

REALTOR® REPORT

February 2 - February 15, 2010

The Official Publication of Southland Regional Association of REALTORS®

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**SRAR Members
who have not paid 2010 dues
are reminded that dues are now
delinquent and subject to a late fee.**

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SANTA CLARITA VALLEY HOME SALES UP 3% DURING 2009

Sales of existing single-family homes in the Santa Clarita Valley increased for the second consecutive year during 2009 with the 2,258 closed escrows up 2.9 percent from the tally reported in 2008, the Southland Regional Association of Realtors reported.

The increase in activity was not as pronounced as the 10.1 percent rise reported in 2008 primarily because tight financing and an extremely limited inventory of properties listed for sale restricted sales even as buyers returned to the market to capture favorable prices, low interest rates and a federal tax rebate.

Annual condominium sales also increased during 2009, posting a 0.5 percent gain over 2008. It was the first increase in condo annual sales after three consecutive years of declines. A total of 840 condos changed owners last year.

The 3,098 properties negotiated by Realtors during 2009 generated \$1.16 billion for home buyers, sellers and the local economy. Typically, each sale yields many thousands of dollars more as buyers paint, landscape, remodel and purchase appliances to prepare a home for occupancy.

"Overall, what we're seeing is very encouraging," said Andrew Walter, the 2010 president of the Association's Santa Clarita Valley Division. "The bottom has passed and in 2010 we're likely to see more sales and a slow, steady increase in resale prices."

The annual median price of single-family homes sold last year declined for the third consecutive year, although not as steeply as in 2008. The 2009 annual median of \$407,208 was down 8.5 percent from the prior year, compared with a 22.0 percent drop posted in 2008.

However, Walter noted that the low point for resale prices of this real estate cycle came in December 2008 when the monthly median hit \$385,000.

Ever since, prices have been trending higher as multiple bidders compete over a limited number of homes for sale. The year ended with a December median price of \$417,500, the highest monthly median of the year.

"It's very important for consumers to understand that while prices are still the most favorable in many years, the demand for entry-level homes is so strong that we're seeing multiple offers on the limited number of properties listed under \$500,000," Walter said.

"We're blessed that Santa Clarita is such a desirable place to live," Walter said, "yet that translates into added competition on every listing and the need to present offers over list price if a buyer wants a real chance of success."

With most buyers hoping to take advantage of a unique opportunity to buy a single-family home, condominium resale prices have been slow to recover, although there, too, the low point appears to have passed with the lowest monthly median of this cycle appearing in March.

The condo annual median price of \$226,567 was 15.5 percent lower last year, which was an improvement from the 24.1 percent drop in the annual price seen in 2008. It was the third consecutive the condo annual median fell.

"Prices are still down from the prior year, which is what attracts buyers," said Jim Link, the Association's chief executive

officer, "but the upward trend in prices has narrowed the gap.

"The market certainly is not healthy or even balanced, with the scale still favoring buyers," Link said, "but it certainly has improved and is much better off than this time last year."

December ended on a relatively positive note, even with a limited inventory. December single-family sales of 178 homes were off 7.3 percent from the prior year, but up 9.9 percent from November as buyers sought to lock in the federal tax credit, which had been set to expire at the end of November but has since been extended through April 30. December condo sales of 94 units were up 5.6 percent from the prior year and rose 30.6 percent from the November tally.

There were 738 properties listed for sale at the end of December throughout the Santa Clarita Valley. That was down 44.7 percent from the prior year. At the current pace of sales, the inventory represents a mere 2.7-month supply, down from the 4.7-month supply of December 2008. A supply of 5- to 6-months is believed to represent a "balanced" market. Pending escrows, a measure of future resale activity, increased 16.7 percent during December, which suggests the market will remain busy well into the Spring.

CONSUMER PRICE INDEXES						
DECEMBER 2009						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		ONE MONTH ENDING
	DEC 2008	NOV 2009	DEC 2009	NOV 2009	DEC 2009	DEC 2009
Los Angeles - Riverside - Orange County	219.620	224.317	223.643	0.9	1.8	-0.3



**SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.**

REALTOR® REPORT

The Official Publication of SRAR

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SAN FERNANDO VALLEY HOME SALES POST STRONG GAINS IN 2009

Single-family home and condominium sales throughout the San Fernando Valley during 2009 handily surpassed totals reported in 2008 as the most favorable resale prices in years, federal tax credits and low interest rates attracted legions of buyers eager to benefit from a unique moment in time, the Southland Regional Association of Realtors reported.

The 7,793 single-family home sold last year were 9.9 percent higher than 2008. It marked the second consecutive year that sales increased after four consecutive years of annual drops beginning in 2004.

Likewise, after six consecutive years of declines in condominium sales, 2009 ended with 2,494 condos changing owners. That number was up 15.4 percent over the prior year.

The 10,287 sales negotiated by San Fernando Valley Realtors contributed \$4.2 billion to the local economy, not including the additional sales, ranging from furniture and appliances to remodeling and landscaping, that each sale typically generates.

"This is the opportunity market for many people who have been sitting on the sidelines," said Patti Petralia, the 2010 president of the Southland Regional

Association of Realtors. "There is enough pent-up demand that I sense that the entry level market is still going to be very strong as we move into the New Year."

Petralia and Jim Link, the Association's chief executive officer, were guardedly optimistic that 2010 will be a stabilizing, active year for local real estate, barring any unforeseen changes in the economy.

"While the tide has turned," Link said, "we're still not where we'd like to be due to the continued presences of short pays, a dwindling number of foreclosures, and an overall lack of inventory. Still, we're certainly past the worst of the residential real estate recession."

