

# REALTOR® REPORT

March 30 - April 12, 2010

*The Official Publication of Southland Regional Association of REALTORS®*

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# C.A.R. HEALTH INSURANCE PLAN

C.A.R.'s open enrollment period for medical and vision coverage begins April 1 and concludes May 15, with coverage effective June 1. Important elements of C.A.R.'s open enrollment insurance offerings include:

- Kaiser Permanente: Guaranteed issue and no pre-existing conditions limitations.
- Anthem Blue Cross of California: Guaranteed issue, and the ability to choose from PPO, HMO, or HSA programs. There are no pre-existing conditions limitations on the HMO plan.
- MetLife Dental: Two PPO plans available, with competitive pricing and no waiting periods. The annual dental open enrollment period is October 15 through November 30 for a January 1 effective date. New members or members with a qualifying event may be eligible to enroll. Call RealCare for more information.
- Medical Eye Services vision: No copay for exams, and no copay for frames and lenses with MES-approved providers once every 12 months.
- MetLife Life: \$25,000 or \$50,000 of life and accidental death and dismemberment (AD&D) coverage, featuring guaranteed issue for new members and simplified issue for existing members who have not been hospitalized within 90 days of making application. Other members may complete a medical history statement and request Life coverage although coverage is not guaranteed.

Restrictions apply. Please call (800) 939-8088, ext. 202 for more information or visit C.A.R. Insurance Products.

# PROFESSIONAL ADVANT-EDGE

This April 20th, 2010 rolls out the first class in the SRAR Education Committee's version of Real Estate Agent Boot Camp entitled "Professional Advant-Edge". With its design and momentum catered to what Experienced Agents must do each year to polish their skills and get back to basics, it has also helped create an epiphany for New Agents starting out in the industry. The Professional Advant-Edge series began in the mid 1980's as Sure Start, a newer Agent training series unmatched by any other local Association of Realtors in the country. Its course work delivered by highly experienced professionals in the field verses text book instructors, removed from the challenges of today's marketplace.

This year's 2010 Professional Advant-Edge series devotes an entire 3 hour class in Short Sale and REO transactions. This course was designed to help Agents identify and mitigate the common mishaps in both contract and disclosure areas. Standard paperwork and exemptions in these transactions have also caused confusion in the eyes of our Buyers, Sellers as well as cooperating Agents.

The Education Committee has always been dedicated to only bringing the finest quality educational experience to our members. This series culminates the best of the best. Interested attendees may register with the Education Department at the Association by calling Vince at 818 947-2268

## BLOOD DRIVE

FRIDAY APRIL 23, 2010

9:00 A.M. TO 2:00 P.M.



SRAR AUDITORIUM  
7232 BALBOA BLVD  
VAN NUYS, CA 91406

# MORTGAGE PROTECTION PROGRAM EXTENDED


The California Association of Realtors recently extended its popular Mortgage Protection Program for first-time home buyers through Dec. 31, 2010. To date, C.A.R. has approved benefits for 3,122 first-time home buyers at no cost to the consumer

Offered by C.A.R.'s Housing Affordability Fund, the MPP provides up to \$1,500 per month, for up to six months, to eligible first-time home buyers who lose their jobs due to layoffs. The funds are intended to help consumers meet their mortgage payment obligations. Qualified co-buyers also can participate in the program, and receive monthly benefits of \$750 per month for up to six months.

"The home-buying process can be one of the most stressful periods in a person's life," said C.A.R. President Steve Goddard.

"It also is one of the largest financial transactions most people make in their lifetime. Our goal ... is to help alleviate some of the anxiety home buyers feel when purchasing a home by providing a layer of security."

To apply for the program, home buyers must request an application for the C.A.R.H.A.F. Mortgage Protection Program from their REALTOR®.



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

## REALTOR® REPORT

*The Official Publication of SRAR*

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## CONSUMER PRICE INDEXES

### FEBRUARY 2010

\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		ONE MONTH ENDING
	FEB 2009	JAN 2010	FEB 2010	JAN 2010	FEB 2010	FEB 2010
Los Angeles - Riverside - Orange County	221.439	224.610	224.620	1.8	1.4	0.0

# FEBRUARY SALES SLOW, MEDIAN PRICE UP 14%

BY PATTI PETRALIA, PRESIDENT, SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

California home sales slid 11.7 percent during February compared to a year ago, while the median price of homes rose 14.1 percent, the California Association of REALTORS® reported.

"The federal tax credit for home buyers, low mortgage rates, and affordability at record levels have contributed to an unprecedented opportunity for many first-timers in the market for a home of their own," said C.A.R. President Steve Goddard. "Although sales have declined from the unusually strong levels we experienced a year ago, they've remained above the 500,000 unit threshold for 18 consecutive months.

While sales tapered off, "home prices continue to firm in the regions of the state most attractive to buyers taking advantage of today's favorable market conditions," Goddard said. Closed escrow sales of existing, single-family detached homes in California totaled 528,930 in February at a seasonally adjusted annualized rate.

Statewide home resale activity decreased 11.7 percent from the revised 598,770 sales pace recorded in February 2009. Sales in February 2010 decreased 2.2 percent compared with the previous month.

The statewide sales figure represents what the total number of homes sold during 2010 would be if sales maintained the February

***'The federal tax credit for home buyers, low mortgage rates, and affordability at record levels have contributed to an unprecedented opportunity for many first-timers.'***

pace throughout the year. It is adjusted to account for seasonal factors that typically influence home sales.

The median price of an existing, single-family detached home in California during February 2010 was \$279,840, a 14.1 percent increase from the revised \$245,230 median for February 2009, C.A.R. reported. The February 2010 median price decreased 2.4

percent compared with January's \$286,600 median price.

Sales of distressed properties to investors and first-time buyers continued to drive the market in February, although at a lesser rate than a year ago," said Leslie Appleton-Young, C.A.R.'s vice president and chief economist. "Supply continues to lag demand at the more affordable end of the market, with a 3.9-month supply of homes for sales priced below \$300,000, compared with the long-run average of more than seven months. This contrasts sharply with the nearly 15-month supply of homes for sales priced at \$1 million or more at the upper end of the market."

Highlights of C.A.R.'s resale housing figures for February 2010 included:

- C.A.R.'s Unsold Inventory Index for existing, single-family detached homes in February 2010 was 6.3 months, compared with 7.1 months for the same period a year ago. The index indicates the number of months needed to deplete the supply of homes on the market at the current sales rate.

- Thirty-year fixed-mortgage interest rates averaged 4.99 percent during February 2010, compared with 5.13 percent in February 2009, according to Freddie Mac. Adjustable-mortgage interest rates averaged 4.23 percent in February 2010, compared with 4.87 percent in February 2009.

## UNDISCLOSED SHORT SALE PAYMENTS MAY BE ILLEGAL

BROUGHT TO YOU BY THE CALIFORNIA ASSOCIATION OF REALTORS®

Undisclosed payments in short sale transactions, especially those paid outside of escrow, may violate the law, including RESPA, laws against loan fraud, and licensing laws. Short sale agents have increasingly reported to C.A.R. about requests for agents and their clients to pay junior lienholders and others, oftentimes outside of escrow.

