

REALTOR® REPORT

April 27 - May 10, 2010

The Official Publication of Southland Regional Association of REALTORS®

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Upcoming Events

SRAR Food Drive
Through April 30

Cinco de Mayo
May 3 (SCV)

YREP Mixer - SCV
May 13

YREP Mixer - SFV
May 20

REALTOR® Expo
June 24

www.srar.com/calendar



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OPEN ENROLLMENT UNDERWAY FOR C.A.R. INSURANCE PLANS

BY STEVE GODDARD, C.A.R. PRESIDENT

Given today's challenging healthcare environment, I'm pleased to let you know that open enrollment for group medical and vision coverages through C.A.R. runs through May 15. You now have an opportunity to enroll for coverage effective June 1, 2010.

This is your chance to get guaranteed issue health insurance through C.A.R.'s medical plan, as well as an opportunity to enroll for vision coverage. After May 15, you won't be able to enroll in the C.A.R. program until the winter of 2010 for a Jan. 1, 2011, start date.

I encourage you to make some time today to review the information below so you are able to make an informed decision regarding insurance options for yourself and your family. If you have a qualifying event -- the loss of group coverage, for example -- or if you are a new C.A.R. member (between your 60th and 120th day of membership), you may be eligible now for all coverages. Call RealCare to find out if you qualify.

C.A.R. offers five plans through Anthem Blue Cross and 11 plans through Kaiser Permanente. Here are some important elements of C.A.R.'s open enrollment insurance offerings:

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. Currently, dental coverage only is available if you have a qualifying event or if you are a new C.A.R. member. The annual Open Enrollment for dental is available for all others: During Oct. 15

through Nov. 30 for a Jan. 1 effective date. Please call RealCare if you have questions as to whether you qualify for dental now at (800) 939-8088, ext. 202. Members in the Inland Empire and Los Angeles and San Diego counties, also may call (800) 588-8628;

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 with underwriting necessary for existing members.

Additional insurance products, available to you at any time through C.A.R., include Aflac accident and cancer insurance with a C.A.R. discount; VPI Pet Insurance offering C.A.R. members a 5-percent discount; AD&D insurance for members and their families; and long-term care and individual disability insurance.

RealCare, C.A.R.'s only endorsed health insurance agency, is ready and available to help compare your current plans and make the best choice for you and your family. For more information, call RealCare at (800) 939-8088 ext. 202, or go to <http://realcare.biz/realtors>. For those members located in the Inland Empire and Los Angeles or San Diego counties, you may call RealCare at (800) 588-8628 or go to www.RealCare.biz/KN.


I hope you'll take advantage of this important member benefit available to you, and sign up today if you're in the market for coverage. Even if you only want a check-up on your current coverage and price, call RealCare and they can either confirm what you have or provide you with another option.

BORROWER ELIGIBILITY RULES REVISED

Effective immediately, Fannie Mae has updated several policies impacting the future eligibility of borrowers to obtain a new mortgage loan after experiencing a pre-foreclosure event, including a pre-foreclosure sale, short sale, or deed-in-lieu of foreclosure.

Among the changes is the amount of time that must elapse after the pre-foreclosure event before a borrower is eligible to obtain a new mortgage loan owned or guaranteed by Fannie Mae. This waiting period may be dependent on the loan-to-value ratio of the transaction and whether extenuating circumstances, such as loss of employment, contributed to the borrower's financial hardship. Additionally, Fannie Mae is updating the requirements for determining that borrowers have re-established their credit after a significant derogatory credit event. These changes apply only to loans owned or guaranteed by Fannie Mae and do not impact those owned or guaranteed by Freddie Mac or the Federal Housing Administration. For more information about the changes, including the new waiting period requirements, please visit <https://www.efanniemae.com/sf/guides/ssg/annltrs/pdf/2010/sel1005.pdf>

CONSUMER PRICE INDEXES						
MARCH 2010						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		ONE MONTH ENDING
	MAR 2009	FEB 2010	MAR 2010	FEB 2010	MAR 2010	MAR 2010
Los Angeles - Riverside - Orange County	221.376	224.620	225.483	1.4	1.9	0.4



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

REALTOR® REPORT

The Official Publication of SRAR

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FED TAX CREDIT ENDS, CAL'S BEGINS

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

Only one week is left for first-time and repeat home buyers to sign a purchase contract that could qualify them for an \$8,000 or \$6,500 federal tax credit.

But as the federal program ends, Californians are lucky to have another tax credit program only just beginning.

First-time buyers who enter a binding contract by this Friday, April 30, and close escrow before July 1 are eligible for the maximum \$8,000 credit if they meet the income limits.

Actually the credit to be claimed on a buyer's federal tax return is 10 percent of the purchase price or \$8,000, whichever is less.

The first-time home buyer credit applies to homes purchased for \$800,000 or less and does not require repayment if buyers live in the residence for three or more years.

Existing home owners may be eligible for a tax credit — 10 percent of the purchase price, not to exceed \$6,500.

To be eligible for this credit, homeowners must have lived in their current home for five consecutive years out of the last eight years and must enter a contract to purchase a new or existing home by April 30.

Interestingly, existing home owners do not need to sell their current home to qualify for this credit, but must close escrow by June 30.

As of May 1, California first-time and repeat home buyers are eligible for a \$10,000 tax credit.

The state has allocated \$100 million for qualified first-time home buyers of existing homes and \$100 million for purchasers of new, or previously unoccupied, homes.

Realtors have been a driving force behind both the state and the federal legislation.

The California tax credit is equal to the lesser of 5 percent of the purchase price or \$10,000, claimed on state tax returns in equal installments over three consecutive years.

Under the law, AB 183, purchasers will be required to live in the home as their principal residence for at least two years or they would have to repay the credit to the state.

