

SHERMAN OAKS

Lifestyle



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COMPASS

Five Easy Tips that Can Protect Your Home During the Rainy Season!

ITZCIK WEINSTEIN – Over the past couple of rainy seasons, the Greater Los Angeles area was particularly hard-hit by a number of severe rain events. Super-charged by warm water from the Pacific Ocean, these storms dumped trillions of gallons of water on our city, causing widespread flooding and severe damage to homes and commercial properties.

Because so many homes in Los Angeles and its bedroom communities are built on hills or at the bottom of winding canyons, they are especially at-risk during rain storms. This is because the terrain in such areas has little vegetation to hold its soil in place and allow the rain to soak into the earth. As such, the rain runs downhill, collecting a flow of rocks and other loose debris, which washes down into homes and businesses. Such a muddy mess can cause structural damage to concrete foundations, causing them to shift and crack. To add insult to injury, the stagnant water that remains behind promotes the growth of mold, bacteria, and fungus on the organic materials that make up a modern home, creating an unhealthy environment for those who visit or live in the property.

What can homeowners do to protect their valuable homes during Rainy Seasons? Here are five easy tips:

1. Inspect the hillsides above your home to determine their condition. If the slopes above your home

lack vegetation and have loose soil, ask your local home association or city government what is their plan for mitigating mudslides



in your area. It may be the case that you will need to work with your neighbors to replant vegetation and build a retaining wall to protect your property.

2. Ensure that water is draining away from your property. If you see rainwater pooling around your home, this is the time to ensure that your landscaping, gutters, downspouts, and drains are all functioning as intended. If they are not, a drainage professional can clear your drains, modify your landscaping, and add drainage solutions to fit your specific needs (e.g., area drains, channel drains, catch basins, flow wells, and French drains). If you ask for a free, no-obligation inspection of your property's drainage, most professionals will happily oblige.

3. Reseal surfaces and joints.

Walk around your property and inspect its driveways, walkways, patios, and stairs. If you determine that these

joints and surfaces are in poor condition (e.g., show cracks or damaged seals), have them professionally repaired and treated with appropriate, heavy-duty sealants, which can protect these areas from penetrating moisture and further damage.

4. Install a crawl space “encapsulation” system.

Your property's crawl space (that area beneath the first floor of the structure) is especially vulnerable to damage from moisture that can breed a toxic brew of mold, mildew, and bacteria that can rot your home from the inside out. A wet crawl space also leads to higher energy bills to both cool and heat your home. Solve this issue by installing an “encapsulation” system that seals and insulates the crawl space by wrapping it with a layer of

anti-bacterial polyethylene liner. At the same time, vents and port doors are covered up to offer full insulation, and a dehumidifier is added to dry out and continuously “condition” the area.

5. Have a plan in place. If your property is in danger from destructive water intrusion, you must prepare today. This means having on-hand appropriate tools such as a portable sump pump, a water vacuum, and a supply of sandbags and plywood that you can use to divert the flow of water, mud, and debris away from your property. Note that one good place where you can obtain sandbags at no charge is your local fire station!

Our climate environment is changing, and we can all now expect rain to periodically threaten our homes and businesses. Fortunately, taking reasonable steps to prevent, detect, and respond to water intrusion, is always much less costly than repairing a damaged property, removing hazardous mold, or replacing expensive utility equipment and furnishings.

Itzck Weinstein is the owner and president of Weinstein Construction Corporation (Van Nuys), which he established in 1977 to provide homeowners and commercial property owners with earthquake retrofitting, foundation repair/replacement, and waterproofing services.

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FOUR WAYS ORGAN TRANSPLANTS ARE BEING TRANSFORMED TO SAVE MORE LIVES



HEATHER CARLSON KEHREN - Despite a record year for organ donation last year in the U.S., an estimated 17 people die every day waiting for a transplant. Yet Mayo Clinic transplant experts are optimistic that solutions to some of the biggest transplant challenges are on the horizon, thanks to new technology, research and innovations.

"Our goal is to transform the transplant practice for future patients. To do that, we are using technology and team science to look at ways to optimize donated organs, liberate patients from anti-rejection medications and enable donated organs to last longer," says Burcin Taner, M.D., director of Mayo Clinic Transplant Center in Florida.

Mayo Clinic is celebrating the 60th anniversary of its first organ transplant, which was a kidney transplant from a living donor on Nov. 25, 1963. Today, Mayo Clinic is the largest integrated

transplant center in the U.S. Mayo Clinic's transplant centers in Arizona, Florida and Minnesota combined have performed over 31,000 organ transplants.

"From the very beginning, organ transplantation has been exciting because it can allow a patient who has end-stage organ failure and who is extremely ill and suffering to get back to a normal life. We need to achieve that for more patients," says Julie Heimbach, M.D., director of Mayo Clinic Transplant Center in Minnesota.

Here are four promising ways transplant is changing:

1. ENABLING MORE DONATED ORGANS TO BE SAFELY USED

New technology is helping ensure that more donated organs can get to the people who desperately need them. One of the biggest advances has been organ-perfusion systems. These mechanical devices enable donated

organs such as lungs, hearts, kidneys and livers to remain viable outside the body for a longer period of time so that they can be used. It also allows surgeons to restore organs that would otherwise not be safe for transplantation. "Organ perfusion technology has helped us expand the donor pool and deliver lifesaving transplants to more and more patients, all while maintaining some of the best outcomes," says Bashar Aqel, M.D., director of Mayo Clinic Transplant Center in Arizona.

2. HELPING TRANSPLANTS LAST LONGER

The average kidney transplant in the U.S. lasts 10 to 20 years, meaning transplant recipients are often faced with needing a second transplant. But what if those donated organs could last longer? Researchers are looking at ways to keep patients healthier so that these donated organs thrive

longer. For example, one of the most common causes of kidney failure is diabetes, which is related to obesity. One innovative approach is to perform bariatric surgery ahead of the kidney transplant to reduce the chance of post-transplant diabetes. Efforts are also underway to improve how organs are matched with patients with the goal of minimizing the need for immunosuppression medication, which can have negative side effects.

3. IDENTIFYING ORGAN FAILURE EARLIER

The quicker someone is identified as being at risk for organ failure, the sooner they can begin to receive treatment in hopes of delaying — and potentially preventing — the need for a transplant. Researchers are exploring ways to identify subtle warning signs that this is happening earlier via artificial intelligence and biomarkers in the blood.