The number of foreclosures is down, but some analysts believe banks have what is called a "shadow inventory" of foreclosed properties that could be released sometime this year, an inventory that Link and Petralia said current demand could absorb.

Virtually every property listed below \$500,000 receives multiple offers that typically are higher than the list price simple because there are not enough properties listed to meet demand.

The 2,667 active listings at the end of December were down 44.6 percent from a year ago. At the current pace of sales, the

inventory represents a 3.1-month supply, down from a 5.20-month supply a year ago. A balanced market emerges when the supply hovers between a 5- and 6-month supply.

The lack of inventory stopped the slide in the median price of single-family, which bottomed out in February at \$339,900 and has been climbing ever since, posting a \$400,000 median price in December.

While prices have been climbing higher on a month-to-month basis, the annual median price posted a decline compared to the prior year. The annual median price of single-family homes for 2009 was \$372,483, down 14.6 percent from 2008 for the second consecutive year of declines. In 2008 the annual median of \$435,687 was down 26.6 percent from the 2007 record-high annual median of \$611,933.

Similarly, the condominium annual median price fell for the third consecutive year during 2009. The year ended with a condo median of \$218,650, down 22.6 percent from 2008. The record high annual condo median of \$394,917 was set in 2006.

It has taken longer for condo prices to stabilize as buyers focused on the unique opportunities presented to purchase single-family homes, Link said. The condo median hit its low point of this cycle in January 2009 with a median of \$190,000.

The year ended with the December median price at \$240,000.

While it varies from lender to lender, with some adhering to stricter rules than others, Petralia said home loans are more available than a few months ago.

"It depends on the borrower," she said. "Getting a loan might take longer, there may be more eyeballs scanning every document, but loans are available if the borrower has good credit and good documentation."

Link said the lending industry is slowing adjusting although some are being overly cautious.

"What is being sorted out now was an over correction," Link said. "Not long ago, lenders too quickly gave money to people who didn't qualify. Now they sometimes are too slow to lend to those who do qualify."

Pending escrows, a measure of future sales activity, were up 2.8 percent over a year ago, suggesting that the revived market will continue for months to come.

"It's all good news compared to a year ago," Petralia said.

VETS GAIN TIME ON TAX CREDIT

U.S. military personnel and other federal workers who are serving out-side the country have an extra year to qualify for the \$8,000 tax credit offered to first-time home buyers and the \$6,500 credit available to repeat buyers.

To capture the credits, the law specifies that eligible taxpayers must sign a contract to buy a principal residence by April 30 and close escrow no later than June 30.

However, military personnel get an extra 12 months, which means they have until April 30, 2011, with closing to come within 90 days.

Typically, the credit must be repaid if within three years of the purchase the home is no longer the buyer's principal residence. However, for members of the armed services, intelligence community or Foreign Service, that provision is waived if the house is sold in connection with orders sending

the owner to a new duty station which is at least 50 miles away. There also are programs designed to help military personnel if they sold a home at a loss because of permanent duty transfer.

Home owners who were injured, wounded or became ill in the line of duty while deployed since Sept. 11, 2001, and are relocating for further medical treatment will get priority in the processing of applications. This includes the Coast Guard and civilian employees of the Department of Defense.

Spouses of military personnel killed in the line of duty also would get preferential treatment if they must relocate within two years of the death of their mates.

For further details of the programs, contact the Army Corps of Engineers, which is charged with administering the Homeowners Assistance program on behalf of all branches of the military.

FHA TO HIKE DOWNPAYMENT FOR BUYERS WITH POOR CREDIT

BY PATTI PETRALIA, PRESIDENT, AND DAVID WALKER, SRAR MEDIA CONSULTANT

It won't happen until this summer, but buyers with FICO scores lower than 580 will have to come in with a higher downpayment to qualify for a FHA loan, the government announced Tuesday.

The 3.5 percent minimum downpayment — highly favorable terms from one of the few sources of loans out there today — will remain for borrowers with a 580 credit score or higher.

But for those with lower credit scores, the minimum down payment will be hiked to 10 percent as of this summer if the borrower wants to participate in FHA's mortgage insurance program.

Realtors have opposed efforts to increase the down-payment, insisting it would exclude too many borrowers without truly improving FHA's reserves. There had been a proposal to raise the downpayment to 5 percent for all borrowers, but that appears to have been dropped with Tuesday's announcement.

"Striking the right balance between managing the FHA's risk, continuing to provide access to underserved communities, and supporting the nation's economic recovery is critically important," said FHA Commissioner David Stevens.

"These changes are among the most significant steps to address risk in the agency's history," he said. "Additionally, by continuing to provide affordable, responsible mortgage products, FHA will support the housing market's recovery. Importantly, FHA will remain the largest source of home purchase financing for underserved communities."

FHA policy changes include:

- Mortgage insurance premium will be increased to build up capital reserves and bring back private lending. The first step will be to raise the up-front MIP to 2.25% and request legislative authority to increase the maximum annual MIP that the FHA can charge. If this authority is granted, then the second step will be to shift some of the premium increase from the up-front MIP to the annual MIP. This shift will allow for the capital reserves to increase with less impact to the consumer, because the annual MIP is

paid over the life of the loan instead of at the time of closing. The initial up-front increase will go into effect in the spring.

- Update the combination of FICO scores and down payments for new borrowers. New borrowers will now be required to have a minimum FICO score of 580 to qualify for FHA's 3.5% down payment program. New borrowers with less than a 580 FICO score will be required to put down at least 10%. This allows the FHA to better balance its risk and continue to provide access for those borrowers who have historically performed well. This change will be posted in the Federal Register in February and, after a notice and comment period, would go into effect in the early summer.

