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WESTCHESTER LIVING

SERVING THE WESTCHESTER COMMUNITY AUGUST 2026

Chartiable Giving
Advice from Our Expert

Together Through Every Season

MEET THE FELL FAMILY

Cover photo by Robert Higgins Photography

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Better Results.

Stephanie Younger Group
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When you list with us, you get a team of specialists, not one person doing it all.

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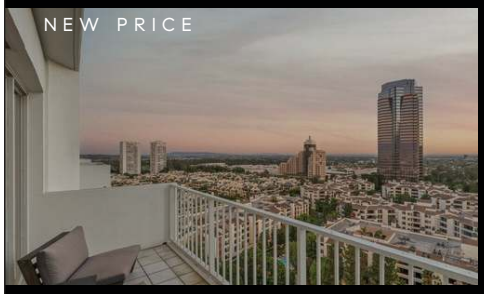
7403 STEWART AVENUE
$3,195,000 | 4 BD | 4 BA | 3,521 SF

10749 MOLONY ROAD
$1,995,000 | 3 BD | 2 BA | 1,843 SF

8344 MCCONNELL AVENUE
$3,495,000 | 5 BD | 6 BA | 3,128 SF



2170 CENTURY PARK E APT. 2107
$1,195,000 | 2 BD | 2 BA | 1,053 SF

1412 MARINETTE ROAD
$3,390,000 | 0.37 ACRES

8238 W MANCHESTER AVENUE APT. 208
$969,000 | 2 BD | 2 BA | 1,590 SF

STEPHANIE YOUNGER
424.667.5173
Realtor | DRE 01365696
hello@stephanieyounger.com
stephanieyounger.com

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WESTCHESTER LIVING

SERVING THE WESTCHESTER COMMUNITY AUGUST 2026

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Have feedback, ideas or submissions? We are always happy to hear from you! Deadlines for submissions are the 15th of each month. Go to www.bestversionmedia.com and click "Submit Content." You may also email your thoughts, ideas, and photos to Richard Florin or Cherie Tosh Dame.

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CONTENT SUBMISSION DEADLINES:

Content Due	Edition Date
August 15	October
September 15	November
October 15	December
November 15	January

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Dear Westchester Neighbors,

What makes Westchester such a special place to call home is the people who live here. Our community is strengthened by the families, neighbors, local businesses, and organizations that work together to create a welcoming environment for all. Each month, *Westchester Living* is proud to highlight the stories, achievements, and contributions of the families who make our neighborhood unique.

From long-term residents who have watched Westchester grow over the decades to new families bringing fresh energy and ideas, every household adds to the character and spirit of our community. By sharing these stories, we hope to strengthen the connections that make Westchester more than a neighborhood—it is a place where people know, support, and care for one another.

We also extend our sincere appreciation to our local sponsors. Their commitment to serving the community helps make *Westchester Living* possible. These businesses are more than advertisers; they are neighbors who invest in our schools, community events, youth programs, and the overall well-being of Westchester. We encourage you to support the sponsors featured in this issue and thank them for their continued dedication.

As always, we invite you to be part of the conversation. If you know a family with an inspiring story, an accomplished student, a dedicated community volunteer, or a local business worth recognizing, please reach out. Together, we can continue celebrating the people and organizations that make Westchester an exceptional place to live, work, and raise a family.

Thank you for being part of the *Westchester Living* community. We look forward to sharing more stories that bring us together and showcase the very best of our neighborhood.

Warm regards,

Richard, Cherie, Robert & Olivia - The Westchester Living Team

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WESTCHESTER/PLAYA VISTA

AUGUST 2026

SATURDAYS
Playa Vista Farmer's Market
@ Runway
West Millennium Dr.
Time: 9 am-1 pm

SUNDAYS
Westchester Farmer's Market
@ Westchester Triangle
Time 9 am – 1 pm

TUESDAYS
Neighborhood Council of Westchester/Playa
Join us online on the first Tuesday of each month
Virtual Meeting
Time: 6:30 pm

WEDNESDAYS
Playa Venice Sunrise Rotary Club
Club meetings are each Wednesday
@ Whiskey Red's
13813 Fiji Way, Marina Del Rey
Time: 7:30am – 9:00am

TUE., AUG. 4
LAPD Pacific National Night Out
@ Concert Park
Playa Vista, CA. 90094

WED., AUG. 5
Rotary Club of Westchester - Club Meeting
@ Westchester Townhouse
8501 Emerson Ave., Westchester, CA. 90045
Time: 12 pm – 1:15 pm

WED., AUG. 5
Playa Venice Sunrise Rotary Club – Club Meeting
@ Whiskey Red's, 13813 Fiji Way,
Marina Del Rey, CA.
Time: 7:30 am – 9 am

WED., AUG. 5, AUG. 12, AUG. 19, AUG. 26
LAX Coastal Chamber of Commerce – SBE Small Business Enterprise Certification Program
LAX Chamber of Commerce
Virtual
Time: 1 pm – 2:30 pm

TUE., AUG. 11
LAX Coastal Chamber of Commerce – Binge Networking
@ 9100 Sepulveda Blvd Los Angeles, CA. 90045
Time: 9 am – 10 am

