

# REALTOR<sup>®</sup> REPORT

August 31 - September 13, 2010

*The Official Publication of Southland Regional Association of REALTORS<sup>®</sup>*



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September 18

[www.srar.com/calendar](http://www.srar.com/calendar)

# PACE OF HOME SALES SLOWS AS FEDERAL TAX CREDITS END

While up from the low point of this economic recession, sales of existing single-family homes in the San Fernando Valley fell during July compared to a year ago as federal tax credits ended and the supply of homes listed for sale remained low, the Southland Regional Association of REALTORS® reported.

A total of 589 homes changed owners last month, down 20.9 percent from 2009 and 9.2 percent below the pace set this June. While off 55.4 percent from this cycle's high, the July total was up 82.4 percent from the record-low 323 sales of January 2008.

"Expiration of the federal tax credits had a huge impact on the sales numbers," said Patti Petralia, president of the Southland Regional Association of Realtors. "With interest rates historically low and the affordability index at all-time highs, all indicators would point to improved sales activity. Of course, another tax credit would give a big boost to the market.

"The market has improved from its low point," Petralia said, "but it hasn't stabilized as much or as fast as we had hoped."

Realtors also closed escrow during July on 216 condominium sales, an increase of 6.4 percent over a year ago, yet down 17.6 percent from this June. The July condo sales total was up 105.7 percent from its lowest point, which also came in January 2008.

"We're hearing the same story throughout California," said Jim Link, the Association's chief executive officer. Foreclosures are down, short sales still play a major role, investor activity is heavy, traditional buyers are only slowly jumping in and too many lenders have yet to streamline their procedures.

"We would be guardedly optimistic," Link said, "if it were the norm, not the exception, for lenders to have refined their systems so that they could, in an orderly, methodical

way, approve or reject short sales in under 60 days."

Link said some lenders have made good progress, yet too many borrowers still get lost in a paper-trail maze while too many lenders take too long to issue a final decision.

Petralia said "I do think most lenders are becoming more proactive and cooperating in the short sale process. With the help of a good negotiator, the approval time frames seem to be improving."

The slow down in sales allowed the inventory to grow slightly during July, although it still remains well below levels needed to satisfy a market where multiple offers are common.

"Anyway you cut it," Petralia said, "we still have a very low inventory overall." There were 2,758 single-family active listings and 984 condo active listings, up 14.0 percent and 14.7 percent, respectively, from a year ago. The total inventory of 3,724 listings represented a 4.6-month supply at the current pace of sales. That's an improvement from the 3.5-month supply of July 2009, yet still below the desired 5- to 6-month supply that would yield a balanced market.

With fewer sales, prices also softened during July. The median price of homes sold last month was \$399,000, off less than 1 percent from a year ago. The condo median was off 3.5 percent. Nonetheless, both were up from this cycle's low points: the single-family median was up 17.4 percent while the condo median was 15.8 percent above its record low.

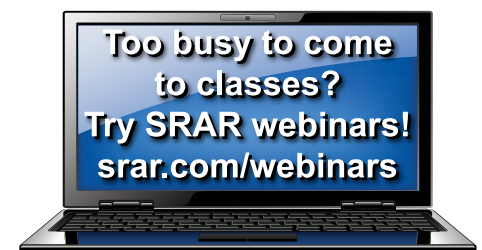
Pending escrows - a measure of future activity - suggest the market will remain sluggish in the months ahead. The 1,086 open escrows were off 13.7 percent from a year ago - the opposite of what traditionally happens during what should be the busiest time of year for home sales.

## FHA PREMIUM INCREASES POSTPONED TO OCT. 4


The Federal Housing Administration (FHA) announced last week it is pushing back the implementation date for new premium structures on FHA-insured mortgages to Oct. 4 from the original date of Sept. 7.

Following FHA Commissioner David Stevens' recent announcement that up-front premiums for FHA-insured mortgages would be reduced beginning Sept. 7 from 2.25 percent to 1 percent, lenders expressed concerns that they would need more than five weeks to update loan disclosures and computer systems.

FHA previously raised up-front premiums from 1.75 percent to 2.25 percent in April to cope with rising losses on FHA-guaranteed loans. The Obama administration promised to reduce up-front premiums if Congress gave it the authority to raise annual premiums beyond their statutory limit of 0.55 percent. HR 5981, legislation raising the statutory limit on annual premiums to 1.55 percent, was approved by lawmakers on Aug. 4 and has been signed by President Obama.



CONSUMER PRICE INDEXES						
JULY 2010						
\$	INDEXES			PERCENT CHANGE		
				YEAR ENDING		ONE MONTH ENDING
	JULY 2009	JUNE 2010	JULY 2010	JUNE 2010	JULY 2010	JULY 2010
Los Angeles - Riverside - Orange County	224.010	225.877	225.991	0.9	0.9	0.1



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

# REALTOR® REPORT

*The Official Publication of SRAR*

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# SANTA CLARITA VALLEY HOME SALES FEEL LOSS OF FEDERAL TAX CREDIT

A tight inventory and the end of federal tax credits contributed to a slowdown in home resale activity during July throughout the Santa Clarita Valley, the Southland Regional Association of REALTORS® reported.

REALTORS® closed escrow on 176 home sales last month compared to the 235 sales of 2009, a drop of 25.1 percent. The 68 condos that changed owners last month came in 22.7 percent below year ago totals.

"There are plenty of buyers out there who want to take advantage of the low prices and record-low interest rates," said Andrew Alter, president of the Association's Santa Clarita Valley Division. "The small inventory is a huge challenge, combined with the outsized expectations of lenders and continual delays getting final approval, especially on short sales.

"Investors and first-time buyers still make up the majority of transactions," Walter said. "Yet short sales take too long to negotiate, banks are making buyers jump through multiple hoops, and escrows, as a result, take too longer to close."

Throw in the impact of losing federal tax credits and Walter said it's easy to see why the market is slowing down.

While off 56.5 percent from the record high 405 sales of June 2005, even with the slowdown in activity compared to a year ago, local sales during July are still up 77.8 percent from the low point of 99 sales set in January 2008, the Association reported.

"Keeping perspective is a challenge," said Jim Link, the Association's chief executive officer. "We knew the end of the tax credits

would hobble sales. Nonetheless, we've come a long way since January 2008 and we hope that the current dip in consumer confidence is only momentary because it is a key ingredient in a full-fledge recovery."

For the second time this year, the median price of single-family homes sold last month came in at \$420,000, up 2.5 percent from a year ago and 5.1 percent ahead of the June median. The July median is far below the record-high \$643,000 of April 2006, but last month's figure was up 9.2 percent from the record low of \$385,000 set in December 2008.

The condominium median was up less than 1 percent during July to \$220,000. It, too, has been trending higher for months and was 7.3 percent above the record low of \$205,000 reported in January 2009.

"Some of the slowdown can be blamed on the loss of the tax credits," Link said, "but there would be more sales if the inventory was larger and if lenders streamlined the approval process."

The 812 single-family listings and 315 condo listings pushed the active inventory slight higher last month. While still too low to satisfy demand - which generate multiple offers on many properties - the 1,127 listings were up 39.7 percent from a year ago.

At the current pace of sales the inventory represents a 4.6-month supply compared to the 2.5-month inventory of July 2009. A 5- to 6-month supply presents a balanced market.

Pending escrows - a measure of future activity - suggest that the July pace will be around for months to come. The 360 open escrows at the end of the month were off 15.3 percent from a year ago July, a month that typically is one of the busiest months of the year.

## ASSESSOR LOWERS PROPERTY TAXES ON 400,000 HOMES

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

Property taxes were lowered on 400,000 homes throughout Los Angeles County that saw a decline in value over the last year, the L.A. County Assessor reported Tuesday.

Value reductions averaged \$162,000 for a single-family home and \$133,000 for a condominium. That yielded an average property tax savings of \$1,800 on home and \$1,500 on condos. As required by law, the assessor conducted a decline-in-value review of more than 580,000 homes and condos that had been purchased between July 1, 2003, and June 30, 2009, and even farther back in some areas of the Antelope Valley.

The Assessor's decline in value review and other adjustments resulted in a \$24.3 billion decrease in the gross roll.

"Although the roll indicates a strong property tax base," said Assessor Robert Quon, "this definitely means a loss of revenue for public services and schools."

"This reduction was primarily caused by the ongoing decline in residential real estate values and a first-ever decrease in the inflation factor, which will reduce assessment values on properties with a Proposition 13 base."

Typically the California Consumer Price Index increases the tax roll by about 2 percent, but this year the CCPI was a

negative 0.237 percent, reducing the gross roll by some \$2.14 billion, Quon said.

The Assessor also noted that owners do not need to pay any service to ask for a review of the assessed value of their property, which is conducted automatically.

If in doubt, 2010 Decline-in-value review applications can be found and filed on line through Nov. 30. For details, go to <http://assessor.lacounty.gov>

By simply entering the address or the Assessor's Identification Number, owners also can easily determine if their property qualifies for an automatic review. The Assessor also has an easy, straightforward appeal process that makes it unnecessary to pay any service to file an appeal.