4. BIOENGINEERING NEW ORGANS

It may sound like science fiction, but experts hope that one day there will be a way to engineer new organs using regenerative medicine. That would eliminate the uncertainty of organ donation and long waiting lists. Those efforts are still in the early stages.

While all of these potential advances offer hope, choosing to be an organ donor is a step people can take today to help save more lives. More than 103,000 people are on the waiting list in the U.S. for a transplant, according to the United Network for Organ Sharing. Living donation allows people to donate a kidney or part of their liver to someone in need. People also can register to become a deceased donor.

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MAYO CLINIC EXPERT ON THE IMPORTANCE OF LUNG CANCER SCREENING

Screening for lung cancer can save lives, and there's an urgent need for more screening of people of color. That's one of the takeaways from the newly released "State of Lung Cancer" report from the American Lung Association.

DEB BALZER - "Lung cancer is the largest (cancer) killer of adult men and women worldwide. Many of the reasons for that is it's so late in its stage, often, when it's diagnosed," says Dr. Janani Reisenauer, a thoracic surgeon and interventional pulmonologist at Mayo Clinic. "Historical data show that 70% of lung cancers that were being diagnosed were at stage 3, which makes it much more challenging to treat and cure someone of lung cancer."

"Through lung cancer screening, we've been able to identify patients much earlier in their stage, which gives them more treatment options and much more hopeful chances of cure. For that reason, screening is important," she says.

The latest update from the American Cancer Society recommends that people with a substantial smoking history undergo an annual low-dose CT scan for lung cancer screening. Dr. Reisenauer says the new guidelines allow a broader population to be eligible for screening.

"Any patient with a significant smoking history and over age 55 (are the new guidelines). It used to be just 20 years of smoking, and now we've redefined it to say the number of cigarettes per day times the number of years smoking," she says.

"Even if you were smoking for only 10 years and not 20 years, but you were smoking twice as much, you might also be a candidate under the new screening guidelines for a CT," she says.

Dr. Reisenauer recommends that eligible patients talk with their primary care team to let them know you are interested in screening.

HOW LUNG CANCER SCREENING WORKS

Screening includes a low-dose CT scan to detect suspicious lung nodules and signs of lung cancer. Detecting lung cancer in its early stages significantly increases the likelihood of successful treatment and cure.

If lung cancer is confirmed, Dr. Reisenauer says a patient will work with a multidisciplinary team to decide the best treatment option. She says Mayo Clinic

continues to pioneer lung cancer treatment through research and innovation, working for better patient outcomes.

"We generate patient-specific individualized custom treatments for those patients, whether it's given IV or a surgery, or something completely novel like through the robotic bronchoscope. Our understanding of how a patient gets lung cancer and how we can treat it to where it's not the No. 1 cancer killer worldwide — I think we'll make much movement there in the next 10 to 20 years," she says.

"And I think screening is a part of that so we can capture these patients early, understand what we're dealing with. But as we're capturing these patients, we are trying to understand how these tumors behave on a cellular, molecular and genetic level. This is very new, and it's an area of interesting science," Dr. Reisenauer says.

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START THE NEW YEAR WITH EXCITING EVENTS IN SHERMAN OAKS

BY GINA COVELLO

RUN OR WALK FOR WESPARK 5K/10K

Sunday, January 28, 2024 8:00 AM
Balboa Park 6350 Woodley Avenue,
Lake Balboa

Lace up your running shoes for the 14th Annual Run/Walk for WeSPARK 5K/10K at Lake Balboa Woodley Park. Grab your family and friends and let's get moving for WeSPARK Cancer Support Center. Whether you are an avid runner or would rather be on

PUNK GRANDPA AT WHITEFIRE THEATRE

Saturday, February 10, 2024 7:30 PM
The Whitefire Theatre 13500
Ventura Boulevard, Sherman Oaks

Punk Grandpa is like a modern-day Auntie Mame, with genders reversed. It's all about being yourself, embracing life and humor and the value of the grandparent/grandchild relationship. It also touches on the topics of Alzheimer's (as Laura's grandpa passed away due to Alzheimer's and



THE OAKS COMEDY SHOW

Every Monday 7:30 to 9:30 PM

The Oaks Tavern

13625 Moorpark St, Los Angeles

The Oaks Tavern brings the best acts from up-and-coming talent to established comedians who have released comedy specials on the top comedy outlets, while curating talent that will be featured in those same spotlights. With special guests regularly making appearances, you never know who will stop by. Karaoke follows the comedy show from 10 PM to 1:45 AM. For additional information visit theoakstavern.com.

CANDLELIGHT SHERMAN OAKS: A TRIBUTE TO WHITNEY HOUSTON

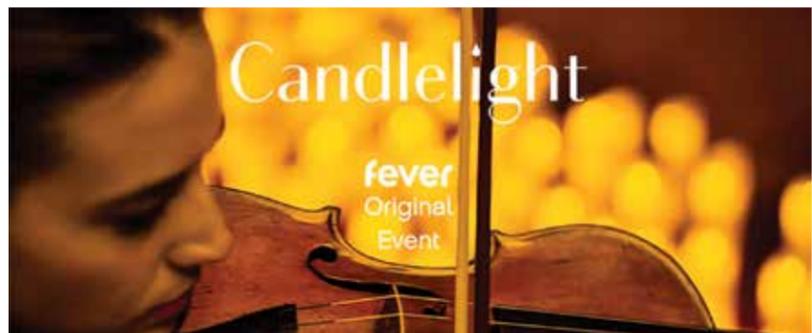
Friday, February 23, 2024

6:30 and 9:30 PM

Skirball Cultural Center 2701 North Sepulveda Boulevard, Los Angeles

Candlelight concerts bring the magic of a live, multi-sensory musical experience to awe-inspiring locations like never seen before in Los Angeles. Get your tickets now to discover the music of Whitney Houston at the Skirball Cultural Center under the gentle glow of candlelight. The doors for the show will open 45 minutes prior to the start time and late entry is not permitted. Ages 8+ welcome, anyone under the age of 16 must be accompanied by an adult. Please visit feverup.com/m/130415 for details.