WED., AUG. 12
Playa Venice Sunrise Rotary Club – Club Meeting
@ Whiskey Red's,
13813 Fiji Way, Marina Del Rey, CA.
Time: 7:30 am – 9 am

WED., AUG. 12
Rotary Club of Westchester - Club Meeting
@ Westchester Townhouse
8501 Emerson Ave. Westchester, CA. 90045
Time: 12 pm – 1:15 pm

SAT., AUG. 15
Westchester Stroll In The Triangle
Los Angeles, CA. 90045
Time: 4:00 – 7 pm

MON., AUG. 17
Playa Vista Optimist Group Monthly Meetings
Chapter of Optimist International We're a non-profit organization helping and assisting children to develop to their full potential. Meetings are on the 3rd Monday of each month.
@ 6241 Crescent Park West
Playa Vista, CA.
Time: 1:30 pm

TUE., AUG. 18
LAX Coastal Chamber of Commerce – Coastal Connections
@ Embassy Suites
El Segundo, CA. 90245
Time: 7:30 am – 9:15 AM

WED., AUG. 19
Rotary Club of Westchester - Club Meeting
@ Westchester Townhouse
8501 Emerson Ave. Westchester, CA. 90045
Time: 12 pm

WED., AUG. 19
Playa Venice Sunrise Rotary Club – Club Meeting
@ Whiskey Red's,
13813 Fiji Way, Marina Del Rey, CA.
Time: 7:30 pm – 9 pm

WED., AUG. 26
Playa Venice Sunrise Rotary Club – Club Meeting
@ Whiskey Red's,
13813 Fiji Way, Marina Del Rey, CA.
Time: 7:30 pm – 9 pm

HAPPY HOURS

CANTALINI'S HAPPY HOUR
@ 193 Culver Blvd, PDR
Mon.-Fr.i: 4 pm - 6 pm
Sat.-Sun.: 11:30 am – 6 pm
LIVE MUSIC Sun. – 6:30 pm – 9:30 pm

KALAVERAS CANTINA URBANA
@ Marina Del Rey
Happy Hour Daily Specials
Margarita Monday
Taco Tuesday
Mezcal Wednesday
Thirsty Thursday
Time: 3 pm-7 pm
Saturday Brunch Menu Offered
With Bottomless Mimosas
10 am -2 pm
Sunday Brunch Menu Offered
with Bottomless Mimosas and Mariachi!
Time: 9 am - 2 pm
(Mariachi at 10 am)

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Same Heart.

ELEVATED EXPERIENCE. INTRODUCING LAMC COLLECTIVE.

BY ANDREA KROHN

After more than a decade as LA Move Consultants, we have grown into something that deserved a name to match.

If you have worked with us before, you know the experience. You know what it feels like to have a team arrive at one of the most significant moments in your life and make it feel, somehow, manageable. You know the care that goes into every drawer, every closet, every carefully placed piece of art. That has not changed. What has changed is the name, and the clarity of what we have always been.

LA Move Consultants was founded over a decade ago by Andrea Krohn, a South Bay mother and former advertising executive who had personally navigated multiple cross-country relocations and turned that hard-won experience into a calling. What began as a concierge moving and organizing service built on precision, discretion, and genuine care has grown into something fuller and more intentional. Today, we are LAMC Collective.

WHY THE CHANGE?

Names matter. They signal who you are and who you serve. As our team grew and our work deepened across three distinct areas of expertise, we recognized that our original name was telling only part of the story. LAMC Collective reflects who we have become: a curated team of specialists who bring an elevated, whole-home approach to every project. The word "collective" is intentional. It speaks to the depth of our team, the breadth of our expertise, and our belief that the best results always come from true collaboration.

Our clients are high-net-worth individuals and families who expect a level of service that matches the lives they have built. They are not looking for a moving company. They are looking for a trusted partner who understands that their home is not just a property; it is a reflection of who they are. That is exactly what LAMC Collective delivers.

FULL HOME ORGANIZING

A beautifully organized home is not a luxury. It is a foundation. When your spaces work the way you live, everything else gets easier. Our full home organizing service is for clients who are ready to reclaim their homes from the inside out, whether that means reimagining a single room or working through an entire property from garage to primary closet.

We bring a trained eye for both function and aesthetics. We work with your existing pieces and source from a trusted network of vendors across Southern California to deliver storage solutions, custom closet systems, and spatial designs that are as beautiful as they are practical. Every system we create is built around the way you actually live, not a one-size-fits-all template.

MOVE MANAGEMENT

Moving is one of the most logistically complex things a person can undertake, and doing it well requires far more than a moving truck and a checklist. At LAMC Collective, move management is a full-service, end-to-end experience. We coordinate every detail from the first walkthrough to the last picture hung on the wall in your new home.

We oversee packing, vendor coordination, mover supervision, and complete unpacking and setup so that when you walk through your new front door, it already feels like home. Our relationships with a carefully vetted network of movers, cleaners, contractors, and specialty vendors across Southern California mean our clients have access to the best in the business, without the stress of finding them on their own.