As usual, Los Angeles City was the highest-valued municipality with a gross assessed value of \$425.3 billion, down 1.95 percent from last year, followed by Long Beach with a gross assessed value of \$44 billion, down 2.4 percent.

"The real estate market is still a vital part of L.A. County's economy," Quon said. The Assessor "is ready to act quickly to reflect a turnaround, just as it did after the mid-1990s real estate slump."

Which means, property taxes that go down now, will rise once values move higher.

## FREE SEMINAR for First-Time Homebuyers



Learn directly from professionals about:

- \* The Buying Process
- \* Down Payment Assistance
- \* FHA & Conforming Home Loan Limits
- \* Working with a REALTOR®
- \* And Much More!

Saturday, Sept. 18, 2010  
10:00a.m. - 12:00p.m.

SRAR Auditorium  
7232 Balboa Blvd  
Van Nuys, CA 91406

To reserve your seat, contact  
Michelle Gerhard at 818-947-2298  
or via email at [michelleg@srar.com](mailto:michelleg@srar.com)

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



# 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.*

## MEET SUSAN E. MILLER – SRAR'S GOOD SAMARITAN OF THE MONTH!

Southland Regional Association of REALTORS® is proud to have Susan E. Miller named as September's Good Samaritan. Susan has been a member in good standing at Southland Regional Association of REALTORS® since 1984. She has been nominated by Joseph "Bud" A. Mauro of Rodeo Realty.

Susan has served on at least one SRAR committee every year since 1990, including the Marketing Committee, the Executive Committee, SRAR Board of Directors, Housing Needs Committee, the MLS Rules and Compliance Committee, Education Committee, Government Affairs Committee

and has also served as a Foundation Trustee. Susan currently serves as Co-Vice-Chair for the MLS Rules and Compliance Committee. She has not only been involved with SRAR, but has also served as a Director for the California Association of REALTORS® for several years.

Susan has also shared her time and talents with Northridge Hospital Trauma Center for over 25 years. The Golden Hour Guild at Northridge Hospital Trauma Center was established in 1985, and Susan is one of two people still involved with the Guild since its inception. Susan is part of the original group that decided it was important to begin a Guild that would raise funds to help keep the Trauma Center at Northridge Hospital as a "state of the art" in-patient care facility. Susan has served as President of the Guild for 6 years and is

currently serving as Vice President and Brunch Coordinator, 2010.

Since 1985, Susan's fundraising efforts have raised more than \$750,000 for the Trauma Center. She tirelessly approached vendors and friends of Northridge Hospital Golden Hour Guild compelling them to lend their support. The name "The Golden Hour" Guild comes from the term given to the critical first hour of care after a traumatic injury. The first hour can make a difference in saving lives and improving recovery.

For 26 tireless years, Susan has been one of the most active fundraiser's for the Golden Hour Guild. She has been solely responsible for contacting hundreds of donors and collecting thousands of dollars in monetary donations, as well as gift donations to be auctioned at the Golden Hour Guild's Annual Champagne Brunch Fundraiser. In 2008 Susan was recognized with a permanent plaque hanging on the "Wall of Honor" at Northridge Hospital for her 25 years of volunteerism and fundraising efforts with the Golden Hour Guild.

Susan has also been awarded a commendation from Michael Antonovich, Los Angeles County Supervisor – 5th District for her dedicated service to the affairs of the community and civic pride demonstrated by numerous contributions for the benefit of Los Angeles County. She has also been congratulated by the Mayor of Los Angeles on behalf of its residents for being honored by Northridge Hospital Foundation for her unwavering commitment to the Northridge Hospital Trauma Center.

In addition to her commitment to the Southland Regional Association of REALTORS® and the countless hours dedicated to the Golden Hour Guild, Susan has also found time to share her talents with numerous other foundations and fundraisers including the Hathaway-Sycamores Child and Family Services. During the holiday season, Susan's office "adopts" needy families by providing them with gifts and food items to insure that they are able to celebrate the holiday season – something they may not otherwise have the chance to do.

SRAR is proud to name Susan E. Miller as a Good Samaritan and we wish her all the best in her future work. Susan can be reached at Rodeo Realty in Northridge by phone at 818-349-9997 or via email at [SMiller4re@aol.com](mailto:SMiller4re@aol.com).

If you would like to nominate someone for the SRAR Good Samaritan award, visit us online at [www.srar.com](http://www.srar.com), click on the Events tab and download the nomination form. Or stop in the front lobby of SRAR to pick on up. Submit completed nomination forms to Kit Young at [kathleeny@srar.com](mailto:kathleeny@srar.com).

## FEDERAL RESERVE ANNOUNCES

# FINAL RULES TO PROTECT MORTGAGE BORROWERS

The Federal Reserve Board issued final rules for mortgage brokers and the companies that employ them, and mortgage loan officers employed by depository institutions and other lenders. The rules, which go into effect April 1, 2011, are designed to protect mortgage borrowers from unfair, abusive, or deceptive lending practices.

Currently, lenders commonly pay loan originators more compensation if the borrower accepts an interest rate higher than the rate required by the lender (referred to as a "yield spread premium"). The new rule reverses that practice. Loan originators can continue to receive compensation based on a percentage of the loan amount.

The final rule also prohibits a loan originator who receives compensation

directly from the consumer from also receiving compensation from the lender or another party. The new rule seeks to ensure that consumers who agree to pay the originator directly do not also pay the originator indirectly through a higher interest rate.

Additionally, the new rule prohibits loan originators from directing or "steering" a consumer to accept a mortgage loan that is not in the consumer's interest in order to increase the originator's compensation. The rule will preserve consumer choice by ensuring that consumers can choose from loan options that include loans with the lowest rate and loans with the least amount of points and origination fees, rather than loans that maximize the originator's compensation.

**"It's a Jungle Out There"**

**Canejo Simi Moorpark Association of REALTORS®**

**1st Annual Golf Tournament**

**September 13, 2010**

**Wood Ranch Golf Club**

**301 Wood Ranch Parkway, Simi Valley**

**For more information & to sign up,  
contact Jan Roth at 805-413-8283**

# 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

Garcia-Gallegos, Rosalio  
Rosalio Garcia-Gallegos  
566 W. Lancaster Blvd., Ste. #21  
Lancaster, CA. 93534

Pierce, David Fletcher  
4 Tier Realty & Property Management  
1797 Dulcie Ct.  
Simi Valley, CA. 93063

Rozman, Edward Frank  
Equity Trust Realty  
18222 Labrador  
Northridge, CA. 91325

Soifer, Lina  
LA Top REO Team  
22151 Ventura Blvd. #102  
Woodland Hills, CA. 91364

Washington, Georgina  
Georgina Washington  
16933 Parthenia St. #211  
Northridge, CA. 91311

### SECOND POSTING

Aslanian, Artur  
American Reality  
7130 Fulton Ave. #38  
North Hollywood, CA. 91605

Cullen, Jeffrey  
Objective Real Estate  
32121 Corte Carmona  
Temecula, CA. 92592

Eisenberg, Oren Joseph  
Oren Joseph Eisenberg  
18407 Collins St.  
Tarzana, CA. 91356

Harvey, Scott  
Scott Harvey  
13547 Ventura Blvd. #215  
Sherman Oaks, CA. 91423

Jones, Trevor  
Premier Valley Properties  
4341 Business Center Pkwy 108  
Lancaster, CA. 93535

Mac Murray, Robert R.  
Robert Mac Murray  
5900 Sepulveda Blvd., Suite 102  
Van Nuys, CA. 91411

Mares, Anna  
Anna Mares  
17941 Ventura Blvd. #208  
Encino, CA. 91316

Matson, Daniel C.  
Citadel Properties  
15322 Weddington St. #6  
Sherman Oaks, CA. 91411

Pambakian, Christina Aznive  
Aloft Real Estate Network, Inc.  
10940 Wilshire Blvd., Suite 100  
Los Angeles, CA. 90024

Rice, Angela Lorraine  
Darling Realty & Financial Services, Inc.  
6250 Canoga Ave. #344  
Woodland Hills, CA. 91364

Schoentag, Christian Francis  
A-Team Realty, Inc.  
22020 Clarendon St. #200  
Woodland Hills, CA. 91367

Shvartsman, Bella  
Bella Shvartsman  
16935 Mayall St.  
Northridge, CA. 91343

## REALTOR® APPLICANTS

Arjmand, Ali / Coldwell Banker / Calabasas  
Barricklow, James Robert / Zip Realty / Emeryville  
Bazan, Monica / Rodeo Realty, Inc. / Northridge  
Biller, Louise Marlene / Prudential California Realtors / Valencia  
Dreyfuss, Phan M. / Knollwood Realty, Inc. / Granada Hills  
Falamak, Alan G. / Century 21 Valley Properties / West Hills  
Garcia, Brenda Rose / Dilbeck Realtors / Valencia  
Giron, Francisco Estuardo / Becerra Realty, Inc. / Granada Hills  
James, Walter Cortez / Oaktree Realty / Encino  
Jares, Tacie Margaret / Kellar-Davis / Santa Clarita  
Javier, Arthur V. / Keller Williams Encino-Sherman Oaks / Encino  
Joseph, Rebecca Dione / Oak Realty / Woodland Hills  
Kip, Jill / Realty Executives / Newhall  
Kunstmann, Paul / Real Estate eBroker / Vista