To be eligible, taxpayers must close escrow on a qualified principal residence between May 1, 2010, and Dec. 31, 2010. However, if an enforceable contract is executed on or before Dec. 31, 2010, buyers could have until Aug. 1, 2011, to close escrow.

Unlike last year's legislation—which was so popular it ran out of money eight months before it was set to expire—the Borrower Eligibility Rules Revised Tax Credit adds a tax credit for the purchase of an existing home by a first-time home buyer.

BUY YOUR DIAMOND DRAWING TICKETS NOW

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 drawings to win 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 \$10,000. To purchase advance tickets online, visit



www.srar.com/diamonds. Or send a check payable to 'SRAR' to the attention of Michelle Gerhard at 7232 Balboa Blvd., Van Nuys, CA 91406. Tickets are available for purchase by both Realtor members AND Affiliate members of SRAR, as well as staff. All individual funds contributed through ticket sales will be credited towards your individual RAF account. For example, you can go from a Sterling "R" contributor to a Golden "R", etc..

In order to ensure your contributions are correctly credited towards your RAF account, you must include your membership number with 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. You may also contact Joey Lewis, Director, Member & Community Relations at joeyl@srar.com or by phone at 818-947-2256.

C.A.R. LAUNCHES 2010 CONSUMER ADVERTISING CAMPAIGN

The CALIFORNIA ASSOCIATION OF REALTORS® (C.A.R.) has launched its 2010 Consumer Advertising Campaign. The campaign raises awareness of the REALTOR® brand and reinforces the professionalism of California REALTORS®, while addressing concerns home buyers and sellers may have about today's market. The campaign's theme, "Your Piece of California. Your Peace of Mind," will be heard or seen across the state nearly 130 million times via television, radio, and online.

The "Your Piece of California. Your Peace of Mind" consumer advertising campaign features an engaging television ad, radio spots, online components, and search engine marketing. The television ad will run on cable shows including "Sell This House," "House Hunters," "My First House," and others. Another key component of the 2010 ad campaign is a new three-minute video that will air on all Virgin America flights in July and August.

"As we enter the traditional home-buying season, C.A.R.'s ad campaign will serve as an excellent reminder of the expertise, professionalism, and knowledge

REALTORS® bring to real estate transactions," said C.A.R. President Steve Goddard. "The campaign also reinforces the message that now may be an ideal time to buy a home. Buying and selling a home typically is the largest financial transaction anyone will make, and REALTORS® are best suited to guide home buyers and sellers through this process."

Messaging in the campaign directs consumers to www.yourpieceofcalifornia.com, and the Spanish-language version at www.lallavedetutranquilidad.com. The sites feature current real estate news, median home price data, links to connect consumers with REALTORS® in their area, and information on the home-buying and -selling processes.

Leading the way...® in real estate news and information for more than 100 years, the CALIFORNIA ASSOCIATION OF REALTORS® (www.car.org) is one of the largest state trade organizations in the United States, with nearly 150,000 members dedicated to the advancement of professionalism in real estate. C.A.R. is headquartered in Los Angeles.

SRAR GOOD SAMARITAN

The SRAR Good Samaritan program is designed to feature REALTORS® that have made a difference in their community through charitable and/or volunteer endeavors. Not only are the monthly recipients featured in the REALTOR® Report, but their name is also added to the Good Samaritan plaque, which is hanging in the front lobby of SRAR.

It's easy to nominate an SRAR Good Samaritan! Visit our website at www.srar.com and click on the Events tab to download the nomination form. Submit completed nomination forms to Kit Young at kathleeny@srar.com.

MEET GARY WASHBURN – SRAR'S GOOD SAMARITAN OF THE MONTH!



Gary Washburn has been an active member of the Southland Regional Association of REALTORS® since 1977. He has been nominated by his business partner and wife of 42 wonderful years, Judy Washburn of Prudential

California Realty.

Gary has served his community in many diverse and important capacities. Since 1980, he has been a member of the Kiwanis Club of Northridge where he has served on the Board of Directors and as a past president. The Kiwanis Club of Northridge started the project "Santa's Helpers," which assists needy families with donation and purchasing of Christmas gifts. They also serve Thanksgiving meals to the needy and conduct year-round projects and activities designed to enhance the lives of children.

In 1990, Gary was appointed by Supervisor Michael Antonovich to serve as the Commissioner of the Emergency Medical Services Commission for the County of Los Angeles. Within this capacity, Gary helped develop protocols and supervise training for Los Angeles County paramedics. He also helped improve paramedic service levels to Los Angeles residents by doing ride-alongs with paramedic supervisors in some of the most dangerous areas of Los Angeles.

From 1990 thru 1994, Gary worked with LAPD Senior Lead Officer, Jim Dellinger as the co-chair of LAPD Basic Car Neighborhood Watch for the Northwest San Fernando Valley, where he organized one of the most successful Neighborhood Watch programs in the Los Angeles area. Gary has also served as a Board of Directors member for the LAPD Police Assistance League Supporters (PALS), whose long-time efforts have raised enough money to construct a Youth Center in Northridge that

provides opportunities for hundreds of at-risk kids to participate in sports and other extracurricular activities. Gary also serves on the Board of Directors and was also one of the founding members of the Supporters of Law Enforcement in Devonshire, which was created to solicit donations from the community to buy needed equipment for LAPD officers in the Devonshire Division.

Some of Gary's past work also includes the United Chambers of Commerce of the San Fernando Valley, the Valley Cultural Center, and the 51st District Agricultural Association for the State of California.

Of all the contributions Gary has made, the one he holds closest to his heart is his involvement in the New Horizons Organization, where he has served on the Board of Directors, the Governance Committee, as Nominating Committee Chairperson and a member. New Horizons is an organization which empowers adults with developmental disabilities to fulfill their dreams. Through partnerships, community education, and advocacy, they create a brighter future in which their clients are accepted by, participate in, and add value to their communities. Gary attributes his passion for this work to his mother, Mary Virginia Moore, who dedicated her LVN skills to working with and caring for the developmentally disabled who might have otherwise been forgotten on holidays, birthdays and other special occasions.