We also manage specialty moves, including fine art, antiques, wine collections, and other high-value items that require an extra level of care and expertise. If it matters to you, it matters to us.

LAMC Collective
LOS ANGELES
Curated Move Management
& Professional Organizing
in the Greater Los Angeles Area

EVERY HOME HAS A STORY.
WE HONOR YOURS WITH THE CARE IT DESERVES.
We don't move you, we guide you home
making sure there is a place for everything & a system for living
from beginning to end.
Visit our website to learn more: www.LAMCCollective.com
email: info@lamccollective.com
Formerly LA Move Consultants.
Same Expertise, Exciting New Identity: LAMC Collective

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SENIOR TRANSITIONS

Of all the work we do, senior transitions hold a particular place in our hearts. Moving an older adult out of a longtime family home and into a new chapter requires a rare combination of logistical precision and deep human sensitivity. Families are navigating grief and relief at the same time. The older adult is holding a lifetime of memories in rooms that are about to look very different.

Our team is experienced in working alongside families, senior living communities, and care coordinators throughout the greater Los Angeles area, including West LA, the South Bay, and beyond. We handle the entire process: sorting and downsizing decades of belongings with care, coordinating the move itself, and setting up the new space so it feels familiar and welcoming from day one.

WE GO WHERE OUR CLIENTS GO

Our commitment to our clients does not stop at the Southern California border. When a project calls for it, we travel, whether that means another city or another state entirely. We believe that continuity of care matters, and wherever possible, we want the same trusted faces at both ends of a move.

For long-distance projects where travel is not possible, we do not simply hand our clients off and wish them well. We have built an extensive national network of professional organizers and move managers who share our standards and our values. We personally vet, brief, and stay in close communication with every partner we bring onto a project, ensuring that the LAMC Collective level of care follows our clients no matter where they land.

Whether we are onsite or coordinating from afar, we remain personally involved in every project. Every detail is tracked, every vendor is accountable, and our clients always have a direct line to leadership. Nothing falls through the cracks.

WHAT STAYS THE SAME

Everything that made LA Move Consultants the trusted name it became in this community is still here. Andrea continues to lead the firm with the same hands-on attention she brought to the very first project. Katie, who joined the firm in 2020, has grown into an indispensable part of the business and now holds a leadership role, bringing her expertise in client relations, project management, and team coordination to every engagement. Together, they lead a team that shows up early, stays late, and treats your home as if it were their own.

Our tagline says it best: we don't move you. We guide you home. That has always been our north star, and it always will be.

A NOTE FROM ANDREA

"This community has trusted us with their homes, their families, and some of the most personal moments of their lives. That trust is not something we take lightly. The rebrand to LAMC Collective is our way of honoring that trust by showing up with even more intention, more expertise, and a clearer sense of who we are and what we stand for. We are so proud of what this team has built, and we are just getting started."

We invite you to visit us at LAMCCollective.com, follow along on social media, and reach out when the time comes. We would be honored to guide you home.

www.LAMCCollective.com

LAMC Collective is a concierge move management and professional organizing firm serving high-net-worth clients throughout Southern California and beyond. LAMCCollective.com

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Estate Planning

BEYOND THE DOCUMENTS

BY **ADAM NICOLAI, ESQ.**

ESSENTIAL INGREDIENTS OF A TRADITIONAL ESTATE PLAN

Revocable Living Trust: Helps avoid probate, preserve privacy, and efficiently transfer assets.

Pourover Will(s): Ensures any remaining assets are directed into your trust.

Durable Power(s) of Attorney: Authorizes someone to manage financial matters if you become unable to act.

Advance Healthcare Directive(s): Provides medical instructions and appoints a trusted healthcare decision-maker.

Quitclaim or Grant Deed: Transfers ownership of real property into your trust to help avoid probate and ensure the property is managed according to your estate plan.

Most individuals and families need these five components. Nicolai Law Firm prepares comprehensive estate planning packages including all of the above. If you need a plan created, reviewed, or updated, contact us at 310.714.7034 or info@nicolailawfirm.com. We have you covered!

BEYOND THE DOCUMENTS: PLANNING FOR AGING AT HOME

Imagine John and Mary, a married couple in their mid-80s. They are healthy, independent, and enjoy living in the home where they have spent decades building memories. Like many older adults, they assume they will simply remain there for the rest of their lives.

Then one day, John falls and breaks his hip. Suddenly, everyday activities become difficult. The bedroom is upstairs. The bathroom is not designed for limited mobility. Mary wants to help, but she has her own health concerns. A situation that seemed manageable quickly becomes overwhelming.

This scenario plays out every day for families across the country. While many people focus on preparing legal documents, they often overlook practical planning for the realities of aging. A medical event, even a relatively common one, can dramatically change a person's ability to live independently.

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The good news is that a little planning can go a long way. Families should consider:

- Evaluating whether the home is safe and accessible.
- Installing grab bars in bathrooms and improving lighting.
- Identifying bedrooms and bathrooms that can be used on a single level if mobility becomes limited.
- Discussing who would help if a spouse or loved one suddenly needed assistance.
- Having conversations about healthcare preferences and long-term care options before a crisis occurs.