- Reduce allowable seller concessions from 6 percent to 3 percent. The current level exposes the FHA to excess risk by creating incentives to inflate appraised value. This change will bring FHA into conformity with industry standards on seller concessions. This change will go into effect in the early summer.

- Increase enforcement on FHA lenders. Publicly report lender performance rankings to complement currently available Neighborhood Watch data - Will be available on the HUD website on February 1. This is an operational change to make information more user-friendly and hold lenders more accountable.

- Enhance monitoring of lender performance and compliance with FHA guidelines and standards. HUD is pursuing legislative authority to increase enforcement on FHA lenders. Specific authority includes: Requiring all approved mortgagees to assume liability for all of the loans that they originate and underwrite; authority to withdraw originating and underwriting approval for a lender nationwide on the basis of the performance of its regional branches.

In addition to the changes proposed Tuesday, the FHA is continuing to review its overall response to housing market conditions, and continuing to evaluate its mortgage insurance underwriting standards and its measures to help distressed and underwater borrowers going forward.

STANDARD FORM "AS IS" CONTRACT FRAUDULENTLY CLAIMS TO BE C.A.R. APPROVED

Members have reported that certain investor buyers use a standard form "As-Is Contract for Sale and Purchase" which fraudulently purports to be approved by the CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.). This standard form agreement has been used by Greenhills Financial Investment, LLC, among others. C.A.R.'s Legal Department is vigilantly pursuing this matter, which includes issuing cease-and-desist letters against anyone using the form.

The "As-Is Contract for Sale and Purchase" form, which is referenced at the bottom as "FAR/BAR AS IS," has apparently been patterned after Florida Association of REALTORS®'s purchase agreement. In any event, the form purports to be approved by C.A.R., when in fact, C.A.R. has not reviewed or approved the form, and C.A.R. has no business affiliation whatsoever with Greenhills Financial Investment or the form's publisher. C.A.R. currently has no standard form with the words, "As Is," in the title.

REALTORS® who come across the form are encouraged to report the matter to C.A.R. by contacting our Strategic Defense Counsel, Nicole Briggs, at nicoleb@car.org.

2010 DUES ARE PAST DUE!

SRAR members who have not paid 2010 dues are reminded that dues are now delinquent and subject to a late fee.

The deadline was Friday, January 29.

Dues billings were mailed to all members at their home address in early December. E-mail notices were also sent.

Members can save money and time by paying dues online. It is easy, fast and completely secure!

To pay online, go to the association website www.srar.com and click on the dues button on the homepage.

Posting

The following Real Estate Brokers have applied for REALTOR® membership. If you have any objections to an applicant's admittance, the objection should be submitted in writing to the Membership Committee at once. In the event a qualified complaint is received, the complaint will be forwarded to the applicant and to the Chairman of the Membership Committee to ascertain that the complaint comes within the purview of the 7 point criteria established by the National Association of REALTORS®. If it does not, the complainant is notified and the applicant is admitted to membership. If it does, the Membership Committee Chairman shall appoint a panel of 3 members from the committee to interview the applicant. The Panel shall make its recommendation to the Membership Committee, which shall then forward its recommendation to the Board of Directors. If the committee recommends disapproval of the application, the Board of Directors will review the recommendation and render a final decision.

RESPONSIBLE REALTOR® APPLICANTS

FIRST POSTING

Bykov, Jean Marcus
Jean Marcus Bykov
5330 Zelzah Ave. #8
Encino, CA. 91316

Jahangard, Houman
Royal Rep
5250 Premiere Hills Cir. #101
Woodland Hills, CA. 91364

Cook, Scott James
Architecture 8, Inc.
264 S. La Cienega Blvd. #1167
Beverly Hills, CA. 90211

Mesropian, Mesrop
Mesrop Mesropian
18530 Hatteras St. #223
Tarzana, CA. 91356

Datuin, Norman I.
Loan Fund Unlimited, Inc.
25000 Avenue Stanford, Suite 205
Valencia, CA. 91355

Tchourkina, Olga
Olga Tchourkina
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Valley Village, CA. 91607

Dhillon, Kulbir
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Murrieta, CA. 92562

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18566 Sherman Way
Reseda, CA. 91335

Eisenberg, Jeffrey Mark
Southern Oaks Mortgage, Inc.
25000 Avenue Stanford, Suite 95
Valencia, CA. 91355

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Granada Hills, CA. 91344

Perelshteyn, Stanislav
States Realty, Inc.
5060 Tendilla Ave.
Woodland Hills, CA. 91364

Kharadjian, Viken
Vic Kharadjian
15431 Valerio St.
Van Nuys, CA. 91406

Porntheprirong, Praparpun
Taurus Financial
7035 Atoll Ave.
North Hollywood, CA. 91605

Mcelveen, Ryan Joel
Ryan Mcelveen
13000 Pierce Street
Pacoima, CA. 91331

Watanabe, Mary
All Star Realty
171 E. Thousand Oaks Blvd., #203
Thousand Oaks, CA. 91360

Parsons, Ken John
Pasadena Market Center, Inc.
445 S. Fair Oaks Ave.
Pasadena, CA. 91105

Yeager, William
RealEstate.com Realtors
4350 Executive Dr., #201
San Diego, CA. 92121