Information is quoted from event websites so please check for changes.



the couch with a cold drink - there is something for all athletic abilities! 5K and 10K races offer their own Chip-Times Courses around scenic Lake Balboa. Each course is fast and flat and great for the experienced runner or the casual walker - dogs are welcome and can also register and get their own T-shirt, too! Strollers are accessible on both courses! Bring the kids along for the Kids Fun Run - a short run in the Woodley Park area. Each participant will receive a t-shirt and a Finisher Medal! Visit runsignup.com/Race/CA/LakeBalboa/RunWalkforWeSPARK for additional information.

the show has been used as a fundraiser for various branches of The Alzheimer's Association) and Big Band/Jazz music. Punk Grandpa has won several awards. At 2016 FRIGID NYC, it received the Sold Out and Hangover Awards. At the 2015 Planet Connections Theatre Festivity in NYC, it won The Outstanding Performance in a Solo Show Award and Playwright/Performer Laura Scruggs also won the Congeniality Award. "Punk Grandpa" was a Quarterfinalist for the 2020 Screencraft Stage Play Contest as well. For show details please visit whitefire.stagey.net/projects/10191.

IN OUR COMMUNITY

ESSENTIAL GAS FIREPLACE MAINTENANCE TIPS TO KEEP YOUR HOME SAFE

JESSICA BENNETT - A gas fireplace lets you enjoy the warmth and coziness of a glowing fire by simply flipping a switch or pressing a button. Without the mess of ash and soot, these clean-burning units require much less upkeep than traditional wood-burning fireplaces, but a bit of gas fireplace maintenance is essential to keep yours in top shape.

First, it's recommended that you have a licensed gas service provider inspect your fireplace at least once per year. The technician can thoroughly clean gas fireplaces, check for gas leaks, ensure the fireplace is venting properly and identify potential safety issues.

Between annual inspections, you can also conduct some gas fireplace cleaning yourself. Especially if you use your gas fireplace frequently, dirt, dust and other residue can build up over time, eventually resulting in musty odors or glass doors that appear milky or foggy. If your fireplace's interior or glass looks grimy, follow the steps below on how to clean a gas fireplace.

HOW TO CLEAN A GAS FIREPLACE

Working around gas components can be dangerous. Before you begin, read the manual for your gas fireplace and be sure

to follow all manufacturer's instructions, paying special attention to safety precautions.

WHAT YOU NEED

- Screwdriver
- Dropcloth or towel
- Vacuum with crevice tool attachment or handheld vacuum
- Soft cleaning cloth
- Fireplace glass cleaner
- Paper towels

1: TURN OFF THE GAS AND DISASSEMBLE

Switch the pilot light and the gas valve off and wait for the fireplace to cool down completely before cleaning. Following the manufacturer's instructions, remove the glass panel to access the interior of the fireplace. Set the glass on a soft surface, such as a dropcloth or an old towel. If possible, remove the decorative logs (this might require a screwdriver) and place them on the dropcloth or towel. Consider taking a photo of the fireplace before disassembling to help you remember where to put everything back.



2: CLEAN THE FIREPLACE INTERIOR

Vacuum up any dirt or dust inside the fireplace, moving carefully around the grates, decorative stones or other components. If the stones or rocks inside your gas fireplace are small enough to get sucked up by the vacuum, carefully remove them before vacuuming. Dust off the logs, using a soft cloth, and replace them inside the unit.

3: CLEAN THE GAS FIREPLACE GLASS

Gas fireplace glass sometimes acquires a white, foggy-looking film resulting from chemical residue. To clean, use a glass cleaner specifically designed for fireplaces, and buff with paper towels or a soft cleaning cloth. Replace the glass on the fireplace.

OTHER GAS FIREPLACE MAINTENANCE TIPS

The faux logs and rocks inside your gas fireplace can become discolored, worn or cracked over time. If you notice any signs of damage, replace these components immediately. Ensure you have a working carbon monoxide detector installed nearby that can alert you in the event of a leak. Call a professional if you notice any signs of excess moisture, cracked paint, stains or other damage around your fireplace or chimney, and schedule your annual fireplace inspection in the late summer or early fall before the temperatures drop.

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Government Offers Homeowners Free Money for Earthquake Retrofitting!

Itzcik Weinstein – The greater Los Angeles region typically experiences a huge earthquake every 100 years and seismic scientists are all in agreement that our city is long overdue for a “Big One”! This is a natural event that doesn’t care whether or not we are ready for it, and it will likely come directly at us from the San Andreas fault, which is located only 35 miles away from downtown Los Angeles. Although no one knows when the “Big One” will hit, the damage that will result cannot be understated – it will undoubtedly be catastrophic – despite the fact that building codes in our area have been dramatically improved since our last large earthquake in 1994.

Having said that, there is a concrete step that all homeowners can take today to protect their homes and loved ones, and that is to seismically retrofit their properties by bolting them to their foundations and bracing their crawl space walls. Fortunately, two important state government-funded grant programs have been established to provide homeowners with free money grants to subsidize their cost of retrofitting their homes against earthquakes!

THE “EARTHQUAKE BRACE + BOLT” (“EBB”) RETROFIT GRANT PROGRAM

The first such program, called “Earthquake Brace + Bolt” (“EBB”), was established in 2013 and has since then provided nearly 20,000 homeowners with grants to have their homes retrofitted. The EBB program, which is run by the California Residential Mitigation Program (“CRMP”), operates across hundreds

of ZIP codes in the greater Los Angeles region. The eligible ZIP codes are chosen based upon their seismic risk and concentration of older, “at-risk” homes.

The EBB program is open periodically for homeowner registration and submission of applications. The EBB will in fact begin taking applications again on January 10, 2024. At that time, and on a rolling basis, thousands of qualified



homeowners will be eligible to receive free money grants of up to \$3,000 to subsidize their cost of seismically retrofitting their homes. Moreover, those homeowners with a household income at or below \$72,080 will also qualify for additional, supplemental grants, that can potentially cover the full cost of their seismic retrofit. More information about the EBB Program can be accessed by pasting this link into your browser command window: Earthquakebracebolt.com

THE “EARTHQUAKE SOFT-STORY” (“ESS”) RETROFIT GRANT PROGRAM

In 2023, the CRMP also rolled-out a second program for eligible Los Angeles homeowners, the Earthquake Soft-Story (“ESS”) retrofit grant program, which is aimed at earthquake retrofitting the region’s vulnerable “Soft Story” homes. Soft Story homes are those older dwellings

offered by the EBB program.

Homeowners who have a qualified Soft-Story home can participate in the ESS if their single-family home was built prior to 2,000, has no more than two stories and a living space or large opening over its garage, and is located in one of the ESS program ZIP Codes that can be accessed by pasting this link into your browser command window:

Californiareidentialmitigationprogram.com/Sign-Up/signup

The CRMP estimates that there are as many as 1.2 million older homes in California’s seismically hazardous areas that are vulnerable to earthquake damage. When (it’s not an “if”) a large earthquake hits, entire communities will likely be devastated, with thousands of families unable to occupy their homes. Such families will be forced to pay for rental accommodations at inflated prices, at the same time they will be paying out-of-pocket for repairing their family home (if such repairs are even possible). By taking a government free-money grant and retrofitting today, homeowners can harden their homes and potentially prevent outrageous repair bills later on. It just makes sense!