One common scenario is when a short sale seller's senior lender authorizes a payment of \$3,000, for example, to extinguish a junior lien, but the junior lender demands that the buyer pays an additional \$9,000 outside of escrow. Not only would it be risky for a buyer to pay outside of escrow, but concealing this additional payment from a federally-insured senior lender may constitute loan fraud, which is a crime punishable by 30 years imprisonment plus a \$1 million fine (18 U.S.C. section 1014). Furthermore, omitting from the HUD-1 Statement any charges paid at settlement by either a buyer or seller may violate the Real Estate Settlement Procedures Act (RESPA) (Appendix A to 24 C.F.R. Part 3500).

Depending on the specific circumstances, carrying out these payment requests may also violate other laws and regulations, and an agent's participation in the scheme may be subject to license revocation by the Department of Real Estate or other disciplinary action.

Agents and their clients are encouraged to file any complaints regarding fraudulent activities to the proper authorities, including the following agencies:

Attorney General's Office  
California Department of Justice  
800-952-5225 Phone  
<http://ag.ca.gov/consumers/mailform.htm>

Department of Housing and Urban Development (HUD)  
HUD Office of Inspector General Hotline (GFI)

800-347-3735 Phone  
<http://www.hud.gov/offices/oig/hotline>  
Federal Bureau of Investigation (FBI)  
202-324-3000 Phone  
<https://tips.fbi.gov>

### RISK MANAGEMENT TIPS

✉ Emails are forever: Once you send an email, it is stored on your hard drive; simply deleting the email may not permanently erase it. Only specific software designed to clean hard drives can reliably remove email permanently. And don't forget the copy you sent to the recipient list! All of those hard drives are storing your emails!

✉ Emails are often forwarded: You must not assume that your email will stop with the person to whom it was sent. It is safer to assume that your email will be forwarded.



# HIGH-END HOME SALES STARTED PICKING UP IN 2009

BY PATTI PETRALIA, PRESIDENT, SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®

With Spring just around the corner and federal tax credits about to expire, all eyes will be on sales reports soon to be released and what impact today's favorable climate are having on first-time buyers. Not surprisingly, a recent report from the California Association of Realtors reported that sellers took a beating during 2009 while it was a great year for first-time home buyers, who accounted for 47 percent of purchases throughout California.

Many sellers sold their homes at a loss in 2009, and the number of those who experienced a net cash loss increased for the fifth consecutive year, according to C.A.R.'s "State of the California Housing Market 2009-2010." With one-third of sellers experiencing a net cash loss in 2009, it was the highest level on record since C.A.R. started tracking net cash losses in 1989, and was more than triple the long-run average of 9.3 percent. Following two consecutive years of significant declines in prices, the median net cash from home sales declined 50 percent last year to \$50,000 from \$100,000 in 2008.

Although sellers experienced a steeper net cash loss, lower home prices across the

state sent affordability for first-time buyers to record-high levels in 2009.

C.A.R.'s First-Time Buyer Housing Affordability Index rose to 64 percent in the third quarter of 2009.

The FTB-HAI measures the percentage of households that can afford to purchase an entry-level home in California and also

*Affordable home prices also enabled first-time buyers to purchase larger homes. The average size of a first-time buyer's house increased to 1,560 square feet in 2009 compared with 1,300 square feet in 2005.*

reports first-time buyer indexes for regions and select counties within the state.

Affordable home prices also enabled first-time buyers to purchase larger homes. The average size of a first-time buyer's house increased to 1,560 square feet in 2009 compared with 1,300 square feet in 2005. Nearly 80 percent of first-time buyers purchased a single-family home, a slight increase from 78.5 in 2008, but a significant increase from 2005 when only 61 percent of first-time buyers purchased single-family homes.

Lower home prices not only encouraged first-time buyers to purchase entry-level homes, but also lured investors. More than 70 percent of properties purchased by investors were either short sales or REO/foreclosures. The typical investment property was 1,367 square feet and had a median price of \$232,750.

California's median home price hit bottom in February 2009 at \$245,170. Since then, the median home price has increased steadily in month-to-month comparisons, but remained below 2008 levels throughout 2009. The annual median price is projected to increase to \$280,000 in 2010 from \$271,000 in 2009.

Homes priced \$500,000 or less dominated the sales mix throughout 2008 and early 2009, but peaked at 85 percent in January 2009. Meanwhile, the market share of homes sold for more than \$500,000 increased from 15 percent in January 2009 to 25 percent in July 2009, holding steady around that figure for the remainder of last year.

Sales of high-end homes started picking up in late 2009, with the number of closings for homes priced \$500,000 or higher rising 3 percent, and sales of homes priced \$1 million or more experiencing their first year-to-year increase since

July 2007. Statewide, annual sales of existing homes are projected to reach 527,500 units in 2010, a 2.7 percent decline compared with 2009's annual rate of 540,000 units.

As conventional loans became more difficult to obtain, the percentage of FHA-insured loans as a first mortgage increased significantly in 2009. The percentage of home buyers utilizing an FHA-insured loan increased to 32 percent in 2009, compared with 18.9 percent in 2008, partially a result of the agency increasing its loan limit from \$362,790 to \$729,750. FHA loans typically require lower down payments and have less rigid credit-qualifying guidelines than conventional loans. The median down payment for FHA-insured loans was \$9,888 compared with \$92,000 for conventional purchase loans.

"Although the huge increase in the use of FHA-insured loans is of concern, the housing market will continue to stabilize as home prices slowly recover and discretionary sellers return to the market in 2010," said C.A.R. Chief Economist Leslie Appleton-Young.

## DIAMONDS AND CHAMPAGNE!

## A FUNDRAISING EVENT FOR RAF

SRAR members are invited to attend the upcoming Diamonds and Champagne fundraising event for REALTOR® Action Fund (RAF). This special event will be held on Saturday, May 22, 2010 from 6:00 to 8:00 pm at the home of 2010 SRAR President, Patti Petralia. The evening will include a drawing to win one of two diamond bracelets, delicious hors d'oeuvres and refreshing cocktails all in a beautiful setting. Tickets are now being sold in

advance for \$50 and will also be available at the door for \$75. For each ticket purchased you will receive one entry into the drawing for the diamond bracelets, collectively valued at over \$5,000. To purchase advance tickets online, visit [www.srar.com/diamonds](http://www.srar.com/diamonds). Or send a check by mail made payable to 'SRAR' to the attention of Karen Marten at 7232 Balboa Blvd., Van Nuys, CA 91406. Tickets can only be sold to SRAR association members in good standing. All individual funds contributed through ticket sales will be credited towards your individual RAF account. In order to ensure your contributions are correctly credited towards your RAF account, you must include your membership number on checks and online purchases.

This is the perfect way to contribute to an extremely important fund that protects your ability to do business and have fun doing it. And who knows, you could walk away with a new diamond bracelet.

For more information on this event, and to review full contest rules, visit [www.srar.com/diamonds](http://www.srar.com/diamonds). You may also contact Joey Lewis, Director, Member & Community Relations at [joeyl@srar.com](mailto:joeyl@srar.com) or by phone at 818-947-2256.