REALTOR® APPLICANTS

Adams, Michael A. / Keller Williams VIP / Valencia
Aleman Sr., Rolando / Coldwell Banker Greater Valley / Granada Hills
Arroliga, Marvin / Valley View Realty, Inc. / Mission Hills
Arutyunyan, Stephan / Coldwell Banker / Sherman Oaks
Boyadjian, Vardanush / SoCal Real Estate Services / Valley Village
Branch, Donna / Keller Williams Realty / Encino
Campos, Jorge Luis / The Real Estate Plaza / Granada Hills
Cedars, Dorian / HMF Realty / Encino
Colon, Jayme / Prudential California Realty / Calabasas
David, Moshe Dominic / Keller Williams / Studio City
Davis, Candis Lyn / HMF Realty / Encino
Figueroa, Sergio / Oscar Avellaneda / West Hills
Flores Jr., Enrique / Park Regency / Granada Hills
Flores, Raquel E. / Sunshine Realty & Associates / Palmdale
Fu, Christine Felicia / T & K Realty / Reseda
Gabledon, Lisa Colleen / Exit Realty SCV / Valencia
Gloriz, Pouria A. / Pinnacle Estate Properties, Inc. / Encino
Gregory, Peter / Keller Williams / Valencia
Gulock, Kyle Robert / Sotheby's International Realty / Calabasas
Hernandez, Janet S. / Keller Williams VIP Properties / Valencia
Hilton, Maria Lourdes / JP Realty & Associates / Granada Hills

Jones, Gabriel Matthew / Re/Max OTB Estates / Woodland Hills
Kim, Sean Joel / Kellar-Davis, Inc. / Santa Clarita
Kim, Young Hae / Blue Ocean Group / Los Angeles
Levine, Barbara / Keller Williams / Studio City
Mahfuzul, Kadir / Megna Real Estate Services / Northridge
Manansala, Cheryl Ros / Keller Williams Encino-Sherman Oaks / Encino
Martirosova, Evelina / Steve Major & Associates / Chatsworth
McKenzie, Joni Lynne / Wall Street Realty / Calabasas
Mehrabiani, Abbas / White House Properties / Woodland Hills
Nguyen, Thuy Mi Hoang / Rodeo Realty / Sherman Oaks
Nikzad, Kamran / Flat Fee Realtors / Woodland Hills
Pearce, Robert Lee / Century 21 All Moves / Granada Hills
Rahime, Michelle / Century 21 Palmieri / Newhall
Ramsey, Suzanne Geralyn / Ramsey-Shilling Associates / Los Angeles
Ratcliffe, Barbara / Keller Williams VIP Properties / Valencia
Revolorio, William A. / Pinnacle Estate Properties / Northridge
Rios, Cesar Fernando / San Fernando Realty / San Fernando
Simha, Mordehay / Country Home Lending, Inc. / San Fernando
Verano, Jorge Guillermo / ZipRealty, Inc. / Emeryville
Warburton, Brett / Southern Oaks Mortgage, Inc. / Valencia

SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR DECEMBER

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	128	112	98	162	144	644	346	990
Total Active Listings	321	414	294	398	525	1,952	1,293	3,245
Average Days on Market	121	122	126	103	117	117	126	120
Average List Price in Thousands	299.8	816.9	1,044.3	592.7	1,142.4	807.9	754.7	786.7
Median List Price in Thousands	279.0	599.9	599.0	476.0	649.0	499.0	369.9	459.0
BOMS	10	14	4	14	11	53	21	74
Average BOM Price in Thousands	360.7	479.3	906.0	481.7	643.6	523.9	518.6	522.4
BOM to Sale Ratio	7.4	11.6	4.0	10.3	7.5	8.3	9.2	8.6
Expirations	28	43	33	43	50	197	118	315

PENDING SALES

New Escrows Opened	145	128	89	145	156	661	296	959
Total YTD Escrows Opened	2,015	1,596	1,240	1,879	1,800	8,530	3,586	12,116
New Open Escrows Average Days on Market	56	75	59	68	61	63	88	71
New Open Escrows Average List Price	254.0	568.7	599.7	440.1	621.3	489.8	498.2	491.4

CLOSED SALES:

New Escrows Closed	135	121	99	136	146	637	228	865
Total YTD Escrows Closed	1,820	1,42	1,100	1,702	1,597	7,640	3,134	10,774
Volume of New Sales Dollars in Millions	37.485	69.506	69.222	65.882	94.089	336.184	114.276	450.460
Volume of total YTD Sales in Millions	486.953	814.442	622.587	781.466	947.728	3,653.177	1,335.210	4,988.386
Average Sale price in Thousands	277.7	574.4	699.2	484.4	644.4	527.8	501.2	520.8
Median Sale Price in Thousands	268.2	520.0	410.0	437.5	530.0	400.0	370.0	399.9
Coop Sales	106	98	75	114	124	517	189	706
Percent of Coop Sales	78.5	81.0	75.8	83.8	84.9	81.2	82.9	81.6
Average Days on Market	104	106	111	116	102	108	115	110
Sales at List Price	104	65	52	68	59	348	113	461
Percent of Sales at List Price	77.0	53.7	52.5	50.0	40.4	54.6	49.6	53.3
Sales to Listing Inventory Ratio	42.1	29.2	33.7	34.2	27.8	32.6	17.6	26.7
Final Sale to New Listing Ratio	105.5	108.0	101.0	84.0	101.4	98.9	65.9	87.4

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	55	68	38	45	49	255	82	337
Total Active Listings	117	236	116	113	133	715	310	1,025
Average Days on Market	125	103	147	96	124	117	138	123
Average List Price in Thousands	188.1	413.1	292.6	248.6	263.0	302.8	403.6	333.3
Median List Price in Thousands	165.0	385.0	240.0	235.0	239.9	259.0	325.0	280.0
BOMS	9	9	5	0	3	26	9	35
Average BOM Price in Thousands	129.8	424.0	195.2	0	142.2	245.7	307.5	261.6
BOM to Sale Ratio	20.5	13.6	12.2	0	6.1	11.0	12.3	11.3
Expirations	7	17	6	6	11	47	32	79

