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VOTE FOR BEN

By Ben Lee

It's always risky to write these newsletter articles too soon before deadline because as we all know, the whole world can change in a flash. How silly would it have been to write an entire article about my recent summer vacation trip to Hawaii when two days later there was an assassination attempt on a former president? Even at this late start in sitting down to write, we still don't know what's really happening at the top of the American political landscape. As of now, all we know for sure is that Hulk Hogan is ripping his tank top at the Republican National Convention and the democrats pressured Joe to step aside.

But all this chatter about politics and presidents did get me thinking about the parallels between how we choose who to lead our great nation and how we pick who to sell our houses. I have never run for president however I have certainly campaigned hard to get listings; and in my best estimation, there are some strong similarities to these two professions. Both presidential candidates and potential real estate agents make promises during the interview process. We share our knowledge and opinions of the issues at hand. Where we differ is: a presidential candidate has to appeal to a wide base, often changing his/her tune depending on the audience. I'm at the point in my career where I'm fairly set in my beliefs and will tell you with a frank certainty what I think of current market conditions and legal statutes that affect our business. I will be unflinchingly honest and ask for little in return but to paraphrase the great JFK: don't ask what you can do for your realtor, but what your realtor can do for you. Just like the President works for the American people, I work for each of my clients. I keep



no set schedule and am available at all hours to make the real estate dream a reality.

A good presidential candidate should be smart, educated, and friendly yet tough. Formidable to opponents yet open to find compromise to get the job done. A strong candidate is loyal to his constituents and will fight fiercely on their behalf. Presidents should represent their people well while projecting strength, courage and kindness. They should stay calm during heated confrontations and be relentless in the pursuit of happiness and financial success for their countrymen.

I ask you, are realtors any different? We also have to embody

all those attributes, and know when to put forth which trait at any given time, sometimes all at once. We may not have to solve the real high pressure problems of deflecting nuclear war or rejiggering the tax codes however, on a slightly smaller scale, when two opposing sides are at an impasse, it is our job to bring the temperature down and find consensus. The price tag of a home is akin to the national budget. Is there money to fix a crack in the foundation before sale or do you offer a credit instead? When mold is found during a general inspection and buyers start to panic, it's your job to quell nerves and keep the deal from falling apart. Every day brings a

new set of challenges and threatens your good nature, blood pressure and sunny disposition. But that's the price to pay for a job that is new, different and surprisingly dramatic every day. It's definitely not all fan rallies and parades. The day-to-day work is competitive, difficult and there is always a new guy inspired by real estate reality shows clamoring to break into the business. But just like electing a newbie politician to handle the problems of a city, state or country, you often get what you pay for. Experience and a strong track record really matter no matter what business you are in but hiring someone offering to slash prices is best suited at the used car sales lot, not with your greatest and most expensive asset.

So, in summary, when choosing your presidential candidate or real estate agent, ask first: who is the most qualified and who will work hardest on your behalf? Then research who will best represent your beliefs, your interests and provide the best financial security for you and your descendants. When you're all done weighing the pros and cons of each candidate, and it's time to cast your vote/ select your representative, be happy in the knowledge you made an informed decision and performed your fundamental right as a citizen of our great country to let your voice be heard.

With the rockiest road of the political season up ahead, it's important to navigate the path by staying focused, calm and strong. We are brave and relentless in our pursuit of a prosperous life for all. We hold these truths to be self-evident and the only thing we have to fear is fear itself. Although some of us may also fear not getting you the highest price for your home. But fear not because you'll always win when you vote for Ben!

My featured listings

Cheviot Hills – NEW LISTING!



2811 Oakhurst Ave. - \$4,195,000

5 Beds / 5 Bath + 1 Bed / 1 Bath ADU, 3511 Sq. Ft.
+ 331 Sq. Ft. ADU, 6249 Sq. Ft. Lot

A brand new traditional-style construction with modern flourishes, is as impressive as it is inviting. Located on a quiet, family friendly street in Beverlywood, situated on a vast 6249 sq ft lot and located a short distance to the award winning Castle Heights Elementary School, this house is definitely not one to be missed!

Cheviot Hills – FOR SALE!



9825 Altman Ave. - \$3,695,000

5 Beds / 6 Bath, 3,638 Sq. Ft.

Nestled within the natural beauty of a rustic, quiet cul-de-sac this brand new construction on Altman Avenue is a hidden neighborhood gem. The private, grand backyard is freshly landscaped, surrounded by trees and has both patio and grass areas, perfect for parties. Located in close proximity to the award winning Castle Heights Elementary School, come see this handsome home today.

Cheviot Hills – FOR LEASE!



3060 Motor Ave. - \$9,500 P/Mo.

3 Beds / 3 Bath, 3044 Sq. Ft., 6,377 Sq. Ft. Lot

Traditional, Tudor-style two-story home in Cheviot Hills with an enchanting English garden! An ideal family home and great for entertaining, there's plenty of space for kids and their parents to spread out as it also includes a cozy den and additional family/recreation room. Located a close distance to the Griffin Club, Expo line and the shops and restaurants of Cheviot Hills, this is an opportunity not to be missed!

Cheviot Hills – IN ESCROW!



3257 Provon Ln. - \$3,195,000

3 Beds / 2 Bath, 1,702 Sq. Ft.

A lovely, single-story, updated home on a secluded cul-de-sac in Cheviot Hills, this traditional-style, Mid-Century house has much to offer. Located in the award winning Castle Heights Elementary School district and a stone's throw from the shops and restaurants in Cheviot Hills, this delightful home will not be on the market for long!

Cheviot Hills – LEASED!