# 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

Chasnik, Marina  
Bel Air Estates Realty  
15130 Ventura Blvd. #307  
Sherman Oaks, CA. 91403

Cohen, Amnon  
Ami Cohen Realty, Inc.  
3837 Sherview Dr.  
Sherman Oaks, CA. 91403

Cohen, Leah  
A.L.D. Realty, Inc.  
21777 Ventura Blvd., #255  
Woodland Hills, CA. 91364

Hashemyar, Mehnaz  
Elite Realty Partners  
116 Heath Meadow Pl.  
Simi Valley, CA. 93065

Licea, Jose Alfredo  
Villa Group Real Estate & Mortgage  
2530 S. Mooney Blvd., Suite D  
Visalia, CA. 93277

Magana, Carlos  
Carlos Magana  
8810 Memory Park Ave. #202  
North Hills, CA. 91343

Movassaghi, Kamran  
Kamran Movassaghi  
20477 Coulson St.  
Woodland Hills, CA. 91367

Siminou, Babak  
Schaefer Financial Services, Inc.  
14250 Ventura Blvd. #B  
Sherman Oaks, CA. 91423

### SECOND POSTING

Beech, Daniel K.  
Daniel Beech, Broker  
543 Country Club Dr., Ste. B509  
Simi Valley, CA. 93065

Bibera, Wiltrudes  
Amberwood Real Estate, Inc.  
10801 Walker Street, Suite 230  
Cypress, CA. 90630

Clifford, Neil John  
Neil John Clifford  
5964 County Oak Rd  
Woodland Hills, CA. 91367

Desind, Scott  
Scott Desind, Broker  
26500 Agoura Rd. #536  
Calabasas, CA. 91302

Horwitz, Susan  
SH Commercial Real Estate  
18316 Hatteras St., #7  
Tarzana, CA. 91356

Keriman, Jack  
Jack Keriman Real Estate Broker  
6155 Bluebell Ave.  
North Hollywood, CA. 91606

Kuchiersky, Snezhana  
Snezhana Kuchiersky  
5305 White Oak Ave. #H  
Encino, CA. 91316

Kurtz, Amir  
Premier Financial & Real Estate Corp.  
22020 Clarendon St. #200  
Woodland Hills, CA. 91367

Lieberman, Brett Matthew  
Real Innovate Realty  
7668 El Camino Real, Ste 104-101  
Carlsbad, CA. 92009

O'Leary, Thomas Hugh  
Atlantic & Pacific Real Estate  
1610 E. St. Andrew Place, #B150E  
Santa Ana, CA. 92705

Pizzimenti, Mary Margaret  
Pizzimenti Hill & Associates  
6520 Lonetree Blvd., Suite 102  
Rocklin, CA. 95765

Roh, Hannah  
Hannah Roh  
8445 Reseda Blvd.  
Northridge, CA. 91324

Sanders, Dustin  
Fidelity Real Estate  
1127 No. Pacific Ave.  
Glendale, CA. 91202

Seward, John  
Seward Real Estate & Financial, Inc.  
3115 Foothill Blvd., Suite H  
La Crescenta, CA. 91214

Tang, Francis Wingyan  
Wing Brothers & Associates  
24129 St. Moritz Dr.  
Valencia, CA. 91355

## REALTOR® APPLICANTS

Aletaha, Bonnie J. / Altera Real Estate / Northridge  
Bateman-Nadler, Jessica Marti / Coldwell Banker Residential Brokerage / Calabasas  
Blankenship, Timothy S. / Re/Max of Santa Clarita / Santa Clarita  
Brommer, Sharon Louise / Prudential California Realty / Calabasas  
Cameron, Toni / Keller Williams Realty / Studio City  
Cruz, Gabriel Alex / Mortgage Mavens / Westlake Village  
Dennis, Jacob Ryan / Kellar-Davis, Inc. / Santa Clarita  
Diaz, Merlinda S. / Rodeo Realty, Inc. / Northridge  
Dorian, Mnayan Arteen / Rodeo Realty, Inc. / Northridge  
Effres, Jani / Biafora Real Estate / Northridge  
Galati, Denise Christine / Dilbeck Realtors / Valencia  
Goldberg, Margarita / San Fernando Realty, Inc. / San Fernando  
Griffin, Betty A. / Pinnacle Estate Properties, Inc. / Encino  
Harris, Michael Stephen / Pinnacle Estate Properties, Inc. / Northridge  
Jabrassian, Arpi Anoush / Rodeo Realty, Inc. / Northridge  
Jankozian, Saro / Olivia Realty / Sun Valley  
Lejeune, Debra / Prudential California Realty / Studio City

Lejeune, Gordon Peter / Prudential California Realty / Studio City  
Mc Dougal, Mark Farrow / Pine Mountain Realty / Pine Mountain Club  
Meyers, James Logan Curtis / Integrated Asset Management / Valley Village  
Miller, Rosalie / SCV Home Buyer / Valencia  
Modabber, Nahid / Carnahan & Associates / Woodland Hills  
O'Donnell, Brooke M. / Rodeo Realty / Studio City  
Olds, Jason Lee / Keller Williams VIP Properties / Valencia  
Opp, Terry Allen / Skyhill Properties / Sherman Oaks  
Polodian, Vartan Sarkis / Re/Max Olson & Associates / Northridge  
Roehling, Christine / White House Properties / Encino  
Sanzana, Deborah Jeanne / Skyblue Realty / Newhall  
Singh, Bhupinder / Singh Capital & Investments, Inc. / Northridge  
Smith, Joshua Frank / Provincy, Inc. / Van Nuys  
Stiverson, G. Allen / C-21 All Moves / Granada Hills  
Vasquez, Natalie / D & D Executives / San Fernando  
Weir, Joshua Daniel / First Team Real Estate / Costa Mesa  
Wolper, Tara / Prudential California Realty / Sherman Oaks

## JANUARY 2010

## SFV RESIDENTIAL MLS SUMMARY

## MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL  
PROPERTIES LISTED

1,830

RESIDENTIAL PROP.  
ESCROW OPENED

1,488

RESIDENTIAL PROP.  
ESCROW CLOSED

963

## ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS	227	314	215	229	307	1,292	538	1,830
TOTAL ACTIVE LISTINGS	443	674	441	528	690	2,776	1,635	4,411
AVERAGE DAYS ON MARKET	115	113	121	97	109	111	123	115
AVERAGE LIST PRICE IN THOUSANDS	266.5	620.3	852.6	517.6	975.0	669.4	716.7	686.9
MEDIAN LIST PRICE IN THOUSANDS	250.0	469.9	415.0	400.0	549.9	410.0	359.0	399.0
BOMS	20	31	7	19	23	100	31	131
AVERAGE BOM PRICE IN THOUSANDS	303.9	487.9	506.1	323.6	741.6	479.5	445.9	471.5
BOM TO SALE RATIO	11.9	22.1	6.7	13.8	15.5	14.3	11.7	13.6
EXPIRATIONS	16	43	21	24	39	143	88	231

## PENDING SALES:

NEW ESCROWS OPENED	212	247	169	200	249	1,077	411	1,488
TOTAL YTD ESCROWS OPENED	212	247	169	200	249	1,077	411	1,488
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	72	61	77	72	76	72	84	75
NEW OPEN ESCROWS AVERAGE LIST PRICE	240.7	491.5	436.3	432.0	574.3	441.6	398.5	429.7