One of Gary's special friends at New Horizons is Mindy, who has participated in the programs offered and been able to secure a job at Loews, actively participate in dance presentations and even participate in the Special Olympics (she's an awesome golfer).

In addition to all his community involvement, Gary has also been an active member of the real estate community and been a member of SRAR since 1977. Over the years, Gary has served on our Governmental Affairs Committee, MLS Committee, and he has been a member of the Board of Directors since 2008.

We are proud to have Gary Washburn nominated as an SRAR Good Samaritan and wish him all the best in his future work. Gary can be reached at Prudential California Realty by calling 818-718-8671 or via email at scoopwash@hotmail.com.

LEAD RENOVATION RULE MAY AFFECT REALTORS®

Renovations that disturb lead-based paint in older residential dwellings and child-occupied facilities must generally comply with the Lead-Based Paint Renovation Rule of the Environmental Protection Agency (EPA). REALTORS® acting as listing agents or property managers who advise their clients to perform renovations, repairs, or painting projects for such properties may, as a matter of prudence, also want to inform them about these lead renovation requirements. One common example is when a listing agent recommends that a seller has a home painted to improve its marketability.

Under the newly implemented rule, renovators of target housing built before 1978 must now be trained and EPA-certified to perform safe work practices to prevent lead contamination. Additionally, renovators must deliver EPA's lead renovation pamphlet to an occupant within 60 days before a project begins (and, if mailed, at least seven days before a project begins). Renovators must also obtain the occupant's signed acknowledgment of receipt or substitute documentation as specified.

The EPA issued this rule in 2008, but delayed implementation until now. The rule generally applies to building contractors, handymen, residential landlords, property managers, and anyone else who is paid to perform renovations or to direct workers to perform renovations as specified. The lead renovation rule does not apply to homeowners renovating the homes they live in. However, sellers of target housing must, among other things, disclose to their buyers any known lead-based paint and lead-based paint hazards (C.A.R. Form FLD).

Renovation work covered by the lead renovation rule is defined as a modification of an existing structure that disturbs a painted surface, such as surface restoration or surface preparation activity. Excluded are minor repair and maintenance activities that disrupt up to 6 square feet of interior painted surface or 20 square feet of exterior painted surface. Demolitions and window replacements are not considered minor repairs.

For more information about the lead renovation rule, C.A.R. offers a legal article entitled Federal Lead-Based Paint Renovation Rule. See also EPA's Renovation, Repair and Painting webpage which includes the new requirements, pamphlets, and other resources. To locate an EPA-certified renovation firm, go to http://cfpub.epa.gov/flpp/searchrrp_firm.htm.

NO MORE STATE TAX ON FORGIVEN DEBT

BROUGHT TO YOU BY THE CALIFORNIA ASSOCIATION
OF REALTORS®

Distressed homeowners no longer have to pay California state income tax on debt forgiven in a short sale, foreclosure, or loan modification. Enacted into law yesterday, Senate Bill 401 generally aligns California's tax treatment of mortgage debt relief income with federal law. For debt forgiven on a loan secured by a "qualified principal residence," borrowers will now be exempt from both federal and state income tax consequences. The existing federal exemption is for indebtedness up to \$2 million, whereas the new California exemption is for indebtedness up to \$800,000 and forgiven debt up to \$500,000.

"Qualified principal residence" indebtedness is defined as debt incurred in acquiring, constructing, or substantially improving a principal residence. It includes both first and second trust deeds. It also includes a refinance loan to the extent the funds were used to payoff a previous loan that would have qualified.

The tax breaks apply to debts discharged from 2009 through 2012. Californians who have already filed their 2009 tax returns may claim the exemption by filing a Form 540X amendment.

Taxpayers who do not qualify for the above exemptions (e.g., second home or rental property) may nevertheless be exempt under other provisions. Most notably, taxpayers who are bankrupt are exempt from debt relief income tax. Also, taxpayers who are insolvent are exempt from debt relief income tax to the extent their current liabilities exceed current assets.

For more information about mortgage forgiveness tax consequences, go to California Franchise Tax Board's Mortgage Forgiveness Debt Relief Extended webpage and the Internal Revenue Service's Mortgage Forgiveness Debt Relief Act and Debt Cancellation webpage. The full text of Senate Bill 401 is available at www.leginfo.ca.gov.



www.srar.com

Are We There Yet?

Get Answers At... The 2010 Valley Economic Summit

Thursday,
May 13, 2010

7:30 am to 2 pm

Sheraton Universal Hotel
Universal City, CA

Join Keynote Speaker Mark R. Goldston and Peter Lowy along with some of San Fernando Valley's leading economic and real estate experts as we identify the unique opportunities available in the current economic recession.

Breakout panels will explore how to take advantage of incredible property values, low interest rates, where to access money today, growing business internationally, and the latest developments in green technology!

Tickets: \$125.00 (Includes all sessions, materials and food.)

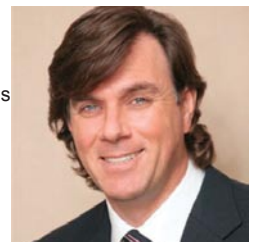
Call 818.379.7000 today to reserve your seats or register on-line at www.economicalliance.org

Powered by
 The Valley Economic Alliance

California State University
Northridge



Mark R. Goldston
Chairman, President and CEO
United Online



Peter Lowy
Managing Director
Westfield Group

REALTOR® "Think Global Act Local" EXPO 2010



Thursday, June 24, 2010
9:00 a.m. - 2:30 p.m.

Marriott Warner Center
21850 Oxnard Street
Woodland Hills 91367

For more information or to reserve
a booth, contact Kit Young at
818-947-2236 or via email at
kathleenysr@srar.com

visit us online at
www.srar.com


SOUTHLAND REGIONAL
ASSOCIATION OF REALTORS, INC.