PENDING SALES

New Escrows Opened	63	69	48	45	55	279	86	366
Total YTD Escrows Opened	588	783	517	471	554	2,913	908	3,821
New Open Escrows Average Days on Market	90	59	98	80	65	76	81	78
New Open Escrows Average List Price	160.5	336.7	246.3	26.66	224.0	249.0	325.2	266.3

CLOSED SALES:

New Escrows Closed	44	66	41	36	49	236	73	309
Total YTD Escrows Closed	505	673	408	381	468	2,435	751	3,186
Volume of New Sales Dollars in Millions	6.339	23.031	10.620	9.576	13.574	63.140	28.327	91.468
Volume of total YTD Sales in Millions	77.643	219.705	96.587	97.017	109.801	600.753	249.556	850.308
Average Sale price in Thousands	144.1	349.0	259.0	266.0	277.0	267.5	388.0	296.0
Median Sale Price in Thousands	146.0	365.0	225.0	246.0	252.0	240.0	335.0	260.5
Coop Sales	33	57	36	33	40	199	60	259
Percent of Coop Sales	75.0	86.4	87.8	91.7	81.6	84.3	82.2	83.8
Average Days on Market	121	114	122	119	106	116	125	118
Sales at List Price	29	32	22	21	27	131	35	166
Percent of Sales at List Price	65.9	48.5	53.7	58.3	55.1	55.5	47.9	53.7
Sales to Listing Inventory Ratio	37.6	28.0	35.3	31.9	36.8	33.0	23.5	30.1
Final Sale to New Listing Ratio	80.0	97.1	107.9	80.0	100.0	92.5	89.0	91.7

DECEMBER 2009

SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL
PROPERTIES LISTED
1,327RESIDENTIAL PROP.
ESCROW OPENED
1,325RESIDENTIAL PROP.
ESCROW CLOSED
1,174

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS.....	183	180	136	207	193	899	428	1,327
TOTAL ACTIVE LISTINGS.....	438	650	410	511	658	2,667	1,603	4,270
AVERAGE DAYS ON MARKET.....	122	115	132	101	118	117	128	121
AVERAGE LIST PRICE IN THOUSANDS.....	269.9	670.3	831.6	516.6	964.6	672.5	686.8	677.9
MEDIAN LIST PRICE IN THOUSANDS.....	250.0	499.0	415.0	400.0	539.0	410.9	349.9	399.0
BOMS.....	19	23	9	14	14	79	30	109
AVERAGE BOM PRICE IN THOUSANDS.....	251.3	457.7	511.1	481.7	536.2	432.3	455.3	438.6
BOM TO SALE RATIO.....	10.6	12.3	6.4	8.1	7.2	9.0	10.0	9.3
EXPIRATIONS.....	35	60	39	49	61	244	150	394

PENDING SALES:

NEW ESCROWS OPENED.....	208	197	137	190	211	940	382	1,325
TOTAL YTD ESCROWS OPENED.....	2,603	2,379	1,757	2,350	2,354	11,443	4,494	15,937
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.....	67	69	73	71	62	67	86	73
NEW OPEN ESCROWS AVERAGE LIST PRICE.....	225.7	487.5	475.9	399.1	517.7	418.3	459.3	429.2

CLOSED SALES:

NEW ESCROWS CLOSED.....	179	187	140	172	195	873	301	1,174
TOTAL YTD ESCROWS CLOSED.....	2,325	2,094	1,508	2,083	2,065	10,075	3,885	13,960
VOLUME OF NEW SALE DOLLARS IN MILLIONS.....	43.824	92.537	79.842	75.458	107.663	399.324	142.604	541.928
VOLUME OF TOTAL YTD SALES IN MILLIONS.....	564.596	1,034.146	719.174	878.483	1,057.529	4,253.929	1,584.765	5,838.695
AVERAGE SALE PRICE IN THOUSANDS.....	244.8	494.9	570.3	438.7	552.1	457.4	473.8	461.6
MEDIAN SALE PRICE IN THOUSANDS.....	250.0	439.9	355.0	400.0	435.0	360.0	359.0	360.0
COOP SALES.....	139	155	111	147	164	716	249	965
PERCENT OF COOP SALES.....	77.7	82.9	79.3	85.5	84.1	82.0	82.7	82.2
AVERAGE DAYS ON MARKET.....	108	109	114	117	103	110	117	112
SALES AT LIST PRICE.....	133	97	74	89	86	479	148	627
PERCENT OF SALES AT LIST PRICE.....	74.3	51.9	52.9	51.7	44.1	54.9	49.2	53.4
SALES TO LISTING INVENTORY RATIO.....	40.9	28.8	34.1	33.7	29.6	32.7	18.8	27.5
FINAL SALE TO NEW LISTING RATIO.....	97.8	103.9	102.9	83.1	101.0	97.1	70.3	88.5

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000.....	51	156	35	14	6,730
100,000 TO 109,999.....	91	30	11	7	4,275
110,000 TO 119,999.....	100	45	11	4	1,140
120,000 TO 139,999.....	73	105	28	13	18,792
140,000 TO 159,999.....	51	121	31	14	4,321
160,000 TO 179,999.....	54	117	37	16	18,244
180,000 TO 199,999.....	59	120	35	16	68,742
200,000 TO 249,999.....	78	272	97	30	870
250,000 TO 299,999.....	70	370	143	61	5,844
300,000 TO 349,999.....	53	317	130	55	34,483
350,000 TO 399,999.....	57	351	112	48	6,499
400,000 TO 449,999.....	50	190	90	48	6,256
450,000 TO 499,999.....	40	202	64	37	19,847
500,000 TO 549,999.....	83	140	53	33	28,801
550,000 TO 599,999.....	69	176	50	36	152,424
600,000 TO 699,999.....	58	220	73	47	21,467
700,000 TO 799,999.....	69	173	46	30	55,602
800,000 TO 899,999.....	66	124	27	20	58,872
900,000 TO 999,999.....	94	90	29	27	116,285
1,000,000 TO 1,999,999.....	100	414	58	47	222,268
MORE THAN 2,000,000.....	184	209	14	12	45,846
TOTALS.....	66	3,942	1,174	615	61,890