The key is to plan before a crisis occurs. A well-prepared estate plan, combined with practical discussions about housing, caregiving, and healthcare decisions, can reduce stress, preserve family harmony, and help ensure that your wishes are honored if your health changes unexpectedly.

Many people want to remain in their homes for as long as possible. In many cases, that goal can be achieved with thoughtful preparation. Small changes made today can help avoid larger problems tomorrow.

Estate planning is not only about what happens after death. It is also about protecting your independence, preserving your choices, and helping your loved ones navigate life's unexpected challenges. By combining a solid legal plan with practical planning for aging, families can better position themselves to live safely, comfortably, and with dignity for years to come. Nicolai Law Firm can help!

Lulu's Place Names Patrick Mahoney as Inaugural CEO Ahead of 2027 Opening

COMPILED **BY CHERIE TOSH DAME**

Lulu's Place has announced the appointment of Patrick Mahoney as its inaugural chief executive officer, marking an important milestone as the organization moves toward its planned opening in 2027.

Located north of LAX between Westchester and Playa del Rey, Lulu's Place is being developed as a youth center offering academic, athletic, and wellness programs at little or no cost to young people from all backgrounds. The organization expects to serve more than 10,000 youth annually once the facility opens.

Mahoney brings more than two decades of nonprofit leadership experience to the role. Most recently, he served as chief executive officer of Boys & Girls Clubs of Metro Los Angeles, where he oversaw a significant expansion of programs serving more than 15,000 youth throughout Los Angeles County. During his tenure, the organization tripled its services over a five-year period while strengthening its role in youth development across the region.

According to Lulu's Place Founder and Chairman Doug Kimmelman, Mahoney's experience and relationships throughout Los Angeles made him a natural fit for the position.

"Patrick's appointment represents a defining moment for Lulu's Place," Kimmelman said. "Ahead of opening our doors, we sought out a leader who understands that transformational change requires not just exceptional facilities, but an unwavering commitment to our mission. Patrick embodies that. His work with Boys & Girls Clubs reflects a deep understanding of the communities and families we hope to serve."

As chief executive officer, Mahoney will guide the organization through its final construction phase and lead the development of the inaugural team that will launch the center's programs and services.

Mahoney said the opportunity aligns closely with the mission that has guided much of his career.

"I am deeply honored to join Lulu's Place and help turn an extraordinary vision into reality," he said. "I have spent much of my career focused on building safe spaces where young people can access the opportunities and resources they need to thrive. Lulu's Place is an unparalleled facility powered by world-class partners, and I believe it will have a transformational impact in Los Angeles."

His career has also included executive leadership roles with Disney/ABC Television and six years as president of Charity Brands, a strategic consulting firm that worked with organizations including Deloitte, Direct Relief, and the United Nations Foundation. He holds a bachelor's degree from Boston College and certificates in nonprofit management and organizational development from Stanford University and DePaul University.

The vision for Lulu's Place is rooted in the legacy of Carol "Lulu" Kimmelman, a former public elementary school teacher and lifelong tennis player who passed away in 2017 after a battle with ovarian cancer. Her husband, Doug Kimmelman, and their four children continue to advance her mission of creating greater equity in education and sports opportunities for young people.

Partners in the project include TGR Foundation, the USTA Foundation, Winward Academy, Cedars-Sinai, and Providence, all of which will help provide programming and services for youth and families throughout the community.

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WRITTEN BY CHERIE TOSH DAME // PHOTOGRAPHY BY ROBERT HIGGINS PHOTOGRAPHY

TOGETHER THROUGH EVERY SEASON

Meet the Fell Family

If you've spent time around Westchester, there's a good chance you've crossed paths with Kellie and Josh, whether at a Little League game, walking the neighborhood with their Labradoodle, Bear, or participating in one of the many community events Kellie helps organize. Along with their children, Holden, 11, and Lillie, 8, they have built a life centered around family, community, and spending time together.

Their story began long before Westchester became home. Kellie first met Josh when she was in middle school. He was a few years older and attended the same church. By the time Kellie reached high school, they were both in band, and in a small town where everyone seemed connected, they frequently found themselves in the same circles. During Kellie's senior year of high school, the two started dating. They stayed together through college, with Josh attending school in Orange County while Kellie studied Communication at the University of California, San Diego. A year after graduation, they married, beginning a partnership that has now spanned more than two decades.

One of their favorite recent memories came when they celebrated their 20th wedding anniversary with a trip to Bora Bora. While they enjoyed a memorable getaway together, their children were enjoying what Kellie jokingly describes as a week of "yes days" with Grandma, making it a successful trip for everyone involved.

Kellie's professional journey has taken some unexpected turns. After graduating from UC San Diego, she held a few jobs, including positions at Mt. High Ski Resort and Blockbuster Video, before finding her way into television, where she worked for nearly a decade. When Holden was born, she stepped away from the industry and began freelance writing.