REALTOR® Report

April 27 - May 10, 2010

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

Bradshaw, Lauren B.
Meridian Capital Real Estate
7365 Carnelian St. Suite 222D
Rancho Cucamonga, CA. 91730

Briones, Christian
Christian Briones
100 N. Brand Blvd. #604
Glendale, CA. 91203

Forry, Craig
Craig B. Forry
11150 Sepulveda Blvd. #200
Mission Hills, CA. 91345

Frid, Maxim
Fidelity International Realty, Inc.
8159 Santa Monica Blvd. #200
West Hollywood, CA. 90046

Gambaryan, Steven
Allied Home Group
6345 Balboa Blvd. #145
Encino, CA. 91316

Kuchukian, Anahit Anna
Reliant Equity Group, Inc.
441 N. Varney St. #101
Burbank, CA. 91502

Mercado, Jesus S.
JSM Mandalay Realty & Mortgage
11150 Glenoaks Blvd. Suite 323
Pacoima, CA. 91331

Nelson, Richard
Nelson Shelton & Associates
355 N. Canon Dr.
Beverly Hills, CA. 90210

Sanders, James Edward
Re/Max Palos Verdes/Execs
63 Malaga Cove Plaza
Palos Verdes Est., CA. 90274

Shaw, Phillip Roger
Phillip Shaw, Broker
1875 Ogden Dr. #6
Burlingame, CA. 94010

SECOND POSTING

Acosta, David J.
American Funding
5017 Boda Place
Woodland Hills, CA. 91367

Cabrera, Abad
Capital Group Realty
2009 W. Marine Ave.
Gardena, CA. 90249

Conway, Daniel T.
Daniel T. Conway
15026 Acre St.
North Hills, CA. 91343

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

Kerrigan, John D.
John Kerrigan
15130 Dickens St. #305
Sherman Oaks, CA. 91403

Lujan, Andre P.
Vista Pacific Realty
9114 Adams Ave. #165
Huntington Beach, CA. 92646

Raynes, Ilana
Aspect Financial
12751 Mulholland Drive
Beverly Hills, CA. 90210

REALTOR® APPLICANTS

Abu-Shawish, Omar / Mina Realty & Home Loans / Sherman Oaks
Aguirre, Abraham / Re/Max Coast and Valley / Simi Valley
Arnold Jr., Eddie T. / B.J. Enterprises, Inc. / Woodland Hills
Berrios, Franklin / Brightstone Estate Properties / Winnetka
Chu, Tuan Cao / HNT Realty / Canoga Park
Corralejo, Sylvia / Sellstate Horizons Realty / Encino
Duller, Jesson / Infinite Visions Realty, Inc. / Glendale
Eget, Jeri Kay / Woodbridge Estates, Inc. / Studio City
Ernestine, Morente / Pinnacle Estate Properties / Valencia
Gonzalez, Grace A / Pinnacle Estate Properties, Inc. / Northridge
Hayman, Jeffrey A. / Rodeo Realty / Woodland Hills
Huanca, Luis Reynaldo / Greater Valley Realty / Lakeview Terrace
Jackson, Miriam Jannie / Coldwell Banker — Greater Valleys / Granada Hills
Jacobs, Messiah / Mina Realty & Home Loans / Sherman Oaks
Jones, Kimberly Layne / Pinnacle Estate Properties, Inc. / Northridge
Jones, Michael Ky / Keller Williams / Burbank
Josef, Anat / Pacific Inter Capital Investment Solutions / Sherman Oaks
Kenez, Paul Andrew / White House Properties / Woodland Hills
Kheiri, Mona / Rodeo Realty, Inc. / Encino
Koontz, Dennis Michael / Keller Williams Calabasas / Calabasas
Kuprin, Alex / Mega Realty, Inc. / Tarzana
Larios Jr., Luis Alfonso / Rodeo Realty, Inc. / Studio City
Le Gaspi, Ofelia P. / Keller Williams / Northridge
Lopez, Ana Maritza / Park Regency Realty / Granada Hills
Markarian, Serjik / Pinnacle Estate Properties, Inc. / Encino

Marquez, Leticia / Curiel Realty / San Fernando
Martin, Benjamin / C-21 Edva Realty / Tarzana
Meer, Otto Thomas / Pinnacle Estate Properties, Inc. / Encino
Miranda, Rosa M. / Park Regency Realty / Granada Hills
Nazari, Reza / United Plus Financial, Inc. / Woodland Hills
Needham, James Kelly / Cinema Real Estate / Santa Clarita
O'Brien, Torrey / Re/Max of Santa Clarita / Santa Clarita
Otano, Anita / Keller Williams / Studio City
Paduano, Linda Ann / Pantera Real Estate / Northridge
Palacios, Job / Skyler Realty / San Fernando
Podell, Glenn Allan / Re/Max Estates / Agoura Hills
Ramirez, Juan Jose / The Real Estate Plaza / Granada Hills
Rosales, John Paul / Rodeo Realty, Inc. / Northridge
Ross, Christine Marie / Woodbridge Estates, Inc. / Valley Village
Saltee, Kristina Mae / Keller Williams VIP Realty / Valencia
Sanosyan, Lusine / Dilbeck Real Estate / Studio City
Singh, Taran / SCV Home Buyer / Valencia
Sloan, Cheri Rose / Keller Williams Encino-Sherman Oaks / Encino
Stallcup, Christy / Coastland Property Management / Valencia
Storey, Julie Ann / Coldwell Banker / Sherman Oaks
Trombler, Lori E. / ALG Real Estate Services / Westlake Village
Tumanyants, Ken / Real Estate People, Inc. / Glendale
Vargas, Jorge / Capital Group Realty / Gardena
Vazquez, Pedro / Keller Williams / Studio City
Wanlass, Sandy / Ewing & Assoc. Sotheby's / Sherman Oaks
Weerasinghe, Wasantha / Keller Williams VIP Properties / Valencia

