



Agoura, Calabasas Hit Pothole on Information Superhighway

Horse Property Jumps Over *and* Do We Need the MLS Anyway?

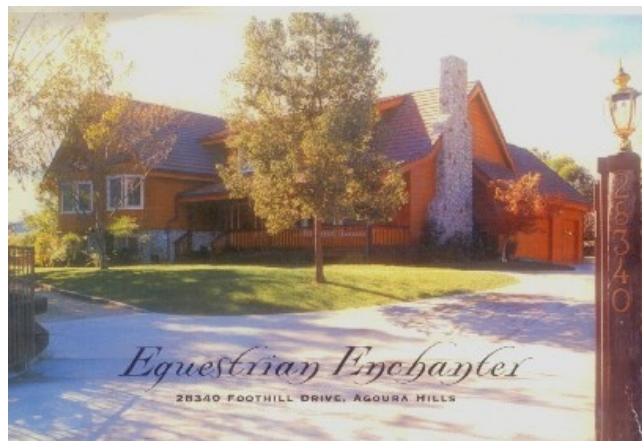
Two local Boards of Realtors include Agoura and Calabasas in their respective Multiple Listing Service (MLS) as searchable areas. That means double the exposure, right? Wrong. Most members of the Conejo Valley Association of Realtors (CVAR) do not belong to the Southland Regional Board of Realtors (SRAR). Hence members of CVAR cannot share information with most Realtors in the San Fernando Valley and beyond. Not good—since many of the migrants to Agoura and Calabasas are from its nearest neighbors: the San Fernando Valley, Los Angeles, Malibu, etc.

Only a couple of years ago, the various Boards of Realtors that comprise the Greater Los Angeles Area sought to facilitate information sharing through the creation of the MLS Alliance. It became possible for all members of the Alliance to access each other's listings. The membership dues for each of the local Boards were increased by approximately \$55 per year, and each member's listing data base increased exponentially. That is except for the CVAR, which opted out of the program. Carla Mazell, the manager at CVAR, explains that they had belonged to the Alliance for a short while, yet because members used it so infrequently, they would rather cancel their membership and save the \$55.

CVAR misses the point. For every one Realtor member of CVAR who would search for listings in Woodland Hills, for example, there were 30 agents, from various Boards throughout Greater LA, who would occasionally search for listings in the Conejo Valley.

Do we need the MLS anyway? Zillow, a real estate evaluation service, has just introduced a free listing service. Trulia and Craig's List have been offering free listing services for a while now. EBAY may be getting into the act. Each of these internet companies are somewhat limited in comparison to the MLS since they suffer from the chicken/egg syndrome. In order to be a reliable source for agents and homebuyers, they need to capture the listings. In order to get the listings,

(Continued on pg 3 "Pothole")



Builders take note: An example of Old Agoura architecture and site planning done right. Now for lease or purchase. Call 818 426-2292 for more information.

City to Consider Adoption of Law to Prevent

Mansionization

The Old Agoura Homeowner's Association has been meeting with the heads the Agoura Hills city Planning Department, recommending changes to the zoning ordinances as they impact new construction and remodeling. The OAHA has placed the initial draft of the proposed changes on their web site, www.oldagoura.org.

Most of the recent residential projects to break ground have offended their neighbors, particularly folks who value retaining the semi-rural character, synonymous with equestrian life, that is described in the community Charter. At their regular meeting on April 17, 2008, the city Planning Commission is discussing whether to amend the current law to increase set-backs, restrict lot coverage, and limit the size and height of improvements.

Reaction to the possibility of the City adopting the changes is polarizing. A spokesperson in the planning department assures that a public hearing, would precede any change in the current ordinance.

A forum for public commentary on the subject is at the www.agourahorseproperty.com blog. Read one neighbors anonymous post. (See sidebar, page 3.)

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This is not intended as a solicitation if your property is currently listed with another broker.



New since the last Newsletter...

The listings and sales referenced on this flyer represent a compilation of market activity derived from the Rappatoni and Tempo MLS as of March 18, 2008. We believe the information to be reliable, yet it is not guaranteed.

