



KIM HALL
HOMES

SPRING 2018 QUARTERLY UPDATE



"If you don't take good care of your credit, then your credit won't take good care of you."

- Tyler Gregory

The Benefits of Great Credit (and How to Boost Yours)

Whether you want a loan to make a large purchase or you're applying for a job, a high credit score may give you an advantage. It not only helps you secure a lower interest rate and save money over the life of your loans, it also demonstrates to lenders and potential employers that you're financially responsible, and likely responsible in other areas of your life. Financial institutions and employers put their trust in this score and are more inclined to trust you if you're a low-risk candidate.

Lower interest rates on loans & credit cards.

Lenders consider people with great credit a good risk, meaning they're confident the borrower will pay back the money. If you're applying for a mortgage, good credit may get you a wider range of mortgage offers. One or two percentage points in interest may save you tens of thousands over the life of the loan.

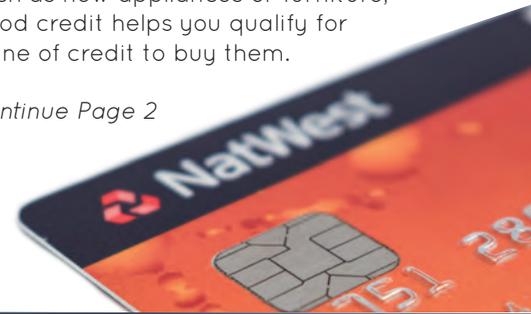
Leverage to negotiate lower credit card interest rates.

The higher your score, the more bargaining power you may have when negotiating interest rates. Why? Your credit card company does not want to lose your business and they will often lower your finance rate. You need to ask! Additionally, you may be able to cite other offers you've received from companies based on your score, which may help you negotiate a better deal and save money.

Qualify for lines of credit.

If you need to make a large purchase, such as new appliances or furniture, good credit helps you qualify for a line of credit to buy them.

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Good Financial Habits to Cultivate Now

Check your credit report. Once, every year, you're entitled to a free credit report from all 3 credit agencies via annualcreditreport.com. Be sure to save all three reports and review thoroughly. If you notice any inaccurate information, report it immediately to your credit agency.

Set up automatic payments. If you have trouble remembering when bills are due, set up automatic payments. Or, if you prefer set up payment reminders to help you remember due dates.



If you're young or have a short credit history, avoid opening several new accounts at once. Opening multiple accounts in a short amount of time may lower your score. Also, if you're rate shopping, lump it into a single inquiry. Several new inquiries into your credit can count against you.

It's never too late to repair your credit. If you have to start over due to bankruptcy, be diligent about opening new accounts and continue to make your payments on time. This will help you rebuild your good credit history.

The Benefits of Great Credit (and How to Boost Yours) - Continued

Qualify for higher limits.

With a strong history of repaying your debt on time, banks may be willing to lend you more money and, if asked, will often increase your credit limit.

Rental approval.

If you're renting a home or apartment, a good credit score increases your chances of securing your ideal location. Landlords use credit scores to screen their tenants' payment history, delinquencies and charge offs. This is also true if you're renting a vacation home. Many agencies will run a credit check and, if your credit is good, you may be able to negotiate fees and lower rates.

Better insurance rates.

A great credit score could lower your auto insurance rate. According to many insurance companies, people with bad credit

are more likely to file claims. A good score may lower your premium and lock you into a better rate.

Gain employment.

Many employers are checking the credit of their applicants. If you have good credit, you are seen as more responsible than applicants with lower credit scores.

Avoid security deposits.

Utilities and cell phone providers often require a security deposit when you sign up for service. With good credit, you may not have to pay a deposit when you sign up for service or, in the case of utilities, transfer to another location.

How to Increase Your Credit Score

Always pay your bills on time.

This simple act each month will build great financial habits that will pay off over the long run.

Keep your balances low.

Ask your issuer if they accept multiple payments during the month to help you maintain a lower balance and still earn rewards.

Maintain a credit utilization ratio of less than 30 percent.

Your balances make up 30% of the total amount of credit available. To increase your credit score faster, lower your credit utilization ratio to less than 10%.

Tackle your debt.

Start with the highest interest rate card or loan. Then pay down the next card.