Itzcik Weinstein is the owner and president of Weinstein Construction Corporation (Van Nuys), which he established in 1977 to provide homeowners and commercial property owners with earthquake retrofitting, foundation repair/replacement, and waterproofing services.

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INGREDIENTS

SERVES 4 TO 6

- ❑ 1/2 cup plus 1 tablespoon extra-virgin olive oil, divided
- ❑ 1/2 teaspoon grated lemon zest, divided
- ❑ 1/2 teaspoon pepper, divided
- ❑ 2 pounds Yukon gold potatoes, peeled and cut into 1-inch pieces
- ❑ 1/4 teaspoon table salt, plus salt for cooking potatoes



OLIVE OIL MASHED POTATOES

DIRECTIONS:

1. Stir 1 tablespoon oil, 1/4 teaspoon lemon zest, and 1/4 teaspoon pepper together in a small bowl; set aside for serving. Bring 2 quarts water, potatoes, and 2 tablespoons salt to boil in a large saucepan over high heat. Reduce heat to medium and simmer until potatoes are fork-tender, 15 to 18 minutes.

2. Reserve 1 cup of cooking water, then drain potatoes. Return potatoes to the now-empty saucepan. Add 1/4 cup oil and 1/4 cup reserved cooking water and mash with potato masher until oil and water are fully incorporated. Add 1/4 cup cooking water and remaining 1/4 cup oil and continue to mash until fully incorporated.

3. Scrape down sides of saucepan with rubber spatula. Add salt, remaining

1/4 teaspoon lemon zest, and remaining 1/4 teaspoon pepper and whisk until smooth and no lumps remain, about 30 seconds. (Whisk in reserved cooking water as needed, 2 tablespoons at a time, until potatoes are glossy and smooth; you needn’t use all the cooking water.)

4. Transfer potatoes to a serving bowl and use the back of the spoon to create divots on the surface. Drizzle with reserved oil mixture. Serve.

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INTEREST RATES ARE IMPROVING. SHOULD I HOLD OUT OR MOVE NOW?

Q *Dear Gina,*
 When we bought our 3-bedroom house in 2017 it felt huge. But our family has since grown from two to five and my husband and I both started working from home. We've been wanting to upgrade for years now, but first the market was too competitive and then interest rates went crazy. But it looks like rates are coming down. How much longer should we hold out? - Olivia P.

A **Dear Olivia,**
 Over the last few years I can't tell you how many people I've worked with who've wanted to move for one reason or another but felt like there were too many barriers. That's slowly beginning to change now that more homes are hitting the market and rates are easing.

I say "easing" instead of "falling" because they haven't changed much. Will they get lower? Yes. Is that a reason to delay moving? Probably not. Let me explain.

MORTGAGES CAN BE REFINANCED

It's also important to remember that if you secure a mortgage at today's rates you can still take advantage of tomorrow's rates. Most home loans don't assess penalties for refinancing. But because credit pulls and fees related to the new loan will apply, it's not something I'd suggest doing frequently. Instead, I recommend purchasing a 2-year Rate Buydown (see below), and refinancing when it expires.

will get you a better rate and result in a faster payoff (which means you'll pay interest on a smaller balance each month). Increasing your down payment and making extra "principal only" payments will also reduce your interest cost; the more you inject, the lower your balance, reducing how much interest you pay each month.

And as I alluded to earlier, consider a Rate Buydown if you have the cash. This is a lump sum you pay to the lender in exchange for a discounted interest rate. There are many options available, and your seller might finance a portion of this for you. I'd suggest a 2 or 3 percentage point buydown for 2 years, since refinance will likely make sense by that time. This will suppress your payment and accelerate your principal paydown in the first two years, when your balance is the highest.

YOUR FINANCES MATTER MORE THAN THE MARKET

Your budget is the number

one driver when it comes to whether or not you can upgrade and how much house you can afford. Interest rates absolutely have a bearing on that, but they are beyond our control. Instead, its best to determine if your income, expenses, debt, and savings are in a strong enough position to buy the home you want in the current market. And if they are, there's little to gain from waiting.

And finally, I'll add that although your home is probably your most significant asset, it's not an "investment" in the traditional sense. You're not looking to buy a bigger home to maximize your ROI; you want to *increase your quality of life*. Remember that. The best deal for your family is the one at the intersection of what you need and what you can afford.

GET IN TOUCH!

Thanks again for reaching out, and if you need more tailored advice (or a referral to a good lender), please give me a call.



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LOOK WHO'S TALKING ABOUT GINA COVELLO!

Yael A.

Gina helped us find the home of our dreams! We are so thankful to have found her. She was great at communicating with us, answered all of our many questions, she was very knowledgeable and professional. Gina guided us through the process 100%. She also worked very hard to make buying a home in a very competitive area and market achievable. I would highly recommend Gina to my family and friends!

-M. Mirael

Gina is an amazing realtor and my wife and I cannot say enough good things about her! She really knows her business, inventory, procedures, policies and always follows through. She really made us feel like we were her only clients. Her attention to detail, professionalism and integrity made her a pleasure to work with. We would highly recommend her to anyone!



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COMPASS



IF YOU'RE IN CASH, YOU RISK MISSING OUT, BOND MANAGERS OF \$2.5 TRILLION SAY

MICHAEL MACKENZIE - For investors stashing record sums in cash, U.S. bond managers overseeing a combined \$2.5 trillion have a bit of advice: It's time to put that money to work.

That's the message from Capital Group, DoubleLine Capital, Pimco and TCW Group. And it comes as many fixed-income managers are still licking their wounds following a tough year that's seen the bond market trail ultrasafe T-bills and money-funds carrying the highest rates in decades.

For these West Coast bond managers, this month shows the risk of staying in cash too long. Signs of ebbing inflation and softer growth have fueled a 3.6% surge in the Bloomberg U.S. Aggregate Index in November, leaving it with a return of about 0.7% for 2023. That's still well short of what cash has earned this year. But it shows what a real turning point could deliver after a year marked by head fakes over price pressures and Federal Reserve policy.

The asset managers said in interviews last week that they're comfortable buying Treasuries and other high-quality bonds at levels they finally see as attractive. And they generally agreed on extending interest-rate risk as far as the five-year area of Treasuries, while also owning mortgage debt, which they consider cheap.