Active

Property Address	Tract	Br/Ba	Pool	Sq Ft	Price	Comments
Wagon Rd.	Medea Valley Estates	4/4	Y	2760	\$1,999,000	1 Story with beautiful views.
Balkins Dr.	Old Agoura	5/4	Y	4100	\$3,995,000	Storybook setting with complete horse facilities on approx. 2.7 acres. Square footage includes garage conversion.
Fairview Pl.	Old Agoura	5/5	Y	4497	\$2,599,000	Stunning updates and resort like grounds , 1 acre.
Chesebro Rd.	Old Agoura	3+/3	N	2850	\$1,599,999	Horse property extraordinaire. Privately gated one acre adj. Nat'l Park.
Colodny Dr.	Old Agoura	4/3	N	3200	\$1,695,000	Post-modern architecture on nearly 2 acres, views, guest house.
Driver Ave.	Old Agoura	6+/6	Y	5100	\$1,195,000	Gated Pool Home is an amazing value! Perfect for home office or
Mulholland Hwy.	Mulholland/CLB	3/3	N	3104	\$2,685,000	Romantic Spanish Ranch was completely remodeled.
Stokes Canyon	Mulholland/CLB	3/4	Y	4000+	\$3,500,000	Newer Spanish Style home in peaceful location close to Malibu Creek State Park. Magnificent landscaping.

Sold

Address	Tract	Br/Ba	Pool	List Price	Sale Price	Comments
Hidden Highland Rd.	Malibu Canyon	6/4.5	Y	\$2,100,000	\$1,900,000	Private 40 acre estate,
Wagon Rd.	Cornell Road Ranchos	3/4.5	N	\$1,490,000	\$1,300,000	Unique Victorian Fixer
Mulholland	Mulholland/CLB	4/4	Y	\$2,450,000	\$2,142,500	Tuscan retreat with horse facilities.

(POTHOLE—Continued from page 1)

they need to be the one-stop source for the agents and homebuyers. If Zillow, Trulia, etc., get all the chickens and eggs, they would be a valuable service and certainly would charge for one or the other or both.

MLS is hardly obsolete yet. The MLS data is far more reliable and accurate than any of its would be replacements. Data input fields default to tax assessor records. Accuracy violators are subject to a hearing, and if found "guilty", a stiff fine and/or expulsion. Only one or two Realtors who regularly market properties in Agoura and Calabasas, cities which lie on the boarder between the San Fernando and Conejo valley MLS regions, routinely upload listings to both CVAR and SRAR (which belongs to the Alliance).

For the time being, home sellers who want the maximum exposure to prospective buyers are wise to employ a Realtor who embraces the new technology. By including their property in all relevant Multiple Listing Services and leveraging the Internet exposure to their best advantage, a savvy Realtor can capture the most public and agent "hits".

Sellers who own horse zoned and custom property in Los Angeles county, especially Agoura and Calabasas, have a exclusive haven at www.AgouraHorseProperty.com and www.CalabasasHorseProperty.com. In February, the service received 1019 public "hits" on a single property compared to 388

agent "hits" on the same property in the MLS. The niche service's success is the result of direct marketing the site for nearly two decades, about as long as the history of dot com.

There is no question that the historic model of marketing real estate is gone forever, and home sellers are in danger of getting stuck in the void during today's challenging times. www.AgouraHorseProperty.com and www.CalabasasHorseProperty.com are giving some sellers a leg up.

*Here I am, all alone—
Loving one sadly outgrown.
Luckily, in awhile,
Behold another child's smile.*



My name is Pamy (pronounced Palmy)
I am a 14.2 hand 14 year old Arabian
gelding. Call my person to adopt me!
818 223-1822.

Santa Monica Mountains Companeros

Equestrian Trails Inc. in Agoura, Calabasas, Malibu Canyon, and Topanga, invites riders of all ages to hitch up to Corral 63. Aptly named the Santa Monica Mountain Companeros (Companions in Spanish), they are promoting a membership drive to inject new blood into the 20+ year old club. The younger Corral 36 geographical territory overlaps that of Corral 63, and the two clubs will often participate in common activities.