## CLOSED SALES:

NEW ESCROWS CLOSED	168	140	104	138	148	698	265	963
TOTAL YTD ESCROWS CLOSED	168	140	104	138	148	698	265	963
VOLUME OF NEW SALE DOLLARS IN MILLIONS	40.769	69,910	51,400	56,124	82,240	300,443	109,579	410,023
VOLUME OF TOTAL YTD SALES IN MILLIONS	40.769	69,910	51,400	56,124	82,240	300,443	109,579	410,023
AVERAGE SALE PRICE IN THOUSANDS	242.7	499.4	494.2	406.7	555.7	430.4	413.5	425.8
MEDIAN SALE PRICE IN THOUSANDS	250.0	399.0	350.0	392.5	407.0	345.0	310.0	340.0
COOP SALES	137	115	82	111	127	572	217	789
PERCENT OF COOP SALES	81.5	82.1	78.8	80.4	85.8	81.9	81.9	81.9
AVERAGE DAYS ON MARKET	112	100	117	100	123	110	134	117
SALES AT LIST PRICE	119	71	57	79	72	398	137	535
PERCENT OF SALES AT LIST PRICE	70.8	50.7	54.8	57.2	48.6	57.0	51.7	55.6
SALES TO LISTING INVENTORY RATIO	37.9	20.8	23.6	21.4	21.4	25.1	16.2	21.8
FINAL SALE TO NEW LISTING RATIO	74.0	44.6	48.4	60.3	48.2	54.0	49.3	52.6

## SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000	87	156	32	18	9.5
100,000 TO 109,999	123	33	9	5	11.2
110,000 TO 119,999	43	36	16	7	2.7
120,000 TO 139,999	56	110	32	10	4.2
140,000 TO 159,999	63	117	27	8	1.4
160,000 TO 179,999	69	120	36	15	2.7
180,000 TO 199,999	57	139	31	15	2.5
200,000 TO 249,999	66	279	96	47	5.0
250,000 TO 299,999	80	376	106	49	N/A
300,000 TO 349,999	55	360	118	46	4
350,000 TO 399,999	57	343	102	50	8
400,000 TO 449,999	51	204	60	28	6
450,000 TO 499,999	55	220	58	37	3.2
500,000 TO 549,999	68	164	48	27	5.8
550,000 TO 599,999	36	176	19	19	5.0
600,000 TO 699,999	85	229	43	32	5.2
700,000 TO 799,999	63	178	38	29	5.3
800,000 TO 899,999	64	131	16	16	5.4
900,000 TO 999,999	109	100	21	19	11.2
1,000,000 TO 1,999,999	101	430	38	34	11.3
MORE THAN 2,000,000	95	216	7	6	11.0
TOTALS	66	4117	961	517	3.2

## LISTINGS

1,830

## 2010 RMLS TOTAL - \$ VOLUME

\$410,023,000

## SALES

963

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



**COMPARABLE SALES ANALYSIS 2005 - 2010**  
(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)  
TOTAL MONTH BY MONTH

	2005				2006				2007				2008				2009				2010			
	LIST	SALES	\$ VOL TO MIL	% SALES TO LIST	LIST	SALES	\$ VOL TO MIL	% SALES TO LIST	LIST	SALES	\$ VOL TO MIL	% SALES TO LIST	LIST	SALES	\$ VOL TO MIL	% SALES TO LIST	LIST	SALES	\$ VOL TO MIL	% SALES TO LIST	LIST	SALES	\$ VOL TO MIL	% SALES TO LIST
JAN	1,678	1,292	689.1	77.0	2346	895	560.0	38.2	2595	882	594.2	34	2935	574	329.3	19.6	2084	964	357.7	46.3	1,890	963	410	52.6
FEB	1,578	1,254	657.5	79.5	2379	971	602.1	40.9	2421	893	581.8	36.9	2633	654	409.7	24.8	1178	876	330.5	49.4	1,780	872	949.7	49
MAR	1,993	1,763	972.3	88.5	2818	1487	976.8	53.8	3521	1918	848.1	37.4	2878	792	429.0	27.5	2004	1,148	428.6	57.3				
APR	2,160	1,772	998.2	79.7	2465	1441	911.4	58.5	3205	761	519.6	23.7	2949	989	598.1	33.3	1956	1275	487.5	65.2\				
MAY	2,194	1,676	1,018.2	78.5	3105	1494	903.9	45.0	3499	1151	804.7	39	2629	1165	626.4	44.3	1,865	1,900	530.1	69.7				
JUNE	2,504	1,853	1,130	74.0	3111	1407	948.7	45.2	3163	1294	870	39	1549	1182	616.7	43.2	1,928	1,410	612	73.1				
JUL	2,397	1780	1,132	74.3	2899	1922	825.1	45.6	3247	1157	839.7	35.6	2791	1269	672.9	46.2	1,922	1,922	581.7	68.8				
AUG	2,764	1,890	1,166	66.2	3097	1296	816.4	41.8	3480	1057	767.0	30.4	2518	1181	594.7	46.9	1,820	1,259	559.7	69.2				
SEPT	2,675	1,757	1,110	65.7	2807	1284	783.8	45.7	2759	796	506.3	26.7	2423	1181	599.4	48.7	1,791	1,205	549.1	69.6				
OCT	2,416	1,529	964.2	63.3	2682	1194	756.7	44.5	2925	666	444.2	22.8	2989	1321	601.7	55.3	1,794	1,243	527.5	69.3				
NOV	2,191	1,510	956.8	70.9	1949	1195	756.6	61.5	2342	701	438.4	29.9	1770	1121	470.9	63.3	1,905	1,095	452.1	72.8				
DEC	1252	1954	869.9	108.1	1355	1263	812.3	93.2	1691	710	440.1	42	1483	1241	497.5	89.7	1,927	1,174	549.1	88.5				
TOTAL	25,682	19,020	11,486.7	75.4	91,081	15,189	9,653	48.9	94,836	11,266	7,654.1	32.6	28,887	12,658	6,320.3	44.7	21,114	14,271	5,953.6	66.6				
AVG. SALE PRICE			\$603,927				\$635,578				\$679,398				\$499,313				\$417,181					



## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR FEBRUARY

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	180	186	125	192	226	909	426	1,335
Total Active Listings	360	472	337	464	580	2,213	1,405	3,618
Average Days on Market	101	108	115	101	106	106	127	114
Average List Price in Thousands	300.7	780.9	1,047.0	575.4	1,138.1	793.8	738.4	772.3
Median List Price in Thousands	285.0	599.0	595.0	469.9	679.0	499.0	380.0	459.0
BOMS	20	17	9	14	14	74	20	94
Average BOM Price in Thousands	252.6	572.8	438.8	489.5	541.8	448.3	1,226.2	613.8
BOM to Sale Ratio	20.0	17.3	15.5	14.7	13.1	16.2	11.0	14.7
Expirations	12	15	14	15	25	81	46	127
<b>PENDING SALES</b>								
New Escrows Opened	164	143	109	158	210	784	353	1,137
Total YTD Escrows Opened	293	286	215	298	378	1,470	629	2,099
New Open Escrows Average Days on Market	60	80	71	68	69	69	78	72
New Open Escrows Average List Price	272.9	511.9	548.1	452.8	610.0	481.3	431.2	465.7
<b>CLOSED SALES:</b>								
New Escrows Closed	100	98	58	95	107	458	181	639
Total YTD Escrows Closed	217	185	129	199	218	948	376	1,324
Volume of New Sales Dollars in Millions	26.458	47.753	28.533	43.406	63.837	209.986	76.695	286.681
Volume of total YTD Sales in Millions	58.553	98.878	70.604	91.033	137.230	456.298	162.619	618.917
Average Sale price in Thousands	264.6	487.3	491.9	456.9	596.6	458.5	423.7	448.6
Median Sale Price in Thousands	255.0	410.0	370.0	415.0	465.0	375.0	358.0	370.0
Coop Sales	77	86	50	75	78	366	151	517
Percent of Coop Sales	77.0	87.8	86.2	78.9	72.9	79.9	83.4	80.9
Average Days on Market	121	128	114	111	116	118	134	122
Sales at List Price	65	51	34	50	36	236	90	326
Percent of Sales at List Price	65.0	52.0	58.6	52.6	33.6	51.5	49.7	51.0
Sales to Listing Inventory Ratio	27.8	20.8	17.2	20.5	18.4	20.7	12.9	17.7
Final Sale to New Listing Ratio	55.6	52.7	46.4	49.5	47.3	50.4	42.5	47.9