Lassen, Caitlin Heather / Ewing Realty Group, Inc. / Calabasas  
Lutz, Darryl G. / Re/Max OTB Estates / Woodland Hills  
Martin, Colleen Beth / Rodeo Realty, Inc. / Sherman Oaks  
Mejia, Guillermina R. / Tepa Opportunities, Inc. / Van Nuys  
Miner, Magenta E. / Keller Williams / Encino  
Mirpuri, Simon / Park Regency / Granada Hills  
Morales, Ivan Ernesto / Transworld Group, Inc. / Sherman Oaks  
Nichols, Billie / Century 21 Crest / Burbank  
Prihar, Carolina / Century 21 Valley Properties / West Hills  
Rauschenberg, Lauren Alison / Ewing & Associates Sotheby's Int'l Realty / Calabasas  
Schwartz, Ashley Dyan Weiss / Prudential California Realty / Studio City  
Scott, Odia / Re/Max OTB Estates / Woodland Hills  
Vela-Ayala, Ana E. / Pinnacle Estate Properties, Inc. / Northridge

## SAN FERNANDO VALLEY SINGLE FAMILY SALES STATISTICS FOR JULY

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	191	242	142	250	269	1,094	533	1,627
Total Active Listings	401	627	405	591	734	2,758	1,667	4,425
Average Days on Market	87	89	103	85	101	93	112	100
Average List Price in Thousands	297.5	761.3	1,009.9	567.5	1,074.5	772.2	674.8	735.5
Median List Price in Thousands	284.9	560.0	578.9	475.0	639.0	499.0	378.0	450.0
BOMS	13	12	15	16	19	75	37	112
Average BOM Price in Thousands	260.2	507.2	343.6	491.3	638.4	461.5	330.7	418.3
BOM to Sale Ratio	10.1	9.8	19.2	12.9	14.1	12.7	16.2	13.7
Expirations	19	32	21	27	30	129	70	199

### PENDING SALES

New Escrows Opened	162	150	112	180	181	785	336	1,121
Total YTD Escrows Opened	1,007	978	681	1,065	1,108	4,839	2,061	6,900
New Open Escrows Average Days on Market	55	54	86	76	72	68	74	70
New Open Escrows Average List Price	272.4	606.2	530.3	473.5	748.6	528.9	429.4	499.1

### CLOSED SALES:

New Escrows Closed	129	123	78	124	135	589	228	817
Total YTD Escrows Closed	867	839	568	880	936	4,090	1,662	5,752
Volume of New Sales Dollars in Millions	36.685	68.030	41.111	62.672	90.506	299.004	106.362	405.366
Volume of total YTD Sales in Millions	238.714	478.785	314.681	413.175	594.674	2,040.029	759.716	2,799.745
Average Sale price in Thousands	284.4	553.1	527.1	505.4	670.4	507.6	466.5	496.2
Median Sale Price in Thousands	280.0	450.0	367.0	435.0	514.0	399.0	375.0	399.0
Coop Sales	93	102	63	101	115	474	185	659
Percent of Coop Sales	72.1	82.9	80.8	81.5	85.2	80.5	81.1	80.7
Average Days on Market	117	106	122	132	116	118	119	118
Sales at List Price	87	60	30	53	50	280	107	387
Percent of Sales at List Price	67.4	48.8	38.5	42.7	37.0	47.5	46.9	47.4
Sales to Listing Inventory Ratio	32.2	19.6	19.3	21.0	18.4	21.4	13.7	18.5
Final Sale to New Listing Ratio	67.5	50.8	54.9	49.6	50.2	53.8	42.8	50.2

## SAN FERNANDO VALLEY CONDOMINIUM SALES STATISTICS FOR JULY

ACTIVE INVENTORY	EN	ES	CS	WN	WS	SFV TOTAL	EXT	TOTAL
New Listings	73	132	61	49	63	378	148	526
Total Active Listings	173	334	160	137	180	984	446	1,430
Average Days on Market	97	91	97	101	100	96	114	102
Average List Price in Thousands	176.5	388.7	300.3	285.4	311.4	308.5	329.4	315.0
Median List Price in Thousands	150.0	389.9	230.0	279.9	250.0	279.0	265.0	275.0
BOMS	8	9	2	7	6	32	12	44
Average BOM Price in Thousands	173.2	427.8	149.0	290.7	234.4	280.5	286.3	282.1
BOM to Sale Ratio	20.0	11.7	5.4	21.2	20.7	14.8	16.9	15.3
Expirations	6	9	10	2	3	30	17	47

### PENDING SALES

New Escrows Opened	54	89	51	60	48	301	112	414
Total YTD Escrows Opened	353	552	342	280	330	1,857	611	2,468
New Open Escrows Average Days on Market	55	69	64	76	68	67	73	69
New Open Escrows Average List Price	159.7	336.7	235.3	251.6	239.2	256.4	260.3	256.8

### CLOSED SALES:

New Escrows Closed	40	77	37	33	29	216	71	287
Total YTD Escrows Closed	280	460	265	233	271	1,509	471	1,980
Volume of New Sales Dollars in Millions	6.357	25.103	9.045	8.108	8.028	56.641	22.510	79.151
Volume of total YTD Sales in Millions	48.307	162.725	64.186	58.574	67.626	401.418	163.244	564.662
Average Sale price in Thousands	158.9	326.0	244.5	245.7	276.8	262.2	317.0	275.8
Median Sale Price in Thousands	145.0	312.0	200.0	248.0	242.5	220.0	290.0	240.0
Coop Sales	34	65	34	27	24	184	66	250
Percent of Coop Sales	85.0	84.4	91.9	81.8	82.8	85.2	93.0	87.1
Average Days on Market	108	128	114	106	123	118	132	121
Sales at List Price	28	36	18	15	14	111	34	145
Percent of Sales at List Price	70.0	46.8	48.6	45.5	48.3	51.4	47.9	50.5
Sales to Listing Inventory Ratio	23.1	23.1	23.1	24.1	16.1	22.0	15.9	20.1
Final Sale to New Listing Ratio	54.8	58.3	60.7	67.3	46.0	57.1	48.0	54.6

## JULY 2010

## SFV RESIDENTIAL MLS SUMMARY

## MONTHLY RESIDENTIAL SALES STATISTICS

RESIDENTIAL  
PROPERTIES LISTED  
**2,153**RESIDENTIAL PROP.  
ESCROW OPENED  
**1,535**RESIDENTIAL PROP.  
ESCROW CLOSED  
**1,104**

## ACTIVE INVENTORY:

	EN	ES	CS	WN	WS	SFV TOT	EXT	TOTAL
NEW LISTINGS.....	264	374	203	299	332	1,472	681	2,153
TOTAL ACTIVE LISTINGS.....	574	961	565	728	914	3,742	2,113	5,855
AVERAGE DAYS ON MARKET.....	90	90	101	88	100	94	113	100
AVERAGE LIST PRICE IN THOUSANDS.....	261.0	631.8	809.0	514.4	924.2	650.3	601.9	632.8
MEDIAN LIST PRICE IN THOUSANDS.....	253.5	459.0	435.0	425.0	550.0	420.0	335.2	399.0
BOMS.....	21	21	17	23	25	107	49	156
AVERAGE BOM PRICE IN THOUSANDS.....	227.0	473.2	320.7	430.2	541.5	407.4	319.8	379.9
BOM TO SALE RATIO.....	12.4	10.5	14.8	14.6	15.2	13.3	16.4	14.1
EXPIRATIONS.....	25	41	31	29	33	159	87	246

## PENDING SALES:

NEW ESCROWS OPENED.....	216	239	163	240	229	1,086	448	1,535
TOTAL YTD ESCROWS OPENED.....	1,360	1,530	1,023	1,345	1,438	6,696	2,672	9,368
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET.....	55	59	79	76	71	68	74	69
NEW OPEN ESCROWS AVERAGE LIST PRICE.....	244.2	505.8	438.0	418.1	641.8	453.4	387.1	433.7

## CLOSED SALES:

NEW ESCROWS CLOSED.....	169	200	115	157	164	805	299	1,104
TOTAL YTD ESCROWS CLOSED.....	1,147	1,299	833	1,113	1,207	5,599	2,133	7,732
VOLUME OF NEW SALE DOLLARS IN MILLIONS.....	43.042	93.134	50.156	70.779	98.533	355.645	128.872	484.517
VOLUME OF TOTAL YTD SALES IN MILLIONS.....	287.070	641.510	378.867	471.750	662.300	2,441.447	922.961	3,364.407
AVERAGE SALE PRICE IN THOUSANDS.....	254.7	465.7	436.1	450.8	600.8	441.8	431.0	438.9
MEDIAN SALE PRICE IN THOUSANDS.....	252.5	399.0	325.0	408.0	450.0	360.0	347.0	355.0
COOP SALES.....	127	167	97	128	139	658	251	909
PERCENT OF COOP SALES.....	75.1	83.5	84.3	81.5	84.8	81.7	83.9	82.3
AVERAGE DAYS ON MARKET.....	115	115	119	126	118	118	122	119
SALES AT LIST PRICE.....	115	96	48	68	64	391	141	532
PERCENT OF SALES AT LIST PRICE.....	68.0	48.0	41.7	43.3	39.0	48.6	47.2	48.2
SALES TO LISTING INVENTORY RATIO.....	29.4	20.8	20.4	21.6	17.9	21.5	14.2	18.9
FINAL SALE TO NEW LISTING RATIO.....	64.0	53.5	56.7	52.5	49.4	54.7	43.9	51.3