ETI was established as a nonprofit corporation in 1944 with the Charter to be "Dedicated to the Acquisition and Preservation of Trails, Good Horsemanship, and Equine Legislation." They are a family oriented riding club based in Southern California.

With its combined membership, ETI has successfully worked to keep open our trails and add more equestrian facilities. The more members they have backing equine legislation and trail preservation, the more likely the State, County and City Officials will be to comply with their needs.



ETI holds hundreds of events each year such as Trail Rides, Gymkhanas, Trail Trials, Horse Shows, and other socials that are not necessarily mounted. These are organized by the National Organization or its member groups known as "Corrals". Local Corral 63 is famous for its annual shindig Poker Ride and BBQ.

For general information contact Corral 63 President Shelly Young 805 373-1644. For membership contact Clau-

[continued from page 1]

Attention Old Agoura [a letter reprinted from the internet]

The Agoura Hills City Planning Commission is proposing a new law that would severely restrict the square footage of homes in Old Agoura. These new rules will apply to new construction AND renovation/remodel. This action called "Floor Area Restriction" proposes to limit structure coverage on any lot to 25%. For example: the new laws would limit a one acre lot to 5200 square feet, including living areas, garage, pool, sport courts and covered patio or gazebo areas.

They are calling it a "Mansionization Law," which is misleading—please do the math: An average backyard pool covers 1000 square feet. An average garage (which is included in the calculation) covers 800 square feet. Therefore, if your living area exceeds 3200 square feet, you would not be able to obtain a permit to build a pool. This is based on a one acre lot. Reduce the lot size and your ability to develop your property shrinks geometrically. Increase the size above an acre and your ability to adjust your home size to your needs increases only marginally.

Old Agoura is an equestrian area. Many of us live here for that reason. Preserving space to raise horses is important. However, the market value of our homes is at critical risk. Further laws, on top of the already restrictive zoning in Agoura would only serve to make our real estate values plummet in an already troubled market. When the market eventually recovers, these restrictions would only serve to make our property values lag behind the area median prices.

Please educate yourself. If you agree that this action is not well thought out and will create spiraling devaluation, please let the city planners know you oppose it.

The law being proposed will make new building in Old Agoura a thing of the past, but more importantly, it will make it impossible to do any renovations or remodels on homes in which we have already invested our lives. More than anything positive FAR attempts to accomplish, these new codes will punish the existing homeowners in Old Agoura and devalue our properties.



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Featured Property for Sale

Park and Ride



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6001 Chesebro Rd.



SUNDAY 2:30-5PM
MARCH 30, 2008

Imagine riding out your private gates and onto the best nature trail system in three counties.

The setting couldn't be more idyllic: Along the creek, under the shade of the oaks, this sprawling ranchette is remodeled to perfection.

Bucolic views from every window and door, overlooking the ranch and livestock. A horse facility so complete you and your herd will want for nothing.

For a limited time, seller is offering financing incentives. Ask for details. Take Virtual Tour at www.agourahorseproperty.com, click on featured listings.

- 1 flat acre a short walk to Chesebro National Park.
- Master suite with walk-in closet, French doors to redwood deck. Second and third bedrooms each have retreat/study. Three full baths.
- Workshop in garage with half bath, permitted as guest house with 3/4 bath.
- Gorgeous pecan flooring, distressed wood beamed ceilings, newer dual pane windows throughout.
- Beautiful gourmet kitchen with stainless top of the line appliances, honey granite, hickory cabinetry with bead board detail.
- Executive's office with knotty alder built-in cabinetry, sandstone desk.
- Cat 5 wiring, 3 year new HVAC, new roof, newer windows, and more.
- Arena, 2 stall barn, 6 stall shedrow, tack room, hay storage, wash rack.
- In the acclaimed Las Virgenes school district, 12 minutes to Malibu beach.

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