

Dear Reader,

Will you join me? For what, you may ask? Helping each other get to know more about the small businesses throughout our communities. Typically, I share something personal in my opening paragraph with you. However, I took the month of January to prepare to launch and share this new project.

This month I am launching a video/podcast series, "Inspiring Small Business Stories,". The goal, help small businesses by bringing the type written list of professionals to life. Meet the professionals, get to know how they started, where they are from, and what's so special about what they do—a trusted professional video list. The list will grow weekly and can be found at <http://robbyn.info/Professionals>. Every week, I will share the newest interviews across multiple social media platforms. I was hoping you could send me your recommendations. Perhaps it's your own business. Please don't be shy to contact me, and let's set up your Zoom interview today.



| LOCATION | ZIP | SINGLE FAM. | | TOWNHOMES | |
|------------------------|-------|-------------|--------------|-----------|-------------|
| | | FOR SALE | TOTAL BUILT | FOR SALE | TOTAL BUILT |
| La Crescenta | 91214 | 16 | 8381 | 7 | 815 |
| Montrose | 91011 | 5 | 745 | 5 | 514 |
| La Canada - Flintridge | 91011 | 34 | 6633 | 0 | 68 |
| Glendale | 91208 | 11 | 4455 | 4 | 501 |
| Altadena | 91001 | 33 | 10384 | 1 | 154 |
| Sunland/Shadow Hills | 91040 | 15 | 5748 | 0 | 386 |
| Tujunga | 91042 | 21 | 6088 | 2 | 646 |
| Totals | | 116 | 42434 | 19 | 3084 |

On the real estate front. 2021 continues to be red hot for sellers. Buyers still scramble to secure their home of choice due to record low inventory. The graph illustrates the number of single family homes and townhomes for sale per zip code compared to the existing builds. So, when I say, "inventory is at an all-time low," you can see

how few homes are for sale.

If you feel it's time to jump into this market as a buyer or seller I'd be very excited to discuss all your options, just give me a call.

Respectfully,



Robbyn Battles