

January 2024



It's Puzzling...

Puzzles have been captivating minds across generations. As we celebrate National Puzzle Day on January 29th, it's a perfect opportunity to reflect on the universal benefits that these mind-bending challenges offer to people of all ages.

For children, puzzles serve as invaluable educational tools, fostering cognitive development, spatial awareness, and problem-solving skills. Whether it's a simple jigsaw or a complex math puzzle, these activities stimulate young minds, encouraging logical thinking and enhancing their ability to analyze and strategize.

As individuals transition into adulthood, many puzzles become a therapeutic escape, offering a meditative and relaxing experience. Further, the sense of accomplishment that comes with completing a challenging puzzle can boost confidence and reduce stress.

In the golden years of life, puzzles remain a valuable companion. They offer a means to keep the mind sharp, promoting cognitive longevity and potentially reducing the risk of age-related cognitive decline.

The allure of puzzles transcends age, making them a timeless activity that brings joy, mental stimulation, and social engagement. The benefits of puzzles are as diverse as the people who enjoy them.

Tomato Soup for the Soul

It's the winter. What's better than snuggling up for dinner with a nice bowl of warm and hearty soup? ... and maybe a grilled cheese...

- 4 Slices Bacon, cut into small pieces
- 2 Carrots, chopped
- 1/2 Yellow Onion, chopped
- 4 Garlic Cloves, sliced
- 1 28-oz can Ripe Tomatoes, crushed
- 1 1/2 T Tomato Paste
- 1 T Flour
- 4 C Chicken Broth
- 1/2 tsp Dried Thyme
- 1 Bay Leaf

Method:

Cook the bacon in a large pot over medium heat until crispy

Add carrots and onions and sauté until very aromatic and tender

Add tomato paste and stir constantly until you can smell a sweet smell and the paste has turned a rust color

Add garlic and flour and stir for about 1 minute

Add remaining ingredients and simmer for about 30 minutes. Puree in batches then return to the pan and simmer for another 30 minutes. Season with salt and pepper.



In Escrow | Offered at \$775,000



Just Sold | \$1,631,200



Just Sold | \$1,325,000

Recent Activity ————— Sold: 3 ————— In Escrow: 4 ————— Coming Soon: 5-

Different Types of Housing Markets

The last few years have been anything but “normal” when it comes to real estate. A normal market is balanced between a buyer and seller – one side does not have much of an advantage over the other. As we prepare for 2024, here is an overview of what different markets look like:



Seller’s Market: Occurs when there are more buyers than properties available. There is more competition, especially for homes priced right. Buyers may waive home inspections and requests for repairs.



Buyer’s Market: Occurs when there are more properties for sale than buyers. Homes may stay on the market longer and sellers may have to make concessions and/or price reductions.



Balanced Market: This is the transitional time, normally three to six months, between a buyers’ market and a sellers’ market. Residential property prices are stable. Homes are sold at or near the asking price.



Local Market: For the individual buyer or seller, real estate is hyperlocal. Home sales and prices may be influenced in some way by a community’s regulations, economic conditions or other significant factors.

Local Activities and Events

- Now - January 20: South Bay Watercolor Society Show at Destination: Art
- Now - Jan 31: The Dr. Seuss Experience
- Now - January 21: The Very Hungry Caterpillar Holiday Show
- Now - January 31: Squid Game: The Trials
- Now - February 25: Sunday Light Catcher Family Workshop at the Getty Center
- Now - March: Paola Vega: The Mystery of Painting at the Museum of Latin American Art
- January 13: A Faery Hunt Magical Adventure at Orcutt Ranch

Oh by the way... We're never too busy for your referrals



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SCAN FOR INFO

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FJR & ASSOCIATES UPDATE

What's Ahead for the Housing Market

When rates start to decline there will be an influx of buyers and sellers. **Housing demand will be fueled by the largest generation of potential homebuyers ever — the millennials.**

U.S. Millennial Population:

72 million

Median age of people moving out of their parents' home is 26

Median age of first-time buyers:

35

The Impact of Baby Boomers

Largest group of all homeowners are 65+

Buyers 57+ are more likely to downsize

Baby Boomers are **52%** of all sellers

Average Homeowner Equity
\$274K

I know the market can be confusing, but I am here to offer clear, concise information you can trust. Feel free to contact me and I will answer any questions you may have.

Top Reasons People Move

- To be closer to family and friends.
- Need more space.
- Love their rate, but not their house.
- Want a better neighborhood.
- Want a vacation home.
- Lots of equity, lots of choices.
- Legacy real estate.
- Time to downsize.
- Out-of-area relocation.
- Change of work or life.

Average Interest Rates

30-Year Fixed Mortgage

Interest rates fluctuate, but over the last three decades they've hovered in the 5-10% range.