MARCH 2010

SFV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL
PROPERTIES LISTED
2,231RESIDENTIAL PROP.
ESCROW OPENED
1,841RESIDENTIAL PROP.
ESCROW CLOSED
1,131

ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS.....	280	342	223	304	319	1,468	763	2,231
TOTAL ACTIVE LISTINGS.....	494	757	511	588	741	3,091	1,902	4,993
AVERAGE DAYS ON MARKET.....	112	99	125	93	109	107	113	109
AVERAGE LIST PRICE IN THOUSANDS.....	274.0	636.5	814.6	521.4	953.3	662.1	661.0	661.6
MEDIAN LIST PRICE IN THOUSANDS.....	260.0	485.0	435.0	429.0	549.0	420.0	369.0	399.9
BOMS.....	17	21	14	22	20	94	54	148
AVERAGE BOM PRICE IN THOUSANDS.....	253.7	476.6	606.3	447.9	550.0	464.5	401.4	441.5
BOM TO SALE RATIO.....	11.5	10.9	11.1	15.5	10.2	11.7	16.6	13.1
EXPIRATIONS.....	17	37	16	27	30	127	94	221

PENDING SALES:

NEW ESCROWS OPENED.....	268	291	174	269	272	1,272	567	1,841
TOTAL YTD ESCROWS OPENED.....	639	710	470	626	723	3,168	1,278	4,446
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.....	52	63	66	66	71	64	84	70
NEW OPEN ESCROWS AVERAGE LIST PRICE.....	242.0	504.7	439.7	427.1	556.9	436.0	445.7	438.5

CLOSED SALES:

NEW ESCROWS CLOSED.....	148	192	126	142	197	805	326	1,131
TOTAL YTD ESCROWS CLOSED.....	443	484	320	403	496	2,146	810	2,956
VOLUME OF NEW SALE DOLLARS IN MILLIONS.....	37.179	100.636	54.189	59.046	114.572	365.620	157.752	523.372
VOLUME OF TOTAL YTD SALES IN MILLIONS.....	108.144	238.471	141.077	165.767	270.068	923.527	353.234	1,276.761
AVERAGE SALE PRICE IN THOUSANDS.....	251.2	524.1	430.1	415.8	581.6	454.2	483.9	462.8
MEDIAN SALE PRICE IN THOUSANDS.....	249.0	399.9	335.0	360.0	443.0	351.0	354.9	354.0
COOP SALES.....	110	158	110	113	165	656	274	930
PERCENT OF COOP SALES.....	74.3	82.3	87.3	79.6	83.8	81.5	84.0	82.2
AVERAGE DAYS ON MARKET.....	108	122	108	118	105	112	122	115
SALES AT LIST PRICE.....	97	101	71	72	79	420	149	569
PERCENT OF SALES AT LIST PRICE.....	65.5	52.6	56.3	50.7	40.1	52.2	45.7	50.3
SALES TO LISTING INVENTORY RATIO.....	30.0	25.4	24.7	24.1	26.6	26.0	17.1	22.7
FINAL SALE TO NEW LISTING RATIO.....	52.9	56.1	56.5	46.7	61.8	54.8	42.7	50.7

SELLING TIME - PRICE CHANGE - PRICE REDUCTION

	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %
LESS THAN 100,000.....	95	167	29	18	13523
100,000 TO 109,999.....	147	11	43	6	40663
110,000 TO 119,999.....	52	53	11	5	2650
120,000 TO 129,999.....	95	128	31	19	22008
130,000 TO 139,999.....	52	130	31	18	8643
140,000 TO 149,999.....	77	124	33	17	10482
150,000 TO 159,999.....	57	135	41	19	6587
160,000 TO 169,999.....	54	284	106	43	9294
170,000 TO 179,999.....	77	423	107	52	25863
180,000 TO 189,999.....	62	392	149	75	40068
190,000 TO 199,999.....	63	418	114	53	11925
200,000 TO 209,999.....	65	282	91	54	14303
210,000 TO 219,999.....	70	238	67	49	31773
220,000 TO 229,999.....	60	168	45	34	21128
230,000 TO 239,999.....	43	235	46	25	21488
240,000 TO 249,999.....	68	256	42	42	40230
250,000 TO 259,999.....	97	218	42	29	46056
260,000 TO 269,999.....	54	151	30	24	53078
270,000 TO 279,999.....	44	117	12	10	113968
280,000 TO 289,999.....	105	432	59	49	198094
290,000 TO 299,999.....	122	225	13	11	619269
300,000 TO 309,999.....	69	4619	1130	652	41715
TOTALS.....					

LISTINGS

5,841

2010 RMLS TOTAL - \$ VOLUME

\$1,276,761,000

SALES

2,966

*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



SOUTHERN AND REGIONAL
ASSOCIATION OF REALTORS, INC.