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR FEBRUARY

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	62	96	48	49	54	309	136	445
Total Active Listings	116	279	118	113	131	757	379	1,136
Average Days on Market	108	97	143	116	102	110	113	111
Average List Price in Thousands	194.7	388.6	281.9	251.3	343.3	313.9	407.0	345.0
Median List Price in Thousands	160.0	383.0	248.5	235.0	269.0	272.0	339.0	299.0
BOMS	9	5	2	5	2	23	12	35
Average BOM Price in Thousands	190.8	251.4	137.5	200.0	389.5	218.6	371.4	271.0
BOM to Sale Ratio	27.3	8.9	6.9	17.9	4.5	12.1	27.9	15.0
Expirations	5	13	3	7	5	33	14	47
<b>PENDING SALES</b>								
New Escrows Opened	62	81	63	53	53	311	106	418
Total YTD Escrows Opened	118	166	113	96	113	606	177	783
New Open Escrows Average Days on Market	68	82	65	61	125	79	89	82
New Open Escrows Average List Price	147.3	334.0	215.6	234.7	218.1	237.2	335.5	261.6
<b>CLOSED SALES:</b>								
New Escrows Closed	33	56	29	28	44	190	43	233
Total YTD Escrows Closed	81	107	62	63	82	395	107	502
Volume of New Sales Dollars in Millions	5.545	20.856	6.171	7.050	10.178	49.800	13.252	63.052
Volume of total YTD Sales in Millions	13.572	39.072	15.500	15.688	19.343	103.174	32.683	135.857
Average Sale price in Thousands	168.0	372.4	212.8	251.8	231.3	262.1	308.2	270.6
Median Sale Price in Thousands	163.0	369.0	202.0	247.0	190.0	227.0	300.0	240.0
Coop Sales	27	49	26	24	39	165	36	201
Percent of Coop Sales	81.8	87.5	89.7	85.7	88.6	86.8	83.7	86.3
Average Days on Market	119	119	170	108	120	126	135	127
Sales at List Price	19	22	16	17	28	102	20	122
Percent of Sales at List Price	57.6	39.3	55.2	60.7	63.6	53.7	46.5	52.4
Sales to Listing Inventory Ratio	28.4	20.1	24.6	24.8	33.6	25.1	11.3	20.5
Final Sale to New Listing Ratio	53.2	58.3	60.4	57.1	81.5	61.5	31.6	52.4



## SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR FEBRUARY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings.....	12	11	71	39	17	66	14	66	296	83	379
Total Active Listings.....	37	32	163	70	75	101	37	160	675	249	924
Average Days on Market.....	101	144	124	101	169	83	105	105	115	122	117
Average List Price in Thousands.....	598.6	780.0	488.4	434.3	686.2	468.9	626.3	701.6	579.8	349.2	517.7
Median List Price in Thousands.....	469.0	759.0	359.9	375.0	535.0	439.0	609.9	499.0	450.0	227.0	415.0
BOMS.....	1	1	5	4	1	2	0	2	16	7	23
Average BOM Price in Thousands.....	324.0	459.0	592.8	395.6	420.0	407.5	0	490.0	471.5	353.2	435.5
BOM to Sale Ratio.....	100.0	16.7	13.9	30.8	6.3	7.1	0	6.1	11.4	17.9	12.8
Expirations.....	0	1	2	3	1	3	0	4	14	10	24

### PENDING SALES

New Escrows Opened.....	10	7	65	36	14	58	15	58	263	81	344
Total YTD Escrows Opened.....	14	12	113	55	35	96	27	101	453	142	595
New Open Escrows Average Days on Market.....	34	47	58	60	86	54	84	36	54	88	62
New Open Escrows Average List Price.....	390.9	463.3	396.4	370.5	478.9	397.0	672.2	502.1	438.0	270.2	398.5

### CLOSED SALES:

New Escrows Closed.....	1	6	36	13	16	28	7	33	140	39	179
Total YTD Escrows Closed.....	5	10	66	31	32	56	16	60	276	74	350
Volume of New Sales Dollars in Millions.....	525	3,275	14,591	4,787	5,592	12,068	4,680	17,843	63,361	10,775	74,136
Volume of Total YTD Sales in Millions.....	1,947	5,445	25,570	11,728	13,007	23,751	10,564	31,981	123,993	18,211	142,204
Average Sale price in Thousands.....	525.0	545.8	405.3	368.2	349.5	431.0	668.6	540.7	452.6	276.3	414.2
Median Sale Price in Thousands.....	525.0	421.0	372.0	358.2	362.0	375.0	595.0	440.0	410.0	240.0	380.0
Coop Sales.....	1	6	30	9	13	23	6	24	112	24	136
Percent of Coop Sales.....	100.0	100.0	83.3	69.2	81.3	82.1	85.7	72.7	80.0	61.5	76.0
Average Days on Market.....	109	208	135	101	122	127	132	127	130	134	131
Sales at List Price.....	0	4	20	12	8	19	4	17	84	20	104
Percent of Sales at List Price.....	0	66.7	55.6	92.3	50.0	67.9	57.1	51.5	60.0	51.3	58.1
Sales to Listing Inventory Ratio.....	2.7	18.8	22.1	18.6	21.3	27.7	18.9	20.6	20.7	15.7	19.4
Final Sale to New Listing Ratio.....	8.3	54.5	50.7	33.3	94.1	42.4	50.0	50.0	47.3	47.0	47.2

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR FEBRUARY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings.....	0	0	27	0	20	14	8	21	90	20	110
Total Active Listings.....	0	0	67	5	37	38	12	57	216	37	253
Average Days on Market.....	0	0	96	88	101	85	71	119	99	63	94
Average List Price in Thousands.....	0	0	190.5	199.8	229.1	246.6	267.5	300.1	240.4	232.1	239.2
Median List Price in Thousands.....	0	0	189.0	199.0	230.0	250.0	250.0	299.0	244.9	187.5	243.9
BOMS.....	0	0	3	0	1	0	0	1	5	0	5
Average BOM Price in Thousands.....	0	0	204.3	0	159.0	0	0	299.0	214.2	0	214.2
BOM to Sale Ratio.....	0	0	20.0	0	9.1	0	0	5.6	9.1	0	8.1
Expirations.....	0	0	3	1	1	0	0	1	6	1	7

### PENDING SALES

New Escrows Opened.....	0	1	42	0	15	13	6	37	114	7	121
Total YTD Escrows Opened.....	0	2	73	1	28	29	13	67	213	14	227
New Open Escrows Average Days on Market.....	0	139	67	0	81	128	11	56	70	37	68
New Open Escrows Average List Price.....	0	500.0	179.2	0	196.1	250.2	292.1	268.0	227.1	223.4	226.9

