



## NOOZE PHLASH

As demonstrated on the chart on page 3, 1994 has been the most active and highest priced horse property market in years, and 1995 shows no slow down yet. Although "average" sale prices can be very deceptive, there has definitely been a larger number of higher priced horse properties to sell in the last several months, bringing the "average" horse property sale price in 1994 to about \$555,000. A good example of the strength of the market is the virtually overnight sale by of 5541 Foothill Rd. asking \$675,000. Earlier last year, 5742 Fairview sold in just 8 weeks at \$360,000 for a 2300 square foot modular home on half an acre.

Currently, the market is suffering from a real lack of inventory, as there are only three horse zoned properties under \$400,000 in Old Agoura now for sale. In brief, right now is a great time to be a seller, and a pretty frustrating time to be a buyer, of equestrian real estate. Yours,

## BEST VALUE PER SQFT

28355 Foothill Drive has 2216 square feet of living area on two 1/2 acre parcels. The sloping view lot has three level areas suitable for horse facilities. If this property sounds familiar, it was on the market previously at over \$400,000. Updating has now been completed, with a new kitchen, baths, landscaping, painting, flooring, etc. Two other horse properties available that offer as much square footage are listed for \$413,000 and \$435,000 and one is located on *half* the land! Call for a color brochure on this great value at only \$349,000.

## PLANNING UPDATE

The Old Agoura Homeowner's Assn. was represented by a delegation of nearly 300 strong at the Agoura Hills planning commission meeting on March 17th. The vocal group was in opposition to a proposed arcade which Family Entertainment wants to build on the corner of Canwood and Derry. The discussion about the possible detrimental effects of an arcade to the adjacent, now tranquil community lasted until 1:30AM on Friday morning.

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

### Wanda Smith

Custom, Rural, and Horse Property  
Specialist

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### Nona Green

Associate Broker

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### Fred Sands

5875 Kanan Road.  
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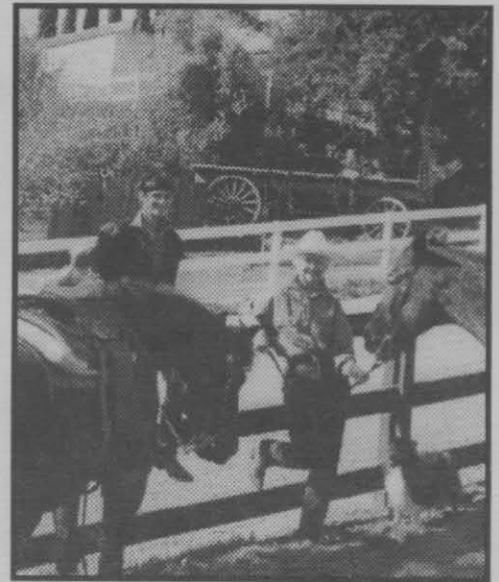


## NEIGH...BORHOOD NEWS CIRCULATION

This newsletter is mailed directly to approximately:

- 1) 825 horse property owners
- 2) 700 agents in the Fred Sands offices throughout California.
- 3) 52 members of Select Equestrian Properties network in the western U.S.
- 4) 25 agents in the top Malibu, Conejo, and San Fernando valley companies.
- 5) All individuals who requested to be on the mailing list because they are interested in purchasing horse property here.

Let **NEIGH...BORHOOD NEWS** help to market your horse property in next issue's featured new listing!



## SELECT EQUESTRIAN MANS BOOTH AT WORLD CLASS DRESSAGE EVENT

The prestigious Volvo Cup Dressage Event will be held for the first time in the United States on April 20-21 at the LA Equestrian center in Burbank. The two day series of dressage, jumping, and western competition will feature the best riders in the world. Expectations are for a sold-out spectator attendance.

