

THE LABRADA GROUP

Specializing in Residential Sales & Property Management in the San Gabriel Valley & Inland Empire

Our Services

Real Estate

The LaBrada Group can help you buy your next home or sell your current home!

[Click to Contact Rudy LaBrada](#)

[Real Estate Brochure](#)

Property Management

The LaBrada Group can manage and lease your rental/investment properties!

[Click to Contact Maryanne Carrillo](#)

[Property Management Brochure](#)

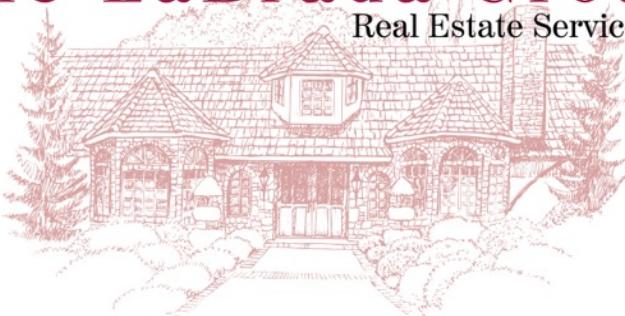
Short Sale

The LaBrada Group can assist you in completing a short sale on your current home!

[Short Sale Brochure](#)

The LaBrada Group

Real Estate Services



A Word From Rudy LaBrada...

HAPPY NEW YEAR! and Welcome to our first newsletter of 2017 - the January Newsletter! I hope everyone had a wonderful holiday season! In this newsletter, as always, we highlight our rentals available and our listings for sale. We have some additional rentals coming soon, so be sure to check our website www.thelabradagroup.com if you are in the market for a rental.

On the lighter side of The LaBrada Group, we have another excerpt from my book which I co-authored with other top California Real Estate Agents called "The Art of Buying and Selling Real Estate".

Lastly, take a look at page 5 for pictures of my new dog, Bandit - a 5 year old chihuahua/terrier rescue. I lost my other dog, Buddy, and my buddy he was, on December 18th and was quick to rescue another. When looking for a new family pet, always remember to look for rescue animals and shelter animals. They can make the best pets! And, spay and neuter to help control the pet population.

Rudy LaBrada, Broker/Owner



Contact Us:

155 East "C" Street, Suite D
Upland, CA 91786
Tel: 909-981-3500
Fax: 909-981-3462

“ I have nothing but praise for Rudy and his team. We look forward to more deals with the best team in the area! ”

Click the link below to view all Available Properties on our website:

[Available Properties](#)

A referral is the highest compliment!

RECEIVE A \$25 STARBUCKS GIFT CARD FOR REFERRING OUR PROPERTY MANAGEMENT SERVICES.

FOR LEASE

14105 Owen St, Fontana
Single Story Home
4BR/2.5BA - \$2,200

[Click HERE to view it on our website](#)

37 Coleridge, Irvine
Two Story Home
3BR/2.5BA - \$3,100

[Click HERE to view it on our website](#)

911 W. Granada Ct., Ontario
Single Story Home
4BR/2BA - \$2,100

[Click HERE to view it on our website](#)

281 N. 8th Ave., Upland
Single Story Home with 4 Car Garage
2BR/1BA - \$1,900

[Click HERE to view it on our website](#)

FOR SALE

3703 Country Oaks Loop #F, Ontario
Upstairs Condo in Creekside
with 1 Car Detached Garage
1BR/1BA - \$147,000

2708 S. Montego Way #B, Ontario
Upstairs Condo in Creekside
with 2 Car Detached Garage
2BR/2BA - \$265,000

10184 Camulos Ave., Montclair
Single Story Single Family Home
with 2 Car Detached Garage
2BR/1.5BA - \$TBD

Very good tenants lease expires in August, they pay \$1,000 per month. Located in South Ontario's Master Planned Community of Creekside - great for investor or homeowner occupant. This upstairs 1 bedroom, 1 bath unit comes with a 1 car garage and all kitchen appliances included. Washer and dryer stackable hookups in the unit.

To schedule a private viewing of any of these listings please contact:

Owner/Broker Rudy LaBrada
(909) 981-3500 x201 (Office)
(909) 560-2827 (Cell)

Unit B * Welcome to Creekside's gated community called Portofino * Upstairs single story unit with cathedral ceilings, lots of natural light from open floorplan and architecturally pleasing windows * Formal entry, living room with fireplace, dining area, great kitchen with corner window with lots of counter space, storage and breakfast nook, master suite has lots of closet space, double sinks, oval roman soaking tub and privacy toilet. Full sized laundry hookups in the unit. Balcony, perfect for BBQ! Two car side-by-side private garage with storage shelving just steps away from unit. Short walk to the lake with walking trail. Monthly dues include water, trash, insurance, gated community, roof, exterior maintenance, garage doors plus discover all that Creekside has to offer including pools, spas, tennis, basketball, walking trails, pocket parks and more. Elementary School is in Creekside, Middle School is on south/west corner of Creekside and High School is across from Creekside!

