

to draw in the most moolah:

- Kitchens
- Bathrooms
- Living spaces
- Master bedrooms

These tend to be the make-or-break rooms when it comes to a big purchase. Crown molding adds a bit of detail, a feeling of luxury that'll certainly add to the bottom line.



3. Boost Curb Appeal — and Backyard Bonuses

No one will come in your home unless the first impression is stunning. Another DIY project should be a landscape overhaul of your front yard. It can be something as simple as adding a path of pavers to your front yard or sprucing up your flowerbeds with colorful blooms. All of this will catch the eye of potential buyers — and fatten up the bottom line of the offers they make.

Another easy fix — your garage door. If it's street-facing, it's another area for prospective buyers to look at, and it has a great return on investment.

You don't have to stop with the front of your home. Especially if you live in a climate that permits lots of outdoor activity, you'll want a backyard to match. Some may require you rent or buy tools for landscaping and other applications, but imagine the payoff with, for example, the beauty of a functioning fire pit in your backyard. Not only will you be able to enjoy it while you're still living in your home, but potential buyers will easily be able to envision themselves sitting around a fire.

4. Beautify the Bathrooms

Bathrooms have a big effect on buyers. They expect clean, modern updates, just like in the kitchen. Overhauling your powder room is an easy weekend task that might require small swaps, such as a new modern light fixture over the vanity or a new vanity altogether.

Your full bathrooms will require a bit more attention if you want them to be up to snuff. Again, look in the familiar places:

- Lighting fixtures
- Cabinets
- Hardware
- Countertops
- Tile

You don't have to shell out a ton of money to have someone else re-tile a wall or backsplash in your bathroom, either, if you have the patience to demo and tile the space yourself.

5. Out With the Really Old

Some accents once considered fresh and fashionable now give your home a dated appearance. You probably already know what in your home screams 70s, 80s or 90s. Whatever it is should go in due course.

The list of outdated design elements is truly endless, but some of the biggest offenders are old-school wallpaper, the floor-to-ceiling wood paneling that may or not be actual wood, and, of course, popcorn ceilings. By removing these three offenders alone — a popcorn ceiling doesn't take much effort — your home will snap right back into 2017.

Once people start envisioning themselves living in your home, you won't have to envision offers pouring in — they'll start coming thanks to your hard work. You go, weekend warrior.

- From Rismedia.com



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2017 MARKET DATA REPORT
JANUARY 1ST - MARCH 31ST 1ST QUARTER

SALES OF SINGLE FAMILY RESIDENCES, PALOS VERDES PENINSULA

AREA	UNITS SOLD		2017 SQ FT RANGE		2017 AVG SQ FT	2017 PRICE RANGE		2017 AVG PRICE	2016 AVG PRICE	2017 AVG \$/ASF	2016 AVG \$/ASF	AVG\$/SF %CHG
	2017	2016										
Lunada Bay/Margate	22	17	1555	6844	3315	\$1,071,500	\$13,840,000	\$2,756,750	\$1,819,559	\$769	\$702	9.5%
Monte Malaga	10	6	2184	5926	3797	\$1,700,000	\$3,180,000	\$2,428,800	\$1,993,167	\$686	\$630	9.0%
Malaga Cove	5	7	2183	3420	2592	\$1,375,000	\$1,979,000	\$1,695,800	\$2,939,286	\$665	\$807	-17.6%
Valmonte	14	9	1263	4071	2356	\$1,070,000	\$2,370,000	\$1,470,405	\$1,665,183	\$652	\$694	-6.0%
PV Drive North	12	10	1910	4933	2956	\$920,000	\$2,987,500	\$1,705,917	\$1,595,500	\$574	\$630	-8.9%
Rolling Hills	4	4	2147	5089	3922	\$1,950,000	\$4,750,000	\$3,245,625	\$3,548,575	\$828	\$891	-7.1%
PV Drive East	9	10	2131	4610	2951	\$950,000	\$1,750,000	\$1,336,222	\$1,364,390	\$468	\$529	-11.4%
Mira Catalina	5	7	1895	2547	2160	\$1,161,000	\$1,500,000	\$1,339,800	\$1,421,428	\$626	\$534	17.3%
PV Drive South	5	9	1794	5840	2787	\$961,800	\$2,775,000	\$1,586,360	\$1,515,278	\$606	\$552	9.8%
West Palos Verdes	5	3	1864	5003	3342	\$1,025,000	\$4,125,000	\$2,282,000	\$4,833,333	\$675	\$799	-15.5%
Country Club	4	3	2186	3500	2866	\$1,222,000	\$2,465,000	\$1,718,000	\$2,207,667	\$590	\$565	4.5%
La Cresta	3	8	2546	3980	3318	\$1,250,000	\$2,300,000	\$1,830,000	\$2,206,000	\$545	\$576	-5.3%
Los Verdes	6	6	1434	3077	2144	\$1,049,000	\$1,680,000	\$1,277,583	\$1,176,417	\$608	\$592	2.6%
Crest	9	8	2052	3966	2669	\$1,040,000	\$1,885,000	\$1,369,444	\$1,326,875	\$534	\$569	-6.1%
Peninsula Center	4	7	1670	2459	2119	\$985,000	\$1,610,000	\$1,305,750	\$1,119,286	\$619	\$540	14.7%
Silver Spur	7	7	1575	2034	1779	\$860,000	\$1,325,000	\$1,074,857	\$1,101,214	\$607	\$614	-1.2%
Eastview RPV	8	11	1248	1893	1576	\$640,000	\$969,400	\$819,800	\$752,136	\$525	\$444	18.2%

Totals / Ranges / Averages	132	132	1248	6,844	2787	\$640,000	\$13,840,000	\$1,798,654	\$1,712,844	\$633	\$615
% CHANGE 2016 vs 2017	0.0%							5.0%		2.9%	

Median Sales Price		\$1,442,500	\$1,395,000	\$602	\$593
% CHANGE 2016 vs 2017		3.4%		1.5%	

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 www.KimHallHomes.com for stats from the entire South Bay.

Featured Listing



Luxury Living

2540 Via Olivera • Palos Verdes Estates 90274
\$2,250,000 | 4 Beds | 4 Baths | 3,562 Sq Ft

Nestled on a quiet street in Upper Lunada Bay is Casa Olivera, a European style home with spectacular ocean and sunset views! The beautiful journey begins at the wrought iron entrance that leads to the 2-story vaulted ceiling living room with a fireplace on one side and the dining room on the other. Both open to a balcony that captures the stunning ocean views. The new kitchen has a walk-in pantry, quartz counter-tops, soft-hinge cabinets and new stainless steel appliances, including a 6-burner top Viking stove and a built-in Subzero fridge; a breakfast room is next to it for casual dining. Relax in the oversized family room with a cozy fireplace, wet bar & wine fridge, or enjoy outdoor living in the center courtyard. On the upper floor is the master bedroom with spectacular views and huge bathroom. True to its European style, this house is a jewel in PVE.

What people are saying about Kim...

“ Thank you so much, Kim, for all that you have done. I have worked with many Realtors over my 26 years in real estate and you are the best. You really care for your clients and you have done things over and above your call of duty that others don't do. Thank you very much. Bee-De ”