## SELLING TIME - PRICE CHANGE - PRICE REDUCTION

SELLING PRICE RANGE:	AVG. SELL TIME	ACTIVE NO. LISTINGS	TOTAL # SOLD	REDUCED \$	\$ AVERAGE PRICE REDUCTION %	
LESS THAN 100,000.....	63	183	36	27	15167	9.3
100,000 TO 109,999.....	83	50	7	4	8814	5.9
110,000 TO 119,999.....	62	67	8	3	120338	1.7
120,000 TO 139,999.....	59	136	21	14	7093	3.4
140,000 TO 159,999.....	69	161	27	13	14490	5.2
160,000 TO 179,999.....	69	141	34	15	3887	1.4
180,000 TO 199,999.....	87	179	47	27	13626	4.8
200,000 TO 249,999.....	83	360	96	47	14172	3.9
250,000 TO 299,999.....	63	543	114	55	6360	1.1
300,000 TO 349,999.....	58	495	142	72	7952	1.3
350,000 TO 399,999.....	51	493	119	64	17945	3.6
400,000 TO 449,999.....	61	342	92	60	68504	6.2
450,000 TO 499,999.....	79	284	58	48	38208	6.3
500,000 TO 549,999.....	55	220	48	38	28516	4.8
550,000 TO 599,999.....	59	245	49	33	24378	3.6
600,000 TO 699,999.....	77	371	46	33	46276	5.9
700,000 TO 799,999.....	46	289	42	29	30327	3.6
800,000 TO 899,999.....	93	146	43	35	81515	7.8
900,000 TO 999,999.....	77	121	27	25	115630	9.5
1,000,000 TO 1,999,999.....	84	469	40	34	172811	9.0
MORE THAN 2,000,000.....	128	229	7	6	408429	7.4
TOTALS.....	67	5524	1103	682	36558	4.4

## LISTINGS

**14,193**

## 2010 RMLS TOTAL - \$ VOLUME

**\$3,364,407,7000**

## SALES

**7,762**

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.





**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 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	2395	574	329.3	19.6	2084	964	357.7	45.3	1,830	963	410	52.6						
FEB	1,578	1,254	657.5	79.5	2373	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	998.2	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	2,212	1,188	526.9	53.7						
MAY	2,134	1,676	1,018.2	78.5	3185	1434	903.9	45.0	3493	1151	804.7	33	2629	1165	626.4	44.3	1,865	1,800	530.1	69.7	1,936	1,235	523.7	63.8						
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	2,051	1,269	563	61.9						
JUL	2,397	1780	1,132	74.3	2899	1322	825.1	45.6	3247	1157	839.7	35.6	2731	1263	672.9	46.2	1,922	1,322	581.7	68.8	2,153	1,104	484.5	51.3						
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	69.2										
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	1,731	1,205	543.1	69.6										
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	69.3										
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	1631	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	91,081	15,189	9,653	48.9	94,836	11,266	7,554.1	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												



JULY 2010

## SCV RESIDENTIAL MLS SUMMARY

RESIDENTIAL  
PROPERTIES LISTED  
**564**RESIDENTIAL PROP  
ESCROW OPENED  
**440**RESIDENTIAL PROP  
ESCROW CLOSED  
**302**

## MONTHLY RESIDENTIAL SALES STATISTICS

## ACTIVE INVENTORY:

	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCV TOTAL	EXT	TOTAL
NEW LISTINGS	13	8	122	31	39	60	18	113	404	160	564
TOTAL ACTIVE LISTINGS	49	34	291	94	138	182	72	267	1,127	374	1,501
AVERAGE DAYS ON MARKET	93	162	101	108	126	101	90	95	104	115	107
AVERAGE LIST PRICE IN THOUSANDS	538.2	595.6	403.7	438.6	401.2	385.4	541.7	526.8	453.0	367.6	431.7
MEDIAN LIST PRICE IN THOUSANDS	450.0	579.0	319.0	380.0	320.0	369.0	550.0	429.5	375.0	249.0	349.9
BOMS	0	0	7	6	5	3	4	7	32	8	40
AVERAGE BOM PRICE IN THOUSANDS	0	0	253.8	336.7	325.8	309.9	471.3	383.3	341.4	292.6	331.6
BOM TO SALE RATIO	0	0	13.0	33.3	19.2	7.7	18.2	9.5	13.1	13.8	13.2
EXPIRATIONS	1	1	4	1	2	2	2	6	19	21	40

## PENDING SALES:

NEW ESCROWS OPENED	7	9	84	30	36	57	22	115	360	80	440
TOTAL YTD ESCROWS OPENED	52	35	556	183	205	363	134	632	2,160	502	2,662
NEW OPEN ESCROWS AVERAGE DAYS ON MARKET	84	64	57	72	95	82	37	85	74	55	71
NEW OPEN ESCROWS AVERAGE LIST PRICE	302.5	505.2	280.3	389.1	321.2	367.8	585.6	398.7	369.8	281.8	353.8

## CLOSED SALES:

NEW ESCROWS CLOSED	10	1	54	18	26	39	22	74	244	58	302
TOTAL YTD ESCROWS CLOSED	40	27	473	153	186	302	110	504	1,795	386	2,181
VOLUME OF NEW SALE DOLLARS IN MILLIONS	3,849	275	16,541	7,216	7,285	16,962	13,056	33,986	99,170	16,706	115,875
VOLUME OF TOTAL YTD SALES IN MILLIONS	15,530	13,083	148,679	59,433	59,765	116,853	56,231	223,384	692,958	96,903	789,861
AVERAGE SALE PRICE IN THOUSANDS	384.9	275.0	306.3	400.9	280.2	434.9	593.5	459.3	406.4	288.0	383.7
MEDIAN SALE PRICE IN THOUSANDS	429.0	275.0	280.0	400.0	250.0	395.0	575.0	419.9	375.0	185.0	350.0
COOP SALES	8	0	46	14	20	31	17	60	196	42	238
PERCENT OF COOP SALES	80.0	0	85.2	77.8	76.9	79.5	77.3	81.1	80.3	72.4	78.8
AVERAGE DAYS ON MARKET	72	94	120	111	129	101	149	106	113	123	106
SALES AT LIST PRICE	4	1	38	12	12	23	11	35	136	28	164
PERCENT OF SALES AT LIST PRICE	40.0	100.0	70.4	66.7	46.2	59.0	50.0	47.3	55.7	48.3	54.3
SALES TO LISTING INVENTORY RATIO	20.4	2.9	18.6	19.1	18.8	21.4	30.6	27.7	21.7	15.5	20.1
FINAL SALE TO NEW LISTING RATIO	76.9	12.5	44.3	58.1	66.7	65.0	122.2	65.5	60.4	36.3	53.5

## 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	35	43	9	5	13029	12.3
100,000 TO 109,999	24	10	3	2	2300	1.9
110,000 TO 119,999	31	16	6	2	2310	1.7
120,000 TO 139,999	91	47	11	4	569	9
140,000 TO 159,999	37	47	8	4	2938	1.3
160,000 TO 179,999	77	36	10	6	3180	9
180,000 TO 199,999	61	50	14	6	168918	12.0
200,000 TO 249,999	87	120	25	10	16117	5.2
250,000 TO 299,999	77	163	27	12	6425	1.8
300,000 TO 349,999	81	168	31	19	13861	3.1
350,000 TO 399,999	39	144	39	17	7403	1.2
400,000 TO 449,999	68	116	32	24	16938	3.3
450,000 TO 499,999	57	113	21	14	14972	3.0
500,000 TO 549,999	46	59	19	12	20778	3.4
550,000 TO 599,999	88	45	8	5	26333	4.1
600,000 TO 699,999	101	56	15	9	31715	4.2
700,000 TO 799,999	79	48	10	8	49167	6.1
800,000 TO 899,999	103	38	6	6	56667	5.9
900,000 TO 999,999	154	12	2	2	192000	15.2
1,000,000 TO 1,999,999	68	52	6	6	179833	12.2
MORE THAN 2,000,000	0	14	0	0	N/A	N/A
TOTALS	67	1397	302	173	26339	3.8

## LISTINGS

**3,690**

## 2010 RMLS TOTAL - VOLUME

**\$789,861,000**

## SALES

**2,181**

\*THE ASSOCIATION DOES NOT VERIFY ACTUAL CLOSED ESCROWS.