SAN FERNANDO 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	1,578	1,292	689.1	77.0	2346	895	560.0	38.2	2595	882	594.2	34	2395	574	329.3	19.6	2084	964	357.7	46.3	1,830	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	349.7	49
MAR	1,993	1,763	972.3	88.5	2818	1487	976.8	52.8	3521	1318	848.1	37.4	2878	792	429.0	27.5	2004	1,148	428.6	57.3	2,251	1,131	523.3	50.7
APR	2,160	1,772	938.2	79.7	2465	1441	911.4	58.5	3205	761	519.6	23.7	2949	983	538.1	33.3	1956	1275	487.5	65.2\				
MAY	2,194	1,676	1,018.2	76.5	3185	1434	903.9	45.0	3493	1151	804.7	33	2629	1165	626.4	44.3	1,865	1,300	530.1	63.7				
JUNE	2,504	1,853	1,130	74.0	3111	1407	948.7	45.2	3163	1234	870	39	1549	1182	616.7	43.2	1,328	1,410	612	73.1				
JUL	2,337	1780	1,132	74.3	2899	1322	825.1	45.6	3247	1157	839.7	35.6	2731	1263	672.9	46.2	1,322	1,322	581.7	68.8				
AUG	2,764	1,830	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	553.7	63.2				
SEPT	2,675	1,757	1,110	65.7	2807	1284	783.8	45.7	2753	796	506.3	26.7	2423	1181	533.4	48.7	1,791	1,205	543.1	63.6				
OCT	2,416	1,529	964.2	63.3	2682	1194	756.7	44.5	2925	666	444.2	22.8	2389	1321	601.7	55.3	1,794	1,243	527.5	63.3				
NOV	2,131	1,510	956.8	70.9	1943	1195	756.6	61.5	2342	701	438.4	29.9	1770	1121	470.9	63.3	1,505	1,095	452.1	72.8				
DEC	1252	1354	863.9	108.1	1355	1263	812.3	93.2	1691	710	440.1	42	1483	1241	497.5	83.7	1,327	1,174	549.1	88.5				
TOTAL	25,682	19,020	11,486.7	75.4	31,081	15,189	9,653	48.3	34,836	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 MARCH

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	198	241	156	254	238	1,087	633	1,720
Total Active Listings	363	484	373	475	584	2,279	1,527	3,806
Average Days on Market	117	99	119	90	111	106	112	108
Average List Price in Thousands	305.3	773.3	1,016.2	581.2	1,119.7	787.2	721.2	760.7
Median List Price in Thousands	285.9	619.0	575.0	485.0	649.0	500.0	379.0	450.0
BOMS	13	10	9	15	14	61	38	99
Average BOM Price in Thousands	285.7	631.9	792.2	494.1	612.6	543.5	444.8	505.6
BOM to Sale Ratio	11.3	8.0	11.5	13.6	8.4	10.3	14.4	11.6
Expirations	13	27	16	23	27	106	83	189

PENDING SALES

New Escrows Opened	198	180	115	221	203	916	445	1,362
Total YTD Escrows Opened	462	447	311	491	552	2,263	995	3,258
New Open Escrows Average Days on Market	51	54	57	61	72	60	82	67
New Open Escrows Average List Price	271.1	600.1	535.9	468.9	663.9	504.1	477.3	495.0

CLOSED SALES:

New Escrows Closed	115	125	78	110	166	594	263	857
Total YTD Escrows Closed	331	309	209	310	382	1,541	640	2,181
Volume of New Sales Dollars in Millions	31.860	78.362	43.055	51.499	107.853	312.628	138.382	451.011
Volume of total YTD Sales in Millions	89.678	176.906	114.276	142.987	243.927	767.773	301.181	1,068.954
Average Sale price in Thousands	277.0	626.9	552.0	468.2	649.7	526.3	526.2	526.3
Median Sale Price in Thousands	270.0	465.0	410.0	415.0	475.0	400.0	399.0	400.0
Coop Sales	82	104	68	87	136	477	218	695
Percent of Coop Sales	71.3	83.2	87.2	79.1	81.9	80.3	82.9	81.1
Average Days on Market	107	126	99	114	106	111	130	117
Sales at List Price	77	65	46	51	62	301	116	417
Percent of Sales at List Price	67.0	52.0	59.0	46.4	37.3	50.7	44.1	48.7
Sales to Listing Inventory Ratio	31.7	25.8	20.9	23.2	28.4	26.1	17.2	22.5
Final Sale to New Listing Ratio	58.1	51.9	50.0	43.3	69.7	54.6	41.5	49.8

SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	82	101	67	50	81	381	130	511
Total Active Listings	131	273	138	113	157	812	375	1,187
Average Days on Market	96	97	144	107	103	108	118	111
Average List Price in Thousands	187.2	393.9	269.7	270.0	334.4	310.7	416.0	343.9
Median List Price in Thousands	160.0	399.0	215.0	259.9	259.9	269.0	339.0	299.0
BOMS	4	11	5	7	6	33	16	49
Average BOM Price in Thousands	150.0	335.4	271.8	349.0	404.0	318.7	298.3	312.0
BOM to Sale Ratio	12.1	16.4	10.4	21.9	19.4	15.6	25.4	17.9
Expirations	4	10	0	4	3	21	11	32

PENDING SALES

New Escrows Opened	70	111	59	48	69	356	122	479
Total YTD Escrows Opened	177	263	159	135	171	905	283	1,188
New Open Escrows Average Days on Market	56	78	84	88	67	74	90	78
New Open Escrows Average List Price	159.9	349.8	252.2	234.9	242.0	260.9	330.2	278.0

CLOSED SALES:

New Escrows Closed	33	67	48	32	31	211	63	274
Total YTD Escrows Closed	112	175	111	93	114	605	170	775
Volume of New Sales Dollars in Millions	5.319	22.274	11.134	7.547	6.719	52.992	19.370	72.362
Volume of total YTD Sales in Millions	18.466	61.566	26.801	22.780	26.141	155.754	52.053	207.807
Average Sale price in Thousands	161.2	332.4	232.0	235.8	216.7	251.1	307.5	264.1
Median Sale Price in Thousands	150.0	340.0	200.0	220.0	191.0	214.0	319.0	230.0
Coop Sales	28	54	42	26	29	179	56	235
Percent of Coop Sales	84.8	80.6	87.5	81.3	93.5	84.8	88.9	85.8
Average Days on Market	110	114	122	132	100	116	90	110
Sales at List Price	20	36	25	21	17	119	33	152
Percent of Sales at List Price	60.6	53.7	52.1	65.6	54.8	56.4	52.4	55.5
Sales to Listing Inventory Ratio	25.2	24.5	34.8	28.3	19.7	26.0	16.8	23.1
Final Sale to New Listing Ratio	40.2	66.3	71.6	64.0	38.3	55.4	48.5	53.6