"My sense of things right now is that 4 1/2 to 5% is a safe place to be buying bonds," said Greg Whiteley, head of government securities investing at DoubleLine.

He likes Treasuries due in around five years because he says the segment has scope to gain as traders price in more Fed cuts. The area is also less vulnerable than longer maturities

Ten-year notes yielded around 4.4% recently, after touching 5% in October for the first time since 2007. The rally means U.S. government bonds have a chance to avoid an unprecedented third straight year of losses.

given worries about U.S. deficits and borrowing needs, as well as sticky inflation.

Treasuries are on pace to halt a six-month slide. Ten-year notes yielded around 4.4% recently, after touching 5% in October for the first time since 2007. The rally means U.S. government bonds have a chance to avoid an unprecedented third straight year of losses.

Naturally, active managers are doing their best to persuade investors holding a record \$5.7 trillion in money-market funds to funnel cash their way and into longer-dated bonds, which stand to benefit should the economy weaken.

The potential for that scenario has started to look stronger for the four money managers. Strains among consumers in areas such as auto loans and pressure across commercial real estate suggest to them that 2024 will

see a material economic slowdown and lead to Fed easing.

While the appeal of cash is clear, "at some point, though, and you've seen this just over the course of this month, that approach means you miss all the potential price appreciation if the economy starts to slow," said Ryan Murphy, head of fixed-income business development at Capital Group.

The firm's \$76 billion Bond Fund of America fund has gained 4% in the past month, leaving it up about 0.1% this year, data compiled by Bloomberg show.

An inverted curve with bill rates above 5% poses a hurdle in convincing investors to take more risk in bonds, especially with the Fed signaling it's in no rush to lower rates.

For investors, it's hard to abandon cash and "tread back into shark-infested water," said Dan Ivascyn, chief investment officer at Pacific

Investment Management Co.

In the past month, the \$126 billion Pimco Income Fund that he co-manages has gained 3.7%, for a year-to-date return of 5.1%, data compiled by Bloomberg show.

With inflation still elevated, the market may have been leaning too far in favor of Fed cuts, he said last week. However, he still expects easing next year.

"Next year's theme may be a reminder that your cash rate's only guaranteed overnight," he said. "And if and when the Fed starts cutting rates you may wish you locked some of those rates in."

'COMPELLING' MORTGAGES

Several firms — DoubleLine, Pimco and TCW — pointed to mortgage debt as a beaten-down area they expect to boost performance in 2024.

Spreads on Fannie Mae current coupon bonds, a proxy for mortgage securities being created now, are wider than the 10-year average, and the outlook has brightened in part because of bets on Fed easing.

Owning mortgages is a "compelling trade" for the next year, said Peter Van Gelderen, co-head of the securitized group at TCW.

DoubleLine's Whitely said the firm is overweight mortgages, and Ivascyn said the same for the Pimco Income Fund.

"Uncertainty related to interest rates and uncertainty related to regulation for banks" has hurt the market this year, and that tide will turn with mortgage spreads at "a historically cheap level," Van Gelderen said.

TECHNOLOGY: ELON MUSK DELIVERS FIRST TESLA CYBERTRUCKS, CALLING THEM 'THE MOST UNIQUE THING ON THE ROAD'

ANDREA CHANG - Four years after Elon Musk unveiled it with billowing clouds of smoke, balls of fire and a botched demonstration of its shatter-resistant windows, Tesla has finally made the first deliveries of its alien-punk Cybertruck.

Standing in the bed of the stainless-steel-clad electric pickup, which has been mired by production delays and skepticism about its design and everyday utility, Musk called the Cybertruck "the most unique thing on the road" but promised that it is "actually very useful."

"It's not just some grandstanding showpiece like me," he said during Thursday's delivery event,

a dependable workhorse that has been the country's top-selling truck for 46 years in a row and the top-selling vehicle for 41 years.

Musk has sought to set his rugged pickup far apart from rivals, starting with a radically angular, polarizing look and much-hyped features such as bulletproof and arrowproof doors and "armor glass" windows.

Such "apocalypse technology," as Musk referred to it, has led some analysts to question whether the truck — which starts at \$60,990 — could ever achieve mainstream success the way Tesla's Model 3 and Model Y have.

The Cybertruck, which

"We have a car here that experts said was impossible, that experts said would never



be made," Musk said. "Finally, the future will look like the future."

During the half-hour presentation, Tesla redid its infamous window stunt from

did the back window during a second attempt.

This time around, the

window stayed intact, although it appeared the steel ball had been swapped out for a baseball.

Deliveries of the Cybertruck were initially estimated to

in Hawthorne, there were no all-electric pickup trucks being shipped to customers. Today there are a handful, with several more models by big automakers and electric startups on the way.

In late 2021, Rivian became the first automaker to bring a fully electric pickup to the consumer market with its R1T, ahead of Ford's F-150 Lightning, which was released in spring 2022.

Despite getting its first Cybertrucks on the road, Tesla will continue to face major challenges manufacturing the vehicle in large volumes and is unlikely to be able to produce 250,000 a year until 2025, Musk has said.

Tesla hasn't disclosed how many people paid \$100 deposits to get on the waiting list, but Musk said last year that the Austin, Texas, carmaker had "more orders of the first Cybertrucks than we could possibly fulfill for three years after the start of production."

"The ramp of production for Cybertruck will be difficult," Wedbush analyst Daniel Ives said in an investor note after Thursday's event. "Musk and Co. are not expecting to be cash-flow positive from this vehicle for another 12 to 18 months (could be longer in our view)."

Still, launching the truck "is important for the broader Tesla growth story over the coming years and also will prove to the doubters that Musk can successfully expand the Tesla halo effect as more consumers head down the EV path."



which was livestreamed on X, formerly Twitter.

With the launch, Tesla has entered an extremely competitive truck market dominated by Ford's F-Series,

Musk boasted has the handling and speed of a sports car, has towing capacity of 11,000 pounds, a maximum payload of 2,500 pounds and a 340-mile estimated range.

the Cybertruck's debut four years ago, when lead designer Franz von Holzhausen hurled a steel ball at the truck's front window to demonstrate its durability. It shattered, as

begin in late 2021. Its lengthy delay means Tesla is now playing catch-up.

When Tesla's chief executive first introduced the Cybertruck at an event

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US HOME PRICES HIT RECORD WITH EIGHT STRAIGHT MONTHS OF GAINS



Home prices in the U.S. extended their climb, reaching a fresh record high.