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As many new parents discover, staying home with a baby brought rewards but also a need for connection. Looking for both exercise and adult conversation, Kellie attended a stroller fitness class with FIT4MOM Westside. She quickly found much more than a workout. The supportive environment, welcoming instructors, and strong community of mothers left a lasting impression. When the opportunity arose to purchase the business, she took a leap of faith. In 2018, while pregnant with Lillie, Kellie became the owner of FIT4MOM Westside.

Today, she helps mothers build strength while also creating opportunities for connection and friendship. Recently, she welcomed a business partner, Kristen Sorotsky, making the experience of running the business even more enjoyable. Kellie also leads a weekly Toddler Parenting class at Covenant Preschool, where caregivers and children come together for music, crafts, discussion, and play, helping young children prepare for preschool while giving adults a chance to learn from one another.

Josh works as the Chief Creative Officer at Anomoly, an advertising agency in West Hollwood. There he leads creative projects and has worked hard to create a strong company culture where teams feel connected and excited about the work they create together. While their careers are very different, both have found ways to build community through the work they do.

Sports are another important part of family life. Holden began playing T-ball as a preschooler and recently completed his final season with Del Rey American Little League. Over the years, the league became more than just a place to play baseball. It became a place to form friendships and connect with neighbors. This past season ended on a high note when Holden's team, the Blue Jays, won the championship.

Game days became a family affair. While Holden took the field, Josh ran the scoreboard and Kellie announced the games from the announcer's booth. Holden also plays flag football with NFL Flag LA and eagerly joins whatever sport happens to be in season at school. Meanwhile, Lillie has found her own passions through gymnastics and cheerleading. She also has a natural love for performing, something her family has noticed from an early age.

When they're not working, volunteering, or cheering from the sidelines, the family enjoys a variety of hobbies. Kellie loves baking and proudly reports that the sourdough starter she began during the pandemic is still thriving. She also enjoys reading, watching television, and continuing her education through additional fitness certifications, including personal training.

Josh's pandemic hobby has proven equally enduring. Every week, he makes homemade pizza from scratch, a tradition the whole family enjoys. Bear, their two-year-old Australian Labradoodle, would happily join in whenever possible, especially if pizza leftovers are left unattended on the counter. The energetic pup keeps life entertaining with his habit of barking at random objects and occasionally helping himself to a family member's shoes.

The family has called Westchester home since 2008 and currently lives near the border of Loyola Village and Kentwood. Over the years, they have moved within the community but never felt the need to leave it. They appreciate the area's walkability and the balance it offers between a suburban atmosphere and city conveniences.

One of Kellie's favorite things about Westchester is the sense of familiarity. A quick trip to Little Vons or a walk with Bear often turns into an opportunity to catch up with friends and neighbors. Despite being located next to one of the world's busiest airports, Westchester often feels like a small town.

The family takes full advantage of everything nearby has to offer. They enjoy biking to Westchester Park, where Holden has recently developed an interest in pickleball. During baseball season, they often walk to Loyola Marymount University to catch a game. And like many longtime residents, they're fans of the annual Fourth of July parade.

Perhaps one of the most interesting facts about Kellie and Josh is that they were born in the same Long Beach hospital three years apart, long before their families knew each other. After years of moving around California, both families eventually settled in the same mountain community, setting the stage for a relationship that has lasted more than 20 years.

These days, whether they're traveling to Hawaii, gathering with Josh's extended family of 16, playing yet another game from their collection of UNO decks, or simply enjoying a homemade pizza night, the family genuinely enjoys being together. In a community built on connections, that's one of the things that makes the Fell family feel right at home in Westchester.

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Preparing Your Westchester Home

FOR SUCCESS IN TODAY'S MARKET

BY TAMI HUMPHREY, TEAM TAMI REAL ESTATE

If you've been considering selling your home, you've probably heard a lot of conflicting advice about today's real estate market. Some people say it's still a seller's market. Others say buyers have gained the upper hand. The truth is that the market isn't one-size-fits-all. In Westchester and the surrounding Silicon Beach communities, market conditions can vary significantly depending on a home's location, condition, price point, and the level of buyer demand for that particular property. While some homes receive multiple offers quickly, others may take longer to sell.

8101 Stewart - Recent Team Tami listing in Kentwood

What remains consistent is this: homeowners who thoughtfully prepare their property and follow a strategic plan often put themselves in the best position to achieve their goals.

STEP ONE: PREPARE YOUR HOME TO SHOW AT ITS BEST

One of the biggest misconceptions about selling a home is that it requires a major remodel. In reality, many of the improvements that deliver the greatest return are relatively simple.Fresh paint, refinished hardwood floors, new carpeting, updated light fixtures, refreshed bathroom mirrors, improved landscaping, and professional staging can dramatically improve a buyer's first impression.

Today's buyers often make decisions emotionally before they justify them logically. A well-presented home creates excitement and helps buyers envision themselves living there. The goal isn't perfection, it's presenting the home in its best possible light.

STEP TWO: CREATE THE MARKETING ASSETS BEFORE LAUNCH

Once the home is ready, the focus shifts to creating the marketing materials that will introduce the property to buyers.

Professional photography is essential, but today's marketing often goes much further.

High-quality video, property websites, social media campaigns, email marketing, and targeted digital advertising can all play a role in generating buyer interest.