### CLOSED SALES:

New Escrows Closed.....	0	0	15	1	11	7	3	18	55	7	62
Total YTD Escrows Closed.....	0	0	27	2	20	14	4	42	109	9	118
Volume of New Sales Dollars in Millions.....	0	0	3,087	375	1,873	1,855	856	5,561	13,606	1,658	15,264
Volume of Total YTD Sales in Millions.....	0	0	5,488	700	3,815	3,212	1,178	12,043	26,436	2,342	28,778
Average Sale price in Thousands.....	0	0	205.8	375.0	170.3	264.9	285.3	308.9	247.4	236.9	246.2
Median Sale Price in Thousands.....	0	0	194.5	375.0	161.0	270.0	286.0	297.0	250.0	273.0	250.0
Coop Sales.....	0	0	15	1	10	7	3	17	53	6	59
Percent of Coop Sales.....	0	0	100.0	100.0	90.9	100.0	100.0	94.4	96.4	85.7	95.2
Average Days on Market.....	0	0	111	60	136	87	78	88	102	208	114
Sales at List Price.....	0	0	10	0	7	4	2	8	31	5	36
Percent of Sales at List Price.....	0	0	66.7	0	63.6	57.1	66.7	44.4	56.4	71.4	58.1
Sales to Listing Inventory Ratio.....	0	0	22.4	20.0	29.7	18.4	25.0	31.6	25.5	18.9	24.5
Final Sale to New Listing Ratio.....	0	0	55.6	0	55.0	50.0	37.5	85.7	61.1	35.0	56.4

## FEBRUARY 2010

## SCV RESIDENTIAL MLS SUMMARY

## MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL  
PROPERTIES LISTED  
**489**RESIDENTIAL PROP.  
ESCROW OPENED  
**465**RESIDENTIAL PROP.  
ESCROW CLOSED  
**241**

## ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS.....	12	11	98	39	37	80	22	87	386	103	489
TOTAL ACTIVE LISTINGS.....	37	32	230	75	112	139	49	217	891	286	1,177
AVERAGE DAYS ON MARKET.....	101	144	116	100	147	83	97	109	111	115	112
AVERAGE LIST PRICE IN THOUSANDS.....	598.6	780.0	401.7	418.6	535.2	408.2	538.5	596.1	497.5	334.1	457.8
MEDIAN LIST PRICE IN THOUSANDS.....	469.0	759.0	319.0	375.0	430.0	385.0	524.0	439.9	399.0	220.0	355.0
BOMS.....	1	1	8	4	2	2	0	3	21	7	28
AVERAGE BOM PRICE IN THOUSANDS.....	324.0	459.0	447.1	395.6	289.5	407.5	0	426.3	410.2	353.2	396.0
BOM TO SALE RATIO.....	100.0	16.7	15.7	28.6	7.4	5.7	0	5.9	10.8	15.2	11.6
EXPIRATIONS.....	0	1	5	4	2	3	0	5	20	11	31
PENDING SALES:											
NEW ESCROWS OPENED.....	10	8	107	36	29	71	21	95	377	88	465
TOTAL YTD ESCROWS OPENED.....	14	14	186	56	63	125	40	168	666	156	822
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.....	34	59	62	60	83	67	63	44	59	84	64
NEW OPEN ESCROWS AVERAGE LIST PRICE.....	390.9	467.9	311.2	370.5	332.7	370.1	563.6	410.9	374.2	266.5	353.8
CLOSED SALES:											
NEW ESCROWS CLOSED.....	1	6	51	14	27	35	10	51	195	46	241
TOTAL YTD ESCROWS CLOSED.....	5	10	93	33	52	70	20	102	385	83	468
VOLUME OF NEW SALE DOLLARS IN MILLIONS.....	525	3,275	17,678	5,162	7,465	13,922	5,536	23,404	76,967	12,433	89,400
VOLUME OF TOTAL YTD SALES IN MILLIONS.....	1,947	5,445	31,058	12,428	16,823	26,963	11,742	44,024	150,428	20,553	170,981
AVERAGE SALE PRICE IN THOUSANDS.....	525.0	545.8	346.6	368.7	276.5	397.8	553.6	458.9	394.7	270.3	371.0
MEDIAN SALE PRICE IN THOUSANDS.....	525.0	421.0	325.0	358.2	250.0	360.0	495.0	385.0	360.0	240.0	345.0
COOP SALES.....	1	6	45	10	23	30	9	41	165	30	195
PERCENT OF COOP SALES.....	100.0	100.0	88.2	71.4	85.2	85.7	90.0	80.4	84.6	65.2	80.9
AVERAGE DAYS ON MARKET.....	109	208	128	98	128	119	116	113	122	145	126
SALES AT LIST PRICE.....	0	4	30	12	15	23	6	25	115	25	140
PERCENT OF SALES AT LIST PRICE.....	0	66.7	58.8	85.7	55.6	65.7	60.0	49.0	59.0	54.3	58.1
SALES TO LISTING INVENTORY RATIO.....	2.7	18.8	22.2	18.7	24.1	25.2	20.4	23.5	21.9	16.1	20.5
FINAL SALE TO NEW LISTING RATIO.....	8.3	54.5	52.0	35.9	73.0	43.8	45.5	58.6	50.5	44.7	49.3

## 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.....	43	47	8	4	191
100,000 TO 109,999.....	5	10	1	1	3400
110,000 TO 119,999.....	0	17	0	0	N/A
120,000 TO 139,999.....	104	28	5	2	1500
140,000 TO 159,999.....	73	36	8	4	8050
160,000 TO 179,999.....	73	33	5	3	12220
180,000 TO 199,999.....	53	40	13	6	7727
200,000 TO 249,999.....	87	89	18	9	23247
250,000 TO 299,999.....	69	110	31	12	N/A
300,000 TO 349,999.....	68	91	35	16	12176
350,000 TO 399,999.....	60	96	33	13	4939
400,000 TO 449,999.....	54	84	31	14	8407
450,000 TO 499,999.....	106	82	19	11	20708
500,000 TO 549,999.....	251	45	7	5	N/A
550,000 TO 599,999.....	100	34	7	5	850457
600,000 TO 699,999.....	62	57	4	3	45217
700,000 TO 799,999.....	49	34	3	2	47967
800,000 TO 899,999.....	153	33	6	4	248630
900,000 TO 999,999.....	55	20	4	3	25975
1,000,000 TO 1,999,999.....	125	54	3	3	284333
MORE THAN 2,000,000.....	0	14	0	0	N/A
TOTALS.....	77	1054	241	120	474803

## LISTINGS

2010 RMLS TOTAL - VOLUME

**\$170,981,000**

## SALES

**472**

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHERN REGIONAL  
ASSOCIATION OF REALTORS, INC.