LISTINGS

21,714

2009 RMLS TOTAL - \$ VOLUME

\$5,838,695,000

SALES

14,271

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



TOTAL MONTH BY MONTH

www.srar.com

DECEMBER 2009

SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL
PROPERTIES LISTED
315RESIDENTIAL PROP.
ESCROW OPENED
399RESIDENTIAL PROP.
ESCROW CLOSED
323

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	10	8	73	25	27	47	16	61	267	84	351
TOTAL ACTIVE LISTINGS	27	31	193	60	109	115	39	164	738	266	1,004
AVERAGE DAYS ON MARKET	86	227	115	148	144	112	79	117	124	145	129
AVERAGE LIST PRICE IN THOUSANDS	678.6	776.5	430.6	472.0	532.0	418.7	601.2	544.6	505.0	341.7	461.8
MEDIAN LIST PRICE IN THOUSANDS	485.0	759.0	329.0	382.0	369.0	375.0	599.0	394.8	389.9	247.1	349.9
BOMS	0	0	5	1	3	4	2	8	23	4	27
AVERAGE BOM PRICE IN THOUSANDS	0	0	279.6	411.0	365.3	400.3	422.5	420.4	378.9	376.3	378.5
BOM TO SALE RATIO	0	0	6.0	5.6	9.4	8.9	10.5	11.9	8.5	7.8	8.4
EXPIRATIONS	5	2	15	0	6	8	5	10	51	28	79

PENDING SALES:

NEW ESCROWS OPENED	6	8	99	33	37	51	29	79	342	57	399
TOTAL YTD ESCROWS OPENED	96	60	955	287	351	618	232	961	3,560	952	4,512
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	137	77	87	62	94	59	97	72	79	94	81
NEW OPEN ESCROWS AVERAGE LIST PRICE	370.8	455.9	338.5	390.2	367.5	340.2	517.7	431.0	386.7	241.1	365.9

CLOSED SALES:

NEW ESCROWS CLOSED	5	2	84	18	32	45	19	67	272	51	323
TOTAL YTD ESCROWS CLOSED	82	51	850	241	305	538	196	825	3,088	866	3,954
VOLUME OF NEW SALE DOLLARS IN MILLIONS	1,797	1,447	27,838	7,017	9,629	16,410	8,965	26,059	99,162	14,925	114,086
VOLUME OF TOTAL YTD SALES IN MILLIONS	32,426	26,078	263,795	89,260	94,850	207,514	100,411	350,507	1,164,841	173,235	1,338,076
AVERAGE SALE PRICE IN THOUSANDS	359.4	723.3	331.4	389.8	300.9	364.7	471.8	388.9	364.6	292.6	353.2
MEDIAN SALE PRICE IN THOUSANDS	390.0	534.0	312.0	415.0	260.0	355.0	500.0	370.0	349.0	229.0	330.0
COOP SALES	5	2	73	15	28	36	17	57	233	37	270
PERCENT OF COOP SALES	100.0	100.0	86.9	83.3	87.5	80.0	89.5	85.1	85.7	72.5	83.6
AVERAGE DAYS ON MARKET	145	393	100	123	124	91	101	111	109	132	112
SALES AT LIST PRICE	2	0	52	12	22	25	11	39	163	30	193
PERCENT OF SALES AT LIST PRICE	40.0	0	61.9	66.7	68.8	55.6	57.9	58.2	59.9	58.8	59.8
SALES TO LISTING INVENTORY RATIO	18.5	6.5	43.5	30.0	29.4	39.1	48.7	40.9	36.9	19.2	32.2
FINAL SALE TO NEW LISTING RATIO	50.0	25.0	115.1	72.0	118.5	95.7	118.8	109.8	101.9	60.7	92.0

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL #SOLD	REDUCE \$	\$ AVERAGE PRICE REDUCTION %
SELLING PRICE RANGE:					
LESS THAN 100,000	67	36	3	3	9933
100,000 TO 109,999	155	3	2	2	20450
110,000 TO 119,999	115	14	6	3	7317
120,000 TO 139,999	23	24	9	1	6563
140,000 TO 159,999	35	35	21	8	758
160,000 TO 179,999	66	38	16	6	147225
180,000 TO 199,999	65	33	5	1	1108
200,000 TO 249,999	62	63	31	21	15022
250,000 TO 299,999	73	104	35	12	129
300,000 TO 349,999	57	102	49	21	30
350,000 TO 399,999	59	71	34	14	5434
400,000 TO 449,999	46	64	34	12	729
450,000 TO 499,999	70	65	25	11	6678
500,000 TO 549,999	73	38	18	12	33331
550,000 TO 599,999	72	37	15	9	17515
600,000 TO 699,999	83	49	9	9	33970
700,000 TO 799,999	0	33	0	0	N/A
800,000 TO 899,999	105	28	2	2	14000
900,000 TO 999,999	241	12	4	4	231650
1,000,000 TO 1,999,999	96	49	3	2	239666
MORE THAN 2,000,000	0	13	0	0	N/A
TOTALS	65	911	323	153	19323

LISTINGS

5,350

2009 RMLS TOTAL - VOLUME

\$1,338,076,000

SALES

3,930

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS®, INC.