ALICIA CLANTON - A national gauge of prices rose 0.7% in September from August, according to seasonally adjusted data from S&P CoreLogic Case-Shiller. It was the eighth straight month of gains for the index, which doesn't provide a specific dollar figure for homes.

Mortgage rates above 7% have chilled the housing market, keeping both would-be buyers and sellers on the sidelines. Shoppers determined to land a purchase often get dragged into bidding wars for the scant supply of listed properties. The persistent inventory crunch has driven prices up since the bottom in January.

"Although this year's increase in mortgage rates has surely suppressed the quantity of homes sold, the relative shortage of inventory for sale has been a solid support for prices," Craig Lazzara,

managing director at S&P Dow Jones Indices, said in a statement recently. On a year-over-year basis, prices climbed 3.9% in September, compared with a 2.5% annual increase in August.

Detroit, San Diego and New York were among the cities with the biggest price gains. The western part of the U.S. remained the weakest, the data showed.

New listings have been ticking up recently, and mortgage rates have declined after peaking early this month, signs that some conditions are improving for homebuyers. In the four weeks through Nov. 19, new listings increased 5.2% from a year earlier, the biggest gain in more than two years, according to a report by Redfin Corp.

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WHY PORCELAIN COUNTERTOPS & EXTRA-LARGE SLABS ARE WONDERFUL DESIGN ELEMENTS



BRANDPOINT - Today's homeowners want to use materials in their homes that fit their busy lifestyles. Porcelain countertops and extra-large slabs meet this need perfectly as they are beautiful, durable, very low-maintenance and affordable. Porcelain slabs can be used on many surfaces, including countertops, floors, walls, fireplaces, vanities, backsplashes, shower walls, tub surrounds and even exterior flooring and cladding. They bring the stunning on-trend colors and patterns of marble, slate and other natural stones, as well as modern concrete looks, to a space while still standing up to real-life activity.

Daltile, America's leading porcelain tile and countertop provider, knows how porcelain slabs can transform a home from fine to fab.

Check out its eight reasons you should consider using porcelain slabs in your next home design venture.

LUXURY AT AN ATTAINABLE PRICE

Porcelain slabs are a great solution for designs that require a high-end look on a budget. They easily bring the scale and style of natural stone slabs to projects where real stone, like marble, might be cost- or installation-prohibitive. Thanks to modern technology, the industry's top manufacturers can create realistic designs that make it hard to tell the difference between porcelain slabs and the natural materials they emulate.

STOPS BACTERIA IN ITS TRACKS

In today's "germ-aware"

world, you'll want a surface that is durable and easily cleanable. Porcelain slabs are up to the task. Not only are they easy to clean, but they're also resistant to the growth of bacteria, mold and mildew. Regular, basic cleaning with water and mild soap is all you need. Also, if you use professional cleaning services, you can rest at ease knowing your porcelain will not be damaged.

POWERFUL DESIGN IMPACT

One of the hottest trends in interior design is using seamless, continuous design to create style and luxury. This design trend is easy to achieve with extra-large

porcelain slabs. They add powerful design impact whether you use it for a single installation, a floor-to-wall-to-countertop continuum or even book-matched for a stunning feature wall.

EASY TO INSTALL

A porcelain countertop can be installed right over your existing countertop. No demolition needed!

PERFECT FOR KITCHEN ISLANDS

A kitchen island is a useful and eye-catching feature in any kitchen. Porcelain slabs create beautiful kitchen islands with minimal or no seams. A porcelain slab island can also withstand the wear and tear of busy family life and frequent entertaining. For example, Daltile's Panoramic Porcelain Surfaces line is heat resistant, so you can set hot pans and pots on its surface. It's also water- and stain-resistant, so your porcelain kitchen island will look good for years to come.

IDEAL FOR A MASTER BATHROOM OASIS

Master bathrooms act as an oasis in a chaotic, kid-friendly home or as an escape from today's stressful, fast-paced world. That's why many new home constructions and renovations focus on turning master bedrooms into personal retreats. Opt

for porcelain slabs to create a seamless design with wrap-around luxury in your bedroom.

SOLID BASE FOR SUPER SHOWER

The "Super Shower" has also become a must for many homeowners. This luxurious shower features various amenities like rain showers, multiple showerheads and digital water temperature controls. Here again, porcelain slabs offer a seamless design that flows across several surfaces (floors to walls to countertops), creating luxury and elegance.

FITTING FOR EXTERIOR SPACES

Porcelain slabs aren't limited to interior designs. They're also an excellent material for outdoor spaces for relaxing and entertaining, including outdoor bars, kitchens and beautiful sitting areas. With porcelain, you can enjoy the same high level of sophisticated indoor design style but in the great outdoors.

Are you ready to update your home with quality porcelain tile? Visit Daltile to find countertops and a variety of porcelain slabs to turn your home into your dream space.

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**THE MARKET IS CHANGING
DO YOU KNOW WHAT YOUR PROPERTY IS WORTH?**

RECEIVE A CUSTOM EVALUATION FOR YOUR HOME, INCLUDING COMPARISONS TO OTHER HOMES THAT HAVE RECENTLY SOLD OR ARE ON THE MARKET.

Go to: www.GinaCovello.com

GET FIT WITH A HOME GYM

Having a home gym is perfect for anyone who wants to exercise more, and wants a way to be able to do it conveniently and avoid excuses like the weather or inconvenience.

KATHRYN WEBER - After the holidays are gone, the resolutions to lose weight, stop smoking or cut out sweets is a common goal for the new year. But resolutions such as going to the gym can fall by the wayside when the thought of heading out for an early morning workout means shoveling snow off the car or having to get dressed for the day at the gym. Good intentions aside, having a home gym is perfect for anyone who wants to exercise more, and wants a way to be able to do it conveniently and avoid excuses like the weather or inconvenience.

Having a home gym means excuses about inconvenience go away. Plus, with a gym in your home you'll be able to work out, clean up and go about your day without having to lug it all in and out of a car or wipe down someone else's sweat from your favorite exercise machine.

FINDING SPACE

If you have a spare bedroom, finding space for your gym is solved. But what if you don't have a spare room for a gym? Basements and garages are tempting gym spots, but if they're not heated or air-conditioned, they could be too cold or too hot to exercise comfortably, and that could discourage you from exercising. Instead, look for a corner of a room where



you could create a gym space. Once you have your gym site selected, it's time to outfit it for your workouts.