**SANTA CLARITA VALLEY**  
**COMPARABLE SALES ANALYSIS 2005 - 2010**  
**(COMBINED RESIDENTIAL SALES, SINGLE FAMILY & CONDO)**  
**TOTAL MONTH BY MONTH**

	2005				2006				2007				2008				2009				2010			
	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	544	345	153.5	63.4	889	321	174.6	42.3	862	322	164.0	57.4	822	181	79.1	22	574	263	86.3	45.8	476	231	82.7	48.5
FEB	535	352	159.7	65.8	776	289	142.5	37.2	862	320	155.2	57.1	706	237	97.6	33.6	450	231	97.1	62.4	489	241	89.4	49.3
MAR	619	644	300.8	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	727	646	321.2	88.9	926	473	230.2	51.1	1065	320	164.7	30.0	668	324	136.5	48.5	435	332	122.7	87.8				
MAY	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	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	785	624	322.2	79.5	1149	469	244.5	40.8	940	365	186.4	38.0	643	418	158.5	65.0	463	393	158.7	84.9				
AUG	894	601	330.3	67.2	1123	483	251.5	43.0	1064	320	167.1	30.1	645	341	131.9	52.9	428	342	118.3	79.9				
SEPT	831	536	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	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	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	231	99.5	67.7				
DEC	396	415	216.6	104.8	433	372	200	87.9	566	226	104.6	39.9	433	366	120.5	84.5	315	323	114.0	92.0				
TOTAL	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	3,330	1,389.6	73				
AVG. SALE PRICE	\$508,176				\$521,586				\$506,013				\$384,236				\$340,865							



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## BUILDING REPAIRS & REMODELING

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A/C & HEAT INSPECTIONS REPAIR & INSTALLATION 818-599-6756.....LIC. #802169 eXP. #17

HARDWOOD FLOOR, KITCHEN CABINETS, FINE FURNITURE REFINISHING. INSTALLATION & REPAIR. BILL .....(818) 481-4651 Exp. #11

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CAREGIVER.....(818) 916-9802  
WWW.MYDANSHAMIR.COM Exp. #6

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**(661)298-2084JOHN/JUNECARPETSHAMP00(818)993-5102** Exp. #8

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### Termite & Retrofitting

#### Termite Inspection

- Fast report (fax or e-mail)
- Bill to escrow
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- All works fully guaranteed
- We will beat or meet other bid

#### Retrofitting Inspection

- Gas shut-off valve
- Water conservation
  - Ultra low flow toilet
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  - Certificate of compliance
- Smoke detector
- Window safety glazing



Call: (818) 886-7378  
(310) 328-7378

**Get two inspections for one call**

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EXTERMINATING COMPANY INC.

TERMITE INSPECTIONS & FUMIGATIONS

SRAR 2002 " AFFILIATE OF THE YEAR"

YOU'VE TRIED THE REST...  
YOU DEMAND THE BEST...  
**PUT US TO THE TEST !!!**

- ◆ We do our OWN fumigations (No Sub-Contractor)
- ◆ Salaried inspectors (NO COMMISSIONS)
- ◆ FREE inspection if competitive bid
- ◆ Computer generated, emailed reports
- ◆ Recommended repairs performed by our company
- ◆ Licensed, insured and bonded

800-933-7378 800-649-1922 FAX  
818-886-3454 661-255-1902 FAX  
661-254-2133

Affiliate member SRAR  
Affiliate member REOMAC  
Member PCOC (Pest Control Operators of California)  
CA Reg. #PR 2861

## CONSTRUCTION



### STYL'N CONSTRUCTION, INC.

R.E.O. / Foreclosures

Email: Styl'n@earthlink.net

**Hey Brokers - We Do It All!**

- |                          |                                 |
|--------------------------|---------------------------------|
| • Trash-Outs             | • Lead Bids                     |
| • Initial Yard Clean-Up  | • Retrofitting Bids             |
| • Initial Cleaning       | • FHA - HUD Lender Requirements |
| • Emergency Preservation | • Interior Paint                |
| • Pool Clean-Ups         | • Carpet - Vinyl - tile         |
| • Monthly Services       | • Exterior Paint                |

**No One Has Our Experience Or Billing Terms!**

STYL'N CONSTRUCTION INC.  
9939 Canoga Avenue Unit "J"  
Chatsworth, CA 91311  
www.broker-solutions.com

**Office: (818) 407-1327**

**Fax: (818) 407-1462**

Licensed • Bonded & Insured • Lic. #806623

# REALTOR® RESOURCE CENTER

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### THE LAW FIRM OF KATZ & BLOCK DENNIS P. BLOCK & ASSOCIATES The Number One Law Firm Specializing in TENANT EVICTIONS UNLAWFUL DETAINER



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- Guaranteed rapid filings
- No office visit required
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- More experience than any other law firm
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Call after hours for our informational hotline  
including free forms

**OTHER AREA OFFICES:**  
**LOS ANGELES VALLEY VILLAGE**  
**323-938-2868 818-432-1980**

**TOLL FREE  
800-77EVICT**

**www.evict123.com**

## MAINTENANCE & REPAIRS

ONE STOP HOME REPAIRS. Carpentry repair, painting, clean up. Over 40 years experience.  
.....(818) 609-8135.....(818) 294-8021.....  
Exp. #7

## REAL ESTATE PRODUCTS

USED SUPRA LASER LOCKBOXES. New condition. Save \$35. Each off of new price. I am near Topanga Canyon Blvd. and Roscoe Blvd. Call Ron .....(818) 348-4848  
Exp. #8

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### RETROFITTING & HOME INSPECTION & R.E.O. REHAB CROWN CONSTRUCTION G.C.

Bonded, Insured, Lic. B850720. Painting, plumbing, carpentry, electric, trash out. Free est.

**Cell 818-635-9910 - Off. 818-981-6437**  
email: akouc3@yahoo.com

Exp. #9

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ROOFING OCTAGON ROOFING CO. Fast serv.  
ROOFING Certification-all types repaired & installed  
ROOFING Insured & CA Lic. #767713  
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Exp. #18

### PERMIT PLAN PERMIT PLAN

LEGALIZE ROOM ADDITION. BUILDING CODE  
VIOLATION ALEX .....(818) 497-3799  
Exp. #13

## PROFESSIONAL SERVICES

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CTEC Certificated & Bonded  
Call Milt Cohen 818-709-8087  
UNCMLT@sbcglobal.net

Exp. #9 (2010)

### LICENSED LAND SURVEYOR

LOT LINES, CERT OF COMPLIANCE,  
LOT LINE ADJUSTMENT  
DAN MAY.....661-297-2667

Exp. #26

### MOLD INSPECTION

ESCROW MOLD SCREENING / INVESTIGATIONS  
Professional Property Inspections. LLC / Environmental  
Services. Certified Environmental Professionals. CIEC,  
CIE, CMRS, CMR, CRMA, WRT.....(818) 707-7725  
Exp. #13 (2010)

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QUICK ON TIME SERVICE FOR REOS & EVICTIONS.  
CONVENIENT BILLING.

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Exp. #10

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It's Your Responsibility As An Advertiser  
To Keep Track Of Your Ad's Expiration  
Date.

Send In Your Renewal One Week Prior  
To Expiration To Guarantee Continued  
Exposure And Results From Your  
Realtor® Report Classified Ads

## SIGNS

**ARTOSIGN CO.**  
DIGITAL & SILK SCREEN PRINTING  
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**Customized, Personalized RE Signs**  
For Sale Sign Panel Size 36" x 30" x 24" Open House panel Size 24" x 18"  
Material: 0.093" Styrene, 10mm Coroplast, 1/4" MDF Hardboard-more...