MARCH 2010

SCV RESIDENTIAL MLS SUMMARY

MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL
PROPERTIES LISTED
592RESIDENTIAL PROP.
ESCROW OPENED
565RESIDENTIAL PROP.
ESCROW CLOSED
354

ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	12	10	108	42	53	79	21	144	469	123	592
TOTAL ACTIVE LISTINGS	43	34	214	70	121	131	46	228	887	291	1,178
AVERAGE DAYS ON MARKET	109	134	115	95	132	103	98	86	106	114	108
AVERAGE LIST PRICE IN THOUSANDS	546.3	727.1	403.2	468.3	486.9	404.1	588.0	578.1	493.8	358.4	460.3
MEDIAN LIST PRICE IN THOUSANDS	464.0	649.0	329.9	400.0	376.8	375.0	575.9	459.0	409.0	239.0	375.0
BOMS	1	4	7	1	3	2	0	3	21	3	24
AVERAGE BOM PRICE IN THOUSANDS	380.0	602.4	259.7	330.0	323.1	437.5	0	281.6	363.2	160.8	337.9
BOM TO SALE RATIO	14.3	80.0	7.5	3.7	15.0	3.9	0	4.2	7.2	4.8	6.8
EXPIRATIONS	2	1	6	1	5	5	1	6	27	15	42

PENDING SALES:

NEW ESCROWS OPENED	5	5	119	45	43	87	27	140	471	94	565
TOTAL YTD ESCROWS OPENED	18	16	293	97	98	197	64	291	1,074	237	1,311
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	95	54	69	75	56	52	108	74	69	63	68
NEW OPEN ESCROWS AVERAGE LIST PRICE	454.5	539.9	304.1	374.1	332.6	363.0	424.8	441.5	376.1	249.0	355.0

CLOSED SALES:

NEW ESCROWS CLOSED	7	5	93	27	20	51	16	72	291	63	354
TOTAL YTD ESCROWS CLOSED	12	15	187	60	72	120	36	174	676	146	822
VOLUME OF NEW SALE DOLLARS IN MILLIONS	2.828	1.926	29.819	10.062	7.396	19.097	8.119	29.033	108.280	15.162	123.443
VOLUME OF TOTAL YTD SALES IN MILLIONS	4.775	7.371	61.292	22.490	24.219	45.480	19.861	73.031	258.519	35.716	294.234
AVERAGE SALE PRICE IN THOUSANDS	404.0	385.2	320.6	372.7	369.8	374.5	507.4	403.2	372.1	240.7	348.7
MEDIAN SALE PRICE IN THOUSANDS	444.0	386.0	309.0	360.0	325.5	340.0	415.0	360.0	339.5	220.0	325.0
COOP SALES	6	5	73	20	17	45	12	60	238	44	282
PERCENT OF COOP SALES	85.7	100.0	78.5	74.1	85.0	88.2	75.0	83.3	81.8	69.8	79.7
AVERAGE DAYS ON MARKET	90	182	101	136	119	111	111	100	109	125	112
SALES AT LIST PRICE	6	1	64	13	14	31	5	44	178	32	210
PERCENT OF SALES AT LIST PRICE	85.7	20.0	68.8	48.1	70.0	60.8	31.3	61.1	61.2	50.8	59.3
SALES TO LISTING INVENTORY RATIO	16.3	14.7	43.5	38.6	16.5	38.9	34.8	31.6	32.8	21.6	30.1
FINAL SALE TO NEW LISTING RATIO	58.3	50.0	86.1	64.3	37.7	64.6	76.2	50.0	62.0	51.2	59.8

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	54	36	13	9	15670
100,000 TO 109,999	13	6	2	0	17500
110,000 TO 119,999	132	16	7	4	29500
120,000 TO 139,999	100	33	7	3	9771
140,000 TO 159,999	153	36	18	9	16805
160,000 TO 179,999	76	38	9	4	4943
180,000 TO 199,999	67	43	15	9	10318
200,000 TO 249,999	49	80	24	10	5321
250,000 TO 299,999	65	115	43	17	8917
300,000 TO 349,999	53	98	68	21	847
350,000 TO 399,999	60	86	35	17	13553
400,000 TO 449,999	47	83	33	20	9082
450,000 TO 499,999	87	110	32	21	28779
500,000 TO 549,999	30	64	14	5	9750
550,000 TO 599,999	91	36	4	3	62650
600,000 TO 699,999	44	51	11	7	31335
700,000 TO 799,999	43	40	9	7	30519
800,000 TO 899,999	93	32	5	4	60780
900,000 TO 999,999	48	18	2	1	20125
1,000,000 TO 1,999,999	30	52	3	3	103633
MORE THAN 2,000,000	0	13	0	0	N/A
TOTALS	65	1086	354	174	14170

LISTINGS

1,557

2010 RMLS TOTAL - VOLUME

\$294,234,000

SALES

826

*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	592	354	123.4	59.8
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	76.1				
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	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	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	423	372	200	87.9	566	226	104.6	39.9	433	366	120.5	84.5	315	323	114.0	92.0				
TOTAL	8225	6823	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	3,580	1,389.6	73				
AVG. SALE PRICE	\$508,176				\$521,586				\$506,013				\$384,236				\$340,865							

SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR MARCH

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings.....	12	10	74	42	27	58	17	103	343	114	457
Total Active Listings.....	43	33	153	67	71	94	37	175	673	261	934
Average Days on Market.....	109	133	115	93	157	96	92	88	107	120	110
Average List Price in Thousands.....	546.3	732.8	484.9	477.2	681.1	471.2	666.8	655.8	573.4	372.4	517.3
Median List Price in Thousands.....	464.0	650.0	379.5	405.0	514.9	435.0	645.0	499.0	459.9	239.0	429.9
BOMS.....	1	3	4	1	1	2	0	1	13	3	16
Average BOM Price in Thousands.....	380.0	623.2	330.5	330.0	475.0	437	0	350.0	430.9	160.8	380.3
BOM to Sale Ratio.....	14.3	60.0	7.1	3.8	8.3	5.0	0	2.2	6.5	5.0	6.2
Expirations.....	2	1	6	1	5	2	1	3	21	14	35