FEATURED LISTING



912 Via Del Monte, Palos Verdes Estates | 5 Bedrooms | 4 Bathrooms | 3,418 Square Foot Home | 18,837 Square Foot Lot



2018 Market Data Report

Sales of Single Family Homes in Palos Verdes

AREA	UNITS SOLD		2018 SQ FT RANGE		2018 AVG SQ FT	2018 PRICE RANGE		2018 AVG PRICE	2017 AVG PRICE	2018 AVG \$/ASF	2017 AVG \$/ASF	AVG \$SF %CHG
Lunada Bay/Margate	16	22	1576	5368	2928	\$1,126,853	\$3,750,000	\$2,122,335	\$2,756,750	\$738	\$769	-4.1%
Monte Malaga	6	10	2592	6258	3785	\$1,350,375	\$4,757,000	\$2,737,896	\$2,482,800	\$717	\$686	4.5%
Malaga Cove	6	5	1935	3500	2644	\$1,600,000	\$3,193,125	\$2,164,354	\$1,695,800	\$813	\$665	22.3%
Valmonte	13	14	1640	3814	2292	\$1,234,567	\$3,225,000	\$1,603,427	\$1,470,405	\$707	\$652	8.5%
PV Drive North	17	13	1938	7878	3102	\$1,335,000	\$2,550,000	\$1,778,941	\$1,705,462	\$613	\$574	6.8%
Rolling Hills	6	4	2662	5300	4011	\$1,650,000	\$5,000,000	\$2,817,413	\$3,245,625	\$683	\$828	-17.4%
PV Drive East	13	9	2027	5064	2965	\$1,129,000	\$1,800,000	\$1,426,154	\$1,336,222	\$501	\$468	7.1%
Mira Catalina	4	5	1296	2712	2214	\$1,070,000	\$1,350,000	\$1,242,500	\$1,339,800	\$594	\$626	-5.1%
PV Drive South	8	5	1214	7954	3792	\$1,225,000	\$6,399,999	\$2,653,625	\$1,586,360	\$754	\$606	24.5%
West Palos Verdes	5	5	1864	3184	2213	\$1,415,000	\$2,300,000	\$1,750,400	\$2,282,000	\$801	\$675	18.7%
Country Club	4	4	2720	3872	3151	\$1,322,525	\$2,170,000	\$1,759,381	\$1,718,000	\$563	\$590	-4.7%
La Cresta	6	3	2585	4250	3228	\$1,390,000	\$2,240,000	\$1,864,667	\$1,830,000	\$589	\$545	8.1%
Los Verdes	7	6	1404	2733	1868	\$1,010,000	\$1,675,000	\$1,248,936	\$1,277,583	\$693	\$608	13.9%
Crest	5	9	2222	2468	2350	\$1,250,000	\$1,632,000	\$1,375,400	\$1,396,444	\$587	\$534	9.8%
Peninsula Center	6	4	1896	2730	2250	\$1,000,000	\$1,650,000	\$1,399,000	\$1,305,750	\$627	\$619	1.2%
Silver Spur	9	7	1328	2383	1832	\$910,000	\$1,310,000	\$1,161,667	\$1,074,857	\$646	\$607	6.6%
Eastview RPV	9	8	1236	2528	1842	\$700,000	\$1,130,000	\$917,889	\$819,800	\$511	\$525	-2.6%

Totals / Ranges / Avg	140	133	1214	7954	2744	\$700,000	\$6,399,999	\$1,755,771	\$1,797,913	\$653	\$633	
% CHANGE 2017 vs 2018	5.3%						-2.3%		3.2%			

Median Sales Price								\$1,755,771	\$1,450,000	\$629	\$602	
% CHANGE 2017 vs 2018							6.9%		4.4%			

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

Can't find your neighborhood's stats?
Check out my website at KimHallHomes.com for stats from the entire South Bay.

What people are saying about Kim...

A friend of the family referred Kim to me when my mother passed away and my brother and I needed to sell her home. One meeting with Kim and we knew she was the one to get the job done. We needed to clean out my mom's home and with Kim's help staging, the house showed in its absolute best light. Kim has a great personality, is a true professional, extremely thorough, responsive and a total problem solver. In the end, we accepted an offer within days of listing it and ultimately sold the house over asking. Kim's attention to detail and knowledge of the industry was incredible. We will refer her to all our family and friends!

~Paul J.





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With four adult children preparing to buy homes, the topic of credit often pops into our conversations. Enjoy the articles in this issue about credit and feel free to pass them on to friends and family. Also in this issue are sales stats for the First Quarter of 2018 for the Palos Verdes Peninsula. Statistics for other South Bay community's are on my website. Can't find the information you need? Call me! I'm always happy to help.

Kim

Local South Bay Events



First Fridays

This new, free, monthly event is the place to be every first Friday! Head to the Village and enjoy live, outdoor bands, food samplings, gallery viewing, promotional offers and more while you dine and shop.

The Village has plenty of metered parking on every street, along with a large metered parking lot in the triangle bordered by South Elena Avenue, Via El Prado and Avenida del Norte, and additional parking off South Catalina Avenue and Vista Del Mar. The parking fees are \$1.50 per hour from 9am to 9pm and many meters conveniently accept credit cards for payment.

Fri, May 4, 2018 • 5:00 PM – 8:00 PM
1799 South Catalina Ave • Redondo Beach
www.rivieravillage.net



3rd Annual Beach Cities Beer & Wine Festival

Join in the fun at the 3rd Annual Beach Cities Beer and Wine Festival. Last year's event sold out FAST - over 500 tickets!! This event will offer guests the opportunity to taste over 20 different craft brews, fine wines and liquors. The Bay Club Redondo will host this event, which offers amazing views of the Redondo Beach Marina. Your ticket allows you the opportunity to sample drinks from all our vendors at no additional charge. It is the perfect setting to showcase renowned wineries and breweries, as well as local restaurants serving amazing food. We'll also have live music with Angry Donkey and top DJ's in So Cal. This will be a fantastic event that all will enjoy!

Sat, May 12, 2018 • 2:30 PM – 6:30 PM
Bay Club • 849 North Harbor Drive • Redondo Beach
www.smackfestevents.com/festivals