**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 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	544	345	153.5	63.4	803	321	174.6	42.3	862	322	164.0	37.4	822	181	79.1	22	574	263	86.3	45.8	476	231	82.7	48.5
FEB	535	352	159.7	65.8	776	289	142.5	37.2	862	320	155.2	37.1	706	237	97.6	33.6	450	231	97.1	62.4	489	241	89.4	49.3
MAR	619	644	3103	104.0	1010	454	236.7	45.0	1121	489	241.6	41.8	766	299	120.1	39	506	336	105.4	66.4	592	554	123.4	59.8
APR	727	646	321.2	88.9	926	479	230.2	51.1	1065	320	164.7	30.0	668	324	136.5	48.5	435	332	122.7	87.8	553	328	118.1	59.3
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	465	368	135.9	79.1
JUNE	714	651	340.5	91.2	1231	489	266.3	39.6	1098	377	207.4	33.9	642	391	162	60.9	448	350	120.9	78.1	551	557	123.4	64.8
JUL	785	624	322.2	79.5	1149	469	244.5	40.8	940	365	186.4	38.0	649	418	158.5	65.0	463	393	138.7	84.9	564	302	115.8	53.5
AUG	894	601	330.3	67.2	1123	483	251.3	43.0	1064	320	167.1	30.1	645	341	131.9	52.9	428	342	118.3	79.9				
SEPT	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	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	6323	3213.2	76.9	11,171	5,045	2631.4	45.2	10,948	3,742	1893.5	34.2	7614	3984	1530.8	55	5,353	3,930	1,339.6	73				
AVG. SALE PRICE		\$508,176				\$521,586				\$506,013				\$384,236				\$340,865						

## SANTA CLARITA VALLEY SINGLE FAMILY SALES STATISTICS FOR JULY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	13	8	71	31	20	47	12	79	281	138	419
Total Active Listings	48	34	192	94	70	134	53	187	812	328	1,140
Average Days on Market	94	162	112	108	136	94	87	97	106	121	111
Average List Price in Thousands	539.2	595.6	498.3	438.6	586.9	438.0	632.0	615.8	531.4	372.4	485.6
Median List Price in Thousands	439.9	579.0	375.0	380.0	475.0	400.0	614.9	470.0	434.9	240.0	399.0
BOMS	0	0	4	6	3	2	2	5	22	6	28
Average BOM Price in Thousands	0	0	292.3	336.7	430.0	402.5	685.0	454.0	405.6	325.1	388.4
BOM to Sale Ratio	0	0	13.8	37.5	18.8	6.7	10.0	9.3	12.5	12.2	12.4
Expirations	1	1	4	1	2	2	1	4	16	20	36

### PENDING SALES

New Escrows Opened	7	9	46	28	21	42	17	79	249	69	318
Total YTD Escrows Opened	52	33	342	174	117	267	90	432	1,507	445	1,952
New Open Escrows Average Days on Market	84	64	56	73	113	64	40	85	73	57	70
New Open Escrows Average List Price	302.5	505.2	364.3	393.3	410.4	413.8	676.5	452.7	432.5	282.0	399.0

### CLOSED SALES:

New Escrows Closed	10	1	29	16	16	30	20	54	176	49	225
Total YTD Escrows Closed	40	26	300	145	108	239	80	337	1,275	345	1,620
Volume of New Sales Dollars in Millions	3.849	275	11.769	6.786	5.340	14.070	12.501	28.509	83.100	14.248	97.348
Volume of total YTD Sales in Millions	15.530	12.583	115.129	57.785	43.331	100.956	47.701	176.729	569.744	87.365	657.109
Average Sale price in Thousands	384.9	275.0	405.8	424.1	333.8	469.0	625.1	527.9	472.2	290.8	432.7
Median Sale Price in Thousands	429.0	275.0	348.8	410.0	359.0	401.0	593.0	450.0	420.4	181.5	400.0
Coop Sales	8	0	22	12	12	23	15	46	138	34	172
Percent of Coop Sales	80.0	0	75.9	75.0	75.0	76.7	75.0	85.2	78.4	69.4	76.4
Average Days on Market	72	94	117	116	154	97	136	106	113	128	116
Sales at List Price	4	1	18	10	9	17	9	20	88	24	112
Percent of Sales at List Price	40.0	100.0	62.1	62.5	56.3	56.7	45.0	37.0	50.0	49.0	49.8
Sales to Listing Inventory Ratio	20.8	2.9	15.1	17.0	22.9	22.4	37.7	28.9	21.7	14.9	19.7
Final Sale to New Listing Ratio	76.9	12.5	40.8	51.6	80.0	63.8	166.7	68.4	62.6	35.5	53.7

## SANTA CLARITA VALLEY CONDOMINIUM SALES STATISTICS FOR JULY

ACTIVE INVENTORY	AC	ADUL	CC	CA	NE	SAU	SR	VAL	SCVTOT	EXT	TOTAL
New Listings	0	0	51	0	19	13	6	34	123	22	145
Total Active Listings	1	0	99	0	68	48	19	80	315	46	361
Average Days on Market	32	0	81	0	116	121	99	92	98	70	95
Average List Price in Thousands	489.0	0	220.3	0	210.1	238.6	289.6	318.8	250.9	333.2	261.4
Median List Price in Thousands	489.0	0	200.0	0	209.8	250.0	280.0	299.0	249.0	250.0	249.9
BOMS	0	0	3	0	2	1	2	2	10	2	12
Average BOM Price in Thousands	0	0	202.6	0	169.5	124.9	257.5	206.5	200.0	195.0	199.1
BOM to Sale Ratio	0	0	12.0	0	20.0	11.1	100.0	10.0	14.7	22.2	15.6
Expirations	0	0	0	0	0	0	1	2	3	1	4

### PENDING SALES

New Escrows Opened	0	0	38	2	15	15	5	36	111	11	122
Total YTD Escrows Opened	0	2	214	9	88	96	44	200	653	57	710
New Open Escrows Average Days on Market	0	0	57	59	70	132	28	83	76	44	73
New Open Escrows Average List Price	0	0	178.6	329.5	196.3	238.8	276.8	280.2	229.2	280.7	233.8

### CLOSED SALES:

New Escrows Closed	0	0	25	2	10	9	2	20	68	9	77
Total YTD Escrows Closed	0	1	173	8	78	63	30	167	520	41	561
Volume of New Sales Dollars in Millions	0	0	4.772	.430	1.945	2.891	.555	5.477	16.070	2.458	18.527
Volume of Total YTD Sales in Millions	0	.500	33.550	1.648	16.434	15.897	8.530	46.655	123.214	9.538	132.752
Average Sale price in Thousands	0	0	190.9	215.0	194.5	321.2	277.5	273.9	236.3	273.1	240.6
Median Sale Price in Thousands	0	0	190.0	205.0	185.0	280.0	275.0	280.0	220.0	250.0	225.0
Coop Sales	0	0	24	2	8	8	2	14	58	8	66
Percent of Coop Sales	0	0	96.0	100.0	80.0	88.9	100.0	70.0	85.3	88.9	85.7
Average Days on Market	0	0	123	72	89	112	275	108	115	97	113
Sales at List Price	0	0	20	2	3	6	2	15	48	4	52
Percent of Sales at List Price	0	0	80.0	100.0	30.0	66.7	100.0	75.0	70.6	44.4	67.5
Sales to Listing Inventory Ratio	0	0	25.3	0	14.7	18.8	10.5	25.0	21.6	19.6	21.3
Final Sale to New Listing Ratio	0	0	49.0	0	52.6	69.2	33.3	58.8	55.3	40.9	53.1





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



***You may submit any additional  
pertinent information with this  
form.***

THANK YOU

# 2010 REALTOR® OF THE YEAR

It's time for the coveted "REALTOR® of the Year" Award nominations. The Awards Committee needs your nomination for members who have made significant contributions to our Association through their years of volunteer service and commitment to the real estate industry.

## **Eligibility Requirements**

1. Active and in good standing for the past ten years or more.  
(San Fernando & Santa Clarita Valleys)
2. Reputation for ethical conduct with the public and fellow members.
3. Faithful adherence to SRAR policies and NAR Code of Ethics.
4. Service above and beyond the ordinary to the Association.
5. Service to the community that promotes the Association.

## **Past Recipients**

2009 Winnie Davis	2004 Wendy Furth
2008 Steve White	2003 Mary Funk
2007 Jim Ezell	2002 John Maquar
2006 Irene Reinsdorf	2001 R.E. "Mitch" Davis
2005 Beth Pearce	2000 Pauline Tallent

Please fill out the nomination information below. RETURN BY SEPTEMBER 8 2010 to the SRAR AWARDS COMMITTEE, Valerie Biletsky, 7232 Balboa Blvd., Van Nuys, CA 91406, Fax: 818-786-4541, [valerieb@srar.com](mailto:valerieb@srar.com)

Name of Nominee: \_\_\_\_\_

Company: \_\_\_\_\_

Reason for nomination: \_\_\_\_\_

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Submitted by: \_\_\_\_\_

Company: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

# 2010 SRAR Affiliate of the Year Nomination

You are invited to participate in identifying candidates for the coveted "AFFILIATE of the Year" Award. The Affiliate of the Year Award Committee would appreciate your recommendations for Affiliate members who have made significant contributions to our Association through their years of volunteer service and commitment to the real estate industry.