Hosting a booth will be Select Equestrian Properties, the network of Realtors in eleven western states specializing in the sale and marketing of horse ranches and ranchettes. Agoura Realtors Wanda Smith and Nona Green will be attending the booth as the exclusive Select Equestrian Properties representative for Calabasas, Agoura, Westlake, Thousand Oaks, Newbury Park, and Malibu Canyon areas. At a recent horse show, the network took over 150 referrals. The agents belonging to the network meet criteria necessary to help the special needs of horse property buyers and sellers.



Select Equestrian Properties

# NEW SINCE THE LAST NEWSLETTER ...

## NEW LISTINGS

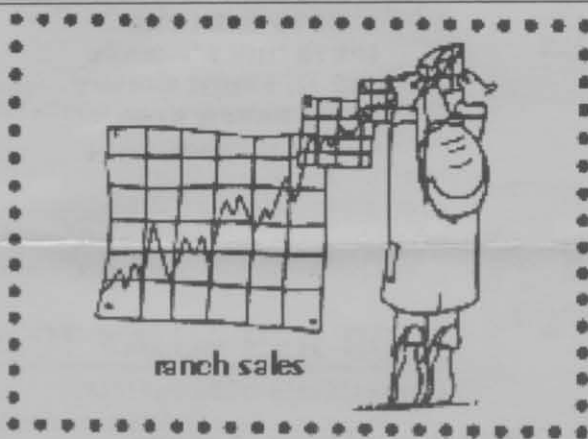
Address	Current List Price	List Date	Bdrm/Bath	Lot Size
5545 COLODNY	279000	2/28/95	2/2	42000
28355 FOOTHILL	349000	2/18/95	3/2	40547
28450 DRIVER	359000	1/2/95	5/3	43000
24525 DRY CANYON	369900	3/8/95	3/2	49658
5451 COLODNY	435000	1/6/95	4/3	20480
501 KANAN	499000	3/2/95	2/2	unavailable
5920 COLODNY	575000	2/28/95	4/5	36152
5753 FAIRVIEW	578000	2/2/95	3/3.5	43560
28522 DRIVER	665000	2/28/95	6/4.5	34412
6136 CHESEBRO	675000	2/2/95	3/2.5	43560
29042 SILVER CREEK	985000	2/28/95	6/3.5	unavailable
29874 TRIUNFO	479000	2/2/95	4/4	18839
6441 CHESEBRO	799000	2/13/95	6/4	20000
31145 LOBO VISTA	565000	3/21/95	3/3	unavailable
31125 LOBO VISTA	599500	3/5/95	3/2	108900

## NEW ESCROWS PENDING

Address	Final List Price	Comments
5553 COLODNY	349000	Bank foreclosure. Good curb appeal - deeply set with long driveway. Needs work. Pool and spa on 1/2 acre adjacent 1/2 acre flag lot (possible flood channel).
6108 CHESEBRO	799000	Good location near pony club and park. Nearly 1 usable acre.
5566 FAIRVIEW	379000	Sharp 1950's ranch home on a flat acre adjacent a vacant 2 acre pasture