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818-992-9924

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HEATHER HUNSENGER  
773-387-2367

**OPEN HOUSE**  
The Cuban Team  
954-335-8777

**OPEN HOUSE**  
ELSA M. FLORES  
818-710-1000

**OPEN HOUSE**  
YURI ADAMYAN  
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Full Color, Digital Printing

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www.ArmandoSandoval.com

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www.SeaLionRealEstate.com

**BANNERS, CANVAS, CAR MAGNETS, RIDERS, FLAGS,  
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**TEL: 818-500-9111**  
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**800.644.9994**  
www.SunnyYi.com

## REAL ESTATE

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100%

COMMISSION



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Most Southland MLS Services  
Friendly and Helpful staff

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California General  
Building Contractors  
Lic. No. 305021



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**PROPERTY INSPECTIONS**

MASTER CREIA INSPECTOR  
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ESTATE INSPECTION ASSOCIATION

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AMERICAN SOCIETY OF  
HOME INSPECTORS

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**(310) 478-8039**

20929 Ventura Blvd. Suite 47-148  
Woodland Hills, CA. 91364

HomeInspectJerry@aol.com  
www.PropertyInspector.CityMax.com

## REAL ESTATE

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Call For a  
Concept To A New Level!  
Taking the 100%  
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Estate Properties, Inc.  
**Exclusive**



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more of your commission?

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REALTY GROUP, INC.**

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Business

**100%**  
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**EARN MORE KEEP MORE**

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- Investments
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office: 818-778-1112 ext. 49  
e-mail: dean@generalrealty.com

[www.generalrealty.com](http://www.generalrealty.com)

each office is independently owned and operated

## CONSULTING & TESTING

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**ASBESTOS? MOLD?  
LEAD? RADON?**

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State of California Lic. #518509-B1, Asbestos,  
Hazardous)

**Asbestos Testing**  
State of California - Certified Asbestos Consultant  
(08-4431)

**Lead Testing**  
State of California Department of Health Services  
- Certified Lead Inspector #14733

**Mold Testing**  
American Indoor Air Quality Council - Certified  
Microbial Consultant

**Radon Testing**  
American Association of Radon Scientists and  
Technologists - Certified Measurement Professional  
#1281

**Koonce  
Consulting & Testing**

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environmental testing. Serving the REALTORS® of the San Fernando  
and Santa Clarita Valley's for over 20 years.

## REAL ESTATE

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**"Keys to Success" Workshops**

*Just stop by, take notes and have a cup of coffee while these  
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THURSDAY MARCH 11th, 10AM	THURSDAY MARCH 18th, 10AM	THURSDAY MARCH 25th, 10AM	THURSDAY APRIL 1st, 10AM
<b>Meet Carlos Quiroz</b>	<b>Meet Jason Sorensen</b>	<b>Meet Jim Hoff</b>	<b>Meet Mike &amp; Nancy Sorensen</b>
			
Top 10 Agent 6 years in a row, Over 20 years with Park Regency, \$7.8 million closed in 2008.	Over 10 years with Park Regency, Ranked in the Top 100 with \$7.3 million closed in 2009.	Top 100 of the Year in 2008 and 2007, Past President of the Southern Regional Association of Realtors, \$5.2 million closed in 2009.	Ranked in the Top Five of the last 12 years, Over 10 years with Park Regency, \$9.9 million closed in 2009.



**818-363-6116**

**10146 Balboa Blvd. Granada Hills, CA 91344**

**www.ParkRegency.com**



# REALTOR® RESOURCE CENTER

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## CONTRACTOR



License #875836

**Tel: 818-668-8106**

Email:  
[Estimated4Less@gmail.com](mailto:Estimated4Less@gmail.com)

### Repair-Rebuild-Remodel

REO Approved

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- Retrofit
- Home Inspections
- 203k Consultant

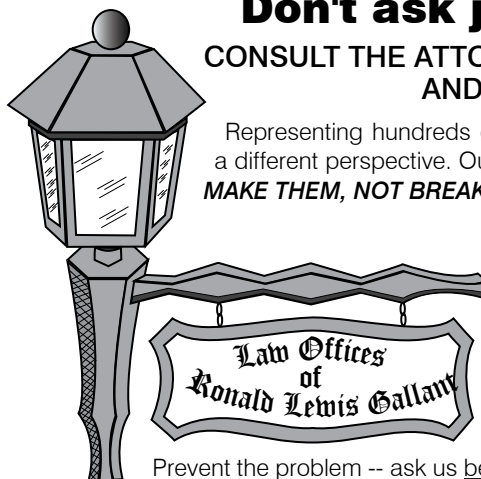
Website: [Estimate4Less.com](http://Estimate4Less.com)

Insured and Bonded

## LEGAL

### Legal Problems? Don't ask just an attorney

CONSULT THE ATTORNEY CHOSEN BY BROKERS  
AND THEIR AGENTS



Representing hundreds of REALTORS® and associates gives us a different perspective. Our goal is to **KEEP DEALS TOGETHER -- MAKE THEM, NOT BREAK THEM**, and keep you out of trouble.

- Free consultations for SRAR members and their clients.
- 24 Hour Advice.
- Reduced fees for SRAR members.
- Free seminars for SRAR Offices.

Prevent the problem -- ask us before you or your client act.

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- Master of Law Degree
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- Negotiations
- Business and Tax Advice
- Real Estate Litigation
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- LLC and Partnership



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On any type of property- land, commercial, residential, income, non-owner occupied.

Hard money loans, equity loans, bridge loans, construction loans, land loans, commercial loans, creative financing!

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**1st, & 2nd's**

Brokers/Agents Welcome!  
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**(800) 348-1242**  
**(818) 880-1020**

Fax: (818) 878-0250

E-mail: [Mirzaian@earthlink.net](mailto:Mirzaian@earthlink.net)  
**Community Loans & Investments**  
26500 W. Agoura Rd. #102, Calabasas, CA 91302  
[www.communityloansandinvestments.com](http://www.communityloansandinvestments.com)

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Agent123 Website.



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CARETS IDX**

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 **RealtyTech**

**Let Us Do the  
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**Get Started >>>**

**1-877-832-4428**

\* Time frames vary depending on  
program & target marketing area.



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

**7232 Balboa Blvd.  
Van Nuys CA 91406**

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VAN NUYS, CA  
PERMIT NO. 1088

## AREA MEETING ANNOUNCEMENTS

### EAST NORTH

**Thursdays**

**Chairperson:** Doc Holladay

**Phone:** (818) 705-7575

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

**Time:** 8:45am

### COMM. INVST. PROP.

**3<sup>rd</sup> Tues of mo.**

**Chairperson:** Brian Hatkoff, CCIM

**Phone:** (818) 701-7789

**Web:** [www.c-rex.org](http://www.c-rex.org)

**Time:** 8:30 A.M.

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

### 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

### 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](mailto:jabevis@ca.rr.com)

**Phone:** Lou – (818) 703-7209

**Email:** [lmowbray@pacbell.net](mailto:lmowbray@pacbell.net)

**Phone:** Larry – (818) 645-8224

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

**Time:** 8:30am – 10:00am

### BUSINESS OPPORTUNITY

**4<sup>th</sup> Tues of mo.**

**Chairperson(S):** Harvey Osherenko

**Phone:** 522-7592

**Location:** SRAR – **Time: 9:00 A.M.**

### 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

**APRIL 16 - Castaic** - ECAS, HASC, HILC,  
HSHL, LOAK, NCAS, NLAKE, PRKR, VVER

**Newhall** - DNEW, NEW1, NEW5, PLAC

**Stevenson Ranch** - SOSR, STEV

**Valencia** - VAL1, VALW, VSUM, VWES

**Acton, Agua Dulce** - AC, ADUL

**Canyon Country** - CAN 1, CAN2, CAN3, RBGL,  
SAND

**Newhall** - NEW4

**Saugus** - BOUQ, CJRC, COPN, PLUM

**Valencia** - BCRO, CRSD, NBRG, NPRK, TSRO,  
VALB, VALC, VALN, VLWC