This 2 bedrooms /1.5 bathroom home is on a large lot with a 2 car detached garage. New Paint and New Carpet. The living room has a cozy fireplace and a dining area which looks into the yard. Fruit trees are in the yard as well. House is close to schools, shopping and easy access to the I-10 freeway. Central Air and Heat.

[Click HERE to view these listings on our website](#)



RUDY LABRADA
BROKER/OWNER OF THE LABRADA GROUP

Graduated from Loyola Marymount University & Bishop Amat Memorial High School

Been in real estate for more than 23 years and is a Certified Short Sale and Foreclosure Specialist.

Named as one of the Top 250 Latino real estate agents in the United States.

Most people would be interested to know that Rudy has a background in Political Finance.

Rudy is the co-author of the 2015-2016 'Top 10' and 'Best Seller' on Amazon.com, 'The Art of Buying and Selling Real Estate' which is available on paperback and Kindle on Amazon.com. Within days of its release, the book reached #2 in the Buying and Selling Real Estate category and reached 'Top 10' and 'Best Seller' status on two separate national and international best seller lists and was also featured as a 'Hot New Release'. He is so proud of this accomplishment, he is considering writing his own full book based on his vast experiences in the real estate business.

Chapter 1: My Journey to a Career in Real Estate

Real Estate Agent 101

When hiring a real estate agent to assist you in your home sale or purchase, you need to know what kind of experience they have. How many years have they been in the business? Are they a broker or an agent? Are they full-time or part-time? How many homes a year do they sell? I am a firm believer that if you want something done right, you give it to a busy person to do. Also ask if they have ever been sued. But, most people will not answer that question correctly or honestly. It goes back to intuition, that gut feeling. Are you feeling this person is going to do right by you? If the answer is yes, then go with them, but also be loyal. I am a big fan of loyalty.

When people call and say, "I have been working with an agent, but I want to switch," I will say, "Well, what is that agent not doing for you?" And they will say, "Oh, they just haven't found my house." "Well, are they showing you houses or are they taking you to houses?" And literally, I will talk people into keeping their agent. If, ultimately, you decide you want to switch, call me. I am happy to help you, but give the guy a chance, the market is tough right now. Or, I tell them they need to make themselves available more frequently to go look at houses because they are selling so quickly.

From the selling side the process is pretty straight forward. I go on the listing appointment, I do my listing presentation. They either sign the paperwork there or they call me back later after they interview other agents or whatever and say, "Okay. We're ready." I have them sign the papers, we start getting the home ready for sale.

Once they have signed the listing agreement, I go back in and do the staging part. Every house I list gets something. Some owners are more open to doing things than others; for the most part you will not ever see me have a dirty listing. Even if it is a tear-down, it will still get cleaned. I send in cleaners and if the owner will not pay for it, I will.

I then either have the house shot by a professional photographer or I do the photography myself. Either way, I am there. Once the pictures are ready, we upload them onto the MLS and all the different websites and social media platforms. We also have a flyer prepared which I design myself. Then the sign goes up. We then schedule an open house if they want it. Internet marketing gets started, and then we continually do something to get the word out that this home is available.

Then the showings start. Once offers come in, you prepare the new sheet. You look at the offer and make sure that the i's are dotted and the t's are crossed. I meet with the homeowner to review the offers, giving them the pros and cons of each offer (assuming there are multiple offers), and then selecting the one that works best.

Some of the factors of a good offer are: the lender, their agent's reputation or lack of reputation in town, and how the offer is written - some agents do not have the training or knowledge to properly write an offer - and finally, FICO scores, proof of funds, and the basic buyer qualifications.

It is not just about the number and it is not just about who the buyer is. It is about a whole series of things. You need to look at all of those factors before you can evaluate which offer is best.

When you work with me, or any real estate agent, you can expect results, timely responses, honesty, ethics, and knowledge. People use all sources to contact me; text, call, email. I am a classic type A personality. I am, for the most part, always available. I do not like to fly, so I have a motor home. So, when I go on vacation, I have my computer, printer, scanner, and fax machine. Sometimes my clients do not even know I am on vacation because things move along status quo.

I believe my clients choose me over other real estate agents because they get all that I have described, and I really do take the time to get to know them and let them know they are in good hands. Plus, the vast majority of my clients are referred to me. When they come to me from a referral source, you start with an initial bond, which creates loyalty. Then, everything else kicks in and they know you will take care of them.

The most rewarding thing about this job is that every day is different. I also love that I have generations of families as clients. It is amazing that I am now selling homes to the children of my clients! It is nice to see these individuals grow up and watch their careers and families bloom.