EQUIPPING THE SPACE

No matter what type of exercise you prefer, there are several things you'll want to do whether you lift weights, walk on a treadmill or do yoga. The first is to find good flooring. Look into interlocking gym mats that you can use to outline your gym or your gym space. These mats are terrific for almost

any type of exercise and will give your feet and gym equipment added cushion and stability—and give your space the look and feel of a real gym.

Second is lighting. Make sure you have adequate lighting from windows or from overhead fixtures. If there's a window in your gym area, consider adding a large leaning mirror to the opposite wall. This will double up the light and make your space feel larger and more open. This is also a great option if you're renting and can't make changes to

your space. However, if you're converting a room into a gym, give some thought to adding mirror on one wall. The mirror will help to keep you motivated and check your form at the same time. Overhead, add a track lighting style fixture will brighten up your gym area and help you see well.

Other ideas for your home gym include adding a television so you can watch and ride your exercise bike or run on the treadmill, for example, or do follow-along exercise videos. Give

your gym some musical inspiration with Bluetooth speakers so you listen to your favorite workout playlist and keep your motivation up.

Add a hook on the wall for a towel and place a basket on the floor against the wall to store clean towels and other exercise equipment. For other members of the family into working out, install personal lockers for a locker room experience at home.

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5 WAYS TO TRANSFORM YOUR HOME IN THE NEW YEAR

BRANDPOINT - Looking ahead to a new year can inspire dreams and ideas for exciting ways to transform your home - but it can also feel daunting to take on a list of new projects. The good news is you don't need a total remodel to get the home you want, and even small changes can bring new life to your home.

Whether you're craving a complete transformation or just a few impactful changes, here are some specific approaches to enhance any room in your home:

1 SHED SOME NEW LIGHT
Lighting isn't just functional; it's a mood maker, a style statement. This year, embrace the elegance of recessed lighting. These fixtures blend seamlessly into your ceiling, offering a sleek, modern look that opens up any room. Imagine soft, ambient light that enhances your living space's warmth and character. Recessed lighting isn't just for living rooms; it can transform kitchens, bedrooms, and even bathrooms into sophisticated spaces. Plus, it's surprisingly versatile - dimmable options can switch your room from a bright, energetic workspace to a cozy, intimate nook in seconds.

2 START FROM THE BOTTOM UP
Floors are the unsung heroes of home design. They set the stage for your entire decorating scheme. So if you really want to reset the vibe of your home, consider starting with fresh hardwood flooring. LL Flooring's Bellwood hardwood flooring offers enduring, luxurious floors created from the finest wood species, available in a wide range of tones, textures and styles. "Few other investments and home improvement projects can refresh and revive your home like solid hardwood floors," said Jen Meska, Director of Merchandising for LL Flooring. "Hardwood floors are a timeless home décor choice that bring warmth, luxury and comfort underfoot and are built to last generations, and Bellwood floors are the top of the line in both quality and style." Learn more about flooring options to transform your home at LLFlooring.com.

3 CREATE AN ACCENT WALL
An accent wall is like the cherry on top of your interior design. It's a statement, a conversation starter. This year, transform a plain wall into a stunning focal point. Whether you choose a bold paint color, striking wallpaper, or even a textured material like wood or stone, an accent wall adds depth and personality to any room. It's the perfect opportunity to express your creativity and individuality. Plus, it's a relatively simple and cost-effective project that can have a dramatic impact on your space's overall look and feel.



4 REFRESH YOUR FIXTURES
Sometimes, the smallest changes make the biggest difference. Updating fixtures and hardware is a quick, easy and affordable way to give your home a modern facelift. Swap outdated cabinet knobs, drawer pulls, light switches and faucet handles for something fresh and contemporary. These tiny details can tie a room together, complementing your overall design theme. Whether you opt for sleek, minimalist designs or something more ornate and eye-catching, new fixtures and hardware can breathe new life into every corner of your home.

5 REORGANIZE AND DECLUTTER
Embrace the new year with a clean slate by reorganizing and decluttering your home. A well-organized space not only looks better but also improves functionality and reduces stress. Start by sorting through your belongings, keeping only what you love and use. Then, invest in smart storage solutions that keep your space tidy and your items easily accessible. Remember, decluttering isn't just about getting rid of things - it's about creating a more peaceful and harmonious environment where you can truly relax and enjoy your home. Transforming your home for the new year is about making small changes that have a big impact. When creating your project wish list for the new year, keep these design tips in mind to transform your home into the sanctuary of your dreams.

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JUST FOR FUN



SUDOKU

created by Crosswords Ltd.

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			8	2	5	4		
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SCRABBLE GRAMS

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A ₁	A ₁	E ₁	T ₁	N ₁	S ₁	P ₃			
A ₁	A ₁	I ₁	N ₁	M ₃	L ₁	M ₃			
E ₁	I ₁	Y ₄	S ₁	H ₄	W ₄	K ₅			
E ₁	I ₁	C ₃	T ₁	T ₁	R ₁	S ₁			
A ₁	I ₁	D ₂	N ₁	N ₁	K ₅	M ₃			

PAR SCORE 265-275 FIVE RACK TOTAL
BEST SCORE 333 TIME LIMIT: 25 MIN

DIRECTIONS: Make a 2- to 7-letter word from the letters in each row. Add points of each word, using scoring directions at right. Finally, 7-letter words get 50-point bonus. "Blanks" used as any letter have no point value. All the words are in the Official SCRABBLE® Players Dictionary, 5th Edition. SOLUTION TOMORROW
For more information on tournaments and clubs, email NASPA - North American SCRABBLE Players Association info@scrabbleplayers.org. Visit our website - www.scrabbleplayers.org. For puzzle inquiries contact scrgrams@gmail.com 08-06

CROSSWORD PUZZLE

1	2	3	4		5	6	7		8	9	10		11	12	13	
14				15					16			17				
18									19							
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47	48	49						50	51					52		
53							54					55	56			
57					58	59			60					61	62	63
64									65							
66									68						69	

ACROSS

- 1 Kilauea flow
- 5 Clear dishes from
- 8 Jammies
- 11 Hosp. figures
- 14 Longest, as odds
- 16 Like many Berbers
- 18 *Occasion to pin back one's coif?
- 19 Like village roads
- 20 Mediterranean country
- 22 Mixed martial artist Rousey
- 23 Girl of the fam
- 26 *Catchy part of a virtuous song?
- 29 Shortly
- 32 Arboreal marsupial
- 33 "You betcha"
- 34 Garage door opener brand
- 35 Org. that includes the TSA
- 38 *People born during the Era of Good Feelings?
- 42 Digs in the mud
- 43 Battery measures
- 44 Biblical mount
- 45 Bernie in his mittens, Keanu playing with puppies, etc.
- 46 "Yeah, that's old news"
- 47 *Evening spent downloading the latest OS?
- 52 Manhattan option
- 53 Mind
- 54 Qualifying events
- 57 Calm
- 60 Social climbers, and what the answers to the starred clues literally have
- 64 Brings in
- 65 "You can guess the rest"
- 66 Put away
- 67 Keystone bumbler
- 68 Mauna __
- 69 Monumental

