

www.BradKorb.com and click on Thinking About a Career in Real Estate? and complete the online form or call our office at (818) 953-5300.

"True success is found when you stay focused on what's really important family, friends and community." — *Brad Korb* 

office: 818.953.5300 web site: www.bradkorb.com email: brad@bradkorb.com

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ARLETA \$729,927

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**BURBANK** \$699,996 Call 1-800-473-0599, Enter Code 2198



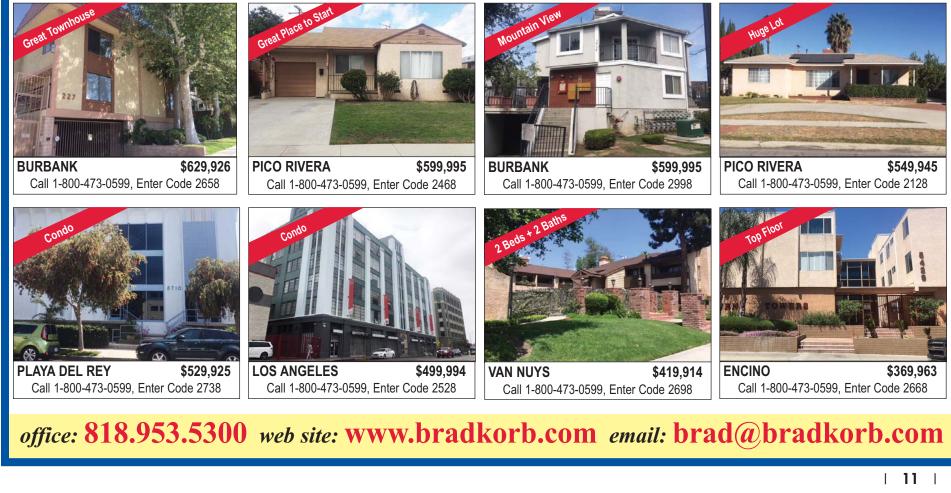
SYLMAR \$645,546 Call 1-800-473-0599, Enter Code 2288



Call 1-800-473-0599, Enter Code 2188









### Market Trends

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PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Marke t
0 to \$300,000	0	0	NA	0	2	0	0.0	\$275,285	\$276,285	100.4%	84
\$300,001 to \$400,000	1	1	100.0%	0	3	1	2.0	\$365,967	\$358,333	97.9%	18
\$400,001 to \$500,000	1	0	NA	2	14	2	0.4	\$450,880	\$452,466	100.4%	28
\$500,001 to \$600,000	4	8	200.0%	8	22	4	1.1	\$558,404	\$558,532	100.0%	27
\$600,001 to \$700,000	9	17	188.9%	3	44	7	1.2	\$645,569	\$660,793	102.4%	21
\$700,001 to \$800,000	2	8	400.0%	8	39	7	0.3	\$722,348	\$743,846	103.0%	17
\$800,001 to \$900,000	7	18	257.1%	7	46	8	0.9	\$812,212	\$858,468	105.7%	14
\$900,001 to \$1,000,000	7	14	200.0%	9	56	9	0.8	\$915,340	\$952,069	104.0%	11
\$1,000,000+	36	0	NA	0	169	28	1.3	\$1,261,607	\$1,340,022	106.2%	17
Market Totals	67	66	98.5%	37	395	66	1.0	\$958,619	\$1,006,592	105.0%	18

Lake	e N	/ie	wΊ	eri	rac	e	Ho	orse ]	Prop	ert	ty	
				Number of	Number			Average		List to	Days	

PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Expired Listings Last Six Months	of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Marke t
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	<b>\$0</b>	NA	0
\$300,001 to \$400,000	0	0	NA	0	0	0	NA	<b>\$0</b>	\$0	NA	0
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$600,001 to \$700,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$700,001 to \$800,000	0	0	NA	0	0	NA	NA	NA	NA	NA	NA
\$800,001 to \$900,000	0	0	NA	0	0	NA	NA	NA	NA	NA	NA
\$900,001 to \$1,000,000	0	0	NA	0	0	NA	NA	NA	NA	NA	NA
\$1,000,000+	0	0	NA	0	0	NA	NA	NA	NA	NA	NA
Market Totals	0	0	NA	0	0	0	NA	NA	NA	NA	NA