# NEW CLOSED ESCROWS

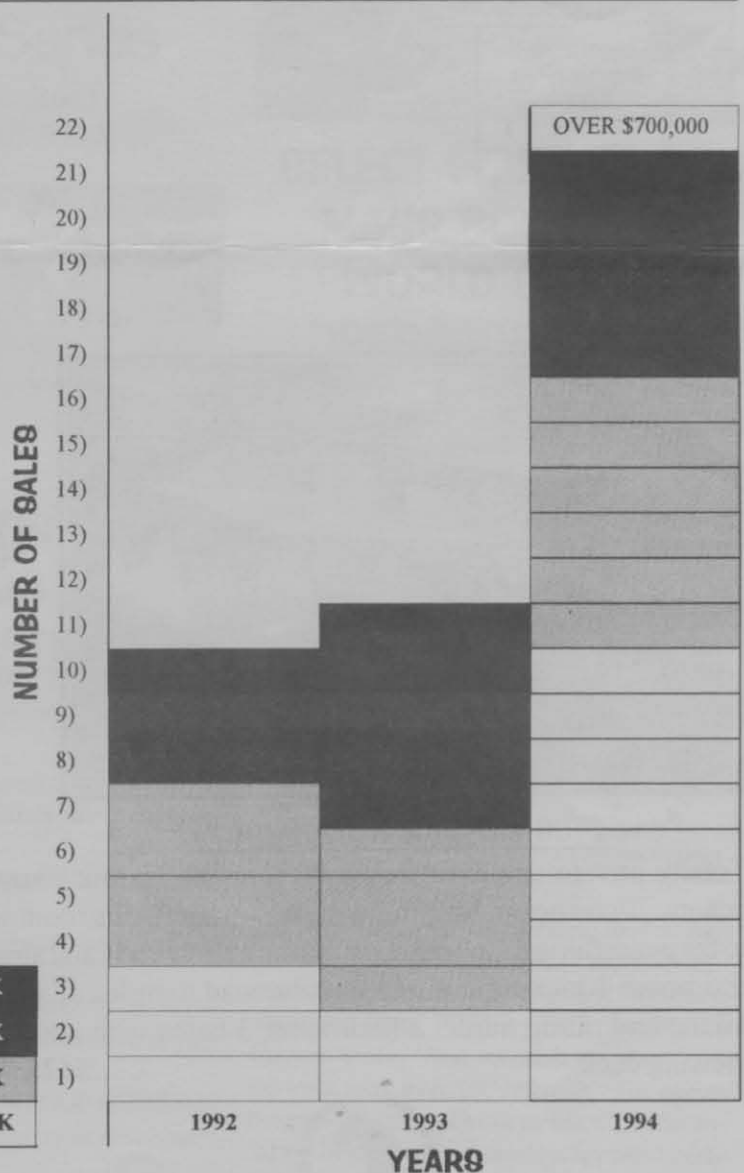
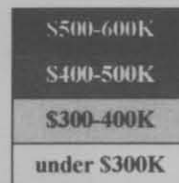
Address	Final List Price	Sale Price	Sale Date	Comments
5541 COLODNY	675000	600000	1/17/95	This 5 year new mediterranean sold in just a few weeks. Flagstone pool, spa and 4 car garage.
5763 COLODNY	355000	340000	12/16/94	High quality upgrades in this pretty country home. Stunning views of the mountains and canyon. Priced to sell fast in a bidding war!
3729 MEDEA CREEK	395000	375000	1/3/95	10 year new home behind the gates in Medea Valley Estates. About 1 acre close to state park and trails. Homes next door are \$1+M.



## RANCH SALES

### A THREE YEAR COMPARATIVE ANALYSIS

The 1994 horse property market has been extraordinary in terms of both the quantity of equestrian properties to sell and the high prices at which they sold. As the chart of Old Agoura horse property sales indicates, the market last year has been the strongest yet, and 1995 statistics further that trend!



Data obtained from DataQuick information reporting services and C.R.I.S. multiple listing service - it is not guaranteed.

A word from  
**Wanda**

Bulk Rate  
U.S. Postage  
PAID  
Fred Sands  
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## Featured New Listings



### 3700 Cornell Rd. Agoura >>

Totally private tennis estate on 16 acres of Malibu Canyon beauty. Wood beams and rock fireplace in the family room add to the peaceful atmosphere. Lots of room for corrals and arena, this home is located at the fork in the road to miles of scenic hiking and riding trails. 3 Bedrooms, 3 baths with pool and viewing deck.

.....\$625,000



Select Equestrian Properties

### << 29016 View Drive Agoura

Quality custom home with inspirational views from every room! Overlooks Malibu Lake and the Santa Monica Mountains. A 15 year new architectural masterpiece, this is the perfect private home for artists and nature lovers. 3 Bedrooms, 2 Baths plus storage galore - a truly comfortable home. Minutes to 101 Fwy, beaches and trails, horses OK!

....\$479,000