The launch of a home shouldn't be rushed. The strongest results often come from careful preparation behind the scenes so that when the property is introduced to the market, it makes a powerful first impression.

STEP THREE: BUILD A PRICING STRATEGY BASED ON LOCAL DEMAND

Pricing is one of the most important decisions in the selling process.

In Westchester, determining value requires more than looking at recent sales across the entire neighborhood. Different pockets often perform differently. A home in North Kentwood may attract a different buyer than a similar home in Loyola Village or Westport Heights.

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The most effective pricing strategy starts by analyzing comparable sales within the immediate neighborhood and then expanding to similar areas that compete for the same buyers. This creates a more accurate picture of value, buyer demand, and expected time on market.

Pricing is not simply about choosing the highest possible number. It's about identifying the price point that positions the home to attract qualified buyers and maximize overall results.

STEP FOUR: LAUNCH WITH PURPOSE

Once preparation, marketing, and pricing are aligned, it's time to introduce the property to the market.

Open houses and private showings are where all of the planning begins to pay off. Buyers experience the home firsthand, compare it against competing properties, and ultimately determine what it is worth to them.A successful launch creates momentum and buyer excitement. That momentum often leads to stronger offers, better negotiating opportunities, and outcomes that align with a seller's goals.

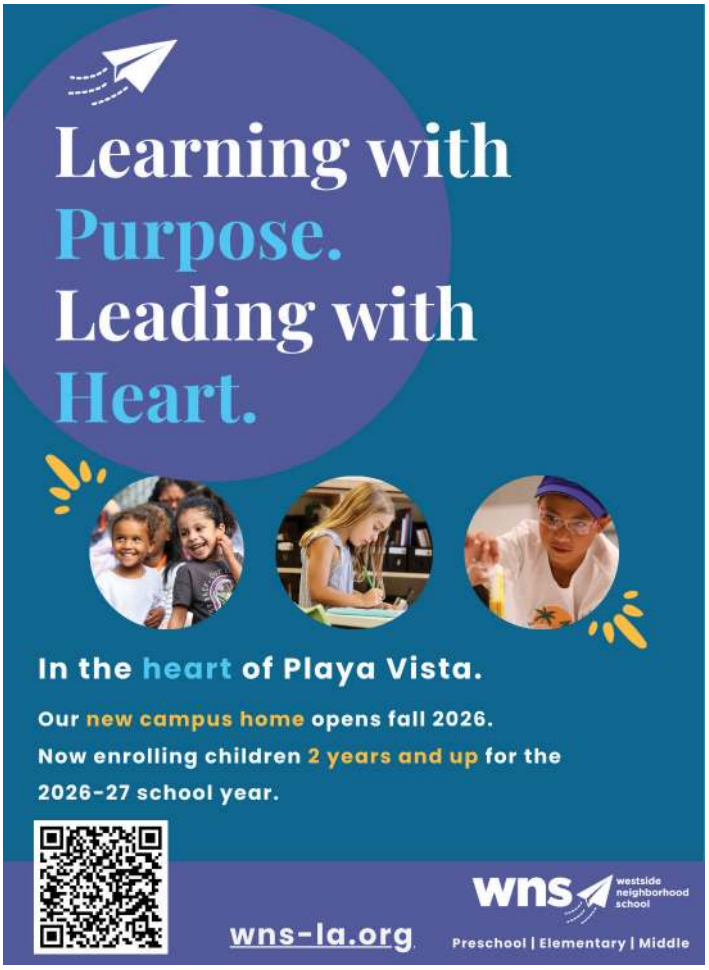
EVERY HOME HAS A STORY

No two homes, and no two sellers, are exactly alike.

Some homeowners prioritize maximizing price. Others are focused on timing, convenience, or coordinating a move to their next home. The best strategy is always one that aligns with the seller's specific objectives while positioning the property to stand out in the marketplace.

Whether the market is favoring buyers, sellers, or somewhere in between, thoughtful preparation, strategic pricing, and comprehensive marketing remain the foundation of a successful sale.

If you're curious about what buyers might pay for your home in today's market, a conversation about your property's unique features, neighborhood location, and current demand can help you better understand your options and make informed decisions about your next move.



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Integrated Door & Window Systems

WHY LUXURY HOMEOWNERS ARE INVESTING IN WINDOW AND DOOR UPGRADES BEFORE SELLING

BY **BRIT MARK**

Make buyers fall in love with your home before they even step inside. Discover how strategic window and door upgrades can elevate curb appeal, strengthen buyer perception, and helpluxury properties command greater value in today's competitive market.

A luxury home deserves a first impression that captivates from the moment a buyer arrives. For many homeowners preparing to sell, upgrading windows and doors has become one of the most effective ways to elevate the appearance of a property. A custom front entry door, expansive glass openings, or refined steel and aluminum systems can instantly refresh a home's exterior. These architectural elements signal quality and attention to detail before a showing even begins.