PENDING SALES

New Escrows Opened.....	5	5	77	43	25	65	16	98	334	86	420
Total YTD Escrows Opened.....	18	15	182	94	55	150	41	188	743	216	959
New Open Escrows Average Days on Market.....	95	54	72	73	57	55	103	72	69	61	68
New Open Escrows Average List Price.....	454.5	539.9	374.9	385.3	416.4	410.3	531.9	514.3	438.3	257.1	401.2

CLOSED SALES:

New Escrows Closed.....	7	5	56	26	12	40	9	45	200	60	260
Total YTD Escrows Closed.....	12	15	123	57	44	95	25	105	476	134	610
Volume of New Sales Dollars in Millions.....	2.828	1.926	22.622	9.964	5.654	16.221	6.088	21.351	86.654	14.547	101.201
Volume of Total YTD Sales in Millions.....	4.775	7.371	48.606	21.692	18.662	39.392	16.651	53.307	210.456	32.759	243.215
Average Sale price in Thousands.....	404.0	385.2	404.0	383.2	471.2	405.5	676.4	474.5	433.3	242.5	389.2
Median Sale Price in Thousands.....	444.0	386.0	345.0	360.0	455.0	393.0	725.0	426.0	400.0	218.5	360.0
Coop Sales.....	6	5	44	19	12	35	7	38	166	43	209
Percent of Coop Sales.....	85.7	100.0	78.6	73.1	100.0	87.5	77.8	84.4	83.0	71.7	80.4
Average Days on Market.....	90	182	96	136	119	109	119	94	108	129	113
Sales at List Price.....	6	1	37	12	8	22	2	28	116	30	146
Percent of Sales at List Price.....	85.7	20.0	66.1	46.2	66.7	55.0	22.2	62.2	58.0	50.0	56.2
Sales to Listing Inventory Ratio.....	16.3	15.2	36.6	38.8	16.9	42.6	24.3	25.7	29.7	23.0	27.8
Final Sale to New Listing Ratio.....	58.3	50.0	75.7	61.9	44.4	69.0	52.9	43.7	58.3	52.6	56.9

SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR MARCH

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings.....	0	0	34	0	26	21	4	41	126	9	135
Total Active Listings.....	0	1	61	3	50	37	9	53	214	30	244
Average Days on Market.....	0	173	117	130	96	122	122	81	105	66	100
Average List Price in Thousands.....	0	540.0	198.3	269.7	211.2	233.7	263.9	321.5	243.3	236.1	242.4
Median List Price in Thousands.....	0	540.0	185.0	200.0	200.0	255.0	265.0	295.0	230.0	187.5	229.9
BOMS.....	0	1	3	0	2	0	0	2	8	0	8
Average BOM Price in Thousands.....	0	540.0	165.3	0	247.2	0	0	247.5	253.2	0	253.2
BOM to Sale Ratio.....	0	0	8.1	0	25.0	0	0	7.4	8.8	0	8.5
Expirations.....	0	0	0	0	0	3	0	3	6	1	7

PENDING SALES

New Escrows Opened.....	0	0	42	2	18	22	11	42	137	8	145
Total YTD Escrows Opened.....	0	1	111	3	43	47	23	103	331	21	352
New Open Escrows Average Days on Market.....	0	0	65	119	53	40	117	79	69	79	69
New Open Escrows Average List Price.....	0	0	174.5	132.0	216.2	223.1	269.1	271.5	224.5	162.0	221.1

CLOSED SALES:

New Escrows Closed.....	0	0	37	1	8	11	7	27	91	3	94
Total YTD Escrows Closed.....	0	0	64	3	28	25	11	69	200	12	212
Volume of New Sales Dollars in Millions.....	0	0	7.198	0.98	1.742	2.876	2.032	7.682	21.627	615	22.242
Volume of Total YTD Sales in Millions.....	0	0	12.686	7.98	5.557	6.088	3.210	19.724	48.062	2.957	51.019
Average Sale price in Thousands.....	0	0	194.5	98.0	217.7	261.5	290.2	284.5	237.7	205.0	236.6
Median Sale Price in Thousands.....	0	0	180.0	98.0	200.0	278.0	270.0	295.0	240.0	250.0	240.0
Coop Sales.....	0	0	29	1	5	10	5	22	72	1	73
Percent of Coop Sales.....	0	0	78.4	100.0	62.5	90.9	71.4	81.5	79.1	33.3	77.7
Average Days on Market.....	0	0	108	154	119	118	99	111	111	53	109
Sales at List Price.....	0	0	27	1	6	9	3	16	62	2	64
Percent of Sales at List Price.....	0	0	73.0	100.0	75.0	81.8	42.9	59.3	68.1	66.7	68.1
Sales to Listing Inventory Ratio.....	0	0	60.7	33.3	16.0	29.7	77.8	50.9	42.5	10.0	38.5
Final Sale to New Listing Ratio.....	0	0	108.8	0	30.8	52.4	175.0	65.9	72.2	33.3	69.6

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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

COMM. INVST. 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

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

MAY 7 – 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

MAY 27 – Castaic - ECAS, HASC, HILC, HSHL,
LOAK, NCAS, NLAKE, PRKR, VVER

Newhall - DNEW, NEW1, NEW5, PLAC

Stevenson Ranch - SOSR, STEV

Valencia - VAL1, VALW, VSUM, VWES

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

BUSINESS OPPORTUNITY

4th Tues of mo.

Chairperson(S): Harvey Osherenko

Phone: 522-7592

Location: SRAR – **Time: 9:00 A.M.**

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