SANTA CLARITA VALLEY
COMPARABLE SALES ANALYSIS 2004 - 2009
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)
TOTAL MONTH BY MONTH

	2004					2005					2006					2007					2008					2009				
	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST	LIST	SALES	\$ VOL MIL.	% SALES TO LIST		
JAN	522	337	125.9	64.6	544	345	153.5	63.4	803	321	174.6	42.3	862	322	164.0	37.4	822	181	79.1	22	574	263	86.3	45.8						
FEB	509	393	151.7	77.2	535	352	159.7	65.8	776	289	142.5	37.2	862	320	155.2	37.1	706	237	97.6	33.6	450	281	97.1	62.4						
MAR	621	548	235.2	88.2	619	644	300.3	104.0	1010	454	236.7	45.0	1121	469	241.6	41.8	766	299	120.1	39	506	336	105.4	66.4						
APR	658	566	242.1	86.0	727	646	321.2	88.9	926	473	260.2	51.1	1065	320	164.7	30.0	668	324	136.5	48.5	435	382	122.7	87.8						
MAY	741	546	246.0	73.7	745	596	294.0	80.0	1235	476	248.4	38.5	1090	355	183.6	32.6	614	396	153.4	64.5	434	337	111.7	77.6						
JUNE	852	628	292.7	73.7	714	651	340.5	91.2	1231	493	266.3	39.6	1098	377	207.4	33.9	642	391	162	60.9	448	350	120.9	78.1						
JUL	901	528	246.5	58.6	785	624	322.2	79.5	1149	469	244.5	40.8	960	365	186.4	38.0	643	418	158.5	65.0	463	393	138.7	84.9						
AUG	784	488	230.1	62.2	894	601	330.3	67.2	1123	483	251.3	43.0	1064	320	167.1	30.1	645	341	131.9	52.9	428	342	118.3	79.9						
SEPT	705	500	233.3	70.9	831	586	309.3	70.5	959	445	224.1	46.4	793	225	111.7	28.4	625	342	130.3	54.7	413	308	107.1	74.6						
OCT	607	461	212.8	75.9	755	477	257.2	63.2	824	380	193.6	46.1	793	227	107	28.6	634	371	137.4	58.5	469	334	117.9	71.2						
NOV	428	443	232.4	103.5	680	433	226.0	63.7	712	390	189.2	53.5	674	216	100.2	32.0	416	318	103.5	76.4	415	281	99.5	67.7						
DEC	293	432	203.4	147.4	396	415	216.6	104.8	423	372	200	87.9	566	226	104.6	39.9	433	366	120.5	84.5	315	323	114.0	92.0						
TOTAL	7,621	5870	2652.1	77.0	8225	6323	3213.2	76.9	11,171	5,045	2631.4	45.2	10,948	3,742	1893.5	34.2	7614	3984	1530.8	55	5,353	3,930	1,339.6	73						
AVG. SALE PRICE	\$451,789					\$508,176					\$521,586					\$506,013					\$384,236					\$340,865				

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR DECEMBER

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	10	8	44	22	17	34	12	39	186	76	262
Total Active Listings	27	31	135	55	75	87	32	104	546	241	787
Average Days on Market	86	227	127	151	154	107	81	115	129	150	135
Average List Price in Thousands	678.6	776.5	530.2	497.0	657.6	473.1	670.7	682.0	593.7	344.9	517.6
Median List Price in Thousands	485.0	759.0	379.9	390.0	510.0	430.0	640.0	499.9	455.0	239.0	400.0
BOMS	0	0	2	1	2	4	1	5	15	4	19
Average BOM Price in Thousands	0	0	414.0	411.0	436.0	400.3	585.0	500.4	453.3	376.3	437.1
BOM to Sale Ratio	0	0	3.6	5.6	14.3	12.5	7.1	13.5	8.4	9.8	8.7
Expirations	5	2	10	0	5	6	4	9	41	28	69

PENDING SALES

New Escrows Opened	6	7	66	32	22	36	20	52	241	50	291
Total YTD Escrows Opened	96	59	645	276	198	481	166	628	2,549	880	3,429
New Open Escrows Average Days on Market	137	79	79	63	97	54	83	84	78	85	79
New Open Escrows Average List Price	370.8	449.6	413.1	390.5	480.6	394.2	622.9	516.9	453.3	239.9	416.6

CLOSED SALES:

New Escrows Closed	5	2	56	18	14	32	14	37	178	41	219
Total YTD Escrows Closed	82	51	597	232	167	431	143	550	2,253	806	3,059
Volume of New Sales Dollars in Millions	1.797	1.447	23.049	7.017	5.802	12.992	7.461	17.6752	77.217	10.543	87.760
Volume of Total YTD Sales in Millions	32.426	26.078	217.342	87.267	68.557	181.353	85.336	268.806	967.165	157.613	1,124.778
Average Sale price in Thousands	359.4	723.3	411.6	389.8	414.5	406.0	532.9	477.1	433.8	257.1	400.7
Median Sale Price in Thousands	390.0	534.0	365.0	415.0	360.0	412.0	529.0	480.0	417.5	225.0	386.1
Coop Sales	5	2	48	15	13	25	12	33	153	30	183
Percent of Coop Sales	100.0	100.0	85.7	83.3	92.9	78.1	85.7	89.2	86.0	73.2	83.6
Average Days on Market	145	393	101	123	133	98	111	110	112	131	116
Sales at List Price	2	0	35	12	8	17	7	21	102	25	127
Percent of Sales at List Price	40.0	0	62.5	66.7	57.1	53.1	50.0	56.8	57.3	61.0	58.0
Sales to Listing Inventory Ratio	18.5	6.5	41.5	32.7	18.7	36.8	43.8	35.6	32.6	17.0	27.8
Final Sale to New Listing Ratio	50.0	25.0	127.3	81.8	82.4	94.1	116.7	94.9	95.7	53.9	83.6