DOWN

- 1 "Geaux Tigers!" sch.
- 2 High point of a trip to Europe?
- 3 YouTube clip, for short
- 4 Mine, in Montréal
- 5 Capital in the Levant
- 6 Many an election night graphic, for short
- 7 Direct
- 8 LAX setting
- 9 Yak
- 10 Limited autonomy, so to speak
- 11 Pipe cleaner
- 12 Internet stranger
- 13 Quarterback maneuver
- 15 The Colorado fourteeners, e.g.: Abbr.
- 17 Hana Airport greeting
- 21 Compares
- 23 Facial cavity
- 24 Unsuitable
- 25 Watched from the sidelines
- 27 Left
- 28 Locks
- 30 Letters in ancient history
- 31 "Tell me if this is too personal, but ..."
- 34 Understands
- 35 Currency of Serbia and Jordan
- 36 White with frost
- 37 Biting
- 39 Large volume
- 40 Singer Campbell
- 41 Draw
- 45 Two socks, hopefully
- 46 Mississippi source
- 47 Linguistic practices
- 48 Violinist/singer Haden
- 49 Light rail stop
- 50 Slop
- 51 Aware of
- 55 Cell service letters
- 56 Appease fully
- 58 Citigroup's Jane Fraser, e.g.
- 59 Super vision?
- 61 Set component
- 62 Tetra- minus one
- 63 __ bunt

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PUZZLE ANSWERS

SCRABBLE GRAMS SOLUTION

PAR SCORE 265-275 TOTAL 333

RACK 1 = 65
RACK 2 = 61
RACK 3 = 70
RACK 4 = 59
RACK 5 = 78

M₃ A₁ N₁ K₅ I₁ N₁ D₂
T₁ R₁ I₁ S₁ E₁ C₃ T₁
W₄ H₄ I₁ S₁ K₅ E₁ Y₄
M₃ A₁ I₁ L₁ M₃ A₁ N₁
P₃ E₁ A₁ S₁ A₁ N₁ T₁

1	8	6	3	9	4	5	2	7
5	7	4	2	8	1	6	3	9
3	9	2	6	5	7	1	8	4
2	3	9	5	4	8	7	6	1
6	4	1	9	7	2	8	5	3
8	5	7	1	3	6	9	4	2
4	6	5	7	1	3	2	9	8
9	1	3	8	2	5	4	7	6
7	2	8	4	6	9	3	1	5

E	A	T	K	O	P	L	O	A	E	P	I	C			
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A	T	P	E	A	C	E	U	P	S	T	A	R	T	S	
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U	P	D	A	T	E	N	I	G	H	T	R	A	V	E	
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S	T	Y	V	O	L	T	S								
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L	A	V	A												



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RECENT SOLDS IN SHERMAN OAKS (91423)

ADDRESS	BEDS	BATHS	SQFT	LOT SIZE	YEAR BUILT	PRICE/SQFT	SOLD
Valleyheart Dr	3	2	1,729	9,510	1950	\$757.66	\$1,310,000
Sylmar Ave	4	3	2,078	6,776	1947	\$630.41	\$1,310,000
Katherine AVE	3	3	1,740	6,755	1952	\$839.08	\$1,460,000
Weslin Ave	3	2	1,660	6,301	1951	\$894.58	\$1,485,000
Nagle Ave	2	2	1,750	6,599	1950	\$891.43	\$1,560,000
Dixie Cyn Ave	3	2.5	2,061	6,081	1938	\$844.25	\$1,740,000
Woodman Ave	5	5.5	4,256	8,813	1924	\$411.18	\$1,750,000
Cheltenham DR	3	3	2,484	6,389	1972	\$718.60	\$1,785,000
Greenleaf St	4	3	2,500	6,801	1923	\$876.00	\$2,190,000
Ventura Canyon Ave	4	2.5	2,859	8,827	1936	\$839.45	\$2,400,000
Greenbush Ave	5	4	3,685	8,166	2005	\$738.13	\$2,720,000
Katherine AVE	5	6	4,255	6,755	2013	\$669.80	\$2,850,000
Stansbury AVE	6	5	3,442	20,159	1948	\$908.48	\$3,127,000
Greenbush Ave	5	4.5	3,600	8,079	2023	\$923.61	\$3,325,000
Dixie Canyon Ave	6	5.5	5,464	8,825	2016	\$878.48	\$4,800,000
Cheltenham DR	6	5	5,705	38,735	1958	\$874.67	\$4,990,000
Stansbury AVE	6	6.5	5,397	14,239	1948	\$926.07	\$4,998,000
Hollyline Ave	5	6.5	7,670	102,469	1950	\$762.71	\$5,850,000

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REAL-TIME MARKET PROFILE
Sherman Oaks, CA 91423

Median List Price	\$1,976,000
Median Price of New Listings	\$2,300,000
Per Square Foot	\$879
Average Days on Market	89
Median Days on Market	67
Price Decreased	33%
Price Increased	4%
Relisted	4%
Inventory	24
Median Rent	\$8,900
Market Action	45

Strong Seller's Market

IF YOU WOULD LIKE THE MONTHLY MARKET ACTIONS REPORT SENT TO YOU, PLEASE EMAIL ME AT GINA@GINACOVELLO.COM



SCAN HERE FOR FULL REPORT

Knowledge of a local agent.

Power of a national network.

Compass is driving impact across the country. Here's how I leverage the Compass network and solutions to help you:

Find your place in the world—no matter where you want to go.

Compass is a coast-to-coast referral network that now covers 45% of the country's population. Anywhere you want to go—I can connect you to 22,000+ hardworking Compass professionals to find your dream home.

Seamlessly achieve your real estate goals.

As a Compass agent, I have access to the best digital platform to make your buying or selling journey simple and stress-free. I'll formulate the best strategy and guide you through every step of the transaction for a successful real estate experience.

Get a higher price for your home with increased listing exposure.

About 95% of all real estate searches start on-line—so you need an elevated digital reach to find buyers. I'll drive more traffic to your property listing on-line as we build upon the growing Compass brand awareness.



Let's connect to find your dream home.



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