All nominations submitted will be reviewed by the AFFILIATE of the Year Award Committee and judged according to the following qualifications:

## Eligible Candidates:

Active Affiliate members in good standing of the Southland Regional Association of REALTORS  
(San Fernando and Santa Clarita Valleys)

## Qualifications:

1. Affiliate member in good standing
2. Contribution to the Association over the years
3. Demonstrates a high degree of cooperation with Association members
4. Maintains high ethical standards
5. Maintains high business standards

## Past recipients have been:

- |                                      |                        |
|--------------------------------------|------------------------|
| 1992: Kathleen Ahern                 | 2001: Angel Pate-Moser |
| 1993: Dave Reizman                   | 2002: Cal Nordhagen    |
| 1994: Karyn Dunphy                   | 2003: Hope Bourman     |
| 1995: Stephanie Kane                 | 2004: Liz Dominguez    |
| 1996: Don Bagwell                    | 2005: Myrna Harrison   |
| 1997: Mark Beltran                   | 2006: Gary Warschaw    |
| 1998: Roberta Edwards / Fran Sherman | 2007: Ben Davis        |
| 1999: Lela Leong                     | 2008: Alana Fugnetti   |
| 2000: Jennifer Olsen                 | 2009: Dennis Dishaw    |

Please fill out and return the nomination form along with the resume and other pertinent materials on your nominee. **RETURN TO SRAR BY September 30, 2010 to the AFFILIATE of the Year Award Committee, c/o Michelle Gerhard at SRAR, 7232 Balboa Blvd., Van Nuys, CA 91406, Fax 818 786- 4541 or Email michelleg@srar.com .**



## NOMINATION FORM

Name of AFFILIATE NOMINATED: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

The nominee's record of SRAR & CAR service will be on file at the association:

Community Service:

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Honors & Awards:

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Reasons for nominating this candidate:

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Signature of Nominator: \_\_\_\_\_

Company: \_\_\_\_\_

Telephone Numbers: \_\_\_\_\_

You can attach any other pertinent information





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

# 2010 Association Service Award

The Awards Committee asks for your nomination of members who have made significant contribution through their year of involvement.

## Eligible Candidates

All active members in good standing for a minimum of five years are eligible for this award. (San Fernando and Santa Clarita Valleys)

## Qualifications

1. Major Association involvement.
2. Reputation for ethical conduct with the public and fellow members.
3. Faithful adherence to SRAR policies and N.A.R. Code of Ethics.

## **Past Recipients**

2009 Olga Moretti  
2008 Rodney Gallman  
2007 Sally Collom  
2006 Emily Link  
2005 Alan Kassan  
2004 Winnie Davis

Please fill out the nomination information below. RETURN BY SEPTEMBER 8 2010 to the SRAR AWARDS COMMITTEE, Valerie Biletsky, 7232 Balboa Blvd., Van Nuys, CA 91406, Fax: 818-786-4541, [valerieb@srar.com](mailto:valerieb@srar.com)

Name of Nominee: \_\_\_\_\_

Company: \_\_\_\_\_

Reason for nomination: \_\_\_\_\_

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\_\_\_\_\_

Submitted by: \_\_\_\_\_

Company: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

***You may submit any additional  
pertinent information with this  
form***

THANK YOU



# REALTOR® RESOURCE CENTER

These advertisements are published as a convenience for REALTOR® Report readers. The publication of an advertisement is not intended as an endorsement or recommendation of the services offered.

## BUILDING REPAIRS & REMODELING

GAMBINO ELECTRIC  
Corrections Troubleshooting  
Lic. 315797 Cell (818) 468-8456 (818) 718-1922  
Exp. #7 9-29

HARDWOOD FLOOR, KITCHEN CABINET  
FINE FURNITURE REFINISHING  
INSTALLATION, REPAIR. BILL.....818-481-4651  
Exp. #23 9-9

A1 PAINTING & Decorating. 30 yrs exp. Int & Ext.  
Wallpaper & popcorn ceiling removal. Smoothing &  
texturing of drywall, plaster or stucco. All repairs. Free  
estimates (818) 368-6083. Cell 309-9189. CSL #717698.  
Exp. #19 9-14

GTC CONSTRUCTION. Lic. 757990. We Do It All.  
Maintenance, and repairs at hourly time and materials.  
For commercial and agency establishments.  
.....Call (818) 518-7387.....  
Exp. #23 11-9

**KITCHEN AND BATH REMODELING**  
Construction professionals. Kitchen, bath remodeling,  
room additions, decks, concrete. Lic. 717698B  
.....(818) 309-9189 Ron.....  
Exp. #25 12-7

## FINANCIAL SERVICES

**DO YOU HAVE IRS PROBLEMS UNFILED TAX  
RETURNS? OWE BACK TAXES?** Call Lawrence J.  
Danny, CPA, Former IRS agent.....(818) 632-2053  
**WWW.CPAFORMERIRSAGENT.COM**  
Exp. #23 11-9

## REAL ESTATE

### ATTENTION ALL REALTORS®

"I am Jeff Schermer of Carnahan & Associates - a company who's name has been around the San Fernando Valley since 1946 and is owned and operated by Tom Carnahan - 2 time President of SRAR."



"Are you curious why I've spent the last 22 of my 32 years in the business with this company? Are you curious how a small (currently 30 agents) boutique office can meet all your needs in growing your business in this challenging market?"

"16 consecutive years as Agent of the Year."

Call or email me if you want answers  
jeffs@carnahanrealty.com,  
**818.884-1500 ext. 151**



**CARNAHAN  
& ASSOCIATES**

a real estate corporation

## MAINTENANCE & REPAIRS

COMPLETE CLEANING SERVICES! Vacant Homes/  
Offices. Window washing, carpet steam & shampoo.  
Kitch/Bath Clean. Free estimates. ABA Crystal Clean, Inc.  
.....(818) 625-1171.....  
Exp. #24 11-23

**VACANT HOME CLEANING SPECIALIST**  
APPLE CLEANING/PAINT. FORECLOSURES, HAULING.  
**(661)298-2084JOHN/JUNECARPETSHAMPOO(818)993-5102**  
Exp. #20 9-28

GARY SCHIFF PLUMBING  
Owner operated, Fast Reliable and Inexpensive. Plumbing  
repair, water heaters, garbage disposals, toilets, faucets  
and more. License #683205  
.....(818) 700-1079.....  
Exp. #20 9-28

**VACANT HOMES SPECIALIST.** Cleaning, painting,  
repairs. Everything. 18 years exp. References. Lic.  
#575890 We do foreclosures.  
**(818) 895-3050.....(818) 605-2822**  
Exp. #21 10-12

**HERNANDEZ PAINTING & DECORATING**  
LOW PRICES 20 YEARS EXPERIENCE. LIC. #575890.  
QUALITY WORK. FAST SERVICE.  
**(818) 895-3050.....(818) 605-2822**  
Exp. #21 10-12

BILL HOLT'S HANDYMAN SERVICE  
Plumbing, electrical, painting, drywall repair. no job too  
small. All work guaranteed. Small Pool & Spa Repair.  
(818) 576-1041  
Exp. #26 12-21

## HOME WARRANTY

*People Helping People*



**HOME  
WARRANTY  
COVERAGE  
YOU CAN**

*Rely on!*

**www.orhp.com**  
**1-800-445-6999**

## PROFESSIONAL SERVICES

**MORTGAGE LOAN ORIGINATORS  
EXAM PREP FOR SAFE ACT.**  
**(818) 715-0088**  
Exp. #19 9-14

ROOFING Inspection within 24 hrs. 1-818-772-7500  
ROOFING OCTAGON ROOFING CO. Fast serv.  
ROOFING Certification-all types repaired & installed  
ROOFING Insured & CA Lic. #767713  
ROOFING with over 20 years experience.  
Exp. #18 8-31

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. #23 11-9

LICENSED LAND SURVEYOR  
LOT LINES, CERT OF COMPLIANCE,  
LOT LINE ADJUSTMENT  
DAN MAY.....661-297-2667  
Exp. #26 12-21

**LEAD PAINT TESTING**  
CERTIFIED INSPECTOR/ASSESSOR. STATE OF CA LIC.  
CADPH 14773. CAL LIC. 518509. **(818) 407 5942**  
Exp. #21 10-12

## ADVERTISERS: DON'T BE LEFT OUT!

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.