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR DECEMBER

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	29	3	10	13	4	22	81	8	89
Total Active Listings	0	0	58	5	34	28	7	60	192	25	217
Average Days on Market	0	0	85	113	124	126	70	121	109	102	109
Average List Price in Thousands	0	0	198.7	196.9	254.9	249.6	283.5	306.5	252.8	311.0	259.5
Median List Price in Thousands	0	0	187.9	144.9	272.5	250.0	274.9	310.0	250.0	285.0	260.0
BOMS	0	0	3	0	1	0	1	3	8	0	8
Average BOM Price in Thousands	0	0	190.0	0	224.0	0	259.9	287.0	239.4	0	239.4
BOM to Sale Ratio	0	0	10.7	0	5.6	0	20.0	10.0	8.5	0	7.7
Expirations	0	0	5	0	1	2	1	1	10	0	10

PENDING SALES

New Escrows Opened	0	1	33	1	15	15	9	27	101	7	108
Total YTD Escrows Opened	0	1	310	11	153	137	66	333	1,011	72	1,083
New Open Escrows Average Days on Market	0	59	103	8	90	72	130	49	83	155	88
New Open Escrows Average List Price	0	500.0	189.1	377.9	201.6	210.6	284.0	265.6	228.0	249.0	229.4

CLOSED SALES:

New Escrows Closed	0	0	28	0	18	13	5	30	94	10	104
Total YTD Escrows Closed	0	0	253	9	138	107	53	275	835	60	895
Volume of New Sales Dollars in Millions	0	0	4.789	0	3.826	3.418	1.504	8.408	21.945	4.382	26.327
Volume of Total YTD Sales in Millions	0	0	46.453	1.993	26.292	26.161	15.075	81.701	197.676	15.622	213.298
Average Sale price in Thousands	0	0	171.1	0	212.6	263.0	300.7	280.3	233.5	438.2	253.1
Median Sale Price in Thousands	0	0	147.0	0	170.0	302.0	303.0	285.0	225.0	400.0	229.0
Coop Sales	0	0	25	0	15	11	5	24	80	7	87
Percent of Coop Sales	0	0	89.3	0	83.3	84.6	100.0	80.0	85.1	70.0	83.7
Average Days on Market	0	0	98	0	116	74	73	111	101	138	105
Sales at List Price	0	0	17	0	14	8	4	18	61	5	66
Percent of Sales at List Price	0	0	60.7	0	77.8	61.5	80.0	60.0	64.9	50.0	63.5
Sales to Listing Inventory Ratio	0	0	48.3	0	52.9	46.4	71.4	50.0	49.0	40.0	47.9
Final Sale to New Listing Ratio	0	0	96.6	0	180.0	100.0	125.0	136.4	116.0	125.0	116.9

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EAST NORTH

Thursdays

Chairperson: Doc Holladay

Phone: (818) 705-7575

Location: Lulu's Restaurant - 16900 Roscoe Blvd.,
Van Nuys

Time: 8:45am

OUTWEST

2nd & 4th Thurs of Mo.

Chairperson(s): Jim Bevis, Chairman
Louis Mowbray, Vice Chairman
Larry Gutierrez, Membership

Phone: Jim – (818) 522-4113

Email: jabevis@ca.rr.com

Phone: Lou – (818) 703-7209

Email: lmowbray@pacbell.net

Phone: Larry – (818) 645-8224

Location: Denny's, 8330 Topanga Cyn. Blvd.

Time: 8:30am – 10:00am

COMM. INVEST. PROP.

3rd Tues of mo.

Chairperson: Brian Hatkoff, CCIM

Phone: (818) 701-7789

Web: www.c-rex.org

Time: 8:30 A.M.

Location: SRAR Auditorium-7232 Balboa Blvd.,
Van Nuys

January 19, 2010: LA County Assessors Office:
What is the County doing with Commercial Property
Values?

February 16, 2010: David Newman, CPA: What
new tricks does the IRS have for Commercial Real
Estate?

BUSINESS OPPORTUNITY

4th Tues of mo.

Chairperson(S): Harvey Osherenko

Phone: 522-7592

Location: SRAR – **Time: 9:00 A.M.**

R.E. NETWORK

Fridays (expt. holidays)

Contact For Information: Bud Mauro

Phone: (818) 349-9997

Location: El Cariso Golf Club Restaurant, "The
19th Hole". 13100 Eldridge Ave., Sylmar CA. Exit
210 Frwy at Hubbard, N. to Eldridge, E. to Golf
Club Entrance. [TG-482 D 3]

Time: 8:30 – 9:30 A.M. - EVERY FRIDAY

SCV CARAVAN

1st and 3rd Fridays

Location: Home Town Buffet- 23154 W. Valencia
Blvd., Santa Clarita Valley

Date: 1st & 3rd Friday's

Time: 8:30am

Topic: MLS Marketing Meeting

MARCH 5 – Acton, Agua Dulce - AC, ADUL
Canyon Country - CAN 1, CAN2, CAN3, RBGL,
SAND

Newhall - NEW4

Saugus - BOUQ, CJRC, COPN, PLUM

Valencia - BCRO, CRSO, NBRG, NPRK, TSRO,
VALB, VALC, VALN, VLWC

MARCH 19 – Castaic - ECAS, HASC, HILC,
HSHL, LOAK, NCAS, NLAKE, PRKR, VVER

Newhall - DNEW, NEW1, NEW5, PLAC

Stevenson Ranch - SOSR, STEV

Valencia - VAL1, VALW, VSUM, VWES