[CLICK HERE to purchase your copy of "The Art of Buying and Selling Real Estate" on Amazon.com](#)

10 Essential Questions To Ask When Buying a Home

You've finally found it: a home you're swooning over and dying to own. From the exposed ceiling beams to the hardwood floors, this feels like the place. So what's next? Don't just stand there dumbstruck; it's time to dig deeper and ask questions—and not just the kind that randomly pop into your head, either. You need to hit all of the necessary topics head-on, and some of them are not so obvious.

But you're in luck: We've pulled together a checklist of some of the most important initial questions to ask when buying a home:

What is the home's sales history? When was the last time the house sold, and how much did the current owners pay for it? This is essential intel, and you don't even have to ask the seller or your real estate agent about it, because it's posted on every MLS listing. All you have to do is scroll down to find it. But make sure you know it. When buying a home, the previous sale price will give you a sense of what the sellers might expect you to pay—but keep in mind that a home's true market value is based more on what comparable homes are selling for now rather than what it went for in the past, says Los Angeles Realtor® Jennifer Niman of Berkshire Hathaway HomeServices. Sales history will also show you whether the home's price has been trending up or down over time, which can help you hone your negotiating stance.

Did the sellers make any major renovations or additions? If they've overhauled the kitchen, added a bedroom, or finished the basement, you'll want to know that—and, ideally, see receipts from contractors to get a sense of what they paid for these upgrades. In general, this will give you a ballpark notion of how much money they've sunk into the home—and what they hope to get out. That said, don't assume you have to fork over as much cash as they put in; home improvements generally reap only a 64% return on average. And that return on investment varies widely based on which renovation is done.

How much are the property taxes? Property tax history is also typically available right on the listing detail page. If you can't find it, ask the seller. You'll want to find out what previous owners paid, but understand that the property tax, since it's based on a percentage of the value of the house, will probably be affected by your purchase price. This could be a huge additional expense, and you'll need to budget for that when putting together your offer.

What are the monthly maintenance and utility costs? Is there any type of homeowners' association fee? Find out. Also learn what kind of power the house uses, be it gas, oil, electric, or a combination, and ask what the average monthly bill for each is. Also inquire about water, waste removal, and any other utility costs that are applicable.

Has there ever been a broken pipe? Sewer backup? This may sound trivial (not to mention unpleasant), but according to the Insurance Information Institute, broken pipes account for an estimated 22% of all home insurance losses. If the homeowner doesn't fess up, a good home inspector can probably find evidence of either one of these situations, so you might want to put these on your list of questions to ask your inspector, too.

How old is the roof? The 2015 Remodeling Impact Report from the NATIONAL ASSOCIATION OF REALTORS® says the national median cost of an asphalt roofing replacement is about \$7,600. It would be good to know how soon you might need to lay out that substantial amount of cash.

Have there ever been any pest infestations? If there was an infestation, when were pest control procedures undertaken? No, this won't necessarily mean the house is pest-free at the time you're buying it, but it's a good starting point to know the history. Many buyers require that termite treatment be included in the price; it's easiest to tent for pest removal when the house is empty, between owners.

Are there warranties on the appliances, HVAC system, garage door, etc.? And if so, can the homeowner provide the documentation? Ask for it. This can establish how old these features are, and give you an idea of when they might need to be replaced and how expensive it could be. It will also help you decide whether or not to buy a home warranty.

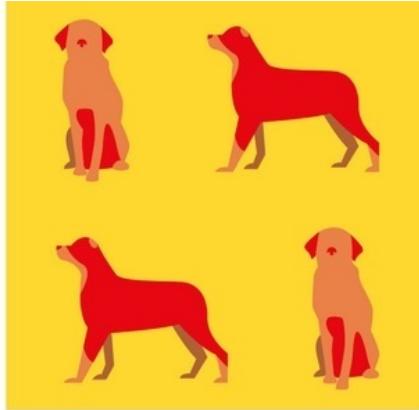
What are the parking restrictions around the house? Will guests need parking permits? How many permits are you, as the homeowner, allowed, and can you obtain more if you decide to throw a party? Also, check out the parking situation on the property itself. Will your car(s) fit in the garage? Is there room to park anywhere else on the property other than the driveway?

Does the house have any kind of unusual history? In many states, owners are legally bound to disclose if a death or major crime has occurred recently on the premises, but there are other circumstances you should be aware of as well. For example: Did anyone famous ever live there? Was it ever used in a film, TV series, or commercial? If so, you might have to deal with fans ringing your doorbell or driving by at all hours of the day or night. Oh, and if the house has a history of being haunted or paranormally "stigmatized," you might have a little extra negotiating power when buying a home. Thanks, ghosts.



The Lighter Side of The LaBrada Group

We would like to welcome Rudy's newest dog, Bandit! He loves visiting us at TLG!



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clicking the link below!

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