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Foreclosure Processing  
For Five Western States  
AR, CA, NV, OR, & WA

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7 3 5 5  
**(818) 878-0254**

www.foreclosureexpress.com  
mirzaian@earthlink.net

- Lowest Fees Guaranteed
- Free Initial Consultation
- No Fees to Start
- Overnight Recording
- Assessment Liens
- Reconveyances
- Forbearances

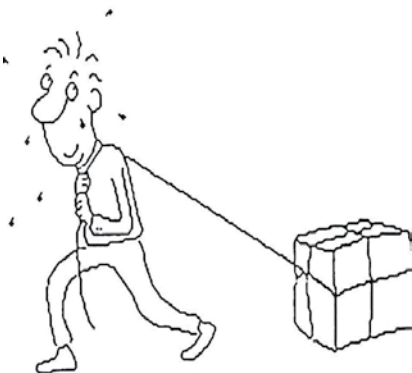
*Loan Servicing at it's Best*

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## HOTEL

### TOO MANY DECISIONS???



Recommend us to your clients for  
relocating or short/ long term stays

#### ST. GEORGE MOTOR INN

19454 Ventura Blvd.  
Tarzana, CA 91356

818.345.6911  
800.845.8919

- Guest Laundry Room
- Daily / Extended Stay Rates
- Suites & Jr. Suites w/ Full Kitchens
- Standards w/ Microwaves & Fridge
- Heated Pool / Spa
- Free coffee & donuts
- Free Wireless Internet
- Free Cable TV

Chamber of Commerce Discounts

## CONSTRUCTION



### STYL'N CONSTRUCTION, INC.

**R.E.O. / Foreclosures**

Email: [Styl'n@earthlink.net](mailto:Styl'n@earthlink.net)

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

- Trash-Outs
- Initial Yard Clean-Up
- Initial Cleaning
- Emergency Preservation
- Pool Clean-Ups
- Monthly Services
- Lead Bids
- Retrofitting Bids
- FHA - HUD Lender Requirements
- Interior Paint
- Carpet - Vinyl - tile
- 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](http://www.broker-solutions.com)

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

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

Licensed • Bonded & Insured • Lic. #806623

## REAL ESTATE



Realtors®/Brokers  
we have one of the best programs  
available in the valley.

We offer  
**90%, 95% and 100%**  
programs.....

Full time Broker.....not a big corp.  
fees.... you close today,  
you get paid today..

We are simple and clear with our fees...  
No Monthly Fees..

You can put more money in  
your pocket that simple...

Call Rene Bautista at

**(818) 335-0960**

or email  
[Realestate1880@yahoo.com](mailto:Realestate1880@yahoo.com)

## TERMITE INSPECTION

### Termite & Retrofitting

#### Termite Inspection

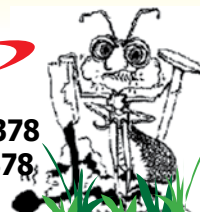
- Fast report (fax or e-mail)
- Bill to escrow
- Free inspection if competitive bid
- All works fully guaranteed
- We will beat or meet other bid

#### Retrofitting Inspection

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



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



**Get two inspections for one call**

# REALTOR® RESOURCE CENTER

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## SIGNS

**ARTO SIGN CO.**  
DIGITAL & SILK SCREEN PRINTING  
**www.ArtoSign.com**

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



**Go Color**  
Extra Low Pricing  
Yard Sign ea. \$39.95  
Full Color, Digital Printing

**ARMANDO SANDOVAL**  
Call For Special Special  
285-0200

**sunny yi**  
800.644.9994  
www.SunnyYi.com

**BANNERS, CANVAS, CAR MAGNETS, RIDERS, FLAGS, METAL A-FRAME, BROCHURE BOX, FRAMES, POSTER**

**TEL: 818-500-9111**  
5838 SAN FERNANDO RD. #C, GLENDALE CA 91202

## REAL ESTATE

### Meet Steven Green...

#### A Park Regency Performance Leader



Steven Green

Park Regency retains its quality sales professionals for many years. Steven Green, a perennial top producer with the company, proudly displays nearly 25 years of service. His sales performance in 2010 is on pace to place him among Park Regency's Top 10 sales associates, which he has consistently been. He's also expanded his expertise with certification as an expert in distressed property and in short sales.

Why does Steven Green achieve such impressive results every year? "Our management team instills a tremendous amount of confidence in our sales staff," says Steven. "And they support us completely in real estate matters as well as in our personal lives. This leads to a really strong, positive atmosphere."

Consistency, perseverance and a lot of confidence – it pays off for Park Regency professionals like Steven Green who find that success is not that difficult when you're part of a winning team.


818-363-6116

www.ParkRegency.com

10146 Balboa Blvd. Granada Hills, CA 91344



## PROPERTY INSPECTION

California General Building Contractors  
Lic. No. 305021

**JERRY CARLISLE**  
**PROPERTY INSPECTIONS**

MASTER CREIA INSPECTOR  
AS DESIGNATED BY THE CALIFORNIA REAL ESTATE INSPECTION ASSOCIATION

Member  
AMERICAN SOCIETY OF HOME INSPECTORS

**Over twenty years of property inspection experience**

Single Family Residences  
Condos  
Townhouses  
Apartment Buildings  
Commercial/Industrial Buildings

**(818) 880-9195**  
**(310) 478-8039**

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

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

## TERMITE INSPECTION & FUMIGATION

**NORDHAGEN AND DAUGHTERS**  
EXTERMINATING COMPANY INC.

**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

## LEGAL

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

  **ENCINO**  
**(818) 986-3147** 

- Guaranteed rapid filings
- No office visit required
- Free telephone consultations
- More experience than any other law firm
- Lockout Management service available

**FULL COLLECTION SERVICES**  
**FREE FORMS AND**  
**TELEPHONE CONSULTATIONS**  
**Open Monday through Saturday**  
Call after hours for our informational hotline  
including free forms

**OTHER AREA OFFICES:**  
**LOS ANGELES 323-938-2868** **VALLEY VILLAGE 818-432-1980**  
**TOLL FREE 800-77EVICT**

**www.evict123.com**



# REALTOR® RESOURCE CENTER

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## REAL ESTATE

\$39 per month  
**100%  
COMMISSION**



**GOLD STAR REALTY**

We Offer:

Full Time Experienced Broker  
Equipped Offices & Conference Rooms  
Most Southland MLS Services  
Friendly and Helpful staff

**(818) 757-4567**

**20 YEARS IN BUSINESS**

17815 Ventura Blvd., Suite 205, Encino

## ADVERTISING

# Showcase of Homes

**New Advertiser  
Discounts Available -  
Just Ask!**

**Packages  
start as low as  
\$49 per week.**

**Saturday or Sunday only \$49  
or Buy 3 weeks get 1 FREE only \$147\***

1. Photo ad on Sunday
2. 30 day featured listing on [www.zillow.com](http://www.zillow.com)
3. 7 day featured listing on [www.dailynews.com/homes](http://www.dailynews.com/homes)
4. 7 days ad posted on [www.dailynews.com](http://www.dailynews.com) (under this weeks ad)
5. 10 line classified for Friday, Saturday and Sunday

**Reach a huge, dynamic and affluent audience!**

- Over 506,000 Sunday readers; 85% exclusive (unduplicated)
- Over 8.9 million monthly page views online; 2.4 million monthly unique visitors
- Average HH: \$94,303
- Over 72% of readers own homes

ORDER NOW go to  
[http://lang.dailynews.com/socal/showcase\\_homes/index.asp](http://lang.dailynews.com/socal/showcase_homes/index.asp)

Contact Cibeli Tregembo  
at (818) 713-3347 or  
[cibeli.tregembo@dailynews.com](mailto:cibeli.tregembo@dailynews.com)

**Daily News**

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

\*Same property must be featured for 30 days, no changes beside price and open house.  
Source: 2009 Scarborough Research Report; 2009 ABC Audit; Omniture 4th Qtr Avg 2009.

## RETROFITTERS

# A1 RETROFITTERS

A1 Retrofitters is Licensed (527682),  
Bonded, & Insured.

We bill escrow for your convenience.

### Retrofitting

E.Q. Gas Shut Off Valves  
Ultra Low Flow Toilets  
Smoke Detectors  
Water Heater Strapping  
Window Safety Glazing

**REO / Foreclosure Repairs  
Buyers List's**

**Call Today! We Can Do It All!**

**(818) 360-4259**

**(866) 738-7734**

[www.a1retrofitters.com](http://www.a1retrofitters.com)

## REAL ESTATE

**GENERAL  
REALTY GROUP, INC.**



**100%  
Commission**

**EARN MORE KEEP MORE**

**Only \$69/Month**

- Residential
- Commercial
- Investments
- Mortgages
- Business Ops
- Industrial

*Also Ask About ...*

- ☒ New Annual Plan
- ☒ Branch Licensing

For a Confidential Interview...  
**contact Dean Dana - Broker**

office: 818-778-1112 ext. 49  
e-mail: [dean@generalrealty.com](mailto:dean@generalrealty.com)

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

each office is independently owned and operated

## CONSULTING & TESTING

**818.470.5942  
ASBESTOS? MOLD?  
LEAD? RADON?**

### General Building Contractor

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

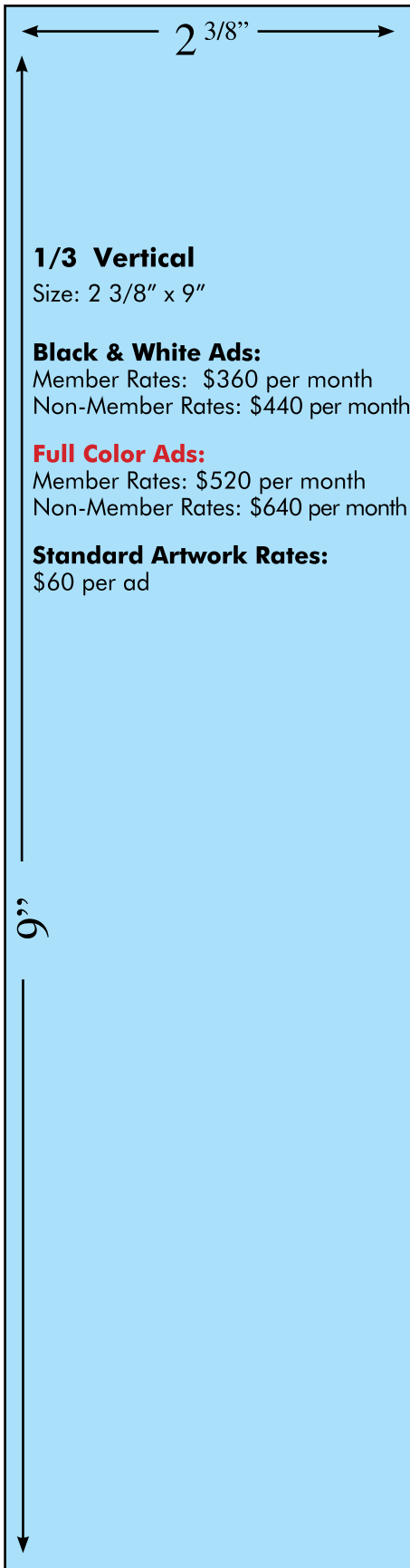
### Koonce Consulting & Testing

Chuck Koonce is licensed and certified for all general building and  
environmental testing. Serving the REALTORS® of the San Fernando  
and Santa Clarita Valley's for over 20 years.