Today's luxury buyers are highly discerning. They notice craftsmanship, clean sightlines, and how well a home connects indoor and outdoor living spaces. Outdated windows and doors can make an otherwise exceptional property feel older than it is. Modern fenestration systems create brighter interiors, maximize views, and support the lifestyle that buyers expect in Southern California's most desirable neighborhoods.

Window and door upgrades also influence how buyers perceive the overall condition of a home. New systems suggest that the property has been thoughtfully maintained and improved.

Features such as large-format sliding doors, slim-profile frames, and premium hardware create a sense of sophistication throughout the residence. These details often help buyers feel more confident in the quality of the investment they are considering.

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Beyond aesthetics, upgraded windows and doors can contribute to stronger market performance. Luxury buyers increasingly value comfort, energy efficiency, and high-quality construction. Well-selected products can enhance daily living while helping a property stand out among competing listings. For custom homes, the right window and door package often becomes a defining architectural feature that supports premium pricing.

At Integrated Door & Window Systems, we help homeowners, architects, and builders select custom solutions that complement each home's unique design. Whether preparing a luxury residence for sale or planning a long-term investment, expertly selected and installed windows and doors can create lasting value while making a memorable impression on future buyers.

Westchester Snapshot

PHOTO BY **GUNNAR KULLENBERG**

Westchester resident Gunnar Kullenberg captured this perfectly timed shot of a patriotic aircraft landing at LAX. With its red, white, and blue design and imagery inspired by the Declaration of Independence, the plane offers a unique connection between our community and the nation's 250th anniversary.

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The 5 Biggest Automotive STORIES RIGHT NOW

BY **ANTONIO DAVILA**

The automotive world never stops changing. From new technology to shifting consumer preferences, there is always something interesting happening behind the scenes. Here are five of the biggest stories shaping the car industry right now—and what they mean for everyday drivers.

1. ELECTRIC VEHICLE GROWTH IS SLOWING DOWN

Just a few years ago, it seemed like every manufacturer was racing toward an all-electric future. While EV sales are still growing, they're growing more slowly than many experts predicted.

Many consumers continue to have concerns about charging infrastructure, vehicle range, and purchase price. As a result, several automakers have adjusted their timelines and are investing more heavily in hybrid vehicles instead of going all-in on electric cars.

What it means for you: Gasoline-powered and hybrid vehicles will likely remain on the road much longer than originally expected, which is good news for owners who still want to buy a non-electric down the road!

2. HYBRIDS ARE MAKING A HUGE COMEBACK

While electric vehicles grab headlines, hybrids are quietly becoming one of the hottest segments in the industry.

Today's hybrid technology is far more advanced than the early versions many people remember. Modern hybrids offer excellent fuel economy without requiring owners to change their driving habits or worry about finding charging stations.

Many manufacturers are expanding their hybrid offerings because consumers appreciate the combination of efficiency and convenience.

What it means for you: Expect to see more hybrid options across nearly every brand over the next few years.

3. CARS ARE BECOMING ROLLING COMPUTERS

Modern vehicles contain more technology than ever before. Features like adaptive cruise control, lane-keeping assistance, over-the-air software updates, and advanced infotainment systems are becoming standard equipment.

In many cases, manufacturers can now improve vehicle performance and add features through software updates without the owner ever visiting a dealership.

What it means for you: Vehicles are becoming smarter, but proper maintenance and diagnostics are becoming more important than ever. Today's technicians need to understand computers just as well as they understand engines.

4. REPAIR COSTS CONTINUE TO RISE

One of the biggest trends affecting drivers today is the increasing cost of vehicle repairs.

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Modern vehicles contain sophisticated sensors, cameras, radar systems, and electronic components that make repairs more complex than ever before. Even a minor collision can require extensive recalibration of safety systems.

The good news is that vehicles are generally more reliable than they were decades ago, but when repairs are needed, they often require specialized tools and expertise.

What it means for you: Staying current with preventative maintenance can help avoid much larger repair bills down the road.

5. ENTHUSIAST CARS AREN'T GOING AWAY

For years, many enthusiasts worried that fun, performance-focused vehicles would disappear. Fortunately, manufacturers continue to invest in exciting cars that deliver a great driving experience.

Brands like Porsche, Audi, BMW, and others continue to develop performance models while also introducing new technologies and efficiency improvements.

Despite all the changes happening throughout the industry, the passion for driving remains alive and well.

What it means for you: The future of the automobile may look different, but there will always be vehicles designed for people who genuinely enjoy driving.

FINAL THOUGHTS

Vehicles are becoming more advanced, more efficient, and more capable every year. Whether you drive a classic sports car, a modern luxury SUV, or the latest hybrid, staying informed helps you make smarter decisions about ownership and maintenance.

As always, if you have questions about your Porsche or Audi, our team at Euro-Tech Motors is here to help keep you on the road and enjoying every mile.

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COPING WITH NEUROPATHY:

Strategies for Better QUALITY OF LIFE

BY **DR. CHRISTINA YANG**

Neuropathy, also known as peripheral neuropathy, is a condition that occurs when nerves outside the brain and spinal cord become damaged. This nerve damage can lead to symptoms such as numbness, tingling, burning sensations, sharp pain, weakness, and increased sensitivity to touch. Neuropathy most commonly affects the hands and feet, but it can occur anywhere in the body.