10422 Lorenzo Pl.

6 Beds / 8 Bath

Bel Air – LEASED!



2115 Linda Flora Dr. - \$7,995 /mo.

3 Beds / 2 Bath, 1,803 Sq. Ft., 10,054 Sq. Ft. Lot

Santa Monica– SOLD!



2405 34th Street #27 - \$1,049,000

2 Beds / 3 Bath, 1,297 Sq. Ft.

Cheviot Hills – SOLD!



2771 Forrester Dr. - \$6,650,000

5 Beds / 6 Bath, 4,473 Sq. Ft.

Beverlywood – SOLD!



9701 Oakmore Rd. - \$2,495,000

3 Beds / 3 Bath, 2,086 Sq. Ft., 6,920 Sq. Ft. Lot

Beverlywood happenings

Crime Stoppers

By Ben Lee

I'm sure you are as alarmed as I am to hear about the recent uptick in crime in our neighborhood lately. Criminals have become more emboldened and more brazen in their efforts to break into homes and steal our property. As homeowners it can feel extremely frustrating, violating and we are often left feeling that there's nothing we can do to counteract these amoral offenders running rampant. But now is not the time to give up hope. There are actions we can take to best protect ourselves, our loved ones and our homes. Police officers recommend the following:

1. Have a working alarm system and use it. The quicker the alarm is triggered, the faster a response team will appear.
2. Get a dog. Dogs are loving members of our family but they can also serve as a deterrent when

it comes to break-ins. These criminals like to get in and out as quickly as possible and a dog hinders that effort.

3. If you go out of town, ask a friend to watch your home instead of leaving it empty.

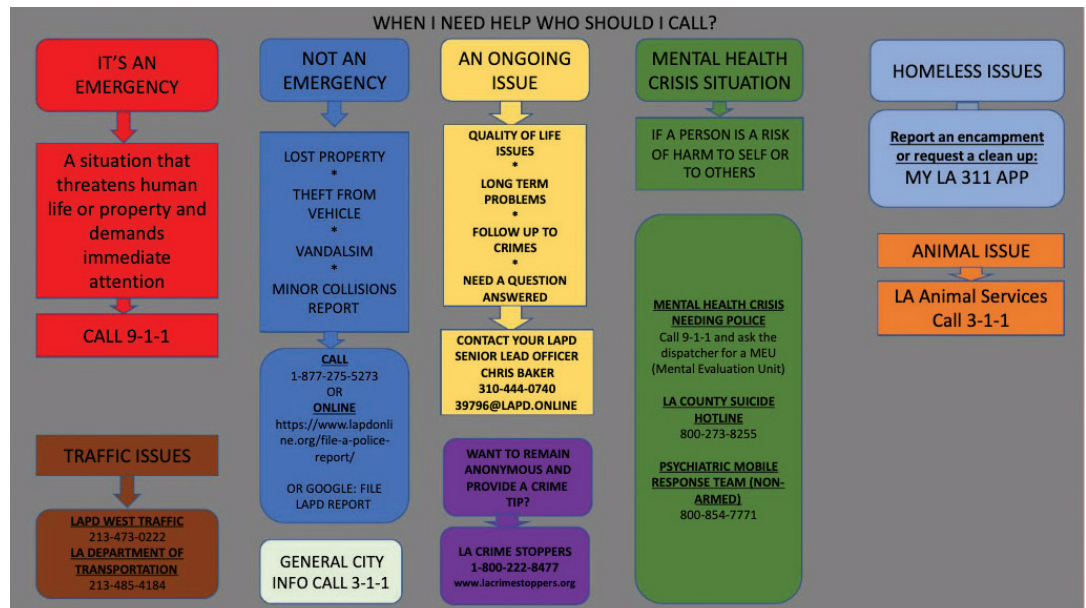
4. Move the safe if it's in your bedroom. Once the burglars make entry, they typically run straight for the safe and more often than not, it's kept in the Primary Bedroom. Bolting it down is a

good move but consider a new hiding place.

5. Form a neighborhood watch and block captains for your immediate area. Getting to know one another and sharing information is an important tool to help keep each other informed and safe.

And one more very important thing you can do is: join your local Homeowners Association.

Some neighborhoods require membership but if yours does not, you may want to join anyway. Dues are often nominal (it's only \$100 to join the Cheviot Hills' Homeowners Association, cheviotthills.org) and the more money raised, the more security patrol cars can canvas the area. Money also could be spent on "Flock Cameras." Police say these posted cameras are another vital tool to keep a neighborhood safe.



August Wine Night

By Lilli Lee

The next Ladies' Neighborhood Wine Night will be on August 8th. Cheviot Hills resident Karen Leonard is hosting and I can assure you that it will be a very fun evening! Everyone is included and there's still room so if you would like to attend, please send me an email: lillijlee@yahoo.com or call/text: 310-650-7735 and I can send you all the information. These parties are a fun, casual

way to meet new neighbors or reconnect with old ones. Hope to see you on the 8th!



RAFFLE

By Ben Lee

Thanks to everyone who reached out to ask for a Cheviot Hills Centennial baseball cap! We gave away a bunch but still have a handful left so if you would like one, please let me know. Since for so many families August means BACK TO SCHOOL, we are giving away



not one but TWO \$50 gift cards to Target for the raffle this month. One gift card will go to a winner picked at random and the other will go to a *teacher* also picked at random. To enter, please send me an email: ben@benleproperties.com and write either TARGET or TARGET TEACHER in the subject line. (If you would like to enter on behalf of a beloved teacher, that's fine, too). We will draw two winners at the end of the month and let you both know via email! Good luck and best of wishes to all the students and teachers returning to the classroom soon.