### **Sylmar Horse Property**

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PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Marke t
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$600,001 to \$700,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$700,001 to \$800,000	0	0	NA	1	1	0	0.0	\$799,999	\$740,000	92.5%	26
\$800,001 to \$900,000	0	1	NA	0	3	1	0.0	\$875,667	\$898,667	102.6%	20
\$900,001 to \$1,000,000	0	0	NA	1	0	NA	NA	NA	NA	NA	NA
\$1,000,000+	4	0	NA	0	5	1	4.8	\$1,104,780	\$1,185,000	107.3%	21
Market Totals	4	1	25.0%	2	9	2	2.7	\$994,544	\$1,040,111	104.6%	21

### **Sun Valley Horse Property**

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PRICE RANGE	Active Listings	Pendings	Pendings	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Marke t

### **Shadow Hills Horse Property**

PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	Number of Closings Last Six Months	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Marke t
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$600,001 to \$700,000	0	0	NA	1	0	0	NA	\$0	\$0	NA	0
\$700,001 to \$800,000	0	0	NA	0	1	0	0.0	\$799,000	\$790,000	98.9%	16
\$800,001 to \$900,000	1	1	100.0%	0	3	1	2.0	\$798,819	\$849,667	106.4%	24
\$900,001 to \$1,000,000	0	1	NA	0	4	1	0.0	\$961,225	\$951,000	98.9%	31
\$1,000,000+	1	0	NA	0	8	1	0.8	\$1,694,111	\$1,708,780	100.9%	27
Market Totals	2	2	100.0%	1	16	3	0.8	\$1,287,078	\$1,300.813	101.1%	27

### Sun Valley Hills

$\sim$	Sun vancy morse i roperty													Su									
PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	of Closings Last Six		Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Marke t	PRICE RANGE	Active Listings	Pendings	Pendings Ratio	Number of Expired Listings Last Six Months	of Closings Last Six	Sold Per Month	Inventory (Months)	Average List Price (Sold Homes)	Average Sold Price	List to Sales Ratio Overall	Days on Marke t
0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0	0 to \$300,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$300,001 to \$400,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0	\$300,001 to \$400,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0	\$400,001 to \$500,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$500,001 to \$600,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0	\$500,001 to \$600,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$600,001 to \$700,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0	\$600,001 to \$700,000	0	0	NA	0	0	0	NA	\$0	\$0	NA	0
\$700,001 to \$800,000	0	0	NA	0	0	NA	NA	NA	NA	NA	NA	\$700,001 to \$800,000	0	1	NA	0	7	1	0.0	\$736,856	\$758,571	102.9%	23
\$800,001 to \$900,000	0	0	NA	0	1	0	0.0	\$825,000	\$850,000	103.0%	3	\$800,001 to \$900,000	1	2	200.0%	1	3	1	2.0	\$761,333	\$823,926	108.2%	9
\$900,001 to \$1,000,000	0	0	NA	0	2	0	0.0	\$862,000	\$972,500	112.8%	33	\$900,001 to \$1,000,000	0	1	NA	2	5	1	0.0	\$962,400	\$962,650	100.0%	28
\$1,000,000+	1	0	NA	0	2	0	3.0	\$1,325,000	\$1,159,250	87.5%	36	\$1,000,000+	4	0	NA	0	4	1	6.0	\$1,124,475	\$1,106,750	98.4%	42
Market Totals	1	0	0.0%	0	5	1	1.2	\$1,039,800	\$1,022,700	98.4%	28	Market Totals	5	4	80.0%	3	19	3	1.6	\$881,678	\$895,896	101.6%	26

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