For many patients suffering from neuropathy, gabapentin is often prescribed as one of the first treatment options. Gabapentin is designed to help reduce nerve pain by altering how pain signals are transmitted to the brain. While some individuals experience significant relief, others find that the medication provides little or no improvement. Some patients also discontinue gabapentin due to side effects such as dizziness, fatigue, brain fog, or swelling.

If gabapentin has not worked for you, it is important to understand that you still have options. Neuropathy is a complex condition, and successful treatment often requires a personalized approach. Depending on the underlying cause of the nerve damage, healthcare providers may recommend alternative therapies or additional evaluations to better understand what is contributing to the symptoms.

Several factors can cause neuropathy, including diabetes, vitamin deficiencies, poor circulation, autoimmune disorders, injuries, chemotherapy treatments, and chronic inflammation. Identifying and addressing the root cause can be an important step toward improving nerve health and reducing discomfort.

In addition to medication, many patients benefit from conservative treatments that focus on improving function, circulation, and overall wellness. Regular exercise, stretching, proper nutrition, and lifestyle modifications may help support nerve health and reduce symptom severity. Physical rehabilitation and other non-invasive therapies can also help improve mobility, balance, and quality of life.

Because neuropathy affects every patient differently, there is no one-size-fits-all solution. A thorough evaluation can help determine the most appropriate treatment plan based on your specific symptoms and health history. Early intervention may help prevent symptoms from worsening and allow patients to maintain a more active lifestyle. Although living with neuropathy can be frustrating, the failure of gabapentin does not mean relief is out of reach. Working with experienced healthcare professionals can help uncover additional treatment options and provide a comprehensive strategy for managing symptoms and improving daily function.

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four STRATEGIES to MAKE THE MOST OF YOUR CHARITABLE GIVING IN 2026

BY **TRAVIS GABLER**

Charitable giving is a meaningful way to support the organizations and communities that reflect your values. Whether you're drawn to helping local nonprofits, funding educational initiatives, or supporting national causes, thoughtful planning can help your generosity create deeper impact while aligning with your broader financial goals. By incorporating charitable strategies into your financial plan, you can support meaningful work today, while strengthening your long-term financial outlook.

DONATE APPRECIATED ASSETS FOR GREATER TAX EFFICIENCY. If you hold stocks or other investments that have increased in value, donating them directly to a qualified charity may offer significant advantages. When you gift appreciated assets, you may be able to avoid the capital gains taxes that would apply if you sold the investment yourself. The charity benefits by receiving the full market value of the asset, and if you itemize, you may be eligible to claim a charitable deduction within IRS limits. Before taking this step, be sure your preferred organization can accept non-cash contributions. This strategy allows you to maximize the value of your gift while keeping your financial plan working efficiently.

EXPLORE CHARITABLE TRUSTS AND DONOR-ADVISED FUNDS. For individuals looking to integrate charitable giving into more comprehensive financial or estate planning, charitable trusts can serve as valuable tools. A Charitable Lead Trust provides income to a designated charity for a defined period, after which remaining assets pass to your beneficiaries. A Charitable Remainder Trust offers the inverse structure, providing income to you or a loved one first, with the remainder going to charity. Each option may offer tax and planning advantages, but guidance from legal and tax professionals is essential to ensure the structure aligns with your goals.

If you prefer a simpler, more flexible approach, a donor-advised fund may be worth considering. This type of fund allows you to make a significant contribution upfront—potentially receiving an immediate tax deduction—while recommending grants to charities over time. It offers flexibility, administrative ease, and the ability to give thoughtfully at your own pace.

LEVERAGE WORKPLACE GIVING PROGRAMS.. Some employers make charitable giving easier by offering payroll-deduction programs that allow you to support your favorite causes throughout the year. Many companies also offer donation-matching programs, which can increase the value of your gift at no additional cost to you. If your employer provides these benefits, review which charities qualify for matching funds. Workplace giving allows you to incorporate philanthropy into your routine and amplify the impact of your contributions.

MAKE CHARITABLE IRA DISTRIBUTIONS. If you are age 70½ or older, a Qualified Charitable Distribution (QCD) from your IRA may provide a tax-efficient way to meet your philanthropic goals. A QCD allows you to transfer up to $111,000 in 2026 directly to a qualified charity without treating the distribution as taxable income.[1] This approach can also help you meet required minimum distributions when that time comes. If you're approaching the age for mandatory withdrawals, incorporating charitable giving into your retirement strategy may offer both planning and tax benefits. For more details about required minimum distribution rules, visit IRS.gov.

Charitable giving is most impactful when it reflects your personal values and aligns with a thoughtful financial strategy. As you consider the best ways to support the causes you care about, a financial advisor and tax professional can help identify approaches that meet both your philanthropic and financial objectives. With the right planning, your generosity can create meaningful change today while supporting your long-term financial well-being.

1 - Tax inflation adjustments and retirement limits for 2026; Ameriprise Financial. https://www.ameriprise.com/financial-goals-priorities/taxes/retirement-limits-tax-brackets#5

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