# DISPLAY ADVERTISING RATES & SPECIFICATIONS

**\*\*RATES PRICED ON A 4 WEEK BASIS:**

*One month of web advertising & two printed issues of an ad*



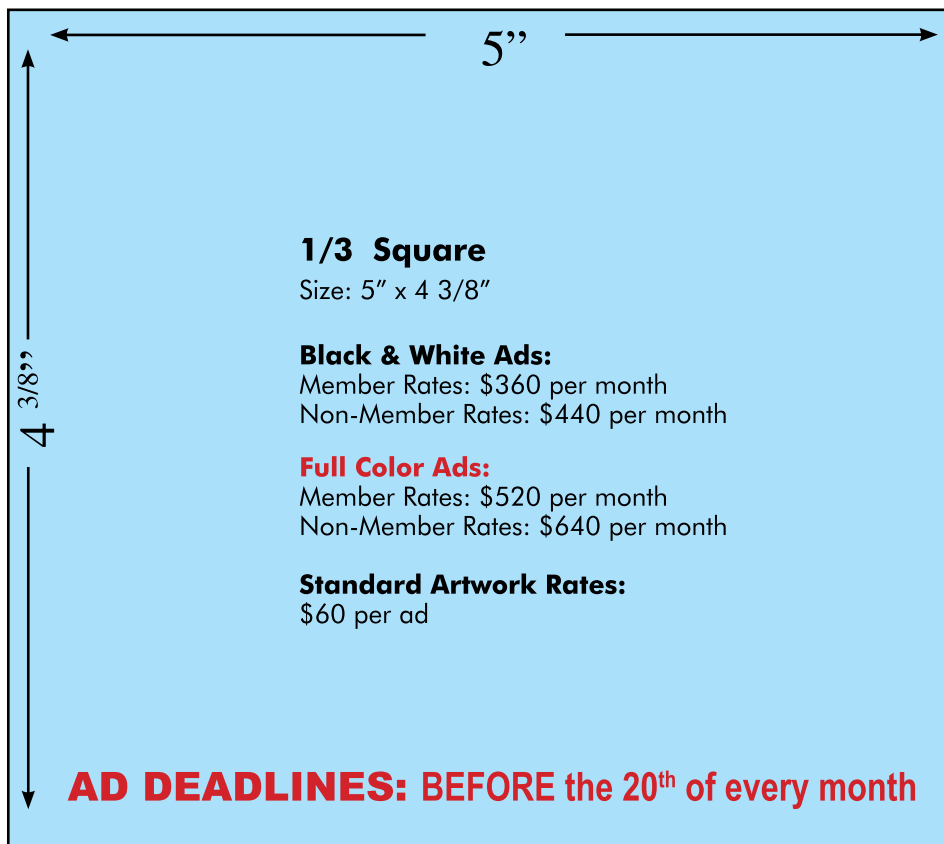
A light blue rectangular box representing a 1/3 Vertical ad. The width is labeled as 2 3/8" at the top. The height is labeled as 9" on the left side.

**1/3 Vertical**  
Size: 2 3/8" x 9"

**Black & White Ads:**  
Member Rates: \$360 per month  
Non-Member Rates: \$440 per month

**Full Color Ads:**  
Member Rates: \$520 per month  
Non-Member Rates: \$640 per month

**Standard Artwork Rates:**  
\$60 per ad



A light blue rectangular box representing a 1/3 Square ad. The width is labeled as 5" at the top. The height is labeled as 4 3/8" on the left side.

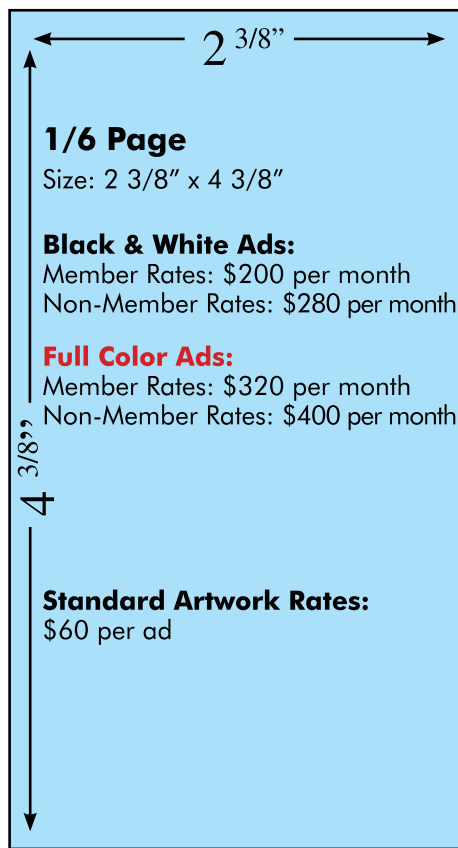
**1/3 Square**  
Size: 5" x 4 3/8"

**Black & White Ads:**  
Member Rates: \$360 per month  
Non-Member Rates: \$440 per month

**Full Color Ads:**  
Member Rates: \$520 per month  
Non-Member Rates: \$640 per month

**Standard Artwork Rates:**  
\$60 per ad

**AD DEADLINES: BEFORE the 20<sup>th</sup> of every month**



A light blue rectangular box representing a 1/6 Page ad. The width is labeled as 2 3/8" at the top. The height is labeled as 4 3/8" on the left side.

**1/6 Page**  
Size: 2 3/8" x 4 3/8"

**Black & White Ads:**  
Member Rates: \$200 per month  
Non-Member Rates: \$280 per month

**Full Color Ads:**  
Member Rates: \$320 per month  
Non-Member Rates: \$400 per month

**Standard Artwork Rates:**  
\$60 per ad

## NOW OFFERING FULL COLOR DISPLAY ADS!

Our NEW AND IMPROVED REALTOR® REPORT display advertising options. Now publishes ads in both print and online.

### Display Advertising Mechanical Requirements

Digital advertisements (for printed version only) are accepted in PC format (InDesign, Photoshop, Illustrator) with all supporting files (images & fonts), or you may supply the ad as a high-resolution PDF (PDFx1a). PageMaker, Microsoft Word or Freehand files **will NOT be accepted**.

Ads can be submitted on CD or e-mailed to [printshop@srar.com](mailto:printshop@srar.com). No hard copy will be accepted.

Proofs or hard copy sample must be supplied for all ads. PDFs are acceptable as long as color is not critical.

Display ads should employ line screens no finer than 120. Material should be prepared allowing for approximately 30% gain on press. Any screen that will not be acceptable if printed as a solid should be held below 85%.

REALTOR® Report is printed in 4-color process (CMYK). All colors MUST be in process CMYK. SRAR is not responsible for missing portions of ads due to customer design error.

**\*\*PLEASE NOTE\*\* AD SPACE IS LIMITED.** Ads are taken on a first come first served basis.



SOUTHLAND REGIONAL  
ASSOCIATION OF REALTORS®, INC.

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

**Regular mail not fast enough?  
Read REALTOR® Report on-line at [www.srar.com](http://www.srar.com)**

PRESORTED  
STANDARD  
U.S. POSTAGE  
**PAID**  
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. INVEST. PROP.

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

**Chairperson:** Brian Hatkoff, CCIM

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

**Web:** [www.commercialdataexchange.com](http://www.commercialdataexchange.com)

**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

### 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.**

IRC 1031 Tax Deferred Exchanges  
and Business Opportunities. If you can  
not sell it exchange it!!!. Exchange what  
you do not want for what you want.  
Special work shop: Short Pays "Getting  
paid without doing all the work" We are  
making arrangements for a light lunch,  
for reservations [harveyok2@yahoo.com](mailto:harveyok2@yahoo.com)

### SEPTEMBER 17

Castaic

Newhall

Stevenson Ranch

Valencia

Acton, Agua Dulce

Canyon Country

Newhall

Saugus

Valencia

### OCTOBER 1

Acton, Agua Dulce, Newhall

Saugus

Valencia